

DEVELOPING DISTRICT ENERGY IN NEW ZEALAND & AUSTRALIA

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INTRODUCTION

1. Background
2. Key Issues
3. Learnings
4. Opportunities



DISCLAIMER

- The views expressed in this presentation are of Jonathan Prendergast and not necessarily of the former & current employers, consulting clients or project partners.



PROJECTS



ISSUES: **DRIVERS**

- GHG EMISSION REDUCTION
- PEAK DEMAND MITIGATION
- PILOT PROJECT

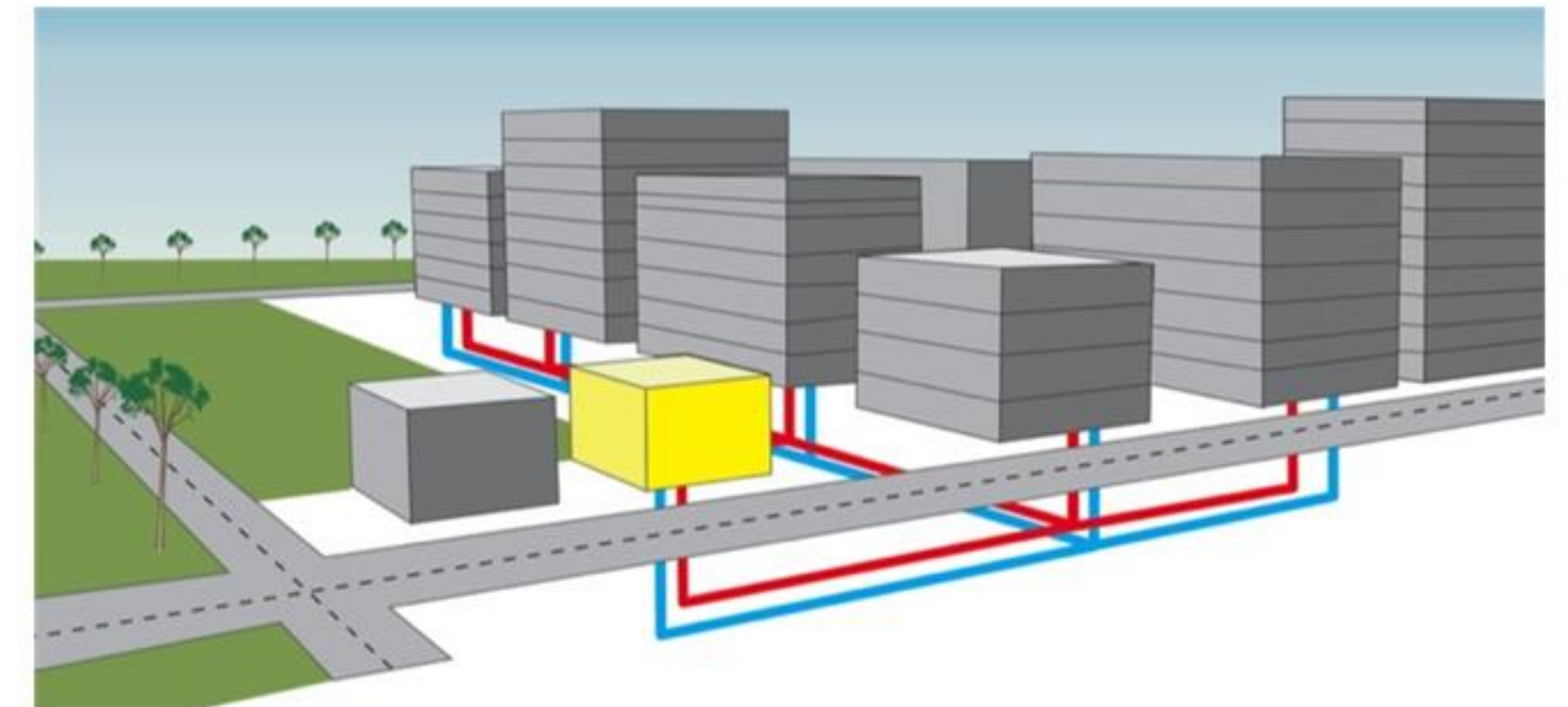
BUT WHAT DO CUSTOMERS WANT?

