

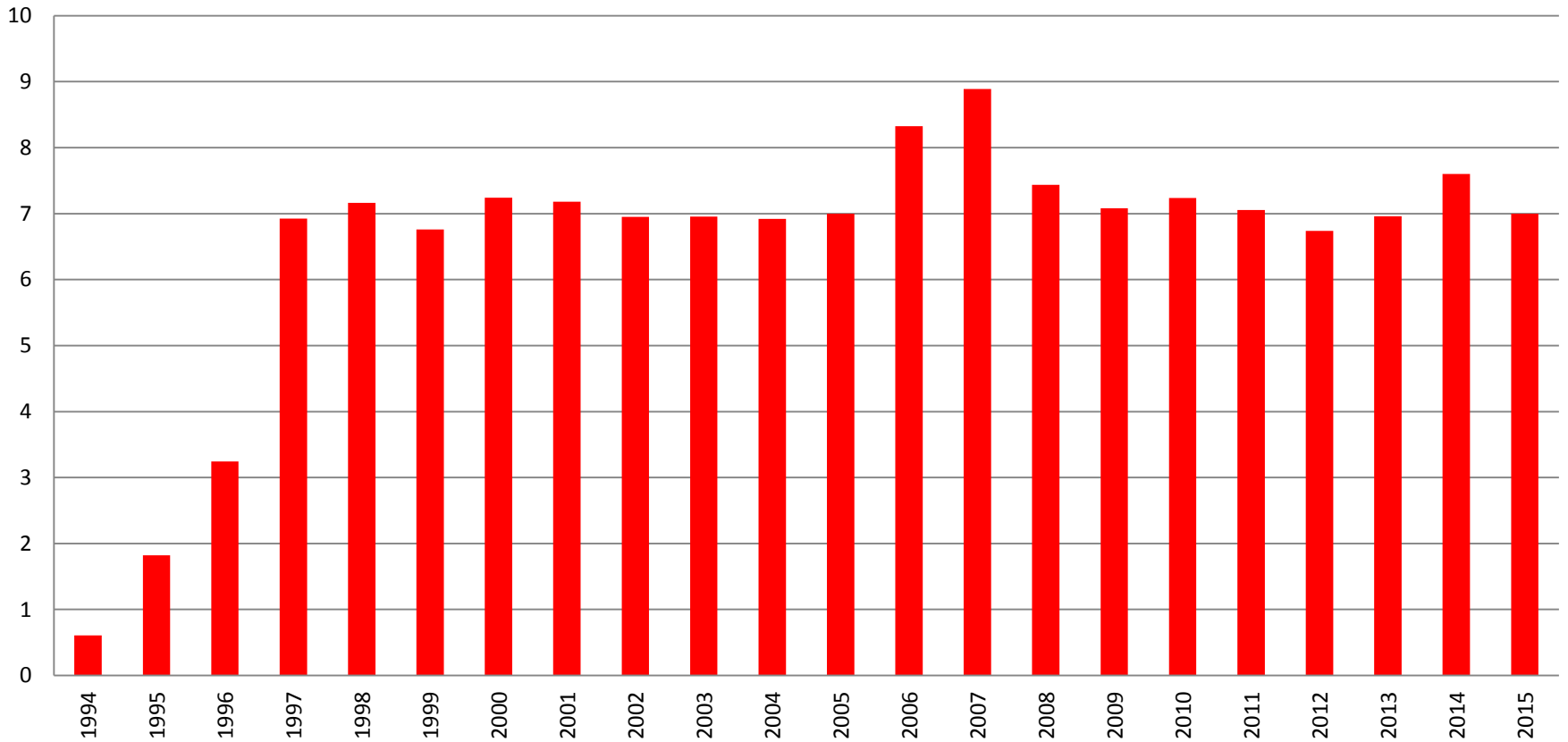
Annual Customer Meeting
31 July 2015

Consumer Discounts

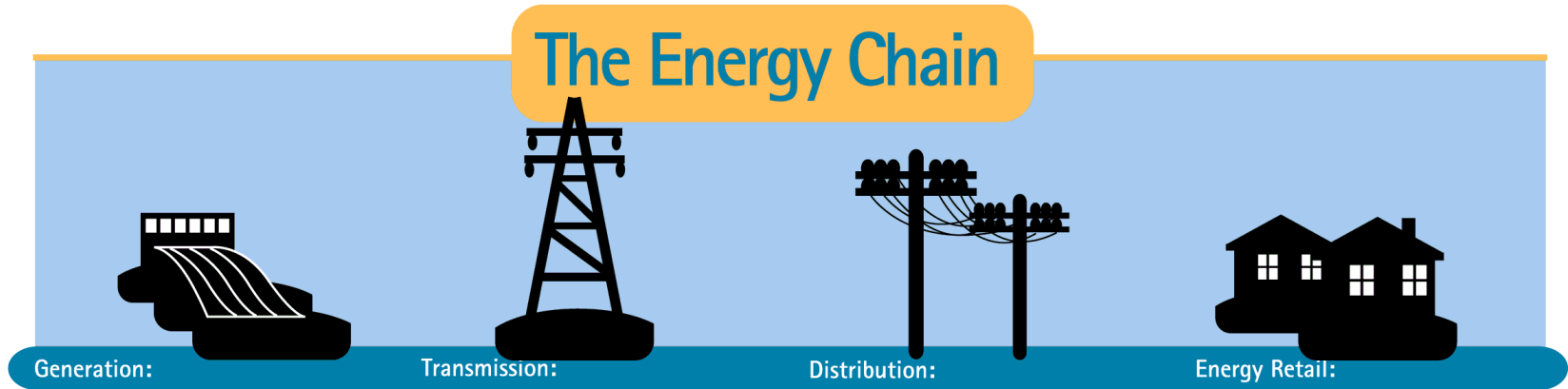


■ (net of GST)

\$millions



Where the Electra Network fits



Contact

Transpower

Meridian

Genesis

Mighty River Power

Trustpower

King Country Energy
(Mangahao Owner)



