



# Industrial Growth Fund

## Scope & Guidance

November 2025



[owgp.org.uk](https://owgp.org.uk)

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## 1 Aim

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The Industrial Growth Fund (Round 1) provides funding to support the development, expansion, and commercial readiness of UK-based facilities that will supply key components, equipment, systems or services into the fixed and floating offshore wind sectors. The programme is designed to support capital investment projects.

## 2 The IGP Delivery Body

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The Offshore Wind Growth Partnership is the UK's flagship supply chain growth funding and business support organisation dedicated to offshore wind. Its mission is to accelerate development of the UK's offshore wind supply chain.

OWGP was established under the 2019 Sector Deal by the Offshore Wind Industry Council (OWIC) as part of its mandate to foster growth within the offshore wind sector. OWGP operates as an independent, not-for-profit organisation to provide support to UK-based supply chain companies.

Funding for OWGP's activities comes from OWIC's private members. In December 2024, it was announced that OWGP is expanding its activities to take on the role of the Offshore Wind Industrial Growth Plan Delivery Body ("IGP Delivery Body").

The IGP Delivery Body's role and objectives are described in the Industrial Growth Plan (IGP), published in April 2024, available on the OWIC website. The IGP sets out priorities, objectives, actions and investment needs in the key technologies identified via a 'make or buy' analysis. The IGP was developed by RenewableUK, the Offshore Wind Industry Council, The Crown Estate and Crown Estate Scotland working in partnership with wider industry.

OWGP's activities under existing programmes and any new initiatives under the IGP Delivery Body will be aligned with the priorities described in the Growth Plan.

Our goal is for UK companies to achieve and maintain global leadership positions in key industry sub-markets. To ensure competitiveness, OWGP aims to increase the support available for UK companies entering or operating in the sector. Support will be targeted to deliver on the UK's key growth priorities set out in the IGP.

Under paragraphs 7.8-7.11 of the [Contracts for Difference Allocation Round 7 Clean Industry Bonus \(CIB\) Allocation Framework](#), OWGP will manage a share of participating generators' CIB Minimum Standards.

OWGP's funding, provided by members of the Offshore Wind Industry Council (OWIC) will enable it to offer funding and support to the UK supply chain under two routes: i) within the CIB Minimum Standard rules "CIB Compliant", ii) outside the CIB rules "CIB non-compliant/unrestricted". OWGP will confirm with DESNZ which route will apply before making a funding offer to a beneficiary.

## 3 Objectives

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- Increase UK supply chain capability and capacity in offshore wind
- Accelerate investment in domestic facilities that can serve fixed and floating offshore wind markets
- Strengthen UK supply chain resilience and stimulate high-value job creation
- Enable projects that deliver long-term growth, exports and technology leadership

## 4 Scope

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OWGP is seeking proposals from UK-based organisations willing to expand existing or build new supply chain facilities that align with the 2024 Industrial Growth Plan (IGP) priorities as detailed in the IGP. These proposals can be CIB compliant, or CIB non-compliant projects. Inward investment is encouraged but applicants must be an entity registered for business in the UK.

This programme will support projects fitting one of the “Make”, “Nurture to make” and “Protect” prioritisation categories identified through the IGP “make” or “buy” assessment. Projects that are directly aligned with at least one of the following supply chain areas outlined in the IGP will be prioritised:

- Industrialised Foundations & Substructures,
- Advanced Turbine Technology,
- Future Electrical Systems and Cables,
- Next Generation Installation, Operations & Maintenance, and
- Smart Environmental Services.

### 4.1 Eligible Projects

- Onshore facility build-out or expansion (CapEx), including:
  - Production line design, layout and commissioning
  - Equipment acquisition and installation
  - Pre-construction feasibility, design and planning
  - Environmental and permitting processes
  - Process digitalisation, automation and optimisation

- Clean energy integration or energy efficiency upgrades
- Vessels whose primary use is in offshore wind and normal operational base is in the UK
- Major marine operations, materials handling or similar equipment to be located on construction or installation vessels
- For the CIB Minimum Standard Route: Any other projects that satisfy the AR7 CIB Allocation Framework criteria for eligible investments in facilities

## 4.2 Excluded Projects

Funding will not support:

- Technology Research & Development unrelated to manufacturing
- Skills or training programmes
- Projects primarily focussed on process improvement without facility investment
- Facilities outside the UK
- Infrastructure expenditure (unless linked to an eligible supply chain facility)
- Projects that are already fully funded or underway (subject to exceptions under the AR7 CIB Allocation Framework rules)
- Facilities that may be used to serve multiple industries for which there is insufficient evidence of demand from offshore wind
- Facility OPEX

## 4.3 CIB Compliant Project Proposals

Under paragraphs 7.8-7.11 of the Contracts for Difference Allocation Round 7 Clean Industry Bonus (CIB) Allocation Framework, OWGP will manage a share of participating generators' CIB Minimum Standard. Where an application complies with the criteria set out in this document AND the criteria defined for eligible facility investments in the UK under the CIB Allocation Framework, **it is OWGP's intention to prioritise funding under the CIB Minimum Standards route.**

Specific compliance requirements will apply to beneficiaries receiving funding under this route. The most up to date guidance can be found on the .gov site at [THIS](#) link. For the avoidance of doubt, any CIB-specific compliance requirements will be set out in the relevant agreement between the Funding recipient and the IGP Delivery Body.

