

# Find out more about...

## Land Access

Did you know?



We have been working with Australian landholders for over 60 years.



We have over 30 Land Access and Compensation Agreements in place with Northern Territory landholders.



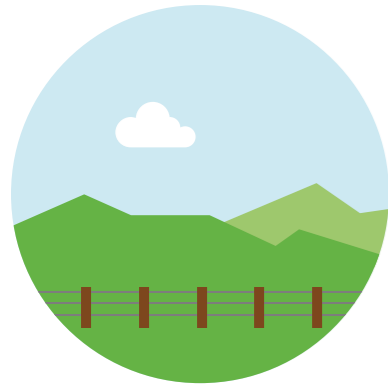
Under NT Government legislation, no petroleum activity can begin until an access agreement has been reached with the landholder.



A recent survey in Santos' south-west Queensland operations showed 9 out of 10 landholders would have us back on their property.

+ We work collaboratively with landholders to ensure their livelihood is protected and enhanced.

**Santos**



## Why do we need access to land?

Natural gas is such an important part of our everyday life. Australia has an abundant natural gas supply with 17 significant locations across our country. To gain access to this vital resource Santos needs to explore beneath the ground to find rock types typically associated with oil and gas, and the areas we're interested in exploring are often located on landholders' properties. We cannot do this alone. Santos only has a right to develop these subsurface resources if we can work with landholders to gain access under mutually agreed conditions.



## How do we ensure we have access to land?

There are no guarantees in life but we've found, through 60 years of operation, that treating landholders with respect gets us a long way. We pride ourselves on building long-standing and enduring relationships with landholders, and having a genuine conversation with them. It's about treating people with respect, this is the cornerstone of landholder and stakeholder engagement and this is what builds trust.

Santos has established a set of Principles and Code of Conduct that we expect our employees and consultants to adhere to. These principles are:

- Respect for landholders – understand the landholder's circumstances and take those into account when initially engaging, subsequently negotiating and ultimately managing a land access agreement
- Honesty and transparency – provide the necessary information, reports and studies in a timeframe and format agreed to and expected by the landholder
- Being organised and cooperative – ensure efficient use of landholder time in negotiating and implementing a land access agreement and subsequent management
- Being predictable and certain (e.g. aim to have one consistent point of contact for the landholder)
- Continuous improvement through the incorporation of lessons learned and innovation
- No petroleum activity can begin until an access agreement (and a compensation framework) has been reached with a landholder.

## Building resilience in regional communities

Australia's regional and rural communities are as important to Australia today as they've ever been but are facing even more challenges. Santos is committed to helping rural and regional communities increase their resilience and landholders make it through the tough times. We need landholders to continue to succeed and to continue to do the important work they are doing. We want to ensure that we co-exist with landholders, don't impede their activity, take up too much of their time or hang around if we're not wanted.

Santos has developed a fair and effective regime for compensating landholders for impacts on their properties. This regime is tailored to the individual needs of the different communities that we work with.

## Our process for securing sustainable and ethical land access

We have developed a nation-wide process to ensure the quality of engagement with landholders is consistent no matter where you are in Australia. Whether you are on a remote cattle property in the Northern Territory, prime agricultural land in Queensland or in dairy country in Victoria, our approach will be the same.

We hope, by defining our process that this makes it easier for landholders to understand their rights, what they can expect from us and what we need from them.

**Stage 1 – Get it Right** Early planning to ensure we clearly identify what land we would need access to and for what reason.

**Stage 2 – Early Engagement** Make contact with the landholder to have a conversation about what we want to do, and assesses if we will be able to work together.

**Stage 3 – Pre-Planning** We start to develop a more comprehensive Land Access Proposal, by working closely with landholders to determine how we can develop a positive co-existence.

**Stage 4 – Formal Engagement** The formal engagement phase is made up from 3 stages; Engage, Notify and Negotiate. Operating with a suite of standard documentation that comply with strict regulatory requirements, the Santos Landholder Advisor will explain this documentation and how it relates to the activities of the landholder.

**Stage 5 – Getting on with the Job** While our work crews and contractors are on a landholders property, Our landholder Advisor will be there to ensure work is conducted according to what has been agreed and deal with complaints or additional requirements from the landholder.

**Stage 6 – Cleaning Up** The site is rehabilitated in a timely manner and the landholder is satisfied. During this period the compensation and compliance obligations are fulfilled.

**Stage 7 – Monitoring, Reporting and Evaluation** After we've rehabilitated the site and closed out on our obligations we will review our practices to determine where we can improve.

## Santos and Land Access

Santos has a long and proud history of working with Australian landholders across the country. We are generally perceived as a trusted and respectful company, supported by a recent Santos survey which found that nine out of ten landholders in south-west Queensland would have us back on their property.

We have a dedicated team of land access advisors who work with landholders every day to ensure they are being treated fairly and that any concerns are dealt with promptly.

Key results from a Queensland survey of 64 landholders with Santos activity on their property showed:

- 7 in 10 respondents were satisfied with their relationship with Santos.
- 8 in 10 said Santos has done all or almost all the things it set out to do.
- Just over half said they are receiving more or significantly more in compensation from Santos than they would receive if the portion of their land was used for agriculture.
- 7 in 10 said Santos was making a positive contribution to the region through jobs and supporting local businesses.

## Interested in learning more about natural gas?

Visit [santos.com](http://santos.com) for more fact sheets on a wide range of gas-related topics.

## Santos – An Australian Energy Pioneer

We have safely and sustainably discovered, developed and delivered natural gas to the people of Australia and Asia for more than 60 years.

As an Australian owned and operated business, we work in partnership with local communities, governments and our business partners to make natural gas an affordable and reliable energy solution for all Australians.



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