



Geothermal beyond generation

2026 New Zealand Geothermal Association Winter Seminar



Geothermal value has always been more than energy



Why this matters now

Geothermal at a transition point



Strong resource base

Abundant high-temperature fields already generating at scale.



Rising global demand

Increasing global demand for geothermal expertise.



Policy tailwinds

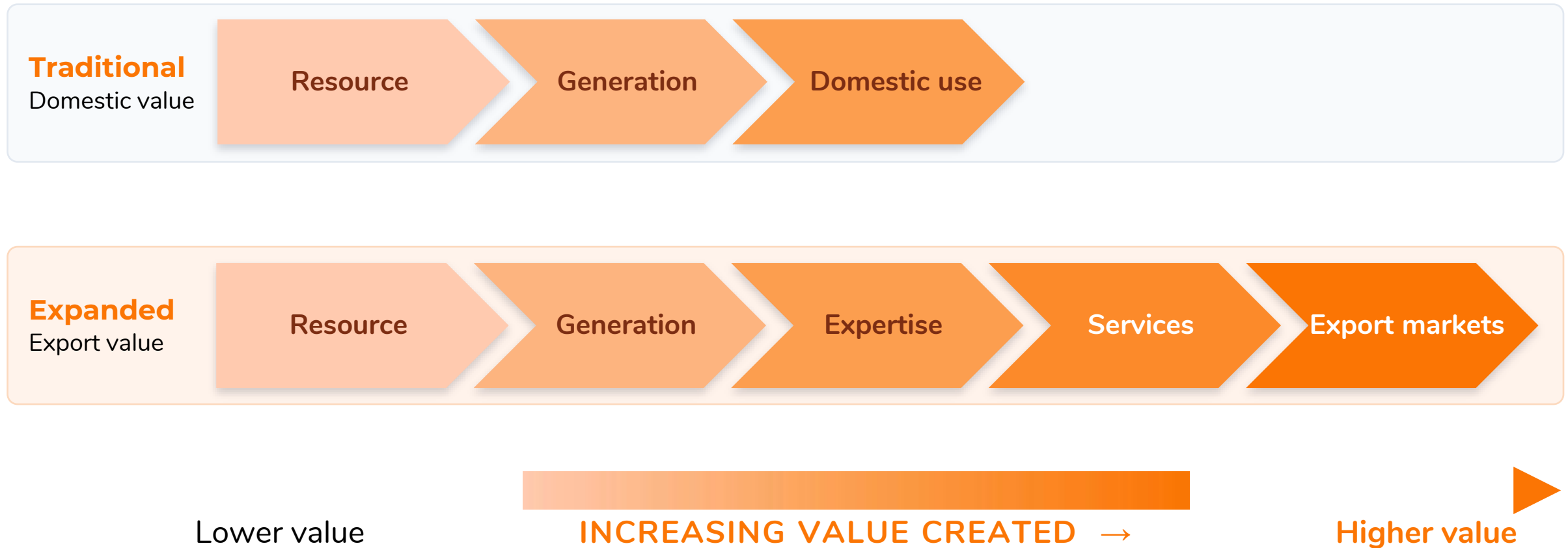
Policy direction toward export growth and Māori economic outcomes.

THE MOMENT

A strong base, rising demand, and clear policy direction – the case for acting now.

Two parallel value chains

Renewable energy: Capturing more value by extending from domestic generation to exported expertise



Geothermal value extends from the resource to capability and services



Today

- Heat and electricity generation
- Infrastructure and operations
- Domestic economic contribution

Increasingly

- Knowledge and expertise
- Systems and processes
- Relationships and trusted delivery
- Workforce capability

What geothermal service exports actually look like

Technical capability

Reservoir modelling or
operational advice
delivered offshore



People capability

Geothermal education,
technical training,
or mentoring



Strategic capability

Indigenous partnership,
environmental management,
or community-engagement



Knowledge becomes an export when it is applied in other markets.

