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
mike.allen@geothermalnewzealand.com