

HAWKINS INFRASTRUCTURE INDUSTRY UPDATE

Bernard Hill

New Zealand Geothermal Workshop

Taupo

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Indonesia

- Participating in Pertamina Geothermal (PGE) 55MW Lumut Balai project in EPC consortium with Marubeni and Toshiba. Completion planned for early 2017
- Participating in PGE's 30MW Karaha geothermal project in EPC consortium with Alstom. Completion planned for December 2016
- Facing a number of challenges associated with new relationships, remote sites and simultaneous projects

Indonesia (cont)

- Significant engagement with NZ consultants and supply chain
- Supported Hyundai with pricing on civil and steamfield elements for the Lumut Balai 2 tender
- Ongoing discussions and prequalification submissions for binary projects

Kenya

- Selected as preferred EPC contractor for the 70MW Akiira geothermal project in a consortium with Marubeni and Fuji.
- Currently updating Akiira proposal where drilling is ongoing
- Submitted prequalification for 140MW Olkaria V project in consortium with Marubeni and Fuji

Philippines

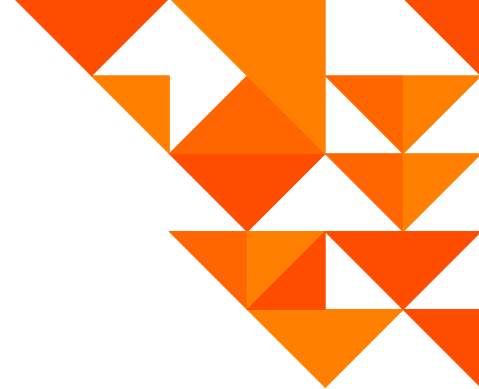
- Participated in EPC binary tender with Exergy in mid 2015
- No other current activity

Observations

- Indonesia regulatory roadblocks yet to be resolved – majority of new projects are stalled
- With the exception of Turkey, smaller projects are also stalling
- Signs of growth and potential in Central and South America
- Developers withdrawing from various markets – Indonesia / Chile / Caribbean

OEM's and EPC

- Japanese OEM's – seeing significant domestic demand servicing major thermal plants
- Japanese OEM's seeking to reduce project scope
- GE purchase of Alstom Power – what will outcome be?
- Predominance of Hyundai as leading geothermal EPC contractor
- Geothermal – still a political “football” in many countries



Thank you

Bernard.Hill@hawkins.co.nz

