

# A China-focused Global Procurement House

以中国为中心的全球采购公司



A Joint Venture Between Bateman Engineering N.V. and THE BEIJING AXIS Ltd.

贝特曼工程公司与中外商通咨询服务有限公司的合资公司



## About Bateman Beijing Axis

Bateman Beijing Axis (BBA) is a China-focused global procurement house that does intelligent procurement in a way that balances total cost, delivery time and quality. For international clients we do China procurement for projects and equipment; for both Chinese and international clients we market and procure commodities and raw materials, and also provide financing assistance.

Clients turn to us for strategic, operational and transactional support. We offer them insight, impact, reliability and confidence on the basis of a highly synergistic partnership between:

Bateman Engineering N.V.—a global leader in the execution of feasibility work and the design, engineering, procurement and construction management of mineral processing plants; and

THE BEIJING AXIS Ltd.—a cross-border business bridge to/from China in three principal areas: Strategy, Sourcing and Investment

The combination of Bateman Engineering N.V.'s core project management capability and leading process engineering technologies, together with THE BEIJING AXIS' (TBA) analytical approach, China sourcing experience and knowledge, as well as both entities' established networks and supplier databases, ensure the right management of all aspects of a China sourcing initiative while adding value and mitigating risks. By following a systematic project methodology, BBA is able to provide intelligent sourcing solutions that balance total cost, delivery time and quality in order to achieve sustainable sourcing advantages.

We have significant experience in sourcing raw materials, components, finished goods, specially designed/engineered equipment and services from mainland China, and are also able to project manage complicated outsourced manufacturing ventures where highly technical and complex design, engineering, product development and testing are required. Our core sourcing focus is on the Chinese mining and resources sector, as well as on China's industrial and engineering sectors. The Bateman Beijing Axis joint venture is:

Based on over 5 years of China sourcing collaboration between Bateman Engineering N.V. and THE BEIJING AXIS Ltd.

Strategically important to both joint venture partners and long term in nature

A perfect synergy and complementarity of skills that provide clients with comprehensive solutions

Supported by both CEOs, top management and all layers of the partner organisations

Represented in joint/shared offices around the world i.e. Beijing, Johannesburg, Perth, Bangalore and Moscow

Supported by Bateman Engineering's large company systems, platforms and procedures

Fuelled by THE BEIJING AXIS' entrepreneurial culture, flexibility and speed

### Bateman Beijing Axis Provides Services in 2 Business Areas:

**China Procurement Services:** Bateman Beijing Axis provides sourcing and supply chain solutions to global clients by leveraging BBA's people, processes, knowledge, track record/experience and networks. BBA's procurement solutions are comprehensive and encompass Procurement Needs Analysis and China Procurement Competitive Analysis; Systematic Industry Search and Supplier Identification; Supplier Evaluation; Supplier Pre-qualification, Due Diligence and Final Selection; Supplier Engagement, RFQ and Tendering (SOI, RFP); Site Inspections, Sample Testing and Standards; Tender Evaluation and Negotiation; Commercial Process, Contracting and Contract Management; Transaction Monitoring; Quality Management (QA/QC) and Expediting as well as Third Party Management; Logistics Management; and Coordination and Assistance On-site.

**Bulk Commodity Solutions:** By leveraging the knowledge, experience and networks of Bateman Engineering N.V. and THE BEIJING AXIS, BBA also provides bulk commodity marketing and procurement solutions, and financing assistance.



# China Procurement Services

## Comprehensive Procurement Solutions

BBA offers comprehensive procurement solutions, with an emphasis on solid project management, holistic risk management and strategic relationship management:

### Step 1 Analysis: Initial Scoping, Supplier Evaluation, Due Diligence and Final Selection

**Procurement Needs Analysis and China Procurement Competitive Analysis** to establish the feasibility and potential of the undertaking, culminating in initial cost models and target lists

**Systematic Industry Search and Supplier Identification** to select the optimal project methodology and compile a universe list of all potential candidate suppliers

**Supplier Evaluation** with application of high-level filters to critically assess strengths and weaknesses of suppliers, especially verifying their export performance

**Supplier Pre-qualification, Due Diligence and Final Selection** to test advanced suppliers by means of detailed questionnaires and probing site visits before final selection, undertaken in collaboration with the client

### Step 2 Engagement: Supplier Engagement, Client Visits, Testing and Standards, Commercial Process and Contracting

**Supplier Engagement, RFQ and Tendering (SOI, RFP)** by implementing a competitive bidding process to elicit quotations while controlling for the quality of deliverables