- IMPROVED BUILDING RATINGS
- ENERGY COST REDUCTION
- DECREASE IN RISK
- SPACE SAVINGS

ISSUES:

OWNERSHIP & OPERATION

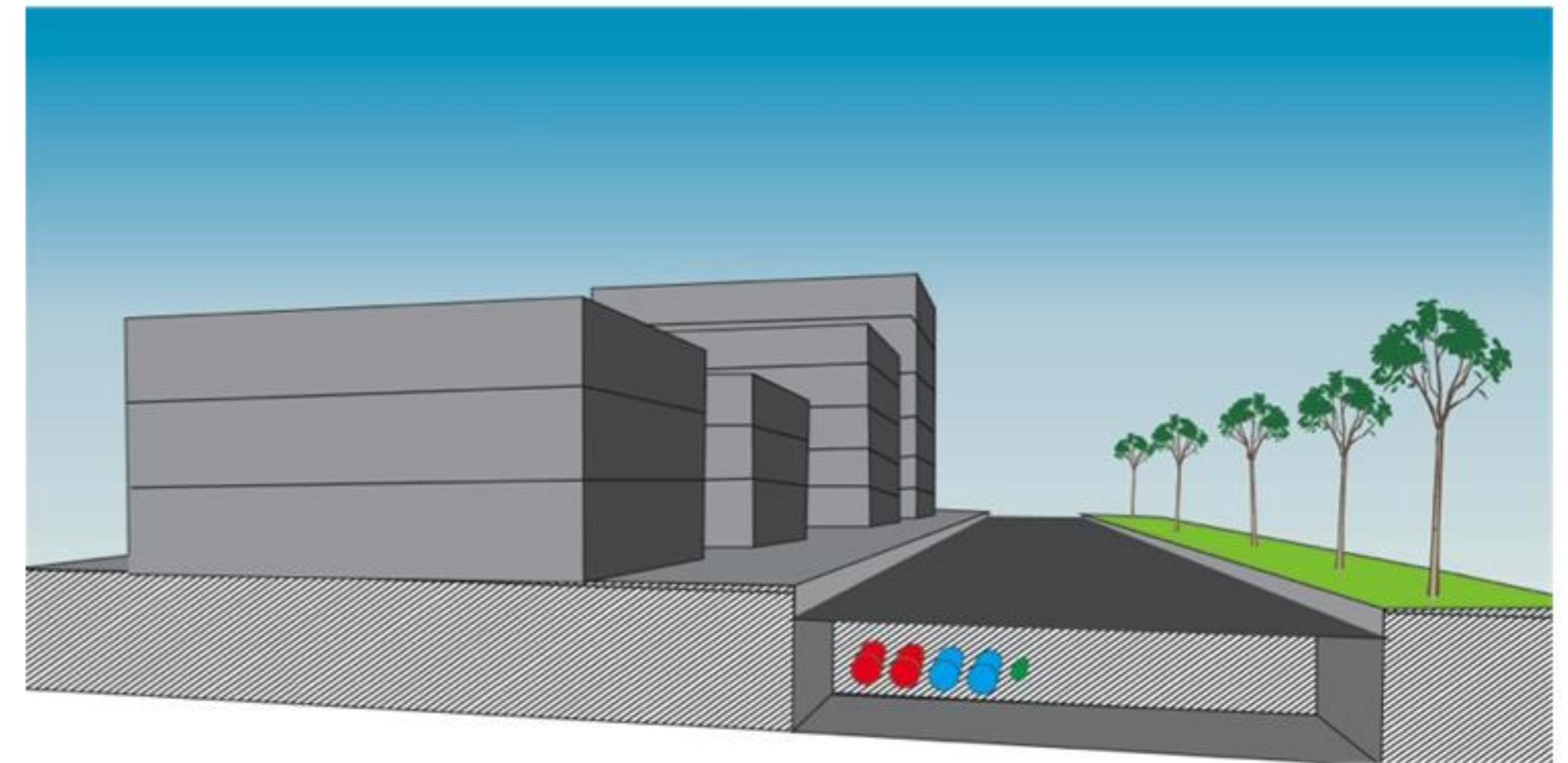
1. Suitable Capability & Experience
2. Commitment to Industry
3. Commitment to Geographical Area
4. Solutions Focused



