



Projence Profile

Providing integrated project management and commercial services to leading companies across a range of industries.

Projence Profile | Edition 15

Director's Welcome



Gavin Heydon

Managing Director

As we move into the last quarter of the year, I'm excited to reflect on our progress and the clear direction we're establishing for the future. Over the past three months, our senior leadership team has worked diligently to evaluate our business and refine our strategic direction for the next three years. This effort not only lays the groundwork for growth beyond our current team of 50, but also aligns our offerings with our clients' needs and broadens our sustainability goals.

We are witnessing positive momentum in the coal market, particularly in the Hunter Valley, where all our mining clients have extended their engagements with us. This trend, along with discussions with several new clients eager to explore our support for their upcoming projects, reflects a growing confidence in the sector. With our roots firmly planted in the coal industry, we take pride in our ongoing commitment to making a positive impact in this sector.

To further enhance our offerings, we are leveraging our collaborative capabilities with our RSK sister companies. Together with Binnies and Adenco, we have developed a comprehensive joint offering focused on management, design, and execution, specifically targeting water

infrastructure in Queensland's coal mining and utilities sectors. This strategic partnership enables us to deliver integrated solutions that meet our clients' evolving needs while addressing critical environmental considerations.

For the second consecutive year, our team proudly participated in R U OK? Day in September alongside several local businesses. The event fostered meaningful conversations over coffee and raised awareness about mental health, reinforcing our commitment to community connection and support.

Looking ahead, we're excited to welcome several new regionally based team members out of Armidale, Brisbane, and the Upper Hunter in the coming months. Their fresh perspectives and local insights will not only strengthen our team but also enhance our connection to the communities in which we work.

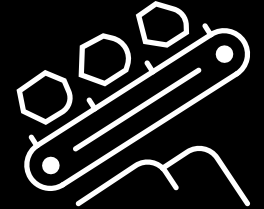
With the festive season fast approaching, we're excited to celebrate our team's successes at our upcoming end of year party. It'll be a great chance for team members from different locations to come together, share some laughs, and enjoy our collective achievements.

- Gavin.

Recent Wins

RGDC - Wagga Wagga SAP

Projence is providing scheduling support to the Regional Growth NSW Development Corporation for the Wagga Wagga SAP. This is one of four special activation precincts across NSW that have been identified to become thriving business hubs.

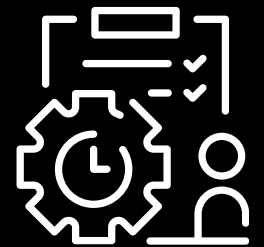


Newmont - Underground Materials Handling Scheduling

Projence are providing project scheduling and progress reporting services for the construction of two new ROM dumps, crushing chambers, incline conveyors and ventilation infrastructure to support the PC1 block cave.

Power Generation Client - Portfolio Management

Projence will complete a pulse check on the utilisation and application of a portfolio management framework. Recommendations will inform strategic and tactical changes to improve the performance of the wider portfolio.



Various Councils - Services and Capital Works Panels

Over the past three months, Projence has been selected to join numerous professional and project service panels. This places Projence as an approved supplier for these councils.

This distinction allows Projence the advantage of being the primary choice for submitting tenders on upcoming projects. Projence looks forward to working with the following clients when funding and projects become available:

- Townsville City Council - Asset Management
- Townsville City Council - PM Services Tender
- Midcoast Council - Consultants Panel



Living the values



Steve Young

Project Manager

Congratulations to Steve who has been named Projence's Employee of the Quarter for July - September 2024.

Steve consistently demonstrates a strong sense of ownership and commitment to both his clients and team members. He approaches tasks with dedication, ensuring that they are completed to the highest standard while proactively identifying and pursuing business development opportunities.

We're proud to have Steve as a key part of our team and look forward to seeing his continued success and contributions to Projence.

Adding to the team



Alison Crocker

Communication and Engagement

We're excited to welcome Alison to our Central West and Orana team, where she will be assisting with several key projects across the region.

With her extensive background in government, communications and community engagement, Alison brings a wealth of knowledge and expertise that will greatly enhance our ability to deliver successful outcomes and drive regional growth. Welcome aboard, Alison! We're thrilled to have you on the team!



Charmaine Rich

Finance Officer

We're excited to have Charmaine, from RSK Australia join Projence.

Charmaine has been assisting us for some time and has brought a wealth of expertise and a strong skill set that will play a crucial role in enhancing our financial operations. Her contributions have already made a significant impact, and we look forward to seeing her continue to support our growth and success.

Projence happenings

R U OK? DAY

This is the second year we've seen local businesses unite at our local cafe for this important cause, and we're proud to share that over 400 coffees were donated to spark conversations around mental health.

Special thanks to Sarah Miller, Senior Counsellor from Lifeline, and other inspiring speakers for their insightful words and resources.

Mental health is a crucial topic, and we encourage everyone to keep checking in with those around them.



SLT Strategy Day

As the business evolves, so must our mindset, and we're committed to taking the necessary steps to guide Projence forward. Recently, our regionally based Senior Leadership Team gathered in Newcastle for a focused strategy and team-building day.

The team reviewed last quarter's results and worked on shaping the strategic direction and long-term goals for the coming years. We took the time to refine Projence's vision and identified key actions needed to drive our success, ensuring we're well-prepared to navigate the challenges and opportunities ahead.



Rav & Brenden Coffee Catch up



Visits from offsite team members.



Davey attending the Australia Water Association QLD Gala Dinner.

