

Appendix

To the best of our knowledge, below is a list of contracts lost to overseas steel fabricators over the past 12 months:

| Project | Year | Contract Value | Approximate price difference |
|-------------------------------------|------|----------------|------------------------------|
| Brisbane Airport – Supacentre | 2026 | \$1.7 million | 30-50% |
| Enviropipes Brendale | 2026 | \$3.5 million | 30-50% |
| Dalby State School | 2026 | \$490,000 | 30-50% |
| PCYC Caloundra South | 2026 | \$500,000 | 30-50% |
| Sunshine Coast Airport | 2025 | \$1.6 million | 30-50% |
| Griffin Freshwater Shopping Village | 2025 | \$2.3 million | 30-50% |
| Oakey Beef | 2025 | \$260,000 | 30-50% |
| Lot 38 Potter Road Corbould Park | 2025 | \$2.5 million | 30-50% |
| Homeco Richlands | 2025 | \$900,000 | 30-50% |

RE: Kyst offer - 165 South Pine Road Brendale Industrial Units

To: Brad Clarke

You replied to this message on 26/02/2026 8:07 AM.

Hi Brad,

... were unsuccessful on this project. In relation to your submission, we received 9 quotes for this one and Kyst were 4th in price. There was approximately 30% difference between the lowest and your submission (however, the lowest received was imported steel) In relation to local steel, you were competitive.

I hope this helps with your current tender.

Kind Regards,

RE: Kyst budget: DGL Narangba

To: Brad Clarke

You forwarded this message on 25/03/2026 1:59 PM.

Hi Brad,

Happy to help!

We received 6 x quotes at tender. 2 x were imported steel, the rest were local.

Kyst were the best price for local steel. Imported steel was priced from mid \$400k's to low \$500k's. Local steel was priced from your quoted amount to the low \$900k's.

Pricing was all over the place on this one, but Kyst were close to my estimated amount and I would have confidence that number was ideally where we wanted to be.

Kind Regards,

RE: REV B: Kyst budget offer - Transvent - Crestmead

To: Brad Clarke

Hi Brad,

This one is still pending at the moment.

In relation to your updated quote, we did end up receiving international supply quotes and your price is significantly higher than these. However, in relation to local supply steel your price was competitive.

Kind Regards,

 To: Brad Clarke
Wed 15/04/2025 3:20 PM

 You replied to this message on 15/04/2025 3:25 PM.
If there are problems with how this message is displayed, click here to view it in a web browser.

Hi Brad

I see your pricing was based on the [redacted], our design was at around 357t including hot and cold rolled + cleats fixings bridging, crane beams and corbels. I'm unsure what tonnage your price was based on, I can't see that listed in the quote.

Based on our engineers design


- Our other local price is at \$1.82mil
- Offshore pricing is at around \$1.40mil


Your pricing came in at \$ 1.775mil

The above pricing included e supply, fabrication, surface protection and erection

Regards,

RE: 1546 / Harvey Norman, Ballina: Structural Steel

 To: Brad Clarke
Tue 21/01/2025 10:44 AM

 You replied to this message on 21/01/2025 10:45 AM.

Correct mate, all steel was from overseas.

Regards,

From: Brad Clarke
Sent: Tuesday, 21 January 2025 10:44 AM
To: [redacted]
Subject: RE: 1546 / Harvey Norman, Ballina: Structural Steel

Thanks mate

Just so I'm comparing correctly were these all local fabricators or overseas ?

Regards

Brad Clarke
Project Management / Business Development

From: [redacted]
Sent: Thursday, 16 April 2026 11:15 AM
To: Brad Clarke
Subject: RE: Invitation to Tender (RE: Lot 202 - Modscape Facility)

Hi Brad,

Apologies for the belated reply.
It's a high likely hood that imported steel will be used for this project.

Kind regards,