ISSUES:

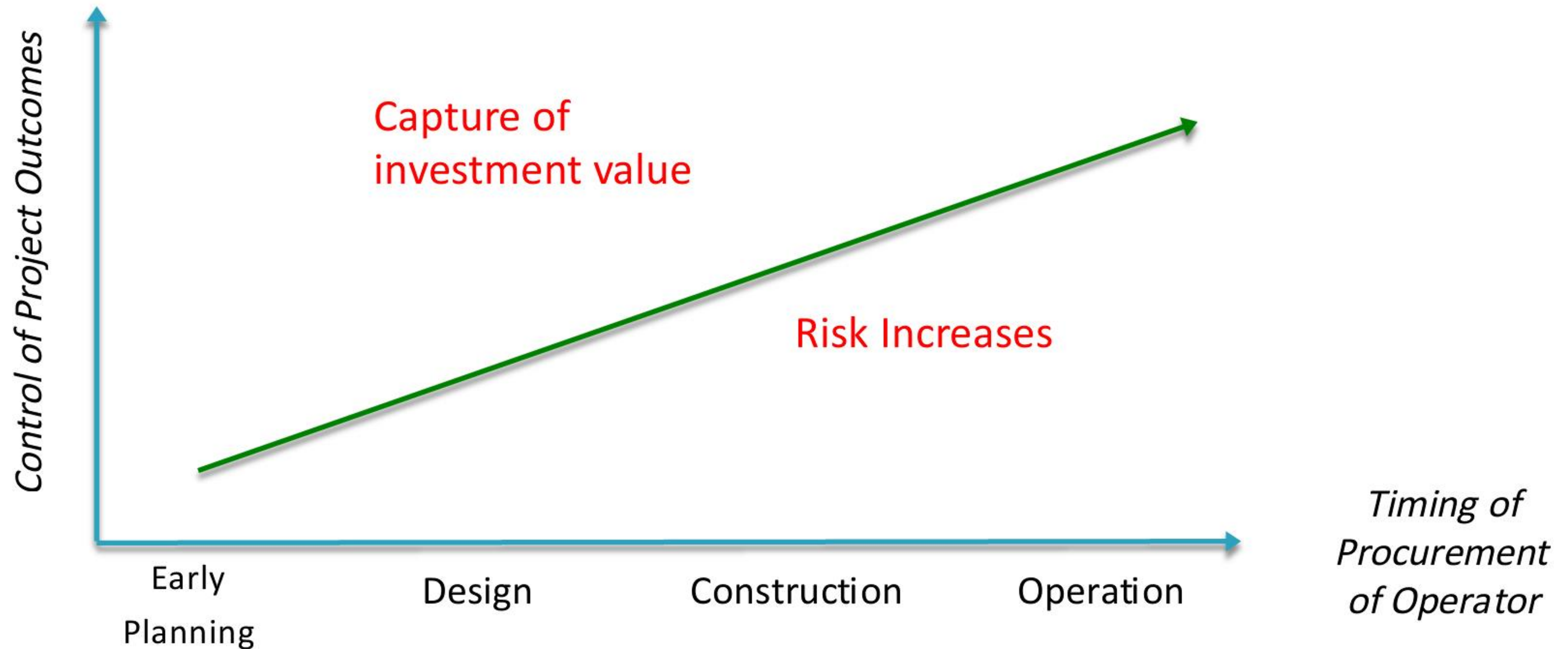
PROPONENTS PROPOSALS

1. Concentrate on benefits
2. Solutions focused
3. Present as business case



ISSUES:

PROCUREMENT TIMING



LEARNINGS

1. Think long term
2. Customer focussed
3. District Energy \neq Trigeneration
4. Objectives rather than Technologies
5. Remain open to ideas and communications

