



Fast Track to Investment Program

PROGRAM GUIDELINES 2022/23



**TRADE +
INVESTMENT**
QUEENSLAND

Contents

About the Fast Track to Investment Program	2
Program objectives	2
Eligibility criteria:	3
Assessment criteria	3
1. Organisational capability	3
2. Investment readiness	3
3. Company and business owner commitment	4
4. Investment target	4
5. Benefit potential	4
How to apply	4
Conditions of program entry	5
Privacy.....	6
Further information	6

About the Fast Track to Investment Program

Trade and Investment Queensland's (TIQ) Fast Track to Investment program (FTI) is designed to provide investment readiness to Australian small and medium-sized businesses with tailored 1:1 mentoring and support on their journey to attracting investment.

TIQ recognises there are barriers which are difficult to overcome when seeking to obtain investment. Recent years have seen bushfires, drought, floods and a global pandemic all batter the Queensland economy. Despite this, Queensland enters the next decade on a relatively strong footing, with the Brisbane 2032 Olympic and Paralympic Games building capacity and regional sophistication across Queensland, enabling businesses to leverage and take advantage of opportunities through to, and post 2032.

Taking the steps to be competently prepared for investment can be a complex process which is why TIQ has introduced the FTI program.

Building on the Investment Readiness workshop series delivered in 2019 and 2021, this program is a comprehensive 12-month mentoring and training program designed to shape a new path for businesses and exporters to attract investment to support their growth.

TIQ has partnered with a partner to deliver tailored high impact services to Queensland enterprises to fast track their investment attraction journey.

In this program you'll be provided with:

- Strategic and targeted, high impact 1:1 advice
- Mentoring and training on the investment readiness journey
- Design and development of an Information Memorandum
- Pitch training and
- Connections to opportunities in a staged process to fast-tracking the attraction of investment.

Successful applicants will be provided with a program partner and a TIQ journey mentor for a guided experience with access to expert guidance, connections, resources, upskilling and support in attracting investment.

Program objectives

One of TIQ's core objectives under the Trade and Investment Strategy 2022-2023 is to help ambitious, capable Queensland businesses with an internationally competitive offering to become investment ready by developing capability, providing market intelligence, accessing networks and making valuable connections.

The objectives of the FTI are to:

- set up businesses across Queensland for ongoing investment success
- assist investment ready companies in overcoming the challenges arising along their investment readiness path by providing a strategy to move forward and provide a framework for attracting investment, now and in the future as the business grows
- empower businesses who participate in the program to attract investment.

Eligibility criteria:

Only one application will be accepted per business.

To be eligible to apply for the FTI the applicant organisation must:

- be headquartered in Queensland
- have a valid Australian Business Number (ABN)
- be a company incorporated in Australia or be an incorporated trustee applying on behalf of a trust
- be seeking to attract investment to their business within the next 12-18 months
- have attended a FTI investment readiness workshop
- provide a \$15,000 cash contribution (excluding GST) towards the program cost
- submit an application for assessment against the program criteria.

Assessment criteria

Applications will be assessed on the following five equally weighted criteria:

1. Organisational capability

The applicant should provide:

- an overview of their company including why they believe they are a good fit for this program and why the company is seeking investment
- a brief description of what the company does including the sector they operate in, an overview of products, the sector and how long they have been in business
- the company's organisational structure and management experience
- the company's previous participation in any other accelerator programs
- details on how the company will fund the \$15,000 cash contribution
- the company's history with TIQ, Austrade or another Queensland Government agency related to business development undertaken to achieve investment readiness
- details of any awards the company has received
- evidence of the company's financial viability

2. Investment readiness

The applicant should provide:

- a brief description of what makes the company unique and its competitive advantage, including whether any intellectual property and/or regulatory approvals
- the company's experience with exporting and details of any existing international footprint
- the global markets your company currently operates in and any intentions of expansion over the next one to two years
- the company's positioning in the market and identification of key customers and competitors
- a brief description regarding the company's current business practices (how long the business has been operating, what makes the business sustainable and an overview of business culture and working environment)
- the company's environmental, social and corporate governance considerations within operations
- detail around the company's leadership or management team

- the company's financial information in support of revenue, profit and cashflow performance
- the company's strategic or business plan
- explanation of the company's current processes around finance and reporting
- any significant non-financial assistance that has been received
- what growth looks like for the company and the intentions and approach to scale

3. Company and business owner commitment

The applicant should demonstrate:

