



IPHE Industry Forum

Commercialisation of Emerging Clean Energy Technologies: a DFI perspective

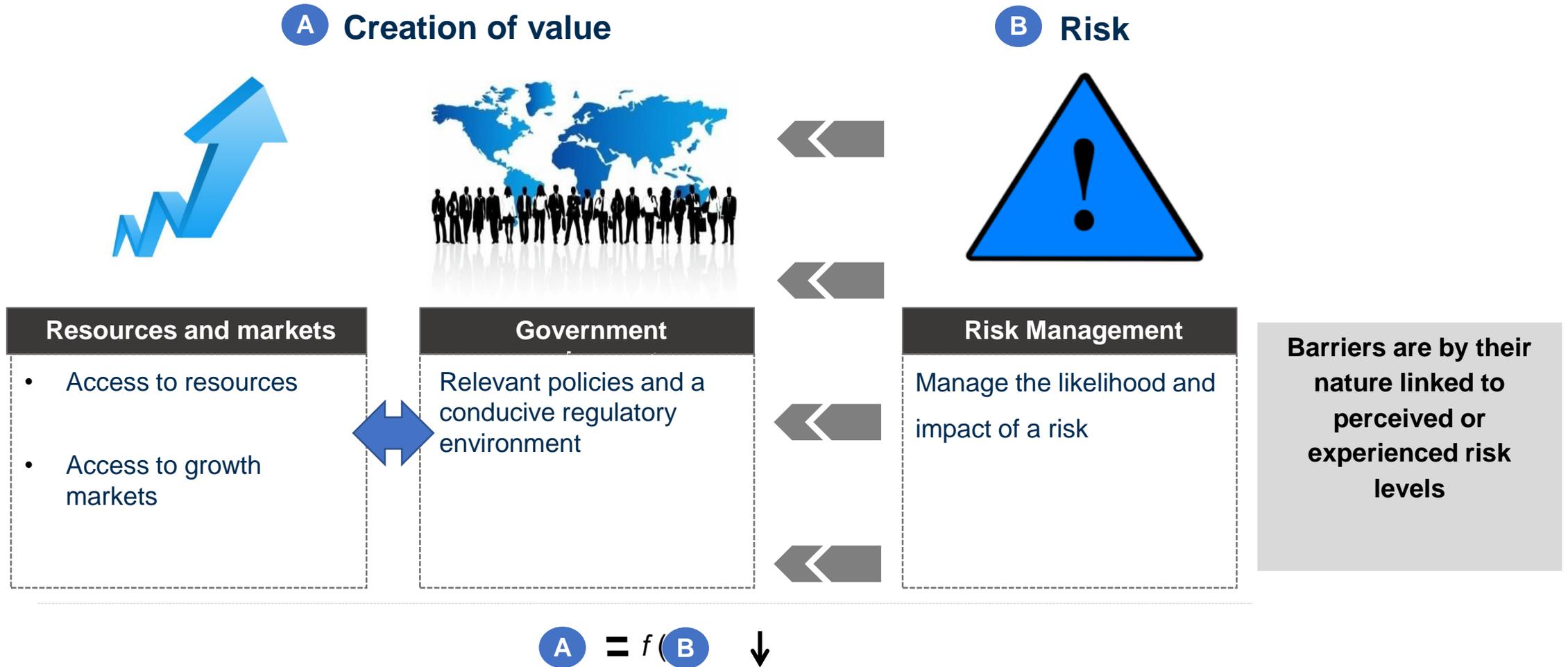
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Investment decisions are based on the creation of value and management of risks



