



Capitalising on Opportunities

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Body

The Indigenous Business Review KingKira Group is thriving thanks to **Fortescue**'s dedication to support and elevate First Nations enterprises, writes Zak Kirkup. KingKira Group, a standout in First Nations business, is charging forward with a major new contract from **Fortescue**. The multi-year deal, which covers waste management services across **Fortescue**'s Pilbara iron ore operations, represents a new level of growth and autonomy for KingKira - a 100 per cent Indigenous-owned enterprise rooted in the leadership of founder Tammy O'Connor.

O'Connor, a proud Palyku woman with deep Niyiyaparli and Kariyarra heritage, founded KingKira in 2014. Back then, the company's partnership with **Fortescue** began through its Billion Opportunities program, which was aimed at empowering Indigenous businesses.

Reflecting on this milestone, O'Connor says: "**Fortescue**, through their Billion Opportunities program, has been instrumental in helping us grow as a business. I'm incredibly proud of how much we have grown and can now stand on our own with these major contracts." In a decade, KingKira has gone from an ambitious startup to a company with more than 119 employees, 103 mobile assets and a client base of 124 across four Pilbara locations. The numbers speak to a well-earned reputation for delivering top-tier service. But for O'Connor, they also represent much more: a success story that underscores the potential of Indigenous businesses to achieve independence in sectors where First Nations representation is still growing.

Fortescue's Warren Fish, director of approvals, communities, and environment, emphasises the wider impact of this partnership: "We've always been committed to initiatives that foster genuine economic and employment opportunities for First Nations Australians," he notes. "Contracts like this not only help businesses like KingKira grow, but they also have a ripple effect, delivering long-lasting economic benefits to First Nations communities." The \$5bn-plus that **Fortescue** has funnelled into Indigenous businesses through its Billion Opportunities program highlights how deliberate, well-structured support can elevate First Nations enterprises into sustainable, impactful entities within Australia's economy.

For KingKira, this new contract is a testament to resilience and innovation - a company that's gone beyond simply holding its own to thriving alongside global players.

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For KingKira, this latest contract isn't just another business win; it's a powerful symbol of Indigenous resilience and capability in Australia's economy.

The partnership shows that with the right opportunities, First Nations businesses can evolve from emerging players into industry leaders, standing toe-to-toe with some of the world's largest corporations.

Looking ahead, as **Fortescue** pursues ambitious goals for decarbonisation and sustainability, partnerships like this one with KingKira aren't just beneficial - they're essential.

Together, they're setting a new standard for collaboration, where economic growth aligns with community empowerment and cultural integrity. This collaboration underscores a vision of the future where Indigenous enterprises play a central role in Australia's resources sector, building a legacy that empowers First Nations communities for generations to come.

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