

#### **NEWS RELEASE**

8 July 2014

NZX: MRP ASX: MYT

# Mighty River Power Investor Presentation

Attached is a presentation that Mighty River Power will be presenting at the New Zealand Shareholders Association in Wellington tonight.

#### **ENDS**

www.mightyriver.co.nz

For further information:











# **Mighty River Power**

**New Zealand Shareholders Association Wellington Branch Meeting** 







### **Presented by:**

**Doug Heffernan**Chief Executive

Fraser Whineray
Chief Executive Designate

**MIGHTY RIVER POWER** 

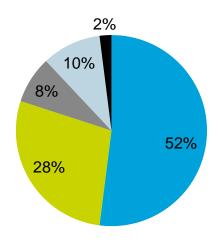


#### **ABOUT MIGHTY RIVER POWER**

#### Our shareholders

- Listed on NZX and ASX in May 2013
- More than 100,000 shareholders
- Shareholding changes since IPO:
  - > Retail shareholding up 2.5%
  - > NZ institutions down 0.5%
  - International institutions down 2.9%
- Total shareholder return down 3.7% since listing, 6.6% up over FY2014
  - Share price down 8.8% since listing, up 0.9% for FY2014
  - Fully imputed dividends of 12.4 cents per share paid
  - Loyalty shares due for payment in May 2015 1 for 25, up to max of 200 shares

#### SHARE REGISTER AT APRIL 2014



- Crown
- Retail
- NZ Institutions
- International Institutions
- Mighty River Power

#### **ABOUT MIGHTY RIVER POWER**

# Flexible generation and sales portfolio





#### **OCUSTOMERS**

### Helping customers reduce their bills

- > Investing in adding value for customers
  - > Providing choices and giving control to customers
- > \$100 million in AMI 'smart' meter platform: enables rich information
- Sood Energy Monitor (GEM)
  - > Free on-line service introduced in 2013
  - > Gives customers up-to-date picture, greater control of usage
  - > Over 80,000 customers actively engaged with product
- Most active users already saving 3.4% more than other customers
  - > GEM customers on track for \$2 million annual savings
- > Customers value GEM, more loyal in competitive market
- Commitment to no increase in energy prices for residential electricity and gas customers until at least 1 April 2015

# THE SIZE OF THE BILL IS WHAT COUNTS FOR CUSTOMERS







Which homes are compared?



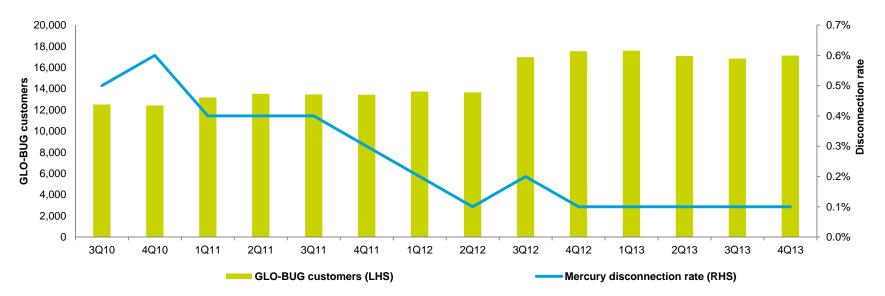
#### **SOCIAL RESPONSIBILITY**

# Social responsibility through commercial innovation

- Commercial solution to avoid disconnection
  - > Key factor in our industry-low disconnect rate 0.1%
- > Pay-as-you-go prices comparable with post-pay
  - > Technology allows regular small payments
- > Requires additional equipment
- > 'Smart' meter roll-out now offers national potential



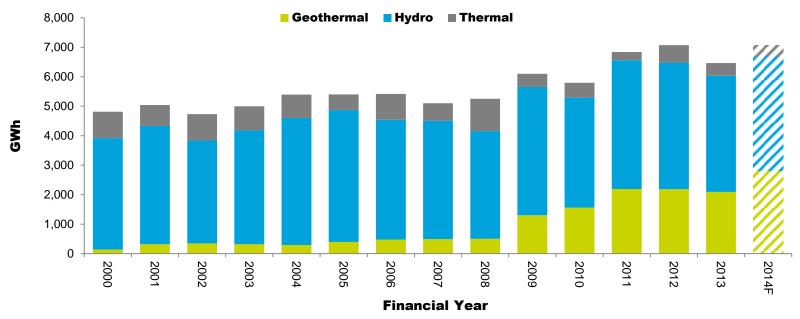
#### **DISCONNECTION RATES & GLO-BUG CUSTOMERS**



