



# Lessons from Across the Ditch

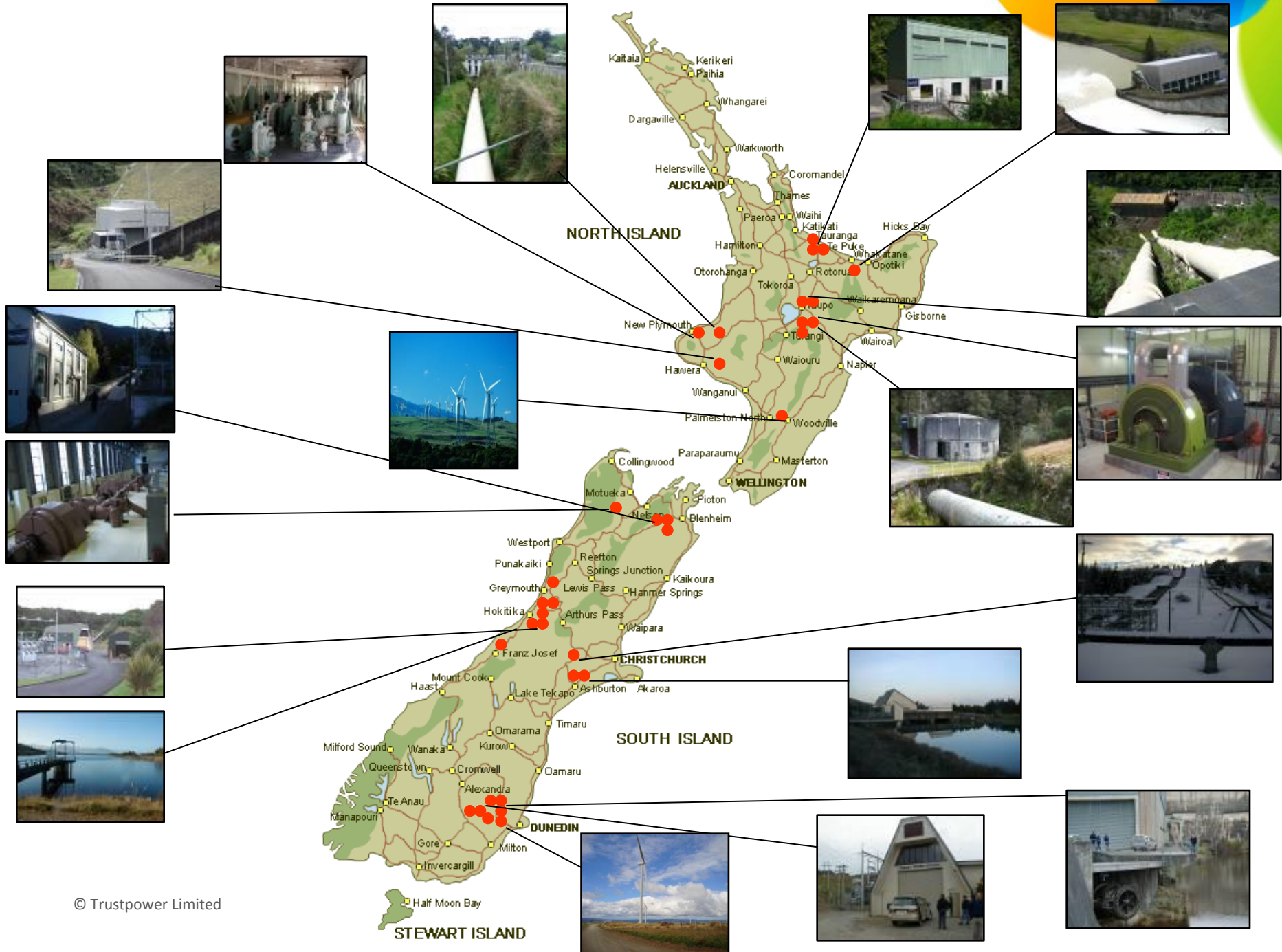
(similarities and differences across ANZ)

NZWEA Conference

April 17<sup>th</sup>, 2014

# Who Is Trustpower?





# Wind Portfolio

And let's not forget.....

