



# Investment Attraction Fund

## New Energies Industries Funding Stream

### Applicant Information

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# 1. Purpose of this document

This document provides details on the New Energies Industries funding stream (the funding stream) of the Investment Attraction Fund (IAF or the Fund) and should be read alongside the [Fund guidelines](#). Specifically, this document outlines the background of the funding stream, the new energies sub-sectors and opportunities in consideration for funding, the application process, and approach to assessing IAF criteria.

This information is provided as a guide for prospective applicants to the funding stream.

# 2. Background on the funding stream

## 2.1 Introduction

There is growing demand for greener and cleaner energy sources, products, technologies, and services that will accelerate decarbonisation in line with global commitments to reach net zero emissions<sup>1</sup>. Diversification and decarbonisation are key pillars of Western Australia's (WA) economic development strategies Diversify WA and Future State as the State undertakes its energy transition.

WA has a robust energy sector that contributed \$61 billion to the State economy in 2021-2022<sup>2</sup>. In the critical minerals arena, WA is the largest producer of lithium globally and is in the top five producers of nickel, cobalt and rare earths. Critical minerals processing and value-adding industries are quickly becoming established in the WA. In addition to the existing lithium hydroxide and nickel sulphate refineries there are other battery and critical mineral processing projects underway, including development of the State's vanadium resources. WA has significant potential in the renewable energy sector with some of the best solar, wind, tidal and wave resources in the world.

The abundance of natural resources, well established energy ecosystem, and strong Environmental, Social, Governance (ESG) credentials mean that WA is well positioned to be a leader in the new energies industries. Given this, the WA government has created a specialised New Energies Industries funding stream within the IAF.

The overarching Fund Guidelines include eligibility, mandatory and desirable criteria that will apply to this funding stream. This funding stream is intended to accelerate innovation in WA, scale up commercial potential and expand local manufacturing capacity in New Energies Industries such as battery and critical minerals, renewable hydrogen, CCUS, solar and wind.

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<sup>1</sup> The [Climate Change Act 2022](#) came into effect in September 2022 and codifies Australia's 2030 and 2050 greenhouse gas emissions reductions targets under the [Paris Agreement](#).

<sup>2</sup> Department of Mines and Petroleum (2022). [2022 Major commodities resources data](#)



## 2.2 New Energies Industries

This funding stream will support proposals in the New Energies Industries sub-sectors described in Figure 1.

**Figure 1 | Description of New Energies Industries sub-sectors eligible for this funding stream<sup>3,4,5</sup>**



<sup>3</sup> For a description of up mid and downstream visit page 8 of [Welcome to Collie](#) for a battery value chain diagram

<sup>4</sup> Future State: Accelerating Diversify WA

<sup>5</sup> International Energy Agency (2022). [Global Hydrogen Review 2022](#)



### 3. New Energies Industries opportunity statements

Informed by existing WA Government strategies<sup>6</sup>, market needs, industry feedback and insights from the inaugural IAF round, the Department of Jobs, Tourism, Science and Innovation (the Department) has identified six key opportunities for this funding stream. The identified opportunities are aligned with the growth ambitions and strategic focus areas articulated in policy and reflect where IAF support can deliver the most impact.

The Department has drawn on ongoing industry engagement and market assessments to identify those areas where IAF funding can augment industry action and set a foundation for growth. Midstream and downstream opportunities have been specifically highlighted, as have opportunities for ancillary service providers in transport, logistics and component manufacture. Finally, opportunities to advance commercial research and pilots have been identified, building on one of the key successes of the inaugural round of IAF.

The WA Government may consider applications to this funding stream that are not aligned to identified opportunities provided they meet the criteria described in Section 4. The six opportunities are described in the statements below:

#### **i. Encouraging established market players to enter New Energies Industries**

Western Australia has well-established resources and energy markets with significant upstream capabilities and a strong ecosystem of ancillary service providers. Recognising the future commercial potential in new energies industries, many of these established players are transitioning into areas such as battery and critical mineral processing, alternative fuels, clean energy and new low-carbon products. Such expansion often requires considerable upfront capital expenditure. Funding through IAF is a signal of the WA Government's support for projects that can catalyse further investment, including from the private sector. Proposals will be considered broadly from established resources and energy players to develop capital intensive projects in New Energies Industries in the State.

