

BHP

Supply Innovation

Susan Lasecki and Maria Jose Araneda

Seminario de Abastecimiento en Minería , April 24th, 2018



Mining industry challenges

Safety and Sustainability

Declining Grade

Commodity Cycle

100 years vs. Disruption

Production vs. Innovation

Creating space for innovation

Open Innovation Methodology

Supply Innovation

Supplier Collaboration

SRM

Collaboration in Technology

Strategically and Operationally

Culture

Diversity and Inclusion

Trust and Collaboration

Taking Cluster Program to the Next Level Supply Innovation

We use our business challenges to **spark innovation** and create shared value for **BHP**, our communities and the countries where we operate.

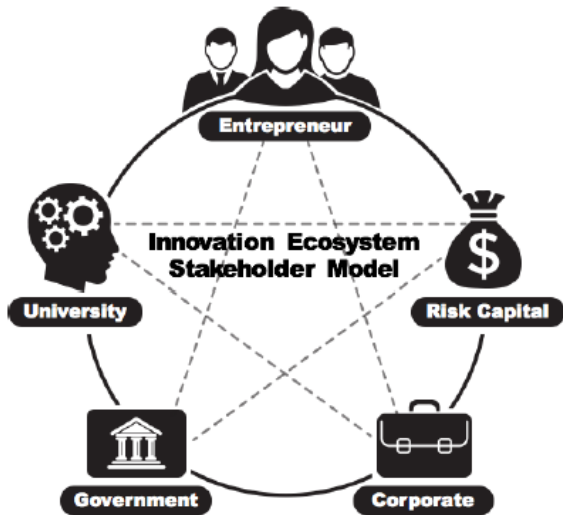
Through **collaboration** and **trust in action**, we empower an ecosystem of innovation delivering **value for all**.

Supply Innovation

Leveraging Supply Innovation to create shared value for BHP, our communities and the countries where we operate

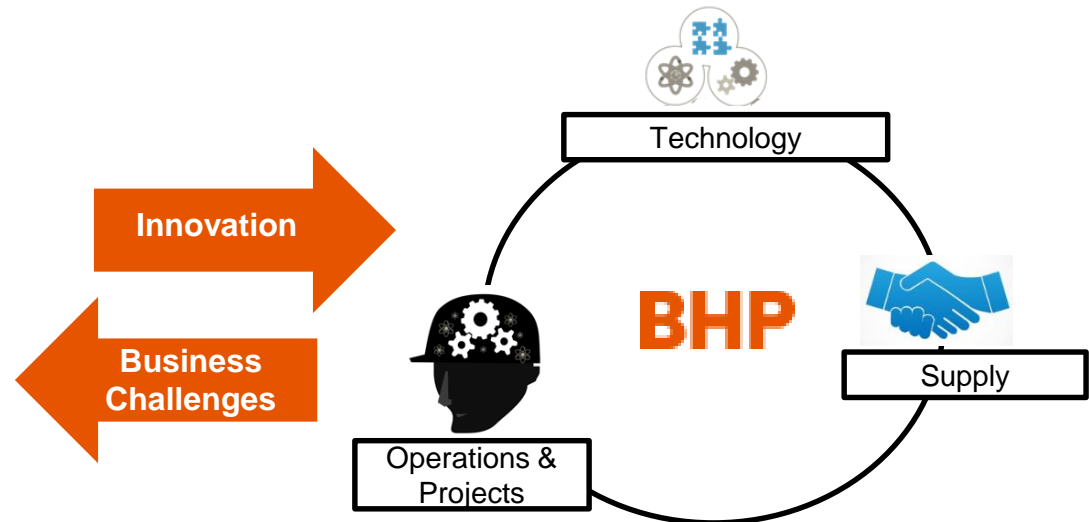
External Innovation Ecosystem

Enables regional stakeholders to accelerate economic growth and job creation



Internal Innovation Ecosystem

People/Culture - Processes - Technology



BHP business challenges become the catalyst for developing an ecosystem of innovation

Supply creates shared value at three levels

Supplier Collaboration - SRM

Collaborating with strategic suppliers to amplify our reach:

- Local Hiring
- Buying locally
- Developing local entrepreneurship
- Creating innovative solutions