OWGP will share relevant information<sup>1</sup> provided by applicants identifying as CIB Compliant with the Department of Energy Security and Net Zero (DESNZ), who are responsible for implementing the CIB,

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<sup>1</sup> See section 14 regarding data management and confidentiality for further detail

to confirm eligibility of received applications under the scheme. Any applications subsequently deemed non-compliant for CIBs will default to the CIB non-compliant IGP funding route.

#### **4.4 Non-CIB Compliant Project Proposals**

Proposals can include capital investment funding for new supply chain facilities, expansion or upgrading of existing facilities to increase UK offshore wind supply chain capacity and capability. These facilities should fall into one of the IGP priority categories.

The facilities, Project teams developing the same and the economic benefits are expected to be realised in the UK. For the avoidance of doubt, OWGP will consider (and encourages) proposals that champion export opportunities. To be eligible to apply, organisations must be a UK-registered business of any size.

#### **4.5 Proposal expectations**

OWGP will monitor successful Projects and track progress in line with forecast outputs and key performance indicators for the programme. Projects must be additional to business-as-usual activity and be able to deliver long-term impact for the benefit of the UK offshore wind industry.

When answering the application questions, you should clearly demonstrate:

- The main motivation for the Project, detailing how the facility will lead to the expected path to growth in offshore wind.
- The structure and features of your target market(s).
- How the facility fits with your current business plan, product range or service offerings.
- How it will make you more competitive.
- How the facility will generate growth in a priority area identified in the IGP.
- Evidence of engagement with other potential funders and clients in respect of the path to commercial operations and profitability.
- The impact of the Project on UK jobs, turnover, UK exports and UK-based IP (OWGP reserves the right to monitor additional KPIs following award of funding).
- The expertise of the Project team delivering the Project, highlighting any gaps.
- The main work packages of the Project, milestones and deliverables as part of a Project plan.
- Your approach to Project management, identifying any major tools and mechanisms you will use to succeed.
- The main risks and uncertainties of the Project and how you will mitigate these.
- Project economics, investment appraisal calculations and sensitivity analysis

- If your Project could go ahead in any form without IGP Delivery Body funding and if so, the difference that IGP funding would make, such as a faster route to market, target customers or reduced risk.

## 5 Source of Funding for this Competition

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Private members of the Offshore Wind Industry Council (OWIC) provide the funding for this competition in order to support the development of the supply chain.

OWIC member contributions to OWGP are made under a Charter signed by the developer members of OWIC.

Project companies who are affiliates of OWIC developer members contribute to OWGP. Funding from multiple members is collated in a single budget which OWGP administers. Funding provided by private organisations and administered by OWGP is not public funding. This type of funding may complement funding from public organisations or from organisations backed by public.

OWIC contributions to OWGP are conditional upon their offshore wind projects achieving successful financial close. If, for any reason, new offshore wind projects fail to reach financial close, OWGP may need to deploy reduced funding or may not make available any funding at all. By applying for funding under this competition, Applicants accept this risk.

## 6 Eligibility Criteria

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- UK-based companies with demonstrated intent to supply the offshore wind sector, including:
  - Existing offshore wind suppliers seeking to expand or improve competitiveness
  - Companies from adjacent sectors pivoting to offshore wind, such as those currently operating in:
    - Onshore wind
    - Renewables (other)
    - Aerospace
    - Oil & gas
    - Nuclear
    - Automotive
    - Marine
    - Defence
    - Other manufacturing

- New entrants with transferable capabilities and investment-ready plans

Funding is provided to successful companies in accordance with the Funding Agreement (terms and conditions), a example copy of which can be found on the IGF page on the OWGP website ([LINK](#)). Following award, if an applicant does not make a substantial effort to exploit the award in line with the Funding Agreement, OWGP reserves the right to terminate the Agreement and recover funding already paid to the applicant.

Pre-Financial Investment Decision (FID) investment may be eligible as part of the total expenditures set out in the Project Proposal. All Project Proposals must cover the full project lifecycle from pre-FID planning to commissioning. Where specific funding routes exist for pre-FID expenditures e.g. The Crown Estate's Supply Chain Accelerator or OWGP's Manufacturing Facility Support Programme, Applicants are encouraged to make use of those programmes for eligible funding

OWGP is not-for-profit. The recipient may contribute to future OWGP / IGP Delivery Body support programmes by repaying their contribution once agreed criteria are met and the questions will ask you if you are willing to payback the funding or offer a capacity reservation. See Section 12 for the types of funding offered.

