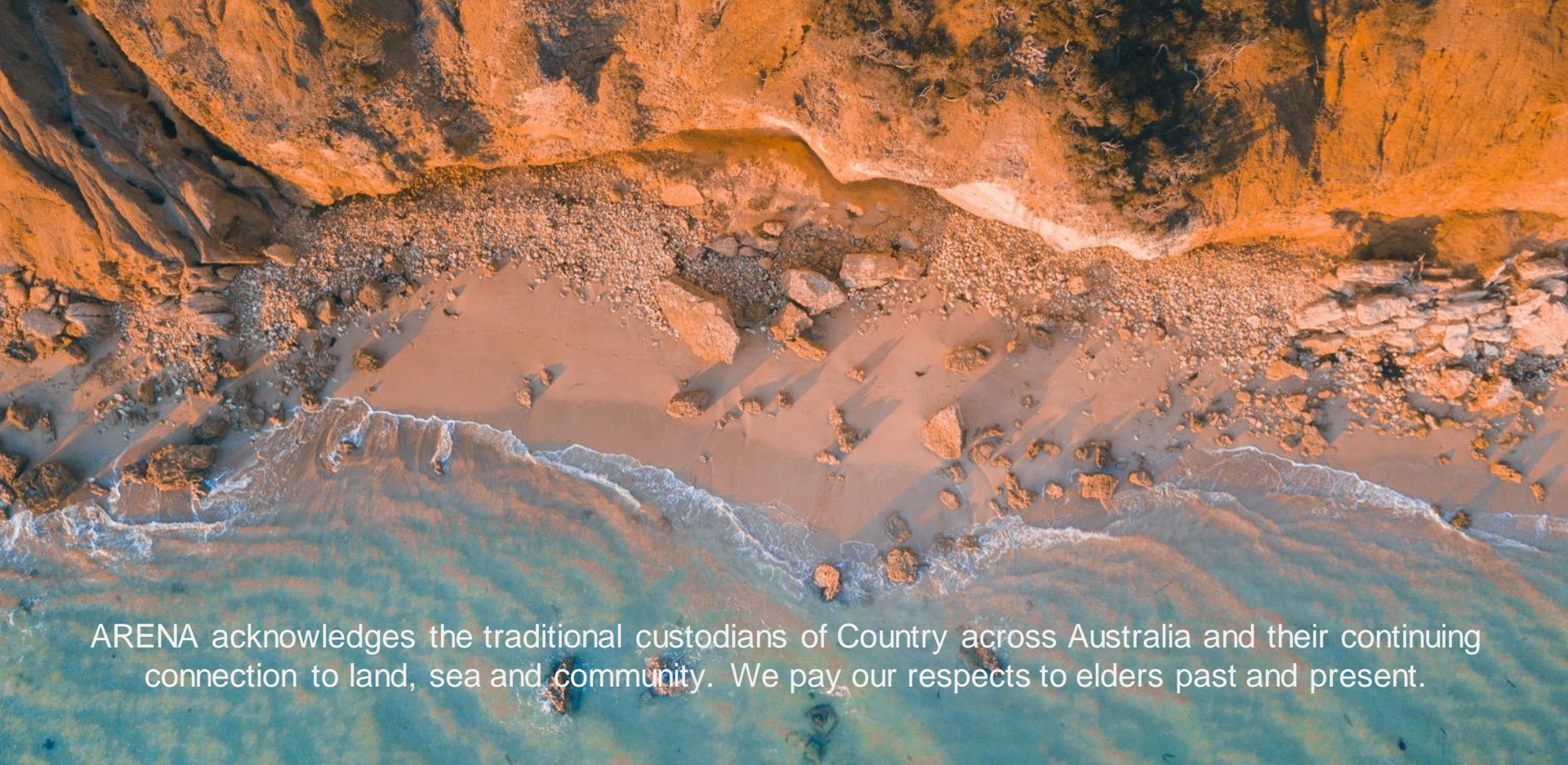


Webinar to start at 4pm AEST





ARENA acknowledges the traditional custodians of Country across Australia and their continuing connection to land, sea and community. We pay our respects to elders past and present.



