



Pilbara Proven

Supplying customised hire agreements and a flexible fleet capability that can be scaled and adapted to project needs.

1800 CAR 4 HIRE
WWW.RAWHIRE.COM.AU



Major Resource Projects — June 2013

Project labels:

PROJECTS OPERATING OR CURRENTLY UNDER DEVELOPMENT WITH AN ACTUAL OR ANTICIPATED VALUE OF PRODUCTION GREATER THAN \$A10 MILLION ARE SHOWN IN BLUE

PROPOSED OR POTENTIAL PROJECTS WITH A CAPITAL EXPENDITURE GREATER THAN \$A20 MILLION ARE SHOWN IN RED

PROJECTS UNDER CARE AND MAINTENANCE ARE SHOWN IN PURPLE

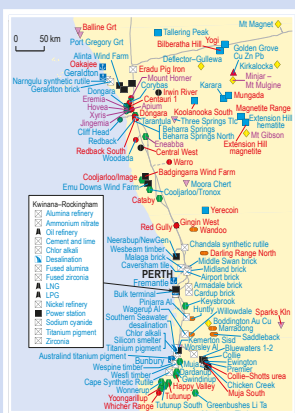


Location of Raw Hire Depots



Raw Hire Airport Locations

INSET A



MINERAL SYMBOLS

 - Precious mineral
 - Precious mineral
 - Steel alloy metal
 - Steel alloy metal
 - Specialty metal
 - Specialty metal
 - Base metal
 - Base metal
 - Coal and lignite
 - Coal and lignite
 - Industrial mineral
 - Industrial mineral
 - Processing plant
 - Processing plant

PETROLEUM SYMBOLS

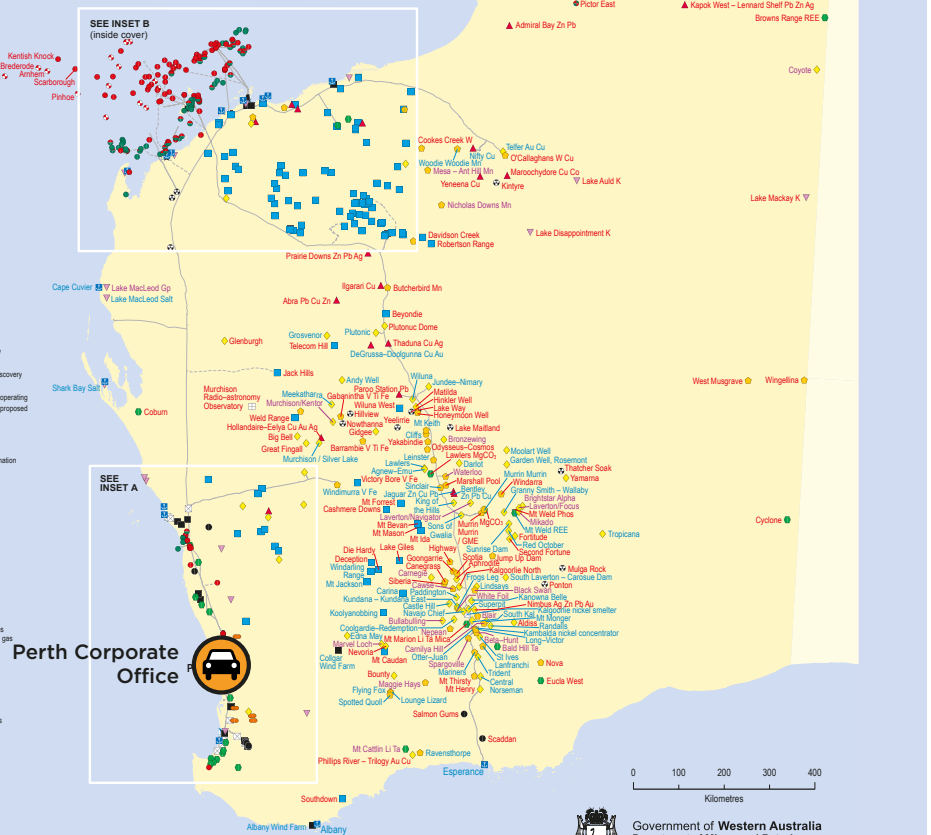
 - Gas field
 - Gas field
 - Oil and gas field
 - Oil and gas field
 - Significant gas discovery
 - Significant gas discovery
 - Significant oil and gas discovery
 - Significant oil and gas discovery
 - Processing plant
 - Processing plant
 - Oil gas pipeline, operating
 - Oil gas pipeline, proposed

