



**DATACOL**  
New Zealand



# ANNUAL CUSTOMER MEETING

## 29 July 2011

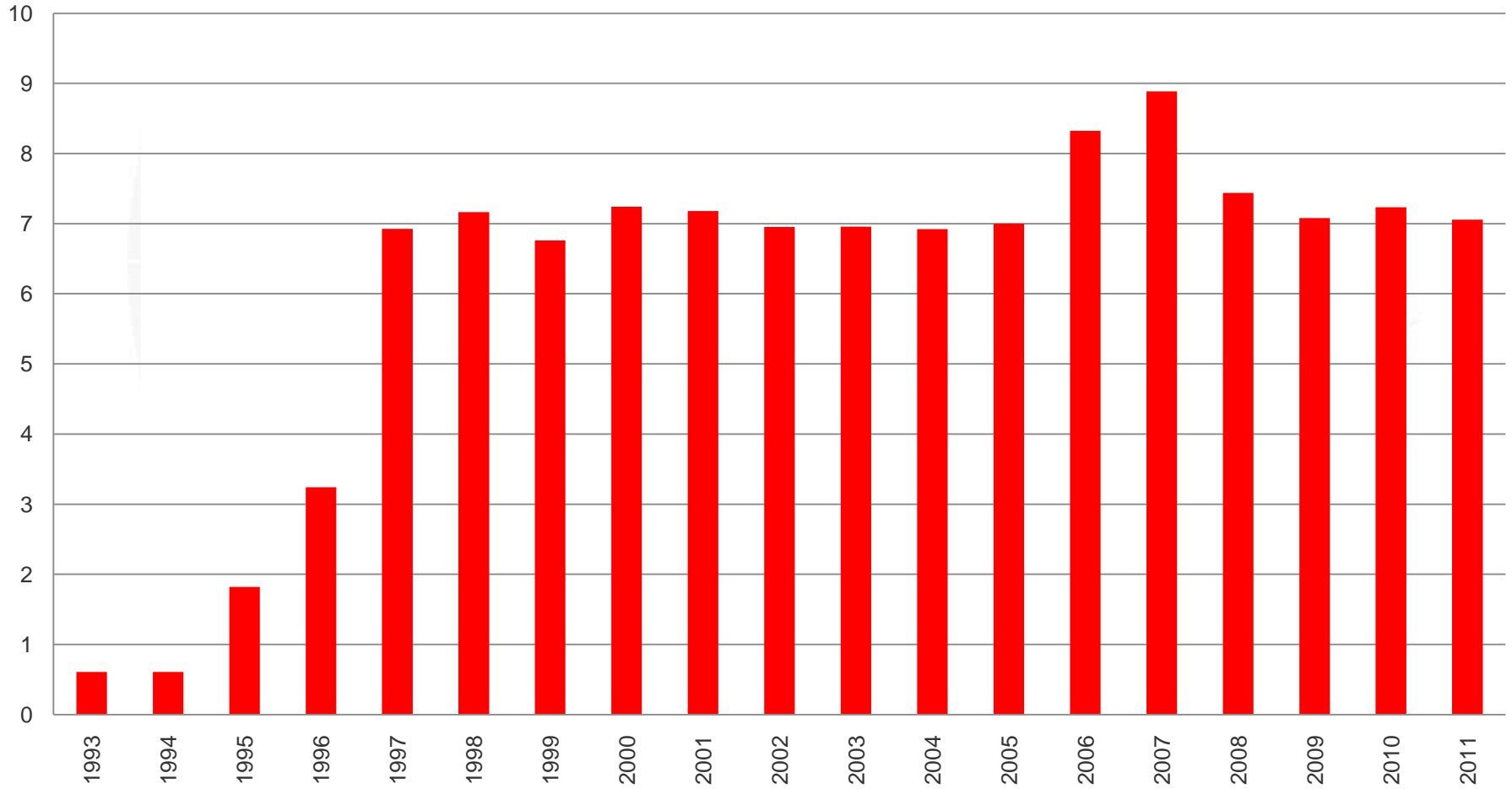


