RENEWABLE ENERGY OPTIONS FOR AUSTRALIAN INDUSTRIAL GAS USERS

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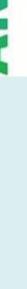




ARENA commissioned study

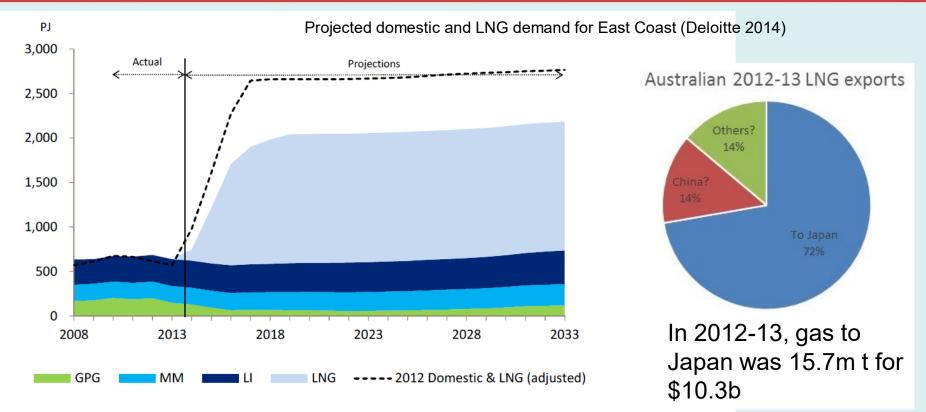
- Options for direct (partial or full) substitution of renewables for gas within the boundaries of an existing industrial operation
- IT Power, with Pitt&Sherry, UTS Institute for Sustainable futures and 2B advertising and design
- Outcomes
 - ★ Background technical report
 - ★ Summary report for industrial gas users and stakeholders
 - ★ Spreadsheet for screening analysis of economics
 - ★ Workshops
- http://arena.gov.au/resources/renewable-energy-options-foraustralian-industrial-gas-users/







New LNG plants will increase demand



Source: AEMO 2013, Gas Statement of Opportunities

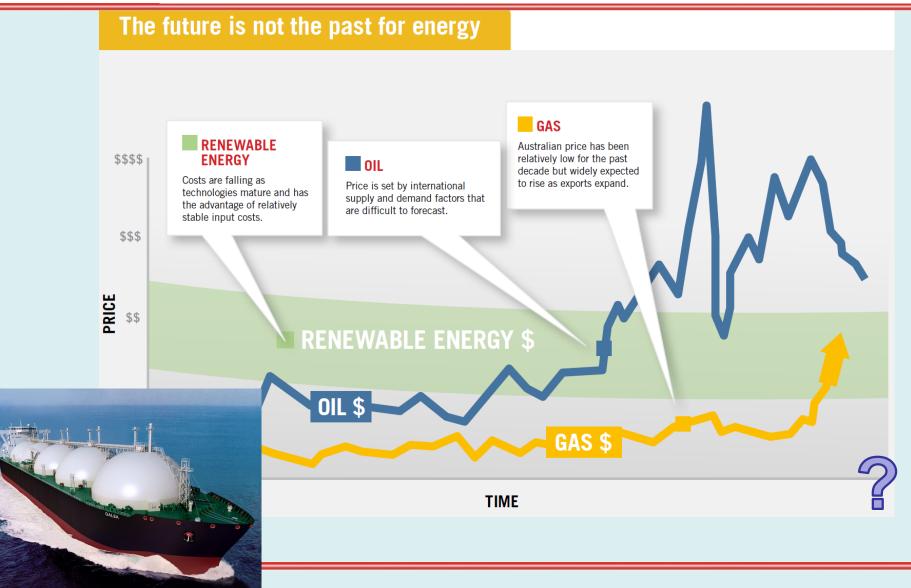
NB: AEMO's 2013 projections do include Arrow Energy

GPG refers to Gas Powered Generation, MM refers to Mass Market (residential and commercial)_LI refers to Large Industrial

General expectation that wholesale gas prices will rise to "export netback" levels

