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

QLD
• Government VFM framework with QR

VIC
• HCMT
• Yarra Trams franchise extension
• V/Line Classic Fleet

NSW
• Sydney Growth Trains
• Newcastle Light Rail

WA
• 10x3 Car Supply Agreement
• Maintenance extension A & B series
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
Industry Trends

Shifts in industry & competitive landscape

- Consolidation pressure driven by over capacity
- CRRC dominant market player – products and services at highly competitive price levels.

Changes in demand and customer landscape

- Key market growth areas – urban transport – esp in emerging markets.
- But moderate overall real-term growth in new vehicle sales.
- Customer shift towards more cost/return orientated customers i.e. financial investors. Financial health of rolling stock OEMs will become decisive factor in bidding.

Technology driven Disruption and growth opportunities

- New offerings from the digital space & data analysis are increasingly available & enable traditional OEMs to tap into service business with scalable & targeted solutions.
- Energy efficiency considerations – driving upgrade technologies & refurb solutions.
- Autonomous rail operations just around the corner.

Future Opportunities and Challenges

Bow Wave of Opportunities

- 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.
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

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