**Site Inspections, Sample Testing and Standards** by inspecting manufacturing sites based on technical specifications and specific tests; by expedited sample testing and by ensuring compliance with international quality standards

**Tender Evaluation** to ensure that the offer completely accords with client needs based on a commercial and technical evaluation, followed by negotiations geared toward attaining the best offer the supplier can deliver

**Commercial Process, Contracting and Contract Management** to frame contract parameters while identifying potential risks and external factors to inform contract drafting and to expedite signing process

### Step 3 Process: Transaction Monitoring, Quality Assurance, Expediting, Third Party Management and Logistics

**Transaction Monitoring** by assisting the client with purchasing orders, maintaining effective communication between all parties while regularly checking manufacturing progress and monitoring the payment process and transaction flow

**Quality Management (QA/QC), Expediting and Third Party Management** either by utilising specialised BBA staff members to conduct QA/QC or identifying a suitable third party service provider, as BBA can conduct comprehensive third party management

**Logistics Management** either with BBA's own service partners with whom BBA has established relationships and obtains favourable rates, or by managing the client's shipping agencies

**Coordination and Assistance On-site (Material Management, Commissioning, etc.)** for which BBA can dispatch specialised staff to ensure effective equipment installation on-site

## Product Category Focus

### Mining

**Extractive:** Draglines; Electric shovels; Hydraulic shovels; Blasthole drills; Mining trucks; Continuous miners; Longwall shearers; Armoured face conveyors; Roof support systems

**Processing:** Grinding mills; Centrifuges; Crushers; Filters; Flotation equipment; Hydro extractors and supplies; Magnetic separators; Screens; Screw classifiers; Thickeners; Chemicals; Conveyor belting; Idlers and rollers; Drill bits; Grinding media; Mill accessories; Pipes and fittings; Rope, wire and steel cables; Pump spares; Bearings; Safety equipment; Vehicle spares

### Agriculture

Tractors; Silos; Cultivators; Mowers; Feed processing machines; Harvesters

### Forestry

Log splitters; Wood chippers; Log saws; Wood pellet mills; Disk wood chippers; Log loaders

### Building Materials

Cement; Steel structures; Pipes and fittings

### Chemicals

Alkali; Polyethylene; Polypropylene; Reagent; Rubber

### Construction Tools and Machinery

Bulldozers; Compactors; Cranes, Excavators; Hoists; Loaders

### Material Handling Equipment

Conveyors; Cranes; Hoists; Feeders and apron feeders; Forklifts; Locomotives; Rapid wagon loaders and dumpers; Ship loaders; Stackers and reclaimers; Train loaders and unloading systems; Vehicles (earthmoving trucks, etc.)

### Mechanical Parts and Fabrication Services

Bearings; Power transmission; Flanges; Gaskets; Moulds; Valves; Fittings

### Power and Electrical Equipment

Turbines; Transformers; Substations; Generators; Switchgear; Electrical cables; Solar panels; Solar heaters; Power tools

### Steel Vessels and Structures

Agitators; Furnaces; Heat exchangers (stainless steel and carbon steel); Pressure vessels (stainless steel and carbon steel) and boilers; Tanks, towers and stacks (stainless steel and carbon steel); Structural steelwork

### Vehicles

Trucks; Trailers; Rolling stocks; Locomotives

### Other Manufacturing Machinery

Blowers; Boilers; Compressors and air systems; Pumps; Machine tools and accessories; Metal processing machinery and parts; Food processing machinery; Pharmaceutical product machinery; Packaging material and processing machinery

## Selected Projects and Transactions

Procurement for sulphuric acid plant of a large nickel mining operation in southern Africa (1)

Procurement for 20 million tonnes per year copper concentrate plant in Africa (2)

Strategic sourcing for equipment from China: Casters (3); Mills (4); Pumps (5); and Trucks (6)



# Bulk Commodity Solutions

By leveraging the knowledge, experience and networks of Bateman Engineering N.V. and THE BEIJING AXIS, BBA also provides bulk commodity solutions. We support bulk commodity producers (i.e. metals, minerals, softs, etc.) with their international marketing efforts, and assist bulk commodity users with their procurement efforts and the structuring of off-take agreements. In selected cases we also do financing across the transaction chain. In more detail, BBA's bulk commodity solutions encompass:

**Marketing Solutions:** BBA assists commodity producers to locate reliable commodity buyers, including first-tier and second-tier trading companies and end-users in China and other niche markets. BBA's bulk commodity marketing solutions include:

- Customer analysis and identification
- Customer engagement
- Contract negotiation (including long-term off-take agreements)
- Transaction support and risk management

**Procurement Solutions:** BBA assists commodity buyers from China and other niche markets to locate reliable commodity suppliers. BBA's bulk commodity sourcing solutions include:

- Supplier scan and identification
- Supplier engagement
- Contract negotiation
- Logistics management
- On-site inspections
- Payment management
- Transaction support and risk management

**Financing Solutions:** BBA collaborates with global financial institutions to assist both producers and buyers with the financial side of transactions.

