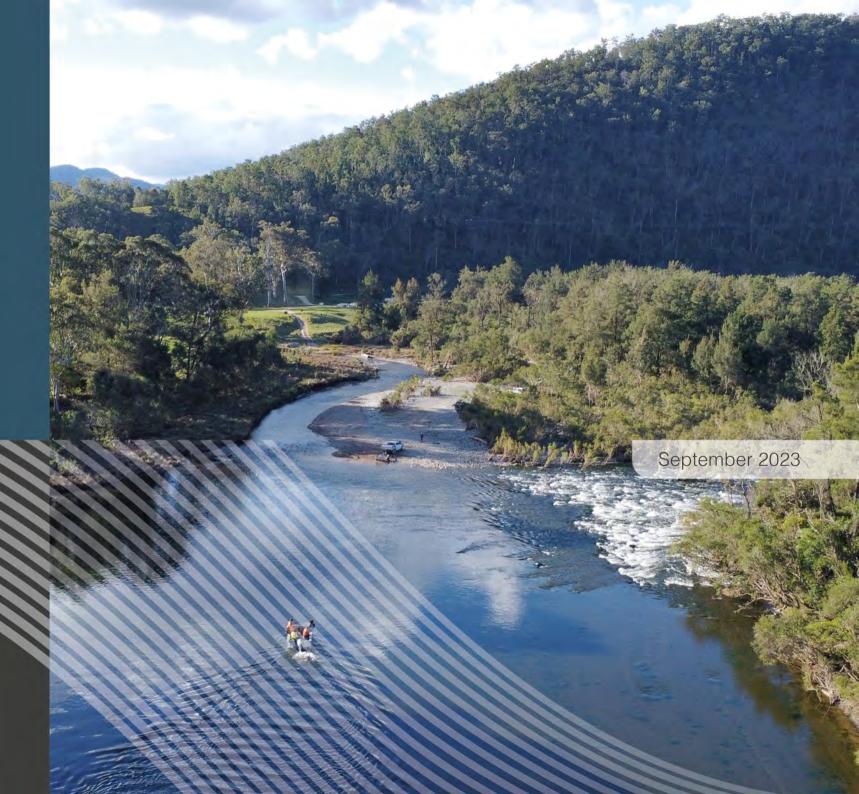


Oven Mountain Pumped Hydro Energy Storage Project





Connecting with Local and Regional Businesses

- Projects begin as an idea, are developed on paper and via consultation, and are delivered in dynamic and diverse communities.
- Today is about giving local / regional businesses the opportunity to understand the project scope and for us to describe the project opportunities.
- The project is committed to:
 - providing 'full, fair, and reasonable' opportunities for local and regional companies
 - establishing initiatives that promote innovation, remove barriers to access, and promote meaningful economic pathways
 - genuine engagement that leads to skills, education, training, and employment opportunities for both Aboriginal and underrepresented communities
 - implementing environmentally sustainable practices that incorporate broader NSW Government aims.
- Environmental and planning process: What is the proposal and how can I have my say?

The Oven Mountain Project

- The Oven Mountain Pumped Hydro Energy Storage project is an "off river" development located adjacent to the Macleay River between Armidale and Kempsey.
- Situated within the New England Renewable Energy Zone, the project will provide clean energy generation and storage capabilities, ensuring a reliable, resilient, and renewable future energy supply for NSW.
- The project is currently undergoing the NSW planning and environment process.
- Pending approval, construction is expected to last 4 to 5 years and generate over 600 direct and indirect jobs within the regional economy, increasing to over 1,600 such jobs across NSW.
- It is projected that construction of the Project will contribute approximately \$248 million in annual regional direct and indirect output, increasing to \$535 million annually overall within the NSW economy.

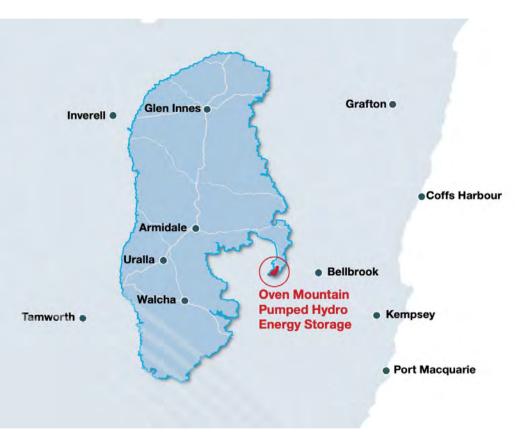
Environmental
Planning & Approvals
2020 - 2023

Pre-Construction 2023 - 2024

Construction 2024 - 2028

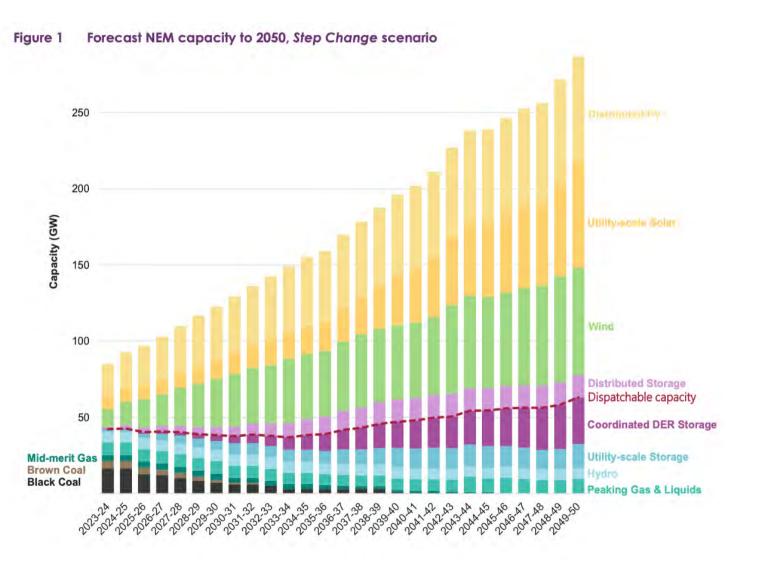
Operation 2029 Onwards

The New England Renewable Energy Zone



- Australia is undergoing a 'once-in-a-century' transformation in the way society considers and consumes energy.
- As we step towards varied renewable energy sources, we need to ensure the ongoing resilience of our energy system.
- Five Renewable Energy Zones across NSW.
- NSW has a target to build at least 2GW of new longduration storage by 2030.
- Long-duration storage 8 hours or more will play a critical role in firming up the network and supporting the growth of renewable energy – such as solar and wind