Electra Energy

Contact

Meridian

Genesis

Energy On Line

Mercury

Trustpower

Pulse Energy

Powershop

Energy Direct

Pulse

Nova Energy

Electra
Trust

Board

Chief Executive



DATACOL
www.datacolgroup.com

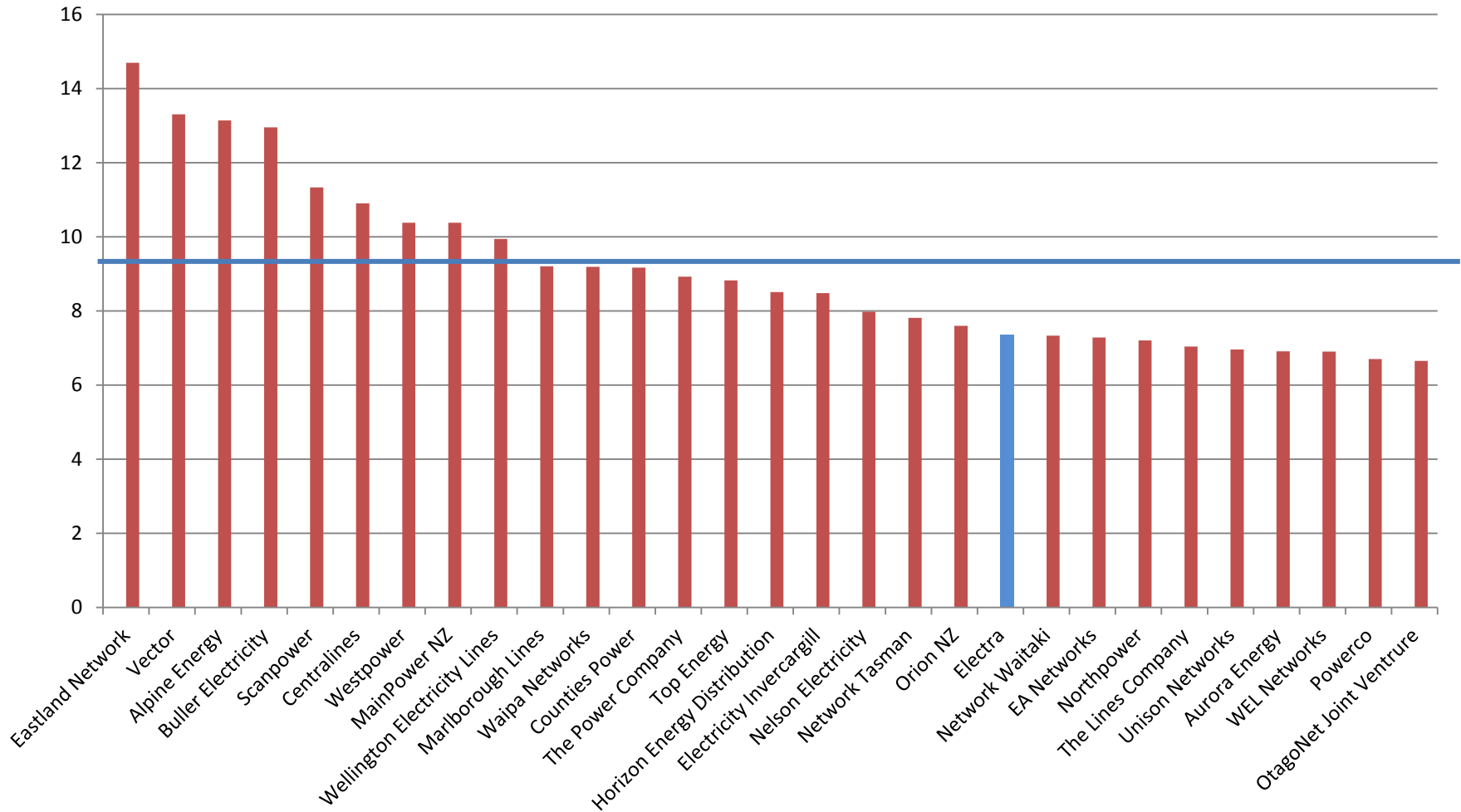



SkyComms

Key Facts

- Electra 9th largest of 29 network companies
- Consumers 43,369
- Employ 189 staff and 112 contractors across the Group
- Total Assets \$202m and shareholder funds \$137m
- Paid \$150m (\$173m incl GST) in discounts over 21 years since Electra formed
