

Australia and India Minerals and Energy Forum

Promotion of Innovation from R&D to Commercialisation

7 June 2010
Perth, Australia

- Key Challenges
- Asia Pacific Partnership on Clean Development and Climate –three projects
- Key findings, barriers and solutions
- Key Ingredients for successful commercialisation of Cleantech between Australia and India

Broad range of products and markets, including:

- technologies in alternative energy, such as wind, solar, or biomass power
- energy storage and energy efficiency
- advanced waste management and recycling
- smart-grid technologies for the utility grids
- electric or hybrid-electric transportation
- advanced materials, including biodegradable plastics
- water technologies
- alternative fuels, including bio diesel and ethanol
- green building technologies

- About the APP
- **1. “Pursuing Clean Energy Opportunities in India”**
 - Identify the barriers, Develop the solutions, Create an action plan
 - 200 interviews and consultations
- **2. APP Flagship Review**
 - 80 face to face meetings, 40 additional consultations in 7 countries
 - What has been achieved?
- **3. APP Finance and Commercialisation**
 - Review of 55 Australian Government funded projects
 - Finance and investment needs

- Policy
 - Need for clear **consistent long-term government RE policies**
 - Stronger alignment of policies and frameworks is needed in order to create a **“level playing field”** between countries
 - **Better alignment** of government “green” and infrastructure stimulus packages with private sector
 - Subsidies may cause **price distortions** for RE technologies
- Technical
 - **technology-specific barriers** affect the economic feasibility of RE projects.
- Legal/Commercial
 - The **legal/regulatory environment is weak or unclear**
 - IP issues

- Financial
 - **Availability of finance is key** to development, demonstration deployment and scaling up of clean technologies
 - **Further government funding** is still an important component for most existing projects to complete research and development
 - **Greater engagement** with the private finance and investment community is needed
 - There is a **lack of early stage debt and equity financing**.
 - Financiers inexperience in dealing with the **risk profile of cleantech projects**.
 - Most projects have **not developed a commercialisation strategy**
 - Most of the projects **are not ready** to be put in front of private sector investors

How do we accelerate the investment and Deployment of Cleantech?

- Establish Bilateral **Policy Alignment**
- Key component of **trade, aid and diplomacy**

- Increase **Capacity Building** Initiatives
- Improve **Information Exchange** between Government-Private Sector- Establish a Central RE Information portal

- Develop a market entry strategy, business plan and/or **commercialisation strategy** for technologies
- Undertake **Technology mapping** and gapping projects
- Facilitate **new commercial partners** and collaborations are needed by most projects to commercialise and scale the technology
- Undertake **targeted business matching** and missions

How do we accelerate the investment and Deployment of Cleantech?

- Identify the **specific financing needs** of projects
- Develop an **investment case** for each commercially viable project
- Create **global network** of investors
- Connect with potential financiers- Conduct and “**showcase**” event for financiers and investors
- **Align public and private** sources of finance
- Establish a **Finance and Investment Task Force** under the APP, MEF, APEC, AIBC
- Vision and Passion!

How do we accelerate the investment and Deployment of Cleantech?

- Fully engage the capital markets – from policy to implementation
- Knowledge transfer- build skills, education
- Think Global, Act Global
- Pick winners – AustralAsian Cleantech Forum Investment Showcase
- Play to our strengths
- Understand how we can make money
- Create a Vision - we can lead
- Be Passionate!

Knowledge + Capital + Passion



= Sustainable Development



Thank you

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