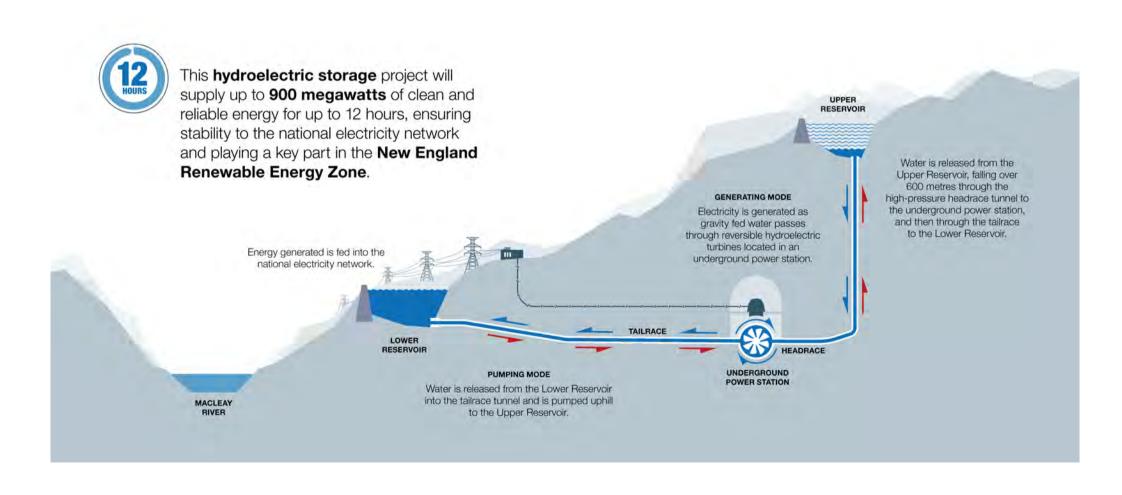
A Changing Energy Environment

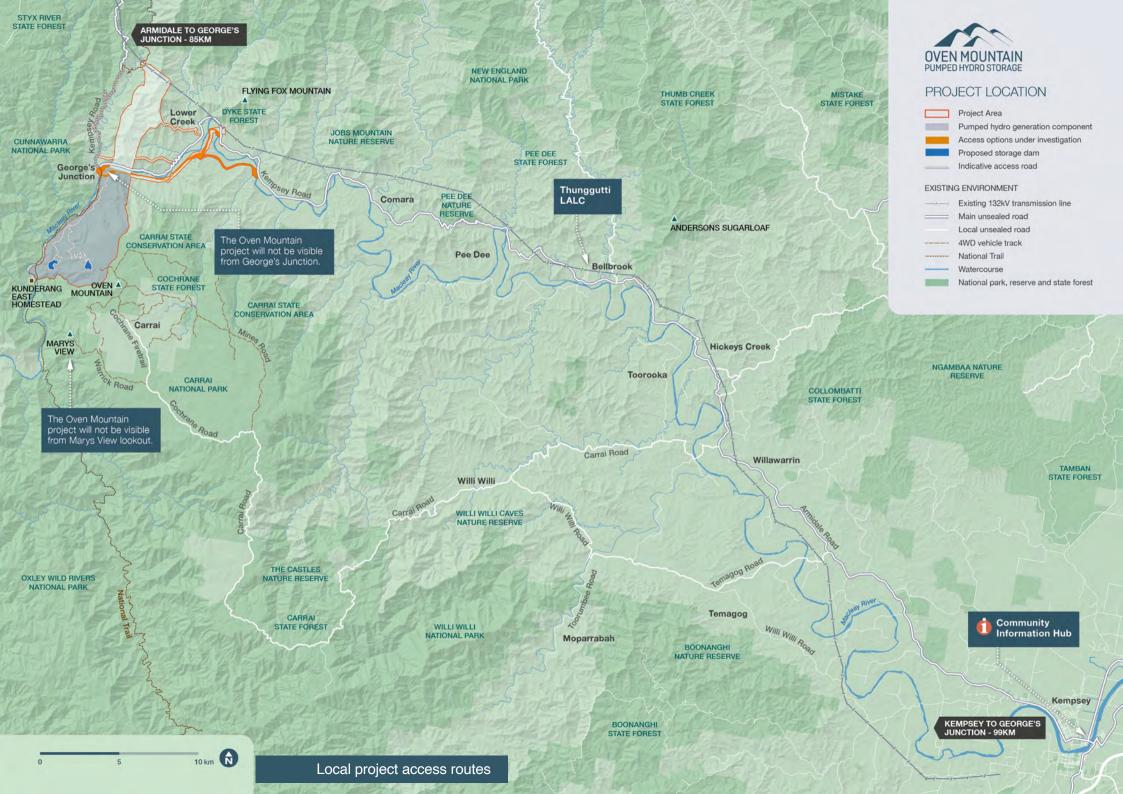


"Technical innovation, ageing generation plants, economics, government policies, energy security and consumer choice are all driving this transformation and driving it faster than many anticipated. Some of them form part of the global push for net zero emissions by 2050, while others are independent. All the while, the NEM must continue to meet its objective – to provide reliable, secure, and affordable electricity to consumers."