Driving the Nation Program

2023 Focus Areas

Innovation in Charging

Information Session

May 2023



Australian Government
Australian Renewable
Energy Agency

ARENA
10YEARS



Introductions

Darren Miller

Chief Executive Officer

Alex Grant

Director - Business Development and Transactions

Geoff Erder

Manager - Business Development and Transactions

Chantal Reid

Analyst - Business Development and Transactions



Agenda

1. Welcome and Introduction to ARENA
2. 2023 Focus Areas Overview
3. ARENA's Assessment Process
4. Key Dates & Links
5. Q&A

1. Introduction to ARENA

ARENA's Purpose

ARENA is the Australian Renewable Energy Agency.

ARENA was established by the Australian Government in 2012.

Our purpose is to support the global transition to net zero emissions by accelerating the pace of pre-commercial innovation, to the benefit of Australian consumers, businesses and workers.

To improve the competitiveness of renewable energy technologies and increase the supply of renewable energy through innovation that benefits Australian consumers and businesses.

INVESTED

\$2.15B

PROJECTS

654

VALUE

\$9.41

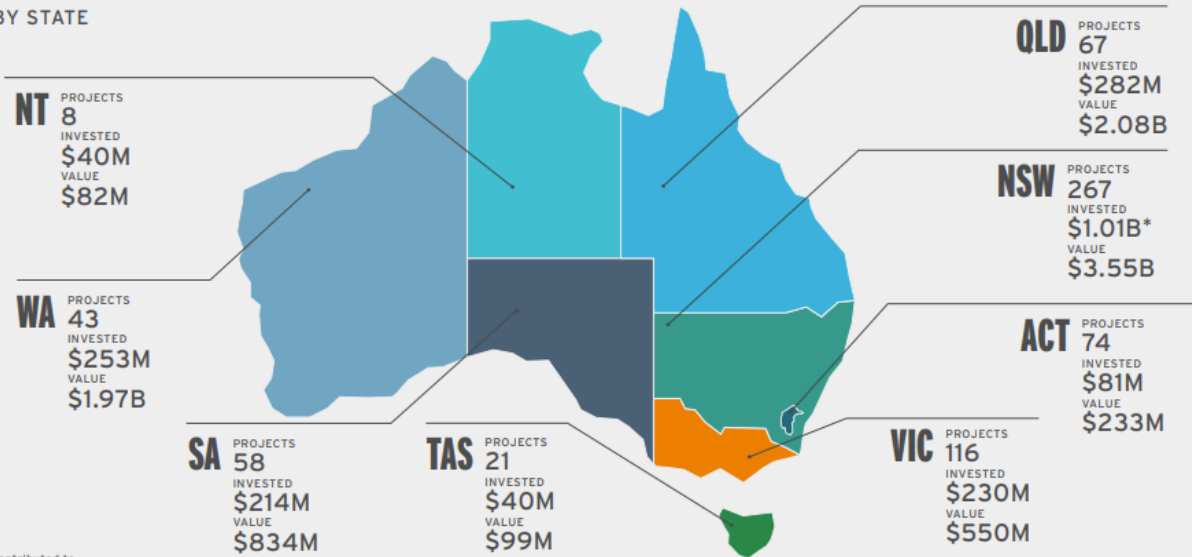
INVESTMENT LEVERAGE

\$1:\$3.37

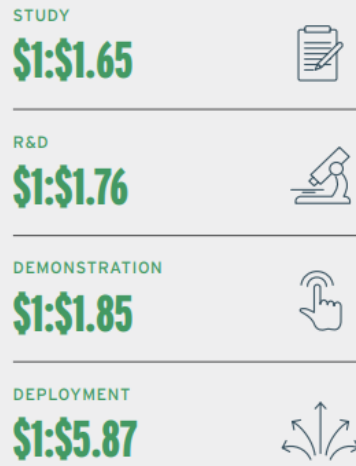
INVESTMENT BY TECHNOLOGY



INVESTMENT BY STATE



INVESTMENT LEVERAGE ALONG THE INNOVATION CHAIN



* Includes \$567 million contributed to projects inherited by ARENA in 2012.

Driving the Nation Program recap

- Announced in 2022, the Government's Driving the Nation Fund provides \$500 million to invest in cheaper and cleaner transport.
- ARENA provides funding under the 'Driving the Nation Program' addressing targeted focus areas.

