

## Case Study: Solar Sailor

### Solar Sailor Technology Powers New Sales

*"Insects evolved wings initially as solar collectors then used them to fly.  
So why not evolve wings onto boats as solar collectors & use them to sail?"*  
Dr Robert Dane, CEO, Solar Sailor

This initial dream has become Solar Sailor, a new way to move on the water and a revolution in marine travel.

Founded in 1999, Solar Sailor Holdings Ltd (SSHL) is an Australian unlisted public Company with over 130 shareholders. It has three 100%-owned subsidiaries, Advanced Technology Watercraft Pty Ltd (ATW) an engineering company, Solar Sailor Pty Ltd (SSPL) a Research and Development Company and Olympia Pty Ltd, which owns the Sydney Solar Ferry operated by Captain Cook Cruises.



Solar Sailor has developed a revolutionary way to use "green" energy – the sun and wind – to power boats. In designing the new technology, SSHL achieved a convincing balance between commerciality and environmental benefits. The key challenge in marketing to a traditional industry is building awareness of the long term benefits both to the bottom line and to the planet: lower operating costs, improved reliability and technology standards that exceed all existing and proposed environmental regulations.

Since winning the Australian Design of the Year Award in 2001, SSHL has been successfully commercialising its hybrid electric power systems in the world market as well as selling its Flexicell solar panels.

Sydney Solar Sailor operates successfully in a very competitive market. In 2002/3 SSHL signed a second six year contract with Captain Cook cruises.

In 2004 SSHL founded a 49% owned US subsidiary in Virginia, USA, for the sole purpose of commercialising unmanned ocean vehicles using the SS 'hybrid marine power' (HMP) and 'solar wing' technology.

SSPL owns several patents in hybrid and solar wing technology and ATW is expressly focussed on engineering and design of HMP drives and 'solar wing' technology for a range of applications. SSHL now has upgraded 21 per cent of Solon solar panels.

SSHL is under negotiation with Qingdao Shipyard in China, and has agents across Asia, Europe and the USA. Contracts are pending in Australia and India and other opportunities are being pursued in the global market.

Solar Sailor has been a member of the New South Wales Government's Australian Technology Showcase (ATS) since 1998.

#### **For more information contact:**

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