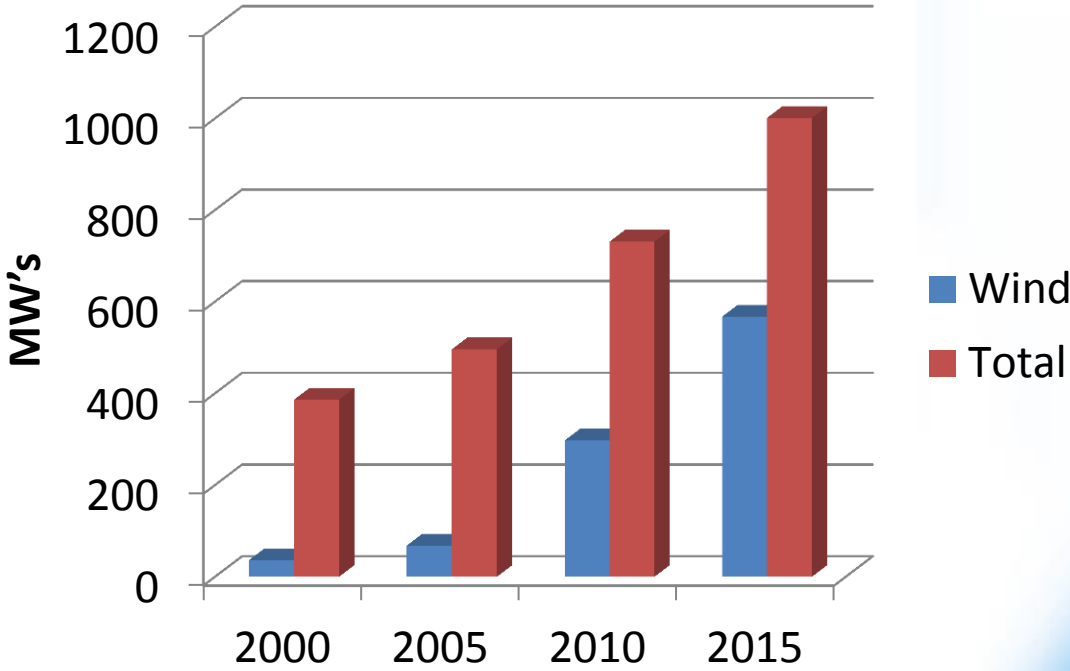
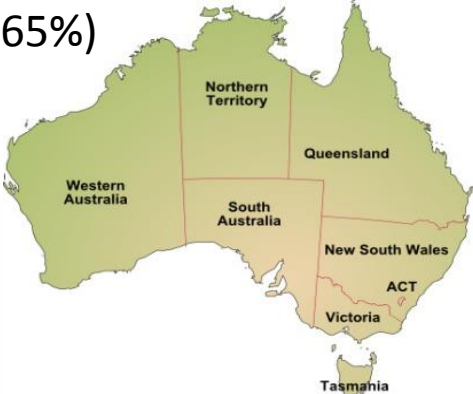


Snowtown Wind Farm



# Wind Portfolio

371MW (65%)