INFRASTRUCTURE

 - Power plant
 - Power plant
 - Irrigation / water / desalination
 - Irrigation / water / desalination
 - Port
 - Port

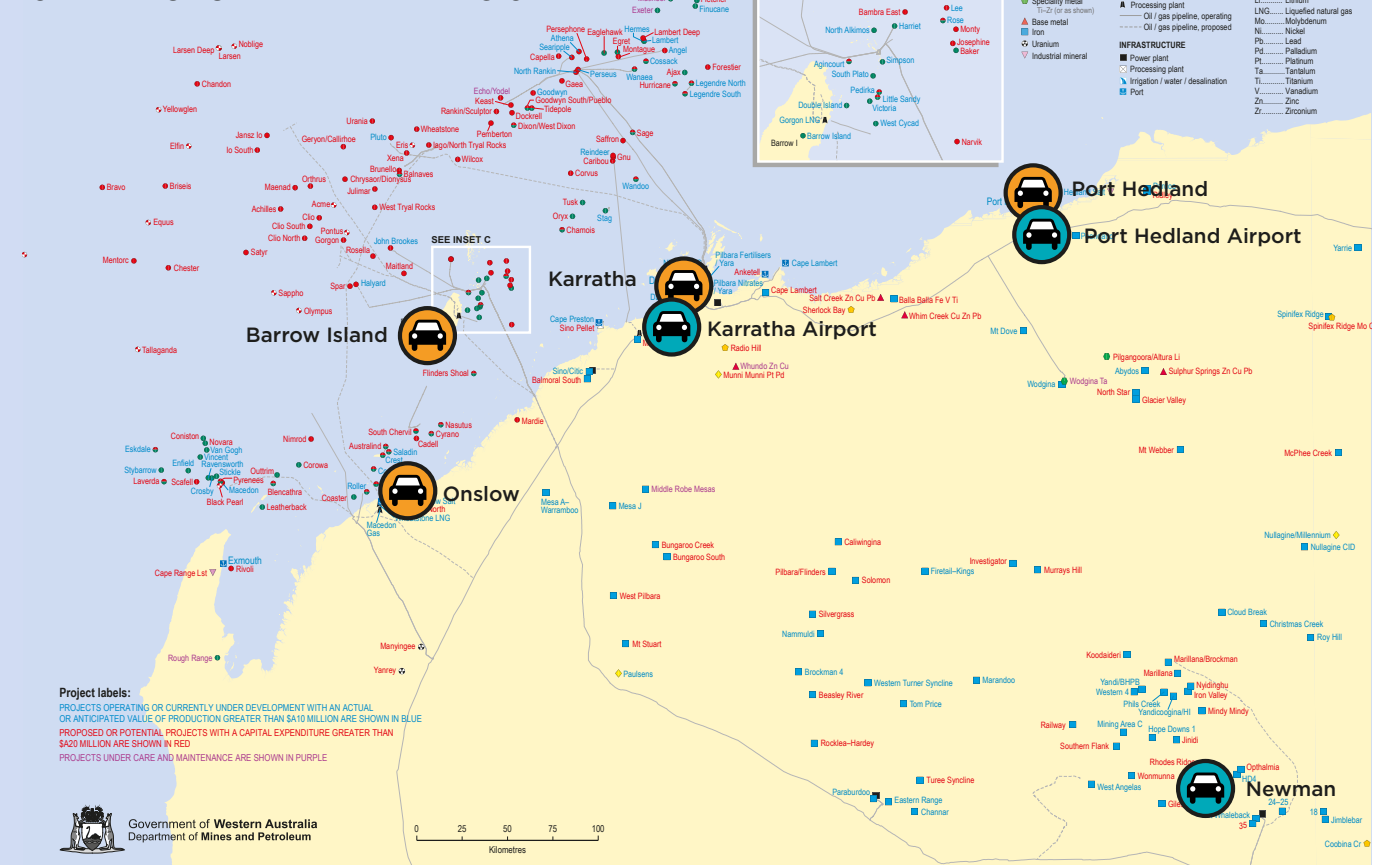
COMMODITIES

 - Silver
 - Silver
 - Gold
 - Gold
 - Bauxite
 - Bauxite
 - Cobalt
 - Cobalt
 - Copper
 - Copper
 - Iron
 - Iron
 - Lead
 - Lead
 - Nickel
 - Nickel
 - Platinum
 - Platinum
 - Rare earth elements
 - Rare earth elements
 - Silica sand
 - Silica sand
 - Titanium
 - Titanium
 - Vanadium
 - Vanadium
 - Zinc
 - Zinc
 - Zirconium
 - Zirconium



Government of Western Australia
Department of Mines and Petroleum

INSET B NORTH WEST SHELF PILBARA REGION



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Government of Western Australia
Department of Mines and Petroleum

Whatever it takes to get you there.

Our commitment to you is to do whatever it takes to get you, your team and your organisation to where they're headed. Your needs are our focus. We see our business as a partner to solve your fleet requirements with a flexible range of reliable vehicles tailored to meet your needs.

We know that you work to tight schedules and budgets so we strive to understand your business, reacting quickly and efficiently as your needs change over the course of each project.

Driven to achieve, our knowledgeable team will work closely with you to provide vehicle fleet solutions that meet the most stringent of safety criteria in a package that is customised to suit your business needs.

Our roots are in the communities in which you operate. As a locally owned and managed business, we can immediately become part of your local content success story. We work hard to minimise our footprint on the environment and demonstrate our contribution to the local community and local employees.

Of course, we want you to know that we do have the most extensive, competitively priced and suitable vehicle range for hire in the region—a fleet of vehicles that your team will want to drive and will be safe driving. From cars, light commercials, buses, trucks to specialty 4WD buses, water carts and crane trucks for mining, construction and industry sectors. We provide the correct vehicle and mine specification to enable your construction, operational, maintenance or shut down needs.

We track and measure our business performance using a balanced score card. We are transparent and open about our performance and structure regular discussions with each of our core clients around tangible KPIs. This adds direct value to your business. Our core values of respect, agility, honesty, inventiveness, reliability and excellence provide us with guiding principles in the way we do business. We will work alongside you to deliver.