# Electra

TRUST

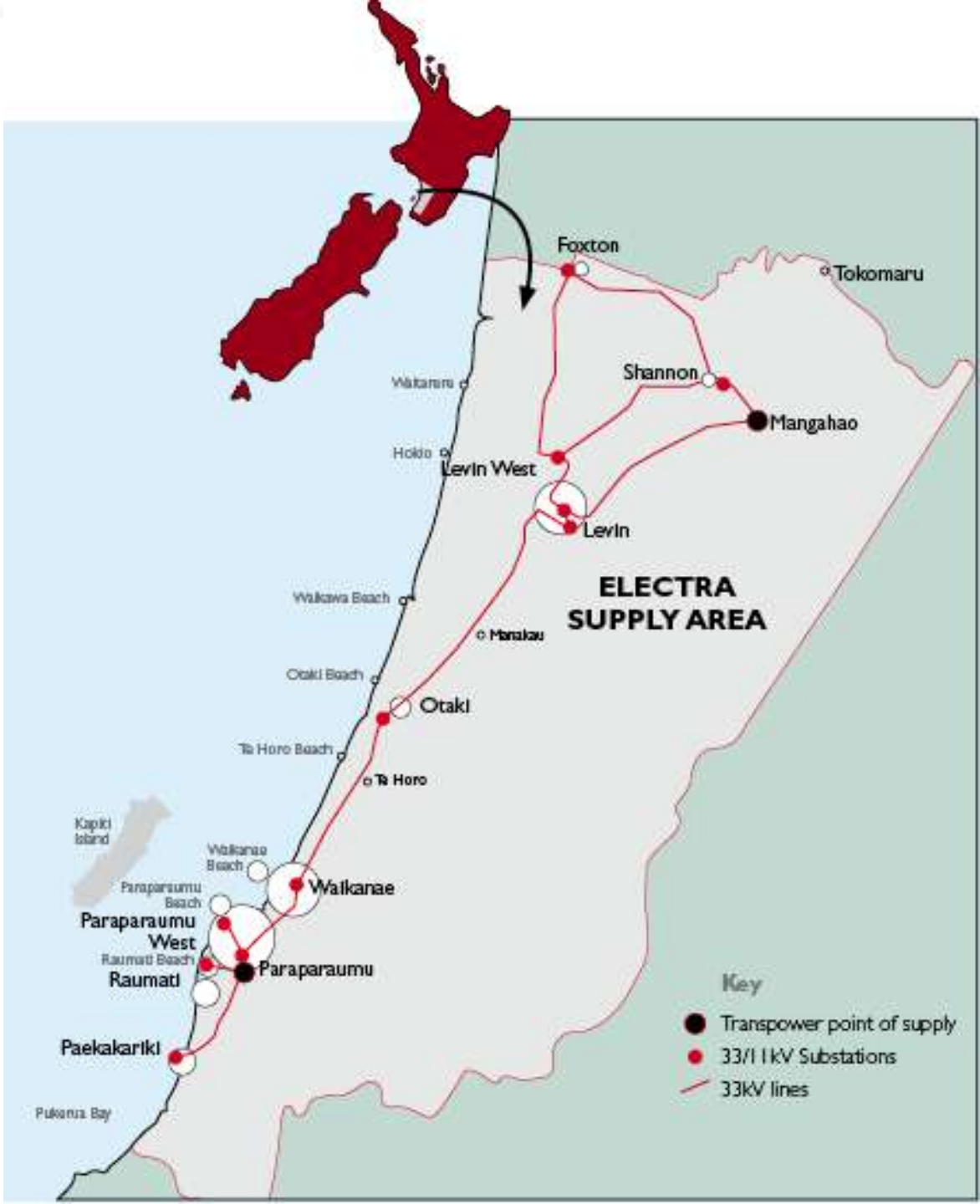
■ (net of GST)

