

CNGINDIA

Tech-Talk

Vancouver | March 29, 2006

ATFCAN

Corporate Introduction

- **Not-for-profit corporation – Sept. 2003**
- **Spin-off from Natural Resources Canada**
- **Sponsors: ATCO, Enbridge, SaskEnergy, Terasen Int'l & Natural Resources Canada**
- **Headquartered in Ottawa**

Mission

- Our mission is to make clean energy work

clean
energy
works™



Approach

- **Develop integrated consortium projects**
- **Work in new markets**
- **Target mobile & stationary applications**
- **Validate merits & benefits**
- **Address barriers to market entry**
- **Devise commercialization strategies**

Why India

- **Population – 1.1 Billion**
- **GDP – number 10 with 8% growth in 2005**
- **FDI – number 2**
- **Middle class – 92 Million to 153 Million**
- **Family income middle class \$6K-\$30K USD**
- **Vehicle ownership – 7 per 1,000**
- **Transportation Energy – 4.7% growth**

Why CNG

- **318,000 vehicles**
- **307 fuelling stations**
- **Mandated in public vehicles in large metros**
- **Government support duties & taxes**
- **Green Quadrilateral Gas Corridor**
- **Price differential of 67%**
- **30 cities over 1 million people**

CNG INDIA

- **Climate change solution project - TEAM**
- **\$3.5M CAD leveraging \$4.0M CAD**
- **12 companies: Canada 5 & India 7**
- **Advanced CNG technologies from Canada**
- **Integrate into local products & operations**



Light-Duty Vehicle Demonstration

- **Collaboration with Maruti Udyog Limited**
- **ECO Fuel Systems**
- **ACE Gas Conversions**
- **Empire Industrial Equipment**



Bus Demonstration

- **Collaboration with TATA Motors Ltd.**
- **Dynetek Industries**
- **Cummins Westport**
- **Cummins India**
- **Veecon-IPA Gastechnik**



Fuelling Station Demonstration

- Finalizing station partner in India
- IMW Industries
- Xebec
- Empire Industrial Equipment



Summary

- **CNG INDIA**
 - **Rapid economic growth**
 - **Expanding middle class**
 - **Increase in energy consumption**
 - **More sophisticated products in demand**
 - **Better CNG equipment needed**

For More Information

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