That's our promise.

A stylized, handwritten signature in black ink, appearing to read 'Byron Smith'.

Byron Smith,
CEO, Raw Hire

Raw Hire is a truly local success story, founded as McLaren Hire over 15 years ago by Karratha husband and wife, Sean and Lisa Clarke. Since the first hire of just one 4WD we now operate the most extensive fleet range with in the North West, with over 1200 vehicles, we continue to offer specialised solutions that maintain the customer focus we first set out to provide.

Our growth is attributed to a willingness to adapt with industry changes, project shifts and client requirements. When we commit to a client's organisation we commit to their drivers, ensuring they have the correct knowledge, licensing and mine specifications to go where they need to.

We work to understand a client's business and their unique needs in order to provide the correct information, product and second-to-none service, minimising down time and risk through various vehicle and financial options.



Checklist:

The Advantages of Hire

For the evaluation of your next vehicle procurement, use this checklist and the supporting detail for a more comprehensive look at the advantages of hiring.

At Raw Hire we know our industry. We provide vehicle hire and maintenance services designed to meet the needs of Pilbara businesses and industry.

Risk

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- ☐ A Western Australian company that is privately owned and domestically funded.
- ☐ Commercial governance structure in place.
- ☐ Minimise the significant project risks for our clients. Avoid not having fully serviced, easily accessible and operational fleet of vehicles when required.
- ☐ Scheduled quality checks, mechanical and detailing procedures. Raw Hire ensures that vehicles are project ready and available.
- ☐ Collision protection. Options available to suit your requirements. Available for all hires.
- ☐ Commitment. We deliver what we say.

Economic

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- ☐ Value driven, competitive and flexible rate plans. Available short and long term hires, as well as multiple vehicle hire contracts.
- ☐ Competitive fair wear and tear criteria in our rental agreements.
- ☐ Negotiate on likely damage costs and rebates.
- ☐ Benefits for employees of CCRA Raw Hire clients
- ☐ Streamlined invoicing suited to payment processes.
- ☐ Fleet Management solutions designed to meet your project needs.

