



APAC **biofuel** consultants

A JOINT VENTURE OF ENERGY QUEST AND ECCO CONSULTING



Australian Biofuels 2010 – 2011

Updated to November 2010

Study Contents and Order Form

November 2010

Dear Colleague

On behalf of Ecco Consulting and EnergyQuest we are pleased to present our annual major client study on the Australian biofuel industry - **Australian Biofuels 2010-11** and **updated** as at November 2010.

Australian Biofuels 2010-11 is a most extensive in depth analysis of the Australian biofuel industry. It is a complete and comprehensive review of all commercial developments and policies affecting the Australian biofuel industry over the past 12 months.

- *Do biofuels in Australia and the world have a future?*
- *How fast is ethanol and biodiesel demand growing in Australia? Will Australia meet targets? Does Australia have sufficient feedstocks? Do we need to import? Can biodiesel establish itself as a sustainable industry of scale?*
- *What is future production capacity of ethanol and biodiesel in Australia to 2015? Who are the players? Where are the plants? Will new projects come to fruition?*
- *Are mandates effective? What has been the NSW experience? Has the E10 mandate created more competition and reduced the price of unleaded petrol? Can producers compete in mandate conditions? Is there sufficient capacity to meet the biodiesel and ethanol mandate and 'free' demand? What can other states learn from the NSW mandate?*
- *Importing and import pricing of ethanol and biodiesel – are there any winners? Can Australian producers compete?*
- *Should the Federal government develop an umbrella policy for the biofuel industry? Should there be more assistance for next generation feedstock? What is the status of excise?*
- *What about E85 and Holden's flex-fuel vehicle recent release?*
- *Is Australia sufficiently pro active developing next generation feedstocks - algae, pongamia, mustard seed, lignocellulosic - where are they up to?*
- *Can Australian biofuels compete with alternatives - LPG, LNG, CNG or FT diesel - all of which are backed by large reserves of gas and coal? Biofuels for aviation in Australia?*

We trust that you will find the study interesting, insightful and most of all, independently informative.

Australian Biofuels 2010-11 is essential reading for those in biofuels and in related energy sectors.

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Australian Biofuels 2010-11

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Update (5th November 2010)

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Australian Biofuels – 2010-2011

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Australian Biofuels 2010-2011 is a Client Report, researched and prepared by **APAC biofuel consultants***. This Study is an extensive and comprehensive update of the Australian biofuel industry as at November 2010. It is essential information for all those in the biofuel and related energy sectors.

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THANK YOU FOR YOUR ORDER

Study Team

Mike Cochran

Mike Cochran brings to the study experience in commercialisation processes, business development and commodity marketing in the oil, gas, petroleum, and resource sectors. Mike has developed a specialisation in the biofuel sector in Australia and Asia and has undertaken consulting assignments with governments, oil companies, energy trading companies, agriculture trading companies, biofuel producers, investment banks, infrastructure sector, and local governments. He has an understanding of the commercial and trading environment and requirements to establish green field projects, especially relating to biofuels, energy, commodities, trading and overseas markets.

In 2004 Mike established Ecco Consulting Pty Ltd to provide marketing, negotiation and commercial services to the gas, petroleum, and resource industries in Australia and overseas. Ecco Consulting has successfully established excellent working relationships and engaged in assignments with large Australian and overseas resource organisations, government and banks. Ecco has consulted in crude oil marketing and operations, research and analysis for alternative liquid fuels, infrastructure representation, biofuels client (including investment) studies and commercial negotiation facilitation.

Prior to establishing Ecco Consulting Pty Ltd, Mike has held various commercial and marketing positions, at senior level, with some of the world's largest resource and petroleum organisations - BHP, Rio Tinto (CRA, Mary Kathleen Uranium, Bougainville Copper Ltd) and 22 years with Santos Ltd.

Mike has a degree in Economics from Sydney University and post graduate Diploma of Oil Supply and Refining - validated by the University of Oxford. He is also a Board member of the Australian Institute of Energy and Australian LPG.

Dr Graeme Bethune

Graeme Bethune is CEO of EnergyQuest, which he established in 2005 to provide strategic research on Australian oil, gas and other energy sources. EnergyQuest's clients include major Australian companies, most Australian governments, institutional investors and a number of international companies.

EnergyQuest also produces the EnergyQuarterly, which provides comprehensive and timely analysis of oil and gas production, reserves, development projects and gas contracts in Australia.

The company has also undertaken major multi-client studies of coal seam methane and biofuels and provided strategic advice on acquisitions and major energy contracts.

Prior to establishing EnergyQuest, Graeme had 30 years in senior finance and corporate affairs roles. For 10 years he held a range of senior positions with the Australian energy group, Santos, reporting to the CEO, responsible for finance, business development, investor relations and media. This included over \$2 billion of major financing and asset acquisitions and divestments.

Graeme has a first-class honours degree in economics from Monash University and a PhD from the Australian National University. He has undertaken the executive program at the Graduate School of Business at Stanford University and is a member of the Society of Petroleum Engineers and the Petroleum Exploration Society of Australia.

Susan Bethune

Susan Bethune is a partner in EnergyQuest, responsible for market analysis. Susan has 30 years experience in economic and financial analysis with the Commonwealth government, the finance sector and the tertiary education sector. She has an honours degree in economics from Macquarie University and a Masters degree in economics from the Australian National University.