

Capability Statement



MURUJUGA Commercial Ltd



*Building our business, Empowering our People,
Sustaining our Country*

Introduction and company profile

Murujuga Commercial Limited (MCL) is a subsidiary of Murujuga Aboriginal Corporation (MAC) which works to investigate, pursue and operate commercial ventures for the purposes of providing benefits to the Murujuga community. MCL is a public company limited by guarantee under the Corporations Act and registered as a charity under the Australian Charities and Non-for-profits Commission Act, in the form of a public benevolent institution.

MCL is in a start-up phase, and as such the focus is on the establishment of the business, the formation of a solid foundation for future business streams, and the creation of an investment/project pipeline aligned with strategic goals and objectives.

Our ultimate goal is to establish a diversified Aboriginal business with a portfolio of investments which ensure resilience in the face of economic and resource sector fluctuations.

We aim to maximise economic, social and environmental returns which will ensure social and economic independence for current and future generations of Murujuga people.

Our Vision and Mission

Our **Vision** is to be a commercial business founded on enduring Aboriginal culture and heritage, maximising value to Murujuga Aboriginal Corporation by transforming the lives of its stakeholders for today and the future.

This is in turn supported by our **Mission** of enabling economic self-determination for the Murujuga community through innovative and competitive commercial activities.

Our Business Principles

Respect for Aboriginal heritage, tradition and culture is core to our business

Our strategic advantage lies in our foundation on Aboriginal country, culture and heritage, the unique country entrusted to MAC and the ability to build strategic partnerships in support of business objectives.

The principles of sustainability apply to decision making, ensuring the maximisation of economic, social and environmental returns to stakeholders.

Our business growth is via equity participation in a mix of partnerships, joint ventures and acquisitions.

Priority is given to partnering with Murujuga member businesses where aligned with our strategic framework.

Core Business and Core Competencies

MCL's core business focuses on the following areas: -

1. Crane and Equipment Hire – Joint Venture
2. Commercial Transport – Joint Venture
3. Electrical Services – Joint Venture
4. PPE clothing - partnership

In addition future business development opportunities are focused on: -

1. Resources and energy sector support services such as maintenance and transport.
2. Land and property development – residential and industrial.
3. Carbon farming and trading
4. Tourism and Aquaculture

Our Core Business areas are supported by our Core Competencies of: -

- Integrating Aboriginal Culture and Heritage with business opportunities
- Partnering and deal making
- Portfolio structuring, design and management
- Value based leadership and management.

Description of products and/or services

Wangarri Crane and Equipment Hire

In partnership with Boddingtons Crane Hire, our crane and equipment hire company, Wangarri Crane and Equipment Hire, can provide dry or wet hire of Cranes, Reach Stackers, Forklifts and Telehandlers of various sizes and specifications to all sections of Australian Industry. Wangarri provides Crane and Equipment hire services to the highest standards, founded on enduring Aboriginal culture and heritage, whilst maximising value to stakeholders for today and the future. Wangarri Crane and Equipment Hire provides lifting solutions to all sectors of Australian industry. Specialising in dry hire, Wangarri provides a quality service that meets clients' needs at a competitive price. Wangarri means "Coming to Life", which represents the commercial journey of the owners.

Murujuga Commercial Transport (MCT)

Murujuga Commercial Transport Pty Ltd has been established in partnership with Australian Transit Group (ATG). ATG is a privately owned and operated company that consists of a range of smaller brands across Australia with approximately 600 buses across Australia. MCT is planned to be an enduring and empowered Aboriginal business which delivers bus transport services to major industrial clients in the Pilbara. Our services can be designed to suit client's

requirements and include door to door services, airport transfers and regular scheduled routes for project and operational staff.

Ganaji Contracting

MCL has established an electrical services and equipment business with Matera Electrical named Ganaji Contracting. Matera Electrical is a recognised Aboriginal business and currently provides high voltage services to Woodside with over 8 years of oil and gas operational experience. Ganaji Contracting offers the full suite of HV, MV and LV services including routine maintenance, special projects and tag and testing services. HVAC services can also be provided.

Buriya Services (under development)

MCL is developing a joint venture with KBSS to provide a skills sourcing and placement service to major clients. KBSS is a leading service provider to the Oil & Gas, Construction and Mining industries, with an outstanding reputation for delivering safe, reliable and cost-effective project outcomes across the resource sector throughout Australia and abroad. The company will be named Buriya, meaning tides, where the land and sea meet. This signifies the unity of resources across the land and seas.

Buriya will provide labour support services to clients on the Burrup and offshore. In addition, a collaborative approach will be adopted to delivering other services that are within the capacity of KBSS and MCL to deliver.

