

**BABCOCK & BROWN  
WIND PARTNERS**

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Babcock & Brown Wind Partners Trust · ARSN 116 244 118  
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ASX Release

5 October 2006

**PRESENTATION FOR CITIGROUP ALTERNATIVE ENERGY CONFERENCE**

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The following presentation by BBW Chief Executive Officer, Peter O'Connell, is being presented at the Citigroup Alternative Energy Conference in Sydney today.

**ENDS**

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## BABCOCK & BROWN WIND PARTNERS

### **About Babcock & Brown Wind Partners**

Babcock & Brown Wind Partners (ASX: BBW) is a specialist investment fund focused on the wind energy sector. BBW listed on the Australian Stock Exchange on 28 October 2005 and has a market capitalisation of approximately A\$850 million.

It is a stapled entity comprising Babcock & Brown Wind Partners Limited (ABN 39 105 051 616), Babcock & Brown Wind Partners Trust (ARSN 116 244 118) and Babcock & Brown Wind Partners (Bermuda) Limited (ARBN 116 360 715).

BBW's portfolio comprises an interest in or agreement to buy 23 wind farms on three continents that have a total installed capacity of approximately 1,150 MW and are diversified by geography, currency, equipment supplier, customer and regulatory regime.

BBW is managed by Babcock & Brown Infrastructure Management Pty Limited, a wholly owned subsidiary of Babcock & Brown Limited (ASX: BNB), a global investment and advisory firm with longstanding capabilities in structured finance and the creation, syndication and management of asset and cash flow-based investments. Babcock & Brown has a long history of experience in the renewable energy field and extensive experience in the wind energy sector, having arranged financing for over 3000MW of wind energy projects and companies for nearly 20 years, with an estimated value over US\$3 billion. Babcock & Brown's roles have included acting as an adviser/arranger of limited recourse project financing, arranging equity placements, lease adviser, project developer, principal equity investor and fund manager for wind energy projects situated in Europe, North America and Australia. Babcock & Brown has developed specialist local expertise and experience in the wind energy sector in each of these regions which it brings to its management and financial advisory roles of BBW.

BBW's investment strategy is to grow security holder wealth through management of the initial portfolio and the acquisition of additional wind energy generation assets.

For further information please visit our website : [www.bbwindpartners.com](http://www.bbwindpartners.com)

