

European Venture Fair 2003

Ocean Wave Energy Energetech

Presented by

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Head of Global Project Management

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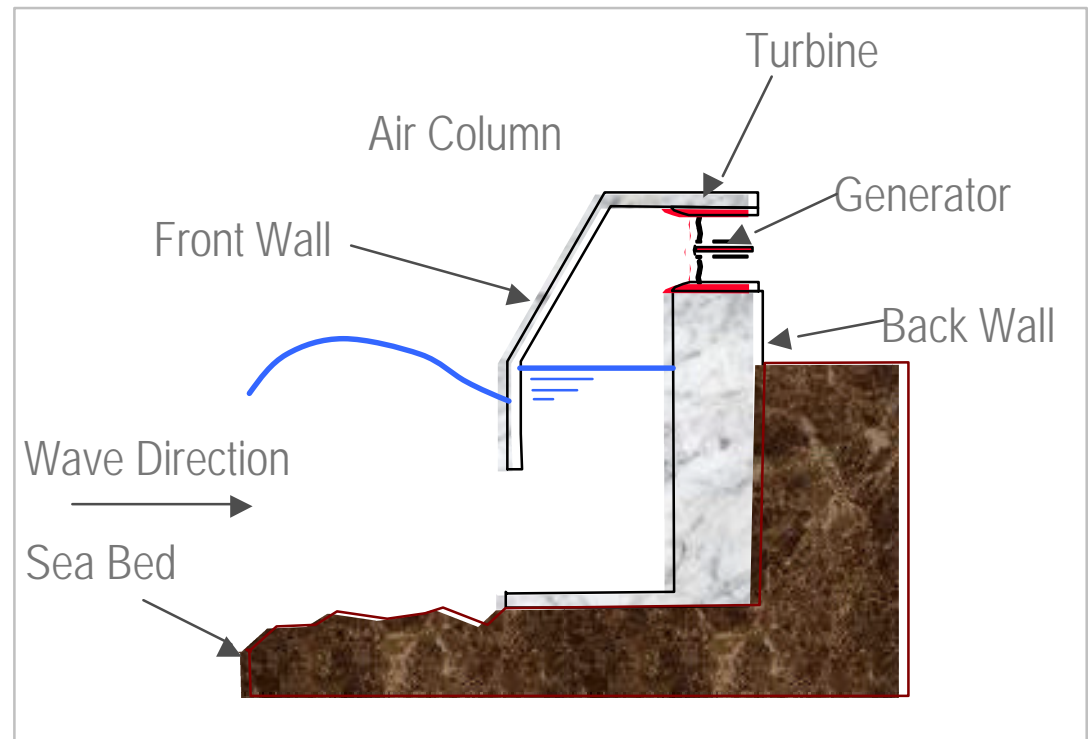
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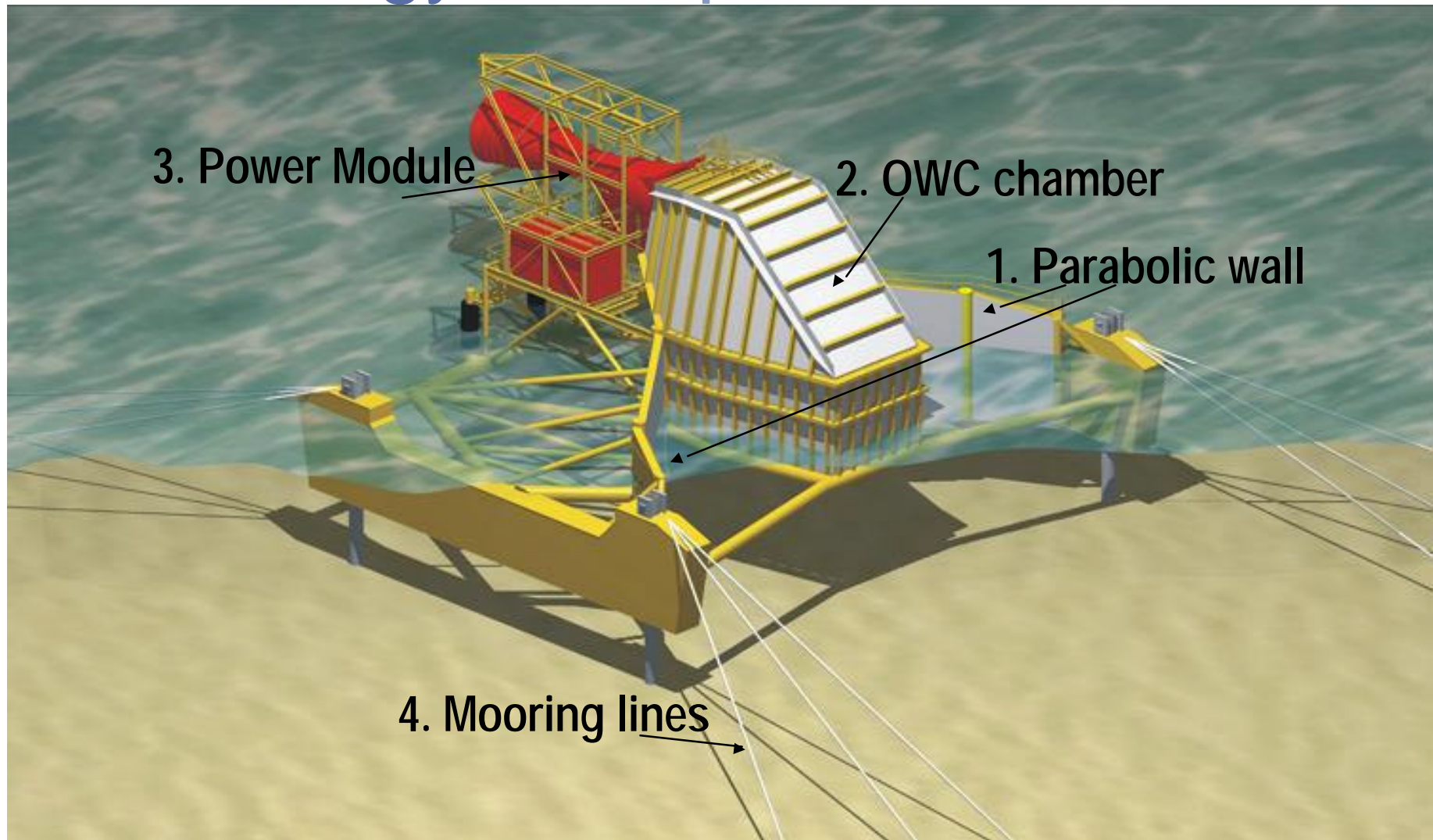
Energetech Australia Pty. Ltd.
www.energetech.com.au

