



Department for  
Business, Energy  
& Industrial Strategy

# Offshore Wind Manufacturing Investment Scheme

Offshore Wind Investment Programme  
Guidance

February 2021



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# 1. Scheme objectives

The Department for Business, Energy and Industrial Strategy (BEIS) is launching an *Offshore Wind Investment Programme* to support the delivery of manufacturing investment in the offshore wind supply chain. It may provide grant funding for major investments in the manufacture of strategically important offshore wind components – including (but not limited to) blades, towers, export and array cables and monopile foundations in certain disadvantaged or deprived regions in the UK<sup>1</sup>.

This Investment Programme supports the BEIS objective to deliver an economy that works for everyone – with great places in every part of the UK for people to work and for businesses to invest, innovate and grow, through levelling up economic opportunities in regionally deprived areas by investing in infrastructure, innovation and people. This will be done by accommodating the next generation of offshore wind manufacturing, construction and installation capacity, which will help in strengthening the UK's economic recovery from COVID-19, building back better and greener by prioritising jobs and skills (by providing construction jobs & long-term manufacturing and supply chain jobs).

It is currently estimated that there are 7,200 direct offshore wind jobs in the UK<sup>2</sup>. The offshore wind sector could deliver 60,000 direct and indirect jobs by 2030. This scheme will be integral to delivery of this employment, which will be essential to building back better through a green revolution in post-Covid recovery, particularly in regionally deprived areas.

This Investment Programme also supports the BEIS objective to **support clean growth**, particularly around promoting global action to tackle climate change through renewable power generation, ensuring the UK can meet its 2050 Net Zero goal.

BEIS recognises the importance of a secure, affordable and sustainable energy system and environmental sustainability, notably in relation to the fight against climate change which represent an existential threat to humanity. This Investment Programme will ensure that offshore wind continues to contribute to reducing costs and is more cost competitive in the UK market, and that the UK can meet domestic targets, which include delivering 40GW of offshore wind capacity by 2030 and achieving net zero by 2050, enhancing the UK's contribution in overcoming the global climate emergency.

The Committee on Climate Change has made it clear that UK's sixth carbon budget can be met through four key steps, one being the expansion of low carbon energy supplies where UK energy production be 2035 and offshore wind is the backbone of the whole UK energy system<sup>3</sup>.

In this highly competitive and growing sector, the use of state-of-the-art manufacturing facilities are critical in ensuring the provision of maximum efficiency components used to contribute to UK climate change goals, including net zero. BEIS has coordinated with the Offshore Wind Industry Council (OWIC) over the past year to establish a strategic approach which can deliver

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<sup>1</sup> For the purposes of this Offshore Wind Investment Programme the definition of a disadvantaged or deprived region shall be those areas listed as 'assisted' on the UK assisted areas map or other areas notified as such from time to time.

<sup>2</sup> Dataset: [Low carbon and renewable energy economy estimates](#), available at ons.gov.uk

<sup>3</sup> [Building back better](#) – Raising the UK's climate ambitions for 2035 will put Net Zero within reach and change the UK for the better, published by the Climate Change Committee & available at theccc.org.uk

UK supply chain growth<sup>4</sup>. OWIC recognise that the UK leads the world in offshore wind installations, providing a unique opportunity for this technology to contribute to the UK's net zero emissions target and supporting a green recovery.

### Scope of this investment programme

OWIC assessed the areas where there is scope to grow the UK's capacity to supply the full range of design, production and finishing activities. This assessment identified immediate offshore wind supply chain opportunities in the manufacture of:

- Blades
- Monopile foundations
- Towers
- Export and array cables

As such, these components will be prioritised for the provision of grant funding under the Investment Programme. However, BEIS will also consider projects involving the manufacture of other offshore wind components. Where an application is made relating to an "other component", Applicants should make a case as to why that project is strategically important to the UK, with reference to the objectives of this Investment Programme.

### Approach

Offshore wind is a rapidly growing sector with a high pace of innovation, with novel core components being developed which result in a requirement for new infrastructure, such as deeper water quays and state-of-the-art portside infrastructure. This, alongside the initial risk for manufacturing investors has resulted in a barrier to investment, due to the fact that market forecasting is difficult beyond a few years. This scheme is designed to address the barriers that result in this market failure in the UK.

Applicants will be required to provide substantial contribution to the investment costs of a relevant project in addition to the amount sought from BEIS (and other public funds). Further information on this is set out below.

This is an open 'challenge fund' scheme, and applications will be considered on a rolling basis (see further below). Applicants will be assessed in line with the methodology set out in this Guidance Document (including on the basis of Value for Money, additionality, the scoring of the Strategic and Commercial sections and taking into account availability of funding in accordance with the process set out in this document). Any final decisions to offer public funding will be made at the discretion of ministers taking in to account information arising from this process (see further below).

This Guidance Document and its annexes set out supporting information on how to make an application. It should be read alongside all of the [other materials published for this competitive process](#), which are available at GOV.UK.

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<sup>4</sup> Memorandum on UK Offshore Wind Supply Chain Development, published by the Offshore Wind Industry Council in February 2021

## Sources of support and advice

General questions about the application process and documentation should be sent to [OWMIS@beis.gov.uk](mailto:OWMIS@beis.gov.uk).

If in preparing an application, there are any clarifications required, Applicants should email [OWMIS@beis.gov.uk](mailto:OWMIS@beis.gov.uk) with the subject heading: *Offshore Wind Investment Programme Clarification [Project title]*. It should be noted that if clarifications are deemed to be of relevance to other Applicants (or potential Applicants), the question and answer may be made available to others.

If an Applicant considers that their clarification is confidential, they should make such confidentiality expressly clear in the subject title of their email. Marking a clarification as confidential does **not** mean that BEIS will not make the clarification and response available to other Applicants or potential Applicants– it simply means that BEIS may redact or edit the clarification such that relevant information may be disclosed.

Applicants whose proposals pass the first two stages of this competition (see below – namely who demonstrate a complete submission of information and appear (on an initial sift) to pass the questions in Sections A & C of **Application Form (Part 1)**), will be appointed a named **Case Officer**, whose role is to be their primary point of contact within BEIS regarding their application, and who will respond to questions about the process. As before, answers provided on Programme related questions may be shared with other Applicants to ensure comparable access to information. The Case Officer may also ask Applicants to provide further information, to clarify or expand upon the information provided in the initial application.

## Important points to note

- Any person or entity may apply (in line with the procedures set out in this Guidance Document) for a grant representing a portion of the available funds (**Programme Fund**).
- The size of the Programme Fund is discretionary and is finite in size. BEIS must be able at all times to allocate funding in the national interest. However, BEIS reserves the right at its absolute discretion to increase or decrease the size of the Programme Fund at any time and for any reason. The launch of this Offshore Wind Investment Programme does not guarantee the availability of any funding.
- This competitive process is a 'challenge fund'. This means that awards will be made on a rolling basis (as described below) up until the finite Programme Fund is exhausted or (if sooner) the deadline for the close of the programme. As such Applicants are urged to make their submissions **as soon as possible**. Failure to do so may result in the Programme Fund being exhausted by the time an application is made.
- Notwithstanding the criteria set out here, awards from the Programme Fund are entirely at **BEIS' discretion**. Applications that do not meet the criteria set out in this Guidance Document will not be entitled to receive an award. Even where an application does satisfy the criteria there is no automatic entitlement to an award of funding in any amount.
- Applicants are required to set out the minimum amount of grant funding necessary to enable the investment to proceed. BEIS also reserves the right to make **an offer that is of a lower amount** at its absolute discretion. A list of non-exhaustive reasons why BEIS may make a lower offer than the amount requested includes ensuring compliance with

the UK's prevailing **subsidy control regime** (while Applicants will be requested to provide a legal opinion in this regard, BEIS will make a determination in this regard for itself), ensuring legal compliance, and ensuring the efficient use of public funds and value for money for taxpayers.

- Applications will be subject to an **in-depth appraisal**. This will include scrutiny by the independent Industrial Development Advisory Board (IDAB). In certain circumstances Parliamentary scrutiny/approval may also be required.
- Applicants must be a UK registered business or (where the Applicant is a non-UK registered company) set up an active UK registered business in order to undertake the project. Successful Applicants must provide details of a UK registered company before any funding will be issued with a **Letter in Principle**, following an initial assurance process.
- Failure to meet timescales may result in the application being rejected / disqualified from the process or being placed behind other applications in prioritisation (further details are set out on the “fortnightly windows process” described in [Section 2](#) and [Annex C](#) in this Guidance Document).
- When a Letter in Principle is issued, it will set out an indicative award figure and confirm the government's intent to support the project, subject to a number of conditions. This will not (of itself) release funding or entitle the Applicant to funding and any funding will remain subject to due diligence, to verify evidence provided in any application to BEIS' satisfaction and agreement to BEIS' proposed form of Grant Funding Agreement. Any Letter in Principle or grant funding will be conditional upon subsidy control compliance.
- BEIS may attach conditions to any Grant Funding Agreement (including imposing stages in respect of release of funds) and those conditions will depend on BEIS' view of the successful project. Until a Grant Funding Agreement is entered into, BEIS will not be responsible for nor will BEIS make any commitment in respect of costs that Applicants may incur.
- BEIS will not be responsible for any costs incurred in the preparation of any application, whether or not it is successful.
- BEIS reserves the right not to accept any application or make any grant award and reserves the right to cancel the Offshore Wind Investment Programme before it has completed or at any time before any Grant Funding Agreement is entered in to.
- BEIS reserves the right not to consider an application further if an Applicant refuses to, or is unable to, disclose information requested.
- This is a discretionary grant. In determining whether an application is successful BEIS will take into account information from this process and IDAB as well as any other context sensitive information that impacts on the objectives of this process.
- The “Important Information to Note” applies to this Offshore Wind Investment Programme. These are set out in Annex B of this Guidance Document.
- BEIS reserves the right to reject or disqualify any application where grant funding would be (for any reason) unlawful or not compliant with its statutory powers.

