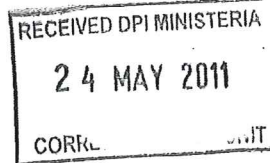




Hon. Michael O'Brien, MP  
Minister of Energy and Resources,  
Level 22, 1 Spring St.  
Melbourne, 3000  
(via electronic delivery)



17 May 2011

Dear Minister O'Brien,

I am writing to seek an appointment to introduce to you an opportunity that would support the continued development of Victoria's Latrobe Valley coal deposits whilst meeting the need for significantly improved environmental performance. In doing so, it would establish a new platform for both coal exports and low emission domestic power production from Victorian brown coal.

The purpose of this initial meeting is to outline the technology, proposed project and it's potential for wealth and job creation in Victoria as well as to explore with you a process to secure a coal allocation to underpin the project.

Exergen is the project leader and represents a powerful consortium including partners Tata Power, India's leading private power utility and Itochu, Japan's third largest trading house. Together with our other cornerstone shareholders Thless and Sedgman, we have developed a breakthrough technology for de-watering high moisture coals with very low energy requirements and associated emissions.

Exergen has also worked in collaboration with CSIRO over the past 16 months, developing the use of brown coal treated by the Exergen technology in high efficiency Direct Injection Coal Engines (DICE). DICE offers the opportunity to produce competitive electricity via large scale engines (currently available in up to 98 MW modules), three of which could replace a third of Hazelwood with an emissions profile similar to gas open cycle generation but fueled by Exergen treated Victorian brown coal.

The Exergen, Tata Power and Itochu development vision is to utilize the technology to upgrade Victorian brown coal to supply the thermal coal export market at a fraction of the emission penalty currently seen in domestic power production. This vision could deliver to Victoria:

1. A new export industry built on our 10 Million tons per annum thermal coal export project.
2. Strong export ties with the dynamically growing market of India, as a key energy supplier.
3. \$ 11 B in new revenues to the State through royalties and job creation over the project life.
4. A platform for deployment of new low emission domestic power generation, using DICE fueled by Victorian brown coal.

Exergen has spent over \$ 20 million to date on the technology development including a proven pilot plant that has been operational since 2004. The next stage in this development is to take the technology from pilot scale to commercial demonstration

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in the Latrobe Valley, through a \$ 50 M investment. To take this step, Exergen and its partners are seeking a coal allocation to secure the demonstration investment that, should the demonstration prove successful, would underpin the next stage of commercial deployment for export.

Exergen and its partners have committed to the Victorian Government previously that, if the proposed development path does not lead to commercial development of the coal resource, it will automatically relinquish the coal allocation. Exergen has held discussions with DPI regarding coal allocation and process over a number of months.

I have attached a background paper and information on Tata Power and Itochu.

I look forward to your consideration of this request and liaising with your office to seek a suitable time.

I should also mention to you that [REDACTED] has written to the Premier seeking a meeting with the Premier to introduce the [REDACTED] of Tata Power, [REDACTED] during an expected visit to Australia by Mr. [REDACTED] within the next few months.

Yours sincerely,

[REDACTED]

[REDACTED]

[REDACTED]

Cc: [REDACTED] Minister's Office) (via electronic copy)

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### **Tata Power**

Tata Power is part of the Tata Group of Companies, which comprise in excess of 90 companies and is India's largest industrial conglomerate. Tata Power is India's largest private utility, with revenues of 189.6 B INR and net income of 20 B INR for fiscal year ending March 2010. Tata Power was founded in 1910 with the founder Jamsetji Tata's objective "to provide cheap, clean and reliable power to the city of Bombay." Tata Power's first power plant was based on renewable hydro electricity.

Tata Power operates 3,127 MW of generation capacity, of which 22% is renewable, with a further 5389 MW of generation capacity under development. This includes the new Mundra thermal coal power station of 4000 MW due for start up late in 2011. Mundra applies super critical; steam technology for the first time in India to maximize thermal efficiency and minimize emissions.