The Technology

- ✍ The OWC is the established science of wave energy
- ✍ At shoreline initially, in water depths **6 to 30 meters**
- ✍ Each device **250kW to 2MW** depending on wave climate

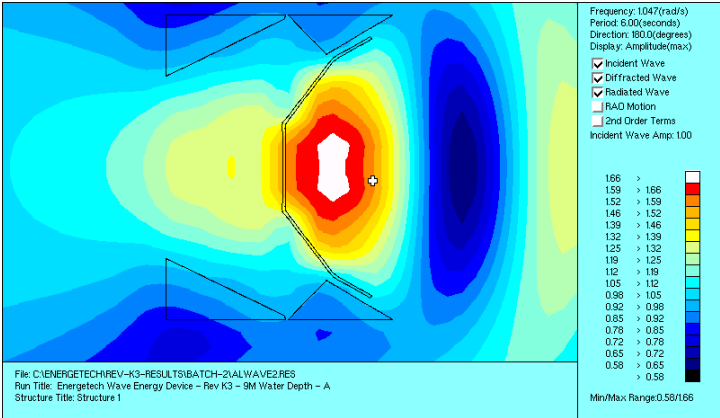


Technology Principles

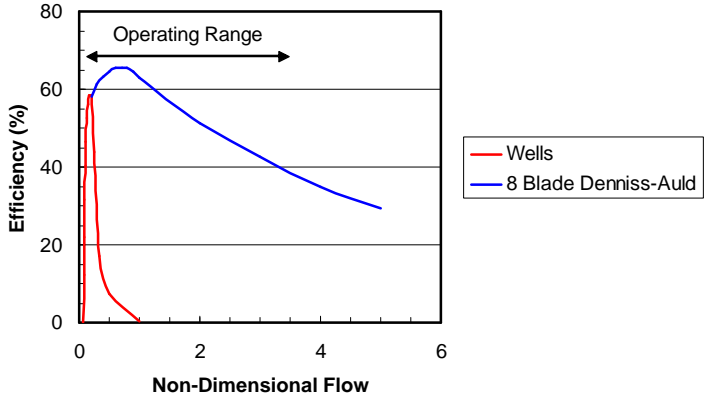
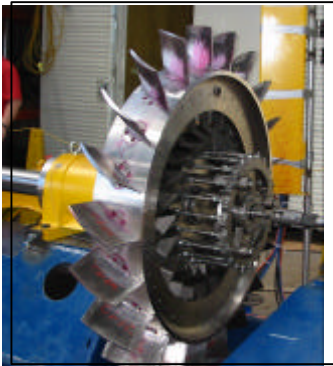


Energetech Edge

✍️ Parabolic Wall increases energy capture by **3x**



✍️ Denniss-Auld turbine increases average efficiency by **2x**



System Patent Status

 **Granted:** Australia, New Zealand, US, and China

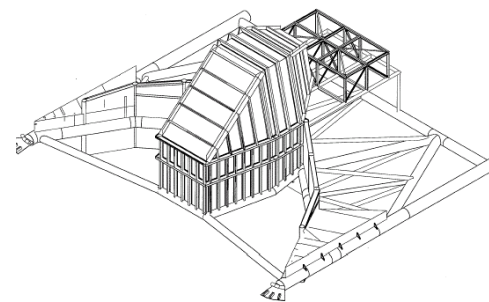