## 2. Application process

The Programme is open to applications until **23:59 30 May 2021**. BEIS retains the discretion to extend this date if it deems it necessary. Applicants should complete all sections of the Application Form and provide all Accompanying Documentation to the level of detail requested as soon as possible and by a date not later than the deadline date. Applications must be submitted through <https://owmis.beis.gov.uk>.

BEIS will accept Accompanying Documents in Microsoft Office or PDF document formats. Images may be provided in .jpg or .png format where appropriate. BEIS can normally accept a variety of other formats (such as Open Document & Rich Text), however please contact [OWMIS@beis.gov.uk](mailto:OWMIS@beis.gov.uk) in advance to check compatibility.

The Offshore Wind Investment Programme is an open fund to which anyone may submit an application. However, before doing so, BEIS urges all Applicants to consider the criteria set out in this Guidance Document to ensure that they are capable of satisfying such criteria.

Awards from the Offshore Wind Investment Programme will be made on a rolling basis as set out more fully below. As such, Applicants (and potential Applicants) are urged to submit their completed application as soon as possible. Otherwise, the Programme Fund may have been exhausted.

Applicants who have been unsuccessful can re-apply to the Offshore Wind Investment Programme, if it is still open, following feedback from BEIS. Applicants must wait four weeks before they are entitled to re-apply.

On submission Applicant's should receive a confirmation email from BEIS. If you do not receive this please contact [OWMIS@beis.gov.uk](mailto:OWMIS@beis.gov.uk).

### Consideration of applications – fortnightly windows

Awards will be made on a rolling basis. For the purposes of awards, applications will be grouped in order of the date of receipt. Applications received will be grouped (in terms of priority for award) on a fortnightly basis (where a week runs from Monday to Sunday and the first fortnightly window commences from and including the first date on which applications can be made).

All applications will be grouped into groups based on the fortnightly window in which they are received. Once a group is established BEIS will continue to manage those Applications within a relevant group. This means that although applications may be submitted at any time while the Investment Programme is open, applications will be considered and assessed at the same time as other applications received in their fortnightly window. This is to ensure fairness given the finite quantum of the Programme Funds.

Applicants are required to provide timely and full responses to clarifications raised. An Applicant that fails to provide any or sufficient information, in accordance with the deadlines set by BEIS for responses, may have their application rejected/disqualified from the Offshore Wind Investment Programme process or may have their application demoted into the subsequent fortnightly group of applications (in each case at BEIS' discretion). The need for this is to ensure the timely completion and development of the process. This is necessary to ensure the slow progress of one application does not stifle the consideration of other relevant applications.



All applications received will take priority (in terms of award) over and above those in subsequent fortnightly windows. The impact of fortnightly windows is illustrated with worked examples in the Annex C to this Guidance Document.

### 3. Eligible costs, projects, and components

The total funding for the Offshore Wind Investment Programme is finite and is dependent on wider government priorities. BEIS will retain discretion to increase or decrease the funding available as long as the Programme is open. Grant funding will only be made available for use as part of certain projects as follows:

- the construction of new manufacturing facilities;
- or*
- the construction of an extension or expansion of existing manufacturing facilities;
- and (in each case)*
- that the (new or extended/expanded) facilities are to be used to manufacture at least one of the following<sup>5</sup>:
  - offshore wind blades
  - offshore wind towers
  - offshore wind export and array cables
  - offshore wind monopile foundations
  - other strategically important components for offshore wind farms (which BEIS accepts as such)<sup>6</sup>

Grant funding may **only** be used to contribute towards eligible costs of the relevant project, for example, capital costs related to tangible and intangible assets to be used on the project, such as buildings, production equipment and machinery, any associated infrastructure that facilitates delivery and is linked to the specific product being manufactured and research and development costs associated with the manufacturing facility (provided that the grant must also be for construction of those relevant facilities).

Grant funding will **not** be eligible for use for operating costs. Any Applicant to whom an award is made will be required to apply relevant funds in accordance with this by way of the Grant Funding Agreement.

The total sum of eligible costs claimed must not be more than the minimum amount required for the project to go ahead. Applicants will be required to provide their own substantial contribution to the investment costs of the project. BEIS must see significant evidence that the Applicant' commercial interest is aligned with the use of public funds.

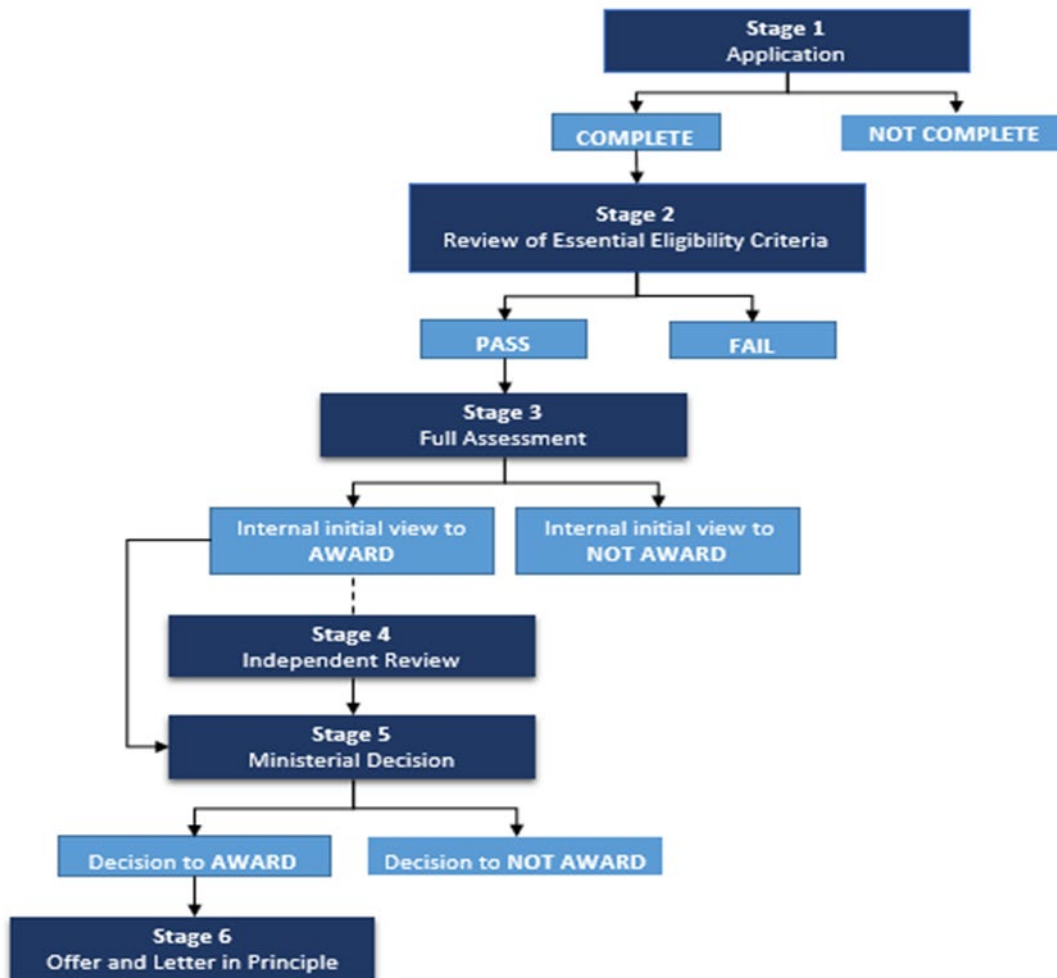
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<sup>5</sup> Note: The listed components are those considered strategically important and are based on Offshore Wind Industry Council Report published on 4 February 2021. However, BEIS is willing to consider other proposed offshore wind components as strategically important if an Applicant makes a proposal as such. Where an application is made relating to an "other component" the Applicant should make a case as to why that is strategically important to the UK having regard to the goals of this scheme as set out in Section 1 (above).

<sup>6</sup> We would expect this to be evidenced by the Applicant on submission of their application.

## 4. Assessment and decision-making

BEIS will assess individual applications in accordance with the process set out in this Guidance Document. This process is as follows:



### Stage 1: Application

BEIS will consider whether an application is complete (with all required Accompanying Documentation).

At this stage (and throughout the process set out below) BEIS may, at its sole discretion contact Applicants in order to clarify any applications (or parts thereof) which are unclear, contain genuine mistakes, gaps, omissions or in relation to responses to ambiguous questions. However, BEIS is not under any obligation to do this. Where any application is not complete or is inconsistent, vague, or ambiguous, one or more of the following courses of action, which are not necessarily mutually exclusive, may be taken:

- a. BEIS reserves the right to consider an application on the basis of the interpretation or meaning that is the most adverse; and;
- b. BEIS reserves the right to consider an application is not compliant with the rules of the challenge fund and to reject/disqualify the application.

A complete application should include the following:

Accompanying Documentation:

- Application Form, Parts 1 and 2.
- Evidence attachments:
  - Business Case or Business Plan. This must be the business case utilised internally by the Applicant as part of any investment decision process for this project (it should not be completed specifically for BEIS).
  - The most recent two sets of statutory accounts (covering three financial years of results) of both the Applicant company and the consolidated accounts for the whole group where the Applicant company is part of a group.
  - Draft accounts where the year-end has passed, and the statutory accounts are not yet available. These accounts should be provided both for the Applicant company and group, where the Applicant company is part of a group.
  - Management accounts (including balance sheets) for the Applicant company covering the latest period for statutory accounts and draft accounts. These should also be provided for the group, where the Applicant company is part of a group.
  - Financial forecasts including this project, i.e. profit and loss, cash flow and balance sheets for the Applicant company to cover the remainder of the current financial year and a further four years. These should also be provided for the group, where the Applicant company is part of a group.
  - Delivery plans for the construction phase of the project.
  - Procurement Strategy.
  - Planning and consent documentation required for the delivery of the site and project (or if not applied for / pending, details of when a decision is expected).
  - Project Risk Register.
  - Evidence of commercial agreements or commitments/interest that the Applicant has received from future customers of the facility.
  - A group structure/organisation chart showing the relationship between the Applicant company and the other companies within the group/structure including the Applicant company's immediate and ultimate parent company (if different), and not already contained with other Documentation.
- Confirmation of Application Form.
- A statement of compliance with Subsidy Control rules from a legal adviser.
- Any additional information which may be pertinent to the application.