- Electra 11th cheapest for residential price (before discount) 5th cheapest after discount out of the 29 line companies

Pricing comparison



Financial Performance

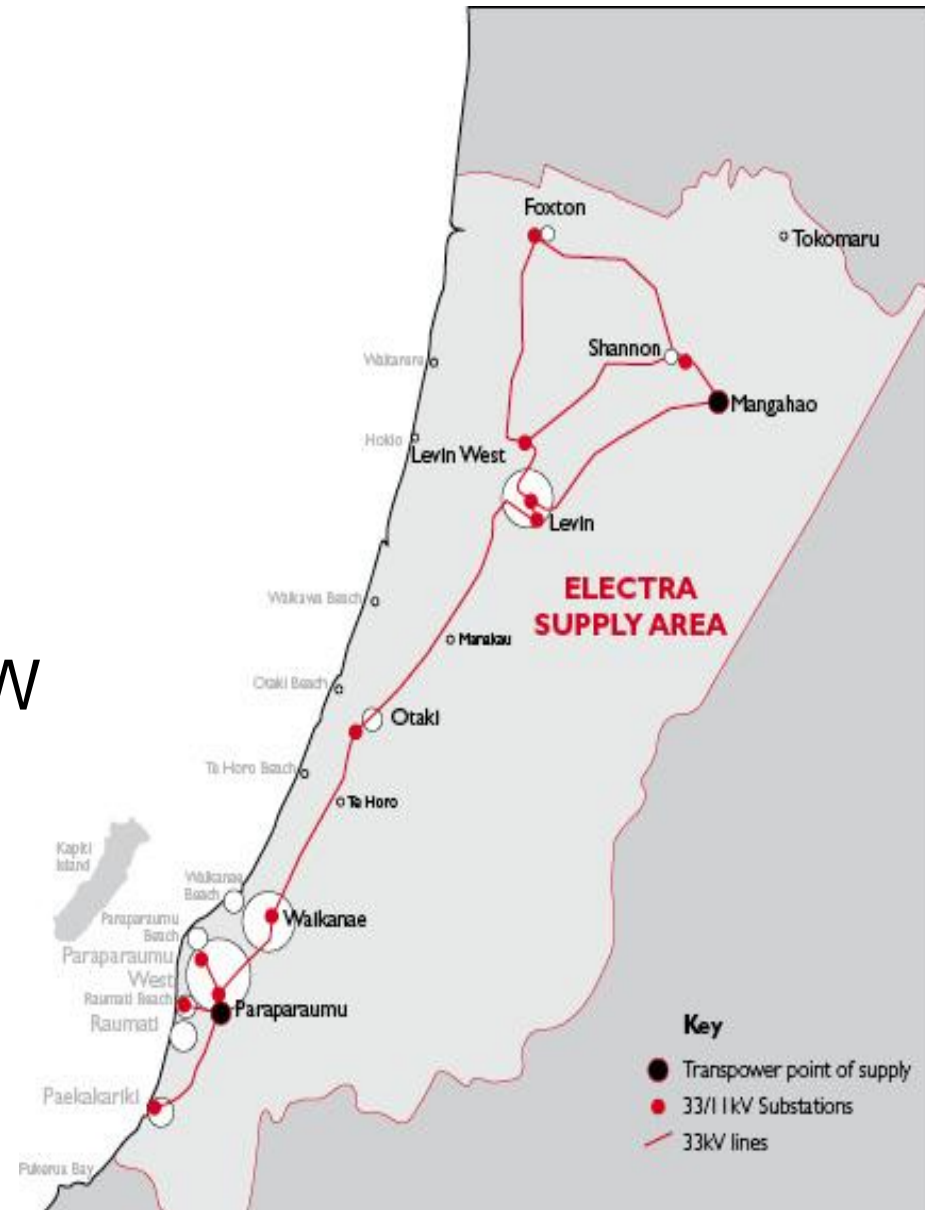
- Successful sale and earn-out management contract for Oxford Finance
- Nationally competitive prices, quality services and efficient operations
- Pleased to report a solid profit result for the year ended 31 March 2015
- Reduced revenues in Skycomms and Datacol offset with significant reductions in their overheads