## 7 Funding Competition Parameters

Type of Funding	Grants, Repayable Grants, or Capacity reservation options
Values of funding per project	£300k - £25M
Maximum IGP DB contribution (% of total estimated project costs)	<ul style="list-style-type: none"> <li>- Up to 70% for projects with a total ≤ £700K (for SMEs)</li> <li>- Up to 50% for projects with a total value ≤£4m</li> <li>- Up to 33% for projects with a total value &gt;£4m and ≤ £30m</li> <li>- Up to 20% for projects with a total value &gt; £30m</li> </ul> <p>Maximum IGP DB deployed funding per project: £25m</p> <p>Maximum funding per recipient, including affiliates, (2025-2029): £30m</p>
Eligible expenditure	Materials, equipment, labour, subcontracts and overheads are eligible expenditures, subject to due diligence and <a href="#">CIB Allocation Framework</a> where applicable.
Stages	One-stage, online application



## 8 Application Process

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The Industrial Growth Fund application consists of a short eligibility check followed by a single application questionnaire consisting of 11 sections.

**UPDATED TIMELINES PLEASE NOTE:** We have listened to feedback and have extended the timeline for full submissions through to **1200 on Wednesday 21<sup>st</sup> January**. However please note that the process is now a two-stage process.

- 1) Complete the Eligibility Form and Section 1 of the application on the Submittable platform by 1200 noon (GMT) on 19th December 2025. Only companies that complete this stage by the 19th will be able to progress.
- 2) Finalise and submit your full application by 1200 noon (GMT) on the 21st January 2026.

### 8.1 Eligibility Checks

The applicant will confirm their acceptance of the confidentiality arrangements outlined in the eligibility of their proposal in principle and the alignment of the proposal with the industry growth plan priority areas. This will be through a self-declaration that asks applicants to confirm that the:

- Applicant is registered in the UK and has a presence in the UK (with appropriate company number).
- The proposed facility/asset is in the UK.
- Proposal is for an eligible facility that aligns with IGP priorities
- Funding requested is within the stated thresholds (£300,000 - £25,000,000)
- Applicant acknowledges that the funding is for a fixed percentage of their project (depending on total project cost).

If the applicant does not pass one or more of the eligibility checks it will not proceed to the full application and will be deemed ineligible to secure funding from the programme. Any appeals will be assessed in good faith in a process to be overseen by independent board members. By submitting an application, the applicant accepts and agrees that OWGP's decision in respect of the application outcome is final.

Once the applicant has completed a successful eligibility check, it will then be able to access the application questions.

### 8.2 Application Questions

The main Application will ask for company, financial, project and industry information and to develop and submit a project plan (work packages, deliverables and milestones) along with a business plan

showing the forecast growth arising from the investment. This will cover forecast market share, revenues, profitability, employment and exports. The questions and project plan plus any supporting material must be submitted on Submittable ([the Application Portal](#)) no later than 1200 on Wednesday the 21st of January.

The Application consists of 69 questions that will enable the OWGP to determine the company and Project eligibility. **This includes the completion of an excel workbook** capturing project information. The workbook can be downloaded from our website using [THIS LINK](#).

A full list of the questions asked in the Submittable portal can be found in Appendix 1 below.

## 9 Application Evaluation

### 9.1 Proposal Evaluation – Weighting and Scoring criteria

Note that OWGP will develop a detailed Answer Key that will state criteria for scoring in each question. The Answer Key will only be available to assessors carrying out the evaluation.

Summary evaluation criteria are as follows:

Criteria	Weighting	Guidance
Product and Market Opportunity	10%	The applicant must clearly describe the facility proposition and the market demand for the end product. They must also demonstrate a clear understanding of the links to the IGP, domestic and export market opportunities, and the route to market for their product/service offering.
Facility Plans	10%	An applicant must demonstrate that the proposed facility will be in the UK, what the facility will deliver once it is operational and highlight the overall facility costs and delivery timeline. The applicant must also clearly outline the forecast costs and revenues associated with the facility.
Leadership Track Record	10%	We are looking for applicants to describe their strategy for commercial success along with the plans for future company growth. Applicants should outline key experience, skills and track record within the management team and link this to the facility.
Financial Health and Other funding	10%	The applicant must provide an overview of company financial status and the status of other funding secured or expected conditional upon receipt of funding under the Programme. Other funding may include private funding, public funding, private debt or equity investments.
Project Management	10%	An applicant must demonstrate how the project will be managed and broken down into project deliverables and success criteria in order to address the challenge identified. The applicant must clearly outline the main project activities,

