

Pacific Energy Limited

Power Generation



Investor Presentation
September 2012

ASX: PEA

Established Power Producer



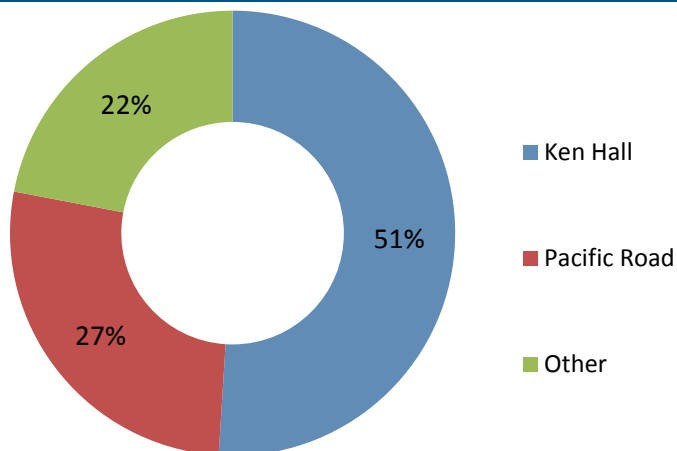
Share price performance (last 5 years)



Trading summary & capital structure

ASX Code		PEA
12 month high	\$	0.525
12 month low	\$	0.330
Current share price	\$	0.48
Shares outstanding	m	355.6
Market capitalisation	\$m	170.67
Cash	\$m	7.63
Debt	\$m	29.15
Enterprise value	\$m	192.19

Key shareholders



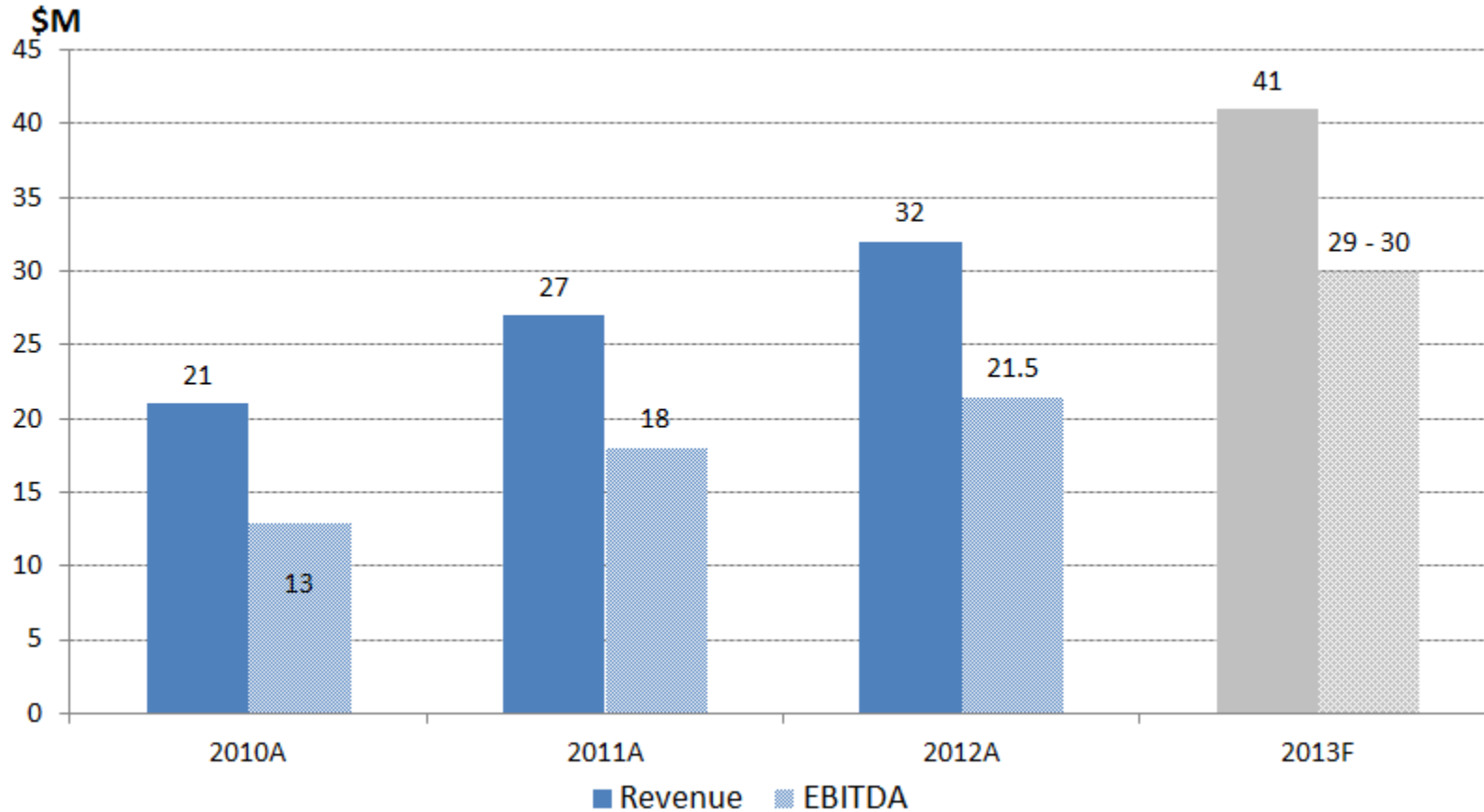
Directors and management

Director	Position
Cliff Lawrenson	Non Executive Chairman
Adam Boyd	Managing Director & CEO
Ken Hall	Executive Director
Louis Rozman	Non Executive Director
Stuart Foster	Non Executive Director