ARENA Investment Priority 4: Decarbonising Land Transport

Driving the Nation Program

Closed

Round 1
Public fast charging

Closing

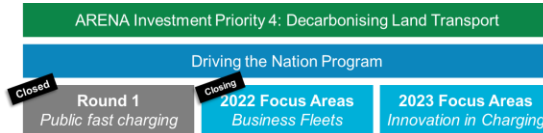
2022 Focus Areas
Business Fleets

2023 Focus Areas
Innovation in Charging



2. Overview of the 2023 Focus Areas

2023 Focus Areas

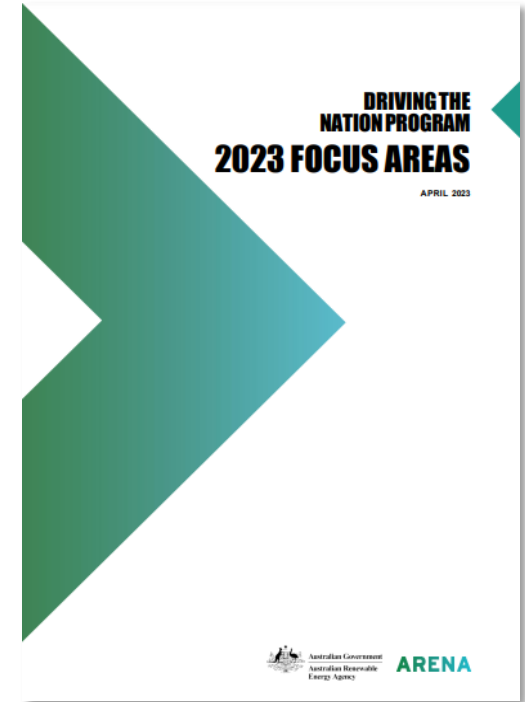


Focus Area 1:

Supporting uptake of BEVs through innovation in public charging

Focus Area 2

Supporting uptake of BEVs through innovation in management of charging



Strategic rationale

The 2023 Focus Areas aim to directly address a number of levers including

- unlocking network coverage and scale - by reducing barriers to the deployment and operation of charging infrastructure
- easy customer access and use – by addressing pain points and improving access and usability of charging infrastructure
- grid integration and capacity – by addressing potential issues exacerbated by BEV adoption and seeking to capture greater value from this opportunity

Focus Area 1: Innovation in public charging

We are looking to support the following:

- Demonstration of innovative business models, technologies and solutions that address a barrier to the deployment or use of BEV charging infrastructure.
- Trials and pilots that reduce the cost of deployment or address technical, regulatory or commercial barriers to deployment.
- Trials and pilots that facilitate integration of BEV charging with the grid.
- Where chargers are to be deployed, these should be available to the public

Focus Area 2: Innovation in managed charging

We are looking to support the following:

- Demonstration of innovative business models, technologies and solutions that facilitate BEV integration through smart or controlled charging (including at work, home or depot).
- Integration of managed charging to optimise the integration of BEVs into the electricity system.
- Small scale demonstrations of smart charger application and control.
- Innovative retail products or software trials that seek to orchestrate charging to align with network requirements, and periods of low wholesale costs and high renewable energy generation.
- Demonstration of increased revenue streams or reduced costs from orchestration of BEV charging.

Key items to note

	Focus Area 1: Public Charging	Focus Area 2: Management of Charging
Grant size	\$500,000 up to \$15 million	
Funding for vehicles	Not included	
Project requirements	<ul style="list-style-type: none"> • A novel technical, regulatory or commercial aspect to be tested via a demonstration. <ul style="list-style-type: none"> • Identification of a barrier(s) to be addressed. • Evidence of access to supply chains required to deliver the Project. • Commit to source renewable energy to charge BEVs, and surrender any renewable energy certificates, from either on-site production of renewable energy; or the procurement of a renewable electricity product 	
	<ul style="list-style-type: none"> • Evidence that assets will be reliably maintained over their lifetime. • Where chargers are to be deployed, demonstration that the charging capacity is sufficient for the use case. 	<ul style="list-style-type: none"> • Demonstration of a technically and commercially viable pathway for the Project to be deployed at scale.