Why service exports matter



Higher value

Generate more value from existing sector capability
Less dependent on physical production growth

Greater reach

Not constrained by geography
Delivered across multiple international markets

Long-term relationships

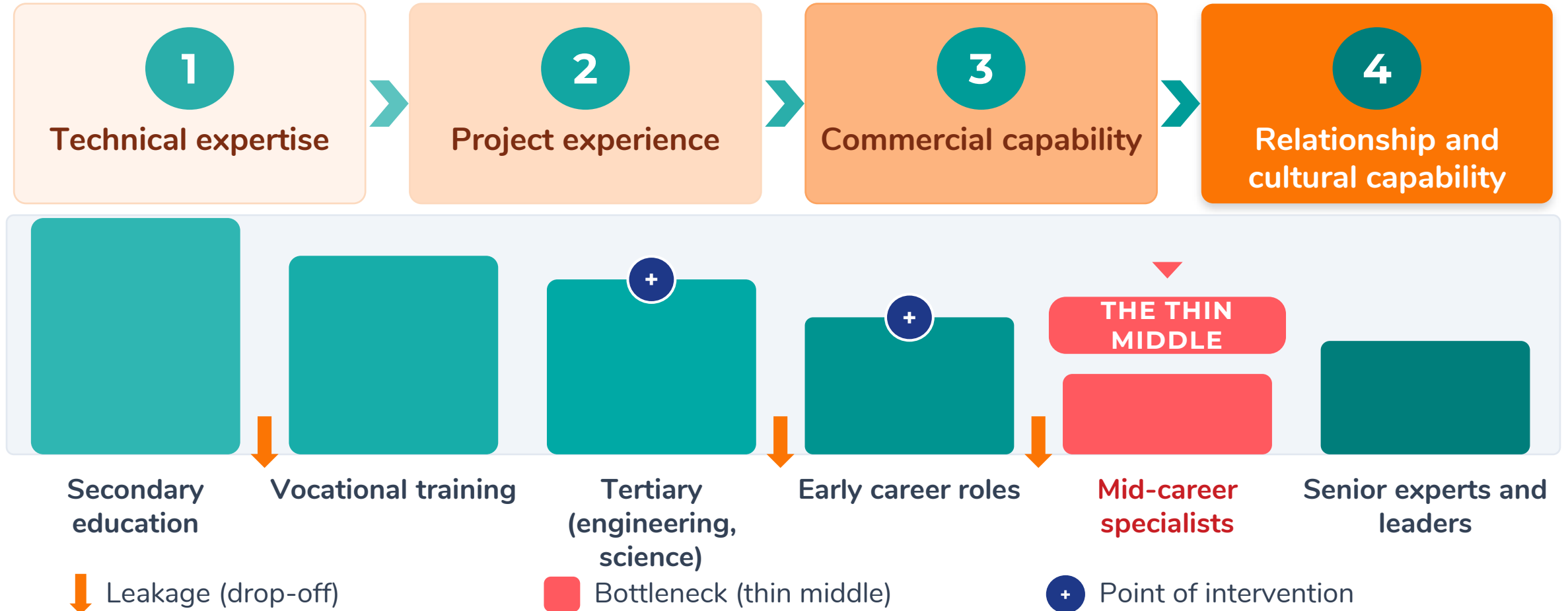
Builds enduring client relationships
Creates repeat work and reputation effects

Stronger resilience

Diversifies revenue sources
Reduces reliance on domestic market conditions

The export infrastructure is people

Export capability is built through:



Te Ōhanga Māori as a driver of growth

Central to how the geothermal sector creates and shares value.

Own

Direct ownership,
decision rights, and
governance of
geothermal assets.

Kaitiakitanga

Environmental
stewardship and
care of the resource
across generations.

Build

Technical,
commercial, and
workforce capability
built through Māori
entities.

Share

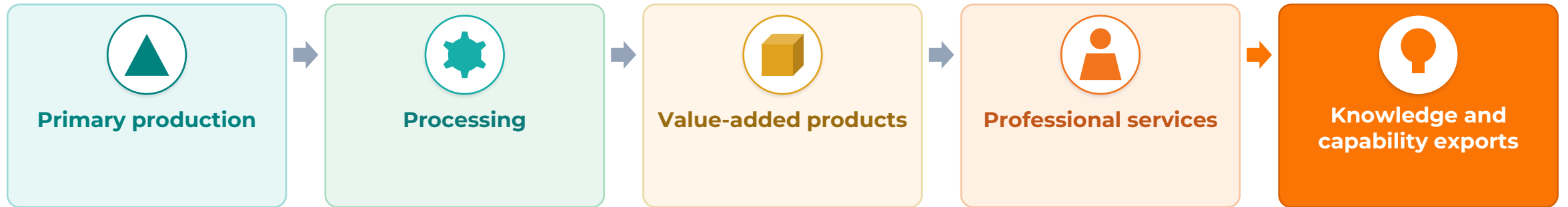
Jobs, incomes, and
wellbeing anchored
in regions and
whānau.