Further details are set out in [Annex A](#) of this Guidance Document. Relevant documents should be completed as set out in this Guidance Document and in accordance with any other documentation produced by BEIS related to this competition.

## Stage 2: Review of essential eligibility criteria

At this Stage BEIS will review the responses to Sections A and C of the Application Form (Part 1). Sections A and C contain Essential Eligibility Criteria. BEIS will conduct this stage on an “initial sift” basis. This means that BEIS will consider information provided at a high level and look at Applicants’ self-certification as to compliance. Further Guidance on the requirements of Sections A and C are found in [Section 6](#) and [Section 8](#) of this Guidance Document.

Applications must pass all of the requirements in Sections A and C of the **Application Form (Part 1)**. Where either Sections A or C are not passed in full, BEIS will consider that the application is not compliant with the rules of the competition and reject/disqualify the application.

Following this initial sift, BEIS will appoint a Case Officer to the application who will act as the Applicant’s initial point of contact throughout the remainder of the process.

Notwithstanding the conclusion of an initial sift (or progression of any application beyond Stage 2), if, at any time during this assessment process, it is determined upon closer investigation that an application does not pass the requirements in Sections A and C, BEIS reserves the right to discontinue that assessment and notify the Applicant that their application will not be taken forward any further.

## Stage 3: Full assessment

At this Stage 3 BEIS will undertake a full assessment of applications (including all Accompanying Documentation). During the full assessment stage, the appointed Case Officer may request further details in relation to applications and it is essential that these requests are responded to within the time specified (and will be set out by the Case Officer). Failure to do so may result in an application being rejected / disqualified or demoted in terms of priority of award (see Section 2 above in this regard).

Further requests may cover a range of topics and may include a request to supply executive decision-making documents supporting the proposed project (for example, demonstrating the approval of authorised individuals to submit an application to the fund).

At Stage 3 full assessment will include:

- (i) Economic and Financial assessment (See further [Section 9](#) of the Guidance Document). This assessment will (amongst other things) take into account Sections D and E of the Application Form (Part 1) along with Application Form (Part 2) as well as any additional information requested. This assessment is an assessment in the round to derive an appropriate amount of funding.
- (ii) Commercial and Strategic assessment (see further [Section 10](#) of the Guidance Document). This assessment will (amongst other things) take into account Sections F and G of the Application Form (Part 1) as well as any additional information requested. This is a scored assessment.

As part of the Economic and Financial assessment, BEIS will assess (amongst other things) factors including Value for Money and additionality (including an assessment of the counterfactual case), in line with **Green Book guidance**<sup>7</sup>. This guidance is aimed at public

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<sup>7</sup> The [Green Book and accompanying guidance and documents](#) are available at GOV.UK

servants and sets out an approach to appraising policies, programmes, and projects, including models and methods to support the provision of advice to clarify the social – or public – welfare costs, benefits, and trade-offs of alternative implementation options for the delivery of policy objectives. There is no requirement on Applicants to ensure compliance with these approaches - however, as this Guidance Document and principles will be used in assessing applications it can be a useful point of reference for Applicants developing the business case for projects.

At the end of this full assessment, BEIS will develop internally an initial view as to an appropriate amount (if any) to offer an Applicant in respect of a Project in line with the process set out in this Guidance Document.

### Stage 4: Independent review

Once full assessments have been undertaken by BEIS, the **Industrial Development Advisory Board (IDAB)** may be asked to advise on the applications and BEIS' initial view as to how much grant funding to provide to a relevant Applicant in respect of a Project. Submissions to IDAB will be made for all relevant applications in a relevant fortnightly window (see Section 2 above).

IDAB provides independent advice to ministers on large business investment decisions. IDAB's objective is to ensure that taxpayers' support is given only to projects that truly merit it and that represent best Value for Money. IDAB members are chosen to provide a range of expertise from industry, banking, and the wider community.

IDAB may be asked to consider each application (as well as BEIS' initial view as a discrete proposition, and whether each project represents good Value for Money for the taxpayer). IDAB will not be asked to compare or rank projects. IDAB will take relevant considerations into account in reviewing relevant projects.

Any recommendations made by IDAB will be shared with ministers.

### Stage 5: Ministerial decisions

Following the completion of the assessment process, ministers will be presented with the full results of the assessment and IDAB advice relating to any application.

The agreement to make an offer in principle to an Applicant will be taken by ministers, taking account of all relevant matters in respect of an application and all other relevant matters – including compliance with strategic priorities (further details are included in [Section 10](#) of this Guidance Document).

Decisions will be taken by ministers in respect of all applications that have sufficiently met the criteria described above to reach Stage 5, were received in the same fortnightly window and with regard to the amount of Programme Funds remaining (further details are included in [Section 2](#) of this Guidance Document).

Ministers retain full discretion in whether, and what, offers of public funds they make to Applicants - taking into account all the factors outlined in the application process.

## Stage 6: Offer

Assuming an application has reached this final stage, once ministers have made a decision, Applicants will be contacted by their Case Officer to advise on what (if any) level of support that BEIS is prepared to offer. The offer presented by BEIS will be based on the assessment detailed above. The offer will take the form of a grant award only and is non-negotiable (and highly unlikely to be altered save in exceptional circumstances).

At this stage, the successful Applicants may be provided with a Letter in Principle. This does not guarantee any grant funding until a specific Grant Funding Agreement has been entered into. Where the successful Applicant does not complete due diligence or progress to enter into the Grant Funding Agreement, BEIS reserves the right to remove or cancel the offer. Further information about Letters in Principle and the form of the relevant Grant Funding Agreement are set out in [Sections 14-17](#) of this Guidance Document.

Notwithstanding that offers will come at this Stage 6, BEIS reserves the right to discuss (prior to the making of an offer and Stage 6) the amount of grant that BEIS may offer to an Applicant. Any such discussion will not impact the criteria applied under this Guidance Document but may allow BEIS to demonstrate its thinking to an Applicant and allow Applicant's to make relevant representations which may be taken into account (where consistent with the criteria set out herein).

## 5. Funding and awards

BEIS expects the funding sought from BEIS by Applicants to be an accurate representation of the funding requirement for the relevant project and that this figure is the **minimum necessary to bring this Project forward**.

Any offer made by BEIS to an Applicant will be informed by the Economic and Financial, Strategic and Commercial assessments (as well as the judgment of IDAB, ministers and the availability of Programme Funds).

Notwithstanding that Applicants must (as part of their application) request a specific amount of funding – there is no guarantee that this will be the amount offered and BEIS reserves the right absolutely to make a different offer to the amount requested.

BEIS will retain discretion on the final offer to the Applicant in the Letter in Principle based on the assessment detailed within this Guidance Document.

## 6. Pass/Fail criteria (Section A)

Section A of the Application Form (Part 1) sets out minimum **'pass/fail' criteria**, which are the basic attributes which will be required to be considered for funding from this Investment Programme. The responses to Section A will initially be considered at Stage 2 (Review of Essential Eligibility Criteria) though may be considered and applied throughout the process.

Any Applicant that cannot confirm that they can answer all of the questions in Section A in the affirmative and provide any required supporting evidence will be rejected/disqualified from the process and will not be considered further.

The following is a summary of what will be considered in respect of each of the questions in Section A.

### A1 - Delivery

A requirement that the Applicant confirms that:

- the project will be delivered by way of a UK registered business;
- the project will be carried out in a “disadvantaged or deprived region of the UK” (as is defined in [Section 1](#) of the Guidance Document); and
- the proposed project must be in a realistic position to reach a financial investment decision in 2021 and be operational to supply by the end of 2023.

### A2 - Employment impact

The Applicant must demonstrate that the project will create or safeguard a minimum of 250 direct full-time equivalent jobs at the proposed facility. Applicants will be required to set out the number of jobs to be created / safeguarded and for how many years the jobs will be guaranteed for. Should an application be successful the retention of jobs for the period stated will be a condition of any grant award.

One direct full time equivalent job is defined as a job of 30 hours or more per week or two part time jobs of 15 hours or more hours per week. Self-employed, sub-contracted and temporary or agency jobs do not count.

The rationale<sup>8</sup> for the requirement for a minimum of 250 jobs is based on industry engagement, and the understanding that large component factories at this scale will be undertaken by *large enterprises*. This is defined via the Companies Act 2006 which defines a *large enterprise* as a company where two out of three characteristics are greater than the characteristics than those of a Small and Medium Sized Enterprise (SME): turnover (less than £36m), employees (less than 250), and gross assets (less than £18m)<sup>9</sup>.

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<sup>8</sup> [Guidance on Mid-sized businesses](#), available on GOV.UK

<sup>9</sup> Section 465 Companies Act 2006.

## A3 - Sectoral scope

Grant funding applied for must only be sought in respect of eligible costs (as defined in [Section 3](#) of this Guidance Document).

## A4 - Requirement for public sector support

Government funding must be essential to the viability of the project. The Applicant will need to be able to demonstrate that the project cannot viably proceed without taxpayer support. This is a matter that will be considered in the first instance at Stage 2 (Review of Essential Eligibility Criteria) but will be reconsidered at each and every stage of this process.

## A5 - Market demand

Applicants must confirm that their project is viable (with relevant funding) and will be part of a well-functioning and competitive energy market. This is a matter that will be considered in the first instance at Stage 2 (Review of Essential Eligibility Criteria) but will be reconsidered at each and every stage of this process.

## A6 - Subsidy control

Applicants must need to confirm that:

- any award of funding made will constitute a subsidy;
- they are eligible to receive a subsidy and are not an undertaking in difficulty<sup>10</sup>;
- they are responsible for ensuring (and confirm that they will ensure) that subsidy control rules are fully complied with in respect of any award of public funding that may be made available, and including in respect of any funding that their project may attract (a summary of the subsidy control rules is set out on the GOV.UK)<sup>11</sup>;
- they have provided a subsidy control advice note (from an internal lawyer) and will (upon request) provide a subsidy control legal opinion confirming subsidy control compliance (from an external legal adviser) to BEIS.