\$million

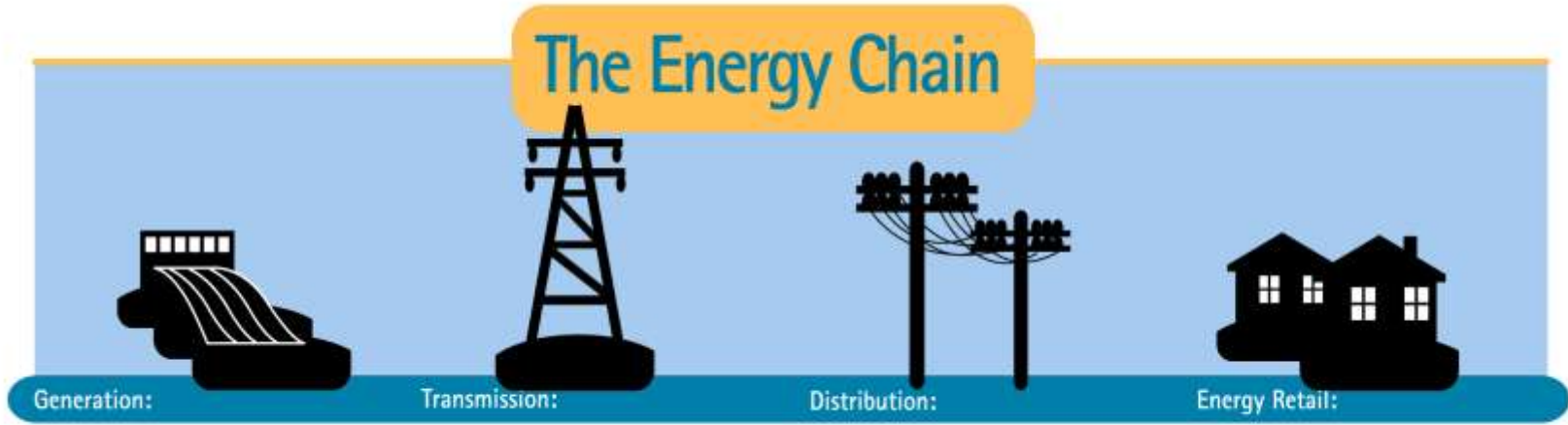




Coverage area  
1,700 Sq Kms



# Where the Electra Network fits



Contact

Transpower



Meridian

Genesis

Mighty River Power

Trustpower

Contact

Meridian

Genesis

Energy On Line

Mercury

Trustpower

Pulse Energy

Powershop

Simply Energy

Pulse

Nova Energy

ELECTRA  
TRUST

BOARD

CHIEF EXECUTIVE



# Electra – Key Facts

- 29 Network Co's in NZ – Electra 9<sup>th</sup> largest
- Consumers – 42,483
- Employs 264 Staff and 197 Contractors within the group
- Distributed \$119m in discounts over 17 years since Electra was formed
- Total assets \$274m and shareholders funds \$173m (incl Deferred tax prov)
- Electra 6<sup>th</sup> cheapest for price (after discount) out of 29 line companies

# Financial Performance

- Revenue growth of 9% to \$75m
- Sales discount of \$7.9m incl GST only slightly below last year \$8.14m – despite recession
- Total assets grew by \$5m
- Shareholder equity grew by \$1.5m to \$134m
- Invested \$6.3m in our electricity network
- High levels of consumer satisfaction maintained

## Results

### Financial

(millions of dollars)

	2011	2010
• Operating revenue	\$75.2m	\$68.8m
• Earnings before Depn & Disc	\$8.5m	\$7.8m
• Depreciation	\$8.2m	\$5.1m
• Discount to customers	\$6.9m	\$7.2m
• Net Profit (before tax)	\$301	\$2,723
• Total assets	\$274m	\$269m
• Shareholders Equity	\$134m	\$132m
• Deferred tax	\$38.6m	\$41m
• Asset backing per share	\$5.46	\$5.41