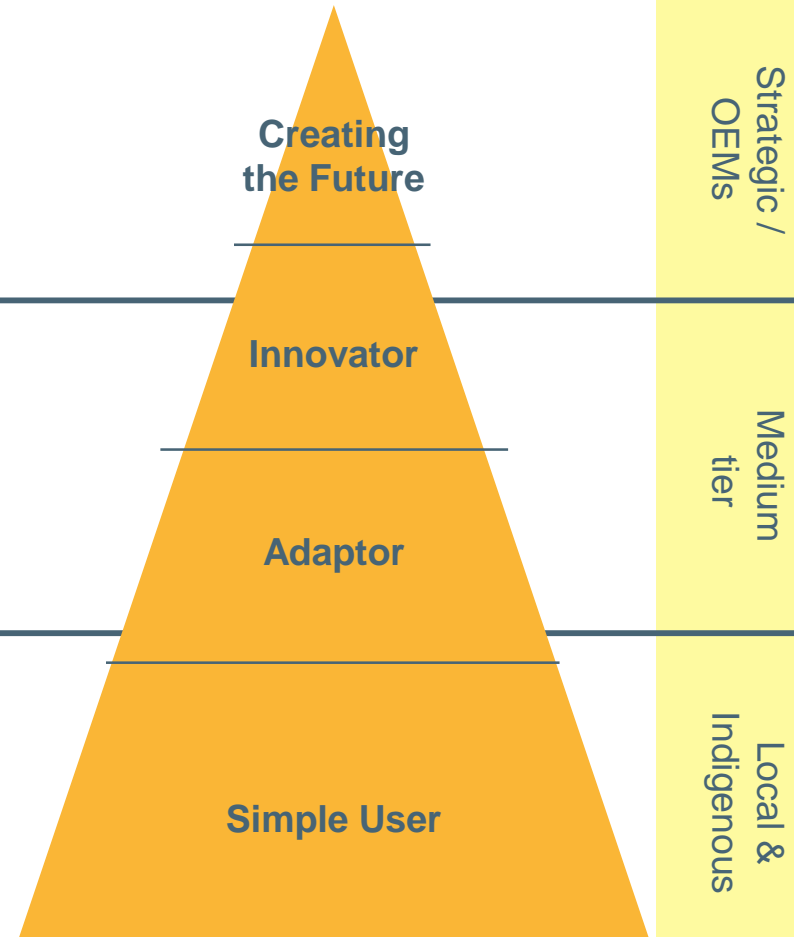
Cluster / Supply Innovation

- Leveraging supplier innovation by taking a business challenge to the market, both strategic and operational
- Foster an ecosystem of entrepreneurial innovation
- Targeted interventions supporting suppliers scale up

Local Suppliers & Indigenous Communities

Support form small local suppliers (direct and indirect):

- Access to BHP (Outsource)
- Business basics assistance
- Supporting local entrepreneurs



Empowering the Ecosystem of Innovation



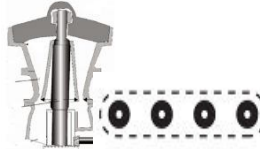
Areas of opportunity



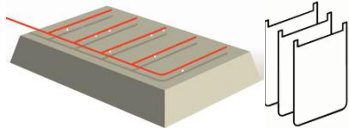
**Exploration
and Planning**



**Extraction and
Transport**



**Dry
Processing**



**Wet
Processing**

Innovation Technologies	Energy and Water
	Automation and Robotics
	Big Data / Machine Learning / AI
	Process Optimization

Commercial Management Team



Head of Category
Management
Antonio Velásquez
Santiago



Manager Cluster
Susan Lasecki
Santiago

Head of Warehouse
Logistics & Inventory
Vacant
Santiago



Head of Project Contract &
Procurement
Sally Hancock
Santiago



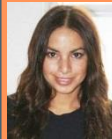
Manager
Analysis & Improvement
Kurt Benavides
Santiago



Head of Business Partnering
Escondida
Roberto Medina
Santiago



Manager Purchasing
Viviana Colazo
Santiago



Administrator
Supply
Paula Muñoz
Santiago



Manager Business
Partnering Pampa Norte
Fabian Gutierrez
Santiago



VP Supply
Minerals Americas
Cristian Magri
Santiago

Category Management & Purchasing Team



Superintendent
Category Management
Mining Equipment & EMT
Jorge Wahl
Santiago

✉ Jorge.JM.Wahl@bhpbilliton.com

☎ +56 225795043



Superintendent
Category Management
Business Wide Goods & Services
Andrés Daneri
Santiago

✉ andres.af.daneri@bhpbilliton.com

☎ +56 225792017



Superintendent
Category Management
Utilities
Fernando Salinas
Santiago

✉ Fernando.FJ.Salinas@bhpbilliton.com

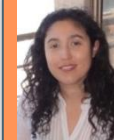
☎ +56 225792050



Superintendent
Category Management
Drill & Blast
Nelson Cornejo
Santiago

✉ Nelson.NA.Cornejo@bhpbilliton.com

☎ +56 225795324



Superintendent
Category Management
Freight & Logistic
Viviana Lara
Santiago

✉ Viviana.VF.Lara@bhpbilliton.com

☎ +56 225795068



Superintendent
Category Management
Plants Services
Leonardo Rioseco
Santiago

✉ Leonardo.LA.Rioseco@Bhpbilliton.com

☎ +56 225795689



Superintendent
Category Management
Plants Goods
Juan Larenas
Santiago

✉ Juan.JM.Larenas@bhpbilliton.com

☎ +56 225795052



Principal
Category Management
LCC
Nicolas Urzua
Shangai

✉ Nicolas.ND.Urzua@bhpbilliton.com

☎ +862161227005



Superintendent
Purchasing
Operations
Alejandra White
Santiago

✉ Alejandra.AE.White@bhpbilliton.com

☎ +56 225795322



Superintendent
Purchasing
Functions
Ian Oxley
Santiago

✉ Ian.Oxley@bhpbilliton.com

☎ +56 225795206

Supply Innovation Team



Principal
Supply Innovation
María José Araneda
Santiago

✉ maria.mj.araneda@bhpbilliton.com

☎ +56 225795075



Specialist
Supply Innovation
Camila Cáceres
Escondida

✉ Camila.CA.Caceres@bhpbilliton.com

☎ +56 552506764

Specialist
Supply Innovation
Vacant
Spence



Graduate
Supply Innovation
Josefina Larrañaga
Escondida

✉ Josefina.larranaga@bhpbilliton.com

☎ +56 552505208



Graduate
Supply Innovation
Ailyn Molina
Spence

✉ Ailyn.Molina@bhpbilliton.com

☎ +56 225792123

BHP