Safety

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- ☐ Stringent internal safety protocols.
- ☐ Late model vehicle fleet (typically sold after 3 years or 100,000km), equipped with the latest manufacturers safety features.
- ☐ Full range of safety feature add-ons. Can be supplied tailored for your business.
- ☐ Vehicles are maintained to manufacturers specifications.
- ☐ Regular site vehicle inspections. Conducted by the team of qualified Raw Hire mechanics.
- ☐ Stock of relevant parts at all Raw Hire depots. Have contingency plans to ensure uninterrupted supply during cyclone seasons.
- ☐ Appropriate personal protective clothing and protective equipment provided.
- ☐ IVMS fitted vehicles & options available.

Environment

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- ☐ Fuel consumption estimates. Per kilometre values can be provided to assist in carbon emission calculations.
- ☐ Fleet Trucks with Euro 5 Star rating.
- ☐ Correct tyre and vehicle disposal. Handled through accredited third party contractor.

Social

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- ☐ Significant annual spend on local sponsorships and community donations.
- ☐ Dedicated local vehicles available exclusively for community hire.
- ☐ Residential employees in the North West
- ☐ Corporate partnership with Lifeline WA.

Defensive Driving to Manage Risk

RISK KPI'S

To assist in managing risk in business, Raw Hire can help provide some measures on the following KPIs:

- Collision protection value
- Damage costs per hire and monthly average
- Number of tyre replacements
- Number of windscreen replacements
- Cost of damages



Raw Hire Structure and Governance

Raw Hire is a privately owned and funded Western Australian company. Our strong executive team led by our CEO, CFO and experienced board, ensure that our service commitment is supported by our leadership and customer service teams to deliver what we promise.

We will provide you with a single point of contact

via our Corporate Services Coordinators for all daily transaction needs. This allows us to manage your account efficiently as well as giving you a one-stop-shop for booking, quoting, account queries, PO extensions and operational questions. Our client portal, to be launched soon, will also provide greater efficiencies with access to data, invoices, bookings and account management.

Collision Protection

Raw Hire allows for a number of ways to minimise or reduce risk, and manage costly damages and potential liability. These include various collision protection and indemnity options which can be discussed directly and agreed upon as part of a hire agreement.

We allow for self-insurance when a valid Certificate of Currency provided prior to hire.

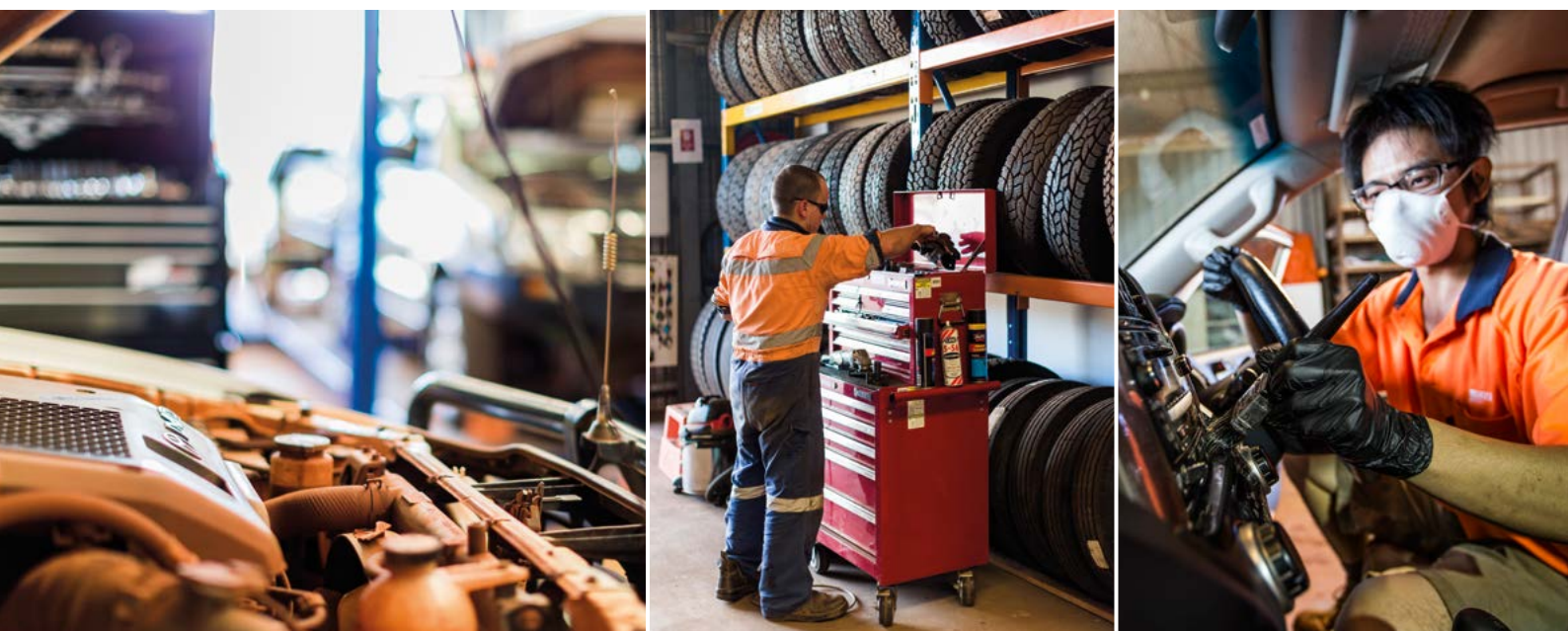
We also make it clear to you that if you are self-insuring you must cover all damages under your own policy and the vehicle will remain on hire until repaired by your organisation.