Citigroup Alternative Energy  
Mini-Conference  
5 October 2006

# AGENDA

1. GLOBAL STATUS OF WIND ENERGY INDUSTRY
2. BBW'S WIND ENERGY PORTFOLIO
3. CONCLUSIONS
4. APPENDIX

**Presenter:** Peter O'Connell Chief Executive Officer

**For further information please contact:**

Rosalie Duff

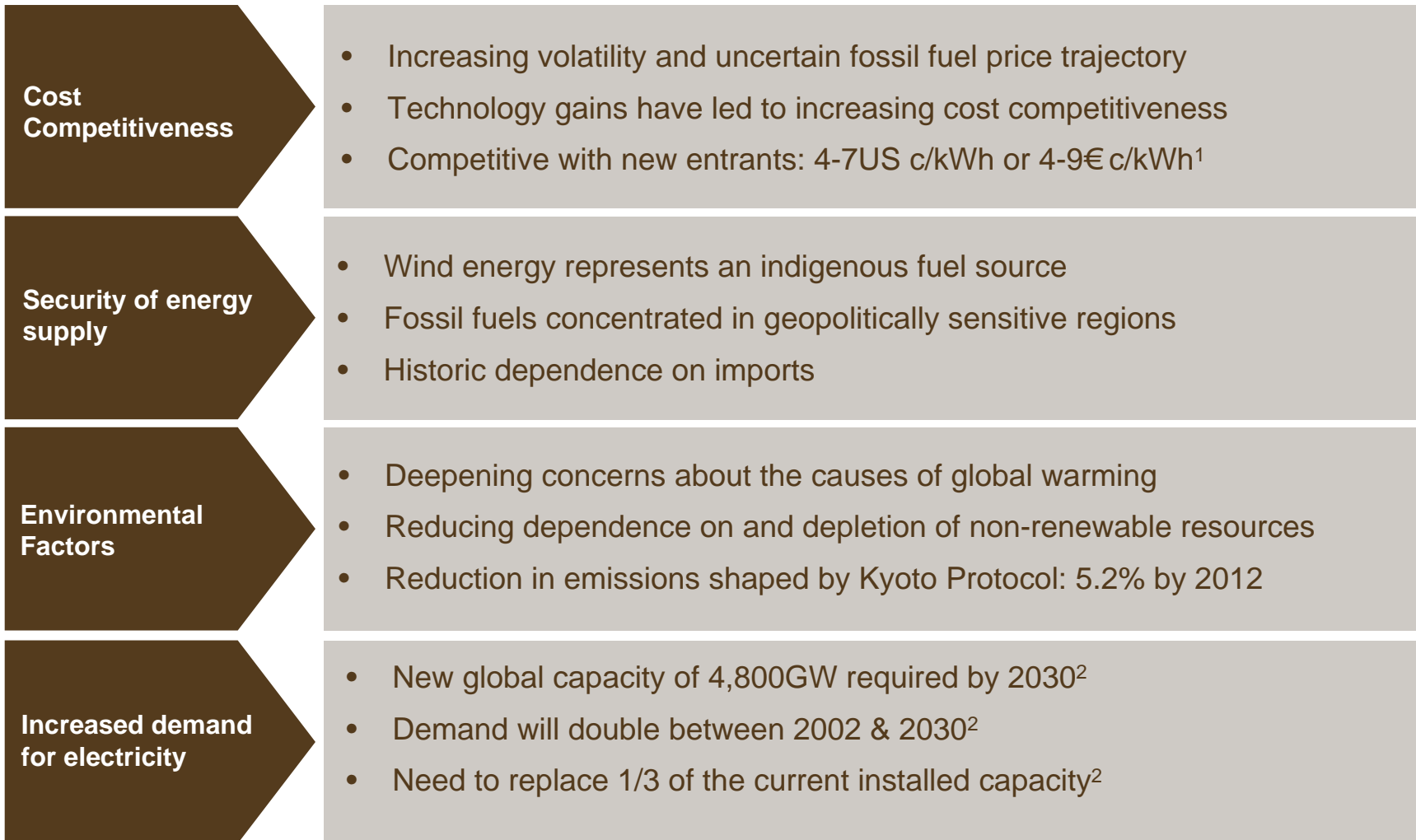
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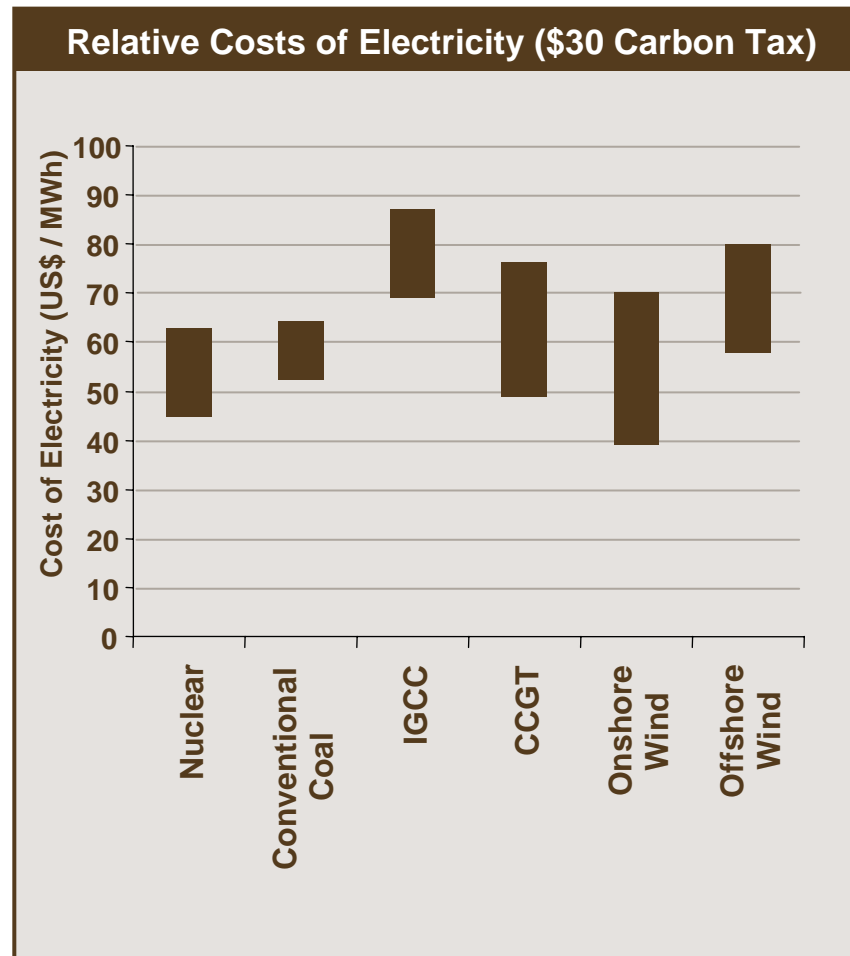
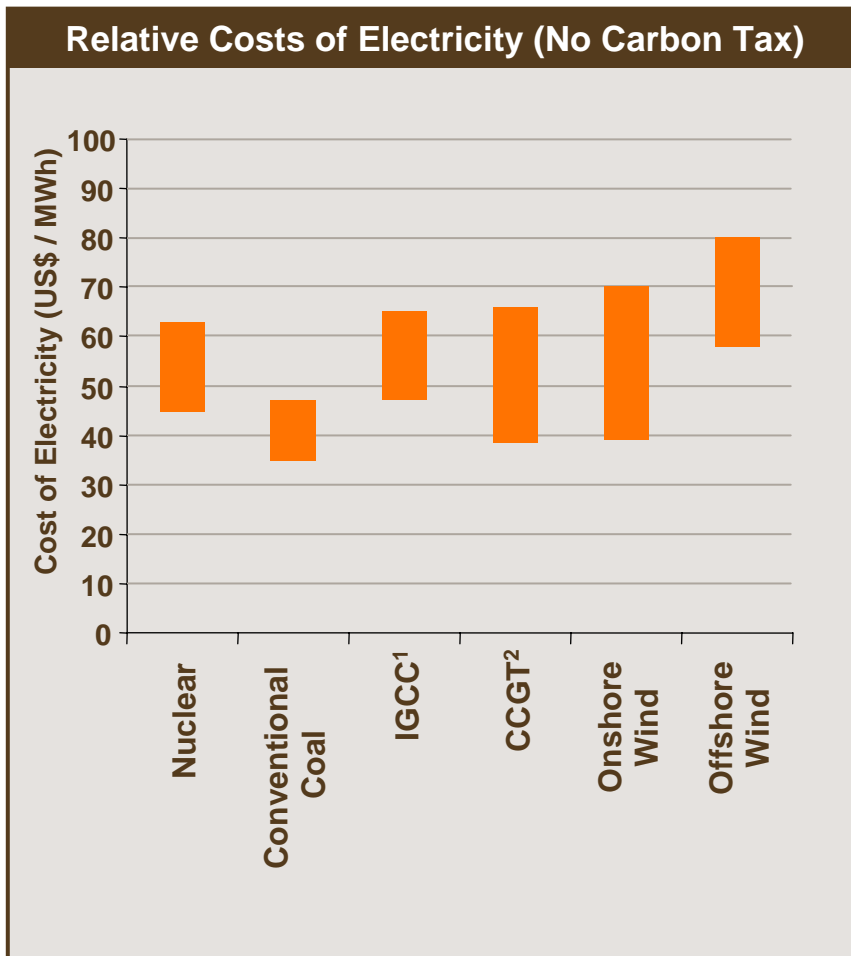
## INDUSTRY LANDSCAPE

- From an emerging fuel source 20 years ago, wind energy has developed into a significant energy source in many countries
- The rapid growth has been driven by four key drivers including:-
  - Cost competitiveness
  - Security of supply
  - Environmental factors
  - Increasing demand for electricity
- Wind generation costs have fallen by 50% over the last 15 years, moving towards the cost of conventional energy sources in many markets
- Wind energy continues to become more price competitive as traditional fuel prices escalate and further technical efficiencies are achieved