Year End Group Results

Financial (millions of dollars)	2015	2014
Operating revenue	\$61.7m	\$71.9m
Earnings before Dep'n & Discount	\$19.4m	\$19.6m
Depreciation	\$9m	\$8.3m
Discount to consumers	\$7.0m	\$7.6m
Net Profit (before tax)	\$3.4m	\$3.7m
Total Assets	\$202m	\$260m
Shareholders Equity	\$137m	\$134m
Asset backing per share	\$5.59	\$5.47

Network Information

- Connections – 42,369
- System length – 2,263kms
- # of poles – 21,615
- # of Transformers – 2,527
- Maximum demand – 89 MW
- 2 supply points and 10 zone substations



**WHEN EVERYONE ELSE IS
TOLD TO STAY AT HOME,
OUR PEOPLE GO TO
WORK**



BUCKET CAPACITY MAXIMUM 200kg
CRANE CAPACITY MAXIMUM 290kg

Ringawhiti Rd Otaki – clearing
400V and 11kV conductors





Cross arm replacement Valley Road



Forest Road, Raumati South

Reconductoring, Tennis
Court Road, Raumati



Reconductoring,
Muhunoa West Levin



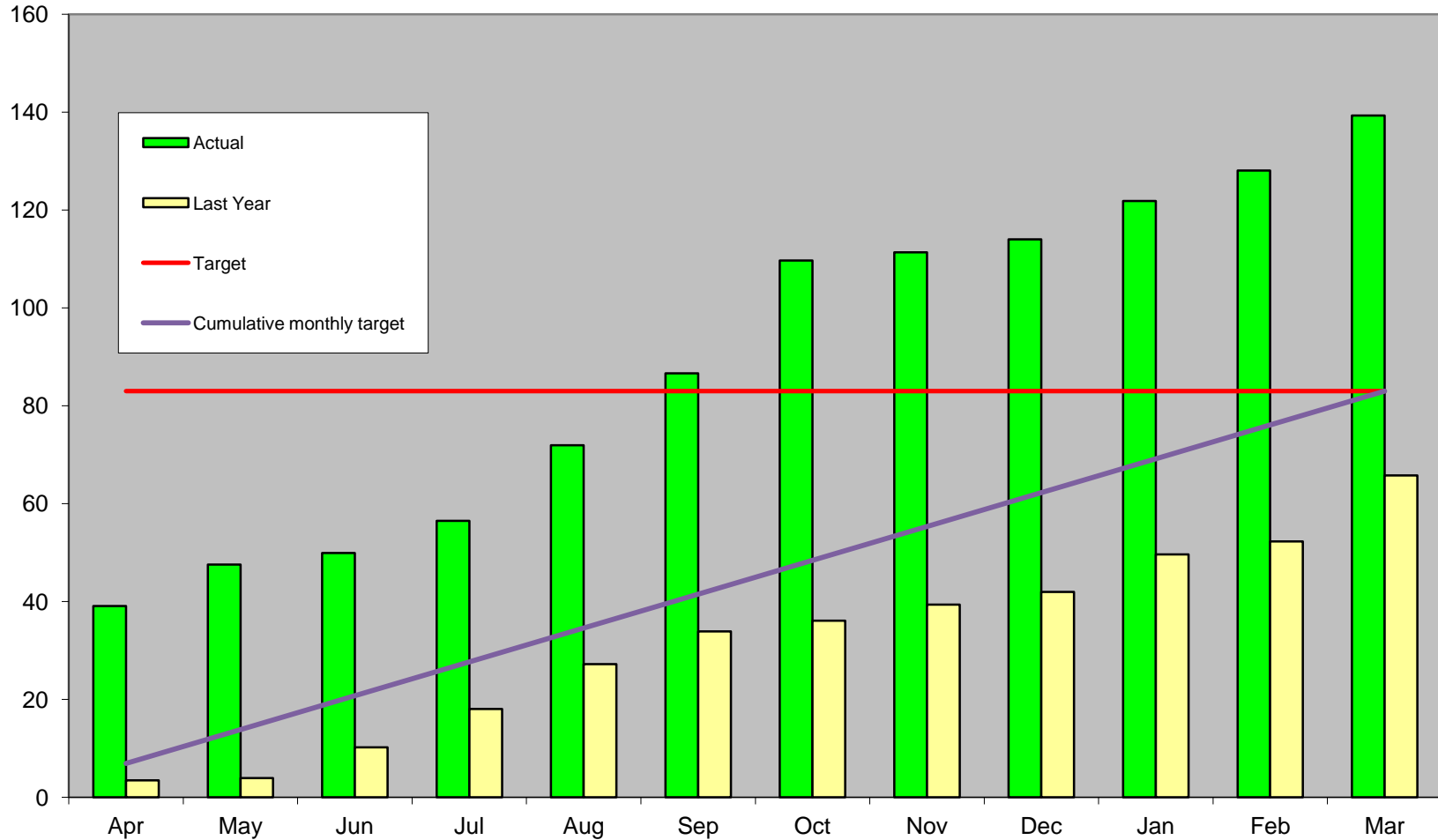
Network Investment

- Electricity unit sales up 1.56% YTD on last year – mainly due to colder winter
- Average residential consumption is declining locally, nationally and globally
- New connection growth remains low – net increase of 327 for the last 12 months (to EO March)
- Electra lead regional initiatives to help grow region's business
- Limited commercial load especially in Kapiti – residential demand peaky
- Use of generators, liveline and tree maintenance reducing number and length of outages

