### BABCOCK & BROWN WIND PARTNERS



Babcock & Brown Wind Partners Limited · ABN 39 105 051 616
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#### **ASX** Release

16 September 2008

#### PRESENTATION TO MACQUARIE WIND ENERGY GENERATION CONFERENCE

The following presentation by BBW Chief Executive Officer, Miles George, is being presented at the Macquarie Wind Generation Conference in Sydney on Tuesday 16<sup>th</sup> September 2008.

#### **ENDS**

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### BABCOCK & BROWN WIND PARTNERS

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

Babcock & Brown Wind Partners (ASX: BBW) is a global wind energy business which owns and operates a portfolio of wind farms spanning six countries and three continents. BBW listed on the Australian Stock Exchange on 28 October 2005 and has a market capitalisation of approximately A\$0.8 billion.

BBW's portfolio comprises interests in 87 wind farms that have a total installed capacity of approximately 3,360MW and are diversified by wind resource, currency, equipment supplier, off take arrangements and regulatory regime. Once the sale of the Spanish wind energy assets reaches financial close, BBW's global wind energy business will span five countries and its wind farm portfolio will comprise interests in 73 wind farms with a total installed capacity of approximately 2,941MW.

BBW is managed by Babcock & Brown Wind Partners Management Pty Limited, a 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 has been a longstanding participant in the wind energy sector with 20 years experience. 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 roles as manager and financial advisor for BBW.

BBW's investment strategy is to grow Securityholder wealth through efficient management of its portfolio of wind energy generation assets.

BBW 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).

For further information please visit our website: www.bbwindpartners.com



Wind Energy Generation Conference – hosted by Macquarie Securities Group

16 September 2008

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- BBW a Global Wind Energy Specialist
- Wind Energy Industry Growth, Drivers, Regulatory Conditions
- Opportunities in the Global Wind Energy Market
- Portfolio Growth & Asset Quality
- Wrap Up
- Appendix

**Presenter:** Miles George, Chief Executive Officer

#### For further information please contact:

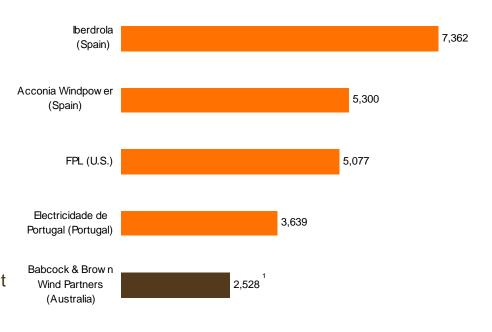
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### Who we are

- Global wind energy business
- Diversified by geography, wind resource, currency, equipment supplier, customer & regulatory regime
- Operating cash flows underpinned by long term contracts and legislated tariff regimes across multiple jurisdictions
- Distributions paid from net operating cash flows
- Ongoing prudent financial risk management

### Top five global wind farm operators in 2007 by cumulative installed capacity (MW)

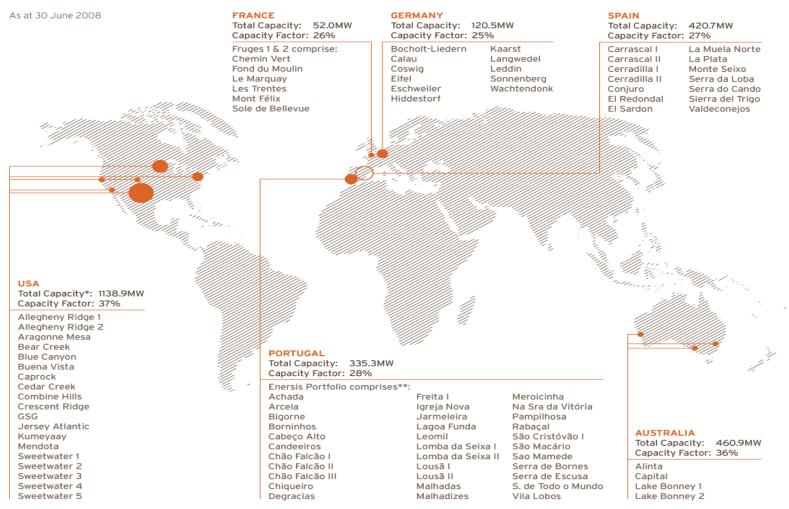


Source: BTM Consult (March 2008) and BBW company information



<sup>1.</sup> Includes construction projects; class B interests in US wind farms. Prior to divestment of the Spanish Portfolio