2012 Achievements

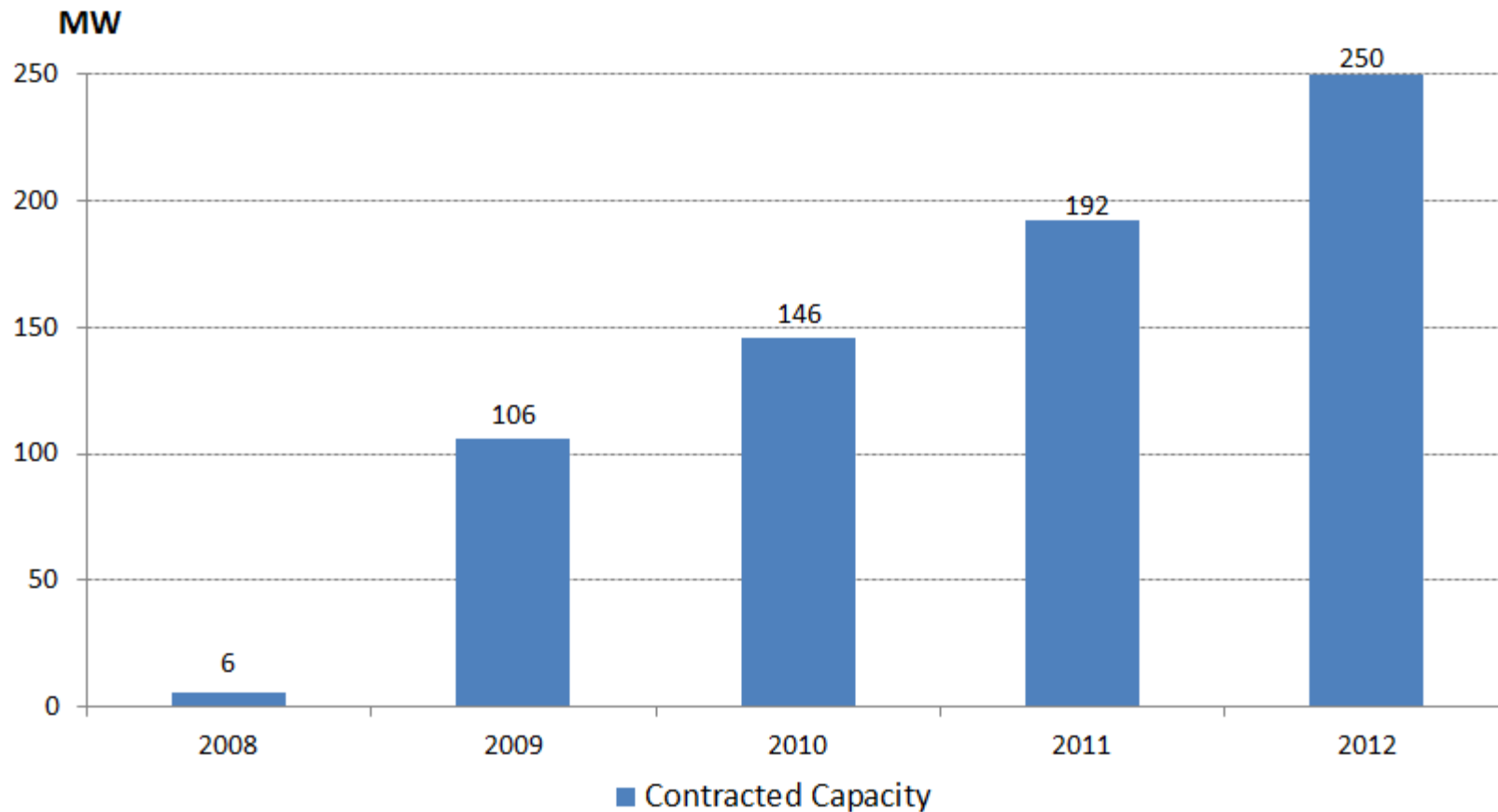
- **FY2012 record result – \$32M Revenue, \$21.5M EBITDA, up 19% & 23% respectively**
- **36MW commissioned by September 2012 – significant impact on FY2013 earnings**
- **Secured 100MW of new power station contracts since FY2012 commencement**
- **92MW of 100MW secured to be commissioned in FY2013**
- **Construction / retro-fit of waste heat recovery system on 20MW of capacity well advanced**
- **Acquired 2ha site and advancing design of new Perth located Workshop / Assembly Facility**
- **Tenders / Indicative Proposals submitted >200MW**

