\*\*\*\*\* Approved by AIP Authority on Mon May 29 2023 11 :26:58 GMT+1 000 (AEST) \*\*\*\*\*



Australian Jobs Act 2013

AIP Plan reference code:

Australian Industry Participation Plan Summary - Project Phase

**Nominated project proponent:** Gladstone Fortescue Future Industries Pty Ltd

Project details

Name: Gladstone Green Energy Project

Location: Gladstone, Queensland

Type: Other productive facility

Purpose: Establish new facility

Capital expenditure: $500 million or more

Description: The Proponent proposes to develop a green hydrogen and ammonia production facility in Gladstone, Queensland (the Project). The Project will make use of renewable energy and water to produce hydrogen through electrolysis which will then be used to produce ammonia. It is currently contemplated that the Project will include a 900 mega-watt (MW) hydrogen plant with capacity to produce -120,000 tonnes of green hydrogen per year which will then be used to synthesise 670,000 tonnes of green ammonia per year. The Project will involve the construction of hydrogen electrolysers, hydrogen storage and compression, cooling systems, water treatment plant, nitrogen production/ air separation unit facility, ammonia synthesis plant, liquid ammonia storage, transmission pipelines, high voltage (HV) receiving substation/switchyard and non-process infrastructure (inclusive of temporary construction facilities). The Proponent’s procurement and contracting strategy for the Project proposes the Proponent to contract all major packages directly, with equipment to be free-issued to the construction contractors. Australian entities will have full, fair and reasonable opportunity to tender for supply of goods or services for the Project either directly with the Proponent, or in a subcontracting capacity with the Proponent’s major contractors. The Proponent’s major contractors will be obligated in their contracts to comply with the Proponent’s AIP Plan requirements (to the extent applicable and relevant to their scope) and report to the Proponent on their compliance. Procurement activities for FEED are scheduled to commence in the second half of CY2023. Construction is scheduled to commence Quarter 4 CY2024. The green hydrogen and ammonia production facility is expected to be operational by Quarter 4 CY2027. The Project opportunities to supply key goods and services listed in this plan are indicative only and subject to change.

Completion date: 31 Dec 2027

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|  |  |  |
| --- | --- | --- |
| Key goods and services  Indicative list of key goods and services to be acquired for the project:  **Opportunities for**  **Opportunities for**  **Key goods and services Australian entities \* non-Australian**  **entities** | | **Explanation for no opportunities  for Australian entities** |
| Feasibility / Front End Engineering Design (FEED) Studies  Balance of System & Plant (fabrication, procurement & construction) | Yes Yes  Yes Yes | |

Supply of Electrolysers Yes Yes

Supply of HV Cables Yes Yes

Supply of HV Transformers Yes Yes

Supply of HV Switchgear Yes Yes

Supply of Switch Room Yes Yes

Supply of Compression Skids Yes Yes

Supply of Water Treatment Plant Yes Yes

Supply of Utilities & Instrument Air Yes Yes

Supply of Cooling Towers Yes Yes

Supply of Central Control Room Yes Yes

Supply of H2 Analyser Yes Yes

Supply of Metering Skid Yes Yes

Construction of Earthworks & Civils Yes Yes

Construction of Non-Processing Infrastructure (N PI)

Yes Yes

Installation of the Hydrogen Process Plant Yes Yes

Installation of Ammonia Process Plant Yes Yes

Supply & Installation of Storage Tank Yes Yes

Installation of 33kV Electrical Distribution Yes Yes

\*

An Australian entity is an entity with an ABN or ACN   
Project standards:

Australian   
International

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Supplier information and communication

Project proponent’s contact person for supplier enquiries:

**Contact person name** Ray Loh

**Contact person position** Manager, ICNWA

**Phone number** 0893657499

**E-mail** [Ray.Loh@icnwa.org.au](mailto:Ray.Loh@icnwa.org.au)

Project proponent website: <https://www.fmgl.com.au/about-fortescue/our-operations> and http://gateway.icn.org.au/

Project opportunities website: http://gateway.icn.org.au/

Supplier engagement and communication actions :

Promote project opportunities through industry associations

Conduct supplier information briefings on project opportunities and bid processes

Issue media releases or ASX announcements on project developments and opportunities

Other – Community Liaison

Building Australian industry capability

Supplier capability development actions:

Recommend suppliers undertake training and/or accreditation

Provide market intelligence to suppliers

Transfer new product and process technology to suppliers

Encourage joint ventures and alliances between suppliers

Support supplier development initiatives of industry associations or governments

Global supply chain integration actions:

Introduce suppliers to global supply chain partners

Facilitate strategic partnering and joint ventures between Australian and international suppliers

Recommend suppliers undertake export readiness training or international accreditation

