

Downer Rail

Monash University, Institute of Railway Technology
Shaping the Future of Railway

Andrew Spink

Executive General Manager

Business Development

Rail

Downer – Who are we

Revenue
(FY 2017)
\$7.8 billion

Work-in-hand
\$22.5 billion

People
approx.
19,000

Our Divisions



Infrastructure Services



Engineering, Construction and Maintenance



Mining



Rail



New Zealand

What we do

Transportation

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

Utilities

- Power
- Gas
- Water
- Renewables

Communications

- ICT
- ITS
- Ticketing
- Pay TV
- Networks

Mining

- Mining
- Mine planning
- Minerals processing
- Blasting
- Tyre management

Heavy Industrial Engineering

- Oil & Gas
- Industrial Minerals
- Shutdowns & Maintenance

Facilities

- HAVC systems
- Facility Management

Current Rail projects around Australia



WA

- 10x3 Car Supply Agreement
- Maintenance extension A & B series



QLD

- Government VFM framework with QR



NSW

- Sydney Growth Trains
- Newcastle Light Rail



VIC

- HCMT
- Yarra Trams franchise extension
- V/Line Classic Fleet

Infrastructure - Secured Projects

High Capacity Metro Trains Depot - \$300m VIC

- Design & Construct for Downer Rail

AdeLink Tram Extension

\$80m ECI Phase delivery SA

- ECI (Early Contractor involvement) Delivery for Department of Planning, Transport and Infrastructure

Gold Coast Light Rail Stage 3a - \$200m QLD

- Downer and WSP are delivering feasibility study and reference design for GCLR3a \$200m for the City of Gold Coast

Newcastle Light Rail - \$220m NSW

- Managing Contractor delivery for Transport for NSW

Transport Access Program Station Upgrades \$120m NSW

- Managing Contractor delivery for Transport for NSW

Track Renewals - \$50m VIC

- Construct Only for Yarra Trams



Future Opportunities and Challenges

Bow Wave of Opportunities

Challenges

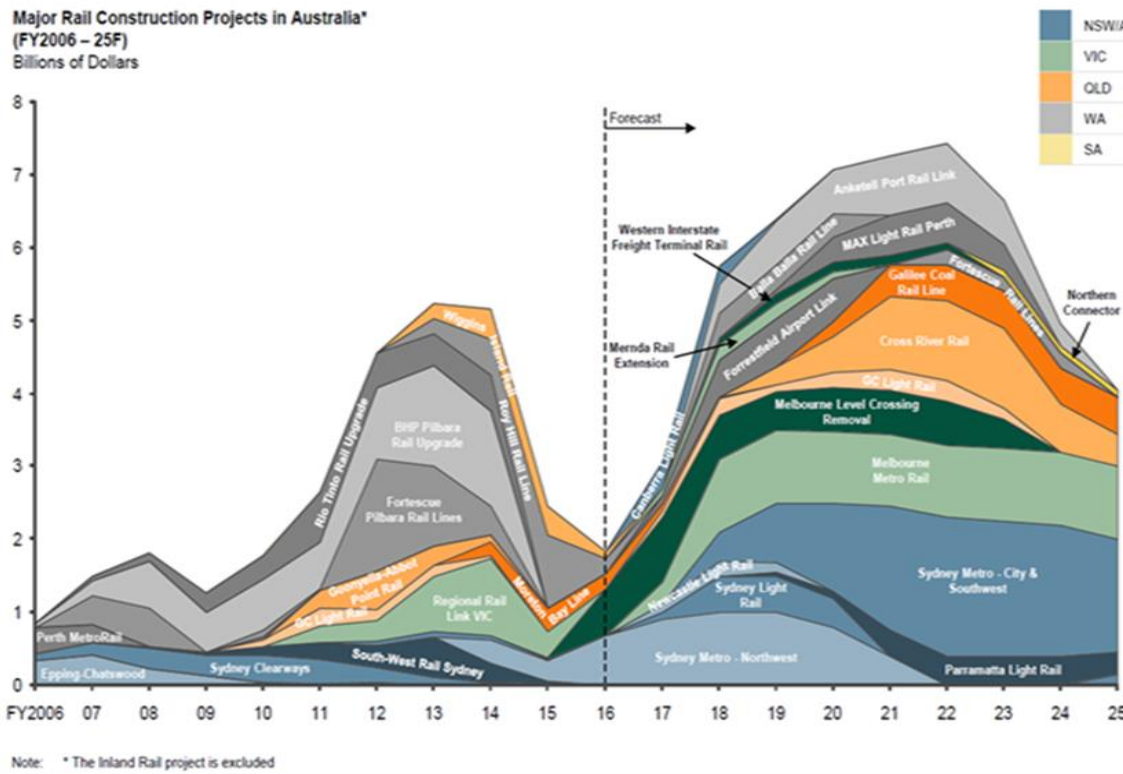
- Critical Skills shortage in Australia to meet Demand

- Companies competing for skills
- Companies need to become Employers of Choice
- Rail Industry to improve in regards Diversity

- Cost to Bid in Australia the highest in the World

- Strategy/Selection of opportunity is Key

- Significant Public Transport Investment taking place all over the world.



Downer Graduate Program

We're looking for future leaders who will be innovative and help shape Australia's future in transport and infrastructure

You will be provided with:

- A two year rotation program
- The opportunity to gain a holistic insight into our organisation and be able to work across our offices and depots with vast amounts of responsibility.
- The opportunity to work in both your selected value stream and with other areas of the business
- The opportunity to participate in numerous development workshops and gain access to executive leaders

Applications are now open and are encouraged from:

- Engineering
- Commercial/Business
- Operations
- Finance
- Zero Harm



www.downercareers.com

Why Downer is well place to win projects

Profitable Organisation with strong balance sheet

- \$7.4Billion order backlog
- Australian ASX Company
- Significant presence in all major locations in Australia

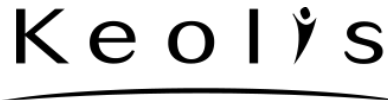


Leading Supplier of Rail Fleet Maintenance Contacts

- Significant investment in data analytics



Ability to leverage strategic relationships established with....



To become the Employer of Choice

