Relationships creating success

Opportunities in Rail
Trains, Trams, Jobs 2015 – 2025

WHY WE NEED MORE TRAINS AND TRAMS

SUPPORTING LOCAL JOBS
Victoria’s train and tram building industry supports up to 10,000 jobs.

TRANSFORMING THE RAIL NETWORK
The Andrews Labor Government is expanding and growing our rail network.

MEETING FUTURE NEEDS
Our rail capacity needs to grow along with Melbourne’s growing population.

AN AGEING TRAIN AND TRAM FLEET
Our train and tram fleet is ageing and needs constant refreshing.

A BETTER PASSENGER EXPERIENCE
New trams and next-generation trains mean a better passenger experience.

Strong pipeline of opportunities

NEW METROPOLITAN TRAINS

NEW REGIONAL TRAINS

Existing fleet in service  | HCMT  | Total train requirement
---|---|---

Total existing fleet
Total new fleet
Total carriage requirement
HCMT Project

Premier of Victoria
The Hon. Daniel Andrews MP

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1,100 Jobs With 65 New Trains Built In Victoria, For Victoria

Premier
12 September 2016

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About Downer
Overall Business Profile

Market capitalisation $2.02 billion
Revenue (FY 2016) $7.4 billion
Work-in-hand $18.6 billion
People approx. 20,000

Our Divisions

Infrastructure Services
Engineering, Construction and Maintenance
Mining
Rail
New Zealand

What we do

Transportation
- Roads
- Rail
- Light rail and buses
- Airports
- Ports

Mining
- Mining
- Minerals processing
- Blasting
- Tyre management

Energy & Industrial Engineering
- Iron Ore
- Industrial Minerals

Utilities
- Power
- Gas
- Water

Communications
- Communications

Facilities
- Buildings and facilities
What is Important to Downer?

**Our Purpose:**
We exist to create and sustain the modern environment by building trusted relationships with our public and private sector customers.

**Our Promise:**
To work closely with our customers to help them succeed, using world leading insights and solutions.

**Our Pillars:**

<table>
<thead>
<tr>
<th>Safety</th>
<th>Delivery</th>
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<tbody>
<tr>
<td>Zero Harm is embedded in Downer’s culture and is fundamental to the company’s future success</td>
<td>We build trust by delivering our promises with excellence while focusing on safety, value for money and efficiency</td>
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<table>
<thead>
<tr>
<th>Relationships</th>
<th>Thought leadership</th>
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<tbody>
<tr>
<td>We collaborate to build and sustain enduring relationships based on trust and integrity</td>
<td>We remain at the forefront of our industry by employing the best people and having the courage to challenge the status quo</td>
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</tbody>
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Downer’s Presence

In Victoria
We have over 4,000 employees in Victoria across 39 sites and projects including our operations with Keolis Downer (Yarra Trams)

Rail Business across Australia
We have over 100 years experience delivering total rail asset solutions for our passengers and freight customers, employing 1,500 people at approximately 20 sites across Australia.

We help our customers ensure they get the most out of their investment in rail assets. We have an extensive national footprint in key rail locations and centres of excellence in:
• Newport (Victoria)
• Cardiff (NSW)
• Maryborough (Queensland); and
• Malaga (Western Australia).

Passenger Rail
We have delivered more than 1,150 passenger cars to Australian operators, including:
• The Waratah Train Project (NSW), the largest ever rolling stock project in Australia
• Millennium Trains (NSW)
• All the electric passenger cars for Brisbane and Perth; and
• Tilt Trains (Queensland)
Downer’s Rail Footprint

1,500 Rail employees
Opportunities for Graduates

Rotational Program

Our two year graduate program is the ideal platform to launch your career, form valuable relationships and carve a pathway to success.

You will gain diverse exposure and valuable experience via rotations in different areas of the business. You will have the opportunity to apply your skills and knowledge to make an impact at Downer. With responsibility from day one, we will ensure that you have a supportive and rewarding journey in order to achieve your ambitions.

Diverse Skills Requirements

Our business operates across a diverse industry base incorporating Civil Engineering, Building Services, Rail and Construction. As such we target graduates from a number of tertiary backgrounds including Engineering, Maths, IT & Computer Sciences, Finance, Accounting, Economics and Business Administration.

Victorian Opportunities

Downer will continue to invest in Victorian Graduates in 2017, with opportunities bolstered by the Evolution Rail consortium’s nomination as preferred tenderer for the HCMT project.