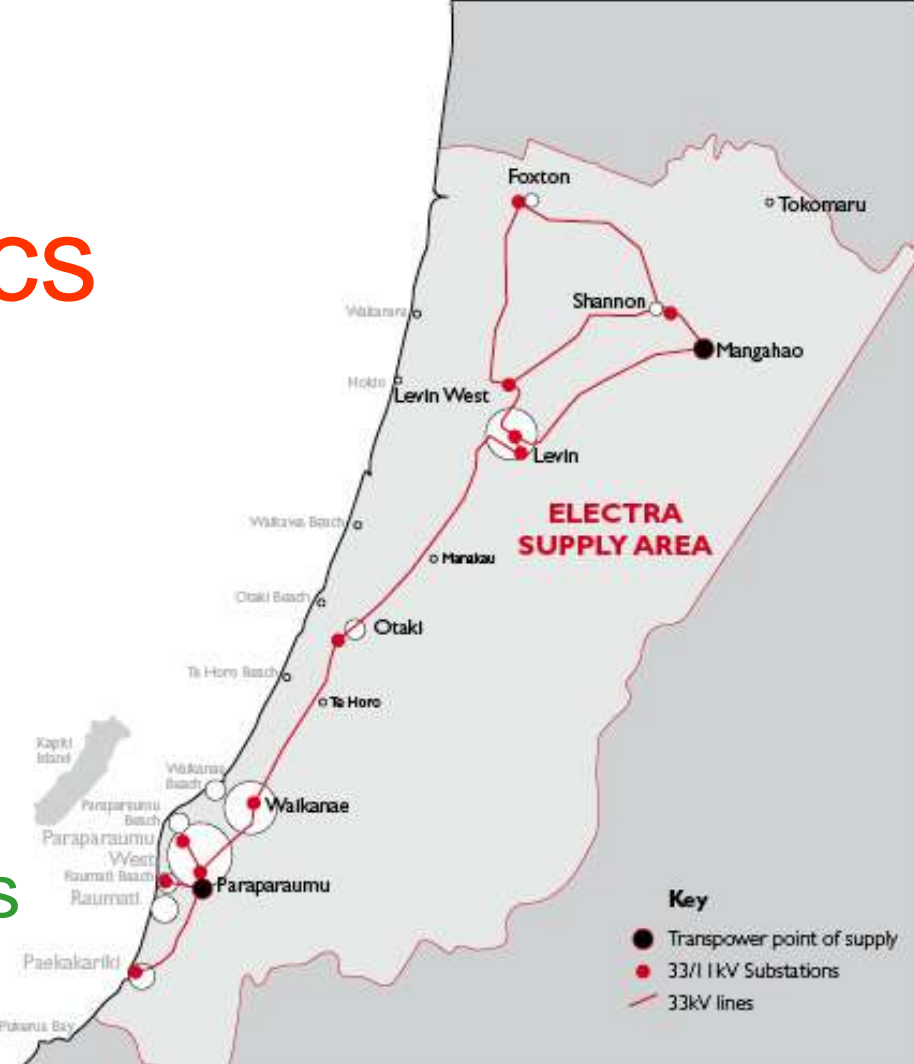


	Operational Expenditure per Connection Point \$/ICP
<b>Electra</b>	<b>196</b>
Average	221
Median	262
Minimum	171
Maximum	650

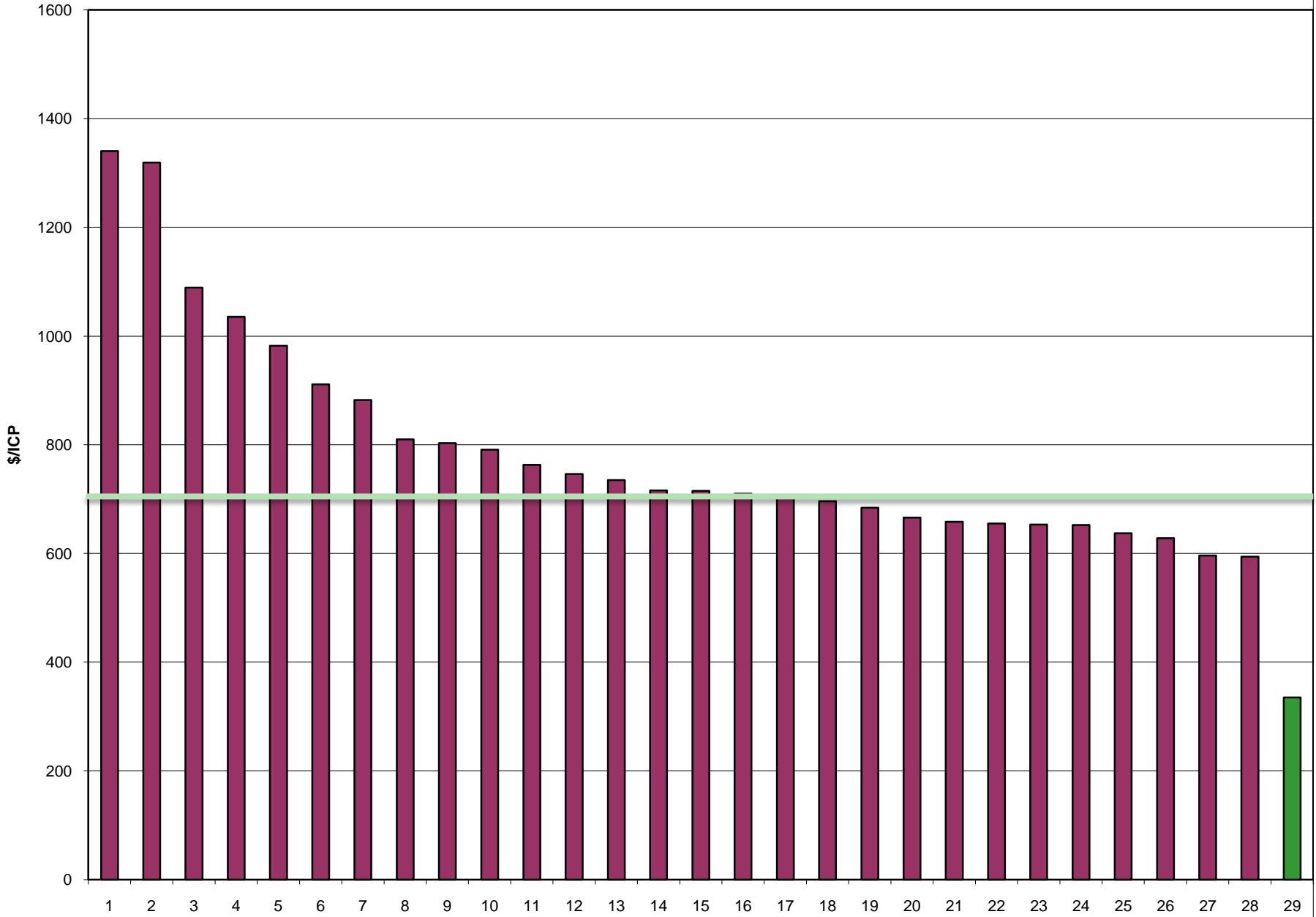
**Electra 4<sup>th</sup> lowest out of 29 companies**