### **Itochu Corporation**

ITOCHU Corporation is a major Japanese general trading company (Sogo Shosha) founded in 1858. It reported annual revenues of US\$36.7 billion and net income of US\$1.4 billion for the fiscal year ended March 2010.

Itochu Australia was founded in 1957, and amongst a range of businesses has established a strong position in Australian coal. Itochu is involved in a range of coal export projects in both Queensland and NSW. Itochu currently holds equity in coal export activities exporting around 30 Mtpa, and is involved in the development of a new projects targeting similar level of exports.



## EXERGEN/ LATROBE VALLEY NEXT GENERATION- AN OPPORTUNITY IN LOWERING EMISSIONS AND NEW EXPORT INDUSTRY

24 January, 2011

### Introduction

In the Latrobe Valley, Victoria has amongst the world's largest deposits of brown coal (lignites). This has given Victoria competitive advantage in low cost electricity via open cut mining of the coal and development of very large-scale mine-mouth brown coal fired power stations. However, Victoria's coal has relatively high water content, averaging around 65%. Without taking any position on climate change, it is clear that Australian and international developments are likely to put pressure on coal-fired power generation, in general, and brown coal fired generation in particular. Moreover, Victoria's coal has a low calorific value and, in its raw state, is prone to spontaneous combustion. For these reasons, Victoria has never been able to develop a coal export industry.

Exergen and its partners have developed a technology that offers the opportunity to improve the energy efficiency of Victoria's present and future coal-fired power stations, add a new more efficient and flexible type of coal-fired generation, reduce emissions from power stations and open a coal export market for the State. This is achieved by de-watering brown coal using limited energy, resulting in the opportunity to significantly lower emissions from existing power stations, as well as, open up a pathway to upgrade Victoria's brown coal to exportable quality simultaneously achieving emission outcomes similar to other export coals from elsewhere in Australia and overseas.

### The Current Issue

To progress the project to further stages, Exergen requires assured access to coal.

### Exergen partners

The shareholders of Exergen are the original founding shareholders [redacted], [redacted] (through [redacted] the last two being the original seed funders of the development. (See below as to the roles of these parties in initiating the project). Exergen's partners and cornerstone shareholders are Tata Power, India's largest private utility company; Itochu, Japan's third largest trading house; Thiess, part of the Leighton Holdings Group and Sedgman Ltd, Australian listed engineering specialist.

### SUMMARY

To progress the project, the current requirement of the consortium is to gain access to a quantity of Victorian brown coal sufficient to underpin the next stage of

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development and a subsequent export-focused development of up to 12 Mpta. Surety of access to the coal would see the consortium move into constructing a commercial demonstration plant and progress export scheme approvals, involving an initial spend of nominally \$ 70 M. Development of the demonstration plant would occur over the two years following the allocation of rights to coal.

The subsequent full-scale A\$ 2 B export project would lead to creation of 3000 jobs during construction and an ongoing 300 jobs during the operations phase. The project would deliver an economic benefit to the State estimated at some \$ 11 B over the life of the project. The project outputs would also create an opportunity to achieve very substantial reductions in future emissions of the existing Victorian generators.

If, for any reason, the project did not proceed to completion, the consortium has previously indicated to DPI, its preparedness to guarantee relinquishment of any coal allocation back to the Government.

Exergen is also in collaboration with CSIRO on developing Exergen-treated Victorian brown coals for use as a direct injection fuel into large scale engines capable of producing up to 80-100 MW of electricity per machine. Three of these machines could substitute for, for example Hazelwood power modules 1 and 2 more than halving emissions. The machines would have an emissions profile similar to open cycle gas power generation. These engines exist already, and advice from the main world manufacturer for the engines, MAN, is that the machines would most likely only require modification to be suitable for an Exergen-treated fuel.

## Company Background

### Consortium Members

Exergen Pty. Ltd. is a private company formed in 2000, with the objective of developing the technology invented by the late [REDACTED] (Queensland University) and [REDACTED] (Queensland University at time of invention). The company focused on the development of the technology for reducing emissions in high moisture sub-bituminous and lignite coals in the first instance.