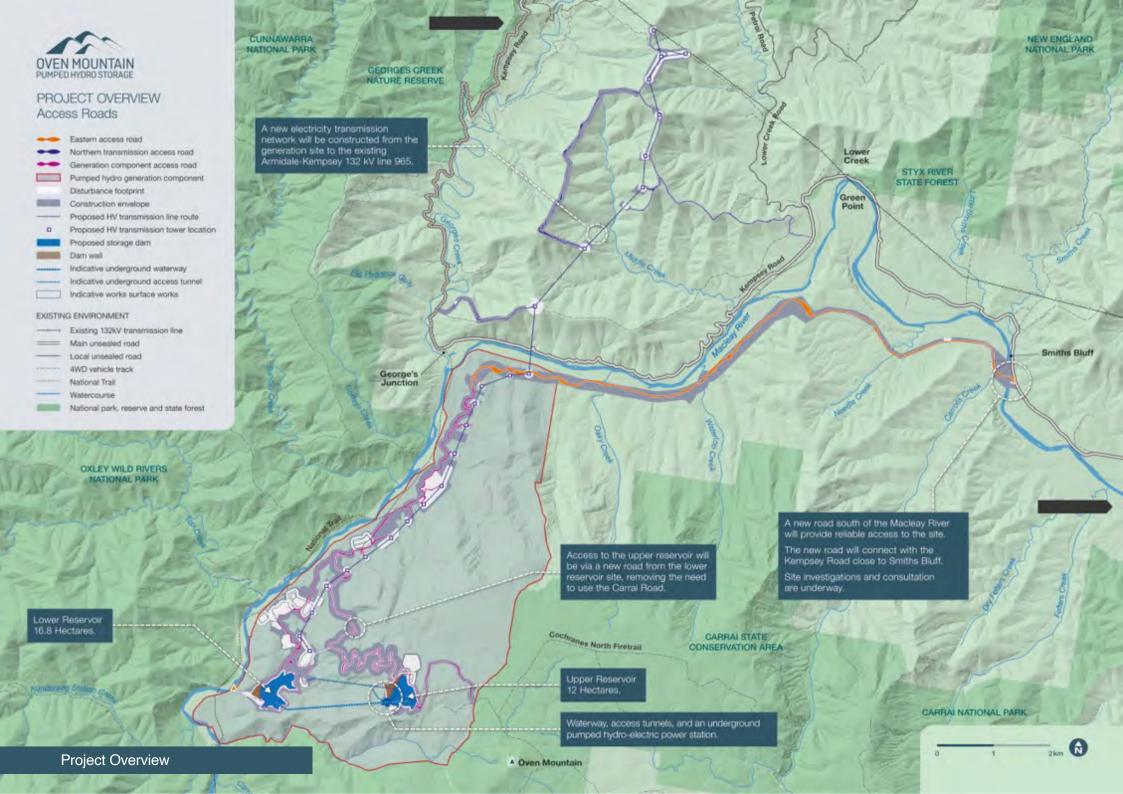
2022 Integrated System Plan (AEMO, 2022, p.7).

How does pumped hydro energy storage work?