- the company's level of commitment and willingness to receive feedback and implementation of advice received throughout this program
- how the company will ensure they optimise their participation in the program
- how the company will manage their time to ensure full participation and commitment to the program

4. Investment target

The applicant should provide:

- the company's history of attracting previous investment and resulting success or otherwise
- the company's experience working with investors
- the amount of investment sought
- the type of investment sought
- how the company would make use of the investment
- what returns the investor can expect and what use will be made of the funds
- any logical investment partners or potential investors
- copies of any marketing, investment or information memorandum documents that have been previously prepared
- a brief description of how the business would operate with an investment and what the company's expectations of an investor would be

5. Benefit potential

The applicant is required to demonstrate:

- what attracting investment would enable the company to achieve and how it would benefit the company
- what the benefit to Queensland would be in terms of additional growth or investment opportunities due to additional investment
- the number of new jobs created as a result of an investment how the investment would open new export opportunities
- the resulting benefit to regional Queensland

How to apply

Read the Application Guide for direction on addressing the assessment criteria.

Applications open 31 March 2023 at 9.00am (AEST) and close on **21 April 2023 at 1.00pm (AEST)**.

For existing TIQ clients, please speak to your client manager before applying. If you are not sure who your client manager is, please contact us via TIQ.Concierge@tiq.qld.gov.au

If you are new to TIQ, please first complete the [online enquiry](#) form and TIQ will contact you.

The financial and commercial information pertaining to or included in an application for entry into the FTI program will be kept strictly confidential and all information provided treated as commercial-in-confidence.

Any information provided in an application or subsequent report or survey will only be reported as part of aggregated data that does not identify any individual responses or companies, unless otherwise permitted in writing by companies.

Companies that successfully apply for entry into the FTI program are ineligible to apply again in the same round, and applications will not be considered for future rounds if they are successful in obtaining an investment outcome.

All applications will be assessed against eligibility requirements and only eligible applications will be considered for entry into the program.

All eligible applications will be assessed against the assessment criteria on a merit-based approach by a panel of assessors with relevant expertise.

Applicant organisations may be contacted at any stage of the assessment process to clarify any information provided in the application and/or to request further information to enable a due diligence and probity assessment.

Shortlisted applicant organisations will be required to partake in an interview as part of the assessment process. This may be in person or virtual depending on the applicant organisation's location.

There is no implicit guarantee of approval at any stage of the process, and applicant organisations will be notified via email of the outcome of applications.

The decision to award funding is at the discretion of the Queensland Government and all decisions are final. To appeal a grant decision or submit a complaint pertaining to the process can be completed through the TIQ Appeals and Complaints Process with requests processed through the TIQ Complaints Management process. Appeals should be directed to the TIQ Grants and Finance team, Corporate Services, Email: Corporate.Services@tiq.qld.gov.au.

Decisions to offer a position in the program to successful applicants are made considering availability of funding based on commitments of program in the current and future financial years.

Conditions of program entry

Successful applicants will be required to enter into a legally binding Financial Incentive Agreement with the Queensland Government within 10 working days of receipt of the agreement. Companies should ensure they have read and accept the terms and conditions of the Financial Incentive Agreement prior to signing, as further negotiations at the time an offer is made is not available.

The Financial Incentive Agreement will include details of the FTI program.

Successful applicant organisations will commence participation in the program within 30 days of execution of the Financial Incentive Agreement.

The program will be segmented based on project milestones. Program recipients will be expected to:

- actively engage in investment mentor sessions and investment readiness workshops
- provide information and promotion events to TIQ, as requested
- connect with the TIQ Trade Advisors to support their investment readiness pathway.

The Queensland Government program should be acknowledged by recipients in all relevant published material, media release and public statements relating to an investment outcome as a result of this program.

Privacy

The Queensland Government collects and collates information from the application form to assess applications for the program. Only authorised departmental officers and approved grant assessors have access to this information.

Applicants should note that broad details of successful proposals, agreed outcomes, progress and the level of funding awarded may be published by the Queensland Government. Some information may be used to promote funded projects.

Your personal information will not be disclosed to any other third party without your consent, unless required by law or for the purposes of *Information Privacy Act 2009*.

For audit purposes, the Queensland Government is required to retain the applications and other supplied supporting material.

The provisions of the *Right to Information Act 2009* apply to documents in the possession of the Queensland Government.

Further information

Contact us at grantsmanagement@tiq.qld.gov.au

[Regional advisors](#)