#### **ii. Expanding development of midstream and downstream opportunities**

In recent years, the renewable hydrogen and midstream critical minerals sub-sectors in WA have made significant progress, while downstream operations have more room to grow. Maturing the state's downstream operations will be central to establishing advanced manufacturing, in line with government priorities. Hydrogen storage, advanced critical minerals processing and battery manufacturing, fuel cells, electrolyzers, carbon capture mineralisation and wind turbines have been identified as key downstream opportunities that can set a strong foundation for growth. Major componentry and product manufacturing opportunities will be considered. Particularly as an entry point for WA's

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<sup>6</sup> Diversify WA, Future State: Accelerating Diversify WA, the [Western Australian Renewable Hydrogen Strategy 2021](#) and related updates, and [Western Australia' Battery and Critical Minerals Prospectus](#) and related updates.



businesses with strong prospects to entrench a commercially competitive position.

### **iii. Fostering industry collaboration to address shared challenges**

Battery and critical minerals producers and processors, CCUS providers and hydrogen proponents face similar operational challenges and constraints that if addressed would increase output, efficiency, and cost effectiveness across the board. Examples of these common challenges include what to do with by products from mineral processing, access to sample testing facilities, matching CCUS providers and customers and safe transport solutions. There are also opportunities to advance the circular economy and consider recycling avenues. There is a clear opportunity for industry players to collaborate to solve shared commercial challenges, particularly where they are co-located in Strategic Industrial Areas (SIAs) or at hydrogen hubs. This will in turn improve the attractiveness and cost-competitiveness of WA.

### **iv. Supporting enabling infrastructure and high-impact ancillary services**

Major service providers in transport and logistics have a crucial role to play in building the New Energies Industries in WA through moving and storing production inputs and outputs. In particular, providers with specialised capabilities across engineering management, equipment and technology providers, construction and environmental services sectors will be essential towards the retrofitting of existing operations and the establishment of novel operations in New Energies Industries. As production volumes increase, there will be more demand for safe, reliable, and scalable transport solutions to get WA's critical minerals and energy products to export markets. Market penetration of clean energy sources will continue to increase, driving demand for energy storage technologies. Proposals in high-impact ancillary and enabling sectors that support growth in the New Energies Industries are encouraged.

### **v. Unlocking pre-commercialisation opportunities for new technologies**

Technology and innovation will be critical in accelerating the energy transition because they unlock commercial potential and drive scale. There are new technologies in feasibility and pre-commercialisation stages in all new energies sub-sectors with WA researchers and innovators well positioned to drive progress. Notably, more research is needed to deploy CCUS, as currently there are limited case studies in WA. Further growth in the market for wind, solar, renewable hydrogen, clean energy and batteries is dependent on research outcomes and evidence. Proposals for IAF funding will be considered for research and development that would unlock commercial opportunities, rather than early-stage development opportunities that would be better served through alternative WA Government funding mechanisms.

### **vi. Scaling upstream capabilities of sub-sectors cost-effectively**

Large scale production is of ongoing importance to ensure renewable and clean energy generation continues to become more cost-competitive compared to traditional fossil fuels. An increased number of large production facilities will aggregate the State's renewable and clean energy production and drive down increased costs associated with smaller production facilities. Projects that efficiently aggregate output of renewable and clean energy generation across hydrogen, wind and solar are key focuses for



Government.

## 4. Criteria

Applications are invited from supply chain actors, project proponents and ancillary service providers who are currently operating in or looking to expand into New Energies Industries. These can be players currently active in WA and looking to expand into new industries, or international players who want to commence operations in the State.

### 4.1 Eligibility criteria

To be eligible for consideration under this funding stream, applicants must meet the three minimum criteria specified in the IAF guidelines and summarised in Figure 2 below.

**Figure 2 | Eligibility criteria**



Applicants may also nominate Partner(s) to support the delivery of their proposals where the partnership applications meet the requirements specified in the full IAF guidelines.