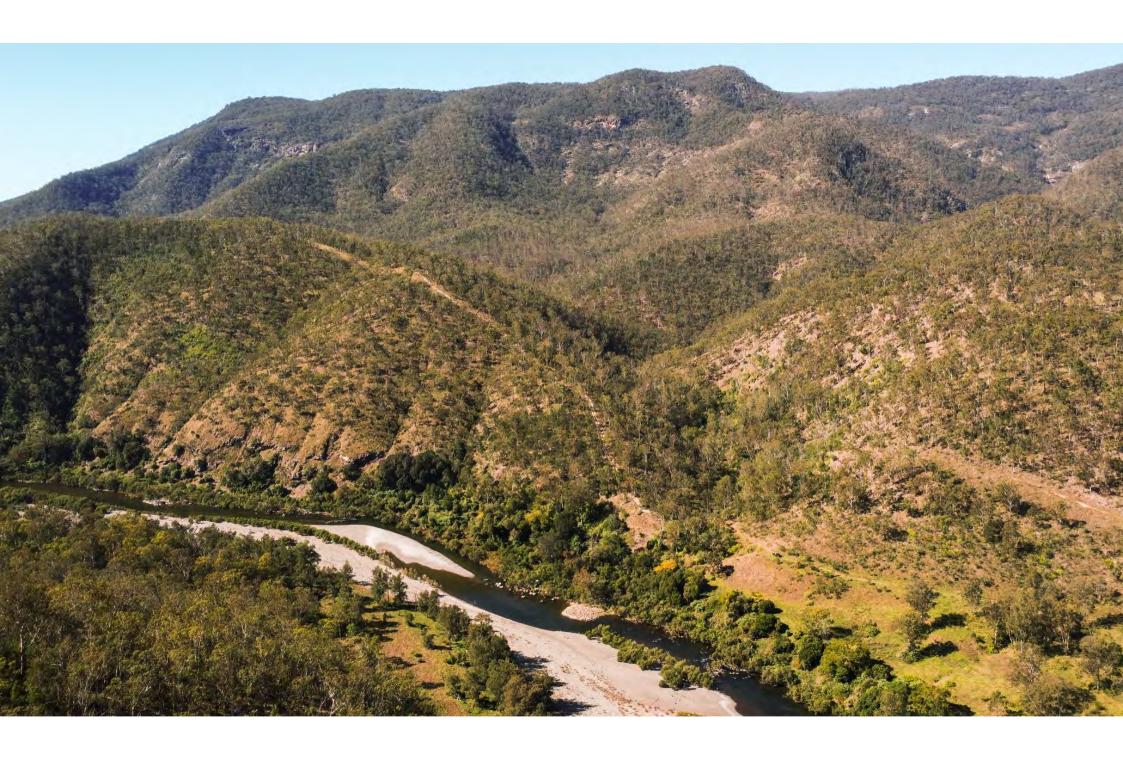


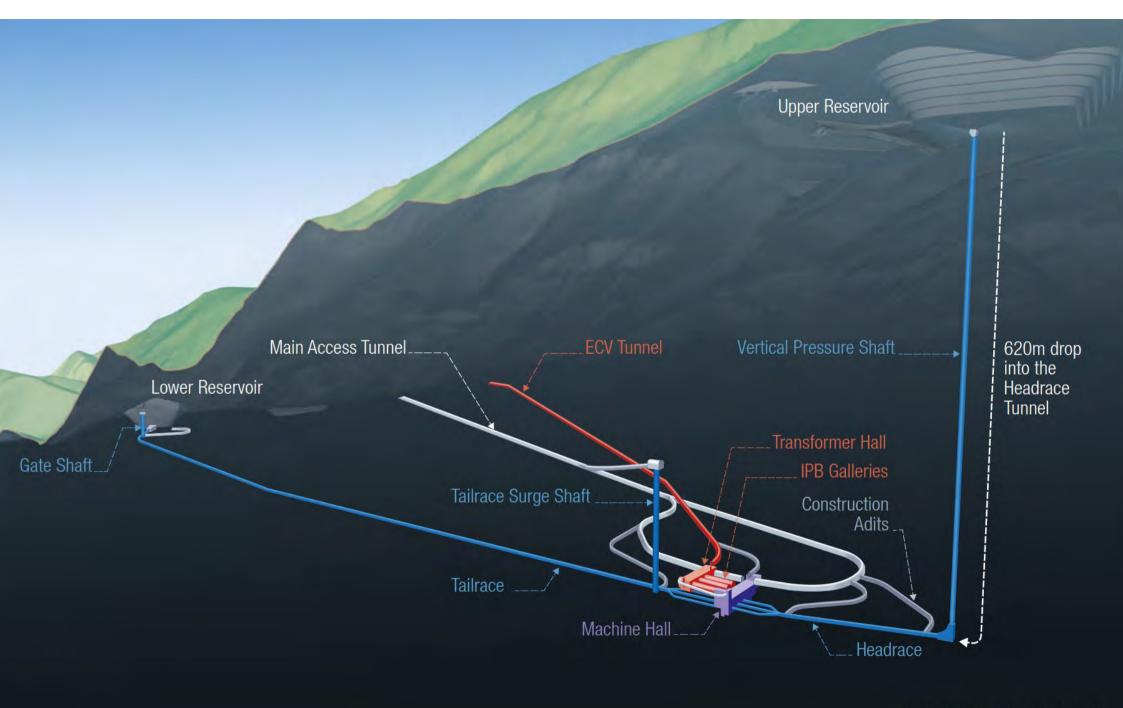












Key Features

Generation Infrastructure

- Underground power station complex (consisting of two main caverns and several interconnecting tunnels)
- Dams and reservoirs (two concrete faced rockfill dams and reservoirs)
- Power waterway (consisting of high-pressure shaft and tailrace)
- Water intake structures (two intake structures, one at each reservoir)
- Spillway (two concrete lined spillway chutes, one for each dam and reservoir)
- Pump facility (for the initial fill and ongoing reservoir top-ups)

Ancillary Development (Construction and Operation)

- Access roads, access tracks and bridge
- Approx. 40km of permanent roads with approx. 25km being newly constructed roads
- Surface works pads and construction (temporary) Accommodation camp
- Concrete batching plants, mechanical and electrical workshops, laboratory, and various water treatment areas

Transmission Infrastructure

- Connection works within approx. 15km long transmission alignment (connecting to the existing Armidale-Kempsey 132 kV Line 965)
- 330 kV and 132kV electricity infrastructure, including towers.
- Substation (substation and associated connection infrastructure of up to 330 kV rating)

Project Update

- The Oven Mountain project has been declared Critical State Significant Infrastructure and is presently
 undergoing the NSW planning and environmental process.
- The EIS provides "information on the economic, environmental, and social impacts of the project. It helps the community; government agencies and the approval authority make informed submissions or decisions on the project" (NSW Government).
- Community engagement:
 - Information sessions in Armidale, Hillgrove, Ebor, Lower Creek, Bellbrook, Willawarrin, Kempsey, Frederickton and South West Rocks.
 - Engaged with First Nations communities, landowners, service providers, and local businesses.
 - Provided eNewsletters (+1,000 people); printed newsletters and factsheets; SMS service; project website, and 1800 number.
 - Supported Armidale, Walcha, and Kempsey shows and local initiatives.
 - Established of a Community Information Hub in Kempsey.
 - Developed videos and animations to explain the project clear and accessible communication.

Next Steps

- Development of an Industry Participation Plan and industry activities.
 - ensure full, fair and reasonable opportunity for Australian industry to compete for work in major projects.
 - Engaging the Industry Capability Network and holding industry briefing sessions.
- Community Benefit Sharing initiatives.
 - Benefit sharing involves working collaboratively with communities to establish positive and productive long-term relationships that foster current and future vitality and success in the region.
 - Based on local needs, co-designed with the community, and embody genuine collaboration.
- Ongoing Community Engagement.
 - Ensuring the businesses and community groups understand the project scope and timelines.
 - Fostering genuine and meaningful long-term opportunities for all peoples, communities, and businesses.

Stay Connected

- Accessing business and employment opportunities.
 - Register with the Industry Capability Network NSW (ICN NSW).
 - Visit the ICN Gateway Project Portal and view over 80 work packages.
- Having your say on the planning and environmental process.
 - Visit the NSW Government's Major Projects Portal <u>www.planningportal.nsw.gov.au/major-projects/projects/oven-mountain-pumped-hydro-energy-storage</u>
 - All planning approval documents including the Environmental Impact Statement is available on the NSW Government's Major Projects Portal.
 - The Environmental Impact Statement is on public exhibition from 19th September to 16th October.
- Learning more about the project.
 - Visit our Community Information Hub at 2/28 Clyde Street, Kempsey (Tuesday to Thursday, 10:00am to 3:00pm).
 - Call us toll-free on 1800 518 194 or email <u>info@ompshydro.com</u>.