Criteria	Weighting	Guidance
		milestones and deliverables. The applicant must include a project schedule and risk register.
Investment Economics	15%	The applicant must provide a detailed cost breakdown and explanation of the project costs. The applicant should clearly outline the project economics.
IGP KPI Impact	15%	<p>OWGP's activities are measured against impact made to UK companies in terms of jobs, turnover, exports and IP in the offshore wind sector.</p> <p>Applicants should provide a baseline figure against each measurable area in relation to their current activities in the offshore wind Sector ONLY</p> <p>Then provide forecasts for each measurable area at:</p> <ul style="list-style-type: none"> <li>- 1 year after support ends</li> <li>- 3 years after support ends</li> <li>- 5 years after support ends</li> <li>- 10 years after support ends</li> </ul> <p>If applicants are new to the offshore wind sector and do not have current baseline figures for jobs, turnover, exports or IP, zero values can be accepted.</p> <p>The AR7 CIB Allocation Framework rules may require additional KPI monitoring.</p>
Additionality	5%	The applicant should clearly outline the additional benefit expected as a result of OWGP's support for the project.
Value for Money	15%	Type(s) of funding applicant is seeking and whether the applicant is prepared to repay the funding (either in full or partially, in cash or as future capacity use options) to be reinvested in future not-for-profit supply chain growth support activities.

OWGP reserves the right to interview applicants during the application and appraisal process to verify the applicant's answers submitted in writing.

Applications will be subject to a due diligence process, both during the assessment period and between the award decision and the formal funding agreement being signed by all parties. This will be proportional to the level and type of award.

## 10 Dates

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The following table provides a list of DRAFT key dates for this Call:

Event	Date
Call Opens	Monday October 27 <sup>th</sup>
Online Briefing Webinar	Friday 14 <sup>th</sup> November 1000
<b>Complete eligibility form and Section 1 of the application on Submittable</b>	<b>Friday 19<sup>th</sup> December 12:00 noon (GMT)</b>
<b>Finalise and submit application form on Submittable</b>	<b>Wednesday 21<sup>st</sup> January 12:00 noon (GMT)</b>
Assessment and Possible Interviews	Late January/February
Strategy Board and Reference Group consultation	February/March
Due Diligence	January onwards (subject to award size)
Board meeting & Award Decision	April
Contracting	April onwards - Subject to further due diligence and any award conditions being met. This timeline will vary.
Project Start Date	2026 onwards – and/or aligning with the AR7 CIB Allocation Framework defined criteria that allow some retrospective costs to be included.

## 11 Delivery

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### 11.1 Applicant Responsibilities

Successful applicants will be required to:

- Provide an internal champion or project manager to own the relationship with the IGP Delivery Body and manage the agreed programme of activity devised by the Applicant.
- Use the IGP Delivery Body Project Management Plan template provided to manage and report on their project progress.
- Be responsible for the management and delivery of the project, ensuring that evidence of deliverables is provided to the IGP Delivery Body in advance of funding payments.
- Manage any sub-contracting agreement with project partners (if applicable). IGP Delivery Body will contract directly with the applicant.
- Report to IGP Delivery Body for a minimum of five years from project closure on all outputs and specifically on increases in turnover, jobs, exports and IP. This includes major business milestones following engagement with IGP Delivery Body.
- Provide feedback to the IGP Delivery Body on this funding call.
- Cooperate with IGP Delivery Body on publicity regarding the project.

## 12 CIB Compliance Performance Monitoring

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Reporting requirements under the AR7 CIB Allocation Framework or subsequently advised by DESNZ will apply to projects funded under the AR7 Clean Industry Bonus IGP Delivery Body route.

## 13 Funding Type

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### 13.1 Funding

Funding will be allocated to successful applicants in accordance with the terms and conditions of the Beneficiary Agreement. Payments will be authorised subject to satisfaction of payment milestone conditions. Funding will be paid on eligible costs net of VAT.

There will be three types of funding:

- 1) Non repayable funding: Funding will be authorised on pre-determined milestones, subject to the applicant satisfying the conditions stated in the Funding Agreement. The recipient will not be under the obligation to repay this type of funding.
- 2) Repayable funding: Under the repayable grant funding agreement, the beneficiary commits to repaying the OWGP funding received once certain conditions have been attained, i.e. the facility is in commercial use and the recipient is profitable.
- 3) Capacity Reservation Options: Capacity reservations are a strategic tool to ensure the availability of a specified capacity of a product or service over a given period. Once agreed OWGP would be entitled to allocate or sell (on a not-for-profit basis) the agreed capacity.

The applicant, in their submission, will state what type(s) of funding it is willing to accept. For repayable grants and capacity reservation options, the applicant, taking into consideration any guidance within the Funding Agreement, will submit its proposed contribution to future IGP Delivery Body programme funding.

## 14 Confidential Information, Intellectual Property and Personal Data

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OWGP will use the information you provide in your application for the purpose of evaluating your application and administering any award of funding. We may share details of your application on a confidential basis with members of the IGP Stakeholder Groups for the purpose of evaluating your application.

Nothing submitted as part of your Application is intended to transfer or grant a licence of any intellectual property rights (IP) included in your Application. For any IP developed during the project, ownership shall be governed by the terms of the Funding Agreement.