#### GEOTHERMAL GROWTH

# Strength and resilience from base-load geothermal

- > One of the world's largest geothermal power station owners
  - > Successful track record in geothermal development and operation
  - > Geothermal now makes up 40% of the company's annual generation
- > More than \$1.4 billion in development over the past decade which requires a return on investment
- > Successful completion of three major geothermal projects in NZ since 2008
- > Diversified hydro dominance



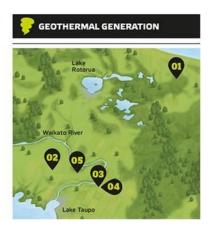
Note: FY2014F is based on Mighty River Power's PFI included in the Investment Statement and Prospectus dated 5 April 2013

#### GEOTHERMAL – THE 'PREMIUM RENEWABLE'

# Reliable, with low operating costs

- Sustainable resource 'closed cycle' with reinjection of fluids to replenish reservoir
- > Aligned values and economic participation with Maori landowners
- > Resource consents generally for 35 year terms maximum for any renewable system
- > Operating costs of less than \$10/MWh (vs hydro \$5/MWh; Southdown \$110-\$120/MWh)
- > Geothermal is the 'premium renewable'
  - > Availability above 95%
  - > Not weather dependent
  - > 2x output of hydro, 3x output of wind per MW





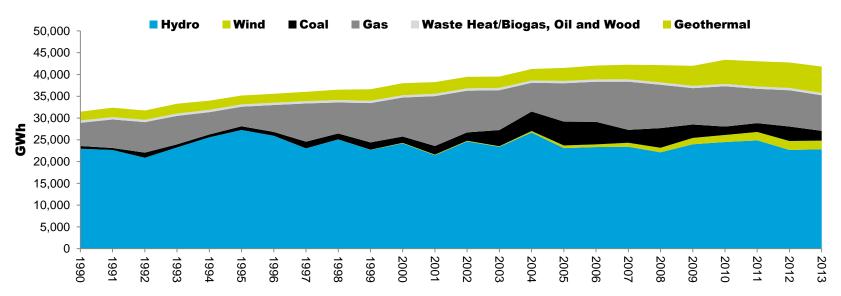
<sup>1.</sup> As disclosed in Mighty River Powers Investment Statement and prospectus dated 5 April 2013 and numbers based on HY2013

#### **O** GEOTHERMAL DISPLACING FOSSIL FUELS

# Positive change in New Zealand's energy mix

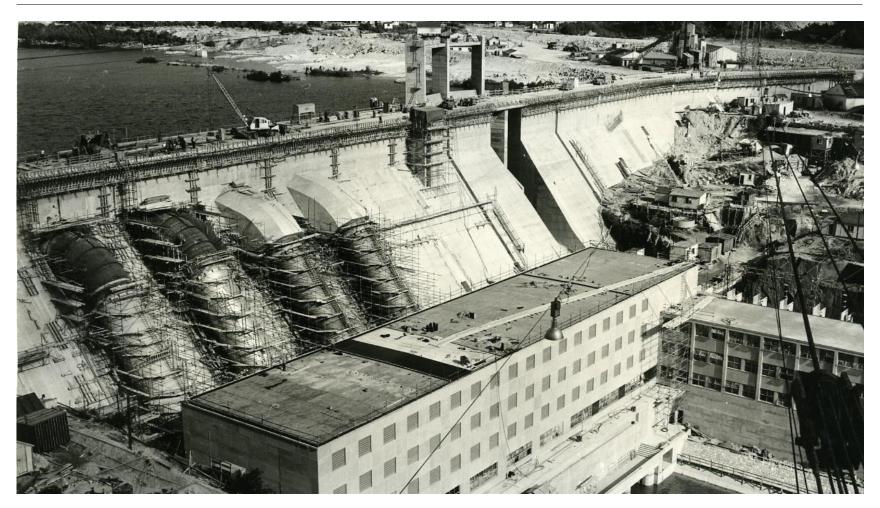
- > 1,200MW of unsubsidised renewable generation built over the past 10 years
- > New geothermal and wind production has displaced fossil fuels, especially coal
  - > Reducing carbon emissions
  - > Less upward pressure on electricity prices
- > Geothermal production has increased by 4,000GWh since 1990
  - > Now makes up more than 15% of New Zealand's electricity mix (up from 5%)
  - > Improved national security