## 4.2 Assessment criteria

The IAF guidelines specify seven mandatory and three desirable criteria that applications are assessed against. These criteria will also apply to this funding stream. There is one additional New Energies Industries funding stream criterion that will be assessed:

### *Funding stream criterion: Contribution to decarbonisation*

Proposals meets at least one or more of the following:

- Will directly lead to a measurable reduction in greenhouse gas emissions (please provide evidence or analysis including relevant units); and/or
- Will enable further decarbonisation, advanced manufacturing, or export opportunities in Western Australia.

An outline of the criteria assessed at each stage of the application for this funding stream is provided in Figure 3 below. The Department may vary this approach at its discretion and without prior notification to applicants.

**Figure 3 | Criteria assessed at each stage of application**

<p><b>1</b></p> <p>Assessed at EOI</p>	<p>The EOI form asks applicants to:</p> <ul style="list-style-type: none"> <li>• Confirm that they meet the minimum eligibility criteria for the Fund</li> <li>• Align with the requirements for partnership (where applicable)</li> <li>• Describe their proposed project and its objectives</li> <li>• Describe the overview to funding, including the financial assistance amount requested and total proposal cost</li> <li>• Demonstrate alignment to Diversify WA and Future State priority sectors, cross sectors and new energies industries as defined in this document</li> <li>• Funding Stream specific criteria: Contribution to decarbonisation</li> </ul> <p>Additionally, the following IAF criteria detailed in the Fund guidelines will be assessed at the EOI stage:</p> <ul style="list-style-type: none"> <li>• <i>Criterion 2</i>: co-investment</li> <li>• <i>Criterion 3</i>: economic benefits</li> <li>• <i>Criterion 4</i>: operational</li> </ul> <p>Applicants will be requested to provide summary statements and indicative evidence of their ability to meet the remaining fund criteria should they be invited to submit a full application.</p> <p>Applicants may be required to meet with the Department to discuss their EOI submissions, including any revisions or further clarification required.</p>
<p><b>2</b></p> <p>Assessed at full application</p>	<p>The remaining IAF criteria will be assessed at full application stage. Applicants will also be required to submit any supporting documents.</p>



## 5. Applying to the funding stream

### 5.1 How to apply

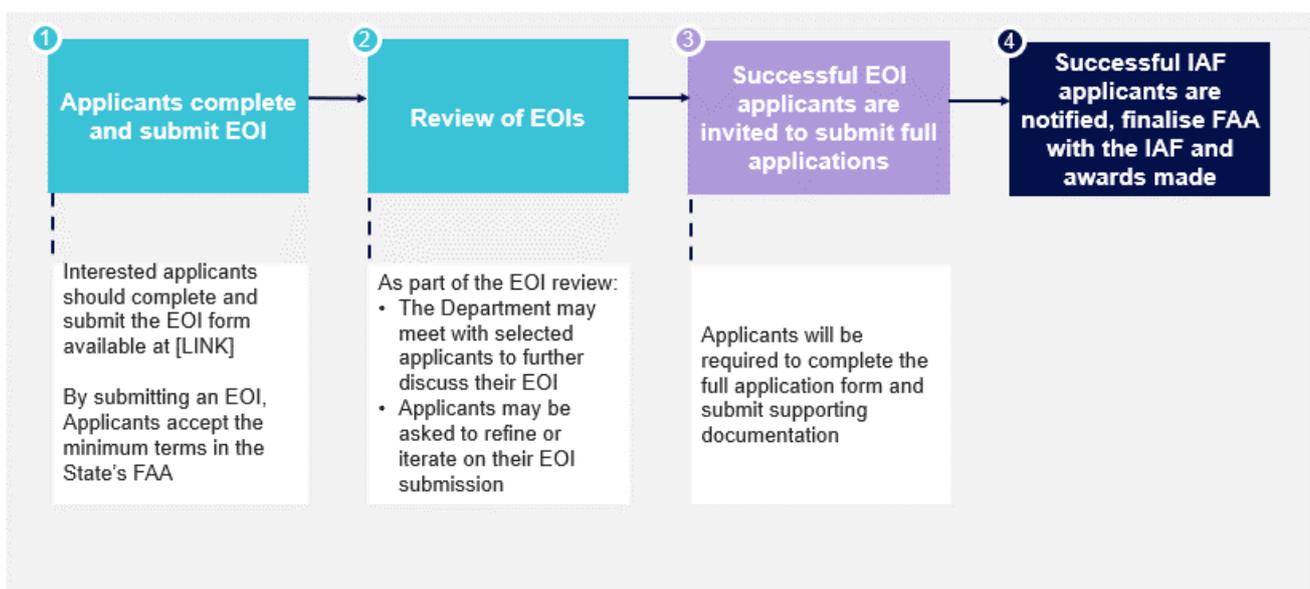
If you are ready to apply:

1. Read this funding stream applicant information document and the full IAF Guidelines document carefully.
2. Submit an Expression of Interest (EOI) to the Department via the online form that can be accessed at [EOI Portal](#) providing key information about the proposal and applicant. The information required at this stage is listed in Table 1: Checklist of requirements for Expressions of Interest.
3. Upon review of EOIs, the Department may request meetings with applicants to discuss and revise submissions.
4. Applicants who are successful at the EOI stage may be invited to submit full applications including the information in Table 2: Checklist of requirements for full applications.

### 5.2 Submission process

Interested applicants are encouraged to contact the Department's IAF team and begin developing their EOI as soon as possible. Further details on how IAF criteria will be assessed are provided below, with applications assessed on a rolling basis.

**Figure 4 | Application submission process and timelines**





## 6. Applicant Checklists

Provided on the following pages are checklists that applicants can use to ensure they have provided the right information to support their proposal at EOI and full application stages. Unless otherwise agreed with the Department, these requirements are mandatory for each stage, though the Department will work with applicants to make exceptions based on applicant circumstances.

**Table 1 | Checklist of requirements for Expressions of Interest**

Checklist of requirements for EOI	Documentation and/or evidence required	Item sent/available? (Tick box if yes)
1. Organisation legal entity name and principal address		
2. Description of project and objectives	Key aims and objectives of the proposal	
3. What is your current physical presence in Western Australia?	Declaration if physical presence spanning over more than one region of Western Australia	
	Declaration of regions across WA with physical presence	
	Organisation ABN/ACN number	
	If your organisation does not have an ABN/ACN number, is it eligible or in the process of receiving an ABN or ACN?	
	Declaration of legal entity status - <i>noting that full documentation will be provided in the full application phase</i>	
4. <b>Eligibility Criteria 1:</b> Be registered or be eligible to register for an Australian Business Number (ABN)		
5. <b>Eligibility Criteria 2:</b> Legal entity status, or partnerships with a legal entity and previous three years of trading history		
6. <b>Eligibility Criteria 3:</b> Be able to provide a business plan and evidence that supports management, technical and financial capability to undertake the current proposal. This may also include evidence of completed or current projects of similar or greater size.	<i>Declaration of existence of business plan - noting full documentation will be provided in the full application phase</i>	
7. What are the expected project outcomes?	Business outcomes expected as a result of this proposal ( <i>Where relevant, include the anticipated effort on market share, turnover, sales and/or volume if the proposal is successfully implemented? – full documentation to be requested in the full application stage</i> )	
	Declaration of project start date and project end date	



Checklist of requirements for EOI	Documentation and/or evidence required	Item sent/available? (Tick box if yes)
8. Funding overview ( <i>Total Proposal Cost and Financial Assistance Request</i> )	Declaration of: <ul style="list-style-type: none"> <li>Financial assistance amount requested (excluding GST)</li> <li>Total proposal cost</li> </ul>	
	Explanation of what the total proposal costs will cover	
	Explanation of what financial assistance amount will be used for	
9. <b>Assessment Criteria 1:</b> How does the proposal align to Diversify WA and Future State? <ol style="list-style-type: none"> <li>Priority sectors</li> <li>Cross-sector activities</li> <li>Targeted diversification opportunities</li> </ol>	Overview of how the proposal demonstrates alignment with Diversify WA and Future State	
	Alignment to one or more of the Diversify WA priority sectors	
	Alignment to one or more of the cross-sector enablers to accelerate growth outlined in Future State	
	Alignment to one or more of the targeted sector-specific diversification opportunities outlined in Future State.	
10. How does the proposal align to New Energies Industries sub-sectors and opportunities?	Overview of how the proposal demonstrates alignment with New Energies Industries sub-sectors	
	Alignment to one or more of the New Energies Industries sub-sectors	
11. How does the proposal demonstrate alignment to one or more New Energies Industries Funding Applicant Information opportunity statement?	Overview of how the proposal demonstrates alignment with the New Energies Industries Funding Applicant Information opportunity statements	
	Alignment to one or more of the New Energies Industries Funding Applicant Information opportunity statements	
12. How does the proposal provide contribution to decarbonisation	Will directly lead to a measurable reduction in greenhouse gas emissions (please provide evidence or analysis including relevant units)	
	Will enable further decarbonisation, advanced manufacturing, or export opportunities in Western Australia	
	Declaration of partnership status for proposal	