Anthony Melov OMPS Pty Ltd a.melov@ompshydro.com 0426 235 089 Jeremy Moon OMPS Pty Ltd j.moon@ompshydro.com 0414 493 321



Industry Capability Network (ICN)

Presented to:

MACLEAY VALLEY BUSINESS CHAMBER

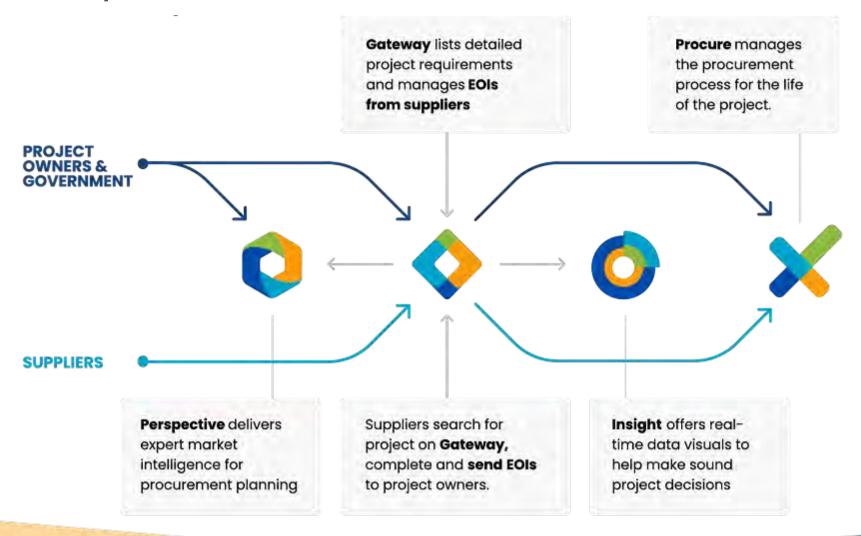
Oven Mountain Pumped Hydro Storage Project

KEMPSEY – 27 September 2023

Prepared by Dusko Bajic

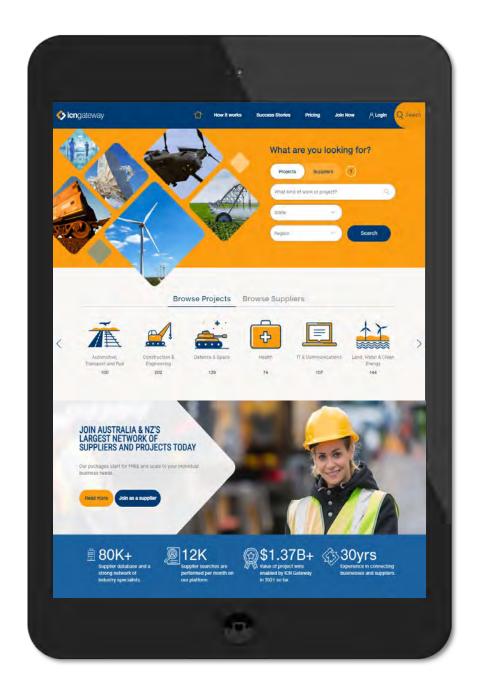


The ICN Ecosystem



Our integrated service offering means you can choose to use some or all our products in your procurement journey

We offer various additional services from Industry Briefings and Meet the bidder/buyer sessions to supplier identification services







gateway.icn.org.au

- "LIMITED FREE" subscription to be selected
- Create a comprehensive capability profile on ICN Gateway
- Receive new project alert notifications and newsletter
- Express interest in works
- Receive assistance from NSW consultants on new opportunities
- Be invited to project briefing or networking



Standard information on supplier resumes includes:

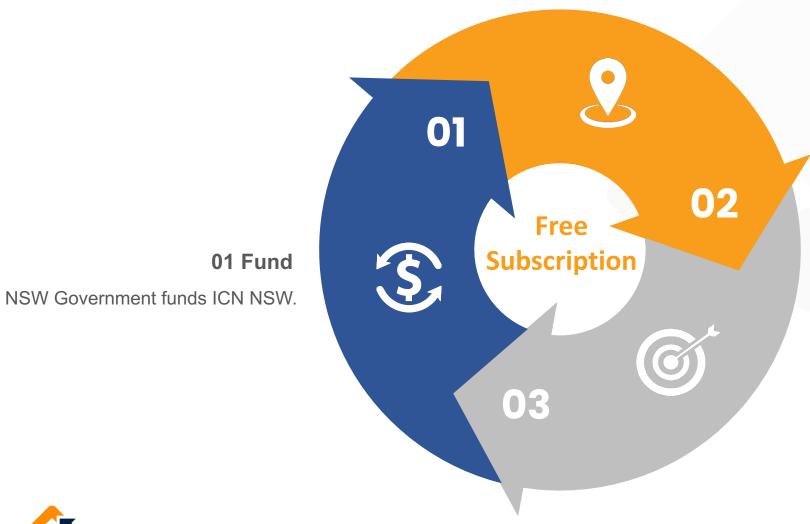
- Contact details
- Product and services
- Number of employees and turnover
- Client and project history
- Third party certification
- Licences and insurances
- Indigenous ownership and indigenous employment

About ICN NSW





How does it works?



02 Meet & Match

ICN find the buyers and suppliers who are best equipped to meet the requirements of hundreds of procurement needs across Australia and New Zealand.

03 Acknowledge

Buyers and suppliers verify involvement.

Our Service





BUYER

- Discuss project requirements and time frames
- Promote project on ICN Gateway
- Facilitate industry briefing and events
- Communicate project via social channel, email, newsletter and industry associations
- Identify and map local suppliers and indigenous businesses
- Provide transparent EOIs report
- Introducing the successful contractors once awarded



SUPPLIER

- Visit suppliers to understand their capabilities, capacities and interests
- Inform and discuss projects
- Assist to create and optimise company profile on ICN Gateway
- Invite to industry briefing or workshop
- Assist to submit EOIs
- Promote supplier on social channel





About ICN Gateway

ICN Gateway is a public project portal, offering industry full, fair and transparent opportunities for involvement.

gateway.icn.org.au

Buyer

- Promote project in a robust project information page
- Receive periodic EOI report with company information and answers to questions during EOI process

Supplier

- Free subscription perfectly sufficient
- Create a comprehensive company profile on ICN Gateway
- Receive new project alert notifications and newsletter
- Express interest in works
- Receive assistance from NSW consultants on new opportunities