Information in your Application will be shared with the following IGP Stakeholder Groups, depending on the status of your Application and the purpose of the engagement required to assess your Application by Stakeholders: The **Department for Energy Security & Net Zero (DESNZ)**, **IGP Reference Group** and **IGP Strategy Board** (see Appendix 1 for details of group representatives). The Stakeholder groups that may receive data as part of your application will depend on the following criteria:

- If your Application is Clean Industry Bonus (CIB) compliant, feedback will be sought from all IGP stakeholder Groups (DESNZ, IGP Reference Group & IGP Strategy Board).
- If your Application is non-CIB eligible and the total funding request is greater than or equal to £8.25m (total project cost £25 million), stakeholder feedback will be sought from the Strategy Board only,
- If your Application is non-CIB eligible and the total funding request is more than £1.65m (total project cost £5 million) the Strategy Board Working Group (formed of representatives from the Strategy Board) may see the application if other funders are or should be involved.
- For all remaining applications, their associated data will remain within OWGP.

### **Recipients & purpose for disclosure**

The purpose for which information in your Application will be shared in relation to your Application for Industrial Growth Fund (Round 1) for each of the IGP Stakeholder Groups<sup>2</sup> is as follows:

#### **DESNZ**

OWGP will share certain application submission details required by DESNZ to enable their independent verification of an applications CIB compliance.

#### **IGP Reference Group (RG)**

OWGP will seek Industry feedback via the RG. The purpose of disclosures made to the RG will be limited to, but sufficient for the group to establish the prospective industry demand for proposals.

#### **IGP Strategy Board (SB)**

OWGP will seek feedback from the SB on funding applications in relation to alignment with the broader offshore wind industrial strategy and the review and coordination of strategic investments made by OWGP and other SB member organisations. Feedback will be provided in the form of

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<sup>2</sup> See Appendix 2 for which organisations are members of each Stakeholder group

recommendations to the IGP Management Board. The Strategy Board members may establish working groups to support this process.

### **OWIC Board Observers**

An OWIC Observer may attend IGP Management Board Meetings and Strategy Board Meetings and will have access to the same information as the respective group board members. To be clear this is in an observational capacity for witnessing and verifying governance processes only with no voting rights. Confidentiality provisions will be in place with the relevant organisation the observers represent.

### **Your Personal Data**

You may provide the following personal data as part of your Application:

- Name
- Contact details (e.g. email address and telephone number)
- Work address

The data you supply will be processed by OWGP for the purpose of managing your Application.

### **Legal Basis for Processing**

OWGP will process any personal data received as part of your Application on the basis of its legitimate interests, being the assessment of your eligibility for receipt of funding.

A copy of OWGP's privacy notice can be found [here](#).

## Appendix 1    Application Questions

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### Eligibility Questions:

These screening questions require answers to confirm that the applicant is eligible for the programme. Once eligibility is confirmed access to the application form is granted.

1. Please tick here to acknowledge you have read and understood the Scope and Guidance document, including the information in the associated appendices and agree to the terms detailed therein.
2. Is your company registered in the UK with a UK company number?
3. Is the proposal for a capital asset based in the UK?
4. Does your proposed facility align with the Industrial Growth Plan (IGP) priorities
5. Is the funding you are requesting between £300,000 and £25,000,000?
6. Do you understand and agree to adhere to the maximum IGF contribution (% of total estimated project costs) levels as detailed in Section 7 of the Scope & guidance document?

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### Main application form:

#### 1: Company information

1. Contact name
2. Contact email address
3. Company Name
4. UK company number
5. Number of current employees
6. What size is your company (micro/small/medium/large – drop down)

To qualify for a size category a company must meet at least two of the three criteria for that category.



Size	Annual Turnover	Balance Sheet Total	Average Number of employees.
Micro	Not more than £1 million	Not more than £500,000	Not more than 10
Small	Not more than £15 million	Not more than £7.5 million	Not more than 50
Medium	Not more than £54 million	Not more than £27 million	Not more than 250
Large	More than £54 million	More than £27 million	More than 250

7. What is the ownership structure of the company. Please detail persons of significant control or key shareholders.
8. Company summary (please describe what your company does)
9. What is your primary sector (drop down)
10. What was the turnover of the company for the 24/25 financial year
11. Company postcode
12. Company website

## 2: Clean Industry Bonus Alignment

13. Does the proposed facility meet the Clean Industry Bonus Framework Criterion 1 (shorter supply chains), Criterion 2 (more sustainable means of production), or non-CIB? Please refer to: Contracts for Difference (CfD) Allocation Round 7: Clean Industry Bonus framework and guidance - GOV.UK (tick box)[Please note DESNZ has confirmed that the Delivery Body may accept applications from firms who have committed to SBTi targets on or before 12th December 2025 this is an extension to the deadline outlined in the CIB Framework and allows a broader capture of compliant investments by the Delivery Body]

13 a If the facility is Criterion 1 compliant please upload evidence as proof as per CIB FW Section 6.1 Part 13 (JPEG/PNG or PDF)

13 b If the facility is Criterion 2 compliant (as per CIB FW Section 6.1 Part 20) please provide:

a) Your SBTi ID,

b) the date by which your organisation set or committed to a Science Based Target<sup>3</sup>.

