

Michael Plener (MSc, BCom)



- Engineer
- Entrepreneur
- Danish
- Father
- Inquisitive
- Looking to what the future holds
- Translating strategic opportunities to commercial structures
- Founder of Climatic

www.climatic.world/

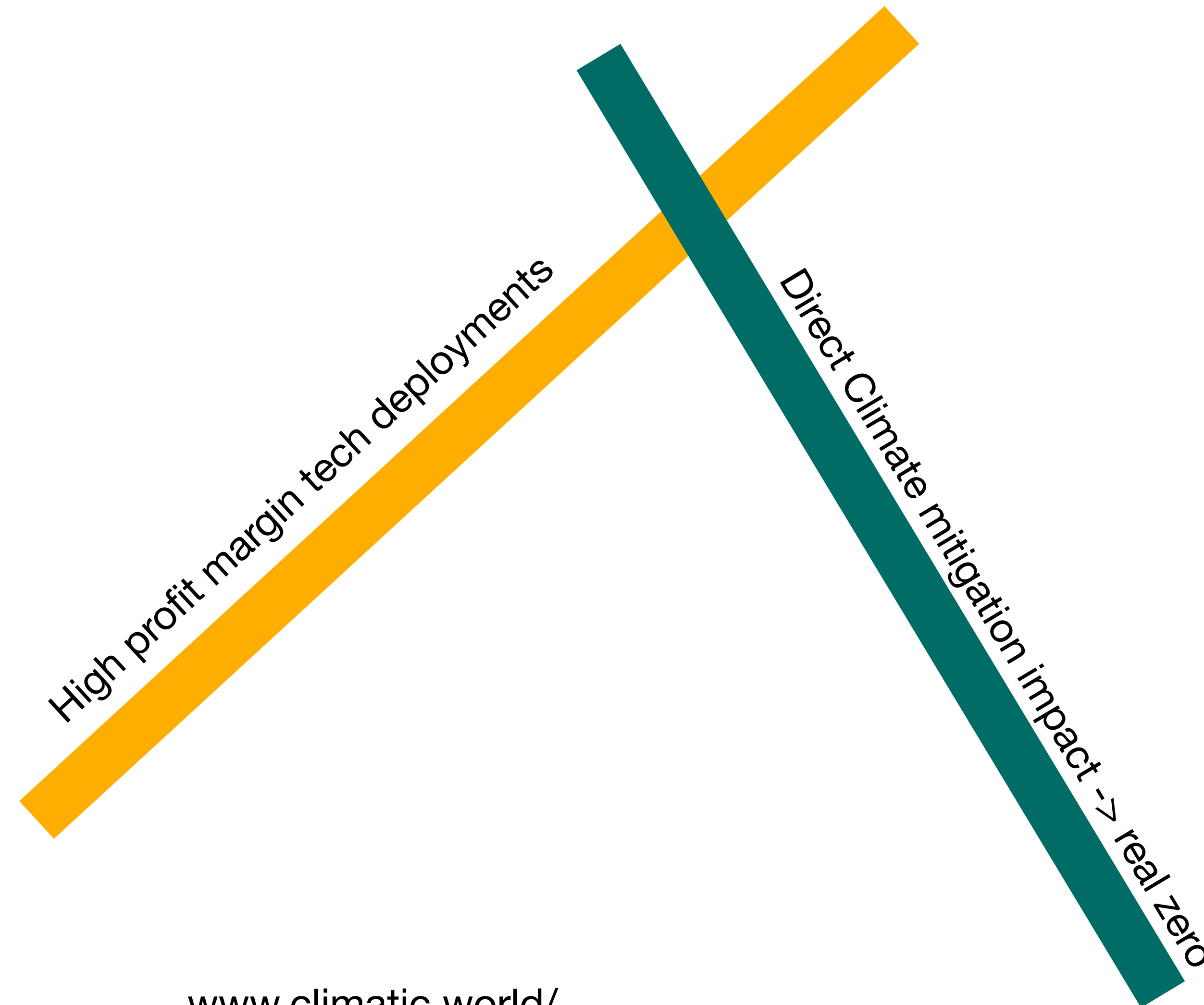


ClimateTech
Funding &
Deployment

Climatic—what and why...