■ Wind  
■ Total

198 MW (35%)



Similarities

# People









# Animals





# Uncertainty

- Large users dropping out
- Policy uncertainty
- Supply / demand changes



# Differences

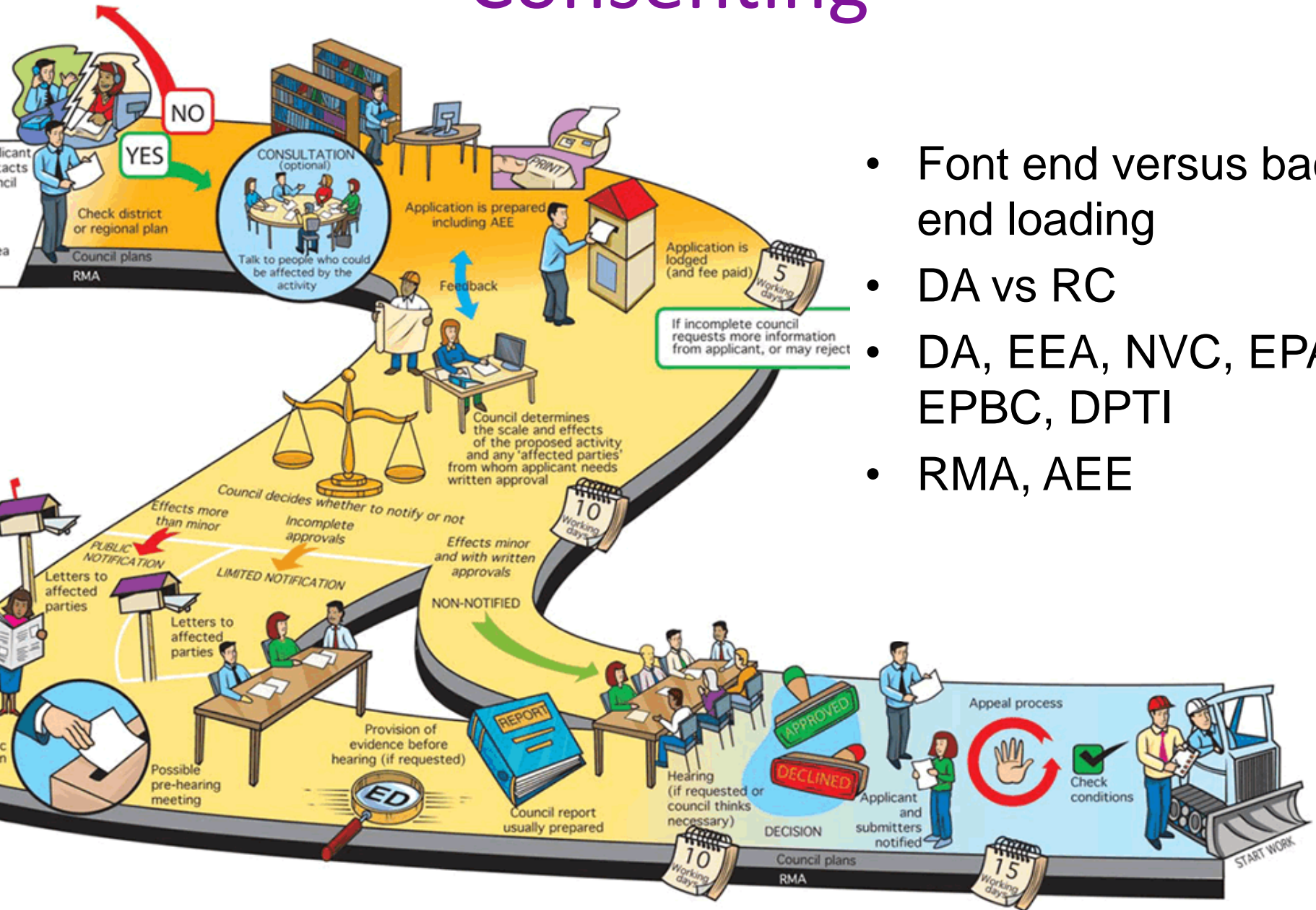


# Bureaucracy



- State regulations (setback, noise, health)
- State dynamics (unions, anti-dumping, authorities)
- Market dynamics (# of players, AEMO, TNSP's)

# Consenting



- Font end versus back end loading
- DA vs RC
- DA, EEA, NVC, EPA, EPBC, DPTI
- RMA, AEE