14. Please provide a) the address & b) Postcode of the location you are considering for the facility.

a) address –

b) Postcode

### **3: Facility information**

15. Please describe the type and purpose of the facility.

16. Please define the product/outputs of the planned facility / expansion and describe what the success criteria are.

17. Please define the timeline for building and commissioning the facility. At a minimum please add a Gantt chart showing A date for FID, Construction start and finish dates and commissioning start and finish dates. Other key milestones are welcome.

18. What is the estimated total cost to develop, build, commission and operationalise this facility? Please include a high level breakdown of these costs.

### **4: Project information**

19. Project Title

20. Project Summary (max 100 words and suitable for the public domain should the project be awarded)

21. Total Project Costs £0.00

22. Total Funding Request £0.00

23. Total Matched Contribution £0.00

24. What percentage of total estimated project costs is the requested OWGP contribution?

25. Do you have any current funding applications, or are you in receipt of funding from other sources, for any products and services that are related to the Project? Please add details, highlight the status of the funding and identify any potential third-party funding organisations, including any Strategy Board members.

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<sup>3</sup> <https://sciencebasedtargets.org/>

26. Do you have any loan or funding agreements that may restrict your ability to receive OWGP funding or deliver the Project?

## 5. Project planning

27. Please complete the attached **EXCEL** form with details about your project.

- Project on a page
- Organisational structure (project team)
- Work Breakdown Structure
- Project Schedule
- Risk Register
- Project Cash Flow

## 6: Project motivation

Note: Please use this section to describe the business proposition that your facility addresses.

28. What is the industry challenge your facility addresses?

29. How will your facility tackle this industry challenge?

30. What IGP Protect, Nurture to make or Make priority area does your facility address (DROP DOWN)? [Offshore Wind Industrial Growth Plan - 2024](#)

31. What component do you manufacture/assemble/install? (Note – drop down list related to the AR7 CIB AF definitions).

- i. Ports<sup>6</sup>, and / or facilities or firms manufacturing, assembling or installing the following key components<sup>7</sup>:
  - ii. Blades
  - iii. Nacelles
  - iv. Towers
  - v. Foundations (which can include transition pieces and foundation secondary structures<sup>8</sup>).
  - vi. Export cables
  - vii. Array/inter-array cables (including dynamic cables)

- viii. Electrical infrastructure (includes all aspects of OFTO/network)
- ix. Structural infrastructure
- x. Onshore infrastructure (includes all aspects of OFTO/network)
- xi. Turbine installation (includes assembly and laydown areas)
- xii. Foundation installation (includes assembly and laydown areas)
- xiii. Electrical / Cable installation (export, inter-array and onshore installation) (Includes assembly and laydown areas)<sup>9</sup>
- xiv. Vessels (manufacturing or upgrading in a yard)
- xv. Mooring and anchoring systems
- xvi. Floating substructures, including but not exhaustively, fabrication, assembly, primary input materials, secondary steel, concrete aggregates and concrete batching plants.
- xvii. Floating assembly and marshalling facilities

Notes: (note numbers reflect CIB framework numbering)

<sup>6</sup> Including the following investments related to the OpEx phase: investment in ports aimed at accommodating SOV vessels; or investments in ports aimed at servicing “green” vessels. “Green” vessels are defined as those powered by electric, hydrogen or biofuels. Only these OpEx related investments are permitted, all other investments in ports must pertain to the CapEx phase of a project.

<sup>7</sup> This can include any testing facility explicitly designed for the purpose of testing the component listed.

<sup>8</sup> For the purposes of this Allocation Framework, foundation secondary structures includes the manufacturing of the secondary steel subcomponents, such as internal and external platforms, boat landings and anode cages; this does not include the assembly of such components.

<sup>9</sup> Note: for onshore electrical installation, for the service to be deemed to take place in a ‘deprived area’ as defined in this allocation framework, the location where the installation works are being carried out will need to be in a deprived area, in other words, the location where equipment is stored and operational headquarters are placed. The location where the works are taking place does not count.

## 7: Market awareness

Note: Please use this section to describe the market you are targeting **with this specific facility** and key trends which should explain and justify the figures provided in your financial and growth projections.

32. Please provide the size and description of your target market(s) in terms of Total Addressable Market (TAM), Serviceable Addressable Market (SAM) and the Serviceable Obtainable Market (SOM) with justification. (Max 300 words)
33. What industry trends or shifts may impact your business, and how are you adapting to them?
34. Are there any regulatory or economic factors that could affect your market in the future?
35. Who are your top competitors, and what differentiates your offering from theirs?
36. What are the strengths and weaknesses of your competitors, and how do you plan to compete effectively? (Applicant may wish to include a competitor analysis matrix)
37. Could any new entrants or disruptive technologies emerge that may challenge your position?