Any legal opinion should take into account (amongst other things):

- the principles for compliance with subsidy control – namely:
  - that any grant must pursue a specific public policy objective to remedy an identified market failure or to address an equity rationale such as social difficulties or distributional concerns (“the objective”) (in this regard Applicants are referred to Section 1 – Applicants are also asked to flag any market failure with regard to the development of their project – by way of example this may be: (i) the project is of a nature, size or scale not used commonly or before in the market and would not be developed without support from the public sector; (ii) the project involves a level of research and development; or (iii) some other form of general market failure preventing development of the project on a purely private basis);

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<sup>10</sup> Guidance - [Complying with the UK's international obligations on subsidy control: guidance for public authorities](#), on GOV.UK.

<sup>11</sup> Guidance - [Complying with the UK's international obligations on subsidy control: guidance for public authorities](#), on GOV.UK.



- the amount of any grant must be proportionate and limited to what is necessary to achieve the objective;
  - the grant must bring about a change of economic behaviour of the beneficiary that is conducive to achieving the objective and that would not be achieved in the absence of subsidies being provided;
  - the grant should not compensate for the costs the beneficiary would have funded in the absence of any subsidy;
  - the grant should be an appropriate policy instrument to achieve a public policy objective and that objective cannot be achieved through other less distortive means; and
  - the grant's positive contributions to achieving the objective outweigh any negative effects, in particular the negative effects on trade or investment; and
- that the grant sought should contribute to and not undermine the delivery of a secure, affordable and sustainable energy system and a well-functioning and competitive energy market or increasing the level of environmental protection compared to the level that would be achieved without the grant.

Applicants should also consider any possible application of State Aid rules under Article 10 of the Northern Ireland Protocol. Further information about subsidy control risk is set out in Section 15. This is a matter that will be considered in the first instance at Stage 2 (Review of Essential Eligibility Criteria) but will be reconsidered at each and every stage of this process.

## 7. Applicant and project information (Section B)

Applicants will be required to complete all information at Section B in the Application Form (Part 1) in respect of themselves and any other person who has powers of representation, decision, or control in respect of the Applicant. This will be considered at Stage 1 of the process (see above)

If the Applicant is a consortium, full details of the consortium and its members must be provided as part of Section B in the Application Form (Part 1).

Where the relevant consortium is proposing to create a separate corporate entity, they should provide details of the actual or proposed percentage shareholding of the constituent members within the consortium. If a consortium is not proposing to form a corporate entity, full details of alternative proposed arrangements should be provided. Where any information is required throughout this process in respect of an Applicant, BEIS may require such information to be provided by all consortium members.

**Applicants must answer all parts of Section B of the Application Form (Part 1) in full.**

## 8. Mandatory & discretionary exclusions (Section C)

Section C of the Application Form (Part 1) sets out certain requirements as to legal standing. Section C will be considered on a **'pass/fail'** basis. The responses to Section C will initially be considered at Stage 2 (Review of Essential Eligibility Criteria) though may be considered and applied throughout the process.

Section C1 contains Mandatory Exclusion Criteria. These are pass/fail requirements. BEIS may exclude an Applicant:

- If they fail to fully and accurately complete the questions in this section; or
- If they answer "Yes" to any of questions C1-C6 and C7 (whether in respect of the applicant or any other any other person who has powers of representation, decision or control in respect of the applicant), but in such instance BEIS may decide (at BEIS' absolute discretion), having considered the supporting information provided, to allow the applicant to proceed further.

Section C2 contains Discretionary Exclusion Criteria. These are pass/fail requirements. BEIS may exclude an applicant:

- Where they fail to fully and accurately complete the relevant questions; or
- Where they answer "Yes" to any of questions C8-C13 (whether in respect of itself or any other any other person who has powers of representation, decision or control in respect of the applicant), but in such instance BEIS may decide (at BEIS' absolute discretion), having considered the supporting information provided, to allow the applicant to proceed further.

If there are grounds for exclusion, there is an opportunity for the applicant to explain the background and any measures they have taken to rectify the situation ("self-cleaning"). For clarity, applicants are entitled to submit evidence of their self-cleaning measures separately for BEIS to consider in relation to both mandatory and discretionary grounds for exclusion.

The [detailed grounds for mandatory exclusion of an organisation](#) should be referred to before completing these questions<sup>12</sup>:

Subject to any self-cleaning information provided being acceptable to BEIS, applications which do not meet all of the mandatory exclusion criteria will be informed that they will have "Failed" and will not be taken forward for further consideration. Projects which do not meet all of the discretionary exclusion criteria outlined in Section C of the Application Form (Part 1) may or may not be taken forward at BEIS' discretion having considered the supporting information provided.

Consortia shall ensure that Section C of the Application Form (Part 1) is completed by all constituent members.

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<sup>12</sup> BEIS recognises that these are exclusion grounds for procurement as opposed to grant agreements. While this is not a procurement of a public contract, BEIS nonetheless considers these criteria are of assistance.

## 9. Economic and Financial Assessment (Sections D and E)

### Introduction

The Economic / Value for Money ('VfM') and Financial assessments are an important part of the assessment process. All Applicants will need to demonstrate a robust and credible case for assistance in order for BEIS to deliver value for the UK taxpayer, ensure compliance with subsidy control, and ensure suitable accountability for the use of public funds. The Economic and Financial assessment is an important way of establishing **the minimum level of funding that is necessary**. It is essential to demonstrate minimum necessary grant because the appraisal only considers outcomes which would not happen in the absence of the grant.

The purpose of the Economic and Financial assessment is not to score each individual answer to each relevant question or part of an application but rather to consider provided in the round in line with the principles below to establish whether the project provides value for public money and determine what level of grant funding if any may be appropriate for an Applicant's project.

### Process, outcome and purpose

As part of the Economic/VfM Assessment and Financial assessment, BEIS will consider:

- the Application (and in particular relevant Accompanying Documentation and Sections D and E of the Application Form (Part 1) and Application Form (Part 2)); and
- responses to any further information BEIS may request.

In considering this BEIS will consider applications in the round to determine what level of grant may be appropriate (if any) but BEIS will consider in particular the following matters:

- A. **The Applicant's/Project's Financial Viability** – This will take into account (amongst other things) whether the Applicant is able to demonstrate a robust business plan and financially sustainable business model in respect of the relevant project. Tests of financial viability will be conducted in line with industry best practice. They may include (but are not limited to):
- a. whether an Applicant/project/ultimate parent company has sufficient liquidity (it is capable of covering its short-term commitments);
  - b. whether an Applicant/project /ultimate parent company is financially autonomous (it is capable of covering its debt costs);
  - c. whether an Applicant/project/ultimate parent company is solvent (it is capable of covering its medium and long-term commitments); and
  - d. whether the proposed project is profitable or has the realistic potential to be based on the information provided (this will include (i) an evidence based conclusion as to whether the Project makes sense in the market; (ii) a review of relevant costs and benefits (including whether the Applicant has included **all** that are relevant e.g. freeports); and (iii) ensuring that the proposed business case of the Applicant complies with the standard investment appraisal process within the applicant company (e.g. ensuring the business case will be the actual case presented to the

Applicant's decision-maker) and that the case makes commercial sense including relevant costs/benefits).

This assessment will directly impact what (if any grant funding) will be offered. It is critical that public funds support a viable business model and a credit worth Applicant. Further it is a requirement that Applicant provides their own substantial contribution to the investment costs or a relevant project in addition to public funds. It will be imperative for BEIS to ensure that the Applicant is capable of meeting those commitments.

Where an Applicant has a parent company BEIS will require a parent company guarantee from the Applicant's ultimate parent company (as determined by BEIS) as against commitments and default against the Grant Funding Agreement. BEIS will also review the financial viability of the relevant parent company and run checks on that parent company akin to those above. Failure to provide such a guarantee or information in respect of a relevant parent company may result in an Applicant not being made an offer of grant funding.

- B. Applicant Contribution** – All Applicants must provide their own substantial contribution to the investment costs of a relevant project in addition to amounts sought from BEIS (and other public funds). This is to ensure adequate incentivisation of the Project. BEIS will determine appropriate Applicant contribution to ensure this and to protect public funds. This will feed in to the determination of whether to award any grant and (if so) the quantum of any such grant. For the avoidance of doubt, please note that in addition to the Applicant's own commitment BEIS will consider other forms of finance in a business case too – including the viability and impact on the Applicant's own commitments).

The Applicant should include details regarding the sources of funding for the project and how they intend to pay for it (including in respect of any counterfactual). This must demonstrate the relative size of HM government's requested contribution (see above re significant contribution).

Critically, Applicants will need to demonstrate how public funding will help bridge any gap, and that it is the minimum funding required for the project to go ahead.

- C. Additionality** – What amount of grant funding is the minimum necessary to facilitate the project and this should not include any amounts that the Applicant would have funded in the absence of the grant. BEIS will make a determination as to this point and this will feed into the determination of whether to award any grant and (if so) the quantum of any such grant. In making this assessment BEIS will also take in account the use of any other public funds in the project.
- D. Economic Assessment of Application** – This will take into account (amongst other things):
- the extent to which the project meets the objectives of the Investment Programme;
  - the number and pay of jobs to be created or safeguarded by the project and the extent to which the workforce of the project is upskilled;
  - R&D spill over benefits;
  - wider economic benefits - including agglomeration, transport economic efficiency, increase in land values;
  - the amount of funding applied for;

- costs associated with managing and mitigating risks;
- whether the application is based on credible and robust estimates/evidence; and
- whether the project (with grant funding) would adversely impact on trade or investment.