# WIND ENERGY DRIVERS



# COST OF ELECTRICITY

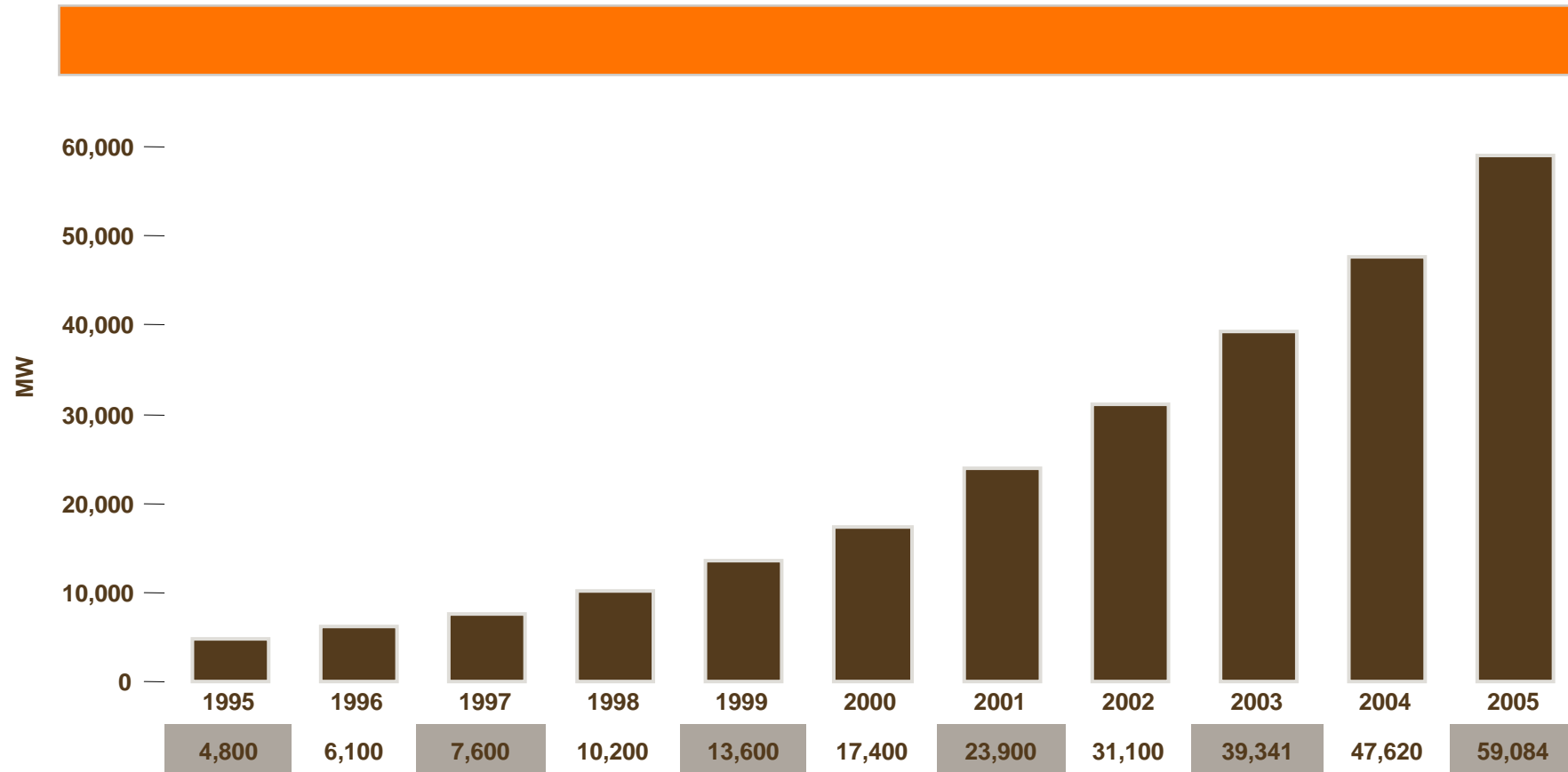


(1) Integrated Gasification Combined Cycle

(2) Combined Cycle Gas Turbine

Source: Emerging Energy Research

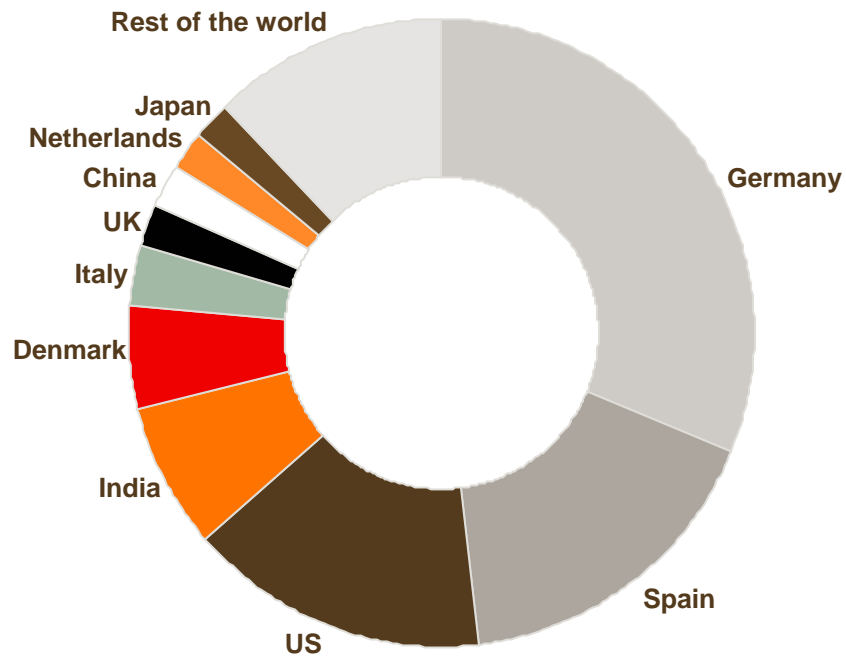
# GLOBAL CUMULATIVE WIND POWER CAPACITY



Source: Global Wind Energy Council (GWEC)



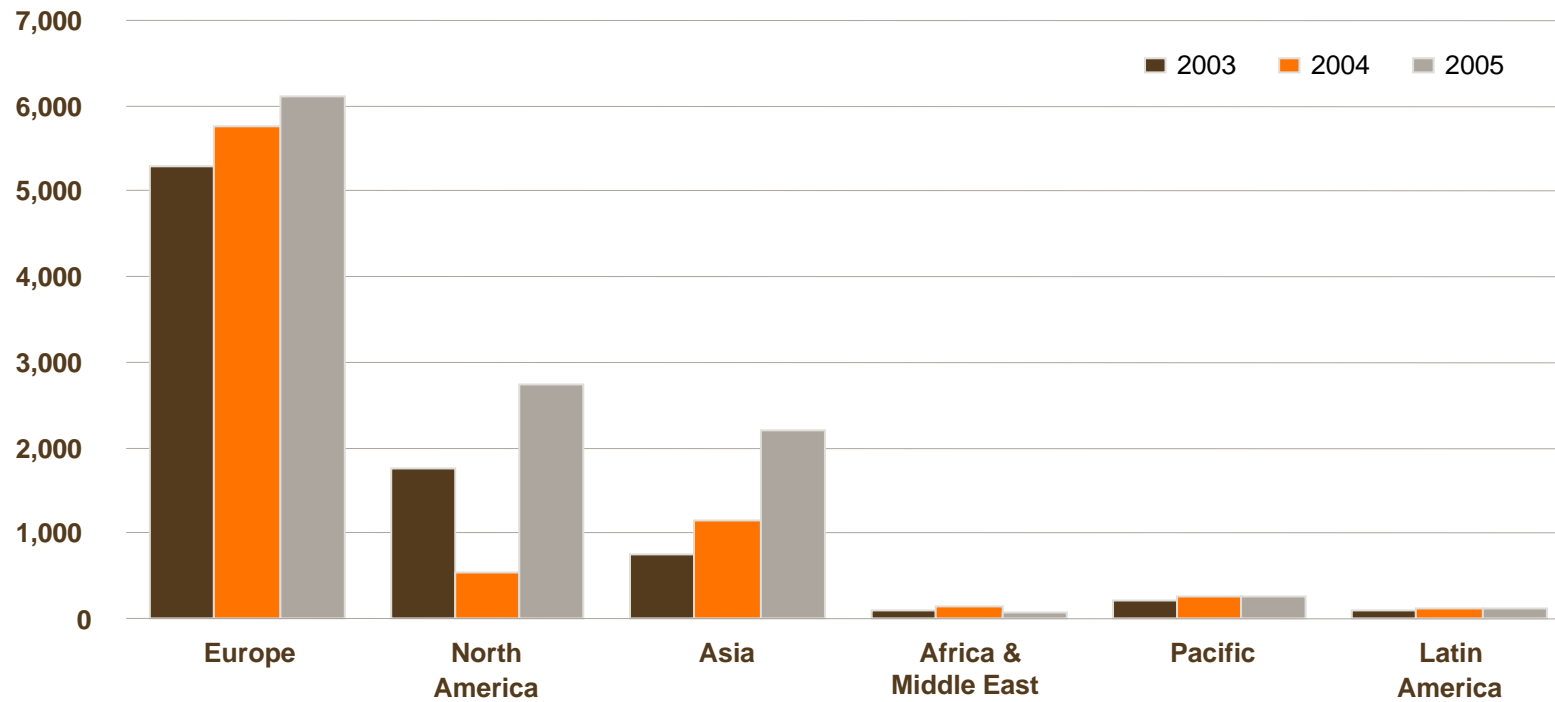
# TOP 10 CUMULATIVE INSTALLED CAPACITY (DEC 2005)