Looks after

- Funding
 - Deployment
 - & Management
- of
- Climate Tech Infrastructure



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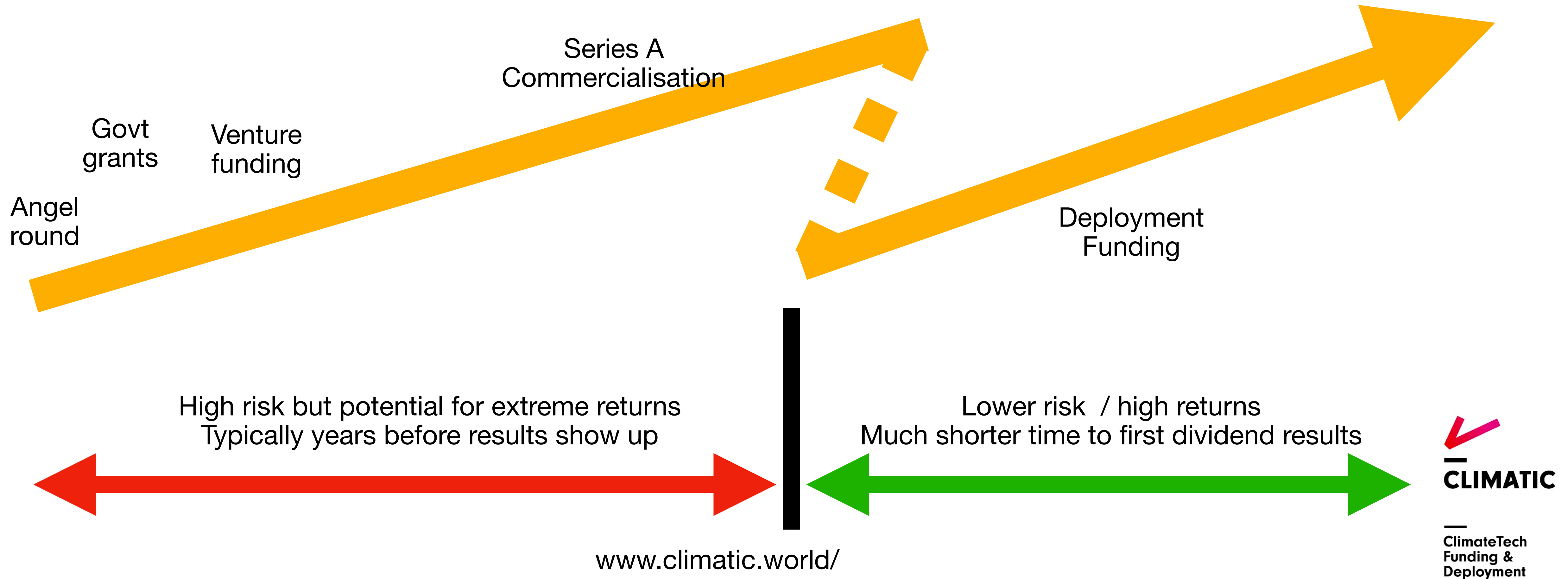