Checklist of requirements for EOI	Documentation and/or evidence required	Item sent/available? (Tick box if yes)
13. What is the partnership status of your proposal? ( <i>Has received investment from other partners</i> )	Organisation name and contact person for partner organisation(s) ( <i>if applicable – full documentation to be included in full application</i> )	
14. <b>Assessment Criteria 2:</b> Co-investment (Has received investment from other partners)	Evidence of financial investment in the form of committed cash matched or exceeds the financial assistance amount requested from the State, unless otherwise agreed. ( <i>This may include financial investment from the applicant and/or its project Partner(s), the private sector, or financial institutions</i> )	
15. <b>Assessment Criteria 3:</b> Economic benefits ( <i>Provides supply chain opportunities or is aligned with state goals</i> )	Provides evidence of alignment with medium to long-term global social, geo-political, economic and market trends	
	Outlines potential size of the investment opportunity, including scale of outcomes within the industry	
	Outlines areas for engagement with local business, including small and medium enterprises, to build local supply chains	
16. <b>Assessment Criteria 4:</b> Operational (Commences operation within 2 years of approval)	Commences operations, subject to regulatory approvals, within 2 years of the execution of a FAA with the State unless otherwise agreed	
17. Finance declaration	Declaration of intent to provide financial statements over the past 3 financial years ( <i>Documentation included in full application</i> )	



**Table 2 | Checklist of requirements for full application**

Checklist of requirements for full application	Documentation and/or evidence required	Item sent/available? (Tick box if yes)
1. Business plan documentation	Full business plan for proposal	
	Supporting evidence for outcomes such as Industry market research, track record of previous approach for products in other markets or letters of support or commitment and feasibility studies	
2. Partnership status documentation	Contractual agreement or Memorandum of Understanding between all partner organisations and primary applicant	
3. Financial statements documentation	Income statements over the past three financial years	
	Statements of Financial Position over the past three financial years	
	Statements of Cash Flow over the past three financial years	
	Statements of Changes in Equity over the past three financial years	
	Notes to Financial Statements over the past three financial years (where applicable)	
4. <b>Assessment Criteria 5:</b> Sustainable jobs growth ( <i>Creates new and ongoing jobs in WA</i> )	Evidence that the proposal creates new and ongoing jobs in WA without adversely affecting the existing workforce. Quality jobs are demonstrated by pay and benefits, job design, level of skill or training and future work prospects	
	Evidence that the proposal provides upskilling opportunities for the existing WA workforce	
5. <b>Assessment Criteria 6:</b> Additionality ( <i>Demonstrates how states assistance enhances project</i> )	<p>Evidence that the State's financial assistance enhances the proposal to benefit the State, for example:</p> <ul style="list-style-type: none"> <li>• Expedites the delivery, scale and benefits of the proposal by a number of years</li> <li>• Delivers a greater scale of jobs and benefits than would otherwise be expected</li> <li>• Addresses a funding gap and/or provides security in obtaining other sources of funding for example from the Australian Government, project lenders, equity partners and foreign investors</li> </ul>	