| Total Capacity        | MW              | %            |
|-----------------------|-----------------|--------------|
| Germany               | 18,428.0        | 31.2         |
| Spain                 | 10,027.0        | 17.0         |
| US                    | 9,149.0         | 15.5         |
| India                 | 4,430.0         | 7.5          |
| Denmark               | 3,122.0         | 5.3          |
| Italy                 | 1,717.0         | 2.9          |
| UK                    | 1,353.0         | 2.3          |
| China                 | 1,260.0         | 2.1          |
| Netherlands           | 1,219.0         | 2.1          |
| Japan                 | 1,078.0         | 1.8          |
| <b>Top 10 - Total</b> | <b>51,783.0</b> | <b>87.6</b>  |
| Rest of the world     | 7,301.0         | 12.4         |
| <b>World total</b>    | <b>59,084.0</b> | <b>100.0</b> |

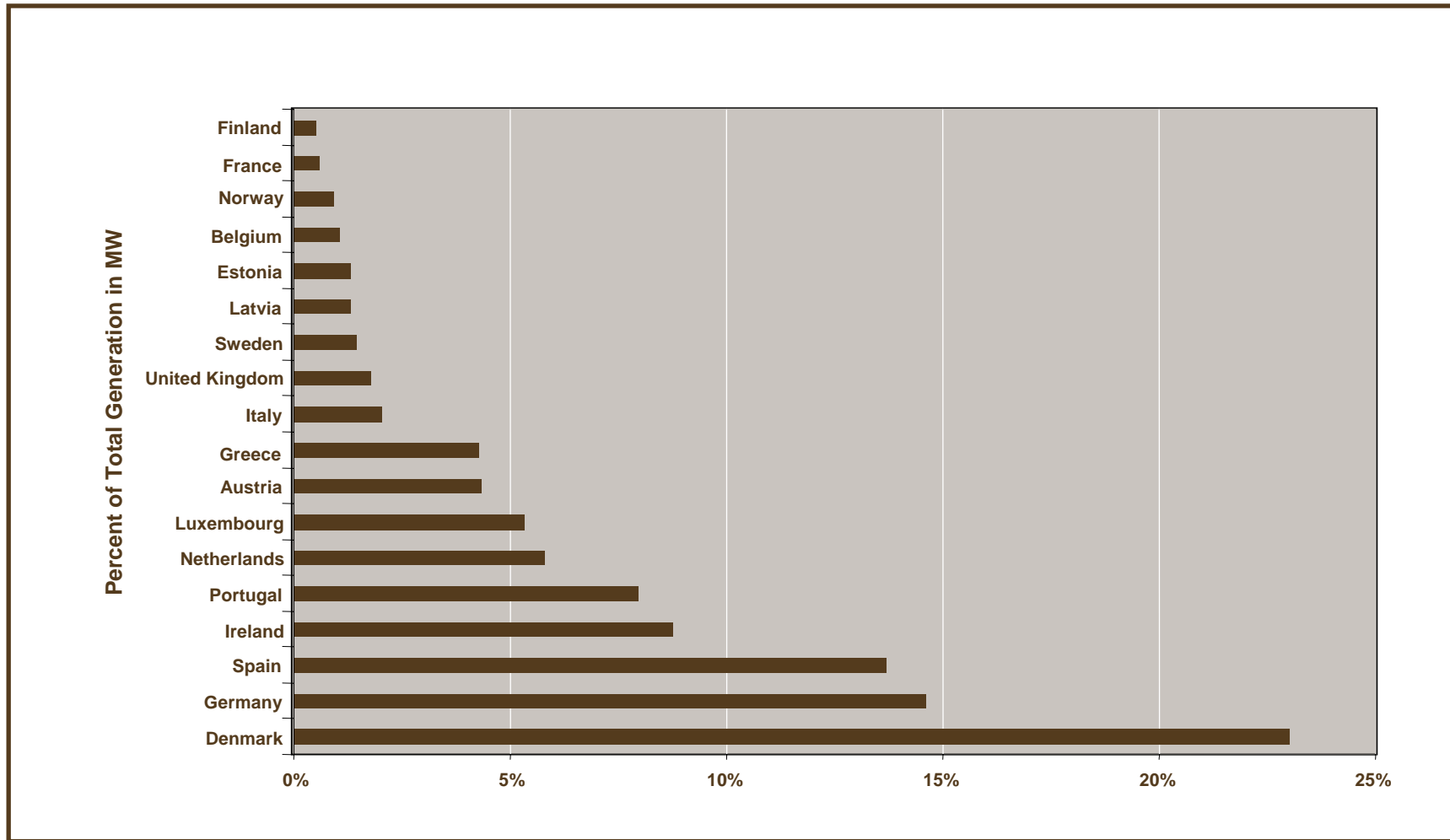
Source: Global Wind Energy Council (GWEC)

