



**BREAKTHROUGH
VICTORIA**

**CATALYST
FOR GROWTH**

INVESTMENT GUIDELINES

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BACKGROUND

Breakthrough Victoria is starting the journey to find the next medical breakthrough that will improve and save lives, the next digital technology that will transform the way we live, new ways to feed the world sustainably and affordably, and to help lead the way on climate change and reducing waste.

Breakthrough Victoria, through its Catalyst for Growth investment stream, will make significant and long-term investments in established and well-performing companies with the objective of ensuring the majority of their operations remain in Victoria, generating significant jobs and local economic benefit.

OBJECTIVES

The Catalyst for Growth investment stream will ensure that the capability and experience generated from an expanding (in revenue and market) entity will remain in Victoria to uplift other aspiring businesses and innovators, including a skilled workforce, commercialisation experience, and mentors.

This stream will also aim to leverage other co-investors including domestic and international superannuation funds, providing Breakthrough Victoria with an opportunity to significantly leverage a proportion of the capital commitment.

ELIGIBILITY

Businesses and entities that can apply to the Catalyst for Growth investment stream are:

- Companies of any size, at the pre-revenue or revenue stage.
- Joint ventures, consortia, special purpose vehicles, comprising either industry or research organisations, or a combination.
- Situated in Victoria or willing to relocate to Victoria.

Projects must have novel and protected intellectual property (IP) with further commercial potential in sectors such as:

- Health and life sciences
- Agri-food
- Clean economy
- Advanced manufacturing
- Digital technologies

Novel proposals from other emerging industry areas are also welcomed by Breakthrough Victoria.

THE CATALYST FOR GROWTH STREAM

As well as having novel and protected IP with high commercial potential that could lead to substantial economic and employment outcomes in Victoria, proponents must submit a business case with:

- A budget.
- A validated target market, or area of need.
- A demonstrated path to market for the investment.
- Solid projections for market traction, revenue and returns.
- A plan to scale operations.
- Evidence of a contribution to broader environmental, sustainability or social well-being goals.
- Economic benefits to Victoria including job creation, investment attraction, reduced public spend, or delivery of a social good.
- A future pipeline for technology or capability development.
- An IP portfolio management plan.
- Demonstrated regulatory compliance.
- An impact assessment.
- Acknowledgement of any partners pertinent to the project and evidence of financial and in-kind commitment.
- The leveraging of existing investments or catalysing of other funds for investment.

Projects may also be favourably assessed if they:

- Enable or contribute to the development of sovereign manufacturing capability of critical products.
- Deliver broader economic benefit such as workforce or skills uplift or opportunities.
- Present a feasibility study including impact assessment.
- Have a cost benefit analysis.

INVESTMENT

Investments for this stream will typically attract \$30 million per investment. Proponents will need to have 1:1 co-contribution for the investment they are seeking from the Catalyst for Growth stream. Breakthrough Victoria may also work with private and institutional investors for co-investment.

Breakthrough Victoria has a great deal of flexibility with the types of investment that might best suit a project. In the Catalyst for Growth investment stream, direct investment could be by way of equity, commercial support, convertible loan or debt, or have institutional co-investors alongside Breakthrough Victoria.

INVESTMENT PROPOSAL SUBMISSION PROCESS AND ASSESSMENT

An investment proposal must be submitted to Breakthrough Victoria at www.breakthroughvictoria.com along with a detailed business case.

Breakthrough Victoria will contact proponents if further information is required or to progress discussions.

TERMS AND CONDITIONS

- There is no guarantee that an investment proposal will be supported for funding, or that the amount of funding requested will be offered.
- All investment proposals will be assessed against their ability to meet the objectives of the Catalyst for Growth investment stream.
- The decision of Breakthrough Victoria is final. There is no right of appeal.
- No binding agreement, process contract or other understanding will exist between Breakthrough Victoria and any proponent unless and until Breakthrough Victoria signs a formal written contract.
- Breakthrough Victoria may require a proponent to enter into a non-disclosure agreement (NDA) or other written contract on such terms as Breakthrough Victoria deems appropriate, following assessment of the investment proposal.
- The proponent agrees that all costs and liabilities incurred by the proponent arising from, or in connection with, any investment proposal will be borne by the applicant.
- The proponent should not include any information which they would like to be treated as confidential, commercial in confidence or protected in any way.

Breakthrough Victoria has the right to:

- Enter or not enter any written contract with a proponent in relation to any investment proposal.
- Progress the whole or any part of any investment proposal.
- Reject or refuse to consider the whole or part of any investment proposal.
- Proceed or not proceed with any investment proposal.
- Require additional information from any proponent in connection with any investment proposal.
- Permit any proponent to modify the subject matter of any investment proposal.
- Not attribute any reasons for any actions or decisions taken.
- Terminate the investment proposal submission process at any time, with or without notice to any proponent.

If the proponent is successful, the subsequent legally binding agreement with the proponent will include details of the project, and proposed outcomes, milestones and conditions.

REPORTING

All successful proponents must comply with performance monitoring requirements, submit written reports, attend all meetings with Breakthrough Victoria and participate in any formal evaluations of the Catalyst for Growth investment stream.

A successful business or entity will be legally obliged to regularly report back to Breakthrough Victoria and as key milestones are met.

CONTACTS & FURTHER INFORMATION

Breakthrough Victoria can be contacted via email at contact@breakthroughvictoria.com.

Engagement with Breakthrough Victoria or any Victorian Government representative does not constitute endorsement of any expression of interest for funding.

All proponents will be notified of the outcome of their investment proposal.