

Geothermal New Zealand Industry Update

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New Zealand Geothermal Workshop

Wairakei

16th November 2018

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
- ▶ Collaboration across the development chain
- ▶ Collective sharing of knowledge
- ▶ Collective sharing of intelligence
- ▶ Common presentation to markets
- ▶ Continued attention to NZ Government / industry interaction

Membership open to any company or individual interested in overseas opportunities

Key activities 2018

▶ Local meetings of members

- ▶ March - update meeting attended by more than 20 from across industry; discussion around opportunities in **Japan**; update on **Turkey** and potential in that market.
- ▶ May - AGM - broad representation from companies across industry; agreed that need to maintain profile and marketing efforts. Good support from membership.

▶ Industry representation

- ▶ Indonesian Geothermal Congress and Exhibition - September 18
- ▶ GRC Annual Meeting - Reno - October 18
- ▶ NZGW - November 18

Key activities - cont

- ▶ Engagement with MFAT, NZTE
 - ▶ Projects in Indonesia, Caribbean and East Africa
 - ▶ Discussions re NZAID geothermal support globally
 - ▶ Work on NZ-AGF based in Addis Ababa with coverage of East Africa - challenges in first year of setup and initial projects
 - ▶ Support to Geothermal Global Alliance under IRENA

IIGCE - Jakarta September 2018



GRC October 2018



Over 900 participants.
12 New Zealand companies
represented and 22 Kiwi attendees.



Challenges / Opportunities

- ▶ Market conditions reflect typically modest rate of progress but positive outlook
- ▶ Close contact continues with Japanese manufacturers and EPC groups - New Zealand teams are being assembled to support major installations in Kenya
- ▶ Japanese domestic market has been highlighted and companies are making their own approaches with mixed success. Strong NZTE and MFAT support is continuing in the market.
- ▶ Caribbean work in Dominica focused on power plant development with MFAT funded COO inside Dominica Geothermal Development Co. Jacobs acting as Owner's Engineer under WB funding. Construction contracts being developed
- ▶ The NZ-AGF offers opportunities for NZ companies and individuals; focus is on improving processes for project identification and consultant engagement.



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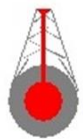
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