Provide references for high performing suppliers

Feedback process for unsuccessful bidders:

If an Australian entity is not shortlisted to participate in a tender or has been unsuccessful in the tender, the Proponent will work with ICN to provide feedback. The Australian bidder will be sent a written regret notification with the Proponent’s procurement officer’s contact details with an offer to receive feedback as to why they were not shortlisted to participate in a tender or has been unsuccessful in the tender. More specifically, the Proponent, working with ICN will: • provide information on recommended development activities to increase the unsuccessful tenderer’s capabilities and capacity for future tender processes, including referral to support programs; and • provide general feedback on the strengths and weaknesses of tenders, suggestions for improving the quality of submissions and how to improve competitiveness for future opportunities. In addition, the Project's procurement entities will be contractually required to offer feedback to unsuccessful Australian tenderers, which will include recommendations of relevant training, skills, capability and capacity development where relevant.

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Australian Industry Participation Plan Summary - Operations Phase

**Nominated facility operator:** Gladstone Fortescue Future Industries Pty Ltd

Facility details

Name: Gladstone Green Energy Project

Location: Gladstone, Queensland

Type: Other productive facility

Key goods and services

Indicative list of key goods and services to be acquired for the new facility:

**Explanation for no**

**opportunities for Australian entities**

**Opportunities for**

**Opportunities for**

**Key goods and services Australian entities \* non-Australian**

**entities**

Waste Management Services Yes Yes

Fire System Contract Yes Yes

Chemical Contract Yes Yes

Pump Repair Services Yes Yes

Rotating Equipment Repair Services Yes Yes

Valve Repair Services Yes Yes

Technology Supplier Services Yes Yes

Scaffolding Services Yes Yes

Cranes (Fixed, Gantry, HE, Mobile) Services Yes Yes

Offsite Mechanical Repair Services Yes Yes

Control System Integrator Contracts Yes Yes

Classified Plant Contract Yes Yes

Hire Equipment Contract Yes Yes

Aircon Servicing Contract Yes Yes

Non-Process Facilities Contract Yes Yes

Security Services Contract Yes Yes

Specialist Engineering Services Contracts (RBI Inspections, EEHA Inspections, et

Instrument Calibration Services Yes Yes

Painting Services - Contracts Yes Yes

Industrial Insulation Services Contracts Yes Yes

Electrolyser (Spares) Yes Yes

Balance of Plant (Spares) Yes Yes

\*An Australian entity is an entity with an ABN or ACN   
Facility standards:

Australian   
International

Yes Yes

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Supplier information and communication

Facility operator’s contact person for supplier enquiries:

**Contact person name** Ray Loh

**Contact person position** Manager, ICNWA

**Phone number** 0893657499

**E-mail** [Ray.Loh@icnwa.org.au](mailto:Ray.Loh@icnwa.org.au)

Facility operator website: <https://www.fmgl.com.au/about-fortescue/our-operations>

Facility opportunities website: http://gateway.icn.org.au/

Supplier engagement and communication actions :

Promote project opportunities through industry associations

Conduct supplier information briefings on project opportunities and bid processes

Issue media releases or ASX announcements on project developments and opportunities

Directly contact suppliers with information on project opportunities and bid processes

Building Australian industry capability

Supplier capability development actions:

Recommend suppliers undertake training and/or accreditation   
Provide market intelligence to suppliers

Transfer new product and process technology to suppliers   
Encourage joint ventures and alliances between suppliers   
Other – Pre-qualification Advice

Global supply chain integration actions:

Introduce suppliers to global supply chain partners

Facilitate strategic partnering and joint ventures between Australian and international suppliers

Provide references for high performing suppliers

Feedback process for unsuccessful bidders:

The Operator, working with ICN, will offer written feedback with advice that a bid was not successful. The written feedback will include the Proponent’s procurement officer’s contact details with an offer to receive feedback as to why their bid was unsuccessful. In particular, the Operator, working with ICN, will do the following with respect to such feedback: • provide information on recommended development activities to increase their capabilities and capacity on future operational opportunities, which may include participation in government funded programs such as the Entrepreneurs’ Programme, to access expert consultations to assess the unsuccessful bidder’s business and identify specific areas of improvement. The Programme will then work with the unsuccessful bidder to find simple, smart and effective ways to address the shortfalls identified in the Facility’s pre-qualification/tendering process and achieve their business goals; and • encourage adoption of Australian Standards requirements for OH&S, quality and environmental qualifications. Where required, provide general feedback on the strengths and weaknesses of bids, suggestions for improving the quality of submissions and how to improve competitiveness for future opportunities. In addition, the Project’s procurement entities will be contractually required to offer feedback to unsuccessful Australian tenderers, which will include recommendations of relevant training, skills, capability and capacity development where relevant.

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