# ANNUAL INSTALLED CAPACITY BY REGION



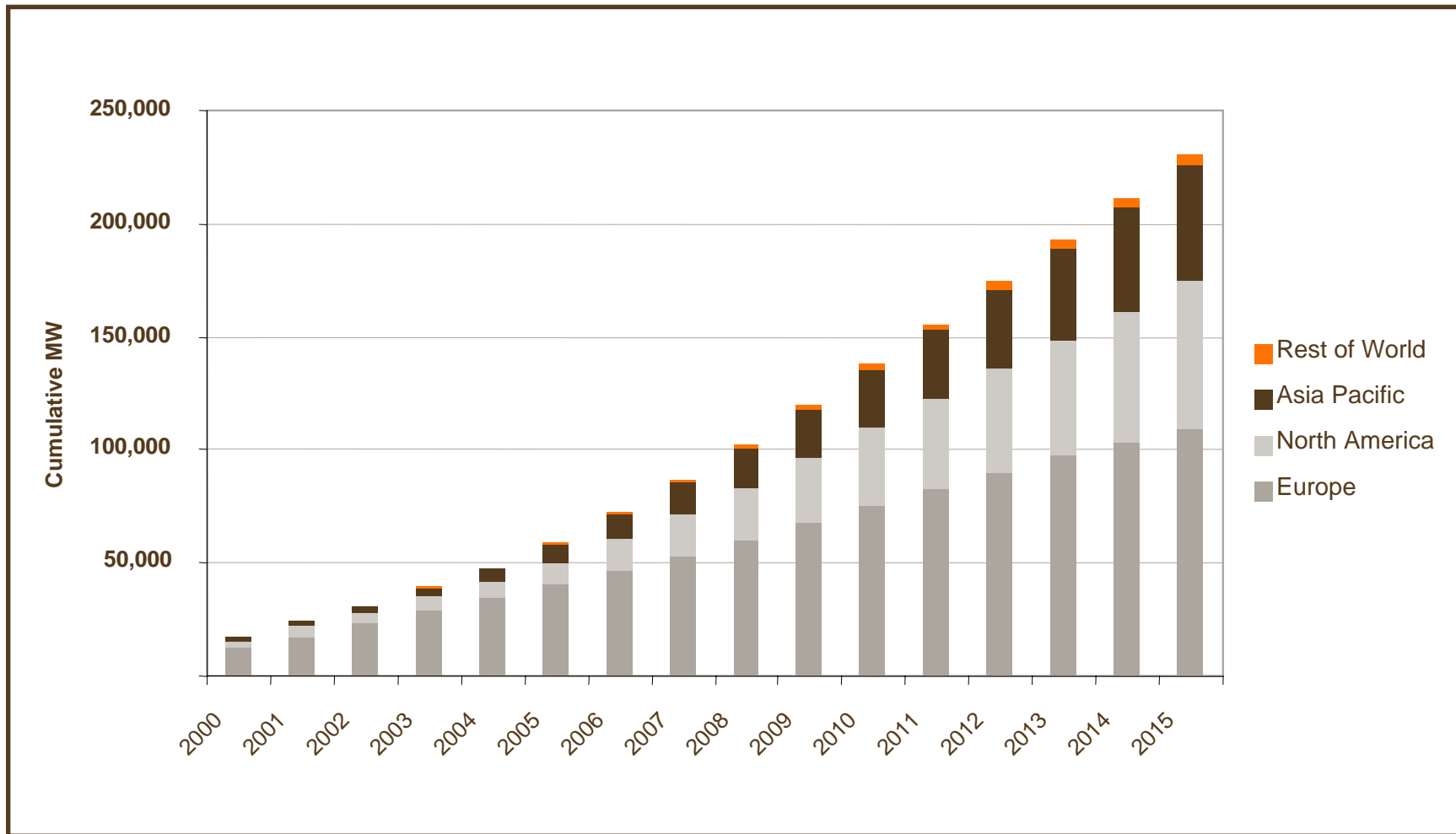
Source: Global Wind Energy Council (GWEC)

# EUROPEAN WIND POWER PENETRATION (2005)



Source: Emerging Energy Research

# WIND ENERGY MARKET FORECAST 2000-2015

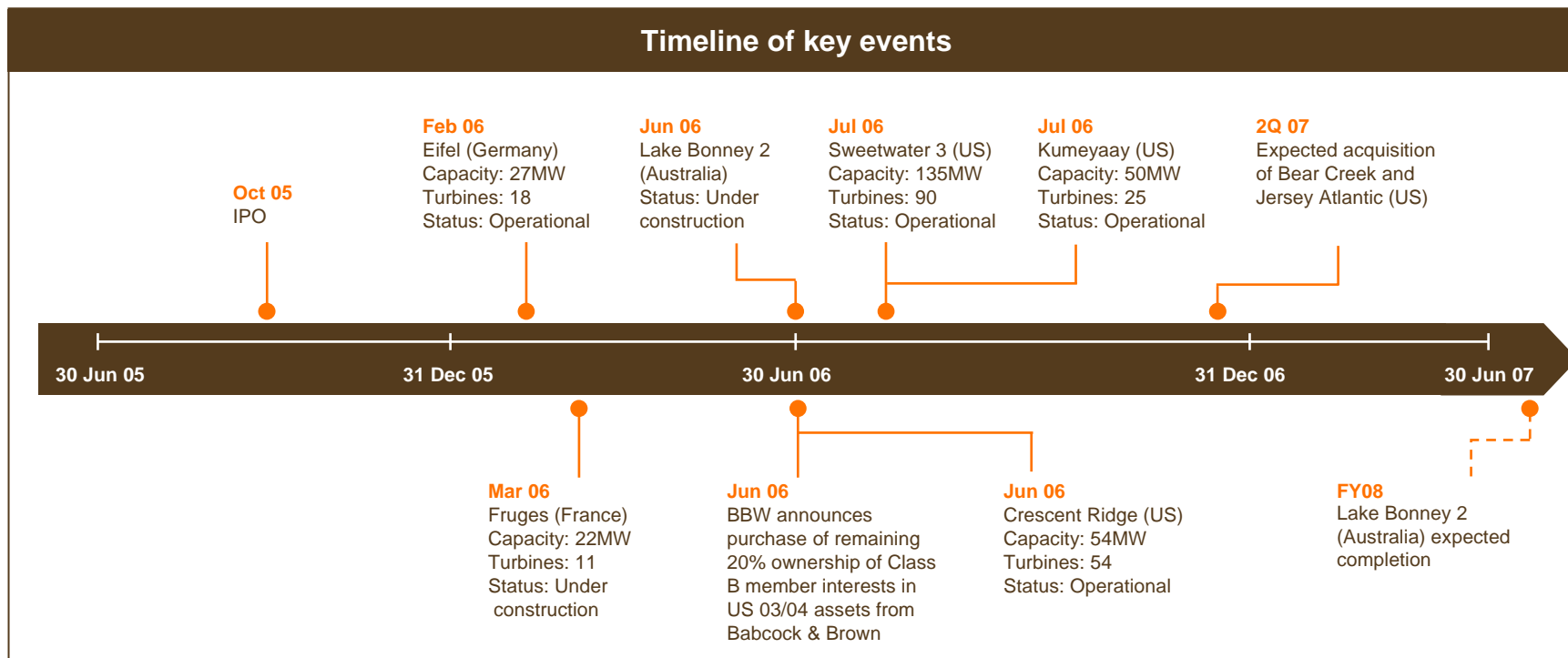


Source: Emerging Energy Research

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# ACQUISITION HIGHLIGHTS



| Initial Portfolio Assets at IPO   |  |
|-----------------------------------|--|
| <b>Australia</b><br>Lake Bonney 1 | <b>Spain</b><br>Sierra del Trigo<br>La Muela Norte<br>La Plata |

| Initial Portfolio Assets Since IPO                                       |   |  |
|--|---|--|
| <b>Australia</b><br>Alinta   | <b>Spain</b><br>El Sardon<br>El Redondal<br>Serra da Loba | <b>US</b><br>Sweetwater 1<br>Sweetwater 2<br>Caprock<br>Blue Canyon<br>Combine Hills |
| <b>Germany</b><br>Niederrhein Wachtendonk<br>Niederrhein Bocholt-Liedern |   |  |