For further details on collision protection:
Please request a copy of our Collision Protection Table.

Fair Wear and Tear

Each vehicle under hire must be returned in the condition that it was in when we first rented it, subject only to fair wear and tear. If not, you will be at risk for all loss, cost, damage and other liability. We clearly state upfront how we define it in our

Fair Wear & Tear Guide Summary to reduce any confusion. This practical guide provides a detailed list of circumstances and gives clarity to acceptable fair wear and tear. This is agreed as per the Raw Hire Terms and Conditions.



Maintaining and Servicing Vehicles

Raw Hire maintains all vehicles to manufacturers specifications. The mechanical servicing is executed at each of our depots, with the capability for minor and major servicing.

Our qualified mechanics can service vehicles independently on remote sites, which Raw Hire stipulates as part of any hire agreement or hire for a contract 30 days and over.

Vehicle Suitability for Purpose

The terrain and roads of the Pilbara are unique to anywhere else in Australia.

Raw Hire offers the knowledge of these areas, including road permits and night driving. The fleet has developed over our years of operation to meet

the requirements of the market, this includes a range of specialty 4WD buses and trucks.

Each of our vehicles can be customised to suit your purpose, including haulage, mine shutdowns, maintenance and construction.

Tyres and Windscreens

Rough roads mean hard wear and that's unavoidable when driving to remote sites. Tyre and windscreen replacement is a direct and ongoing cost to your business, as it is to ours.

We provide useful tips in our vehicles to help your drivers minimise wear on tyres and damage to wind-

screens. We can also help reduce downtime by providing in-house windscreen replacements. Transparency also means knowing upfront what the costs could be, so, as part of negotiating a custom agreement, we're happy to discuss realistic costs, provisions and allowances with you based on vehicle numbers, likely driving conditions and length of hire.

24 Hour Support

In case of breakdown or accident, we work to help your driver get back on the road as quickly as possible. We offer 24-hour support and

after-hours bookings as we understand your projects don't just run during business hours.



True Cost of Hire

ECONOMIC KPI'S

To assist budget management and true cost calculation, Raw Hire can provide the following data:

- Total spend by vehicle type
- Average debtor days
- Excess kilometres
- Typical fuel consumption
- Area of use



True Value, Cost and Considerations

At Raw Hire we pride ourselves on being a service provider that assists your organisation with mobilisation of people and equipment to meet the delivery of projects and operational efficiencies at competitive prices.

We aren't simply measured on price, we work to ensure that our clients receive the optimum value from their vehicle hire. To demonstrate this we offer a transparent view of our costs beyond the daily rate.

Daily rates of course attract savings when a vehicle is rented for a longer period and when clients take multiple vehicles. These can be clearly determined through a customised hire agreement.

