

Australian Industry Participation (AIP) Plan Executive Summary

1. General Project Details

Company Name: Numurkah Solar Farm Pty Ltd (managed by Neoen Australia Pty Ltd)

Description of the project: Neoen Australia Pty Ltd (Neoen) is the owner and developer of Numurkah Solar Farm. The Solar Farm will consist of approximately 400,000 solar panels, generate approximately 255,000 MWh per year, and have a capacity of 100MW AC. The energy produced will be equivalent to powering 43,000 homes a year. Downer Utilities Australia Pty Ltd (Downer) has been chosen as the Engineer, Procure, Construct contractor as well as the Operation and Maintenance contractor for the Numurkah Solar Farm.

Estimated total project value: \$196m

- **Estimated value of key goods and services procured for the project (if different to total project value) :** \$145m

Project location: Numurkah, Vic 3636. East of Kellys Road and north and south sides of Wunghu Road

Link to project information: <http://www.numurkajsolarfarm.com.au>

Project contact for procurement information: Mark Campigly - 07 3249 0110 or mark.campigly@downergroup.com

2. Opportunities for Australian industry involvement

List of goods and services to be procured for the project and the expected opportunity for industry participation	Opportunities for Australian suppliers*	Opportunities for overseas suppliers
Labour hire	Yes	No
Civil works	Yes	No
Fencing – Supply by local subcontractor	Yes	No
Temporary site accommodation and facilities	Yes	No
Cleaning	Yes	No
Structural, tracker and PV panel installation works	Yes	No
Electrical installation works within the solar substation	Yes	No
Electrical installation works within the solar farm	Yes	No
Procurement of piles ¹	Yes	Yes
Procurement of PV panels (modules) ¹	No	Yes
Procurement of tracking systems ¹	No	Yes
Procurement of inverters ¹	Yes	Yes

*An Australian supplier means an entity that has an ABN or an ACN.

Disclaimer: The information provided in the table above is based on an initial assessment by the company. Any questions or issues should be raised with the project contact.

¹ The procurement process for these items have been completed (as at 19 July 2018).

3. Communication Strategy

1. Communication of Expressions of Interest (EOI)

Neoen/Downer will publish an invitation to submit an EOI through media channels (local papers, Downer social media channels) or the Downer website.

2. Collaborate with supplier advocates to host supplier briefings

Neoen/Downer will collaborate with supplier advocates, including the Moira Shire Council's economic development group to host supplier briefings or participate in member briefings (where appropriate) to deliver information about the project to suppliers.

3. Neoen/Downer will contact and keep informed the Moira Shire Council Economic Development Body

Neoen/Downer will inform this supplier advocate of upcoming supply opportunities in order for the organisation to advise its members to direct enquiries to Neoen directly or to the solar project website.

Neoen/Downer will also liaise with vendor identification agency ICN to help identify capable, competitive Australian suppliers to provide goods and/or services.

4. Advertising of construction opportunities through the early creation of project website

A contact e-mail address on the project website gives potential Australian suppliers the possibility to register their interest in the project, and in turn to access all necessary information in relation to tender packages and prequalification requirements for the Project.

Neoen/Downer will also develop a 'generic' Supplier Information Guide specifically for businesses and individuals seeking to supply goods, equipment or services directly to the project.

4. Opportunities through all tiers of supply and in all stages of the project

Neoen/Downer will use Australian or international standards (where they are acknowledged by Australian industry to provide greater benefits or have been readily adopted) for goods and services.

These standards will be able to be met by Australian companies and be common to the Australian construction industry participants involved in this style of project.

1. Supplier assessment criteria

Neoen/Downer will assess all suppliers on the same criteria including on whole-of-life costs, quality, performance, service capabilities, warranty and compatibility with other specified products. Australian and overseas suppliers will be allowed equal and reasonable timeframes to respond to tenders.

2. Contractors and subcontractors upholding AIP requirements

Neoen/Downer will require that all contractors report on their progress toward meeting AIP plan obligations. These obligations will form part of the schedules included in each major subcontract. This information will help the solar farm team to identify progress towards meeting our commitments, assist in identifying supply issues or gaps and assess opportunities for supply chain and business improvements.

3. Neoen/Downer will unbundle larger work packages to better suit Australian supplier capability

The contracts team will identify categories of procurement where the unbundling of scopes and work packages will provide an increased and competitive participation rate from Australian suppliers.

4. Develop a Workforce Participation Plan for employees and contractor employees

Neoen/Downer will seek to employ Australian workers wherever possible and will target employment advertising through local consultation within the communities, advertisements in the newspapers local to the communities and postings on the project and Downer websites.

5. Opportunities for longer-term participation

1. Encouraging capability development and integration into global supply chains

Neoen/Downer will conduct technology transfer sessions, events or meetings to enable suppliers and stakeholders to learn world-class technology.

2. Neoen/Downer will collaborate with regional organisations to facilitate work placement opportunities for students, return to work participants and Indigenous school leavers

The Numurkah Solar Farm will welcome regionally-based graduates into its consortium partners as part of their development. Graduates from the region will be given the opportunity to work close to home, where it is their preference to do so.

3. Neoen will target and hire/retain apprentices and/or trainees for the period of the contract

One of the outcomes of the development of the Workforce Plan and the training needs analysis will be the identification of the baseline data needed regarding apprentices and trainees.

4. Neoen will partner with Downer to develop the local workforce, providing feedback to participating companies to allow better opportunity for future opportunities

Neoen/Downer will provide feedback to unsuccessful Australian suppliers to encourage improved performance in future tenders, including provision of advice on global knowledge and efficiencies for their next tender.

6. Procedures and Resources

1. Neoen/Downer will schedule quarterly reviews of AIP plan implementation with major contractors

2. Performance Measurement

Neoen/Downer will determine reporting and measurement requirement techniques to give effect to AIP policy and implementation of this AIP plan. Performance measures may include referral targets, training and development course targets, numbers of external enquiries, seminar and briefing participation and a variety of other measures.

3. Neoen/Downer will develop systems and procedures to monitor and report on the extent of Australian industry participation.