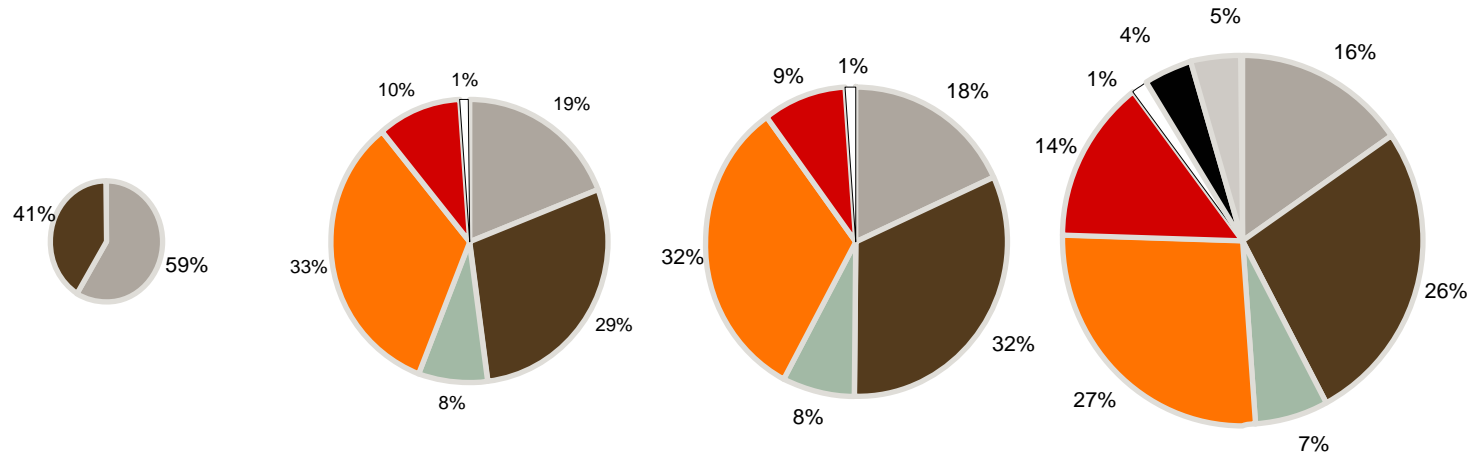
| New Acquisitions                  |                         |  |
|-----------------------------------|-------------------------|--|
| <b>Australia</b><br>Lake Bonney 2 | <b>France</b><br>Fruges | <b>US</b><br>Sweetwater 3<br>Kumeayaay<br>Crescent Ridge |
| <b>Germany</b><br>Eifel           |                         |  |

# PORTFOLIO HAS GROWN AND DIVERSIFIED SIGNIFICANTLY

|  | IPO                   | Placement (May 06)   | End FY06   | Start FY07   |
|--|-----------------------|--|--|--|
| <b>Regions</b><br>(being areas with differing wind patterns) | Sth Australia & Spain | Sth Australia, Spain, Germany, W Australia, US-South & US-North West | Sth Australia, Spain, Germany, W Australia, US-South & US-North West | Sth Australia, Spain, Germany, W Australia, US-South, US-North West, US-West & US-Mid West |
| <b>Number of different wind regions</b>                      | 2                     | 6  | 6  | 8  |
| <b>Forecast Generation</b>                                   | 359.7GWh              | 1,102.3GWh   | 1,145.7GWh   | 1,360.9GWh   |

Capacity and generation shown on a proportional equity interest basis for operational wind farms.

- Sth Australia
- Spain
- Germany
- W Australia
- US - South
- US - North West
- US - West
- US - Mid West



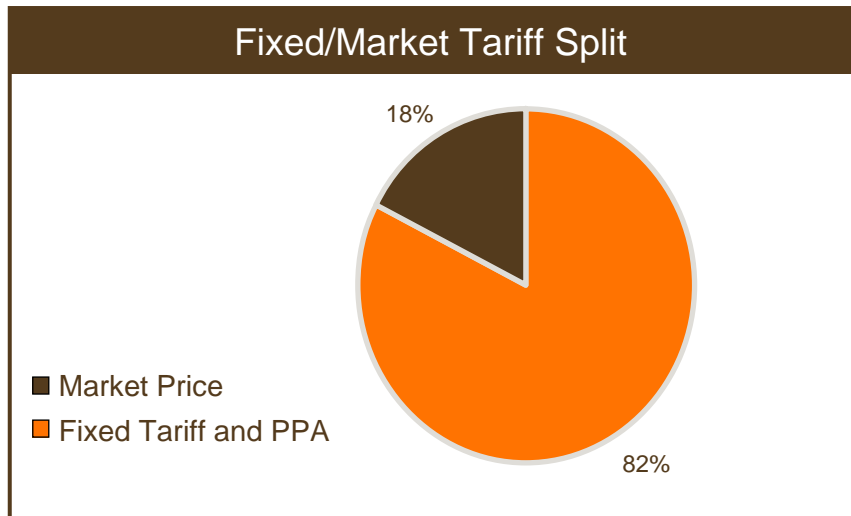
Note: Charts based on forecast proportionate interest energy generation

## REGULATORY FRAMEWORKS SUPPORTING RENEWABLE ENERGY

| Regulatory Mechanisms | Examples  | Key Characteristics   | Countries  | Legislation  |
|-----------------------|---|---|--|--|
| <b>Direct Tariff</b>  | <ul style="list-style-type: none"> <li>Renewable Energy Feed-in tariffs</li> </ul>  | <ul style="list-style-type: none"> <li>Ensures revenue stream and potential return on investment, thus encouraging investment.</li> <li>Does not guarantee investment and growth levels.</li> </ul>             | <ul style="list-style-type: none"> <li>Germany</li> <li>Spain</li> <li>France</li> </ul> | <p>Renewable Energy Sources Act (EEG) 2004</p> <p>Electricity Act 1997 &amp; Associated Royal Decrees</p> <p>Electricity Law 2000 &amp; subsequent decrees</p> |
| <b>Quota Systems</b>  | <ul style="list-style-type: none"> <li>Portfolio standards targets Renewable Energy targets.</li> <li>Green certificate market</li> </ul> | <ul style="list-style-type: none"> <li>Ensures investment and growth levels.</li> <li>Perceived as non market friendly, mandates business activity and requires monitoring and tracking initiatives.</li> </ul> | <ul style="list-style-type: none"> <li>Australia</li> </ul>                              | <p>Renewable Energy (Electricity) Act 2000 and Mandatory Renewable Energy Target 2001</p>  |
| <b>Tax Credits</b>    | <ul style="list-style-type: none"> <li>Tax incentives</li> </ul>  | <ul style="list-style-type: none"> <li>Minimised market impact, perceived as market friendly and no cost to businesses/consumers.</li> </ul>  | <ul style="list-style-type: none"> <li>US</li> </ul>                                     | <p>Energy Policy Act of 2005, Production Tax Credit Incentives</p>   |