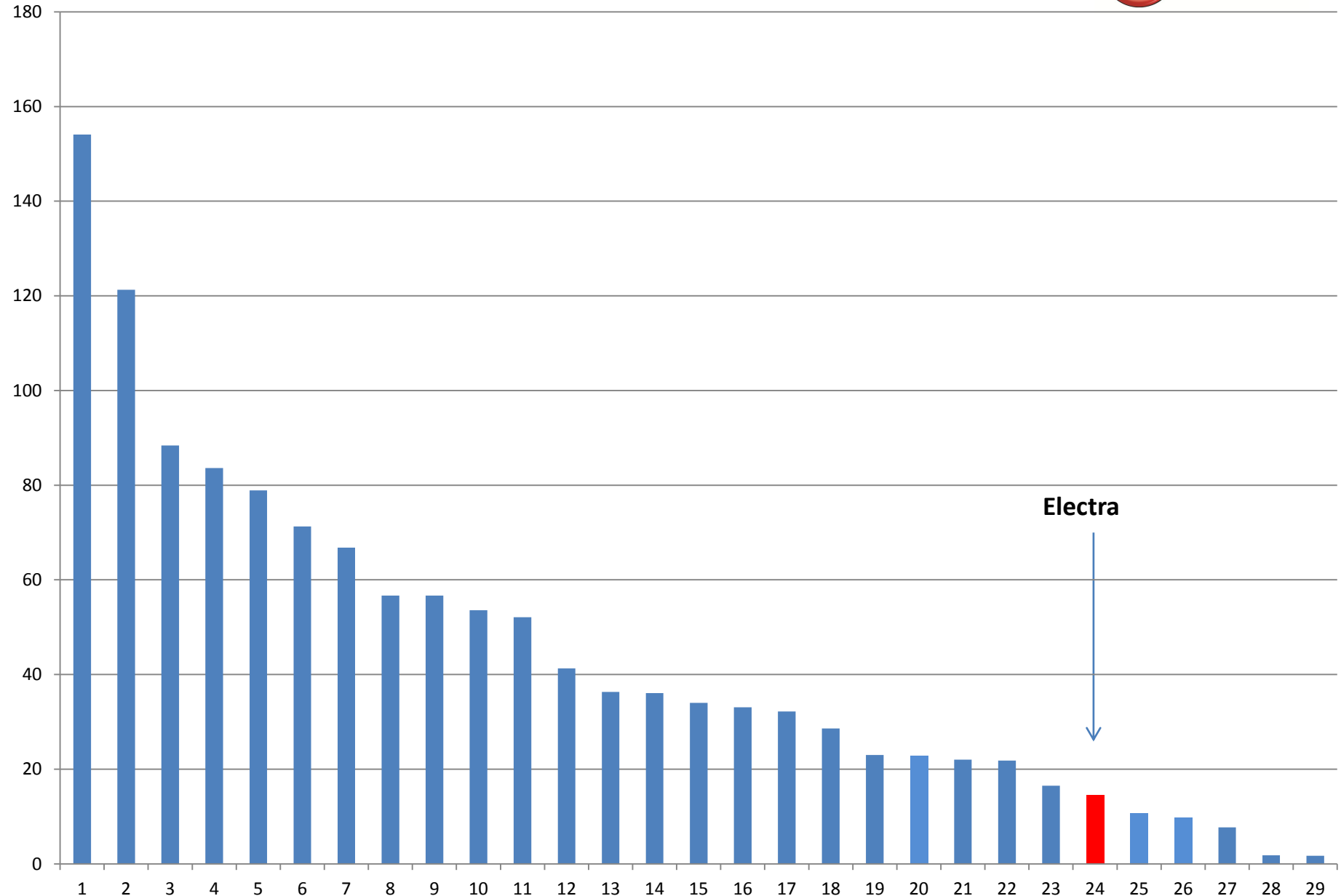
Reliability – SAIDI

Average minutes off per annum

SAIDI
(YTD)



Planned Interruptions (average minutes off per annum)



Network Technology Changes

- Embedded Generation
 - Solar Photovoltaic
 - Cogeneration
 - Buy back prices
- Electric Cars
- Self healing networks
- Better customer communications
- Smart meters

Larger projects



- Transpower completed upgrading the GXP substation at Paraparaumu in January.
- Reconstruction and upgrade of main 11kV volt lines in Kere Kere Rd Foxton, Muhunoa West & Kuku Bch Rds Levin, The Esplanade, Forest and Kainui Rds Raumati Sth.
- Additional 33kV underground feeds from Paraparaumu GXP to Tongariro St substation and Levin East substation to Arapaepae Rd
- Completing negotiations with Transpower to purchase redundant 110kV lines from Mangahao to Levin – will be run at 33kV to improve reliability
- Capex spend around \$10m/year over next 10 years
- Includes a greater use of technology for staff in the field and on the network
- Outage management system giving customers faster, better and more accurate information will be in place by the end of this year

Customer Communications

- Electricity outages viewable as maps on the company website
- Customers able to report faults and keep informed by using mobile applications
- Calls answered by people who know the estimated repair time and cause of faults
- Website refreshed to make finding information easier

Recent Issues

- Kapiti Ripple Relay plant failure
- Peka Peka tree cutting

Network Pricing

- Transpower pricing changes
- Time of Use network pricing
- Low user charges

Transpower Price Increases

- Transpower prices to Electra (passed on directly to those connected to the Electra network) will increase from 1 April 2016 by around \$750,000 (\$17 per customer per year)
- This is due to changes in calculating costs related to the removal of the 110kV line from Pautahanui to Paraparaumu