# Network Statistics

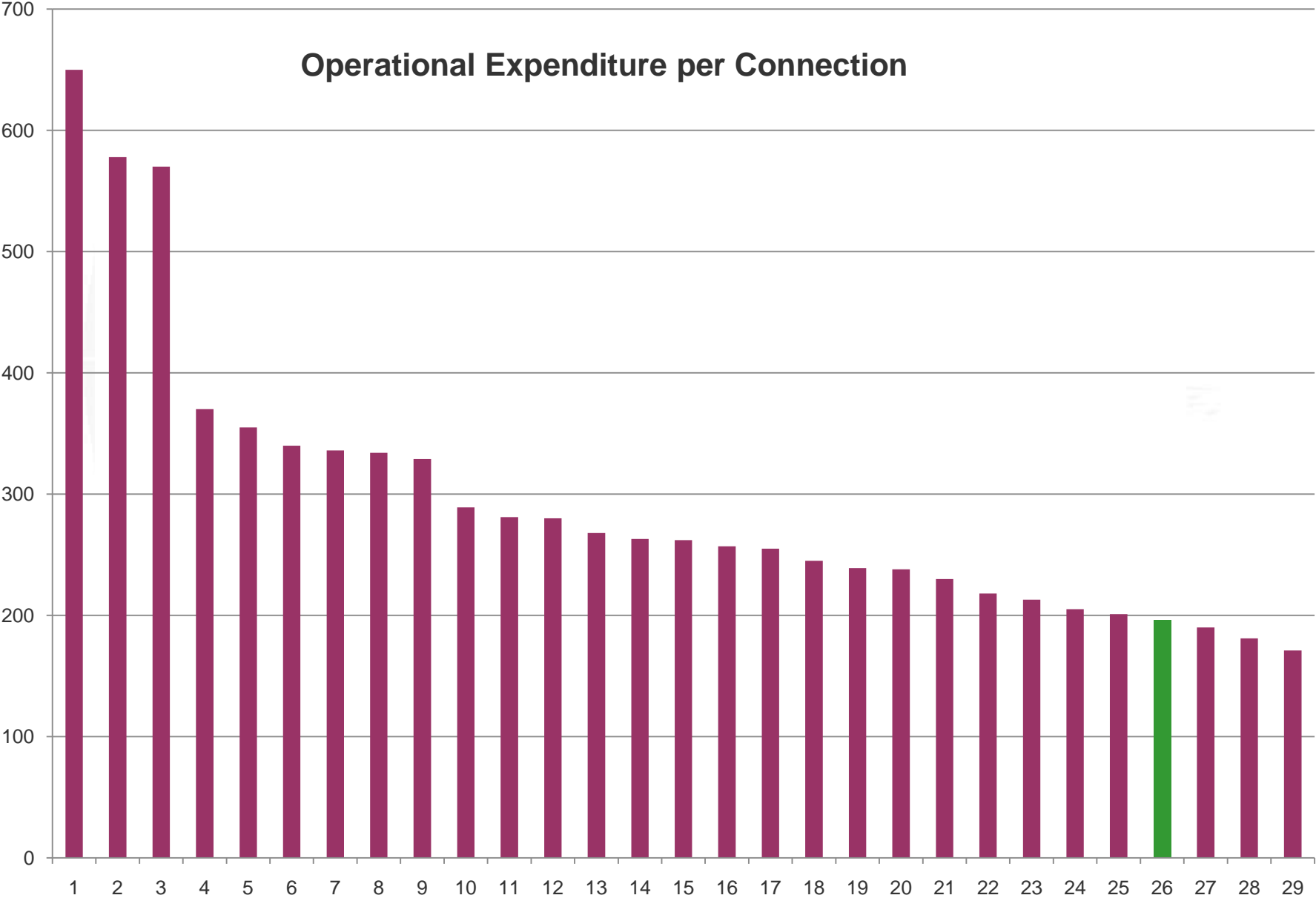
- Assets - \$183 million
- Staff – 15
- Connections – 42, 834
- System length – 2,580kms
- Number of poles – 22,463
- Distribution transformers – 2,517
- Maximum demand – 94 mw
- 2 supply points and 10 zone substations