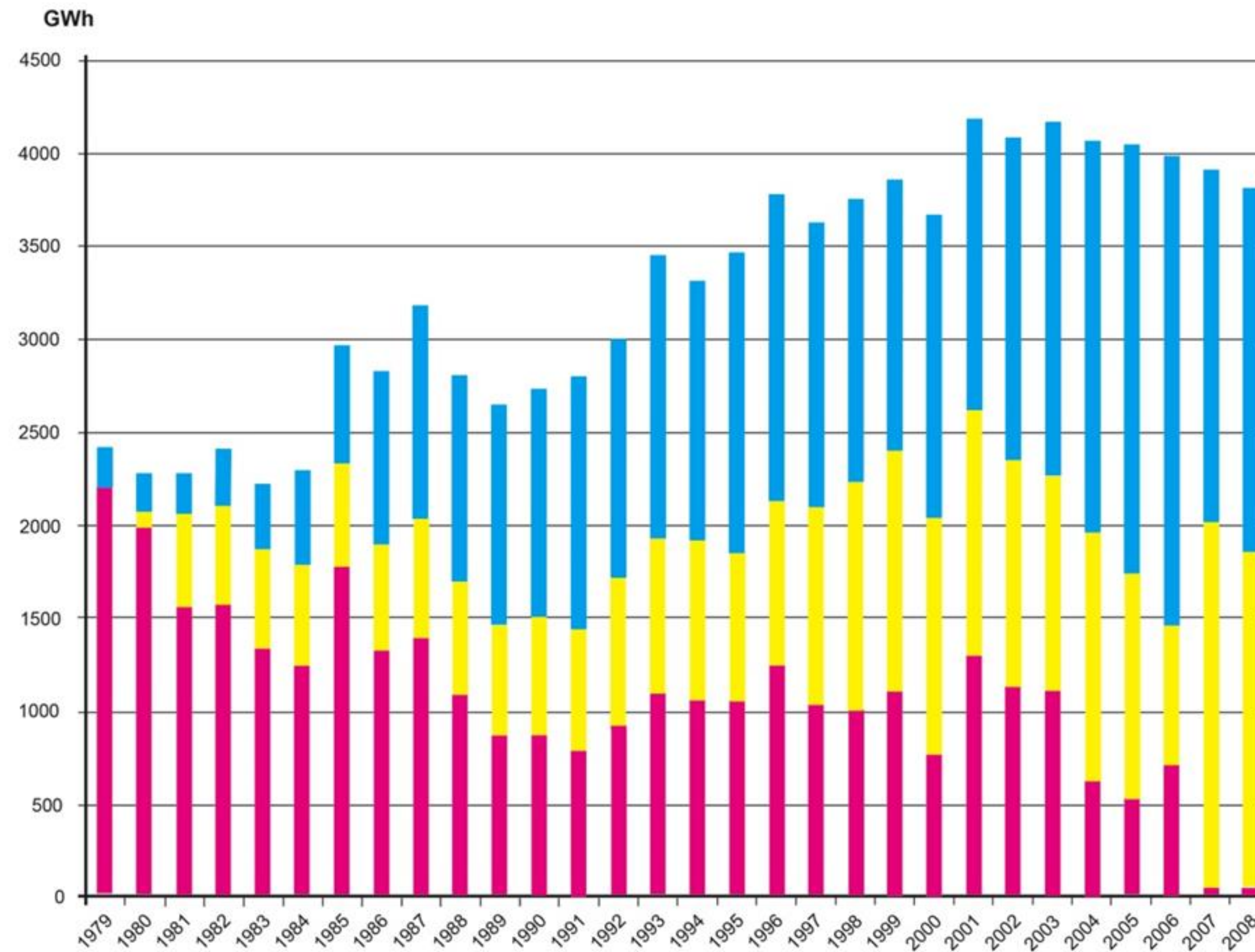


OPPORTUNITIES

1. Microgrids
2. Tightening of regulation of refrigerants



FINAL THOUGHTS



FINAL THOUGHTS

Let's keep the conversation going..



THANK YOU

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