

# Green Ammonia

Export Market and Project Development  
Pathways

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# Export opportunities - Japan



- Demonstration project under the New Energy and Industrial Technology Development Organization's "Development of Technologies for Carbon Recycling and Next-Generation Thermal Power Generation / Research, Development and Demonstration of Technologies for Ammonia Co-Firing Thermal Power Generation" program;
- Large amount of ammonia will be co-fired in a large-scale commercial coal-fired power plant;
- Provides Australia with an opportunity to develop an ammonia export industry;
- Ammonia is an efficient and low-cost alternative to transporting and storing hydrogen;
- Existing ammonia infrastructure, coupled with future investment in ammonia infrastructure could provide Australia large scale export opportunities.

# Australia's competitive advantage



- Australia has a competitive advantage in green hydrogen production:
  - Large domestic market across heavy transport, ammonia, steel and gas;
  - Access to low cost renewable energy resources;
  - Existing hydrogen production, industrial bases and skilled workforces;
  - Potential for hydrogen export terminals in Port Kembla and the Port of Newcastle to access large scale export market opportunities;
  - Access to 30 day planning approvals through Special Activation Precincts in NSW.
- Integrated hydrogen economy in NSW:
  - New England REZ;
  - Hunter Valley REZ/Hydrogen Hub;
  - Illawarra Hydrogen Hub/ REZ

# Development pathways – *Option 1*



Water source



Cheap renewable energy



Existing port infrastructure



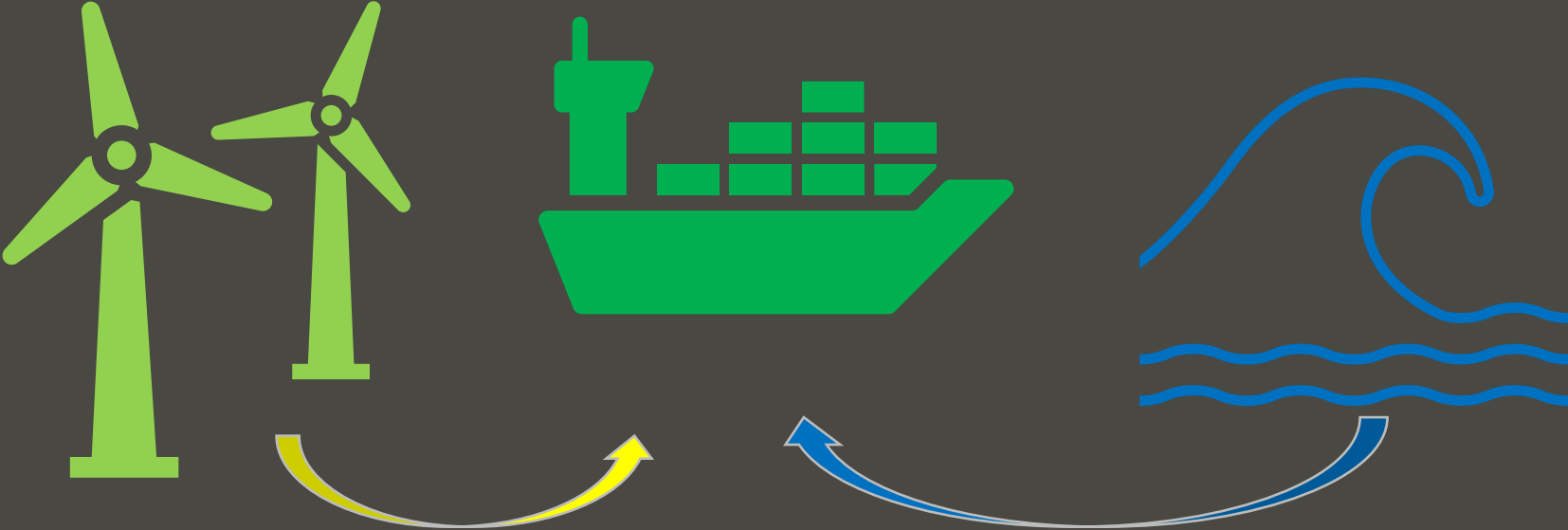
# Development pathways – *Option 2*



Cheap renewable energy

Existing port infrastructure

Ocean water



# Key contacts



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## Matt Baumgurtel

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Matt's has considerable expertise in project development, construction, financing, joint ventures, and mergers and acquisitions transactions. He specialises in legal advice throughout the energy and infrastructure lifecycle, and acts for investors, developers, and constructors of solar, thermal, wind, hydrogen, electricity transmission, waste to energy and energy storage projects in Australia and the APAC region.

Matt's expertise also includes drafting and negotiating project and finance agreements, EPC and O&M agreements, connection and access agreements, and power purchase agreements. Matt also has extensive experience managing non-recourse project financing, including parallel bank negotiations, due diligence and transaction documentation.

Prior to joining Hamilton Locke, Matt was a partner and co-lead of the energy, infrastructure and resources group at K&L Gates. He was also previously the General Counsel at Fotowatio Renewable Ventures (FRV) for eight years. Prior to this, he worked for a number of leading global and national law firms, including Gilbert + Tobin and Clifford Chance.

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## Andrew Smith

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Andrew is a lawyer in the Hamilton Locke Energy, Infrastructure and Resources team. He specialises in renewable energy projects including wind, solar, energy storage and hydrogen.

Andrew has a passion for navigating complex issues, particularly in the Energy, Infrastructure and Resources space. Andrew thrives on helping clients navigate challenges and achieve commercial successes for businesses. He is fascinated with the positive impact the law can have on businesses and enjoys working collaboratively to accomplish favourable outcomes.

Prior to joining Hamilton Locke, Andrew worked at Ashurst in their Sydney and Dubai office.