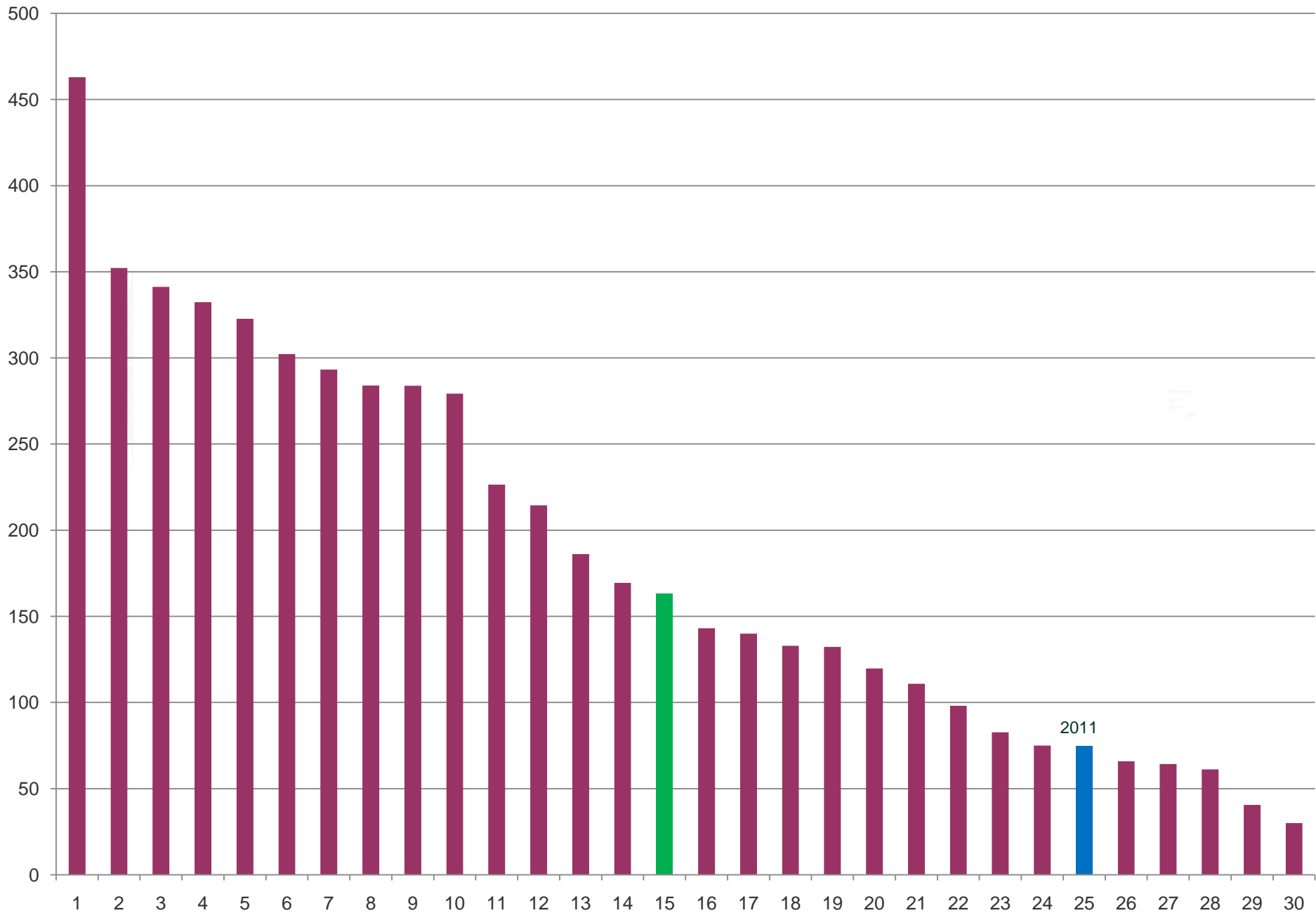
# Total Distribution Revenue per connection