## Information taken into account

As set out above, in considering the points A-D above BEIS will consider the whole of an Applicant's application and any Accompanying Documentation and responses to requests for additional information. Applications will be considered in the round in this regard. Applicant's will not receive an individual score for any of these documents or Sections A-D above – rather all of these matters will be taken into account in determining an appropriate level of grant funding in respect of a project.

In particular, please note that an Applicant's responses to Sections D & E of the Application Form (Part 1) along with Application Form (Part 2) set out the overall economic case for public funding. Applicants must also set out the counterfactual – what would happen without public funding and be able to demonstrate that it has a sound and realistic basis.

### **N.B. the Applicant must provide only one counterfactual for their project.**

All information and evidence provided should be accompanied by a narrative that explains the key strategic considerations of the Applicant and the main assumptions underlying any analysis. Where BEIS considers analysis is inadequate it may raise clarifications, but it may also make determinations based on the ability/inability to provide satisfactory evidence – as such, it is essential Applicant's provide robust evidence. Further guidance as to supporting documentation is provided below and in the relevant Annex.

The remainder of this Section 9 sets out information about key evidence that BEIS will consider as part of the Economic and Financial assessment. No one response or aspect of an application will be definitive as to the determination of the Economic and Financial assessment and all information will be considered in the round by BEIS. All of what follows should be read in the context of the preceding text.

## Applicant evidence guidance 1: Counterfactuals (general)

Applicants are required to set out the counterfactual (i.e., what would happen without government support) in respect of Section D of the Application Form (Part 1). This is essential to demonstrate minimum necessary grant, as BEIS' appraisal only considers the outcomes which would not happen in the absence of grant. The counterfactual provides a baseline for this assessment and is tested during the appraisal and due diligence stage.

A range of counterfactuals is possible (we expect only one to be used per Applicant). As a guide, counterfactuals generally fall into two categories of what would occur without grant funding:

- those based on 'insufficient returns'; and
- those based on 'alternative plans'.

BEIS will consider other types of counterfactuals as long as they are clearly justifiable. All information and evidence provided should be accompanied by a narrative explaining the key strategic consideration of the applicant and the main assumptions underlying any analysis.

Guidance on the information and evidence initially required to demonstrate each type of counterfactual is provided below.

Applicants need to provide a description of the key investment decision or problem being faced by the Applicant, and where in the group the decision is being made (i.e., national, regional, or global). This should include the strategic context in which the decision is being made. If applicable, it should also include the detail of the 'next level' decision, which would include the options for implementing the key investment decision.

## Applicant evidence guidance 1a: Evidencing 'alternative plans' counterfactuals

Applicants should provide cost details that relate to the proposed project as well as the counterfactual option – which could be an alternative project in a different location, a smaller project at the location, a less efficient project developed by extension or adaptation of an existing operations site, or not taking the project forward at all.

All costs which will be incurred in selecting the proposed project, as well as the approach the Applicant would take under the counterfactual approach, should be provided. This will enable a genuine comparator.

Applicants must provide evidence to support any arguments for alternative locations or investment approaches, including details of the investment criteria that senior decision makers/executives will apply when making the investment decision concerning the project. This could be in several different forms, including, but not restricted to:

- Who the ultimate decision-makers are regarding the project's nature;
- The scale and location of the project;
- What information is presented to relevant decision-makers, and how a decision will be reached;
- The metrics that the final decision-makers will use to compare any proposed options;
- Parent/Group policy or guidance documents relating to how investment decisions are made;
- Any existing parent/group investment appraisal documents;
- Extracts from Board papers/minutes where the different location options have been discussed (if this is relevant to the counterfactual);
- Feasibility studies on the different options (internal or external) to the extent relevant to the project or the counterfactual;
- Communications from Senior Executives to the extent relevant to the project or the counterfactual;
- Precedents set previously with similar type/scale investment decisions; and
- Evidence that ultimate decision makers are giving serious consideration to the counterfactual option (i.e., counterfactual's – if alternative projects should be viable).

If a 'cost gap' exists between the proposed project and the counterfactual approach, the following evidence is required (although this can change depending on the exact nature of the case presented);

- a. A comprehensive breakdown of the relevant costs, broken down into key categories (e.g., labour, CapEx, energy etc);
- b. Inclusion of additional costs associated with the counterfactual option, for example costs relating to; closing or scaling down currently existing operations, recruitment & training, transportation & logistical (if parts/product are located further away from assembly/market), licensing, legal, brand reputation;
- c. Explanation of any strategic benefits/costs of the respective options where appropriate; and
- d. Information as to why any identified cost gap cannot be met by other means (including internal company funds).

The costs of any counterfactual options should be net of any grants that have been or are in the process of being awarded, and the costs of the project should be provided: (1) with public funding and (2) without it.

The viability of alternative location counterfactuals can be demonstrated by the following evidence:

- a. Certified minutes from board-level meetings that discuss the alternative location.
- b. Feasibility studies carried out by the company (or a third party).
- c. Evidence of similar projects previously happening in such locations.
- d. Communications from the decision-maker requesting cost reductions at proposed development or directly addressing the capability of the counterfactual option.
- e. Location studies and relevant analysis feeding into board papers etc.

Historical evidence that the metrics used for the decision-making process have been used previously by the Applicant and are in line with wider company policy can help provide weight to any counterfactual and cost-gap calculation. This can come in the form of extracts from company policy or previous location decisions that demonstrate the metrics and calculations reflect the Applicant's standard practice.

All costs (whether in respect of the project or any counterfactual) should indicate any risk factors applied, assumptions and key estimates made, and should relate back to the information to be supplied to the ultimate decision maker and the parent/group policies relating to how investment decisions are made.

### **Applicant evidence guidance 1b: Evidencing 'insufficient return' counterfactuals**

An 'insufficient returns' counterfactual exists where the project does not meet the Applicant's required internal rate of return or payback period (hereon 'return') without public funding, and will be delayed, cancelled, or proceed in a severely diminished form as a result. Public funding is required for the project to meet the minimum return target needed for approval.

Applicants should provide all cost details that relate to the project and the counterfactual options (i.e., in the absence of grant) which relate to the alternative diminished or a 'do nothing'

option. For 'do nothing' Applicants have to demonstrate that this is a credible and probable business alternative.

In addition to following the guidance in the sections above, which applies for both forms of counterfactuals and those based on insufficient returns, the case for assistance should address the following issues:

- a. How does public funding add value? What will happen without it? Will the project be delayed, cancelled, or diminished?
- b. What is the target return and how has this been arrived at? What are the constraints on company funds that make this target necessary and what are the consequences of failing to meet the target? Is this standard company policy and can this be demonstrated? Is this reasonable in the context of the market?
- c. Give a detailed breakdown of the cost of conducting the project at the UK facility and the projected return from this investment relative to the investment target (with and without public funding). How does this demonstrate that the funding requested is the minimum required to meet this threshold? Explain relevant strategic considerations;
- d. How is it that the counterfactual is a credible business option and under serious consideration by the ultimate decision makers; and
- e. Why can the necessary financing not be sourced through other means?

The Applicant needs to give details of the investment criteria that senior decision makers/executives will apply when making the investment decision. This could be in several different forms, including, but not restricted to:

- Who the ultimate decision-makers are regarding the project's nature;
- The scale and location of the project;
- What information is presented to relevant decision-makers, and how a decision will be reached;
- The metrics that the final decision-makers will use to compare any proposed project (taking this in to account for any counterfactual);
- Parent/Group policy or guidance documents relating to how investment decisions are made (taking this into account for the project and the counterfactual);
- Any existing Parent/Group investment appraisal documents;
- Extracts from Board papers/minutes where the different location options have been discussed (if this is relevant to the counterfactual);
- Feasibility studies on the different options (internal or external) to the extent relevant to the project or the counterfactual;
- Communications from Senior Executives to the extent relevant to the project or the counterfactual;
- Precedents set previously with similar type/scale investment decisions; and
- Evidence that ultimate decision makers are giving serious consideration to the counterfactual option.



It is key to demonstrate that the target return is accurate, consistent with company policy, and reflects the view of the ultimate decision-maker. This can be provided in the form of evidence requested above (see general counterfactual guidance).

Applicants should describe the assumptions used to estimate the projected cost and return of the project and show they are consistent with standard company policy. This can be evidenced through communications from the decision-maker or global finance department.

## Applicant evidence guidance 3: Value for money evidence

The Economic and Financial Assessment (including the responses to Section D in the Application Form (Part 1)) require estimates of economic benefits arising from multiple sources. Although these vary from case to case, the main sources of economic benefits are likely to be high-value jobs, training and upskilling of the UK workforce, and wider economic benefits.

This section lists the main categories of evidence/information required with regard to economic benefit that BEIS would expect to be provided (and would be taken in to account) within the Economic and Financial Assessment.

A project is unlikely to generate all benefits listed below. Applicants are invited to select only the benefits that are relevant to the project in question. Any benefits will need to be verified by accompanying evidence.

### Applicant evidence guidance 3A: Employment benefits - information required

Information relating to the employment created or safeguarded by the project should be included in 'Application form 2 – Funding and Economic Impacts'. It should also be referred to in responses to Section D of the Application Form (Part 1).

The jobs created or safeguarded should be broken down by category in the form. For each category, BEIS require the proposed number of workers performing that role in each year, the average salary provided to the workers, the skill level (NVQ) of the workers, and their location.

The **salaries provided** should be the total of the workers' base wage, employer-paid National Insurance contributions, and employers' pension contributions. Expected additional payments for overtime and performance-related bonuses can be included as applicable. If the exact salaries are currently unknown, Applicants should explain how the salaries provided have been estimated.

**Jobs listed as 'created'** must be created as a direct result of the Applicant receiving public funding for the proposed project. These must be new workers that are hired specifically for the project in question who would not be hired without funding.

**Jobs listed as 'safeguarded'** must be existing jobs at the company which in the absence of public funding would be lost within 12 months of the proposed Grant Funding Agreement.

## Applicant evidence guidance 3B: Employment benefits - evidence required

The salaries and NVQ levels provided in 'Application form 2 – Funding and Economic Impacts' of existing employees will be verified using data from HR systems. Where expected salaries of newly created roles have been included, the assumptions used to estimate these salaries must be provided, demonstrating the estimates are in line with expected hiring activity.