The following cornerstone shareholders have since joined the project: major Australian construction company, Thiess Pty. Ltd. joining in 2006; Sedgman Ltd (ASX listed engineering services specialist in coal and minerals processing) and Tata Power, India's largest private utility, joined in 2008 and Itochu Australia, one of Japan's largest trading houses joined in 2009.

### Funding

The company has spent over \$ 20 M to date developing the technology.

The Company has received both Federal and Tasmanian Government funding to support its development to date.

The Company has not been an applicant in the past for Victorian Government ETIS funding as the timing did not suit in previous rounds but would be an applicant in the future if the scheme were to be extended and opened for further applications.

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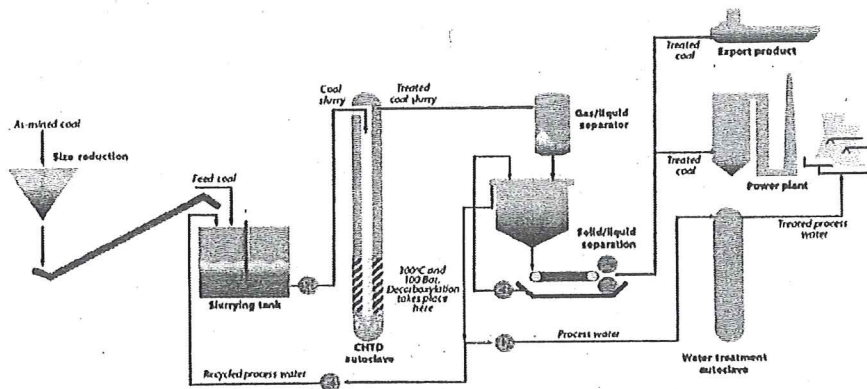
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## The Technology – A Pathway to Low Emissions

The technology is based around a vertically mounted autoclave, which harnesses gravity to deliver the pressure required, in combination with very efficient heat transfer, to achieve the de-watering of Victorian coal's from 60- 65% to a target of 25% using less than 2% of the energy of the coal. This results in achieving the water reduction at up to ten times the efficiency of the processes currently used to dry coal for power station boilers.

The technology has been demonstrated successfully at pilot scale. The Company has a 4 tph pilot facility operating in Beaconsfield Tasmania and has successfully processed Latrobe Valley coals, as well as Anglesea and Indonesian coals.

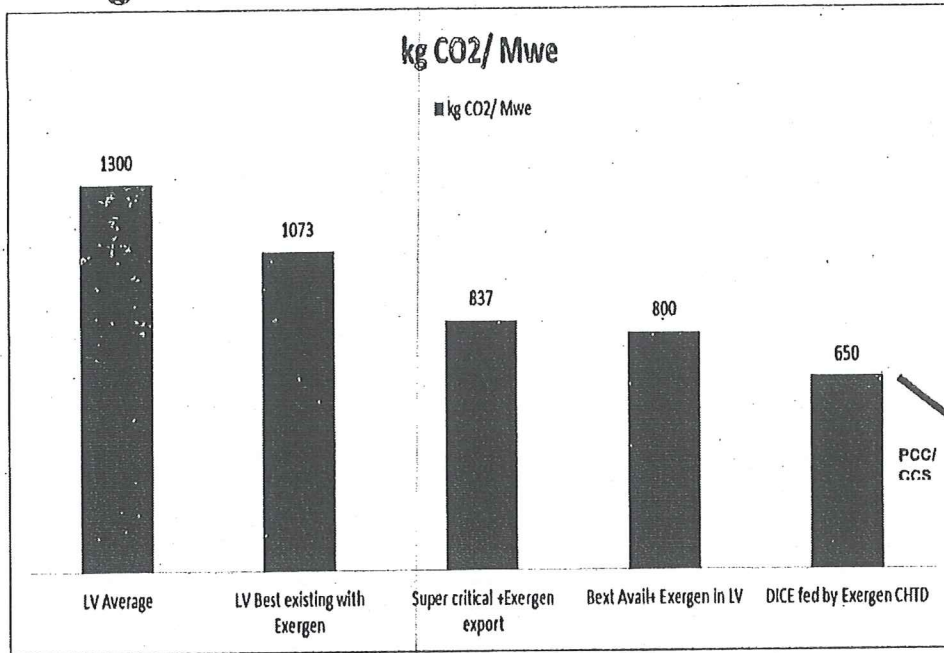
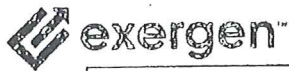
Fig 1: The Exergen CHTD Process