Current Feature Projects





TRANSPORT

- M6 Stage 1
- Sydney Gateway, Stage 1 & 3
- Newcastle Inner City Bypass
 - Great Western Highway
 Upgrade
 - Coffs Harbour Bypass



RAIL

- Inland Rail
- Botany Rail Duplication
 - Sydney Metro



CLEAN ENERGY

- Walla Walla Solar Farm
- Wellington North Solar Farm
 - Rye Park Wind Farm
 - New England Solar



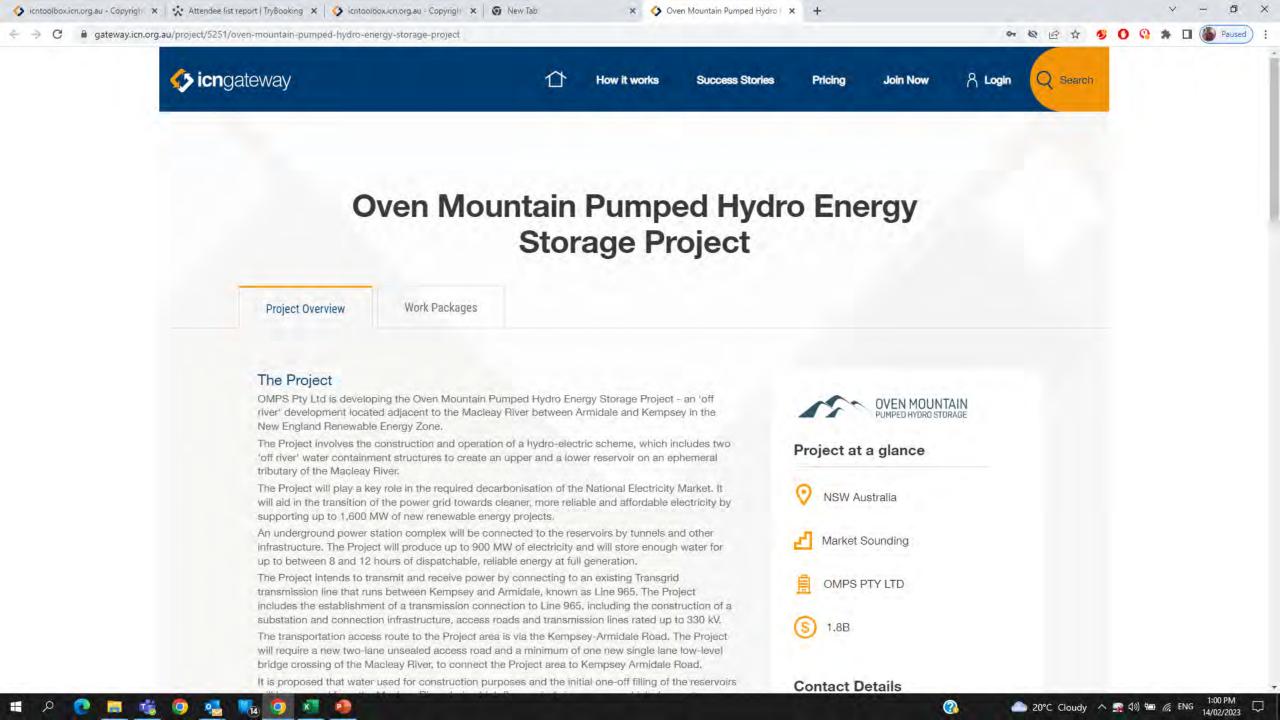
RESOURCE

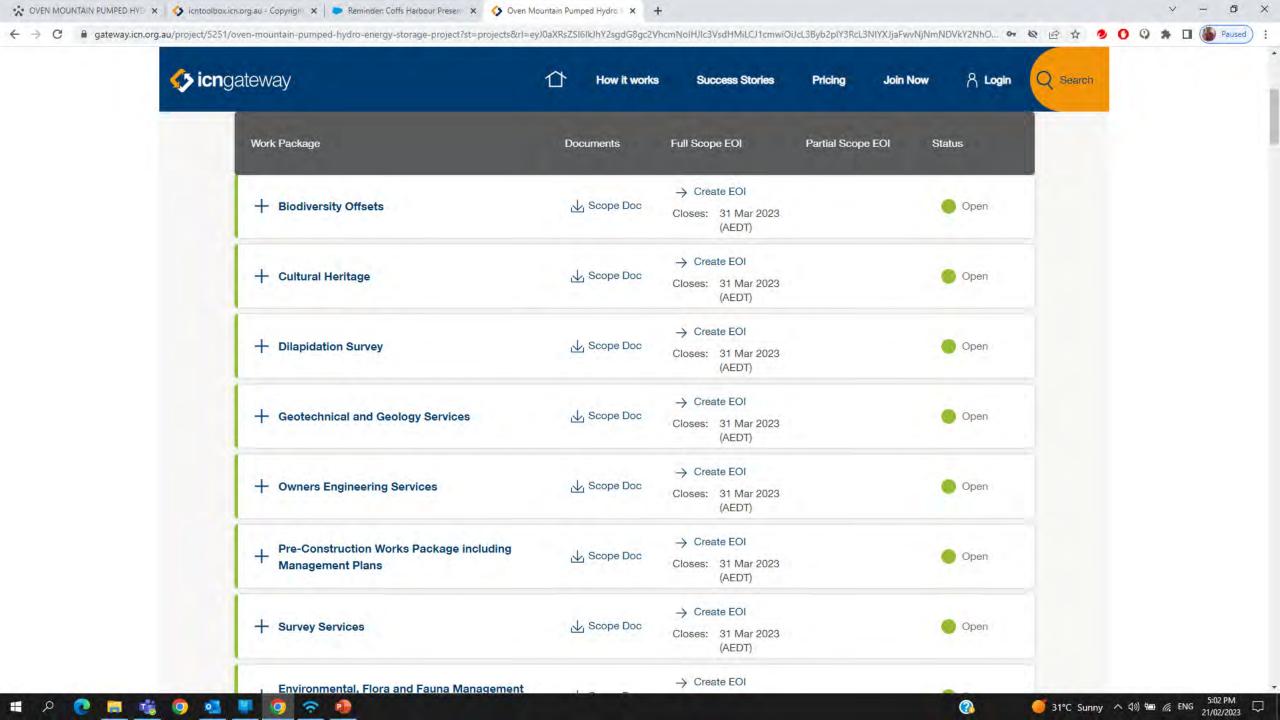
- Snowy 2.0
- EnergyConnect
- Maragle Switching Station and Transmission Line

