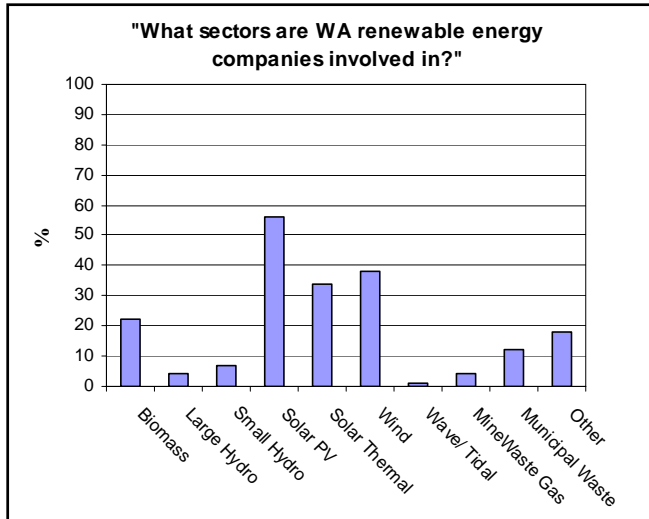


RESULTS OF THE SUSTAINABLE ENERGY INDUSTRY SURVEY 2002

Western Australia

The Western Australia Sustainable Energy Industry has continued to develop strongly and now accounts for 17% of the sector's national sales and employment. The majority of respondents in Western Australia are in the field of renewable energy (50%) and energy efficiency (49%), with 5% involved in cogeneration. A number of companies span several of these fields.

The Western Australian industry is dominated by small businesses, with over 70% of sustainable energy companies employing five or less staff. However, some major companies are located in Western Australia, such as major solar hot water system manufacturers and 4% of respondents employ more than 40 staff.



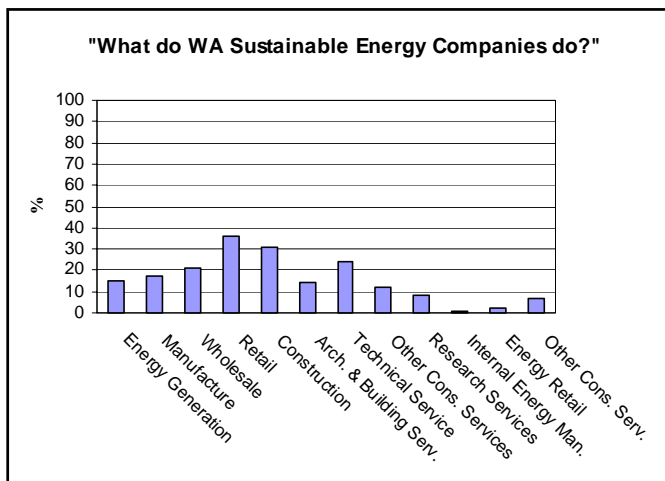
The survey results show that the sustainable energy industry in Western Australia has maintained excellent growth in recent years and makes a significant contribution to the State's economy.

Total annual sales in 2001/02 were \$640 million. Including indirect effects, the total contribution of the sustainable energy industry was estimated at between \$1.2 billion and \$1.6 billion in 2001/02. The fact that strong growth has been achieved during difficult economic times when other industries have performed less well, is in itself significant.

The Western Australian sustainable energy industry directly employed over 2,800 full time equivalent staff in 2001/02, and it was estimated to stimulate a total of between 6,400 and 9,900 jobs throughout the state.

The Western Australian Sustainable Energy Industry is also a strong exporter with 2001/2002 exports estimated to exceed \$77 million.

Prospects for the industry in Western Australian are considered excellent with continued growth in sales and exports. Survey respondents



predict a 17% increase in direct sales in 2002/03 and exports from the sustainable energy industry are estimated to increase by over 25% to \$97 million in 2002/03.

Around 45% of respondents in Western Australia stated that Commonwealth and State Government programs have provided assistance, most commonly through increases in consumer awareness and sales.

Australia-wide

Across Australia, the number of companies involved in the Sustainable Energy Industry is estimated to be in excess of 2,100. Of these, 570 responded to the survey "Economic Performance and Contribution of the Sustainable Energy Industry 2002" conducted by Mark Ellis and Associates and managed by the NSW Sustainable Energy Development Authority. The survey covered all of Australia and was sponsored by the Australian Greenhouse Office, the Sustainable Energy Development Office and other state and territory agencies responsible for sustainable energy development.

The survey requested key data on company annual sales and employment figures for the three financial years from 1999/2000 to 2001/2002 and projected figures for the 2002/2003 financial year. The total economic contribution of the industry was assessed by extrapolating from this data using accepted ratios and multipliers to account for all companies in the industry and the downstream impacts of their activities.

Although growth rates are slowing, the industry is still developing rapidly and is becoming a significant economic contributor to the Australian economy. Accounting for non-respondents and allowing for flow-on effects, the sustainable energy industry contributes between \$6.9 billion and \$9.8 billion annually and provides 58, 000 jobs.

Approximately 21% of the surveyed companies made export sales overseas. The export sales generated by these companies increased throughout the survey period to \$88 million in 2001/02. When extrapolated to include non-respondents, the value of total exports for the industry in 2001/02 was estimated to be approximately \$355 million. Both the numbers of companies exporting and the average export sales per company have risen steadily throughout the survey period.

Of the companies that responded to the survey, 60% identified themselves as being involved in the energy efficiency sector, 40% in renewable energy activities and 10% in the cogeneration (combined heat and power) sector, many having interests in more than one sector. Of those involved in renewable energy, most were active in solar photovoltaics and wind power, followed by solar thermal, biomass and small hydro.

Nationally, the industry is composed of predominantly small companies; 73% of companies have less than 6 employees, whilst only 5% have more than 40.

Approximately 70% of jobs are created in the energy efficiency sector, where 62% of companies have some level of involvement.

Respondent's estimates of direct sales and sales projections for the current year show levels of industry confidence are strong, and confirm that Australian companies are proactive in seeking out new opportunities and markets.

For further details see the full report:

"Economic Performance and Contribution of the Sustainable Energy Industry 2002", Mark Ellis and Associates at:

[www:sedo.energy.gov.au](http://www.sedo.energy.gov.au)