

FOR RELEASE
8 FEBRUARY 2011

‘CleanTech Angels Network’ Launched Funding the move to a Sustainable Future

The CleanTech Angels Network has been recently launched to link cleantech companies seeking investment with Angel investors seeking investments in the sector.

The network is in response to both many cleantech innovators struggling to find backers and many Angel investors unable to find good cleantech investments. The communications provided by the network will solve this information constraint.

The Network is the initiative of Australian CleanTech, a research and advisory firm that works for cleantech companies, investors and governments to deliver both an understanding of and growth in the sector.

A definition of cleantech is that it comprises of:

Economically viable products, services and processes that harness renewable materials and energy sources, dramatically reduce the use of natural resources and cut or eliminate emissions and wastes.

More concisely it contains products and services that have ‘*economic and environmental benefits*’. The sub-sectors of cleantech include renewable energy, water, waste and recycling, construction materials, energy efficiency, carbon trading and environmental services.

John O’Brien, Managing Director of Australian CleanTech, said, “We are approached by many emerging cleantech companies that require between \$100,000 and \$300,000 to bring their ideas to market. Many of these are very promising concepts and ones that would also benefit from the expertise of an experienced angel investor.”

“It is very hard for many of these companies to even get passed first base with any investors that they are able to easily access.”

There are 13 angel networks in Australia according to the [Australian Association of Angel Investors](#). Historically most of these have focussed on IT or biotech projects. Cleantech companies often do not fit with the expectations of the majority of group members.

The venture capital industry in Australia is generally not interested in these companies. Not only are their investment mandates restricted to later stage companies, their minimum investment usually not less than \$1-2 million.

There however many individuals around the country that see the value in and are seeking cleantech investment opportunities. “We are looking to meet the needs of both the Angels and the companies by providing a mechanism for them connect with each,” O’Brien says. “We hope that the success of this initiative will provide further stimulus to the growth of the sector in Australia.”

Australian CleanTech has analysed the operations of over 600 Australian cleantech companies. This work will be released as its updated Australian Cleantech Review in April 2011. Last year’s report provided a profile of 420 cleantech companies with combined revenues of \$9.2 billion and over 13,000 employees.

“Australia is lacking the drivers that are seen elsewhere in the world,” says O’Brien. “The government stimulus is fragmented and small, the regulatory measures are providing only some assistance and the venture capital industry is under-funded.”

There is however increasing demand from industry and the wider community for solutions that have both environmental and economic benefits. There are many solutions being developed but a lack of accessible investment to bring them to market.

The first companies to be seeking investors through the network include:

- **An Integrated Solar System** that provides a solution for buildings through the provision of hot water, power, heating and air conditioning.
- **A Building Construction System** that includes a patented super-insulated, low labour, construction methodology that reduces home energy by up to 80%.
- **A DVD Material Solution** that uses half of the raw materials of standard DVDs reducing both costs and the carbon footprint of production by 52%.
- **Two Wave Energy technologies** at different stages of development.
- **An Integrated Food Production System** that profitably produces freshwater fish and organic vegetables.
- **A Solar Module Production Facility** that plans to produce panels especially adapted for the Australian market.
- **A micro-algae biofuels** project that plans to build decentralized rural industries.

“We have already facilitated discussions between one of these companies and a major potential investor,” O’Brien explains. “We are looking forward to delivering many success stories that help to commercialise clever clean technologies and help to move Australia towards a more sustainable future”.

“To date we have over 50 investors seeking cleantech opportunities. These early adopters are likely to secure the best investment returns. However, we believe that this number will increase rapidly once the potential investment returns are more widely understood.”

The CleanTech Angels Network allows companies to connect to an investor base across the country that has a specific interest in the sector. For emerging companies, it offers substantial exposure to the exact people they are trying to find.

FURTHER INFORMATION:

For further information please contact:

John O’Brien

Managing Director, Australian CleanTech

Ph: 0419 826 372

john.obrien@auscleantech.com.au

John O’Brien is Managing Director of Australian CleanTech, an Adelaide headquartered research and advisory firm that operates in Australia, China, Korea and Malaysia and publishes both the Australian Cleantech Review and the ACT Australian CleanTech Index.

Further details on the network and the companies currently seeking finance can be accessed at the Australian CleanTech website at http://www.auscleantech.com.au/ACT_Cleantech-Angels-Network.html