## New Generation Opportunity

Exergen is also half way through a two year jointly funded collaboration with CSIRO for developing the use of Exergen CHTD treated coal for use in Direct Injection Coal Engines. The engines involved are modified diesel engines and are commercially available up to 100 MW in capacity. Exergen CHTD coal has been run successfully in CSIRO's test engines, and the results are extremely encouraging. The engines are suitable for base load as well as fast start for peaking power supply. Forecasts based on results to date indicate an emission profile of around 650 kg CO<sub>2</sub>/ MWe from these machines on Exergen CHTD coal matching the environmental emissions profile of open cycle gas turbines. This development would offer Victoria the opportunity to achieve significant reductions in emissions whilst retaining the low cost benefit of Victorian brown coal.

The emission profile for Exergen CHTD coal in the varying power generation opportunities is given in Fig. 2. Figure 2: Emission profiles for use of Exergen CHTD coal from Latrobe Valley



Emission Reduction	17%	35%	38%	~50%*
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\* Predicted results

### Export Development Opportunity

Whilst the technology supports reductions in emissions domestically, the involvement of Tata Power and Itochu also raises the opportunity of using the technology to unlock the export potential of Victoria's Latrobe valley coal for the first time in the State's history. In its high moisture state the coal is unsuitable for export but the Exergen CHTD process upgrades the coal to exportable quality and overcomes the issues that have prevented export of Victorian brown coal in the past.

Exergen and its partners' interest is in developing an export project building to 12 Mpta of exported treated coal. The project would bring in \$ 2 B in investment, create 3000 jobs during construction, and 300 direct ongoing jobs in the operations phase. Modeling also indicates revenue benefit to the State of \$ 11 B over the export project's life. The project would involve a 25 MPTA mine in the Latrobe Valley with the Exergen processing facility adjoining the mine site. A feature of the Exergen technology is that ex the reactor the treated coal is in a slurry form, allowing the use of a pipeline to transport the treated coal to the Port of Hastings for secondary de-watering and export. An existing jetty, owned by the State and currently grossly underutilized, at Crib Point, is suitable for use, thus keeping additional infrastructure requirements to a bare minimum. The upgraded coal would be exported to India, Japan, Korea and other locations in north Asia.

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This export project would lead the commercialization of the technology making it available for use in feeding current and future Victorian power stations with the associated environmental benefit.

