

# Investor Front Door project criteria

## Criteria 1

Your proposal has the potential to deliver transformational opportunities to Australia

The Investor Front Door is focused on projects that have transformational potential that aligns with Australia's strategic priorities.

Factors	What your evidence should demonstrate	Examples of supporting evidence <sup>1</sup>
<b>Project size – capital expenditure must exceed \$50m</b>	Explain the estimated capital expenditure (CAPEX) and the proposed capital structure (e.g. equity, debt) of your proposal.	<ul style="list-style-type: none"><li>Cost estimates from feasibility or front-end engineering design (FEED) studies, financial statements or models, and work breakdown structures and/or quotes for key project components.</li></ul>
<b>Alignment with Australian Government strategic priorities</b>	Explain how your proposal aligns with and/or will contribute to the strategic priorities of the Australian Government. If the National Cabinet or Australian Government has identified priority sectors for the Investor Front Door, then identify the sector for your proposal.	<ul style="list-style-type: none"><li>Statement outlining how your proposal aligns with Australian Government priorities, including details of the current or emerging strategic problem or opportunity it addresses.</li><li>Statement identifying the sector for your proposal.</li></ul>
<b>Genuine, unique opportunity or innovative</b>	Explain what makes your proposal a genuine, unique opportunity for Australia.	<ul style="list-style-type: none"><li>Statement on the uniqueness of the proposal, including guidance on your proposal's innovative products, processes or services.</li></ul>

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<sup>1</sup> Note that the examples of supporting evidence are not intended to be prescriptive nor exhaustive. Rather, the examples reflect the types of information that may enable the Investor Front Door to make an adequate assessment of the merits of your proposal. It is recommended you provide any evidence which demonstrates fulfilment of the criteria but might not be included in the examples of supporting evidence.

## Criteria 2

### Your proposal benefits Australia

The Investor Front Door has a mandate to service projects which have economic benefits for Australia.

Factors	What your evidence should demonstrate	Examples of supporting evidence <sup>2</sup>
<b>Australian-based</b>	<p>Explain where your proposal will take place, including:</p> <ul style="list-style-type: none"> <li>the primary location(s) planned or being considered for your project's operations</li> <li>where any intellectual property (IP) will be domiciled and used, including IP developed as part of the project (if applicable to your project).</li> </ul>	<ul style="list-style-type: none"> <li>Details of any sites or land acquired, secured or efforts to secure (e.g. lease agreements or land use approvals), including identifying which traditional owner(s) are associated with the location.</li> <li>Details of any IP agreements or undertakings to establish IP agreements.</li> </ul>
<b>Benefits to Australia, including potential to meet the requirements of the Community Benefit Principles</b>	<p>Explain the overall merit of your proposal to Australia with quantitative and qualitative indicators and the methods used to quantify them, including:</p> <ul style="list-style-type: none"> <li>how your proposal has regard to the Community Benefit Principles, as defined under s10(3) of the <a href="#">Future Made in Australia Act 2024</a>.</li> <li>alignment with any regional planning, development priorities or other objectives.</li> </ul>	<ul style="list-style-type: none"> <li>Relevant estimates and/or forecasting of any economic contributions, emissions reduction, benefits to supply chain resilience or the circular economy.</li> <li>Statement outlining how your proposal has regard to any or each of the <i>Community Benefit Principles</i>, for example details of: <ul style="list-style-type: none"> <li>number of jobs supported, investment in training and skills and/or opportunities for workforce participation including for traditionally underrepresented cohorts</li> <li>any engagement or partnerships with local and First Nation communities or organisations, including commitments or plans for involvement, investment or revenue sharing</li> <li>any benefits to domestic industrial capabilities, including approach to procurement for the proposal.</li> </ul> </li> <li>Details of alignment with any local and/or regional development strategies.</li> </ul>

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## Criteria 3

### Your proposal has a reasonable prospect of success

The Investor Front Door's efforts are focused on projects that are feasible...

Factors	What your evidence should demonstrate	Examples of supporting evidence <sup>3</sup>
<b>Sufficiently developed and viable business case</b>	<p>Explain the business case for your proposal, including:</p> <ul style="list-style-type: none"> <li>• strategy and current development status</li> <li>• business model, including project economics</li> <li>• key technical, execution and commercial risks, including any mitigation strategies</li> <li>• details of support and endorsement from strategic, government or community partners.</li> </ul>	<ul style="list-style-type: none"> <li>• Your business case(s), which could include: <ul style="list-style-type: none"> <li>– feasibility studies, financial viability assessments, risk assessments and risk mitigation strategies</li> <li>– revenue projections and sensitivities (including target markets and pricing strategy)</li> <li>– cost projections (including fixed and variable costs)</li> <li>– any strategic partners (including domestic and foreign investors, offtakers or suppliers)</li> <li>– willingness or ability of private markets to finance your proposal</li> <li>– agreements with state and/or local governments</li> <li>– letters of support from key community stakeholders (including First Nations organisations).</li> </ul> </li> </ul>
<b>Capacity and capability to deliver</b>	<p>Explain any relevant experience and capabilities to support delivering your proposal.</p>	<ul style="list-style-type: none"> <li>• Details of management team and/or key project personnel, including any relevant experience, accreditations or previous experience with related projects.</li> </ul>

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## Criteria 4

### Your project will benefit from accessing the Investor Front Door's services

...and may require the support of the Australian Government to overcome specific barriers<sup>4</sup>.

Factors	What your evidence should demonstrate	Examples of supporting evidence <sup>5</sup>
<b>Clear request of the Investor Front Door</b>	Clearly state how you expect your proposal to benefit from receiving services from the Investor Front Door.	<ul style="list-style-type: none"> <li>Letter or statement from your board, Chief Executive Officer or authorised representative, including:               <ul style="list-style-type: none"> <li>regulatory uncertainties or complexities affecting your proposal</li> <li>any existing support and/or requests being sought from other governments (e.g. state or territory governments).</li> </ul> </li> <li>Any requests for access to financing support.</li> </ul>
<b>Extent you have explored other avenues</b>	Explain any other avenues you have considered and/or pursued to progress your proposal, including previous, current or planned engagement. For example: <ul style="list-style-type: none"> <li>engagement with relevant regulators and/or government agencies</li> <li>private capital raisings</li> <li>applications to relevant grant programs and/or specialist investment vehicles.</li> </ul>	<ul style="list-style-type: none"> <li>Details which demonstrate previous, ongoing or planned engagement with federal, state and territory and/or local government agencies, including regulatory, grant or other funding applications.</li> <li>Letters of intent from project partners or capital providers or shareholder agreements and/or announcements to markets or investors.</li> </ul>

Projects assessed against the prioritisation criteria will also be subject to due diligence considerations related to the conduct of persons and entities relevant to a project.

<sup>4</sup> Engagement with the Investor Front Door does not guarantee that the project will be successful or that the regulatory decisions made would be in favour of the project.

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