The salaries and NVQ data are verified at the due diligence stage of the application and monitored across the life of the project.

## Applicant evidence guidance 3C: Training and skills - information required

Information relating to the upskilling of the UK workforce as a result of the project should be included in 'Application form 2 – Funding and Economic Impacts'. Guidance on how to complete this section is contained within the Application Form. Applicant are required to provide a supporting appendix, detailing the nature and contents of any training modules delivered over the course of the project.

This section should include the number of workers achieving a new higher NVQ level as a result of the project and the average salary increase the workers should expect to see as a result of receiving this additional training (if applicable).

A description of the nature and contents of any training modules provided over the course of the project should be provided in an accompanying appendix document.

This document should address the following:

- a. How will this training benefit the workers involved?
- b. How is this training; additional, upskilling workers beyond the minimum standards of the company and the minimum safety standards required by law?
- c. Is this training required by current or future regulations within the UK?

## Applicant evidence guidance 3D: Training and skills - evidence required

Extracts from HR systems (which will be checked in due diligence) can demonstrate salary and skill levels of staff undergoing training. Corporate training plans and any skills gap analysis that may have been conducted can also form supporting evidence.

## Applicant evidence guidance 3E: Research & Development spillovers

This will apply if the proposed project contains elements of research and development. Knowledge and Innovation Spillovers are positive externalities stemming from R&D activity. New knowledge generated by R&D may 'spill out' and benefit other areas within the firm, extend beyond the company that invested in the research, or even beyond the sector the firm operates in.

Below are some examples of how R&D projects can provide spillover benefits to the wider economy:

- a. Improvements to consumer products where the new price does not fully reflect the value of the technical improvement presented to users;
- b. 'Networking effects' arising from the circulation of employees with a working knowledge of the technology between firms;
- c. Collaboration with academic institutions or Catapult centres, and the publication of the underlying scientific theory in academic publications; and
- d. Diffusion of knowledge through the supply chain.

### **Applicant evidence guidance 3F: Research & Development spillovers - information required**

This will apply if the proposed project contains elements of research and development. The following questions offer some guidance on the key issues an application must address to accommodate the Economic and Financial assessment. These should be completed for each R&D workstream.

- a. What is the problem to be overcome? What will the workstream achieve within the Applicant's operations?
- b. What capability will the Applicant have that it currently does not have?
- c. What will the workstream cost and how has this cost been arrived at?
- d. In addition to being new to the Applicant, will this capability be new to the sector and the UK?
- e. Will the workstream's outputs have applications beyond this project? If so, what are the wider applications?
- f. Does this workstream include any collaboration with other businesses in the UK (including supply chain partners), Catapult centres, or academic institutions? What would this collaboration involve and how does it add value?
- g. How will this workstream benefit the Applicant's supply chain partners?
- h. Who retains ownership of the IP generated? Will the R&D findings be disseminated outside of the Applicant?

### **Applicant evidence guidance 3G: Research & Development spillovers - evidence required**

This will apply if the proposed project contains elements of research and development. Projected levels of R&D expenditure can be verified by the finance department's budgeted expenditure for the project, or the amount of expenditure allocated to the project by the Applicant's global/regional decision-making body. Business cycle plans from corporate/board level may also include relevant information. Applicants should develop and share an exploitation and dissemination plan showing what they intend to do with the newly acquired knowledge arising from the R&D investment. Evidence must reflect the position of the ultimate group decision-maker, not just the UK subsidiary's "view".

Where partnerships have been entered into with academic institutions, Catapult centres, or supply chain partners that will benefit from involvement in the R&D project, letters of commitment can provide useful evidence.

Evidence for the projected levels of R&D expenditure will be tested in detail at the due diligence stage of the application.

### Applicant evidence guidance 3H: Wider economic impacts - information required

'Application form 2 – Funding and Economic Impacts' provides the opportunity to Applicants to outline any wider (non-employment or R&D) costs or benefits associated with the project that arise as a result of the project receiving public funding.

Where a wider benefit has been included in the application, Applicants should specify what the benefit is and how public funding specifically leads to the benefit being realised. Where an attempt has been made to quantify or monetise the expected benefit (e.g., tonnes of CO<sub>2</sub> savings), supporting analysis and evidence should be provided. Provide detail of this in an appendix to the application.

### Applicant evidence guidance 3I: Wider economic impacts - evidence required

Where wider benefits have been estimated (environmental or otherwise), the evidence used to guide their calculation must be provided.

For example, where environmental benefits are attributed to a product containing a new carbon saving technology, Applicants must demonstrate how the level of carbon saving resulting from the innovation has been estimated. This could be achieved by providing the relevant engineering and environmental studies that the estimation of carbon saving relies upon and business plans stating the planned number of units to be manufactured and sold.

### Applicant evidence guidance 3J: Risk - information required

The information below allows assessors to better understand the risks facing the project, divided into 'company risk' and 'technical risk'. The application and resulting Economic and Financial assessment must both show they have accounted for the key risks affecting the project.

**'Company risk'** is the risk that the Applicant defaults over the course of the project and the economic benefits generated being lower than projected as a result. An Applicant's credit rating can be used in respect of this issue.

**'Technical risk'** is the risk that the project underperforms, and the economic benefits generated are lower than projected as a result. For example, if the product developed is less effective than expected, decreased demand for the product may lead to a downward revision of the number of manufacturing roles required.

The Applicant should demonstrate that the key technical and execution risks facing the project have been identified, and that an appropriate strategy is in place to manage these. The project's risk register, with RAG ratings and individual risk mitigation strategies should be provided alongside the application.

## Applicant evidence guidance 3K: Risk - evidence required

**'Company risk'** can be addressed through the provision of the Applicant's public credit rating or other appropriate means.

**'Technical risk'** can be addressed through the project's risk register and relevant mitigation strategies. Where a new technology is to be developed, relevant engineering studies addressing the feasibility of the technology may provide further support. Where the Applicant has a successful track record of similar projects, demonstrating this would be beneficial.

## 10. Commercial and Strategic Assessment (Sections F & G)

The second part of the Full Assessment of applications is the Commercial and Strategic assessment. While the Economic and Financial assessment considers an appropriate amount of grant funding in the context of those matters described in Section 9. The outcome of this assessment must then be set against and considered in the context of an Applicant's score for the Commercial and Strategic assessment.

An Applicant's score for the Commercial and Strategic assessment will be based upon the scoring of responses to Sections F and G of the Application Form (Part 1).

Each response to each question in Sections F and G will be assessed separately. Scoring of individual questions will be based on:

- quality and comprehensiveness of response;
- evidence provided;
- how delivery will be assured (for example, through evidence of demand and details of the Applicant's internal measurement and monitoring processes); and
- evidence of the likelihood of success in delivering the intended outcome of the question in the short-term (1 to 5 years) and the longer-term (5 to 10 years).

The score descriptors for each question and response are the same as follows:

Comprehensive responses to all itemised parts of the question, with evidence supporting feasibility, delivery assurance and a high level of confidence of sustainable success in achieving the objectives of the question in the short-term (1 to 5 years) and longer-term (5 to 10 years)	<b>4</b>
Comprehensive responses to all itemised parts of the question, with evidence supporting feasibility, delivery assurance and a high level of confidence of success in achieving the objectives of the question in the short-term (1 to 5 years)	<b>3</b>
Responses to all itemised parts of the question, with evidence supporting feasibility and delivery assurance	<b>2</b>
Incomplete responses to one or more itemised parts of the question	<b>1</b>
No or irrelevant information provided	<b>0</b>

Where more than one assessor reviews an application in respect of any assessment criterion, moderation may take place between assessments to ensure the evaluation is robust and conducted in accordance with these documents. When there is variance in scoring between the assessors the moderator will facilitate agreement of the experts on the score by applying the criteria/score descriptors set out above and will record the rationale/evidence for the final score awarded.

The scores for Commercial and Strategic questions will then be used to generate an overall score for each of Sections F and G. All questions in both sections are weighted equally and all questions are scored out of a maximum of 4. Under the assessment for Section F, Applicants scores will be aggregated to give a score of between 0 and 16, and for Section G aggregated to give a score between 0 and 24.

Applicants must receive a minimum score of 8 for Section F and a minimum score of 12 for Section G (50% of total available score for each section) to not be rejected/disqualified from the process.

Scores over and above these minimum criteria will be provided to ministers and IDAB and may (if it is considered appropriate in BEIS' absolute discretion) inform future determinations as to any exercise of discretion as to an amount of grant funding to offer.

## 11. Notification

Applicants will be informed by email whether their application has been successful or unsuccessful.

BEIS may wish to publicise the results of the competition which would include engagement with media. At the end of the application and assessment process, BEIS may issue a press release or publish a notice on its website. These may, for example, outline the result of the competition and describe the project to be funded.

Applicants are not to publish any outcome of this competition without BEIS' express permission. Where an Applicant does so it may jeopardise their continued role in the process and BEIS' reserves the right to disqualify or reject any Applicant that breaches this requirement.

## 12. Right of appeal and feedback

Applicants who submit non-compliant applications (including those that do not meet the one or more of the mandatory exclusion criteria and discretionary exclusion criteria at Section C of Application Form (Part 1) or the essential project criteria outlined in Section A of Application Form (Part 1) will be notified by email.

Applicants that are taken forward to be assessed and are ultimately unsuccessful will be provided with summary feedback based on the assessment of their proposals, which will be in a constructive form. Comments in the feedback will not, however, constitute a fixed or comprehensive check list of points which must be answered or argued in a resubmitted application. BEIS' decision regarding any application is final and no appeal process is in place (although reapplications are possible – see above).

