

Supporting supply chain businesses

Export Finance Australia provides finance solutions to support Australian **supply chain businesses** in **mining and construction**.

We could help businesses who supply engineering, manufacturing, construction and other related services to Australia's mining and oil & gas export industries.

Which businesses can Export Finance Australia support?

Through our loans, bonds and guarantees, we enable businesses to take on greater opportunities.

- › Mining and construction supply chains
- › Suppliers to mining projects
- › Sub-contractors to mining companies
- › Construction contractors
- › Mining service providers
- › Oil & gas service providers

HOW WE COULD SUPPORT

Whether you're looking to take on a new contract or grow your presence, we could:



Provide working capital support



Help purchase equipment or assets



Support business capacity



Support business expansion

OUR FINANCE SOLUTIONS



Loans

To finance capital expenditure



Guarantees

Working with your bank when you need additional security



Bonds

Advance Payment Bonds, Performance Bonds and Warranty Bonds with minimum cash cover security to support contract terms



Working capital support

To assist with day-to-day business operations

We understand the challenges you face as you grow your business.

Fluctuating prices, financing issues and varied payment terms can all impact cashflow. Securing an alternative source of finance could give your business the competitive edge you need.



Critical minerals

We could also provide finance solutions for businesses which boost Australia's ability to extract and process critical minerals.

"The finance from Export Finance Australia was absolutely mission critical on multiple occasions. That cashflow was a lifesaver at a very difficult time for us."

Howard Kenworthy

Group Commercial Director, Inflatable Packers International

CUSTOMERS WE'VE HELPED

ADENCO

ADENCO is a water management and civil engineering business supporting construction and resource projects across Australia.



Opportunity:

After winning a contract to be part of the supply chain for a major mining project, ADENCO needed a bank guarantee to access funds to deliver on the contract.

How we helped

Our bond helped ADENCO obtain the capital to execute their contract work. As a result, this increased their exposure to other projects and tenders, enabling them to continue expanding their business.

Platinum Blasting Services

Platinum Blasting Services (Platinum Blasting) provides industry-leading, safe, cost-efficient and innovative blasting solutions to the Australian mining sector.



Opportunity:

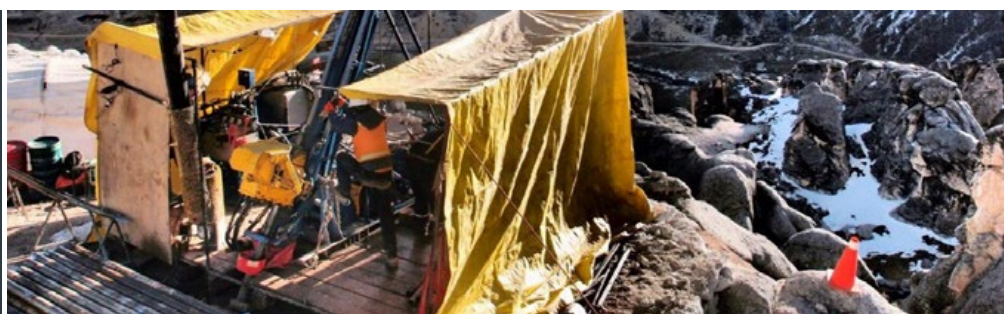
Platinum Blasting won a contract with Jellinbah Mining to provide blasting services to their open pit coal mine. They required a finance solution to support the planning and executing of their blasting operations.

How we helped

Our facility equipped Platinum Blasting with working capital to purchase raw materials and detonators, while our Bond Facility helped them to fulfil their contract.

Inflatable Packers International

Inflatable Packers International is a designer and manufacturer of inflatable packer down-hole tools for use in the oil and gas, mining and energy industries.



Opportunity:

Due to rapid expansion, an increased demand for their products put a strain on Inflatable Packers International's usual working capital. They needed additional finance to stay on top of purchase orders and export contracts.

How we helped

Our loan enabled Inflatable Packers International to increase their working capital and carry out Australian manufacturing operations while continuing their international exports.

“

Without Export Finance Australia funding, it would have been extremely difficult to have a commercial solution. ”

John Walters
Finance Director, RUC Mining

How we support this sector

When it comes to mining and construction services, Australia has world-class capabilities. If your business is ready to leverage this expanding market and you need additional finance, we could help.

In the last five years we provided the following support to our mining and construction services customers:



226
transactions



\$208m
provided in finance



\$1.8b
value of contracts

Source: Export Finance Australia, 2020

Export Finance Australia

For more information on how we could support your business, talk to us.

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 **exportfinance.gov.au/supplychain**

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finance
australia**