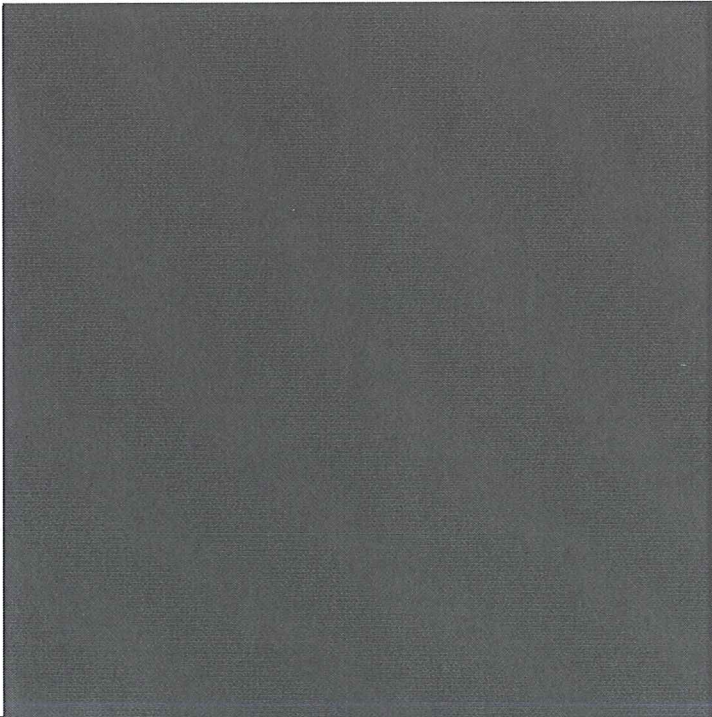
### Coal Allocation

Exergen and its partners' planned next step is the construction of a 50 tph commercial demonstration facility at a cost of \$ 50 M, with a further \$ 20 M required to progress export scheme design and approvals if done in parallel. Given the investment required, this step requires surety of coal access to assure future viability and to underpin the export opportunity. A coal allocation of 750 - 1000 MT raw coal would give the 30 years cover required to underpin the investment required.

**The consortium is willing to guarantee relinquishment of the relevant part of the allocation in the event that either the demonstrator plant or the export development does not proceed. We believe that this would substantially overcome issues for Government that have arisen in relation to allocations of rights to coal for other projects.**

Significant discussion occurred with DPI during 2008 to support an allocation but limited progress has been made in the past 12 months.

The company seeks the Government's agreement to the early introduction of a process to allow a coal allocation of the size and on the terms set out above. The commercial demonstrator could be under construction within 12 months of the conclusion of an allocation with an investment decision in relation to the export project within a commercially reasonable time after the successful conclusion of the demonstrator plant. This could all be achieved within a three year period from the allocation of rights to coal.



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{In Archive} Request for Meeting re Exergen and development plans

Michael O'Brien

to: (michael.o'brien@parliament.vic.gov.au)

30/08/2011 11:38 AM

Cc: [redacted]@dpi.vic.gov.au"

Archive: This message is being viewed in an archive.

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Dear Minister,

Please find attached request to arrange a meeting to brief you on Exergen with its development partners plans for bringing ideally to Victoria the next stage of our development being a \$ 50 M investment in demonstrating Exergen's breakthrough coal de-watering technology as well as our progress on low emission power generation from use of Exergen treated coal with Direct Coal Engines.

I look forward to liaise with your office to find an acceptable time.

Regards,



Ground Floor, 164 Flinders Lane  
Melbourne 3000  
Victoria, Australia



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Min O'Brien ltr August 2011.pdf

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Hon. Michael O'Brien, MP  
Minister of Energy and Resources,  
Level 22, 1 Spring St.  
Melbourne, 3000  
(via electronic copy)

30 August 2011

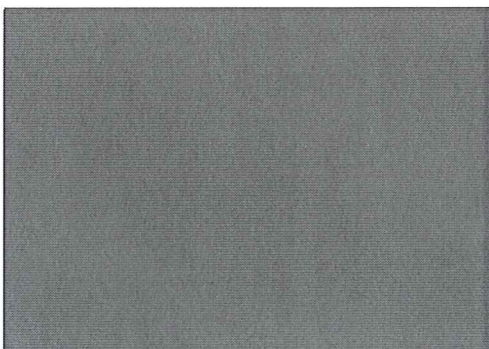
Dear Minister O'Brien,


I am writing to follow up correspondence earlier in the year introducing Exergen and our development partners, Tata Power, India's largest private utility, Itochu Corporation, one of Japan's major trading houses, Thiess, part of the Leighton's Group and Sedgman, coal engineering specialist and the outline of our plans that would support the continued development of Victoria's Latrobe Valley coal deposits for value adding products whilst meeting the need for significantly improved environmental performance.