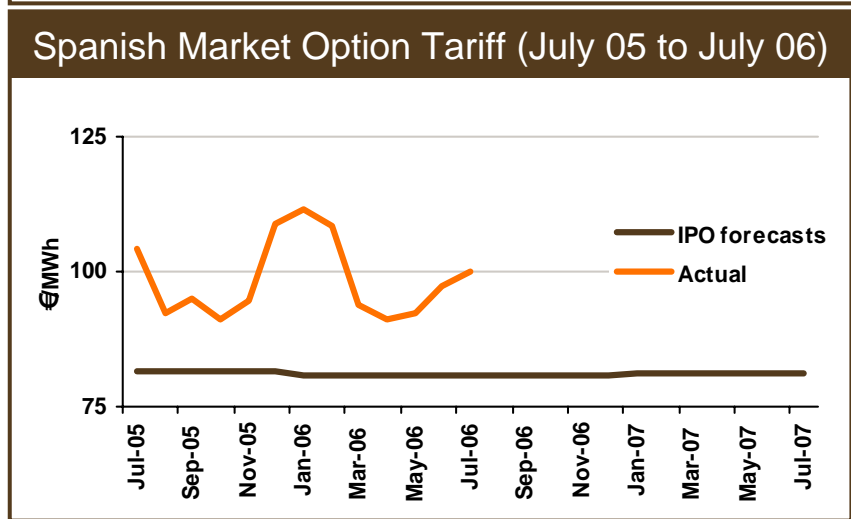
# KEY PORTFOLIO CHARACTERISTICS



### Turbine Suppliers

BBW utilises the technology from six of the ten leading global turbine suppliers:

- General Electric
- Nordex
- Gamesa
- Vestas
- Enercon
- Mitsubishi/Power systems



### Customers

Including electricity distribution and retail companies as well as market pools across four countries and many states and regions.

- Australia – AGL, Country Energy, Alinta
- Germany – RWE Rhein Ruhr
- US – TXU, Pacific Corp
- Spain – Endesa

# POTENTIAL TO REFINANCE PORTFOLIO

|                                | Gearing (Book)  | Gearing <sup>2</sup> (Market value) | Tenure (Years) | Fixed Interest Proportion |
|--------------------------------|---|-------------------------------------|----------------|---------------------------|
| <b>Current Gearing Status</b>  |   |                                     |                |                           |
| BBW Consolidated               | 35% <sup>1</sup>  | 31% <sup>3</sup>                    | 8.5-14         | 86%                       |
| Australia                      | 46%   | N/A                                 | 8.5-12         | >90%                      |
| Spain                          | 64%   | N/A                                 | 14             | 88%                       |
| Germany                        | 69%   | N/A                                 | 14             | >90%                      |
| France                         | 0%  | N/A                                 | N/A            | N/A                       |
| US                             | 0%  | N/A                                 | N/A            | N/A                       |
| <b>Near Term Alternatives</b>  | <ul style="list-style-type: none"> <li>Ongoing capital management initiatives to increase security holder returns</li> </ul>  |                                     |                |                           |
| <b>Potential Debt Capacity</b> | Assuming: <ul style="list-style-type: none"> <li>A\$100m of cash utilised on acquisitions since balance date; AND</li> <li>A\$500m additional debt,</li> </ul> BBW proforma market gearing is only approximately 55% <sup>1,2</sup> |                                     |                |                           |

(1) Net Debt to Net Debt plus book Equity.

(2) Assumes market value of equity calculated at \$1.40.

(3) Net Debt / Enterprise Value is calculated as follows Net Debt / (Net Debt + Equity).

## VALUE PROPOSITION OF BBW's PORTFOLIO

- 82% of BBW's portfolio supported by fixed tariff and long term PPA's
- Sell all electricity produced into respective grids
- All wind farms are less than 2 years old
- Investment CAPEX requirements in medium term are low
- Long term re-powering opportunities add to terminal value assessment
- Portfolio contains no development risk, only limited construction risk
- Significant growth pipeline with BNB development pipeline of over 3,000MW
- BBW pipeline over 850MW under various framework agreements
- Currently evaluating portfolio re-financing and capital management options

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## KEY INDUSTRY OBSERVATIONS

- Investment rationale for wind remains strong
- Value of wind energy has reached significant scale with nearly US\$20bn invested annually<sup>1</sup>
- Wind energy capacity additions accounted for approximately 10% of total new electricity generation globally in 2006<sup>1</sup>
- Wind energy is a significant contributor to the generation mix of many European countries
- Change in funding trends
  - Less “simple” project finance
  - More portfolio funding

(1) Emerging Energy Research.

## CONCLUSIONS

- BBW's portfolio has grown and diversified significantly during FY06
- Portfolio ideally placed to take advantage of positive wind industry dynamics
- Focus is to expand the wind farm portfolio via acquisition and optimise the geographic diversity of the business within a clearly defined and disciplined investment policy
- Evaluating options with respect to portfolio financing and capital management
- Expect to deliver on stated financial outcomes
  - FY07 distribution forecast upgraded to 12.5 cents per stapled security<sup>1</sup>
  - Net operating cash flow will increase from \$34.2m to over \$90m<sup>2</sup>
  - Distributions will be paid out of net operating cash flow

(1) Revised distribution guidance for FY07 assumes no material reduction in Spanish tariffs, P50 wind performance and no performance fee

(2) Acquisitions announced with the May placement are forecast to add \$22m to net operating cash flows in FY07 and \$43m in FY08