- Of more significance the Electricity Authority is currently looking at changing Transpower's pricing methodology – all about economics - sending “right” price signals to customers
- What they are suggesting in one scenario could see total prices on electricity bills in the Electra area increase by over 3% in 2019/20
- Electra will be making a submission suggesting that the economic arguments leading to this price increase should be reconsidered and we will offer some alternatives

Network Operations

Construction and Maintenance of lines, transformers and substations

- We have a goal of “excellent reliability” - Use of generators, liveline and tree maintenance to reduce number and length of outages
- Credit to our
 - Planners and Operators
 - Line Crews
 - Tree Crews
 - Faultmen
 - Engineers



Community Support

2014 Electra Business of the Year

- Business Breakfasts and BA5's
- Business Awards
- “Caring for our Community” Page
- Sales Discount
- Trainee Programme
- Energy Efficiency – heat pump discount



Electra

Your locally
owned
electricity lines
company

0800 353 2872
www.electra.co.nz

DATA COL

www.datacolgroup.com



Water meter reading is increasingly important with DataCol capturing and collecting the majority of the water metering sector

- National electricity, gas and water meter reading and data collection company
- Offices in Auckland, Wellington & Christchurch
- Started water reading 6 years ago now 85% NZ market including Auckland, Tauranga, Hamilton, Whangarei, Nelson and Dunedin
- 146 staff and reading contractors
- International clients; Sydney Water, Uganda Electricity
- Continuing to work on seven licence sales (Australia and USA)

Richardson Wayland Electrical Company, LLC
Argos Utilities Corp

DataCol Group 4135

Redefining smart

the data, and what do with that data, makes you smart.

