

Australian Industry Participation (AIP) Plan Executive Summary

1. General Project Details

Company Name: RE Oakey Pty Ltd

Description of the project: 55MW AC Solar Farm

Oakey 2 Solar Park involves the design, construction, operation and maintenance of a 55MW Photovoltaic (PV) solar farm at Toowoomba, Queensland. The Solar Farm will produce 55MW of renewable energy, which will be directly supplied into the Ergon electricity grid via the existing Oakey Terminal Substation. The project will commence construction during Q4 2017, with substantial completion expected in October, 2018.

Canadian Solar Construction (Australia) Pty Ltd (CS) been appointed by RE Oakey Pty Ltd (OP) as the contractor responsible for the Engineering, Procurement and Design (EPC) and Operation and Maintenance (O&M) for Oakey 2 Solar Park. In turn, CS intends to appoint Biosar Australia Pty Ltd (BA) as primary sub-contractor. OP, CS and BA have jointly developed this AIP Plan, with the intention of ensuring that the Australian industry is given a Full, Fair and Reasonable opportunity to provide goods and services to the project.

The scope of the project works includes:

- A 55MW AC Solar PV array
- Structural works associated with the Solar PV array
- Interconnection
- Site Civil Works
- SCADA and Control Systems
- Meteorological stations
- Other site works such as fencing, signage, access tracks and vegetation management

This AIP Plan has been prepared by OP, CS and BA in accordance with the approximately \$55M Facility Agreement to be executed with the Clean Energy Finance Corporation (CEFC) for the Oakey 2 Solar Park debt package.

Estimated total project value: \$80,000,000

Estimated value of key goods and services procured for the project (if different to total project value) : as above

Project location: Oakey, Queensland

Link to project information: <https://oakeysolarfarm.com.au/>

Project contact for procurement information: Sally Stahmer, sstahmer@biosar.com.au, 03 9863 6205

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 |
|---|--|--------------------------------------|
| Design Services | Yes ⁽¹⁾ | Yes |
| Major Equipment Supply | | |
| Solar Photovoltaic Modules | Yes ⁽¹⁾ | Yes |
| Solar mounting systems and components | Yes ⁽¹⁾ | Yes |
| Solar Inverters | Yes ⁽¹⁾ | Yes |
| High Voltage Electrical Equipment and High Voltage Cable | Yes ⁽¹⁾ | Yes |

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|--|---|---|
| DC Cable | Yes ⁽¹⁾ | Yes |
| DC Combiner Box | Yes ⁽¹⁾ | Yes |
| Minor Works Services and Supply | | |
| Construction Services – Civil, Structural, Electrical, Surveying, Geotechnical, Plumbing | Yes | No |
| Electrical Supplies – Low Voltage Cabling, Termination Material/ Equipment | Yes | Yes |
| Information technology – Hardware and Software | Yes | Yes |
| Weather Monitoring Equipment | Yes ⁽¹⁾ | Yes |
| Fencing Supply and Installation | Yes | No |
| Trenching and Cable Haulage Services | Yes | No |
| Directional Boring Services | Yes | No |
| Plant and Equipment Hire Services | Yes | No |
| Quarry / Concrete / Asphalt Materials | Yes | No |
| Environmental Services (Landscaping and Revegetation) | Yes | No |
| Fuel and Water Supply | Yes | No |
| Security Services (Temporary and Permanent) | Yes | No |
| Waste Disposal/ Recycling Services | Yes | No |
| Site Amenities Hire | Yes | No |
| Safety Equipment Hire and Sales | Yes | No |
| Traffic Management | Yes | No |
| Labour Hire | Yes | No |
| Accommodation | Yes | No |
| Cranage Services | Yes | No |
| Community Liaison Services / Indigenous Liaison | Yes | No |
| Town planning services | Yes | No |
| Operation and maintenance services (O&M) | Yes | No |
| Transport and Logistics Services | Yes | Yes |
| Training services | Yes | Yes |
| (1) Products will be sourced from an Australian office/subsidiary of international supplier. | | |

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.

3. Communication Strategy

- Communicate and gather offers from suppliers and service providers from the local Australian market

- Liaise with Industry Capability Network (ICN) Qld, Qld State Gov't and Toowoomba Regional Council to identify capable, competitive Australian suppliers and subcontractors
- Project website (<http://oakeysolarfarm.com.au/>) will be used to inform interested parties on the project, provide updates to the Community and publish announcement of events (i.e. community consultation, opening).
- Utilize media sources (LinkedIn, Facebook, Twitter, press and media releases) to promote the project and highlight AIP opportunities

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

- Project will be based on industry requirements and standards, which incorporate Australian and International design standards and engineering practices. The standards for PV cells, inverters and solar racking will be a combination of Australian and international standards
- A pre-qualified bidders list will be established with both Australian and International suppliers, provided they meet certain requirements such as track record, design capability, financial capability, level of Australian content, safety and employee relations record, quality system and service support capabilities
- Request for Tenders will be issued for various packages to qualified bidders. The time for tender responses will be the same for every bidder.
- The evaluation process will be based on a standardised scoring system that ensures each tender is assessed on its merits and the suppliers' ability to meet the project requirements.
- Canadian Solar's subcontractor, Biosar, will ensure the Australian industry can access opportunities through all tiers of supply (eg. From subcontractors to second and third tier suppliers). Canadian Solar will verify Biosar's tender packages and results to ensure they have been managed according to the terms of this AIP
- AIP policy and this AIP plan will be included in all RFTs

5. Opportunities for longer-term participation

- Skills obtained by local Australian suppliers will be deployable to other solar projects, internationally and within Australia
- Skills transfer through employment of Australian engineers, designers and technicians
- Utilize international suppliers, manufacturers and technical advisors to train local workforce in solar related technologies
- Feedback and debriefing will be offered to unsuccessful bidders to ensure unsuccessful Australian bidders are provided with knowledge to support future endeavours
- Encourage Australian suppliers to pre-qualify for future tenders
- Project owner will provide a supply chain report and presentation for Australian suppliers, which will provide transparency to Australian suppliers and visibility into which portions of the scope will be procured from international sources.
- Once in operation, local contractors and employees will be required to support the ongoing operation and maintenance of the solar farm
- Indigenous workforce and development training plan to foster sustainable community development through indigenous engagement and cultural awareness. This plan will help facilitate acquisition of new skills and capabilities by the indigenous community for RE Oakey and future projects

6. Procedures and Resources

- Canadian Solar has appointed an individual with overall responsibility to track the implementation and execution of the AIP plan
- Internal CS internal policies to govern business practices. CS will require regular reporting from Biosar on the status of its commitments under this AIP.
- Implement a program to identify and report any variations to the AIP plan
- Ensure availability of AIP plan to all pertinent project personnel