## Bateman Beijing Axis Commodity Focus

### Energy

Thermal coal; Coking coal; Uranium

### Ferrous

Steel; Iron ore; Chrome; Manganese; Alloys

### Non-ferrous

Magnesium; Copper; Lead; Zinc; Nickel; Cobalt; Alloys

### Others

Scrap metal



## Selected Projects and Transactions

### Strategic Cobalt and Copper Ore Sourcing from Africa for a Chinese end-consumer

In light of potential procurement risks, BBA was entrusted with securing reliable supplies of cobalt from Africa by a Chinese end-user. BBA analysed African cobalt sourcing markets and suppliers in-depth and recommended the most suitable suppliers to the client. Subsequently the client not only secured reliable supplies of cobalt but also of copper, and retained BBA as a service provider for bulk commodity solutions.

### Sourcing Raw Material from China for an International Aluminium Company

After encountering problems in working with a number of suppliers in China, an international aluminium company requested BBA to locate more suitable suppliers and ensure raw material supplies from China. With a strict filtering process, BBA generated a comprehensive tendering model and as a result BBA has for 5 years successfully conducted supplier relationship management, price negotiations and transaction support on behalf of the client.

# Leadership and Key People



**John Ferreira**  
Chairman

B Eng; MA Business  
Leadership

**Experience:**

- Chief Executive of Bateman Engineering since October 2009
- Previous experience as engineer in South Africa at Iscor (now known as Mittal Steel), before joining Alusaf
- Subsequently appointed as General Manager of Ferro Metals, promoted to Vice President in 2003



**Cheryl Tang**  
GM: China

MBA; BA Marketing  
Cert. Purchasing Manager  
(Inst. for Supply Mgmt)

**Experience:**

- More than 10 years of China sourcing experience
- Managed numerous procurement projects for capital equipment and industrial goods across a range of sectors and for many international clients
- Developed and maintained strategic relationships with key suppliers



**Diana Wang**  
Manager: International Procurement

BCom Hons Int'l Econ. & Trade; BA Eng Literature; Cert. Purch. Manager (Inst. for Supply Mgmt)

**Experience:**

- 7 years China sourcing experience
- Managed numerous procurement projects for commodities, machinery and industrial goods



**Kobus van der Wath**  
Chief Executive

MSc; MBA; BCom Industrial  
Psychology, Hons Economics,  
Hons Finance/Investment

**Experience:**

- Founded and built China sourcing business; 15 years of China experience
- Provided China sourcing strategy guidance to numerous global clients
- 7 years of supplier vetting experience; inspected hundreds of Chinese suppliers
- Thought leader, international author and speaker in the area of China sourcing



**Nitesh Dullabh**  
GM: Africa

MBA; MA International  
Studies; BA Public Mgmt

**Experience:**

- Several years of China experience of negotiation, marketing, research and managing trade and investment relationships in the public and private sectors
- Previous experience of supply chain risk solutions, enterprise risk management, and strategy formulation and implementation



**Javier Cuñat**  
Manager: Sourcing Strategy & Research/KM (& International Strat. Development)

BA Economics; BA Business  
Mgmt

**Experience:**

- Managed and conducted numerous strategy projects involving industry and competitive landscape analysis, market entry, etc.
- Several years of experience of in-depth industry research in support of sourcing activities



**Lilian Luca**  
Chief Operating Officer

MBA; BA Economics,  
International Relations

**Experience:**

- Managed numerous procurement projects in steel, mining and the nonferrous metallurgy industry
- Previous experience includes line management positions in Russian consumer goods markets; as Strategy Director with WBD in Moscow; and as an associate with McKinsey & Company



**Paul Williams**  
SGM: International Procurement

B Eng (Hons) Mining  
Engineering

**Experience:**

- Several years of China experience
- Conducted audits on several explosives manufacturing facilities in China
- Managed production and fabrication facility in China for manufacture of coal processing equipment
- Performed supplier vetting on numerous Chinese vendors



**Haiwei Huang**  
Manager: China Business Development (& International Marketing Coordination)

BA (Hons) Business Admin

**Experience:**

- Several years of experience of China sourcing for mining support equipment producer
- Previous experience assisting leading international car care product manufacturer with market entry development in China

## A China-focused Global Procurement House

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