Out of scope

ARENA will not consider support for projects that:

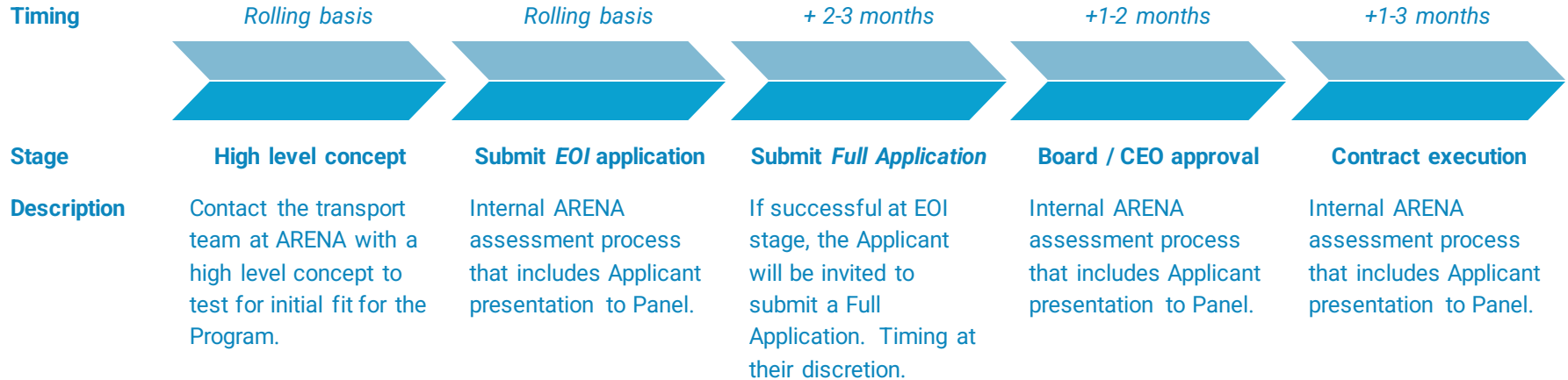
- Have limited replicability, without a pathway for commercial deployment beyond the Project.
- Are using biofuel, hydrogen fuel cell or hybrid internal combustion engine vehicles.
- Predominately scale up or deploy established business models already tested in Australia.



3. Assessment process

Program operation and timeline

Refer to part 2. **APPLICATION AND ASSESSMENT PROCESS** of the Program Guidelines



Assessment based on **eligibility criteria** and **merit criteria**

Eligibility Criteria – Driving the Nation Program

Refer to part 3. **ELIGIBILITY CRITERIA** of the Program Guidelines

- | | |
|-------------------------------|--|
| A - eligible applicant | <ul style="list-style-type: none">● Must hold an Australian Business Number (ABN) and be an eligible entity type |
| B - eligible project | <ul style="list-style-type: none">● Aligned to Program objectives |
| C - take place in Australia | <ul style="list-style-type: none">● All of the Project activities must take place in Australia |
| D - intellectual property | <ul style="list-style-type: none">● Must warrant that you have ownership or access to any IP necessary to complete the project |
| E - workplace gender equality | <ul style="list-style-type: none">● Applicant must not be named as being non-compliant with the Workplace Gender Equality Act 2012 (Cth) |
| F - modern slavery | <ul style="list-style-type: none">● Must agree to take reasonable steps to identify, assess and address risks of modern slavery practices in its operations and supply chains used to deliver the Project● Comply with, and assist ARENA to comply with, required obligations under the Modern Slavery Act. |
| G - knowledge sharing | <ul style="list-style-type: none">● Must agree to ARENA's Knowledge Sharing Plan which is outlined in the <u>Funding Agreement</u> template |

Merit assessment – Driving the Nation Program

Refer to part 4. **MERIT CRITERIA** of the
Program Guidelines

Merit Criterion A: Contribution to the Program Objectives

Merit Criterion B: Applicant capability and capacity

Merit Criterion C: Project design and methodology

Merit Criterion D: Financial viability and co-funding commitment

Merit criterion A - Contribution to the Program Objectives

Demonstrate merit by describing how the Project aligns with the Program Focus Areas and contributes to one or more of the Program Objectives. ARENA will be seeking Projects that either:

Overcome Barriers	Identify barriers and providing evidence explaining how the Project will reduce or remove barriers to high levels of ZEV uptake to inform users, industry practices, policy, regulatory or standards
Optimise grid integration and inform regulation	Demonstrate and build understanding of solutions to optimise the integration of BEVs and/or hydrogen electrolyzers into the electricity grid cost effectively.
Demonstrate new use cases and innovation	Demonstrate new use cases, business models or innovation that can be replicable and provide ongoing value for ZEVs
Increase skills, capacity and knowledge sharing	Explain how knowledge gained and shared from your Project contributes to new skills, capabilities, understanding and reforms that can accelerate the transition to ZEVs
Pathway to commercialisation	How well the Project will support the commercialisation of the relevant technologies. How will the Project help unlock future projects with zero government support required.
Knowledge sharing	How the knowledge generated by the Project would contribute to the Program Objectives. This will include how well tailored the Knowledge Sharing Plan is to the purpose of the Project.