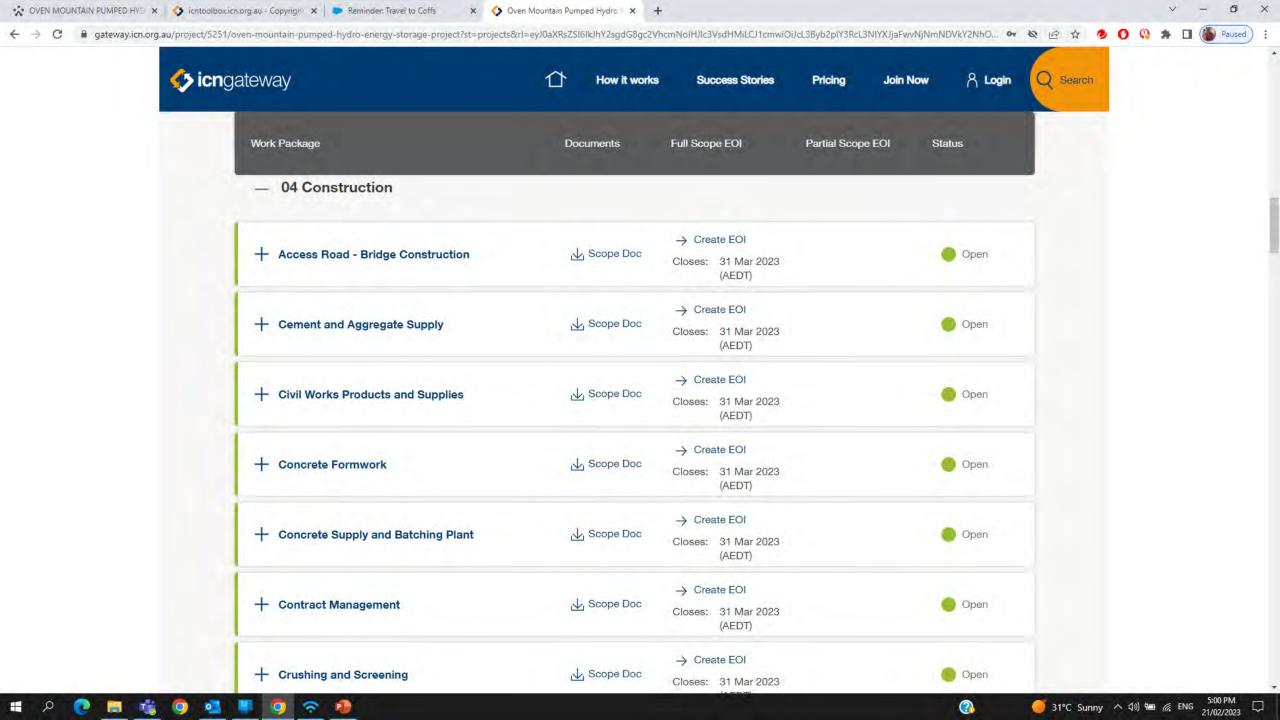
DEFENCE

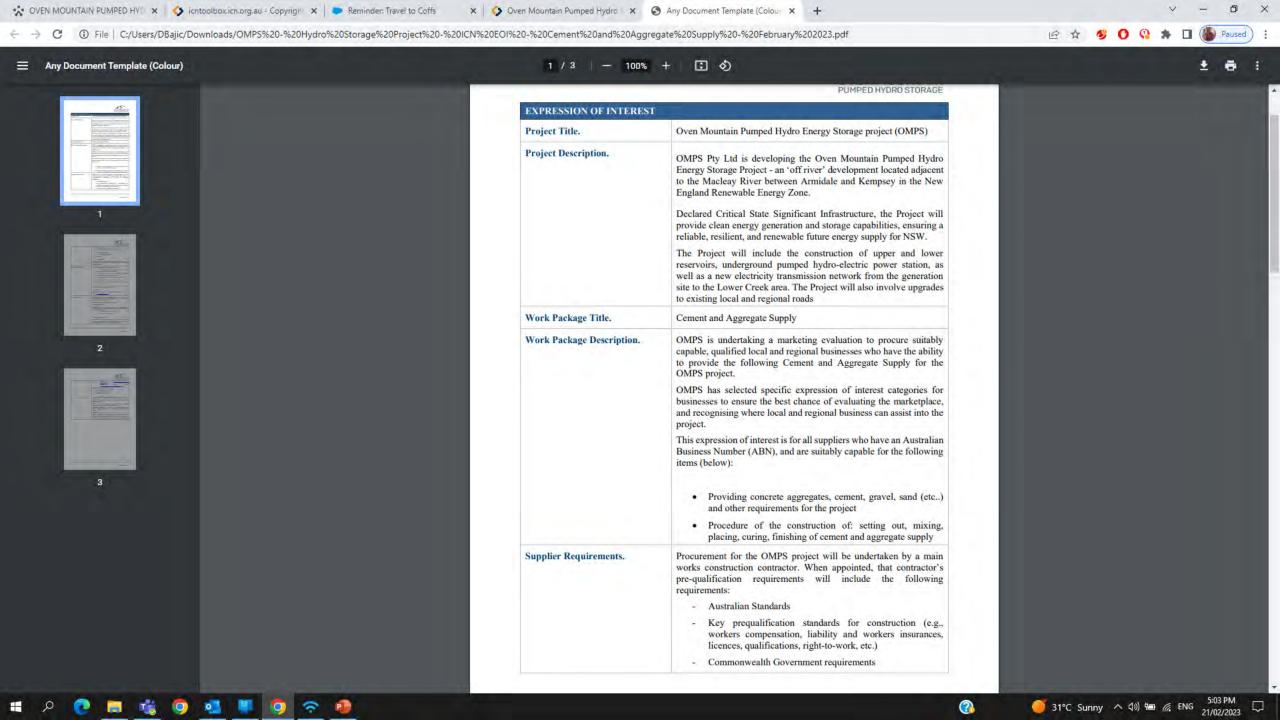
- Defence Estates Riverina Redevelopment Program
- BAE Systems Hunter Class
 - Frigate Program
- Land 125 Phase 4 Integrated
 Soldier Systems