## 13. Letter in principle

Successful Applicants will receive a Letter in Principle that confirms BEIS' intention to support the project with public funding subject to the satisfactory completion due diligence to BEIS' reasonable satisfaction (including confirmation of compliance with subsidy control and agreement by the Applicant to the terms of the final Grant Funding Agreement proposed by BEIS). The Letter in Principle will set out an indicative timetable for completing this process and the successful Applicant will need to meet these deadlines, otherwise the offer of support will be withdrawn. The Letter in Principle may also include a list of the conditions (if any) that the successful Applicant is required to accept.

Completion of due diligence and/or the letter in principle will not (of itself) release funding or entitle the successful applicant to funding and any funding will remain subject to due diligence and agreement to BEIS' proposed form of Grant Funding Agreement. Until the Grant Funding Agreement is signed with a successful applicant BEIS absolutely reserves the right to cancel this competition and not to make any funding available.

Once an Applicant has received a letter in principle they must confirm within five working days (or such other time as BEIS reasonably requires) whether they will proceed with the project. Failure to do so can result in the offer being retracted by BEIS.

## 14. Due diligence

Due diligence regarding the successful Applicant will be undertaken following the letter in principle. Due diligence may require review of a number of matters to BEIS' satisfaction, which will be project dependent. Due diligence is likely to include (without limitation) verification of a number of aspects of the project – as well as further technical, commercial, financial, and legal due diligence on matters relevant to BEIS before it elects to issue grant funding. A critical part of due diligence will be ensuring the Applicant's project remains (and on closer inspection is) viable.

The appointed Case Officer will coordinate the due diligence and act as initial point of contact throughout the process. During the due diligence period, the Case Officer may request further details and it is essential that these requests are responded to as quickly as feasibly possible. BEIS reserves the right to exclude the successful Applicant if there are significant delays in providing requested information beyond the timeframes outlined in the letter in principle.

BEIS reserves the right to exclude the successful Applicant if due diligence identifies any challenges to the viability of the project (in the view of BEIS) and/or any discrepancies with information provided in the application that are deemed unacceptable, or if the successful Applicant fails to provide information as requested within agreed timeframes.

Completion of due diligence and/or the Letter in Principle will not (of itself) release funding or entitle the successful Applicant to funding and any funding will remain subject to due diligence and agreement to BEIS' proposed form of Grant Funding Agreement. Until the Grant Funding Agreement is signed with a successful Applicant BEIS absolutely reserves the right to cancel this programme and not to make any funding available.



At the beginning of the due diligence phase, BEIS may set out a number of conditions precedent to making the draft Grant Funding Agreement available to the successful Applicant – this may include provision by the applicant’s ultimate parent company of a parent company guarantee in a form acceptable to BEIS.

Any grant awarded under the scheme will contain provisions which give the Secretary of State for Business Energy and Industrial Strategy the right to vary, withhold payments or to recover money already paid to beneficiaries of the scheme where they do not deliver on the obligations of their award.

## 15. Subsidy control and other requirements

An important part of the review of any application will be a review of compliance with subsidy control – this may be taken into account at all stages through the process (in particular at Stages 2 and 3 but may also be an important part of due diligence).

As part of this process Applicants will have to demonstrate they comply and provide evidence to BEIS’ reasonable satisfaction. At all times it is the Applicant’s responsibility to notify BEIS of any information that might affect the subsidy control compliance position. It is important to stress that:

- BEIS (as the granting authority) reserves the right to make relevant judgements as to subsidy control compliance of any particular application and even where Applicants have provided information as part of a subsidy control opinion, BEIS will not substitute its view for that of the Applicant.
- BEIS reserves the right to impose conditions (whether precedent or subsequent) on any Grant Funding Agreement to ensure subsidy control compliance.
- Where BEIS has concerns that what is proposed is unlikely to comply with the subsidy control regime in place, information may be requested about Applicants’ considerations as to how proposed approaches are compliant or likely to be so.
- Where BEIS considers an application will not be subsidy control compliant it reserves the right to disqualify or reject an application or to not make grant.
- Considerations on subsidy control will take in to account any and all uses of public funds.
- The Grant Funding Agreement will include (as an event of default enabling clawback):
  - the European Commission or the Court of Justice of the European Union requiring any grant paid to be recovered by reason of a breach of State Aid Law through its application under Article 10 of the Northern Ireland Protocol; and
  - a court, tribunal or independent body or authority of competent jurisdiction requiring any grant paid to be recovered by reason of breach of the UK’s obligations under the Trade and Co-operation Agreement or the terms of any UK subsidy control legislation.

Therefore, even though BEIS will make a determination as to the amount that may be awarded subsidy control compliance represents a continuing risk to Applicants and they should be sure what they propose is and will continue to be subsidy control compliant as they will receive no warranty to this effect from BEIS.

## 16. Grant Funding Agreement

If the results of the due diligence process regarding the successful Applicant are satisfactory, a Grant Funding Agreement will be issued. The value of grant funding will be agreed through the signing of these documents. These should be signed and returned to BEIS quickly, and if possible, within five working days of receipt. The Applicant will need to ensure compliance with conditions contained in the Grant Offer Letter (which shall be provided to the successful Applicant along with the finalised Grant Funding Agreement) to receive grant funding.

The Grant Offer Letter and Grant Funding Agreement will be drafted in line with Cabinet Office's 'Model Grant Funding Agreement' guidelines. The terms of the grant offer letter and grant funding agreement are not negotiable. BEIS reserves the right to adapt the terms of the Grant Offer Letter and Grant Funding Agreement for its needs in respect of the relevant project and this may include (amongst other things) a requirement to satisfy a number of conditions precedent defined in the Grant Funding Agreement to release any part of the relevant funding (this may include (amongst other things) a requirement for the Applicant's accountant to confirm verifications as to expenditure at certain key milestones). BEIS may also include or mandate certain deliverables in line with the application process.

In the event an Applicant refuses to agree to the terms of the Grant Offer Letter or Grant Funding Agreement, or unduly delays the process, BEIS reserves the right to withdraw the grant offer letter and/or grant funding agreement and the Applicant's application under this process will be deemed to have been rejected/disqualified from the process.

## 17. Post-award monitoring

A Monitoring Officer will be appointed to the successful Applicant for the duration of the project to ensure value for money and deliverability. Guidance documents for grant recipients will be provided to successful Applicants. These will explain monitoring requirements, which will be in line with 'Managing Public Money' guidance, available on the GOV.UK<sup>13</sup>. Grant recipients will typically need to complete and provide various monitoring reports on a quarterly basis (or more regularly where the Grant Funding Agreement sets this out).

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<sup>13</sup> Guidance - [Managing public money](#) – available on GOV.UK

# Annex A: Accompanying documentation

## Application Form 2

This should include details on expenditure, jobs, R&D, training, and any wider benefits in the provided format.

Use the box behind each input table to explain any sources and assumptions used as well as uncertainties and dependencies affecting the Applicant's estimates. For employment forecasts, please describe how these jobs may relate to any additional investment made by the Applicant's suppliers in response to this project.

Provide evidence for the assumptions and sources used. The quality of estimates and supporting evidence will form part of the Full Assessment (see Section 9).

Examples of good practice would be (a) consulting suppliers to obtain evidence of additional jobs and investment they will undertake to meet the proposed project demands, and (b) consulting relevant sector / location studies that estimate employment impacts on the supply chain.

## Business cases / Business plan

This should not exceed 50 pages, and should clearly demonstrate the following:

- The strategic rationale for the project: An explanation of the rationale behind the Applicant's strategic decision to develop an offshore wind portside hub.
- The case for investment in the project: evidence or investment decision which should include discounted cash flow, Internal Rate of Return (IRR), Net Present Value (NPV) and Payback calculations. Any calculations provided should be exact replicas of those that are used internally to make the decision to proceed with the project. In addition, the calculations provided should follow the Applicant's standard investment appraisal criteria utilised by the company in their capital investment decision making (e.g., if the company has set a precedent of using Discounted Cash Flow calculations over 15 years for their capital investment decision making, they should use the same for this application);
- The funding model – which should match this information on the funding model provided in section D4 of the Application Form (Part 1).
- The requirement for government funding – the business case must demonstrate both that the project cannot proceed without the assistance of government support; and that the amount of grant requested is the minimum necessary to enable the project to proceed.

## Financial information

Financial information must include:

- The most recent two sets of statutory accounts (covering three financial years of results) of both the Applicant company and the consolidated accounts for the whole group where the Applicant company is part of a group.

- Draft accounts where the year-end has passed, and the statutory accounts are not yet available. These accounts should be provided both for the Applicant company and group, where the Applicant company is part of a group.
- Management accounts (including balance sheets) for the Applicant company covering the period since the latest period end in statutory accounts and draft accounts. These should also be provided for the group, where the Applicant company is part of a group.
- Financial forecasts including this project, i.e., profit and loss, cash flow and balance sheets for the Applicant company to cover the remainder of the current financial year and a further four years. These should also be provided for the group, where the Applicant company is part of a group.

## Delivery plans for the construction phase of the proposed project

Delivery plan for the construction phase of the proposed project, including and up to first production (or test production) should include key milestones and dependent activities and should be submitted in the form of a project plan. This should be evidenced as a Gantt chart and any critical path, Monte Carlo or other supporting analysis, an overview sheet of project milestones and a dependency log.

Evidence of any external assurance or audit activities that have been undertaken to ensure that the risk of optimism bias has been mitigated against.

## All planning and consent documentation required for the delivery of the site and project

This should include but not necessarily be limited to evidence of planning consents, status of any planning/consents not yet secured, position of statutory agencies on proposals (issues, current position etc), Accompanying Documentation, Design Document (RIBA or equivalent), Process Flow Diagrams, Implementation / Construction Methodology, any other permits, and approvals.

## Project Risk Register

This must include details on all project risks, including detailed information relating to technical construction and planning risks. This must include detailed information relating to pre- and post-mitigation analysis and plans to manage risks that have been identified.

## Evidence of commercial agreement or commitment/interest that the Applicant has received from future customers

This could include, for example, letters of intent, framework agreements that demonstrate an intention from offshore wind developers that there is commercial interest in securing supply (subject to agreement of commercial terms). Evidence of commercial agreements need not be legally binding at this stage however this would be welcomed.