DATA COL
www.datacolgroup.com

10100011101
111011101010101
1000111011011010
110110001110110010
1110110110110110100
1011011010111101011
1100101100010100010

Delivering the right solution for you and your customers

Power Data	Data Collection	Data Management	Revenue Collection
• Meter Data • Distribution Data • Transformer Data • Outage Data	• Smart Meters • Smart Grids • Smart Buildings • Smart Homes	• Data Warehousing • Data Analytics • Data Security • Data Integration	• Billing Systems • Revenue Management • Customer Self-Service • Mobile Applications

Let us work with you to build a solution that best fits your needs.

DATA COL
www.datacolgroup.com

POWER IN YOUR HANDS

JPWassoc
KEEPING THE POWER IN YOUR HANDS

Smart Bike . . . Fresh Thinking

Booth 4135

DATA COL
www.datacolgroup.com

ogy

Richardson Wayland

Argos Utilities Corp

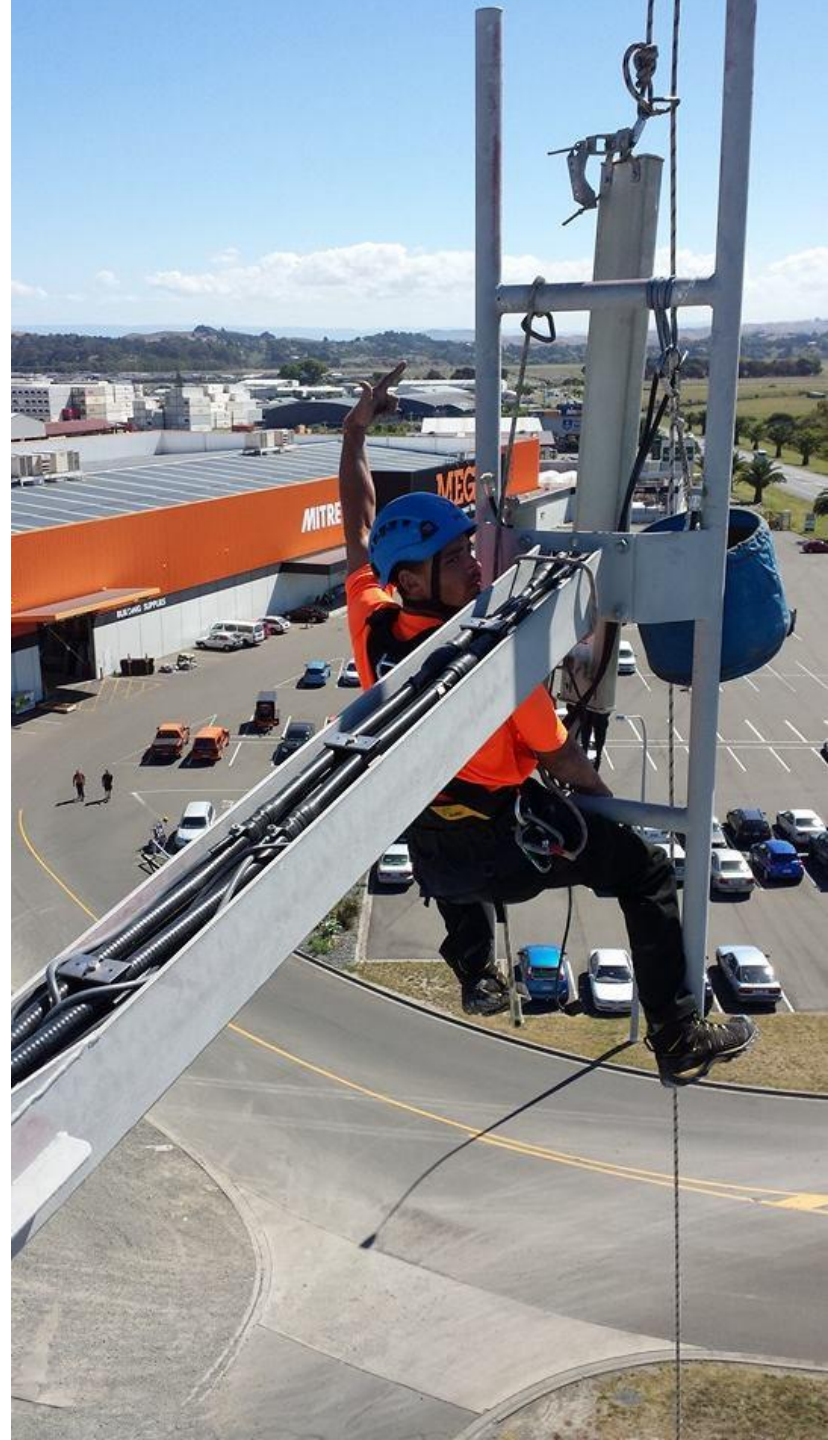


The logo for SkyComms features a stylized blue arc composed of dots of varying sizes, positioned above the company name. The text "SkyComms" is written in a blue, italicized, sans-serif font.

SkyComms

Overview

- Mobile telecommunications contractor
- Key supplier to Spark with an exclusive contract to design and supply Ethernet capacity to mobile sites
- Significant contracts for 4G (LTE – Long Term Evolution) build for Spark, 2degrees and Vodafone
- Maintained dominance in the IBC (in building cellular) arena including a large hospital project and a number of office buildings throughout NZ
- Tough times for SkyComms in recent times with client delays on provision of equipment and schedule changes





