NRF@SPP

SPP and supporting National Reconstruction Fund (NRF) bids

February 2024

The NRF facilitates increased flows of finance into priority areas of the Australian economy

The fund offers finance in the form of **debt, equity and guarantees**, and will seek to **generate financial returns** on its investments.

Established in 2023, the NRF is **now seeking proposals** to invest **$15 billion** for the Australian Government to **diversify and transform** Australia's industry and economy

The NRF has 7 priority investment areas

1	Medical science
2	Agriculture, forestry and fisheries
3	Renewables and low emission technologies
4	Resources
5	Transport
6	Defence capability
7	Enabling capabilities (e.g advanced manufacturing, ICT, biotechnology)

SPP can support applications across all sectors

There are 4 factors that are key to a successful NRF bid

The NRF's Investment Mandate sets out the minimum investment requirements.

These include requirements relating to type of project, location, policy, risk and return. The mandate sets out an extensive list, but broadly the key factors to success will be that the investment:

- **Is based in Australia and one of the 7 priority areas**
- **Generates a positive impact on Australia's public policy outcomes**
- **Demonstrates an ability to generate a positive ROI or to repay debt based on revenue, cost and cashflow projections**
- **Has clear commercial and technical viability**

Note: we can discuss the more fulsome list of minimum investment requirements if you would like further information.

The application process
A successful bid will go through the NRF's 3 stage application process

Step 1 involves the light touch submission of an online form, with 2 more comprehensive stages if the proposal progresses.

1. Investment proposal

The first stage of the NRF application is a **light touch online application form,** including a brief project description (500 words), alignment to NRF priority area/s, location and financial information such as how much the request is and what it will be used for (500 words).

2. Analysis

If the proposal progresses to stage 2, the NRF **request further information** to analyse the **commercial, financial, and technical aspects** in greater detail.

This can include business cases, business track record and revenue, cost and cashflow projections.

3. Due diligence

Only the most compelling proposals will make it to the due diligence phase.

The NRF will work with you to compile the information required for the **Board to make an investment decision**, including assessing the proposed investment in detail or agreeing on a proposed transaction structure and terms.

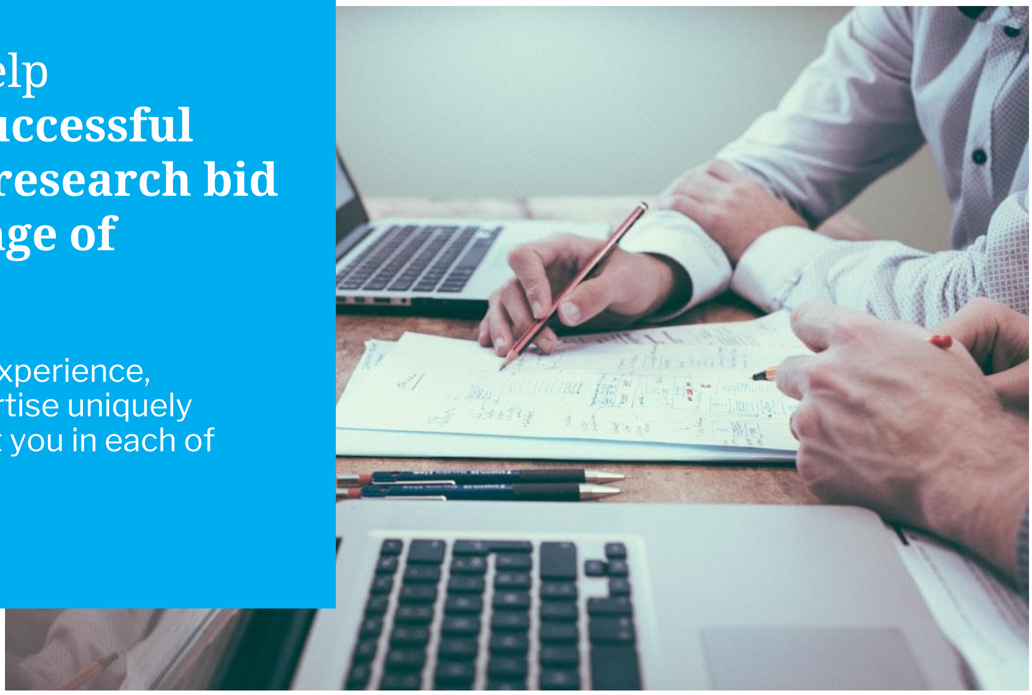
SPP can support each stage of the application, depending on your needs, supplementing your organisation's in-house capability

Note: we can discuss the more fulsome list of requirements for the application process if you would like further information.