 **Pending:** Europe, Japan, Canada, and Indonesia

Port Kembla Demonstration Plant

- ✍ First full-scale demonstration of the technology at **Port Kembla**, NSW, Australia by **Q3 2004**
- ✍ Showcases the **modular design**, manufacture and fabrication using established methods, installed using conventional technologies
- ✍ Designed by in-house team with leading global marine engineers JP Kenny



Port
Kembla



Target Market

- ✍ Aimed at **Grid Connected** and **Remote** Generation markets

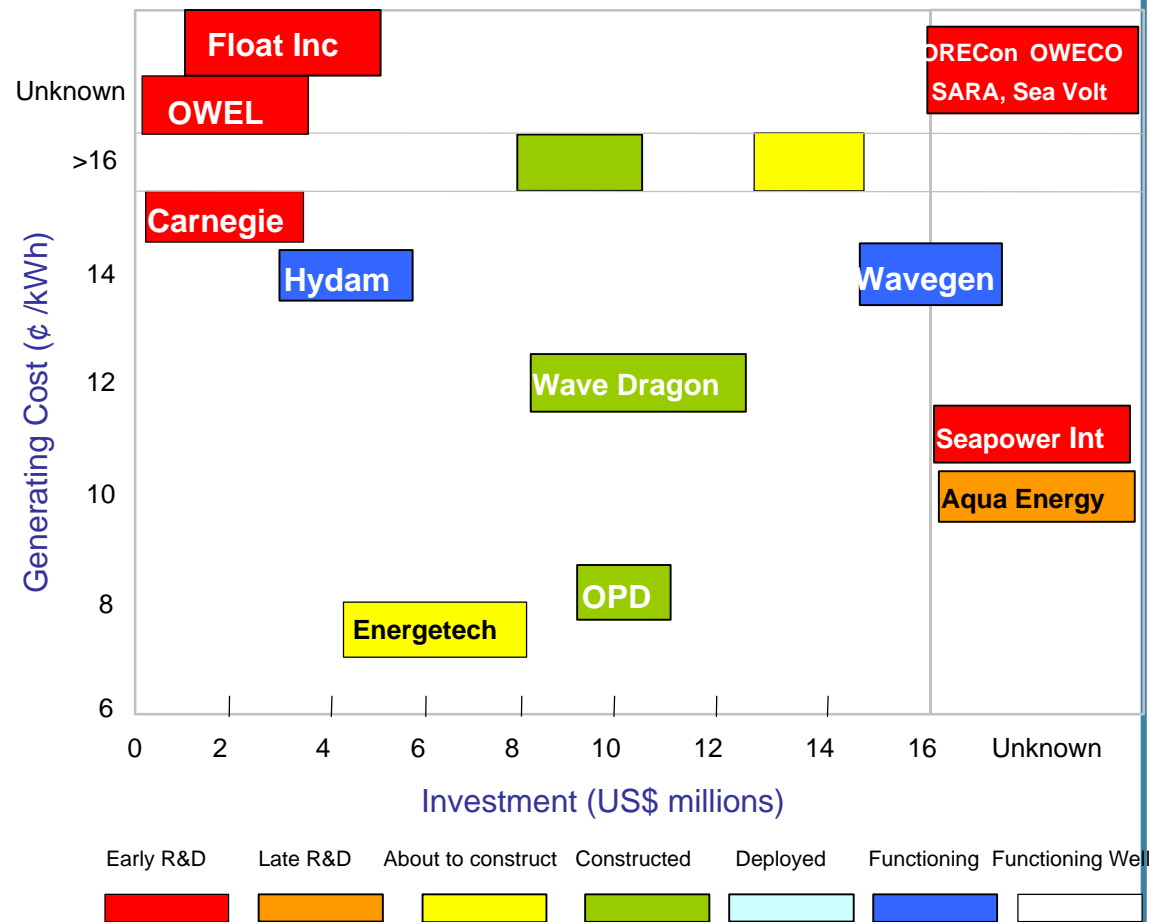
Estimated Installation of Devices by 2015