Te Ōhanga Māori creates value in its own right

Not only because it contributes to export growth.

Māori exports: From commodities to capability

The long-term trend: from resource-based activity to higher-value, knowledge-intensive activity.



Value rises along the chain – from resource-based to knowledge-intensive activity

Long-term trend

- Strong foundations in primary industries and resource sectors
- Increasing participation in international markets
- Growing emphasis on higher-value products and services

What creates value?

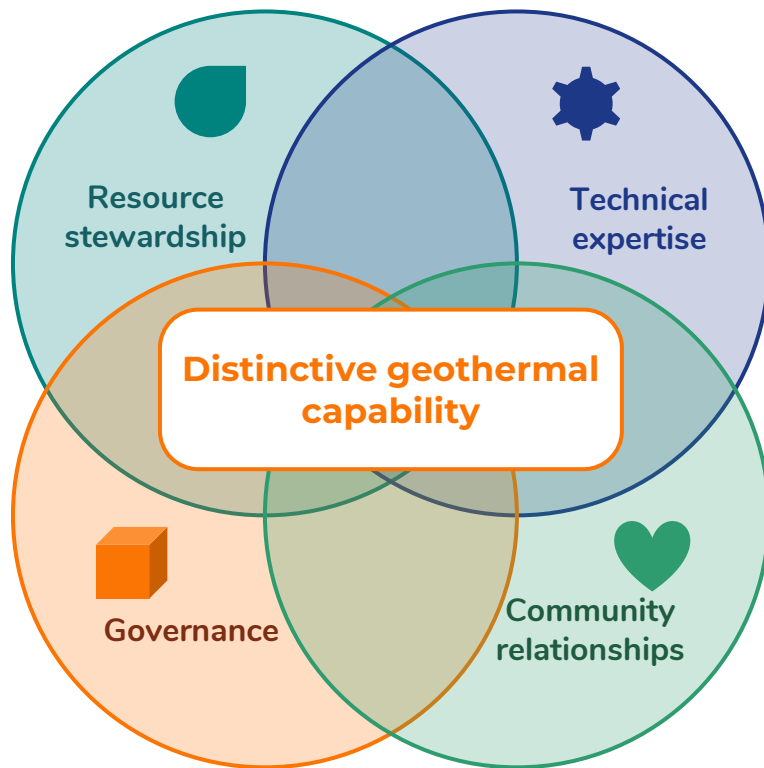
- Knowledge
- Relationships
- Brand and identity
- Capability
- Innovation

Implication for geothermal

Geothermal can participate in the same transition – from resource-based activity to higher-value, knowledge-intensive activity.

Māori leadership strengthens New Zealand's geothermal value proposition

What experience can New Zealand share with international partners?



Examples of exportable capability

- Partnership and co-governance approaches
- Community engagement and social licence
- Stewardship and resource management
- Cultural capability in project delivery

MĀORI-LED • GOVERNED • BY CONSENT

Any international offering built on mātauranga Māori, tikanga, iwi experience, or Māori partnership models must be Māori-led, appropriately governed, and based on consent.

That means being explicit about who owns, leads, and benefits from the proposition.

Three actions to move from strategy to export value

01



Define the offer

Identify the services where New Zealand has credible, demonstrable international advantage.

02



Build capability pipeline

Develop technical, commercial, international-delivery, and cultural capability, with particular attention to mid-career depth.

03



Create Māori-led pathways

Support Māori firms, iwi organisations, specialists, and partnerships to shape, lead, own, and benefit from geothermal service exports.

The opportunity is not only beneath our feet –
it is in our people, our knowledge, our relationships, and the way we combine them.



www.berl.co.nz
04 931 9200

amanda.reid@berl.co.nz