# Opponents





# Environmental

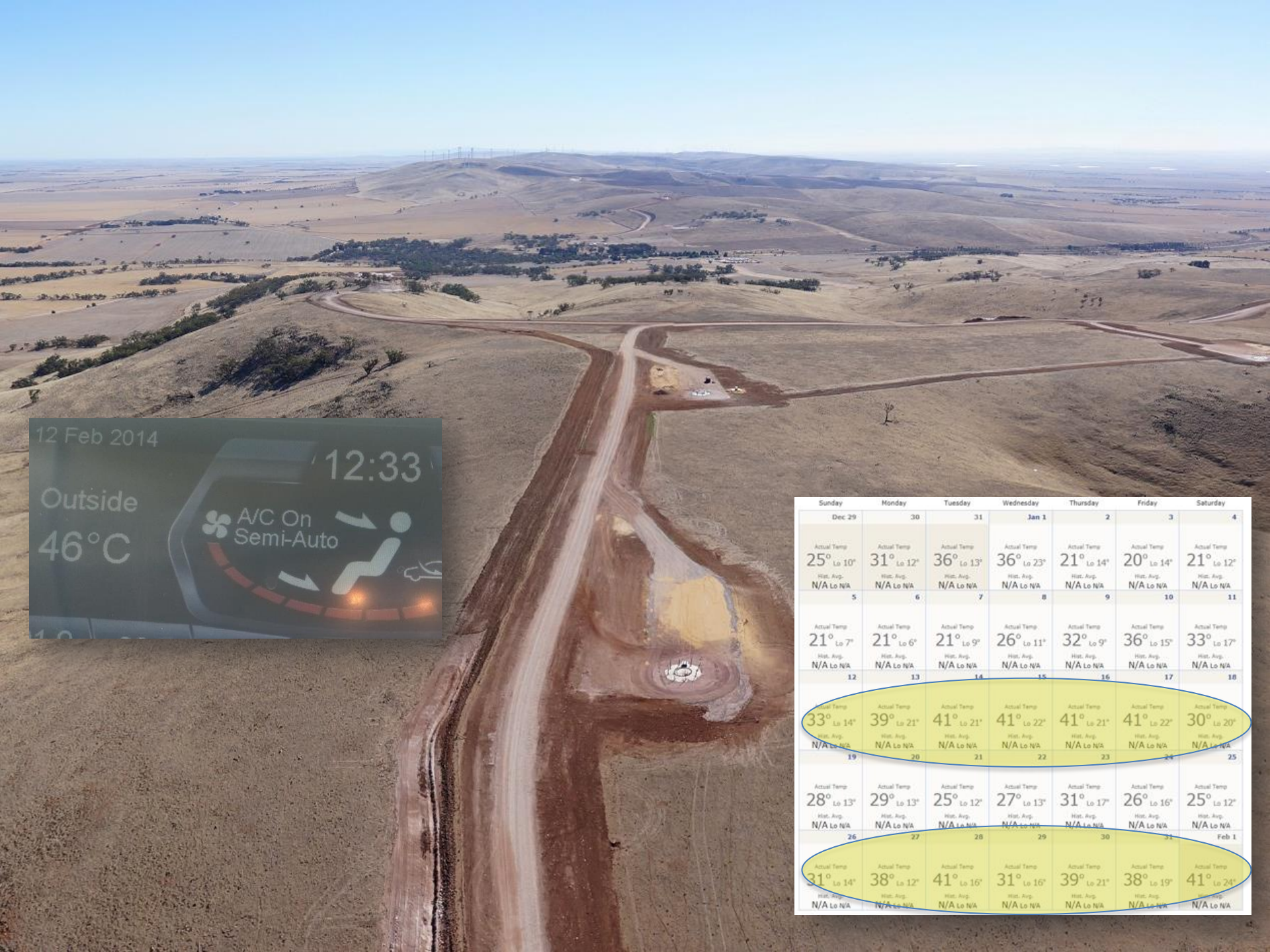












12 Feb 2014

12:33

Outside  
46°C

A/C On  
Semi-Auto

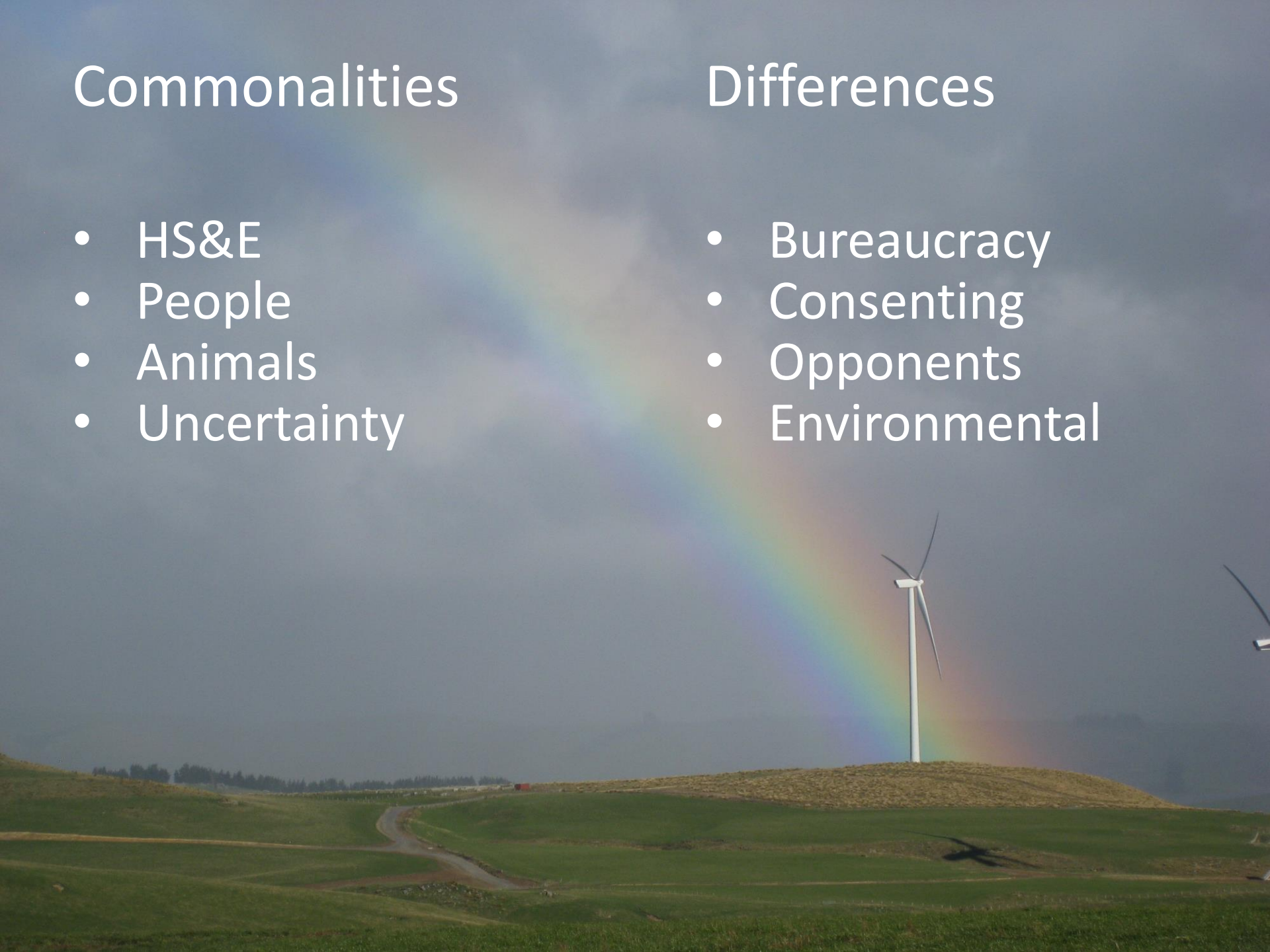
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Dec 29	30	31	Jan 1	2	3	4
Actual Temp 25° Hi: Avg. N/A	Actual Temp 31° Hi: Avg. N/A	Actual Temp 36° Hi: Avg. N/A	Actual Temp 36° Hi: Avg. N/A	Actual Temp 21° Hi: Avg. N/A	Actual Temp 20° Hi: Avg. N/A	Actual Temp 21° Hi: Avg. N/A
Lo 10°	Lo 12°	Lo 13°	Lo 23°	Lo 14°	Lo 14°	Lo 12°
5	6	7	8	9	10	11
Actual Temp 21° Hi: Avg. N/A	Actual Temp 21° Hi: Avg. N/A	Actual Temp 21° Hi: Avg. N/A	Actual Temp 26° Hi: Avg. N/A	Actual Temp 32° Hi: Avg. N/A	Actual Temp 36° Hi: Avg. N/A	Actual Temp 33° Hi: Avg. N/A
Lo 7°	Lo 6°	Lo 9°	Lo 11°	Lo 9°	Lo 15°	Lo 17°
12	13	14	15	16	17	18
Actual Temp 33° Hi: Avg. N/A	Actual Temp 39° Hi: Avg. N/A	Actual Temp 41° Hi: Avg. N/A	Actual Temp 41° Hi: Avg. N/A	Actual Temp 41° Hi: Avg. N/A	Actual Temp 41° Hi: Avg. N/A	Actual Temp 30° Hi: Avg. N/A
Lo 14°	Lo 21°	Lo 21°	Lo 22°	Lo 21°	Lo 22°	Lo 20°
19	20	21	22	23	24	25