## **8: Market traction**

Note: Please use this section to describe your experience/track record in offshore wind

38. How many years has your company been operating in offshore wind? (Max 200 words)
39. What milestones or key achievements have you reached since you started working with the offshore wind industry? (Max 300 words)
40. What notable partnerships, collaborations, or affiliations do you have within offshore wind? (Max 300 words)
41. Do you have customers interested in the facility's output? Please attached any relevant case studies, letters of support or commitment, testimonials or evidence of contracts in negotiation/contracts won that demonstrate customer interest. (No more than 5 pages of evidence).

## **9: Leadership experience**

Note: Please use this section to outline key experience, skills and track record within your management team. Please include an organisational chart.

42. What relevant experience does your leadership team have in offshore wind or adjacent industries? Please attach short CVs to support your answers.

43. How has the leadership team successfully scaled a business or managed growth, including securing funding, managing cash flow and scaling operations?
44. What is the leadership team's experience in expanding or building new facilities? How are you planning to mitigate any competence gaps?
45. Please outline the governance structure of your business and key members of your Board.
46. What is your specific strategy in how you will grow your business in offshore wind.
47. What strategies are in place to ensure the workforce is skilled and capable of operating the new/expanded facility?
48. Please outline your approach to both the safety of your employees and the end users of your product.
49. How does the leadership team attract and retain employees in a competitive industry?
50. How does the leadership team foster a strong company culture that aligns with growth objectives?
51. Please describe the company's approach to diversity and inclusion within the workplace

## **10: Financial health**

### Revenue (business)

52. What is your company's primary source of revenue?
53. What is your pricing strategy and what are your volume growth assumptions over the first 3 years of the new/upgraded facility's operation?
54. How much of your future revenue is recurring rather than an annual single transaction?

### Profitability

55. What are your projected profit margins (gross, operating, net) for the next 1-3 years with and without this project taking place?
56. How does this compare to your current gross margins?

### Cash Flow

57. Are there funds available/arranged/identified to run the business and deliver the project and progress any other DEVEX/CAPEX activities?
58. Is additional private funding/investment required to deliver this facility? If yes, have you engaged with any parties? Please detail if you have secured any funding.
59. Are there any upcoming debt obligations or refinancing needs? If so, please explain

60. What are the key risks that might affect your financial forecasting in the next 1-3 years and how will they be mitigated
61. Present your Net Present Value and Discounted Cash Flow analysis
62. What is the payback period for this facility? Please provide evidence of your decision-making process.
63. What is the internal rate of return for this facility?
64. What is the Value Investment Ratio for this facility?
65. Which of the following types of funding are you requesting: i) non-repayable funding, ii) repayable funding or, iii) a capacity reservation option. Where applicable, please provide details on the repayment schedule and capacity reservation option.

# 11: Impact and additionality

66. We will monitor actual impact vs forecast impact across the following KPIs

Please provide a baseline figure against each measurable area in relation to your activities today in the Offshore Wind Sector ONLY

Then provide forecasts for each measurable area at:

- 1 year after support
- 3 years after support
- 5 years after support
- 10 years after support

If you are new to the offshore wind sector and do not have current baseline figures for jobs, turnover, exports or IP, zero values can be accepted.

The applicant should also include any additional benefits or impacts expected as a result of this project and OWGP's support

	Baseline in OSW Sector (Current Value)	Forecast 1 year after completion	Forecast 3 years after completion	Forecast 5 years after completion	Forecast 10 years after completion
Jobs (FTE)					
Turnover (£)					
Exports (£)					
IP*					

*\* The number of new proprietary products or services that will be marketed as a result of this investment project*

67. Please use this section to provide additional narrative for the forecast values provided above and highlight additional impact expected from your project. You can also capture the impact of the project not going ahead.

Why is OWGP funding required to ensure that the facility project becomes feasible?

*Please note the applicant must advise if it has used a third party e.g. a consultancy firm to prepare its application. To verify any potential conflicts of interest, any costs that are associated with the consultant and included in the project costs must be identified separately in the project cost breakdown. OWGP reserves the right to exclude such costs from eligible project expenditures*

68. Please outline any additional benefits/impact as a result of this project? i.e. sustainable and low carbon manufacturing, carbon footprint reduction measures, recyclable and environmentally friendly materials, energy efficient measures, other environmental, socio-economic etc.

I confirm that the information in this application are true and accurate at the time of submission (tick box).

How did you hear about this funding programme?

