

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

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