Record Earnings Growth To Continue



New installed capacity to deliver FY2013 earnings growth

Capacity Expansion Momentum



Group contracted capacity of 250MW (includes 6MW hydro in Victoria)

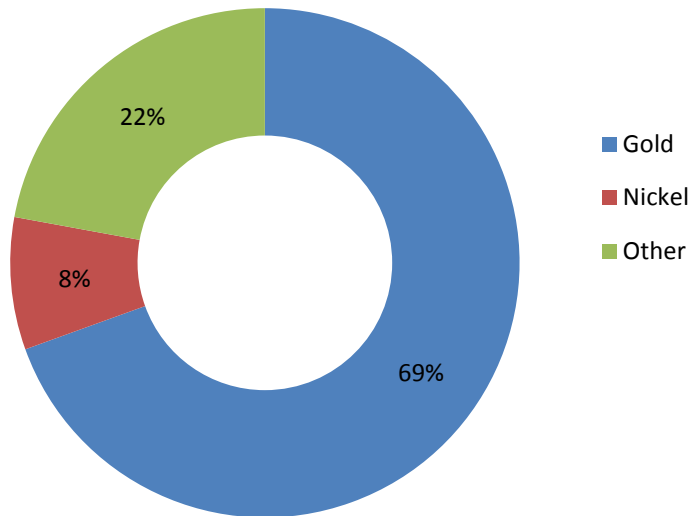
Quality Client Portfolio



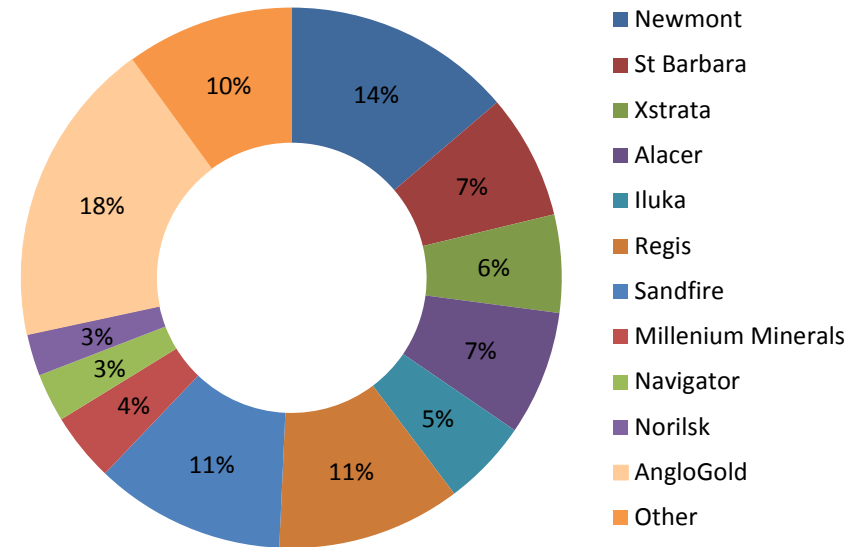
Major resource companies and revenue diversity brings opportunity

Diversified & Contracted Revenues

Existing revenue (2013 to 2018)



Existing client revenue (2013 to 2018)



Portfolio gold commodity exposure focussed

Capacity & Geographical Footprint Expansion

- **Organic growth – National and Africa focus (400MW market opportunity – 24 months)**
- **Acquisition opportunities – businesses to deliver accretive shareholder value, expanded power station capacity and related energy services**



Pacific Energy remains focussed on the value accretive growth of its asset and revenue portfolio

Competitive Advantage – Technology

Focus on resource sector cost reduction and carbon emission imposts are driving market focus towards reduced fuel consumption and cheaper fuel substitutes

- Access to lower cost fuels (natural gas)
- Dual Fuel – gas and diesel fuel flexibility providing clients with lowest cost fuel option available
- Waste Heat Recovery – proven fuel consumption savings technology
- Proven Low Cost Delivery – fit for purpose design and innovation
- Automated control - < 45 employees for 250MW of generation capacity



Enhanced competitive advantage and opportunities to leverage KPS capabilities

Investment Rationale



Industry fundamentals	<ul style="list-style-type: none">▪ Project pipeline underpinned by resources growth and replacement, related strong gold and commodity prices
High Growth Mining Regions	<ul style="list-style-type: none">▪ Strong demand for long term cost effective power solutions (all infrastructure constrained environments)
New Markets	<ul style="list-style-type: none">▪ Clear strategy and significant market opportunities. Expansion into new markets such as QLD mining, Africa and Asia
Strong Relationships	<ul style="list-style-type: none">▪ Strong relationships with global and Australian based miners provides ongoing opportunities▪ Business development /innovation partnership focus
Active Management and Promotion	<ul style="list-style-type: none">▪ Focus on competitive advantage/innovation/technology▪ Proven management capability
Self Funding Business	<ul style="list-style-type: none">▪ KPS Business generates significant surplus cash to fund future growth

Strong outlook for continued demand and significant business opportunities for KPS

Conclusion

Thank You
Q&A



Gwalia Deeps Power Station - St Barbara