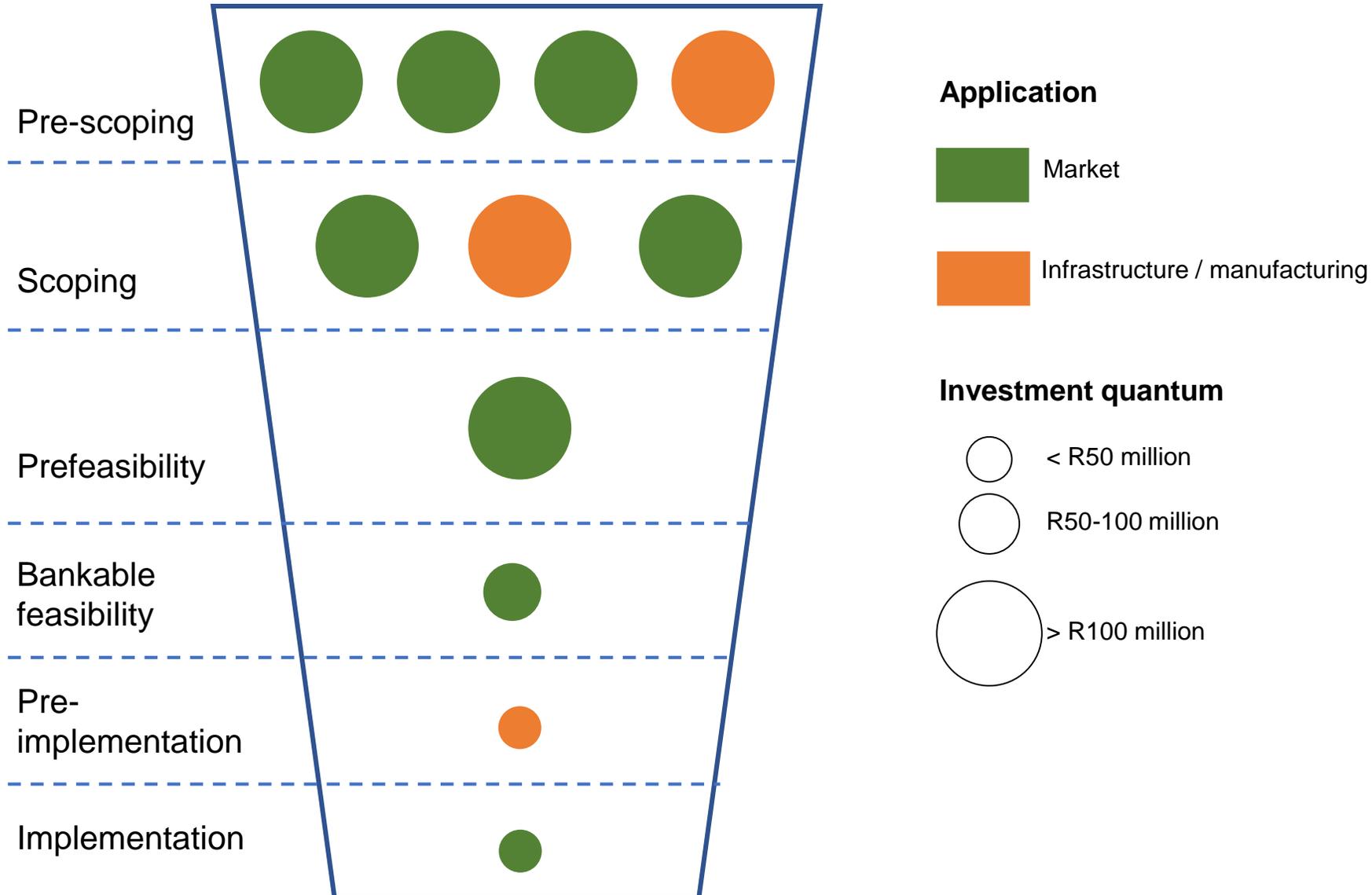
Making rational decisions in the absence or shortage of information

A growing FC project pipeline with a majority in the early stages of development



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Collaboration is key to unlocking FC market development

Market structure

- Adopt a value-chain approach to maximise localisation benefits
- Build **platform/ecosystem** from an existing base to embrace new technologies such as Fuel Cell
- Development of an appropriate **funding model** to encourage adoption of new technologies (high risk appetite)

Issues to be addressed in FC industry development

Technology

- Formation of **partnerships** with global players to expedite industry development
- Develop local **technical expertise** to enable the next generation FC technology (leap-frogging)

Regulatory framework

- A clearly defined **long-term** energy mix plan (IRP) including the role of new technologies
- A streamlined and consistent **localisation programme** across of government departments (designation)
- **Incentives schemes** to encourage market adoption

A dynamic environment requires agility and foresight to anticipate opportunities or risks



Thank You



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