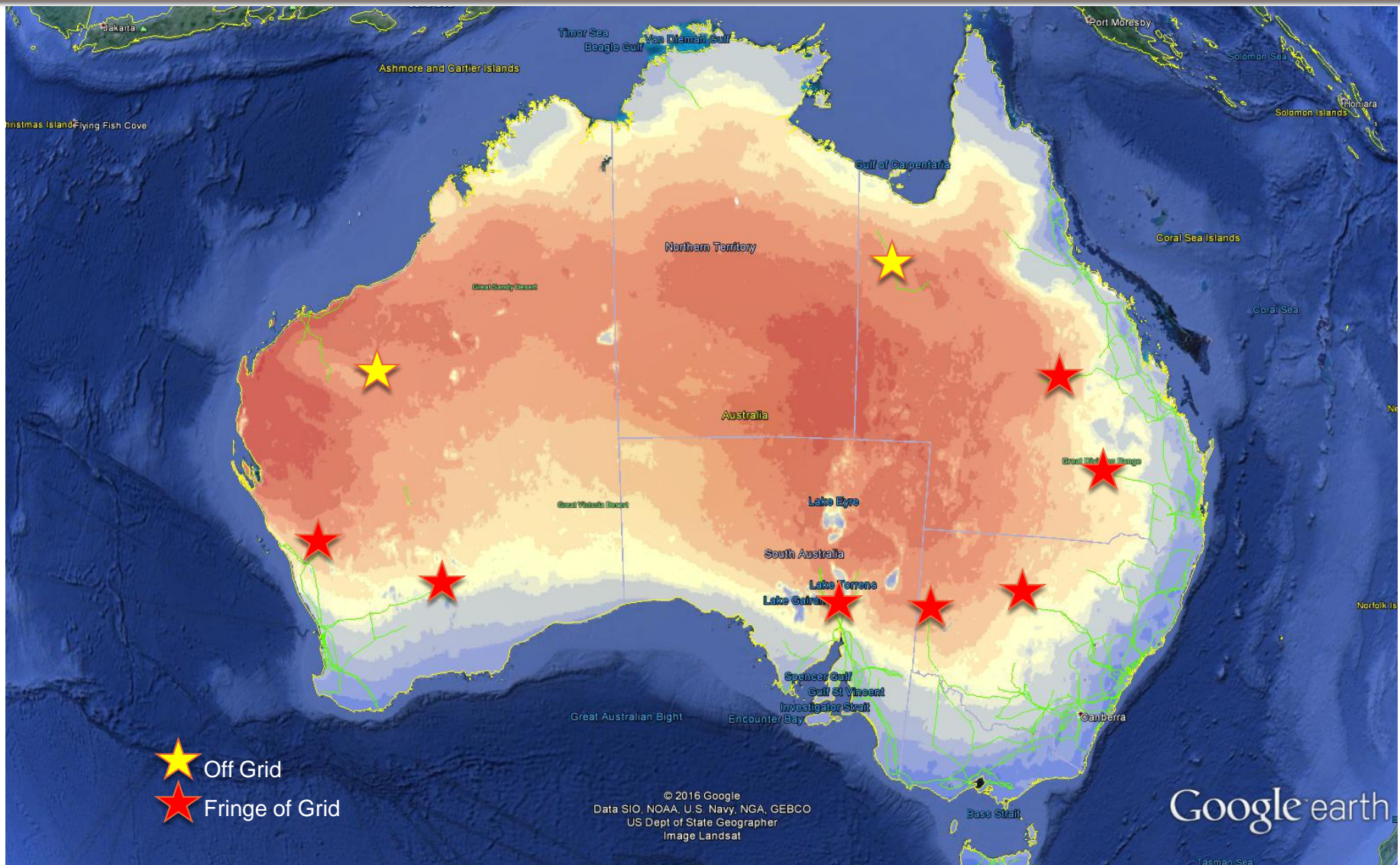


# MARKET OPPORTUNITIES FOR CSP DEVELOPERS IN AUSTRALIA



# What are the markets?



# What does industry need to support these markets?

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- **Value assigned to the benefits of storage**
  - Electricity is not a fungible commodity; timing and reliability do matter
  - Create fairer competition with intermittents
    - Incentives for generating at peak load periods – TOD multipliers
    - TOD Renewable Energy Certificate pricing
    - Capacity and ancillary markets
- **Continued efficiency gains to the technology and reductions to the cost**
- **Better marketing: Dispel the myths**
  - CSP is expensive (False!)
  - The future is wind and PV (False!)
  - All renewables need fossil fueled back-up from the grid (False!)
  - The future of storage is batteries (False!)
- **Policy certainty**
- **Regulatory certainty**
- **Support to build a local industry and commercialise technology**
  - Funding
  - Research

# How can research support this?

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- **We need to reduce the LCOE**
  - Increasing the energy output (via efficiency gains or by capturing more energy)
  - Decreasing the cost to install and operate
  - Decrease the cost to finance
- **Increasing the output** can be achieved through:
  - More accurate tracking
  - Higher heat transfer fluid temperatures
  - Improved receiver absorption
  - Reduced thermal losses
  - Improved strategies around operation and maintenance
  - Increased resilience to high wind speeds
- **Decreasing the cost** to install can be achieved through:
  - Improving heliostat design
  - Prefabrication of components
  - Building capability and experience in the local market
- **Research needs to play a role across all of these areas**