- LinkedIn
- Event or conference
- Website / online search
- Press release / media
- Email or newsletter
- Recommendation
- Previous applicant to other programmes
- Other

**- End of the Application Form -**



## Appendix 2 IGP CALL STAKEHOLDER GROUP MEMBERS

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### OWIC Reference Group

The current<sup>4</sup> membership of the OWIC Reference Group is:

- Bluefloat Energy
- Jera Nex BP
- Copenhagen Offshore partners
- EDF Renewables
- EnBW
- Equinor (*Reference Group Chair*)
- Flotation Energy
- Fred Olsen Renewables
- JDR Cables
- Ocean Winds
- Ørsted
- RUK (*OWIC Supply Chain Lead*)
- RWE
- Siemens Gamesa Renewable Energy
- SSE
- Scottish Power
- Shell
- Total Energies

### IGP Strategy Board

The current membership of the IGP Strategy Board is:

- Crown Estate Scotland (CES)
- Department of Business & Trade (DBT)
- Department of Energy Security & Net Zero (DESNZ) [*Co-Chair*]
- GB Energy (GBE)
- IGP Delivery Body (OWGP) [*Co-Chair & Secretariat*]
- Innovate UK (IUK)
- InvestNI (INI)
- National Wealth Fund (NWF)
- Offshore Renewable Energy Catapult (OREC)
- Offshore Wind industry Council (OWIC) [*Board Observer*]
- RenewableUK (RUK)
- Scottish Renewables (SR)
- Scottish Government (SG)
- Scottish National Investment Bank (SNIB)
- Scottish Offshore Wind Energy Council (SOWEC) [*Board Observer*]
- The Crown Estate (TCE)
- UK Export Finance (UKEF)

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<sup>4</sup> There may be other OWIC Members who are entitled to join the OWIC Reference Group. All members will be bound by confidentiality requirements.

- Welsh Government (WG)

### **OWIC Observers**

IGP Management Board Observer

- TBC

IGP Strategy Board Observer

- TBC

### **SOWEC Observer**

IGP Strategy Board Observer

- Scottish Renewables

## Appendix 3      Glossary

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**Additionality:** The added value or impact of OWGP funding compared to progressing the project without as measured against the timelines and KPIs detailed in the project scope.

**Application Evaluation Criteria:** A set of weighted categories used to assess proposals, including market opportunity, facility plans, leadership, financial health, project management, investment economics, KPI impact, additionality, and value for money.

**Application Portal:** The online system (Submittable) through which applicants submit their proposals and supporting documentation.

**Capacity Reservation Option:** A funding type where OWGP secures future access to a portion of a facility's output or service capacity.

**CapEx:** Capital Expenditure, referring to costs for building or expanding facilities, acquiring equipment, and other investment-related expenses.

**CIB Compliant:** Projects that meet the criteria set out in the AR7 CIB Allocation Framework and are eligible for prioritised funding.

**CIB Non-Compliant/Unrestricted:** Projects that do not meet CIB criteria but are still eligible for funding under the IGF programme as long as they are aligned with the aims of the IGP.

**Clean Industry Bonus (CIB):** UK government initiative designed to support offshore wind development by providing financial incentives for projects that promote sustainability and local economic growth

**Contracts for Difference (CfD):** A UK government scheme to support low-carbon electricity generation, including the Clean Industry Bonus (CIB) Allocation Framework.

**DESNZ:** Department for Energy Security and Net Zero, responsible for UK energy security, protecting billpayers and reaching net zero. In the application process they are responsible for verifying CIB compliance.

**Funding Agreement:** The formal contract between OWGP and successful applicants outlining terms and conditions of funding.

**Industrial Growth Fund (IGF):** OWGP acting as the IGP Delivery Body have launched the IGF funding initiative to support UK-based supply chain facilities for offshore wind, focusing on capital investment projects.

**IGP Delivery Body:** OWGP in its role managing the delivery of the Industrial Growth Plan and associated funding programmes.

**IGP Reference Group (RG):** A stakeholder group providing industry feedback on the demand for facilities outlined in funding applications.

**IGP Strategy Board (SB):** A strategic oversight group reviewing alignment of applications with broader offshore wind industrial strategy and other funding opportunities.

**Industrial Growth Plan (IGP):** A strategic framework published in April 2024 outlining priorities, actions, and investment needs for offshore wind supply chain development.

**KPI:** Key Performance Indicators, including jobs, turnover, exports, and intellectual property (IP) generated by the project in the UK offshore wind sector. These are used to measure the success of a project against the forecast outcomes for a period of time following the completion of the project

**Non-Repayable Funding:** Funding that does not require repayment, subject to meeting agreed milestone conditions.

**Offshore Wind Growth Partnership (OWGP):** The delivery body for the Industrial Growth Plan, responsible for administering funding and support to UK supply chain companies.

**OWIC:** Offshore Wind Industry Council brings together industry and government to realise the UK's offshore wind ambitions for 2030 and beyond. Structured through the OWIC Executive Council and OWIC Delivery Board, supported by an industry-funded work programme.

**Pre-FID:** Pre-Financial Investment Decision, referring to early-stage planning and feasibility activities before committing to full investment.

**Repayable Funding:** Funding that must be repaid once the facility becomes commercially operational and profitable.

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