Checklist of requirements for full application	Documentation and/or evidence required	Item sent/available? (Tick box if yes)
	<ul style="list-style-type: none"> <li>• Secures the establishment or relocation of headquarters into WA</li> <li>• Secures investment if the proposal is contestable with other jurisdictions</li> </ul>	
<p>6. <b>Assessment Criteria 7:</b> Investment ready (<i>Has the capacity to carry out agreed items</i>)</p>	<p>Evidence of investment readiness which includes some or all of the following:</p> <ul style="list-style-type: none"> <li>• A business and/or project plan and risk register which clearly demonstrates project feasibility and delivery, including identified project risks and strategies to manage these risks</li> <li>• Demonstrates capabilities and capacity to execute the proposed project</li> <li>• Project viability including feasibility studies and due diligence</li> <li>• Commercial viability and sustainability in the absence of any financial incentive</li> <li>• Financial modelling and/or budgeting for the expected project lifecycle, including an assessment of project sustainability beyond the term of agreed financial assistance</li> <li>• A history of raising private sector funding and/or other sources of funding, including current submissions with a government body</li> <li>• Governance arrangements in place to manage the project</li> <li>• Competitor analysis for the proposed project</li> </ul>	
<p>7. <b>Assessment Criteria 8:</b> Contracting risk (<i>Accepts all FAA terms</i>)</p>	<p>Declaration of acceptance of all FAA terms</p>	
<p>8. <b>Assessment Criteria 9 (Desirable):</b> Skills attraction and development (<i>Attracts high quality jobs, entrepreneurs, enterprises and networks to WA</i>)</p>	<p>Evidence that the proposal:</p> <ul style="list-style-type: none"> <li>• Attracts high quality skills to WA, measured by salary levels in accordance with defined areas of skill shortage</li> <li>• Attracts entrepreneurs, technologists and enterprises to WA to leverage their ideas, talent and networks</li> </ul>	
<p>9. <b>Assessment Criteria 10 (Desirable):</b> Co-contribution (<i>Seeks other sources of funding from Australian government</i>)</p>	<p>Evidence of seeking sources of funding from the Australian Government (past and current)</p>	
<p>10. <b>Assessment Criteria 11 (Desirable):</b> Location of project in WA (<i>Located in regional areas, SIAs or GIAs</i>)</p>	<p>Evidence that the proposal leverages locations of strategic importance such as:</p> <ul style="list-style-type: none"> <li>• Regional WA</li> <li>• Area identified within the SIAs or GIAs</li> <li>• Areas existing supporting hubs of precincts, and future hubs or precincts</li> </ul>	



## 7. Contact details

For more details on IAF and the New Energies Industries funding stream, please contact the IAF at:

Email: [IAF@jtsi.wa.gov.au](mailto:IAF@jtsi.wa.gov.au)

No: [+61 8 6277 3000](tel:+61862773000)

or visit the [Investment Attraction Fund](#) website.

The Department also provides other industry development support in WA for a number of opportunities, please visit the [www.wa.gov.au/jtsi](http://www.wa.gov.au/jtsi) for more details.



## 8. Glossary

The following terms are defined for the purposes of this document.

Term	Definition
Applicant	The applicant/s identified in the proposal and application process.
Application	An application (or relevant part of an application) to the New Energies Industries Fund including a proposal and supporting/additional information.
Decarbonisation	Reduction or elimination of carbon dioxide emissions from processing manufacturing and production of energy.
Department	The Department of Jobs, Tourism, Science and Innovation
Downstream	The processing, reefing and manufacturing of raw materials into other outputs.
EOI	Expression of Interest
FAA	A legally binding Financial Assistance Agreement that outlines non-negotiable terms, conditions, obligations and reporting requirements.
Feedstock	Raw material to supply, fuel or run a machine or industrial/chemical process
The Fund	The Investment Attraction Fund
Funding Stream	New Energies industries funding stream
Green energy	Energy that is generated from renewable sources that are naturally replenished in a human lifecycle.
Invest and Trade WA	The division within the Department responsible for attracting investment and promoting trade for WA.
Proponent	Organisations or actors involved in relevant projects across new energies.
Review criteria	The mandatory and desirable criteria of the Investment Attraction Fund.
State	The State of Western Australia
Strategic focus areas	The areas outlined in figure 1. Renewable hydrogen, battery and critical minerals, solar and wind energy, and carbon capture.
Upstream	The stage in development of outputs before refining or manufacturing. Normally the extraction of raw materials (mining).
WA	Western Australia