There are a number of other ways that Raw Hire works with you to offer true value:

- We ensure regular review of client hire agreements, highlighting potential savings and that both parties are meeting commitments
- Regular review of rates to ensure they align with, and are competitive to market standards.
- Our excess kilometre rates and terms are clear. We encourage you to fuel your vehicles prior to return to keep your costs down and make things easier by providing a clear cost per location.

- Our database of mine specs is maintained regularly and checked prior to sending our vehicles to your site (vehicle mine specification standards and add-ons are included in detail in our Fleet Guide). We also have the flexibility to look at adding any other items that you require.
- Additional charges that are imposed by third parties and beyond our control are articulated clearly in your agreement. These include an Airport Levy (8.5%) and processing fees for Amex and Diners Card (3.5% and 5.5% respectively). The Airport Levy is a direct on charge from the Shire, with no markup from Raw Hire.

We are transparent; letting you know how we can deliver and be open about hidden costs that our competitors sometimes include into hire or collection rates. We also work with you on managing the cost of moving from one supplier to our one stop shop.

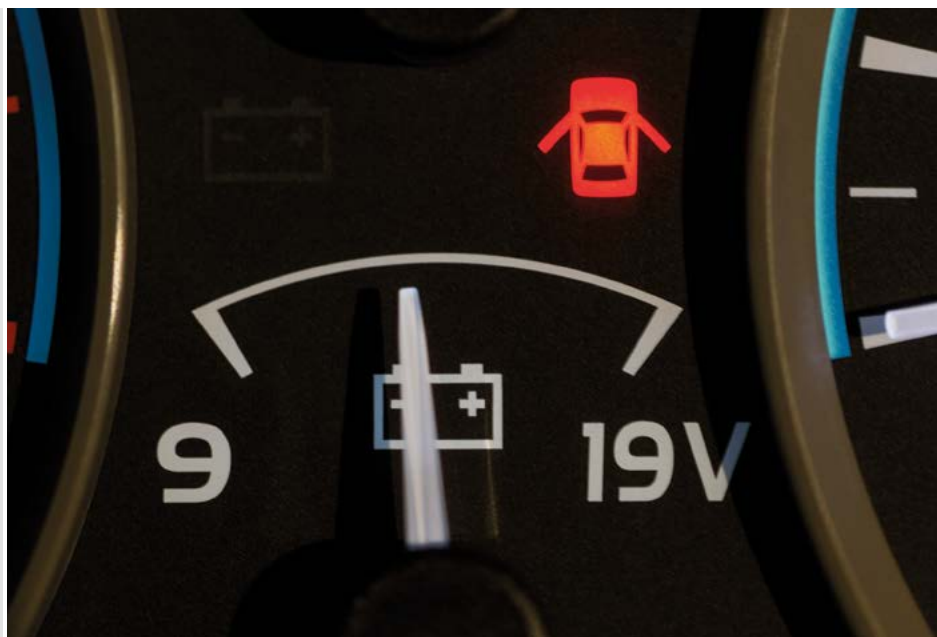


Safe Driving

SAFETY KPI'S

Keeping an incident free and safe track record can be assisted by Raw Hire with the following information reported:

- license details of vehicle driver
- % of light vehicles in fleet older than 3 years/100,000km



A priority for both of us

At Raw Hire we place a high importance on safety, both for our internal team to the drivers of the vehicles. Our reputation of providing the highest quality vehicles demonstrates our attention to detail and care that we place on the vehicles. One third of compensable work-related fatalities involve a vehicle (source Australian Mining, 2013), so we strive to ensure a safe fleet to minimise incidents.

We understand the long and early hours that drivers typically endure when working. These pressures can lead to a fatigued driver, which is a major cause of incidents across the industry, particularly when driving long distances. During vehicle hand over, our staff pay attention to the fatigue warning signs to ensure the driver can operate the vehicle safely.

Some of the ways we promote safety:

- We lead by example through our internal safety protocols and track record
- Conducting vehicle condition inspections with your drivers to ensure they are fit to get behind the wheel
- Ensuring drivers have the correct licenses, are not fatigued or under the influence and they know specific starting or driving requirements for the vehicle. We can provide safety information for drivers where there is limited contact available with our staff at remote depots, after hours collections and airports.

- Our inspectors and qualified mechanics within the team check and re-check each vehicle prior to hire

We want to work with you to ensure that accidents or fatalities are avoided at all costs. We encourage you to provide any feedback to us on how we can assist you in this area.



