Expression of   
Interest

Stage 1 | **IBA Investment Partnerships**

# Getting started

The expression of interest for IBA Investment Partnerships will be a two stage process. In the first stage (**stage one**), we would like to understand as much about your business opportunity as possible. Your responses to the short questions below will be assessed by IBA and if your opportunity meets our criteria and is a good fit for IBA’s portfolio you will be invited to participate in the second stage (**stage two**). Applicants who are invited to participate in stage two will be asked to submit additional detailed information.

Stage one applications will be assessed within four weeks of receipt.

If IBA wishes to invest in your business opportunity, a contract may be negotiated between you and IBA. No binding obligations will exist between you and IBA until a written agreement between the parties is executed. IBA is not bound to proceed with any investment and it may decide any time not to proceed with any investment.

All information provided will be treated confidentially.

**Applications and any queries should be sent by email to** [**partnerships@iba.gov.au**](mailto:partnerships@iba.gov.au)**.** **Submissions close on 28 February 2018.**

If you have supplementary information for the questions below that may assist our assessment, such as a business or strategic plan, please provide this with your submission.

**Disclaimer**

Expressions of interest will be used to identify, assess and shortlist potential applicants that IBA may invest with. Applicants may be invited to submit further information or attend interviews.

If IBA decides to invest in a proposed investment, legal documentation will be negotiated between the applicant and IBA. No binding obligations will exist between IBA and any applicant until a written agreement between the parties is executed. IBA is not bound to proceed with any investment proposal and it may decide any time not to proceed with any investment proposal.

IBA welcomes discussions as part of applicants’ process in developing expressions of interest.   
Please feel free to contact any of the following IBA staff:  
**Michael Nemarich | Senior Manager, Direct Investments** | 02 6110 2786 | [Michael.Nemarich@iba.gov.au](mailto:Michael.Nemarich@iba.gov.au)  
**Mohammed Tilly | Manager, TASE** | 07 3008 8338 | [Mohammed.Tilly@iba.gov.au](mailto:Mohammed.Tilly@iba.gov.au)  
**Jana King | Manager, Direct Investments** | 02 9207 6369 | [Jana.King@iba.gov.au](mailto:Jana.King@iba.gov.au)  
**Beau Hodge | Senior Associate, TASE** | 07 3008 8322 | [Beau.Hodge@iba.gov.au](mailto:Beau.Hodge@iba.gov.au)

## 1. Tell us about your organisation.

* Vision, purpose, history
* Governance - structure (e.g. ORIC, PBC or ASIC registered)
* Ownership - Indigenous ownership percentage and any additional partners

## 2. Briefly outline the opportunity, including location, sector, stage (e.g. start-up, mature) and what you hope to achieve.

[Please provide details]

## 3. What is the current estimated value, annual revenue, profit, etc.?

[And if available, please provide financial accounts – note that these will be treated confidentially]

## 4. What outcomes does your organisation provide for Aboriginal and Torres Strait Islander people?

[Provide detail on outcomes]

## 5. How much funding do you require from IBA, and what contribution will your organisation provide? Do you prefer equity funding or a loan?

[Outline funding details]

## 6. Please provide any additional comments to support your expression of interest.

[Additional comments if appropriate]