

# Group Source Procurement

## FY18 Results to End of January

# What we've achieved so far: Group Source FY18

## Targets



Group Benefits:  
\$118.5M

AC: \$75M (\$15M  
Hard Opex)

AT: \$33.5M



Watercare: \$10M

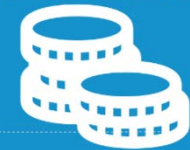
## Current State



Forecasting  
Group Benefits of  
\$121.1M

AC Confirmed Benefits:  
\$23.4M  
(\$5.2M Hard Opex)

Watercare Confirmed Benefits:  
\$6.6M



AT Confirmed Benefits: \$10.8M

## Type of Benefits

\$12.6M Opex Cost  
Savings



- Hard savings/ spending less across the Group

\$23.6M Cost Avoidance

- Negotiated savings (initial offer to final offer)
- Engineer's estimate to contract value
- Market average to contract value
- Ensuring agreed rates for Panels are applied

\$1.2M Productivity  
Improvements



- Increases in operational efficiency
- Eliminating entire processes
- Resources can be re-allocated

\$88k Revenue

- Making money/ increasing income across the Group