Environmental Performance

ENVIRONMENTAL KPI'S

To assist emissions measurements and environmental impact, Raw Hire can provide data on:

- Fuel consumption estimates
- Number of km traveled
- Fuel additives in late model trucks



Raw Hire maintain a strong connection with the Pilbara environment and work to ensure that it is maintained and is sustainable for future generations. Our logo represents the landscape view of the teal sky and orange land; our processes help preserve this landscape.

Environmental sustainability is about making responsible decisions that will reduce your business' negative impact on the environment. It is not simply about reducing the amount of waste you produce or using less energy, but is concerned with developing processes that will lead to businesses becoming completely sustainable in the future.

As our business continues to grow, we actively work to maintain the environment through a number of ways:

- Our materials safety data sheets (MSDS) provide notes on noise certification, quarantine procedures and other manufacturers specifications.
- Building a company wide environmental policy that will outline the commitment we have made to the environment pertaining to water use and reducing environmental impact.
- Our latest additions to our range of trucks meet Euro 5 star rating, with the latest models having either AdBlue tanks for fuel additives to reduce emissions, or they have a regeneration filter installed (DPF).

- We take active steps to reduce fuel consumption within our own company vehicle fleet. We can also provide information on how to maximise fuel efficiencies while driving.
- We understand the tough road, dangers of livestock on the roads and surrounds, challenges of night driving and the heat and distance endured by vehicles and drivers.

We're continuing to take small steps where we can to keep the rugged beauty of the North West preserved.

Social Performance

Community awareness and active involvement in our local regions, since we first begun in 1998



It's much more than a road trip

Raw Hire is a locally owned and operated business that owes its success to the support of the North West community. We have built our business alongside our families, friends and community.

We believe in giving back to the community and seek partnerships that will raise the profile of the Pilbara region or improve the quality of life for its people. To this end, we are ongoing supporters of the following organisations:

LIFELINE WA

Raw Hire is concerned with the safety and wellbeing of its clients and the workers who drive its vehicles in the Pilbara. In an effort to assist with investigating the high rates of depression and suicide among mining and construction workers, we partnered with Lifeline WA to support its research project into the factors impacting FIFO & DIDO working lifestyle.

MINE EMERGENCY RESPONSE COMPETITION (MERC)

Raw Hire sponsors the vehicle extrication stand at the annual MERC demonstration. Here, the Mine Emergency Services team undertakes the controlled release management of casualties from entrapment when attending to a motor vehicle accident. This involves dismantling a vehicle with the casualty in-situ to ensure the team is safe and advanced rescue techniques are

used while preventing further deterioration of the accident scene. This is an important event to educate the industry about these response situations and to fundraise for the industry charity, Miner's Promise.

COMMUNITY BUS

We have a dedicated 21-seat coaster bus in each location with the sole purpose to assist community groups in the Pilbara. This is part of our commitment to local people and organisations that make real and tangible differences. The community bus is reserved exclusively for short-term hire to locals or under a sponsorship agreement.

EVENTS

We actively participate and sponsor in a number of events that draw our community together. Three events are regularly on our sponsorship list — the FeNaCING Festival in Karratha, Spinifex Spree in Port Hedland and the Cossack Art Awards.

KDCCI

A key supporter of the business community in the Pilbara, the Karratha & Districts Chamber of Commerce and Industry has always been an advocate for Raw Hire. We were inducted into its Business Excellence Hall of Fame in 2010 (as McLaren Hire, our previous name) and are now a diamond sponsor of the Chamber.

THE FOLLOWING EVENTS AND ORGANISATIONS HAVE
BENEFITED FROM RAW HIRE'S SUPPORT:



Hedland Kart Club



Raw Hire is driven to achieve. It is our commitment to service the Pilbara and greater Western Australia with the widest fleet range offering a one stop shop for clients, backed with local knowledge and 24 hour support. If there is information that you seek further clarification on or require more details, please do not hesitate to contact us.

1800 CAR 4 HIRE (1800-227-444)

BRANCH LOCATIONS: KARRATHA NEWMAN PORT HEDLAND ONSLOW PERTH
AIRPORTS: KARRATHA NEWMAN PORT HEDLAND