Merit criterion B - Applicant capability and capacity

This Merit Criterion focuses on the extent to which the application demonstrates that the Applicant and its Partner Organisations have the capability and capacity to deliver the Project. Assessment includes consideration of the following:

Capability

For Applicant and partner organisation(s):

- Previous **experience** delivering similar projects, in terms of scale, value, technologies or solution deployed (in Australia or internationally)
- Appropriate **expertise** as relevant to the Project - including management, technical, regulatory, commercial and professional expertise and experience of the key personnel

Capacity

- **Access to appropriate resources:** including personnel, physical resources, facilities and infrastructure to achieve the Project outcomes
- **Agreements between partner organisations or consortium members:** Evidence of agreements in place such as draft agreements, Letters of Support, co-funding commitments

Merit criterion C - Project design and methodology

The purpose of this Merit Criterion is to assess how well the Applicant has designed and planned the Project. Assessment includes consideration of the following:

Project Design

- Well-articulated plan for the Project including:
 - Technical design and delivery methodology (ie key steps for how you will undertake the Project)
 - Project governance arrangements
 - Delivery of knowledge sharing outcomes
- Proposed hardware and software solution to support Project integration
- Compliance with template Funding Agreement

Project risks

- Key risks for the Project being delivered on time and on budget
 - Key personnel, delivery, technical, regulatory, financial, WHS
 - Steps the Applicant proposes to take to mitigate risks

Merit criterion D - Financial viability and co-funding commitment

This Merit Criterion assesses the Project's value for money, financial ability of the Applicant and any Project partners to deliver the Project and the level of cost certainty over total Project costs.

Financial viability and co-funding commitment

The Applicant should demonstrate merit against this Criterion in the application as follows:

- a detailed budget and/or financial model for the Project that shows (taking into account the Eligible Expenditure guidelines in Appendix A):
 - a breakdown of the expected expenses for the Project including any overseas expenses
 - the total cost of the Project
 - the funding sought from ARENA and the proposed payment milestones
 - Other sources of funding, including any other concessional funding
 - any relevant benchmarks for the economics of the Project (which will support the grant sizing)
- evidence of support by you and any Project Partners, including commitment to provide the specified cash and In-Kind Contributions.
- information to confirm that you (and any Project Partners) have the financial capacity to fund your proposed share of the funding or In-Kind Contributions for the duration of the Project.

Attachments

The following attachments are mandatory. Failure to submit one or more of these attachments may result in your application being considered low merit:

EOI application	<ul style="list-style-type: none">• Project Plan
Full application	<ul style="list-style-type: none">• Project Plan• Evidence of support by participating organisation(s)• Project budget - a detailed Project budget submitted as an excel file and/or Project Financial Model (where relevant). Note this is in <u>addition</u> to the simple budget table in the application form.• Evidence of financial capacity• Compliance Table response to the Funding Agreement• Risk Management Plan - use your own template <u>or</u> ARENA's template• a WHS Management Plan;

4. Key dates and documents

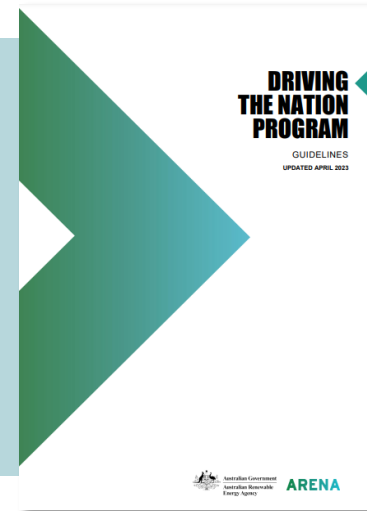
Key dates & Documents – 2023 Focus Areas

2023 Focus Areas open
Wednesday, 19 April 2023

All material relevant to the 2023 Focus Areas can be found on the **ARENA website** under **Funding > Driving the Nation Program**

Key links

- [Driving the Nation Program Webpage](#)
- [2023 Focus Areas Document](#)
- [Driving the Nation Program Guidelines](#)
- [Frequently Asked Questions](#)
- [ARENANet Online Application Form](#)
- Contact via transport@arena.gov.au



5. Q&A

End