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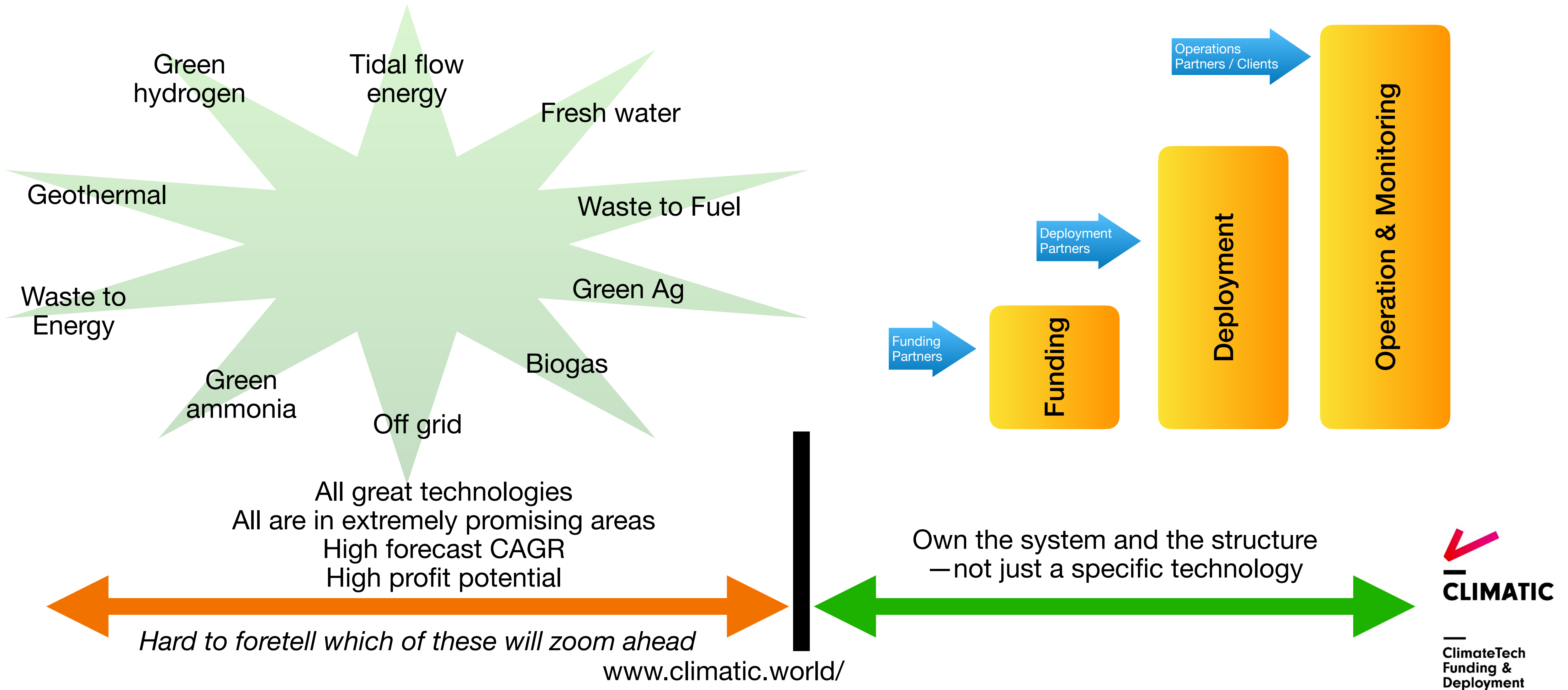
Why is infrastructure the angle?

Infrastructure Climate Tech	General Climate Tech
Serves evergreen demand from market	Short cycles (often faddish)
Long term, stable returns	Short to medium term, customer churn
Uncorrelated to markets	Typically tied to markets
Direct climate impact	No direct impact from software or AI
Security in assets	Safety in next quarter's forecast
Safe as ... infrastructure	

Where is the funding gap... where to invest?



Digging for gold or selling shovels...?



