



— **GHD**
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Market Development Strategy for FOGO-derived products

Overview

Acknowledgement of Country



We are meeting today online in various parts of the country and pay our respects to the traditional lands of the people and I wish to acknowledge them as Traditional Owners. I would like to pay my respect to their Elders, past, present and emerging, and extend that respect to other Aboriginal or Torres Strait Islander people who may be here today.



Torres Strait Islander Flag



Aboriginal Flag



GHD's Reconciliation Action Plan (RAP)

Scope Overview

1. Market research identified the top 5 Market sectors (30 stakeholders consulted)
2. Determine the barriers to each market developing
3. Develop a list of actions to overcome key market barriers
4. Develop higher priority next steps to address the key barriers



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Market Development strategy supported by:

- Extensive consultation
- Background research
- Review of market opportunity
- GIS analysis of market access logistics
- Actions

Highest ranked markets

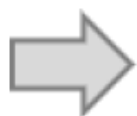
Capacity to accept significant volumes in the near term (to 2025)



- Extensive agriculture (cereal and livestock)
- Mine rehabilitation
- Urban amenity (residential)

Largest hypothetical annual value

Based on the estimated market size and potential price point



- Extensive agriculture (cereal and livestock)
- Intensive agriculture (grazing)
- Local Government (parks and gardens)

Contribute to 'closing the loop'

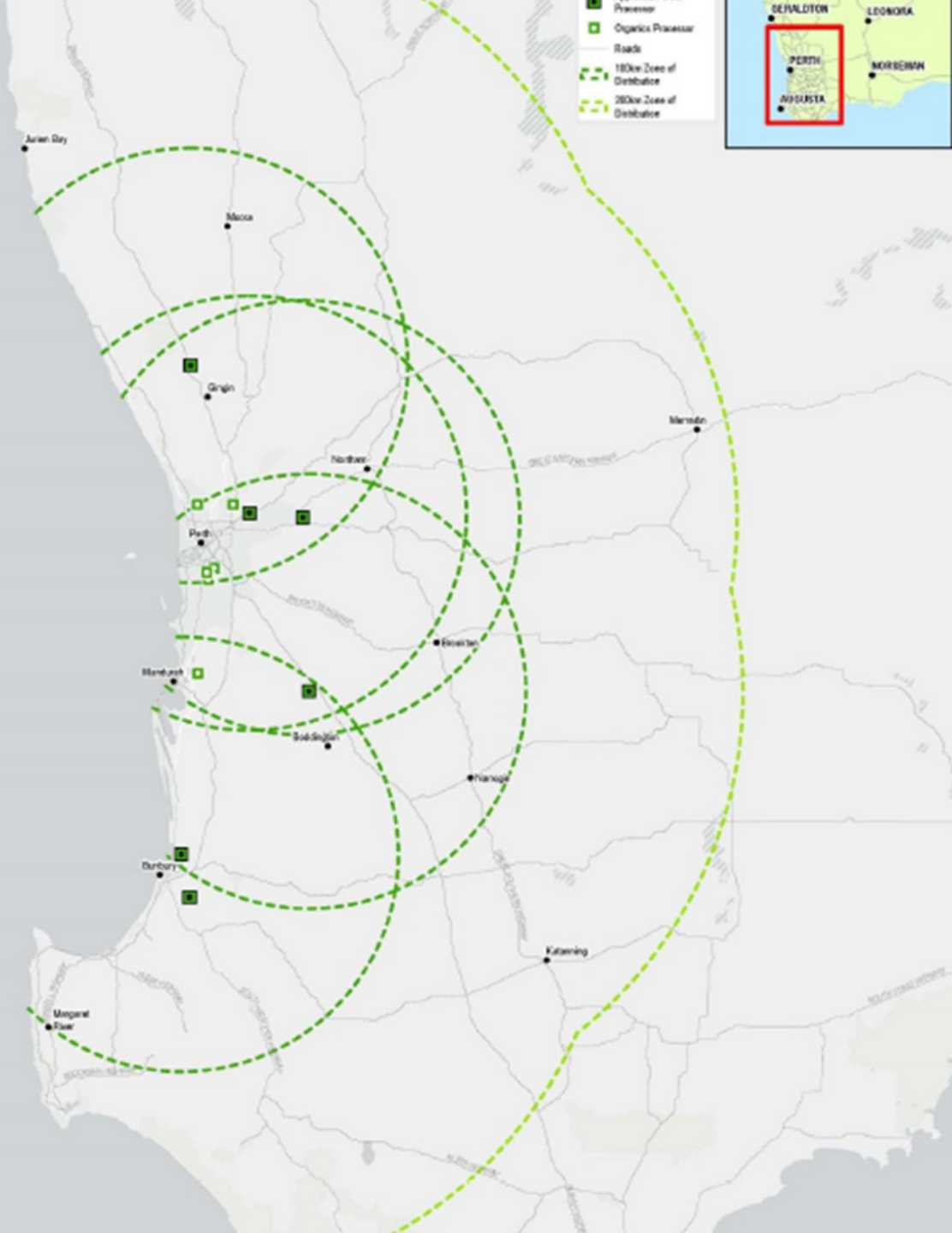
around feedstock quality management



- Local Government (parks and gardens)
- Urban amenity (residential)

Product distribution potential:

- 100 km from processors
- 200 km from processors



Strategies for the top 3 markets

Extensive Agriculture (cereals)

First Steps

Trials and Demonstrations:

Why?

- Introduce market to product
- Determine value to market
- Determine product requirements of market
- Move large volumes of product

Big Play

Support investment in Pelletized product development:

Why?

- Reduce transport costs of product
- Reduce cost of applying of product
- Increase price point of product

Mine Rehabilitation

First Steps

Build relationship with market:

Why?

- Understand potential size of the market
- Understand product requirements of the market

Big Play

Create regulatory drivers:

Why?

- Rehabilitation is done progressively in accordance with at mine plan
- Rehabilitation is delivering on approvals requirements
- Potential carbon element

Urban Amenity

First Steps

Consistent state led community education:

Why?

- Build pride in circular economy action
- Build understanding of product
- Reduce contamination at source

Big Play

Support investment in AD:

Why?

- Create high quality product fit for urban amenity use
- Increase price point of product

PRIORITY ACTIONS

Market Consultation	<ul style="list-style-type: none">• Consult priority markets to identify purchasing protocols that need to be revised (e.g. govt entities)
Guidance	<ul style="list-style-type: none">• Finalize and issue Guide: Better Practice Composting*• Develop BPM guidelines to manage contamination• Implement the ‘end of waste’ framework*• Trials of FOGO–derived products
Education	<ul style="list-style-type: none">• Platform for LGA to share learnings• Statewide approach to FOGO education
Funding/subsidies	<ul style="list-style-type: none">• Fund trials to determine cost benefits• Assist processors to transition to FOGO• Short-term subsidies to target markets• Establish regional temporary storage facilities

* To improve certainty around infrastructure investment and/or operational compliance

PRIORITY ACTIONS - cont

Regulatory Mechanisms

- Amend current regulatory and policy framework to address FOGO contamination (inputs and outputs)
- Mandatory audits and data sharing to drive improvement
- Targets for government procurement
- Better define existing standards for FOGO-derived products*
- New standards for FOGO-derived products
- Increase the landfill levy*
- Regulate use of persistent and slow to degrade chemicals in commercial and residential gardens, turf

* To improve certainty around infrastructure investment and/or operational compliance

* Thank you!

Q&A session