How we can help

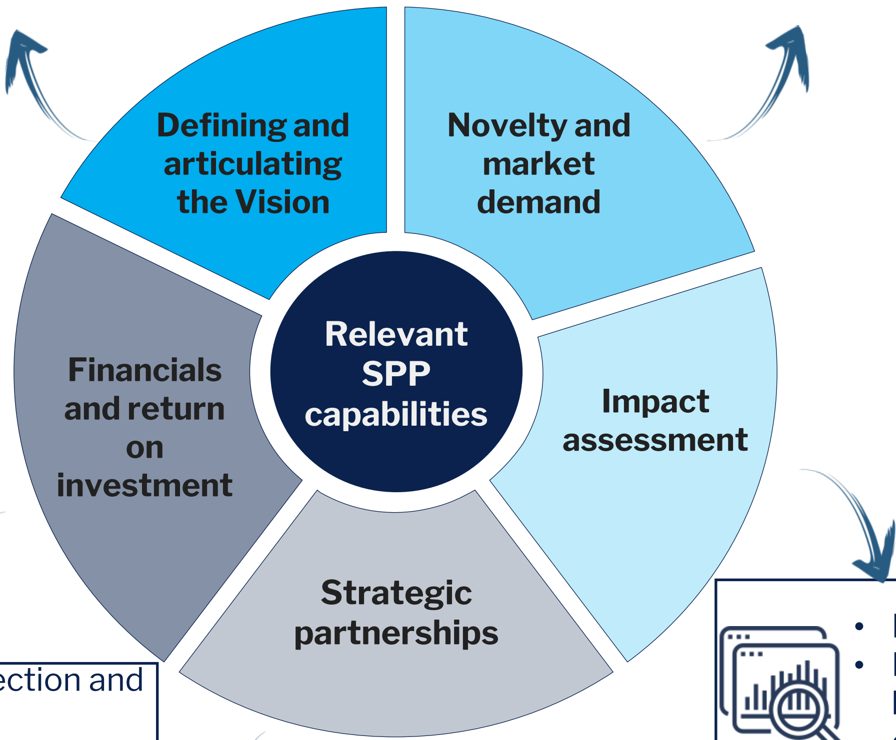
Preparing a successful translational research bid requires a range of capabilities

SPP's well-rounded experience, knowledge, and expertise uniquely position us to support you in each of these areas.



- Review bid positioning
- Investment Logic Mapping (ILM)

- Competitive assessment
- Assess market opportunity and demand
- Value proposition testing and refinement



- Financial projection and budget build
- Structuring the 'ask' (in collaboration with your financial advisors)
- Risk management

- Benefits modelling
- Evaluation of health, social and economic impact

- Capability matrix development
- Manage strategic partnerships

We can help you prepare a compelling, high-impact investment proposal

We have helped our clients secure over $1.5Bn in competitive funding

Bruce Bayley
Partner

Bruce is a higher education and commercialisation specialist who brings a unique blend of hands-on experience running significant elements of University operations, start-ups, commercialising technology and 18 years broad ranging consulting experience across multiple industries including education, health, research, manufacturing and consumer goods. Bruce's blend of experience supports clients to develop compelling translational research bids that secure substantial funding.

Ben Apted
Senior Partner

Ben Apted is Senior Partner at SPP. He has leads SPP's Education and Research sector portfolio, establishing one of Australia's leading Education practices known for its commercial rigour, pragmatism, and clarity of thought leadership. He has supported SPP's clients to secure over $1.5bn in funding through major government and industry funding programs since 2006.

Phil Noble
Managing Partner

Phil Noble is the Managing Partner and Founder of SPP. Phil is an experienced General Manager, Consultant & Entrepreneur, and has worked in a wide range of industries including government, financial services, transport & logistics, property & infrastructure, NFP, and Health. Phil leads SPP's government practice and is a trusted advisor to state governments across multiple jurisdictions.

Tim McMaster
Partner

Tim is a Partner in SPP's Sydney office, with over 20 years' management consulting experience in strategy advice, business transformation and operations improvement. Tim has deep expertise working with both Federal and State governments, particularly leading development of business cases to fund substantial capital and operational investments.

Dr Kim Poth
Principal

Kim is a Principal at SPP. She has worked extensively in the medical research sector as both a consultant and a researcher, as well as in strategic policy and program management roles within the public health sector. Kim supports clients to develop high-impact translational funding bids bringing together cutting-edge science, pragmatic solutions, clear commercial strategy and rigorous impact assessment.

Roger Wood
Principal

Roger Wood is a Principal at SPP. Roger has over 20 years' experience as a senior consultant and executive manager. Previous experience includes Bain & Company, Capgemini (London) and leadership roles in strategy, product and operations at a major bank. Roger has led multiple Breakthrough Victoria bids at SPP.

Contact us to for an initial pro bono assessment of your opportunity with NRF

Please be in touch to find out how we can help you achieve your goals

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