## Any additional information

This could cover any further information in support of the application, as well as photographs and /or charts that are not possible to include in this Application Form. If there is any

information Applicants consider we should be aware of which is not covered elsewhere in the application, it can be included here.

## Confirmation of Application Form

Applicants must complete, sign, and return the 'Confirmation of Application' form which can be found alongside this form.

## Annex B: Important Information to note

The following points to note apply throughout this process and to all responses and information provided by BEIS.

### Accuracy

The information in the documents provided as part of this process has been prepared by BEIS in good faith but does not purport to be comprehensive or to have been independently verified. Applicants should not rely on the information and should carry out their own due diligence checks and verify the accuracy of the information.

To the greatest extent permissible by law, neither BEIS, its technical, financial, legal or other advisors, nor the directors, officers, partners, employees, other staff, agents or advisors of any such person:

- makes any representation or warranty (expressed or implied) as to the accuracy, adequacy, reasonableness or completeness of the information set out in these documents provided as part of this process or any part of them; or
- accepts any responsibility for the information provided in these documents provided as part of this process or in subsequent communication (written or verbal), or for the fairness, accuracy or completeness of such information,

nor shall any of them be liable for any loss, damage or expenses (including legal expenses) in contract, tort, or under statute, or otherwise (other than in respect of fraudulent misrepresentation) arising as a result of reliance on any information provided in these documents provided as part of this process or subsequent communication (written or verbal).

Nothing in these documents provided as part of this process is or shall be a promise or representation as to BEIS's future conduct. The subject matter of these documents provided as part of this process shall only have contractual effect when and to the extent it is contained in the express terms of an executed Grant Funding Agreement between BEIS and any successful Applicant. Nothing contained in the documents provided as part of this process or any other communication in relation to it shall be construed as creating a partnership or as a contract of employment between BEIS and the Applicant.

Applicants will be deemed for all purposes connected with their application, to have carried out all research, investigations and enquiries which can reasonably be carried out and to have satisfied themselves as to the nature, extent, volume and character of any matter which may affect its application.

### Conflicts

Any Applicant (and in the case of an Applicant that is a consortium, any member of the consortium) who, in connection with this process:

- offers any inducement, fee or reward to any member or officer of BEIS or any person acting as an advisor for BEIS in connection with the Contract;
- does anything which would constitute a breach of the Bribery Act 2010; or
- contacts any officer of BEIS prior to the Grant Funding Agreement being awarded about any aspect of the process in a manner not permitted by documents,

may be rejected/ disqualified at BEIS's absolute discretion (without prejudice to any other civil remedies available to BEIS and without prejudice to any criminal liability which such conduct by an Applicant may attract).

## Freedom of Information and Data Protection

BEIS is subject to the requirements of data protection law (as enshrined in the UK), the Freedom of Information Act 2000 ("FOIA"), the Environmental Information Regulations 2004 ("EIR"), the subordinate legislation made under the FOIA/EIR and any guidance and/or codes of practice issued (from time to time) in relation to such legislation. Applicants should be aware of BEIS's obligations and responsibilities under data protection law, FOIA and/or EIR to disclose, on written request, recorded information held by them. Information provided by Applicants in connection with this process, or with any Grant Funding Agreement that may be awarded as a result of this process, may therefore have to be disclosed by BEIS in response to such a request, unless BEIS decides that one of the statutory exemptions against disclosure applies.

In certain circumstances, BEIS may consider it appropriate to ask Applicants for their views as to the release of any information before a decision on how to respond to a request is made. In dealing with requests for information under the FOIA or EIR, BEIS must comply with a strict timetable and BEIS would, therefore, expect a timely response to any consultation within two (2) working days.

Applicants may provide information to BEIS in connection with this process, which is commercially sensitive and confidential in nature and which Applicants may wish to be held in confidence. Applicants must clearly indicate where this is the case in their applications by highlighting specific text, figures and diagrams, etc, which parts of their application are to be considered commercially sensitive and confidential and why they are considered to be so, along with the time period for which they will remain confidential in nature. The use of blanket protective markings such as 'commercial in confidence' will not be acceptable. In addition, marking any material as commercially sensitive and confidential or equivalent should not be taken to mean that BEIS accepts any duty of confidentiality by virtue of such marking. It should be noted that even where Applicants have indicated that information is confidential BEIS may be required to disclose it under the FOIA and/or the EIR if a request is received.

The decision as to which information will be disclosed is reserved to BEIS notwithstanding any consultation with Applicants.

## Application costs

Each Applicant will bear its own costs of application.

BEIS reserves its position as to whether or not it will enter into any Grant Funding Agreements whatsoever and the submission of any application or applications is entirely at the Applicant's risk.

BEIS shall bear no liability whatsoever for the outcome of the process and shall not be liable for the Applicant's costs associated with the preparation of any application or applications, including but not limited to preparation costs, cost of advisers, the costs of continuing with the process, due diligence, clarification, nor shall BEIS be liable for any losses incurred or suffered by the Applicant, including any loss of profit, loss of opportunity/chance or other economic loss incurred or suffered by the Applicant as a result of or arising in relation to this process whatsoever.

## Annex C: Worked examples of fortnightly windows

Worked examples are set out below to better demonstrate how the fortnightly windows mechanism will function in practice.

For the benefit of Applicants we have assumed a pot size of £50m for the below examples. This for hypothetical purposes only and is not an indication of the actual pot size for the scheme.

### Example A – Funds exhausted by awards in a prior fortnightly window

Successful applications made in the first fortnightly window (namely - 22 February – 7 March 2021) will have priority (in terms of award) over those received in the second fortnightly window (namely, 8 March – 21 March 2021) when it comes to award of the relevant portion of the Programme Funds. So, if BEIS received the following applications that are otherwise successful in accordance with the criteria set out in this Guidance Document for the amounts described below (but for the finite quantum of the Programme Funds (assuming £50m is the cap on Programme Funds in the below examples):

- Application A on 22 February 2021 (for £10 m of the total Programme Funds available);
- Application B on 26 February 2021 (for £15 m of the total Programme Funds available);
- Application C on 3 March 2021 (for £15 m of the total Programme Funds available)
- Application D on 5 March 2021 (for £10 m of the total Programme Funds available)
- Application E on 9 March (for £10 m of the total Programme Funds available),

then,

- (i) Applications A-D are in a prior fortnightly window to Application E.
- (ii) All applications would be considered and assessed against the criteria set out in this Guidance Document (see above) from and including the date of their receipt.
- (iii) Applications A-D are all successful and are all to be offered funding. These offers would all be made at the same time and ahead of Application E.
- (iv) Application E will not receive an offer of grant funding because the Programme Funds will be exhausted.

### Example B – Funds depleted BUT not fully exhausted by awards in a prior fortnightly window

Successful applications made in the first fortnight (namely - 22 February – 7 March 2021) will have priority (in terms of award) over those received in the second fortnightly window (namely, 8 March – 21 March 2021) when it comes to receipt of the relevant award of the Programme Funds. So, if BEIS received the following applications that would be successful but for the finite quantum (assuming £50m is the cap on Programme Funds in the below examples) of the Programme Funds:

- Application A on 22 February 2021 (for £15 m of the total Programme Funds available);



- Application B on 26 February 2021 (for £10 m of the total Programme Funds available);
- Application C on 3 March 2021 (for £10 of the total Programme Funds available); and
- Application D on 5 March 2021 (for £8 m of the total Programme Funds available)
- Application E on 9 March (for £10 m of the total Programme Funds available),

then,

- (i) Applications A-D are in a prior fortnightly window to Application E.
- (ii) All applications would be considered and assessed against the criteria set out in this Guidance Document from and including the date of their receipt.
- (iii) Applications A-D are all successful and are all to be offered the funding indicated. These offers would all be made ahead of Application E.
- (iv) Application E will receive an offer of grant funding because it too is successful however it will not be able to receive the full amount it might otherwise have realised as only £7 m of the Programme Funds remain. The remaining quantum of the Programme Funds following prior fortnightly windows will cap the potential amount of any award that Application E may receive.

### Example C – Funds depleted BUT not fully exhausted by awards in a prior fortnightly window (With multiple Applicants)

Successful applications made in the first fortnight (namely - 22 February – 7 March 2021) will have priority (in terms of award) over those received in the second fortnightly window (namely, 8 March – 21 March 2021) when it comes to receipt of the relevant portion of the Programme Funds. So, if BEIS received the following 4 applications that would be successful but for the finite quantum (assuming £50m is the cap on Programme Funds in the below examples) of the Programme Funds:

- Application A on 22 February 2021 (for £15 m of the total Programme Funds available);
- Application B on 26 February 2021 (for £15 m of the total Programme Funds available);
- Application C on 5 March (for £10m of the total Programme Funds available);
- Application D on 9 March (for £10 m of the total Programme Funds available); and
- Application E on 16 March (for £10 m of the total Programme Funds available)

then,

- (i) Applications A-C are in a prior fortnightly window to Applications D and E.
- (ii) All applications would be considered and assessed against the criteria set out in this Guidance Document from and including the date of their receipt.
- (iii) Applications A-C are all successful and are all to be offered the funding applied for ahead of Applications D and E.
- (iv) Applications D and E may receive an offer of grant funding because they too are successful however they will not be able to receive the full amount sought as only £10 m of the Programme Funds remain (not enough to fully fund both their applications).

In this scenario BEIS may choose to reduce the amount of grant funding offered to Applications D and E to ensure that offers are no greater the sum of the amount of Programme Funds available. BEIS may also decide to offer to just one of the Applications, D or E, ensuring that the offer is no greater than the sum of the amount of Programme Funds available. The manner in which BEIS will do this will be at BEIS' discretion taking in to account relative value and deliverability of projects as well strategic value for the UK.

For the avoidance of any doubt, the application of priority as per fortnightly windows only applies at the moment at which ministers make an award decision (see Stage 6 of Section 4). Nothing in this section is a guarantee that any application will be successful against the relevant required criteria set out in Section 4 (above) or that an application will be offered the amount originally sought.

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