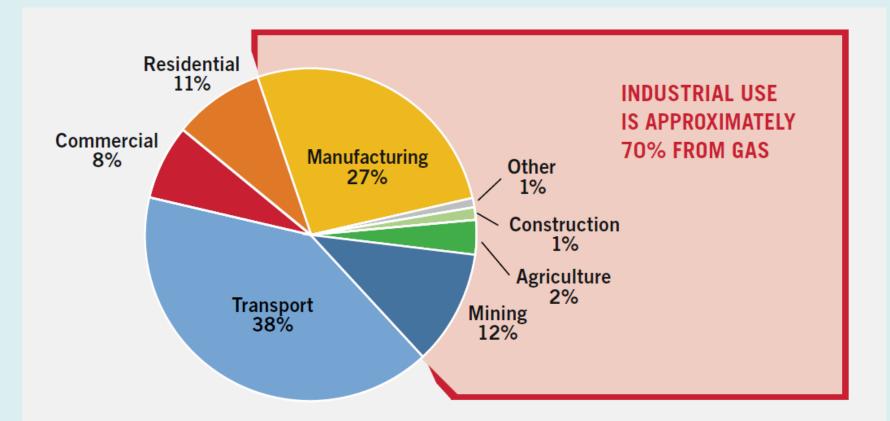


Renewables reduce exposure to fuel price uncertainty





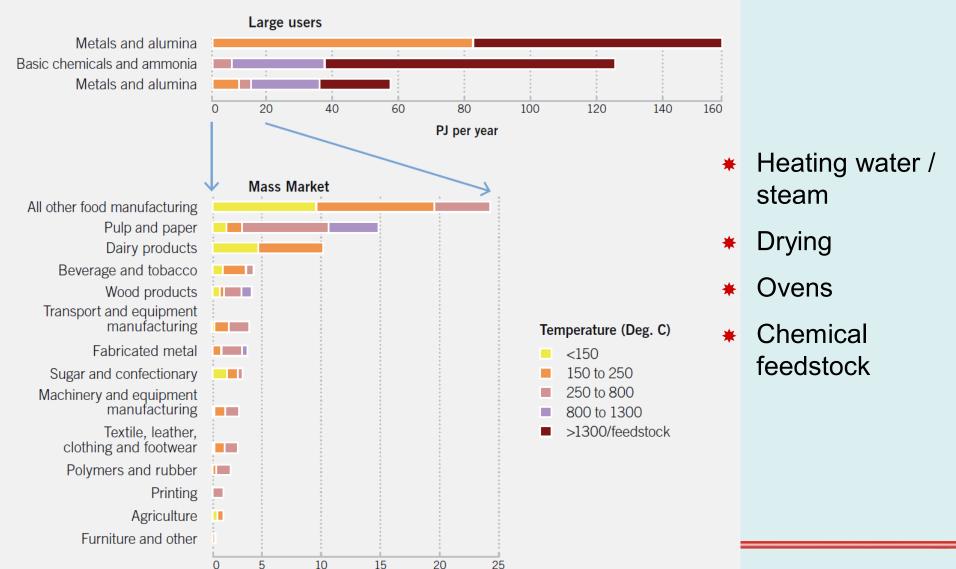
Australia's end use energy



Australian 2012-13 end use energy consumption by sector

Data From Australian Energy Statistics 2014 http://www.industry.gov.au/industry/Office-of-the-Chief-Economist/Publications/Pages/Australian-energy-statistics.aspx#

Current industrial use





Close to cost effective solutions

- Biomass if a low cost suitable biomass resource is available convenient to the location.
 - ★ Combustion boilers
 - Digester gas where the composition of combustion products does not affect the process.
 - Gasifiers where the composition of combustion products does not affect the process
- Solar heating of water or steam at temperatures below approximately 250°C in areas of reasonable solar resources.
- Hot sedimentary aquifers for low temperature process heat where a resource exists nearby to the point of use at modest depth
- Heat pumps (and PV) if electricity costs justify
- Non renewable resources such as coal, mine waste gas, other waste etc, (each with their own issues.)

Solar Thermal Examples

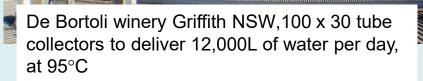
AIS aquatic centre, 1,500m² of unglazed collector

itp





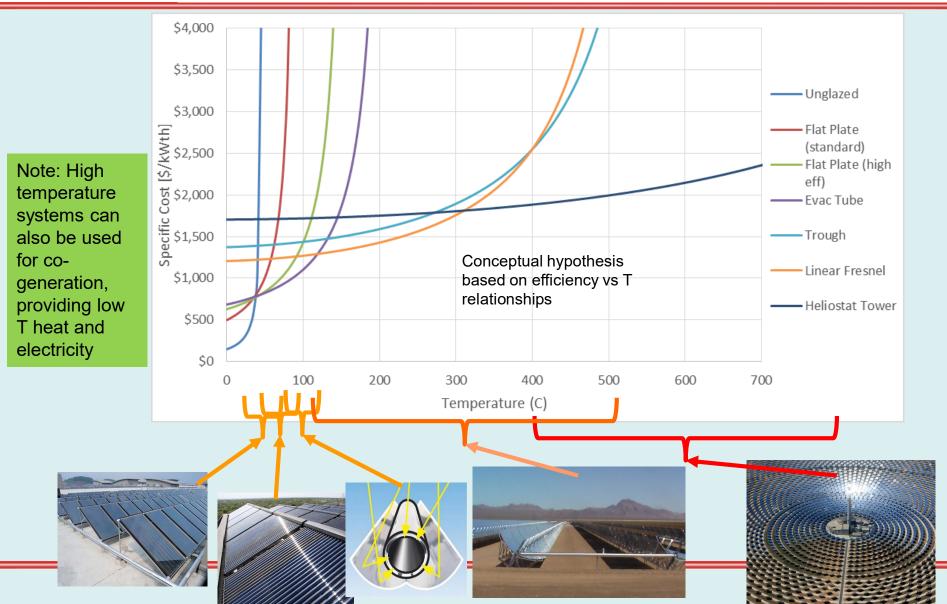
10MW_{th} solar thermal trough array for 250°C, at a copper mine in the Atacama Desert Chile.





