Geothermal New Zealand Industry Update

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New Zealand Geothermal Workshop

Auckland

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Geothermal New Zealand Inc.

- ► There is value in soft networking, including sharing market intelligence, and assisting where appropriate with market research and other development/promotional work
- Geothermal New Zealand may identify commercial project opportunities that we have not previously been aware of or that may be enhanced by a collaborative approach
- ► Focus on large scale opportunities where collaboration will generally be necessary to achieve the scale and breadth of response required



Focus of approach

- ► Collaboration across the development chain
- Collective sharing of knowledge
- ► Collective sharing of intelligence
- Common presentation to markets
- Initial NZTE funding support ongoing cooperation
- Government / industry interaction



Key activities 2016

- Local meetings of members
 - ➤ April AGM broad representation from 17 companies across industry; agreed that need to maintain profile and marketing efforts despite slow progress in a number of markets
 - July more than 40 attended meeting with MFAT re Africa Geothermal Facility design and operation
 - August update meeting attended by more than 20 from across industry; positive re current activities and opportunities.
- Industry representation
 - Indonesian Geothermal Congress and Exhibition August 16
 - ► Geothermal Resource Council (GRC) Sacramento October 16
 - ARGeo Conference Addis Ababa November 16



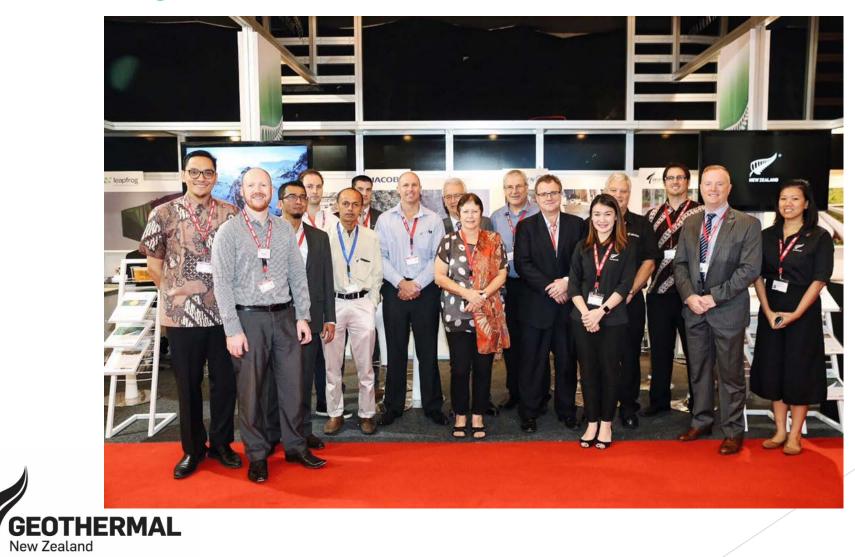
Key activities - cont

- ► Engagement with MOE, MFAT, NZTE, G-2-G
 - Projects in Indonesia, Caribbean and Africa
 - Discussions re NZAID geothermal support globally
 - Potential to link MFAT and industry opportunities
 - Support of launch of Geothermal Global Alliance under IRENA
 - ► Ministerial support at COP 20 in Paris
 - ► Submission of Comoros project in first round of bids
- Continued discussions with NZGA about collaboration on overseas links
- Upgraded website with links to company info and "Partner with New Zealand video.

Challenges / Opportunities

- Slow decision making in all markets
- Indonesia projects have faced significant hurdles
- Hawkins withdrawing from overseas markets but:
- Continuing strong support from NZTE and MFAT
- New opportunities through partnerships with major international engineering groups
- Caribbean work in Dominica focused on power plant development
- Comoros surface exploration complete and fund raising for exploration drilling underway
- Pertamina approached re possibility of re-activating Ulubelu binary
- Inclusion in Iran Trade Mission with Minister McLay, December 2016
 - Planned Ministerial visit to Iceland in 2017 to look at non-electric opportunities

IIGCE August 2016



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