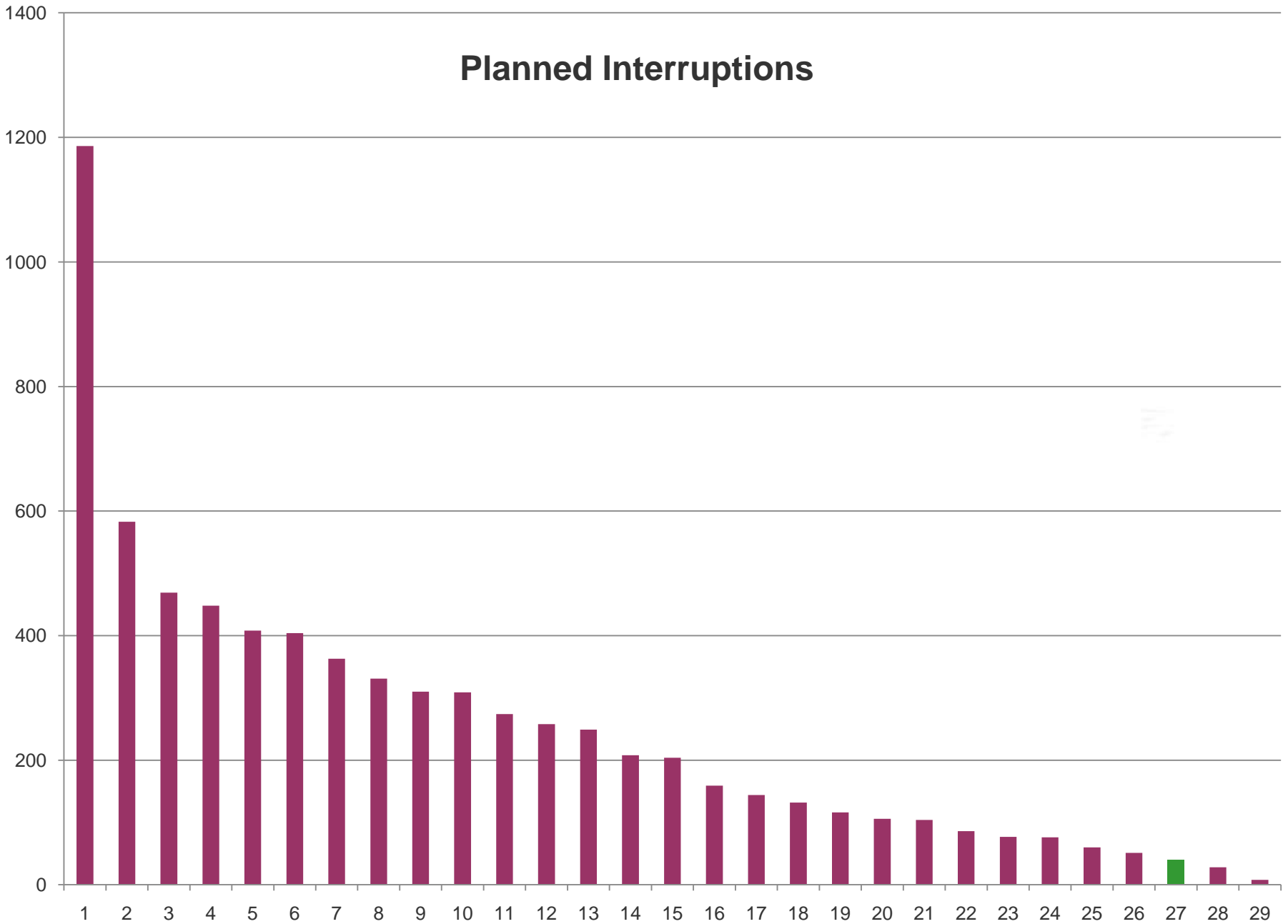
# Operational Expenditure per Connection



