

Australian Industry Participation (AIP) Plan Executive Summary

1. General Project Details

Company Name: Ross River Operations Pty Ltd as trustee for Ross River Operations Trust

Description of the project: Ross River Solar Farm is a 148MW solar farm that will provide up to 300,000 MW/h of clean, zero-emission electricity every year – enough to power approximately 54,000 houses across Queensland every year. The solar farm will have around 417,000 solar panels installed on single axis tracking systems that allow its panels to rotate and capture a maximum amount of sunlight. Ross River Operations Pty Ltd (the Principal) will manage and deliver the project. Downer Utilities has been appointed as the EPC Contractor.

Estimated total project value: \$225M

- **Estimated value of key goods and services procured for the project (if different to total project value) :** \$183M

Project location: Ross River Solar Farm will be built approximately 20km south east of Townsville near Kelso and the Ross Bulk Substation

Link to project information: www.rossriversolarfarm.com.au

Project contact for procurement information: Mark Bouton, 07 3249 0380, Mark.bouton@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
Design Services	Yes	No
Earthworks	Yes	No
Civil Works	Yes	No
Mechanical Works	Yes	No
Electrical Works	Yes	No
PV Solar Cells (modules) ¹	No	Yes
Steel Pilings ¹	Yes	Yes
Solar Tracker Arrays ¹	No	Yes
AC Cables	Yes	Yes
DC Cables	Yes	Yes
Cable Tray and Fixings	Yes	No
Control Building	Yes	No
Maintenance Building	Yes	No
Security Fencing	Yes	No
Temporary Fencing	Yes	No
Site Sheds and Amenities	Yes	No
Waste Disposal	Yes	No
Cleaning Services	Yes	No
Transport	Yes	No
Hire Vehicles	Yes	No
Plant Hire	Yes	No
Accommodation	Yes	No
1500V Central Inverters (inclusive of transformer, ring main unit and LV boards) ¹	No	Yes
Security Services	Yes	No
Port Handling	Yes	Yes
Misc. Tools and Equipment	Yes	No
Office and Site Supplies	Yes	No

¹ The procurement process for these items have been completed.

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

RRSF has developed a four pronged communication strategy for the providing information regarding the opportunities for Australian Industry to engage with the project for the provision of goods and services. The four strategies are:

Direct Principal communications and advertising

All enquirers are received by the Principal through direct communication through the General Enquires Line or via emails to the project website (<http://rossriversolarfarm.com.au/>). These are then logged and referred to the EPC Contractor including the contact details of the enquirer. Further, the enquirer is copied into such communication to allow a second pathway direct to the end contracting party, the EPC Contractor.

Identification and engagement with relevant stakeholders to discuss communication of opportunities for Australian industry

Media promotion of Australian industry employment and project supply opportunities

Develop and issue media materials relating to project opportunities and positive impacts of employment of Australian industry throughout construction to generate coverage of and communicate Australian industry employment and supply opportunities during Ross River Solar Farm construction. The media entities approached will be targeted based on their reach and engagement with Australian industry whom are seeking to engage with opportunities in the solar/renewables market

Website content dedicated to employment and project supply opportunities

The website will include specific description of the Principal's approach to supporting Australian industry through the construction and operation of Ross River Solar Farm on the project's website (<http://rossriversolarfarm.com.au/>). RRSF advertisements and webpage will direct potential suppliers to Downer's supply communication channels.

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

The standards for the balance of the supply and installation of equipment and services for the Ross River Solar Farm are all well-known and regularly used Australian Standards that Australian suppliers can meet.

Selection of all subcontractors and suppliers will be based on a capability assessment including safety, quality, delivery, understanding of program, experience, terms of business, service, sustainability, price, as well as appropriate compliance with environmental requirements.

Project risk to Ross River Operations and EPC Contractor will also be considered in the performance of this plan.

The EPC Contractor will provide coordination of Australian participation through the management team for the duration of this project, with responsibility for:

- Liaising with Australian businesses to ensure they are adequately informed of all opportunities for involvement with the program;
- Ensuring that all tender and supplier information and documentation does not unfairly discriminate against Australian businesses;
- Providing a point of contact for Australian businesses and others seeking information on opportunities for involvement with the program; and
- Working to enhance opportunities for Australian participation.
- Up skilling Australian businesses in safety, quality and environmental management, as well as solar farm technology and construction techniques.

The Principal contractually requires the EPC Contractor to comply with the AIP plan and report to the Principal to show how AIP strategies have been implemented.

5. Opportunities for longer-term participation

To encourage capability development and integration into global supply chains, the EPC Contractor will up skill Australian businesses, including providing training in safety, quality and environmental management, as well as share knowledge and train businesses in solar farm technology and construction techniques.

The Principal and/or EPC Contractor will facilitate introductions of Australian suppliers to other global companies, including the EPC Contractor's customers and suppliers and provide references for high performing suppliers.

The Principal is actively communicating with both the successful and un-successful suppliers the scope for involvement (including the areas of performance that would need to be addressed by unsuccessful suppliers) and opportunities in future projects within its development pipeline.

It is anticipated that this project will require a workforce of up to 30 at any one time, and the local region has the capacity to provide personnel to fill these roles with the exception being the most technical of roles, within the confines of availability and suitability.

Further consultation with local economic development agencies in Townsville will seek to highlight areas of alignment where local resources can be utilised and upskilled to provide full time employment.

6. Procedures and Resources

In recognition of the importance of the AIP Plan, the Plan will be overseen at the highest level of the project team with the Project Director being responsible for implementing this AIP plan and will develop systems and allocate resources within the team to monitor and report on the extent of Australian industry participation.

The Principal will establish an Australian industry investment register for recording expenditure directed towards Australian industry suppliers for the duration of the project. Metrics collated via this register will be included in all relevant project communications, media and reporting of AIP plan implementation.

The Contractor shall provide a monthly progress report to the Principal with an explicit update on procurement activities including assessment of the status of individual work packages, how many suppliers tendered for the package, their location, the successful tenderer and the reasons for the selection of the respective tenderer.