Market-driven sectorial favourites

Sustainable Aviation Fuel

Jet A1 Equivalent from natural or circular resources

Plastic bottles to jet fuel



Market size: \$500B USD

CO2 impact: 2.5%

Prod Cost: 20-30% lower

Margin: 20%

Green Ammonia

Molecular equivalent current fossil-fuel ammonia

Electrolysis of water or Garbage to ammonia



Market size: \$225B USD

CO2 impact: 2%

Prod Cost: 20 – 80% less

Margin: 20% – 80%

Long-haul heavy trucks going carbon free

Hydrogen fuel replacing diesel in simple retrofit

Supply chain infrastructure for EU, CAN, AUS... and perhaps US



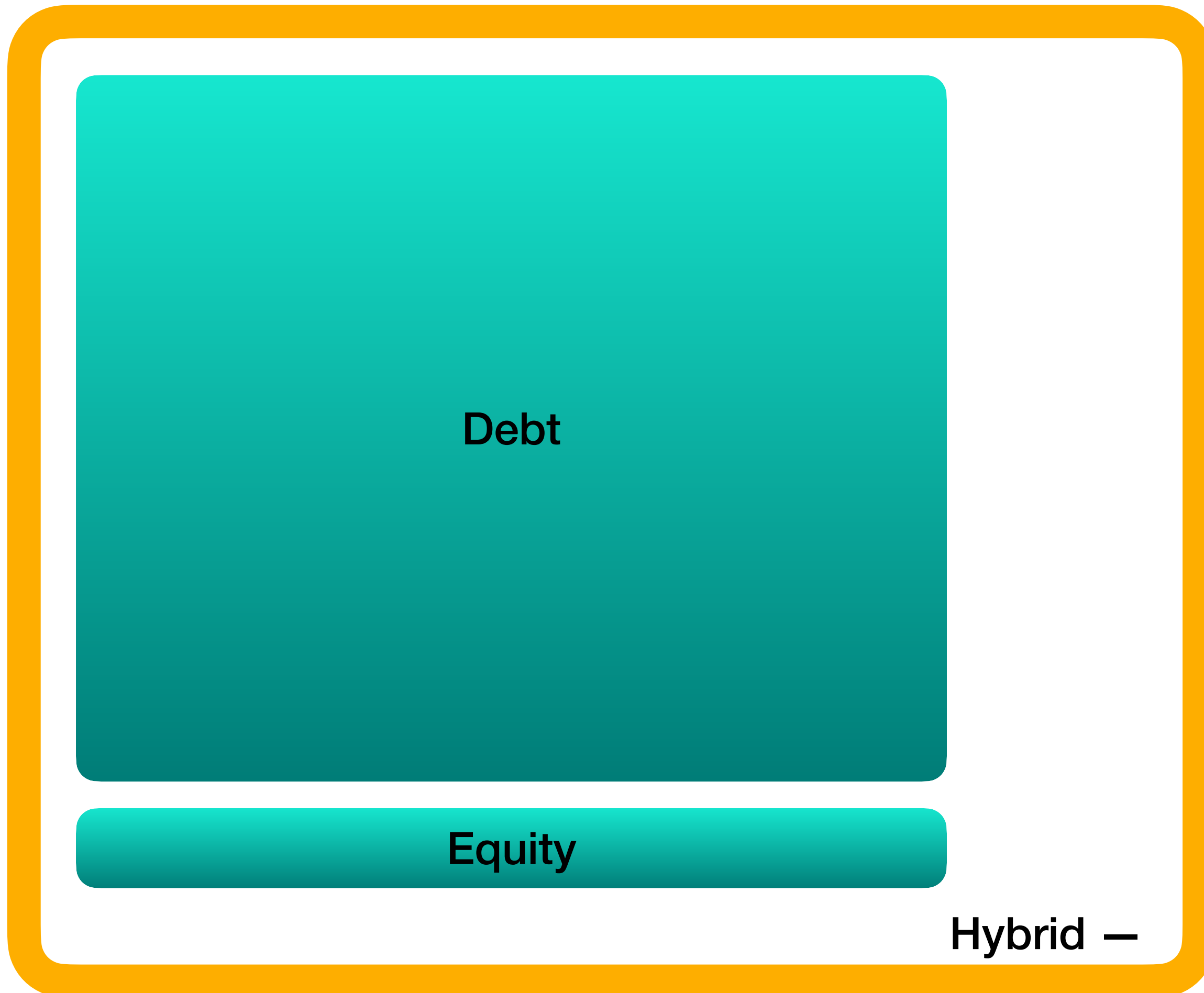
Market size: \$100B+ USD

CO2 impact: 5%

Engine refit market +

Fuel market

Investor's angles



- **DEBT:** Stable, 10+ year terms, modest to to good rates
- **EQUITY:** Returns are typically 10-20%pa with balloon at end
- **HYBRID:** For \$100M+ deployments this can be the best of both worlds

In summary - fact or fiction?

Fact	Fiction
Dozens of technologies giving 20-30% better results than incumbents, while fully green	One clear winner that solves for all types of market demand
Institutional grade debt funding is required	Climate tech infrastructure is like VC investing in software
Real zero is the solution	Net zero solves all
Real stewardship of the future is possible starting with actions today	Climate mitigation tech is just for the idealists

Why not Australia - the debate is open

- Is it just overlooked?
- Are there structural barriers?
- Is the backing from government sufficient and in the right form ?
- Should we do more to plan for sovereignty ...?

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