

ERANZ presents

A deep-dive into the big questions



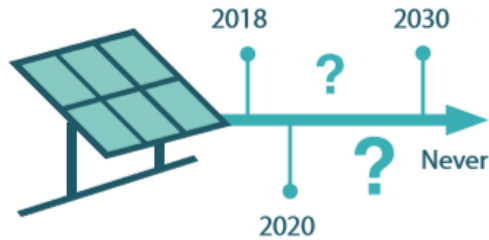
ERANZ has partnered with the Energy News and ABB New Zealand Electricity Survey to take a deep-dive into the results of the 2018 survey



Energy News and ABB
New Zealand Electricity Survey

1st Quarter - Ready for the challenge?

Key milestones will happen later than previously thought except for 100 MW of solar installed

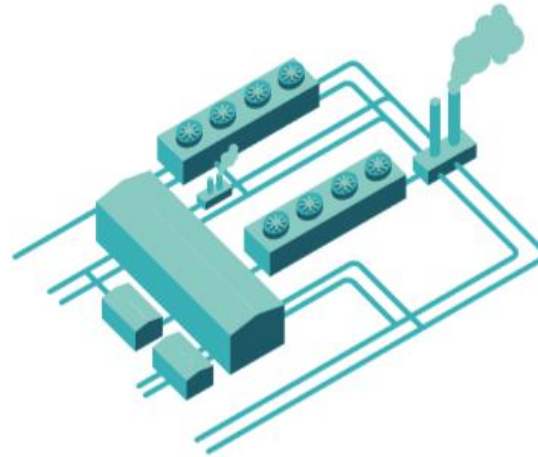


...and we will never have 50 retail brands.

The sector is divided around what form of energy storage will be best for NZ



Geothermal was the winner



...for the best new generation plant to complement the existing system.

Developing a fully integrated fast charging network



...is the best thing to ensure meeting the government target of 64,000 EVs by 2021.

2nd QUARTER – All about the people

We can't find our people



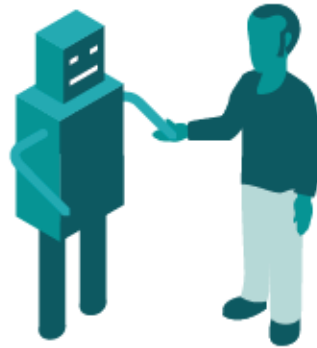
Why do we bother

...the right people are hard to find, that's our biggest people problem.



Do customers really want to understand the sector, and should we even be trying to gain their trust?

You will be replaced with a robot



...if you are customer facing, watch out a robot is coming for your job.

BONUS – We don't want to know what's out there, or do we



We are pretty split on whether we should be exploring for more gas offshore in New Zealand. So we just let the Government decide for us right?