PPE Clothing Partnership

MCL have established a partnership with Jatu Clothing whereby the partnership would design and organise the manufacture and sale of workwear and corporate wear that incorporates Aboriginal artwork, with a percentage of the profits flowing towards a community benefit fund.

This model has been applied in other parts of Western Australia, and currently a range of organisations are being supplied with PPE that incorporate Aboriginal artwork. The partnership has direct access to existing designers, manufacturers, and a full understanding of the supply chain requirements.

Business Opportunities

Currently the following business opportunities are under development:

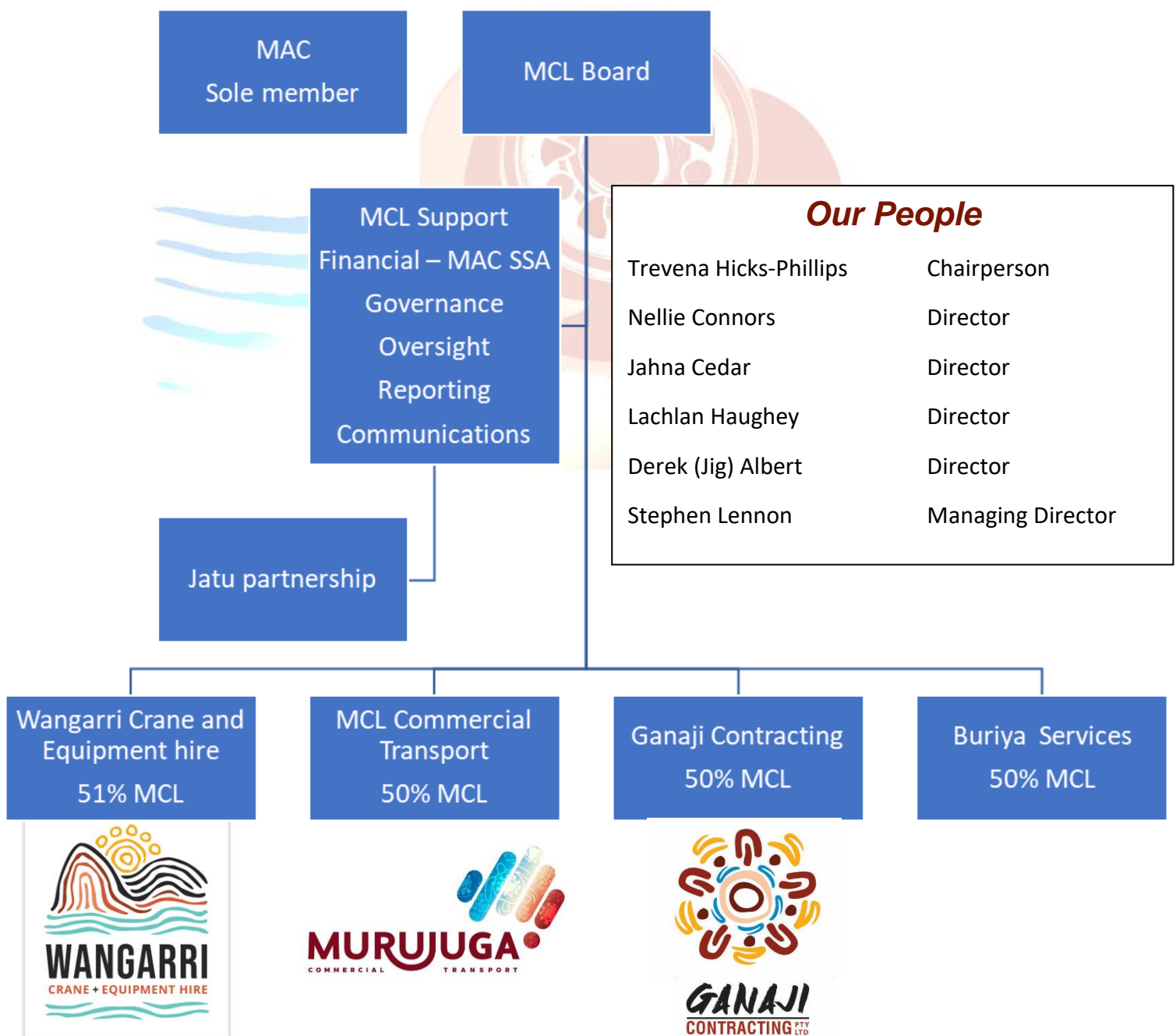
- Maintenance and bulk transport services.
- Land and property development – residential and industrial.
- Carbon farming and trading
- Tourism and Aquaculture

Major client list

Currently our business partners are those partnering with us under the Burrup and Maitland Industrial Estates Agreement as well as other businesses in the Pilbara. This includes: -

- Woodside
- Bechtel
- Perdaman
- Clough
- Rio Tinto
- Yara Fertiliser
- Schlumberger
- Monford

Corporate Structure and team profile



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