I am seeking the opportunity to meet with you and update the progress we have been making with our plans both for thermal coal export and particularly the work coming out of our collaboration with CSIRO focused on the use of brown coal treated by the Exergen technology in high efficiency Direct Injection Coal Engines (DICE). DICE offers the opportunity to produce competitive electricity via large scale engines (currently available in up to 98 MW modules), 3 of which could replace a third of Hazelwood with an emissions profile similar to gas open cycle generation but fueled by Exergen treated Victorian brown coal.

I look forward to your consideration of this request and liaising with your office to seek a suitable time.

Yours sincerely,



Cc:  DPI (via electronic copy)

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Hon. Michael O'Brien, MP  
Minister for Energy and Resources,  
Level 22, 1 Spring St.  
Melbourne, 3000

6 October 2011

Dear Minister O'Brien,

Thank you for taking the time to meet with [redacted] Tata Power and [redacted] today.

As [redacted] outlined in the discussion, Tata Power through their investment in Exergen is very interested in understanding the opportunities to develop stronger ties with Victoria through investment in the energy sector

The first steps under consideration is to achieve this through the commercial demonstration of the Exergen technology which involves an investment of some \$ 50 M. This in turn then would lead to significant investment in the development of thermal coal export from Victoria. The demonstration plant would also be used to underpin commercial demonstration of low emission power generation through Direct Injection Combustion Engines, which Exergen have been developing with CSIRO. DICE technology with Exergen fuel has the potential to generate power at prices competitive with combined cycle gas turbines with an emission profile almost 55% lower than the worst of the existing Latrobe Valley generators.

The key elements in seeing this demonstration facility come to Victoria in Tata Power's mind will be:

- Availability of co-support funding through ETIS.
- Confidence on a pathway to a coal resource (nominal 1 B tons) to underpin the export development over its 25+ year life.
- Ability of these underpinning key issues to be resolved by early 2012 to allow an investment decision to be taken to meet timelines of security of future coal supply for Tata Power committed generation capacity.

I look forward to meeting with you again in November to further the understanding and discussion on this exciting opportunity.

Yours sincerely,

[redacted signature block]

Cc: [redacted] (via electronic)

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{In Archive}

[REDACTED]@diird.vic.gov.au,  
[REDACTED] to: [REDACTED]@dpi.vic.gov.au,  
[REDACTED]@dpi.vic.gov.au

07/10/2011 10:02 AM

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Dear [REDACTED]

Thank you for the interactions yesterday with [REDACTED] has already feedback positive impressions of his visit, and in particular the on the interaction and comments from Minister O'Brien. There is a lot of work to go yet on all sides to bring this to fruition, but yesterday was a good base to build from.

Please find attached a letter of appreciation we left with the Minister at yesterdays (with yourselves as CC); close of meeting, that also capture the points Anil made during the various meetings re the key essential elements that will need to fit to see this come to Victoria.

Regards,



Ground Floor, 164 Flinders Lane  
Melbourne 3000  
Victoria, Australia



[www.exergen.com.au](http://www.exergen.com.au)



Min O'Brien Thank You Ltr Oct 2011.pdf

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{In Archive} Tata Power Visit

to: [redacted]@dpi.vic.gov.au  
[redacted]@dpi.vic.gov.au", [redacted]@dpi.vic.gov.au",  
Cc: [redacted]@dpi.vic.gov.au",  
[redacted]@diird.vic.gov.au", [redacted]

07/10/2011 04:04 PM

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[redacted]  
I would like to express my thanks for the time you made available to meet yesterday with [redacted] and [redacted] along with [redacted] [redacted] has already feedback to me the positive impressions he has taken away from this visit, and whilst there some obstacles to go to see the demonstrator investment opportunity attracted to Victoria, yesterday's discussion had a positive impact. [redacted] will have fed back I am sure from the Minister's meeting which again [redacted] received a good understanding of the Minister's thinking , recognising he has a process in progress and his cabinet colleagues to form a view. [redacted] consistent with his messages to yourself could be best summarised in seeing this demonstration facility come to Victoria in his mind will be:

- Availability of co-support funding through ETIS or other sources e.g. Federal
- Confidence on a pathway to a coal resource (nominal 1 B tons) to underpin the export development over its 25+ year life based on success case, with the guarantees of relinquishment if not successful.
- Ability of these underpinning key issues to be resolved by early 2012 to allow an investment decision to be taken to meet timelines of security of future coal supply for Tata Power committed generation capacity.

