Aid for Trade opportunities in South America
Rob Grant, CEO of Pacific Hydro
Agenda

1. About Pacific Hydro
2. Our purpose, vision, values and behaviours
3. Our approach to working with communities
   – The Philippines
   – Australia
   – Chile
   – Brazil
4. Aid for Trade opportunities: how we can help
About Pacific Hydro

A global clean energy solutions provider

• Developing, building and operating renewable energy projects and selling electricity and carbon abatements products for over 20 years

• Hydro, wind, solar and geothermal power projects at varying stages of development, construction and operation in Australia, Brazil and Chile:
  – Over 850 MW of operating hydro and wind assets
  – 2,000+ MW development pipeline

• Operating projects abate an estimated 1.5 million tonnes of greenhouse gas emissions every year

• 100% owned by IFM: backed by 5 million Australian members of Industry Super Funds.
**Australia**
Pacific Hydro was founded in Australia in 1992
Developed, delivered and now operates the country’s 1st commercial wind farm
Currently developing wind, solar and geothermal projects

**Chile**
Established in 2002
Water rights to develop up to 600MW in the Alto Cachapoal Valley
One of the country’s main renewable energy players

**Brazil**
Established in 2006
A pioneer in building wind farms under the Federal Government’s Proinfa scheme
Our purpose, vision, values and behaviours

**Our purpose**
Achieving investor returns by powering a cleaner world.

**Our vision**
To create economic, social and environmental value by being our customers’ preferred clean energy solutions provider.

**Our values and behaviours**

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<tr>
<th>Action</th>
<th>Dedication</th>
<th>Energy</th>
<th>Inclusion</th>
<th>Leadership</th>
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<tbody>
<tr>
<td>- Getting things done</td>
<td>- Demonstrating a commitment to zero harm</td>
<td>- Supporting others and being adaptable</td>
<td>- Showing respect, compassion and consideration for others.</td>
<td>- Leading by example</td>
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<td>- Working together.</td>
<td>- Delivering a service culture</td>
<td>- Creating an energising place to work and celebrating success.</td>
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<td>- Being accountable</td>
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<td>- Committed to respecting and protecting the interests of all our stakeholders.</td>
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<td>- Empowering people</td>
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<td>- Encouraging innovation.</td>
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Collaborating and sharing the benefits with our communities throughout the entire lifecycle of our projects.
The Philippines

Bakun run-of-river hydro: our first international project (1997)

• Local villages now have a steady supply of electricity, local roads have been upgraded

• More than 8 kilometres of new roads were built

• Two entirely new bridges were also built, such as the 292 metre long Friendship Bridge, which makes possible access to essential services (including health and education) during the wet season.
Australia

Sustainable Communities Fund

- An Australian first in the wind industry when it was launched in 2005. Our model is continuing to evolve and is moving towards greater decision making by the local community

- The program fills the gap between Council and government funding

- Established collaboratively with local community and Council. Delivered transparently with the community

- The program also helps to build capacity and long-term funding models as well as providing grants.

- Since 2005, A$1.48m has been distributed to 434 community projects in VIC & SA.
Chile

Creciendo Juntos – “Growing together”

• Launched in 2007 -> invested over US$540,000 on 86 projects presented, developed and delivered by community members, delivering benefits to over 3,000 inhabitants

• High level of involvement of our own senior executives and regional authorities

• Supporting the development of educational, health, environmental and community development initiatives to enhance the quality of life of the communities in the Cachapoal Valley, in Chile’s 6th Region.
Brazil

Opportunity for growth

• Focusing on our host communities in the country’s northeast, our community relations program sponsors health, environment, education, culture and community development initiatives

• We are currently developing our formal Brazilian community investment fund to be launched in FY13-14.
Aid for Trade opportunities

Leveraging on the ground expertise from businesses

• Aid investment diversification outside Asia is fundamental for Australia’s long term sustainable development

• A small number of Australian companies like Pacific Hydro have developed a wealth of on the ground experience working collaboratively with communities in South America

• There are exciting opportunities for public and private sector partnerships to enhance Australia’s profile in South America.
Thank you.

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