Grid Connected Generation	Remote Generation
Total Market	Total Market
12,000	2,500

- ✍ UK Government estimate of eventual global capital spend on wave energy of **GBP 500 billion**
- ✍ Energetech projects in pipeline in Bilbao, Spain, Rhode Island, USA, Vancouver Island, Canada and in active discussion in UK, Portugal, Hawaii

Competitive Position

✍ Energetech appears to be front-runner in low cost of initial demonstration and potential for low cost production of electricity in c/kWh



Strategic Market Development

- ✍ Finalize identified partnerships and alliances to realize turnkey projects “wave-to-wire” with aftermarket support
- ✍ Ally with project originators such as IPPs and utilities in target country markets of UK, Europe, North America and Australia for large-scale projects

Expected Device Installation in next 5 years

	2003	2004	2005	2006	2007
Total	1	2	5	40	100
Cumulative Total		3	8	48	148

Business & Revenue Model

- ✍ Technology Developer core revenues from:
 - ✍ royalty from licenses
 - ✍ sell proprietary turbine to projects
 - ✍ fee-based consulting services

✍ Break-even expected in 2007

✍ Cash requirement of US\$15 million to break-even

Revenue Forecast (\$US)

2004	0 million
2005	1 million
2006	5 million
2007	23 million
2008	43 million

Company Structure and Board

✍ Key divisions:

✍ Technology Development

✍ Business Development

✍ Project Management

✍ 13 Employees worldwide (Australia, UK, US, Canada)

✍ 20 employees by Q1 2005 including COO/CFO and Project Origination Specialists

✍ Board of Directors of 7 chaired by Inge Fretheim with a strong energy executive background

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Capital Raising

✍ US\$ 4 million to date from:

✍ 21 private investors

✍ 5 venture funds

↳ CCEF (US)

↳ Sustainable Asset management (SAM)

↳ Prime New Energy

↳ ProgressNow

↳ RWE

✍ Seeking an additional **US\$ 2-3 million**

Term Sheet under development with existing venture funders

Investor Exit

- ✍ Expected in **3 years**
 - ✍ By **IPO** or
 - ✍ **Acquisition** by strategic engineering or energy company
- ✍ Company Model and Strategy designed to facilitate exit
 - ✍ engage in high multiple activities
 - ✍ develop high margin business lines
 - ✍ operate in high profile markets
 - ✍ ally with recognised strategic partners

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