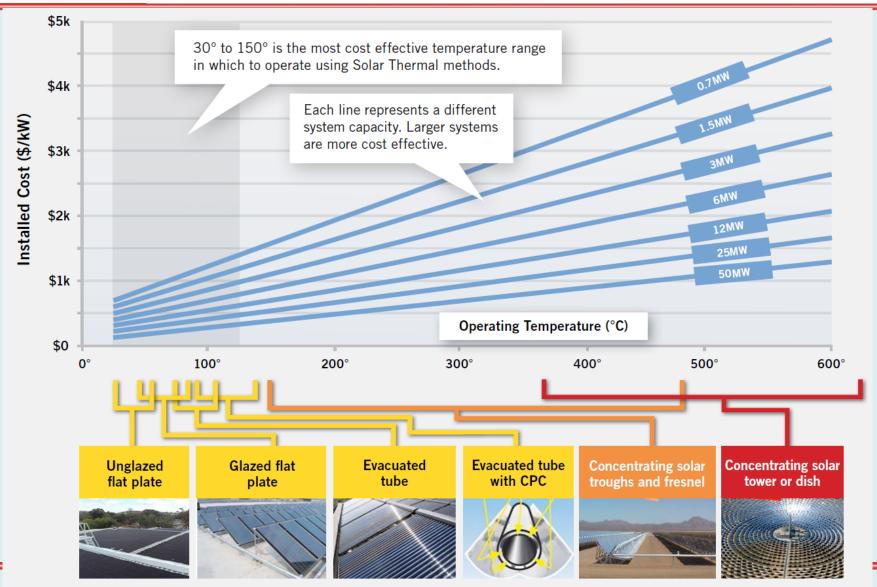


Capital costs for solar

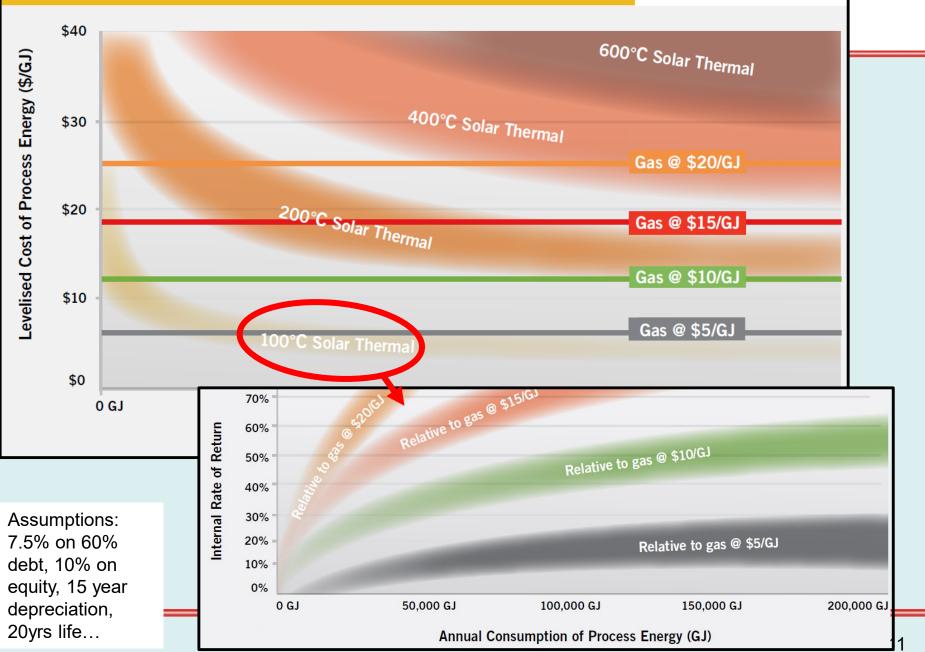




Costs for solar thermal: Capital only, depends on temperature & size



Dividing annualised cost by annual energy consumption to compare the levelised cost of process energy from new solar thermal and existing gas





Considerations of gas users

- Wide concern on future gas prices
- A strong interest but limited knowledge on renewable alternatives
- Concerns to business continuity paramount technically risk averse
 - ★ Business continuity
 - ★ Market position
 - ★ Contractual (supply) risk
 - ★ Future fuel prices
 - ★ Technology risk
- Frequently limited access to capital
- Short payback time / High IRR expectations
- Sliding block tariff structure / take or pay clauses
- Solutions need to be "plug in" with gas systems retained



Conclusions

- Gas price increases & uncertainty are creating a challenge to users
- Solar thermal technology providers could target the gas replacement market
 - ★ Opportunities for 3rd party energy service supply business models
 - ★ Strong potential for expanding commercial efforts with small solar concentrators
 - ★ Greater commercial take up of low temperature solar collectors should improve supply chains and drive prices down.
 - ★ Co-generation solutions allow best use of high temperature systems
- For higher temperature / feedstock applications solar thermal has a smaller "cost gap to fossil" than CSP
- There is scope for policy initiatives involving grants for pilots, low interest financing for close to commercial solutions and changes to measures like the RET