SECURELY

the peace of mind company

Securely

- New Investment 1 Dec 2014
- Ambitious 3 year plan to build a World Class Monitoring business
- Rebranding well advanced
- Focus is on systems and capability in readiness for Growth

We believe it's the criminals who should be locked in for years, not you.



No Contract Alarm Monitoring

We might be new in town, but we've been in the monitoring business for decades.

We pride ourselves on being good at it, so good in fact that we won't even ask you to sign a contract. (But of course if you do, we'll make it worth your while).

Call us now to enjoy leading edge technology and attentive service. No chains attached.

www.securely.nz 0800 904 904

no
contract

\$30
per month

or

sign up for
24 months pay
\$0
connection
fee

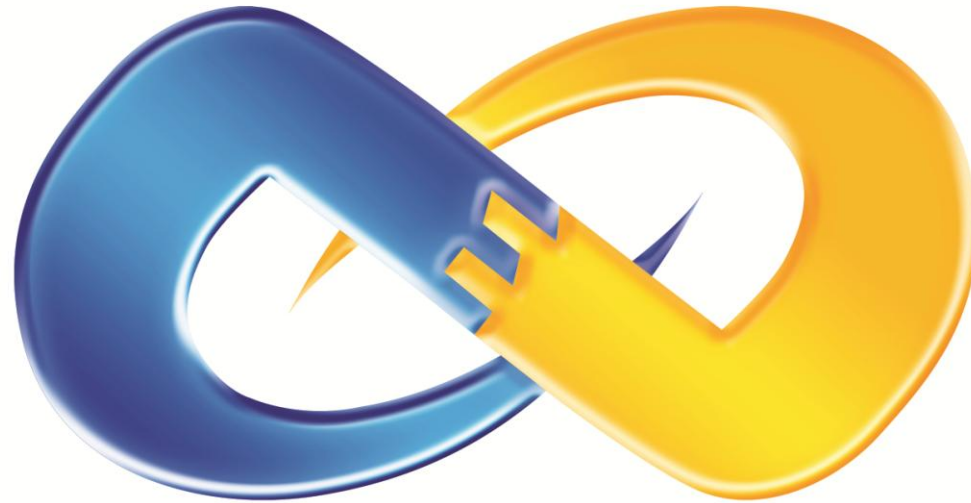
sign up for
24 months & pay
1/2
price for the
1st year



SECURELY

the peace of mind company





electraenergy

Our Story

Because we are local we can do things differently

From face to face to facebook – we are sticking with good old fashioned service, if a customer's situation needs face to face resolution then we will make that happen



**putting
the power
back in
your hands**

Join Today by visiting
electraenergy.co.nz/join
or call 0800 355 555

Future Outlook



- Electra is in a solid financial position with a strong asset base
- Currently in a consolidation phase and establishing new business areas for growth in shareholder value



Annual Customer Meeting

31 July 2015