# Reliability of Supply - SAIDI



# Planned Interruptions



# Network Investment

- Unit sales down 1.3% - mild winter 2010 and recession
- New connection growth down to 279 (historically 500+)
- Limited commercial load especially in Kapiti – residential demand peaky
- Use of generators, liveline and tree maintenance reducing outages
- Capital spend over next 10 years - \$55m
- Reviewing options for Transpower supply to meet future electricity supply growth



# Supporting our Community

- Energy Efficiency – heat pumps
- Business Breakfasts
- Business Awards
- “Caring for our Community” Page
- Oxford – AP&I Show
- Sales Discount
- Trainees

**Relax.** **Enjoy.** **Save.**

**BUY A HEAT PUMP NOW**

**SAVE \$550**

**Call 0800 836 7765**  
For your free on-site assessment and quotation

Get the latest in heat pumps and reap the benefits:

- Year round comfort
- Extremely energy efficient
- Simple and easy to use
- Super quiet
- 5-year + warranty

**Take advantage of this great special offer.**  
Available to all residential and commercial electricity consumers in the Kapiti-Whararoua area.  
**Offer Expires: 31 May 2011**

*"I would like to tell you how much we love our heat pump. Through the winter months it was a just great!"*  
- GRACE FROM LEVIN

Enjoy year round comfort with...

- Latest heat pump models
- Quality brands
- Whisper quiet
- Complete control on the push of a button
- Custom size and sized to meet your requirements, Residential and Commercial.



# Linework & Stones

Total staff of 101  
which includes 19  
apprentices/trainees





Linework – Construction and maintenance of lines, transformers and substations



Stones – commercial and residential wiring

- Head office in Paraparaumu with depots in Levin and Petone
- Electra 39% of sales with rest competitive contracts
- Subdivision and new building at low levels
- Winning contracts in new areas – OnTrack, street lighting, Housing Corp, schools, hotel refurbishment, Chathams, Wellington Electricity
- We have one of the highest industry ratio of trainees



AMORA HOTEL

# DATA COL

New Zealand

- National electricity, water & gas meter reading company with over half NZ market
- Offices in Wgtn, Chch & Akld
- 169 meter readers
- New data collect product – for irrigation and water monitoring
- SevenX – sale to Trustpower



Bruce Franks checking a DataCol Solar Collect unit



- SkyComms undertakes design, construction and maintenance of cell sites. Also maintenance of the Telecom Network
- In NZ, based in Auckland with depots in Wellington, Whangarei and Christchurch. In Australia – Sydney and Melbourne
- Customers include: Telecom, Vodafone, 2degrees, Police
- Contract work all over NZ, Pacific and Australia
- 120 Staff plus contractors as required
- Expanded to do IBC (In Building Capacity) – Eden Park, Nth Shore Hospital, ANZ Tower.



- Despite the turmoil in the finance industry, Oxford had another profitable year
- 25 year track record through many economic cycles
- Specialists in providing vehicle finance
- Controlled lending – quality v's growth
- Funding change - Bank v's Debentures
  - NBDT regs high compliance costs
- Moved to new premises in Oxford Street Levin





# Electra Future Outlook

- Group remains in a solid financial position
- Has a diversified asset and revenue base from which to grow our business going forward
- Our region is showing some signs of growth with proposed future investments – Expressway, Paraparaumu airport, Ryman retirement village
- Energy usage will remain relatively flat until the economy picks up



## Industry Update

- Transpower – significant upgrades to make up for years of underspend and to meet growing demand
- Generation – most new generation geothermal, wind and co-gen (gas)
- ComCom – requiring 5 line companies to reduce prices from April 2012 by up to 10%