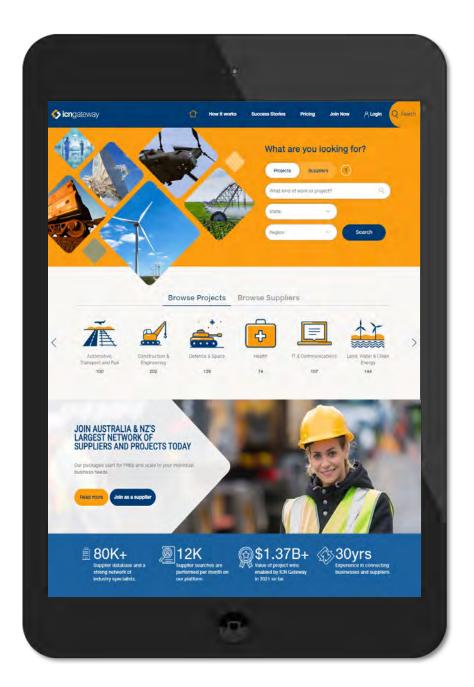








- 1. Design, Survey & Environment 8 WP
- 2. Local Engagement—3 WP
- 3. Health & Safety- 5 WP
- 4. Construction 21 WP
- 5. Electrical & Instrumentation 9 WP
- 6. Employment 2 WP
- 7. Logistics 4 WP
- 8. Transport 2 WP
- 9. Camp & Accommodation Services 15 WP
- 10.Structural & Mechanical 9 WP
- 11. Utilities 2 WP
- 12.Civil (Roads & Rehabilitation) 5 WP
- 13. Underground Construction 4 WP



Your Profile Creation



- Facts in plain language (no photos)
- Include all company and business names
- Pithy, direct and compelling summary (1,000 words)
- Include differentiators (Accreditations, Licenses, Patents, IP, management systems, etc.)
- Resources additional locations, facilities, equipment, staff
- List products and services in detail, including sidelines
- Track record clients, projects
- Contact details
- Include all keywords (anywhere in the profile)



icn.org.au | ICN Limited

Suppliers vs Buyers



Suppliers

- Have strong technical skills
- Writing capability statements is not their day job
- May not know what decision makers want to know
 - If the value they can deliver is not clear, they can be 'invisible' to decision makers

Buyers

- Time poor need to quickly understand supplier value and capabilities
- Use capability statements, ICN
 Gateway EOI registrations, websites,
 supplier registration hundreds of
 listings
- Judge professionalism and 'project readiness' on the quality of capability statements
- Poor capability statement = a barrier to opportunities
- If required info is hard to find/understand – ditch it and go to next supplier



How to break to wanted industry



- Collaborate with others, someone in the room may be the link to a project opportunity
- Look for opportunities to build your experience and capabilities a springboard for the future
- Put your hand up let the projects know you are interested
- Be persistent, but not pest
- Be strategic Innovation led to solve a problem
- Ask
- The buyers are ready to pay reasonable price for products and services delivered on time and at agreed quality



Some tips given to suppliers





Do these

- Demonstrate the value you offer immediately
- Reassure on risk management
- Show you fit with project requirements
- Show you are constantly improving
- Show you have a well managed business/use of technology/work management
- Skills and depth of expertise



Avoid

- Assuming people know what you do
- Being modest you must explain your strengths & values
- Long introduction
- Family history/personal journeys (best in brochures or your website)
- Elevator pitch on 3rd page



Best Practice



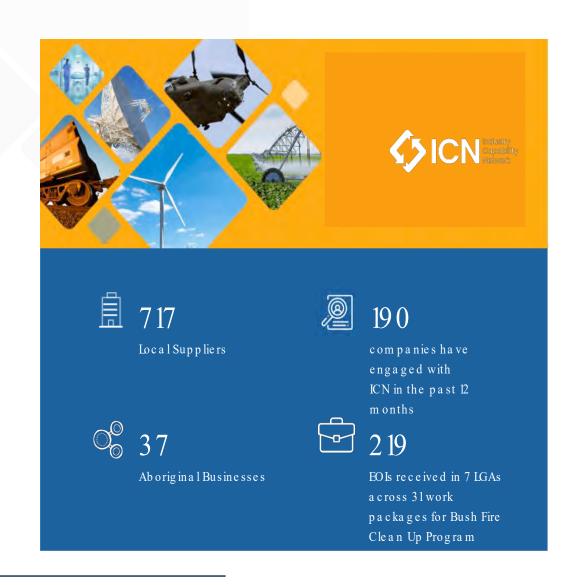
Consider to answer the following:

- What does the customer need that I supply?
- Why I am better than my competitors? (there are always competitors)
- How I can say it powerfully and briefly?
- Are you able to answer "Why me"?
- E.g. "we offer a 30% reduction in manufacturing (operating) costs due to our technology "XYZ3" which gives time improvement as demonstrated by our delivery history.



ICN Presence in Mid-North Coast

ICN has substantial presence in Mid-North Coast region, including Bellingen Shire Council, Clarence Valley Council, Coffs Harbour City Council, Greater Taree City Council, Kempsey Shire Council, Midcoast Country Council, Nambucca Shire **Council, Port Macquarie-Hastings** Council. However, further communications activity around a project, which includes directions on how a company can be involved, will further increase access to local businesses and leave a legacy for future projects, whatever they may be.





Thank you.

Dusko Bajic
Hunter and North East NSW



Driving economic growth through our trusted network.

We build powerful procurement and supply chain tools, offer expert advice and support and everything you need to get work and get work done.

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icn.org.au