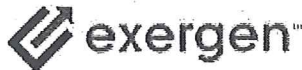
[redacted] and I will be following up with [redacted] to develop and submit a business case re funding as he flagged to get the process underway on that front, and will look forward to the outcomes discussed re coal access.

Having re-established our links, I look forward to working with you to hopefully bring about a positive outcome for assisting in contributing to the realisation of Victoria's energy potential.

Regards,

[redacted]

[redacted]



Ground Floor, 164 Flinders Lane  
Melbourne 3000  
Victoria, Australia

[redacted]

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{In Archive} NEIIR Economic Report

[redacted] to: [redacted]@dpi.vic.gov.au,  
[redacted]@invest.vic.gov.au  
Cc: [redacted]@dpi.vic.gov.au", [redacted]

12/10/2011 11:19 AM

Archive: This message is being viewed in an archive.

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Dear [redacted]

Please find attached cover letter and report regarding potential economic benefits flowing from the proposed Exergen/ Tata Power/Itochu thermal coal export plans, which had been provided in 2009 but I understand may no longer be accessible from that time. Happy to elaborate if you need.

Regards,

[redacted]

[redacted]



Ground Floor, 164 Flinders Lane  
Melbourne 3000  
Victoria, Australia

[redacted]

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NIEIR Cover Letter + Report Re send October 2011.doc.pdf

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Exergen Pty Ltd ACN 099 189 321

Mr. [REDACTED]

Dept. Primary Industry  
Level 16, 1 Spring St.  
Melbourne 3000

Mr. [REDACTED]

Invest Victoria  
Level 36, 121 Exhibition St  
Melbourne, 3000

(via electronic copy)

12 October 2011

Dear [REDACTED]

It has been brought to my attention that some information we supplied both your respective departments back in 2009 on the independently modeled economic benefits to Victoria of the proposed Exergen/ Tata Power/ Itochu export plans may no longer be available to you given change of Government protocols.

Please find attached a cover summary and their report as provided by [REDACTED] of the National Institute of Economic and Industry Research. The report only assessed the thermal coal export plans and does not include the significant potential of Exergen CHTD linked with the use of Direct Injection Combustion Engines for low emission domestic power generation. The latter work at the time with CSIRO was only in its formative stages, and the insights that we now have with its potential to out compete combined cycle gas generation with emissions in the mod 600's kg/ MWh, I am sure would add further to the benefits highlighted.

Whilst the full report is supplied on a commercial in confidence basis, the key points covered in the Exergen summary have been put into public domain by ourselves over the past 2 years and would be available for you to use if it supports your internal activities, such as coal road maps etc.

I am happy to elaborate if it assists on the background and assumptions behind the report.

Yours sincerely,

[REDACTED]

Cc: [REDACTED] DPI (via electronic copy)

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## The macroeconomic impact of the proposed Exergen brown coal dewatering project in the Latrobe Valley

Prepared for Exergen by the National Institute of Economic and Industry Research.

The above report was commissioned by Exergen in order to make internal assessments of its project's benefits.

Exergen has now been requested to submit a copy of this report to the Victorian Government and the company has been assured that it will be treated as highly confidential and tightly controlled within the Department of Primary Industries. It is on this basis that the company hereby provides the report.

It must be noted that the report is in "final draft" form and as such contains minor errors and matters such as spelling and terminology which will be addressed in the final report. Such matters do not impact on the accuracy of the report's analysis or findings.