Actual Temp 28° Hi: Avg. N/A	Actual Temp 29° Hi: Avg. N/A	Actual Temp 25° Hi: Avg. N/A	Actual Temp 27° Hi: Avg. N/A	Actual Temp 31° Hi: Avg. N/A	Actual Temp 26° Hi: Avg. N/A	Actual Temp 25° Hi: Avg. N/A
Lo 13°	Lo 13°	Lo 12°	Lo 13°	Lo 17°	Lo 16°	Lo 12°
26	27	28	29	30	31	Feb 1
Actual Temp 31° Hi: Avg. N/A	Actual Temp 38° Hi: Avg. N/A	Actual Temp 41° Hi: Avg. N/A	Actual Temp 31° Hi: Avg. N/A	Actual Temp 39° Hi: Avg. N/A	Actual Temp 38° Hi: Avg. N/A	Actual Temp 41° Hi: Avg. N/A
Lo 14°	Lo 12°	Lo 16°	Lo 16°	Lo 21°	Lo 19°	Lo 24°
1	2	3	4	5	6	7

# Commonalities

- HS&E
- People
- Animals
- Uncertainty

# Differences

- Bureaucracy
- Consenting
- Opponents
- Environmental



# What Have I Learned?

- Health, Safety and Environment
- Rural folk are the same
- Communication is key, dispel the myths
- Engage / involve / inform



# What Have I Learned?

- A good project will always get built
- Robust processes lead to success
- Challenges are inevitable
- Relationships / Honesty / Trust

# The Important Stuff is the Same.....

- Zero Harm
- Protect the Environment
- Relationships
- Communication
- Integrity
- Respect

No Surprises

Production





Thank You