#### **GENERATION MIX – BY FUEL TYPE**



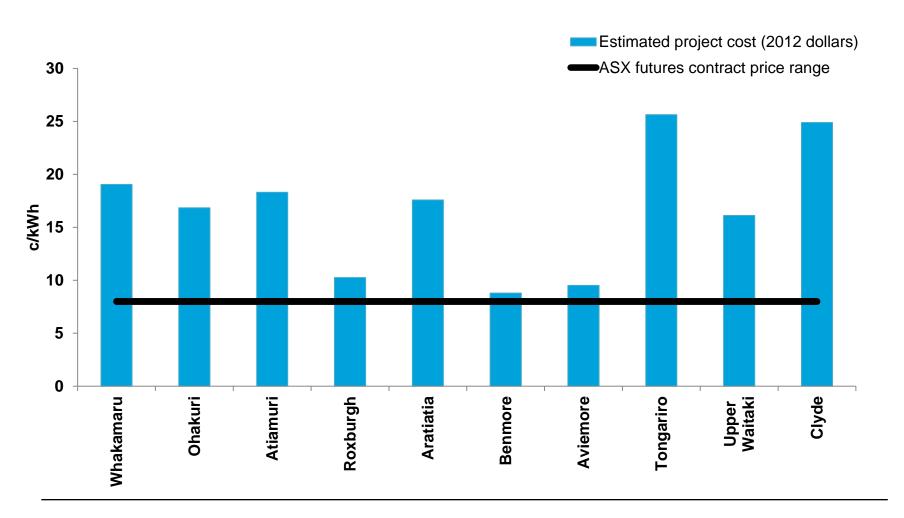
#### **D** LEGACY OF HYDRO INVESTMENT

# **Huge capital cost, economic impact on NZ**



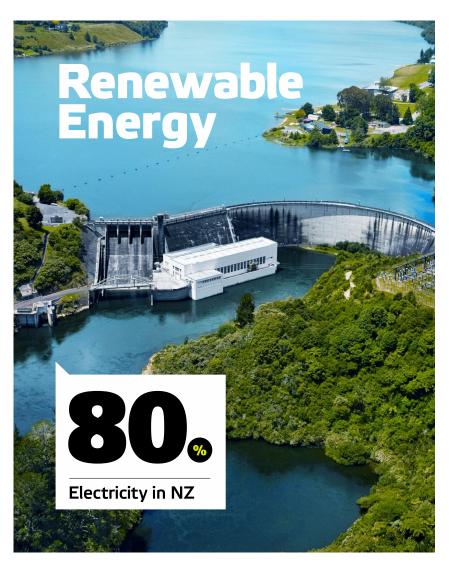
#### CHEAP HYDRO A MYTH

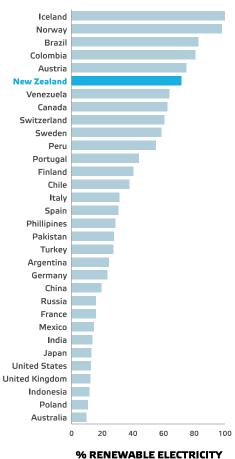
# Returns well below capital cost



Source:: Indicative numbers provided by Electricity Authority, Select Committee

#### NZ RENEWABLES: THE 'ENVY OF THE WORLD'





#### **TRANSPORT DOMINATED BY FOSSIL FUELS**

# **New Zealand's Energy Mix**





#### RENEWABLE GENERATION IN WAITING

# 3,000MW of consented projects in NZ





#### GLOBAL PERSPECTIVE

# Home-grown energy advantage for New Zealand

- > NZ ranked No.8 globally by World Energy Council
  - > 2013 Index: security + affordability + sustainability
  - > Good policy a key differentiator
- The New Zealand electricity market has delivered world best results which could lead to:
  - > Transport fuel home-grown, paid in NZD
  - > Lower net borrowings for NZ
  - > Positive for exchange rate, interest rates
- 'Green' premium could better leverage exports, integrate into tourism positioning
- > WEC says: "countries investing in a sustainable way will be the economies that thrive... energy vital to competitiveness and the way an economy operates"





#### **O** A POSITIVE POINT OF DIFFERENCE

# **Generating value... and pride among New Zealanders**





#### **OUR COMMUNITIES**

#### **Active involvement in our communities**

- > 15-year relationship with New Zealand Rowing
  - > Among NZ's most successful sports
- Supporting Starship Children's Hospital, together with our customers, for more than a decade
  - Mercury Energy and our Star Supporters Club raised a record \$1 million last year
- > Involved in Taupo Ironman for the past six years
  - > Enable 2,000 strong volunteer crew for event support
- Waikato Catchment Ecological Enhancement Trust (WCEET)
  - Established with funding from Mighty River Power as part of hydro consenting process
  - > \$3.0 million already invested in 149 projects