The report contains tables summarising the economic benefits over a 40 year project operational life and based on a reasonable assumed project investment of \$1.4bn. The economic benefits are stated in 2007 prices and also 2056 prices discounted using a conservative 8% discount rate.

NIEIR have used their detailed quarterly model up to June 2017, after which that quarter's results were extrapolated over the remaining project life. The report concludes that this is based on a valid assumption.

Two levels of outcome are detailed in the report – a conservative case and a higher outcome. The report notes that the higher level is not the highest possible outcome.

In addition to this report, Exergen has used the NIEIR model data (included in the report) to calculate:

- 1) The total project benefit to government (total increase in household taxes, company taxes and royalties paid to all government as a result of the project) of \$34bn in "money of the day" (MOD) terms (calculated using a 3% per annum inflation rate).
- 2) A total welfare gain of \$13bn MOD (increase in consumption by all private households plus interest on increased government tax receipts) for the first 20 years of operation

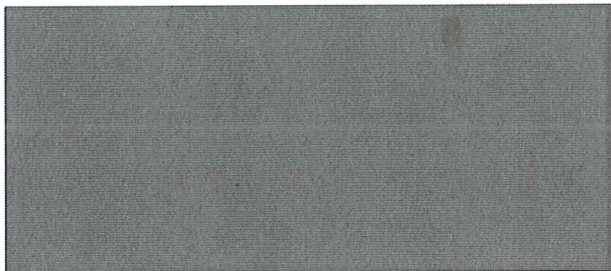




- 3) Increase in Victorian Gross Industry Output, up to 2022, of \$16bn MOD and;
- 4) Increase in Latrobe Valley and Mornington Peninsula Gross Industry Output, up to 2022, of \$10bn MOD.

Please refer to table included below for detail and cross references to NIEIR report.

Requests for clarification or more detail should not be directed to NIEIR. However, please do not hesitate to contact the undersigned or Mike Smith, should you require any further information.



**Exergen Pty Ltd**

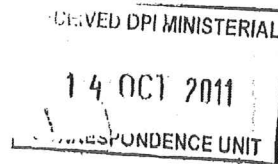


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12 October 2011

Hon. Michael O'Brien MP  
Minister for Energy and Resources  
Minister for Gaming  
Minister for Consumer Affairs  
Government of Victoria  
1 Spring Street GPO Box 4440  
Melbourne Victoria 3001



Dear Minister O'Brien, *Michael,*

We are grateful and thank you for the opportunity to introduce our friends from TATA Power on their visit to Victoria last week.

This was [redacted] first visit to Australia as [redacted] of TATA Power. The opportunity to meet you personally was important to his deliberations concerning further investment in the development plans for bringing Exergen's Clean Coal Technology to Victoria and the potential for access to a resource in Victoria.

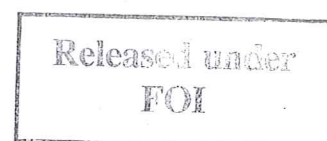
The feedback on their impressions from the welcome extended to them from both Government and Industry representatives during the visit are all positive. We also met and updated the Federal Minister Martin Ferguson last Friday on [redacted] visit. We continue to be encouraged by the support and encouragement we receive from him and his department.

The strategic investment by TATA Power in our nation's clean coal, geothermal energy resource developments and now solar technology developments over a number of years is quite remarkable, and a continued interest well worth fostering for the nation.

I would welcome the opportunity to host you on a visit to our pilot plant facilities in Beaconsfield. Also, we would be grateful for prior advice on the timing of any visit you plan to make to India. Be assured our friends at TATA Power would extend a warm welcome to you back in their home country.

Thank you again for the opportunity to meet with you last week.

Sincerely,



Minister Michael O'Brien MP  
Minister for Energy & Resources  
Minister for Gaming  
Minister for Consumer Affairs

- URGENT
- Due / /
- Acknowledgement Letter
- Electorate Constituent
- Briefing and Draft reply
- Minister to Sign
- Briefing Only
- Delegated response
- NRN (*for information only*)
- Comments:

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