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# PORTFOLIO SUMMARY

| Wind Farm             | Location             | BBWP's Equity Interest (%) <sup>1</sup> |       | Status (Acquisition Date)                  | Installed Capacity - |                  | Turbines         |                       | Long Term Mean Energy |                  | Energy Sale      |                  |
|-----------------------|----------------------|---|-------|--|----------------------|------------------|------------------|-----------------------|-----------------------|------------------|------------------|------------------|
|                       |                      |   |       |  | Total                | Equity Interest  | No. of Turbines  | Type                  | Rating                | Total            |                  | Equity Interest  |
| <b>AUSTRALIA</b>      |                      |   |       |  |                      |                  |                  |                       |                       |                  |                  |                  |
| Alinta Wind Farm      | Western Australia    | 100%                                    |       | Operational (Aug 2004)                     | 89.1                 | 89.1             | 54               | NEG Micon NM82        | 1.65 MW               | 366.5            | 366.5            | PPA <sup>2</sup> |
| Lake Bonney Stage 1   | South Australia      | 100%                                    |       | Operational (Jun 2003)                     | 80.5                 | 80.5             | 46               | Vestas V66            | 1.75 MW               | 213.4            | 213.4            | PPA              |
| Lake Bonney Stage 2   | South Australia      | 100%                                    |       | Under-construction <sup>3</sup> (Sep 2005) | n/a <sup>3</sup>     | n/a <sup>3</sup> | n/a <sup>3</sup> | Vestas V90            | 3 MW                  | n/a <sup>3</sup> | n/a <sup>3</sup> | PPA & Market     |
| <b>SPAIN</b>          |                      |   |       |  |                      |                  |                  |                       |                       |                  |                  |                  |
| Olivio Portfolio      |                      |   |       |  |                      |                  |                  |                       |                       |                  |                  |                  |
| Sierra del Trigo      | Andalucia            | 100%                                    |       | Operational (Dec 2004)                     | 15.2                 | 15.2             | 23               | Gamesa G47            | 660 kw                | 32.3             | 32.3             | Market Option    |
| La Muela norte        | Aragon               | 100%                                    |       | Operational (Dec 2004)                     | 29.8                 | 29.8             | 35               | Gamesa G58            | 850 kw                | 70.6             | 70.6             | Market Option    |
| El Redondal           | Castille & Leon      | 100%                                    |       | Operational (Oct 2005)                     | 30.6                 | 30.6             | 36               | Gamesa G58/52         | 850 kw                | 66.5             | 66.5             | Market Option    |
| Serra de Loba         | Galicia              | 100%                                    |       | Operational (Mar 2006)                     | 36.0                 | 36.0             | 18               | Gamesa G83            | 2 MW                  | 99.9             | 99.9             | Market Option    |
| La Plata <sup>4</sup> | Castille La Mancha   | 100%                                    |       | Operational (Jun 2005)                     | 21.3                 | 21.3             | 25               | Gamesa G58            | 850 kw                | 45.6             | 45.6             | Market Option    |
| El Sardon             | Andalucia            | 100%                                    |       | Operational (May 2006)                     | 25.5                 | 25.5             | 30               | Gamesa G58            | 850 kw                | 47.9             | 47.9             | Market Option    |
| <b>GERMANY</b>        |                      |   |       |  |                      |                  |                  |                       |                       |                  |                  |                  |
| Niederrhein           |                      |   |       |  |                      |                  |                  |                       |                       |                  |                  |                  |
| Wachtendonk           | Northrine-Westphalia | 99%                                     |       | Operational (Mar 2005)                     | 12.0                 | 11.9             | 8                | Nordex S77            | 1.5 MW                | 23.7             | 23.7             | Fixed Tariff     |
| Bocholt Liedern       | Northrine-Westphalia | 99%                                     |       | Operational (Mar 2005)                     | 7.5                  | 7.4              | 5                | Nordex S70            | 1.5 MW                | 13.3             | 13.3             | Fixed Tariff     |
| Eifel                 | Rhineland-Palatinate | 100%                                    |       | Operational (Feb 2005)                     | 27.0                 | 27.0             | 18               | Nordex S70/77         | 1.5 MW                | 53.0             | 53.0             | Fixed Tariff     |
| <b>FRANCE</b>         |                      |   |       |  |                      |                  |                  |                       |                       |                  |                  |                  |
| Fruges                | Pas de Calais        | 100%                                    |       | Under-construction <sup>3</sup> (Mar 2006) | n/a <sup>3</sup>     | n/a <sup>3</sup> | n/a <sup>3</sup> | Enercon E70 E4        | 2 MW                  | n/a <sup>3</sup> | n/a <sup>3</sup> | Fixed Tarrif     |
| <b>USA</b>            |                      |   |       |  |                      |                  |                  |                       |                       |                  |                  |                  |
| US 03/04              |                      |   |       |  |                      |                  |                  |                       |                       |                  |                  |                  |
| Sweetwater 1          | Texas                | 50%                                     | 11.1% | Operational (Dec 2005 & Jun 2006)          | 37.5                 | 4.2              | 25               | GE 1.5 S              | 1.5 MW                | 141.7            | 15.8             | PPA              |
| Sweetwater 2          | Texas                | 50%                                     | 11.1% | Operational (Dec 2005 & Jun 2006)          | 91.5                 | 10.2             | 61               | GE 1.5 SLE            | 1.5 MW                | 361.8            | 40.2             | PPA              |
| Caprock               | New Mexico           | 80%                                     | 15.9% | Operational (Dec 2005 & Jun 2006)          | 80.0                 | 12.7             | 80               | Mitsubishi MWT 1,000A | 1 MW                  | 316.6            | 50.2             | PPA              |
| BlueCanyon            | Oklahoma             | 50%                                     | 8.4%  | Operational (Dec 2005 & Jun 2006)          | 74.3                 | 6.3              | 45               | NEG Micon NM72        | 1.65 MW               | 264.1            | 22.3             | PPA              |
| Combine Hills         | Oregon               | 50%                                     | 13.6% | Operational (Dec 2005 & Jun 2006)          | 41.0                 | 5.6              | 41               | Mitsubishi MWT 1,000A | 1MW                   | 119.6            | 16.3             | PPA              |
| US 05                 |                      |   |       |  |                      |                  |                  |                       |                       |                  |                  |                  |
| Sweetwater 3          | Texas                | 50%                                     | 12.6% | Operational (Jul 2006)                     | 135.0                | 17.0             | 90               | GE 1.5 SLE            | 1.5 MW                | 508.5            | 64.1             | PPA              |
| Kumeyaay              | California           | 100%                                    | 37.0% | Operational (Jul 2006)                     | 50.0                 | 18.5             | 25               | Gamesa G87            | 2 MW                  | 164.6            | 60.9             | PPA              |
| Crescent Ridge        | Illinois             | 75%                                     | 35.6% | Operational (Jul 2006)                     | 54.5                 | 19.4             | 33               | Vestas V82            | 1.65 MW               | 171.9            | 61.2             | Market Pool      |
| <b>TOTAL</b>          |                      |   |       |  | <b>938.1</b>         | <b>468.0</b>     | <b>698.0</b>     |                       |                       | <b>3,081.5</b>   | <b>1,363.7</b>   |                  |

1 Percentages for US wind farms constitute percentage ownership of Class B Member Units of project entity and proportionate HLBV equity interest respectively as at July 2006

2 PPA - Power Purchase Agreement

3 Lake Bonney 2 will have installed capacity of 159MW, 53 turbines and a forecast long term mean energy production of 477.9GWh p.a. Fruges will have an installed capacity of 22MW, 11 turbines and a forecast long term mean energy production of 49.7GWh p.a.

4 The current grid connection limits the capacity to 10MW. A new grid connection is under construction, however Gamesa must compensate for the loss of revenues due to limited capacity.



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