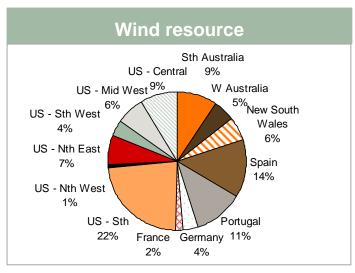
### Portfolio diversified across attractive markets

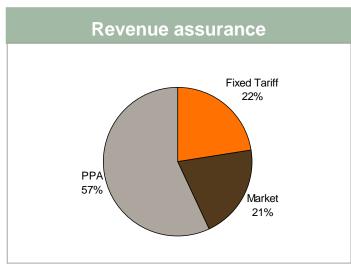


- \* Represents BBW's % ownership of Class B Member Units. BBW owns 100% of Class B Member Units of a 95% interest in Aragonne Mesa.
- \*\* BBW owns a 50% interest in the Enersis Portfolio of wind farms.
- Divestment.

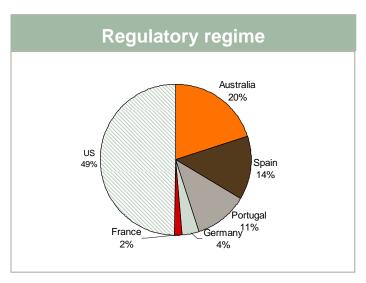


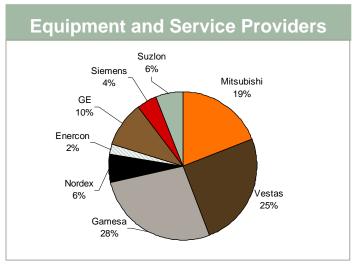
# Diversified and high quality portfolio of assets





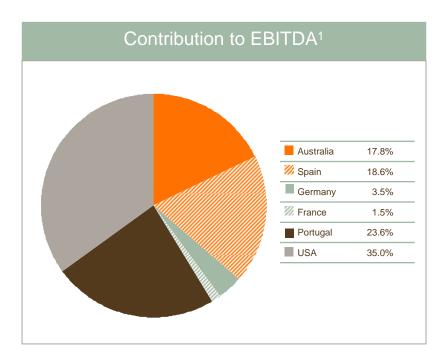
Note: Above pie charts reflect diversification by GWh p.a.

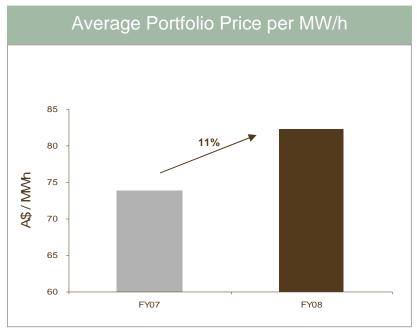






## Portfolio retains upside to improving electricity prices





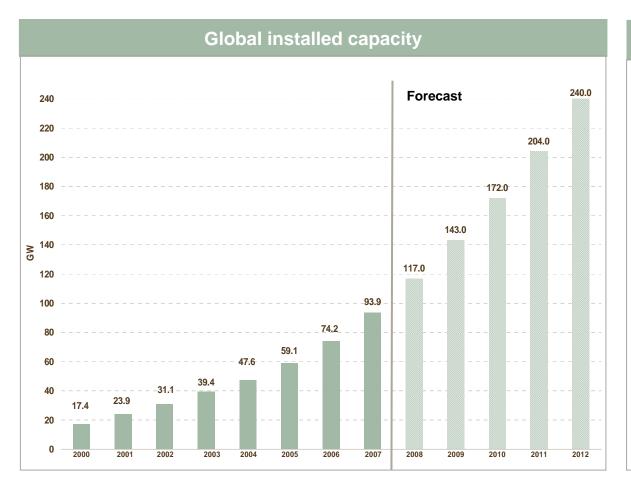


<sup>&</sup>lt;sup>1</sup> EBITDA before corporate costs & management fees.

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# Favourable long term drivers



### **Wind Energy Drivers**

- Emissions reduction
- Fuel price rises
- Security of supply
- Increasing energy demand

Source: Global Wind Energy Council (GWEC)



## **US Regulatory Overview**

#### **Production Tax Credit (PTC)**

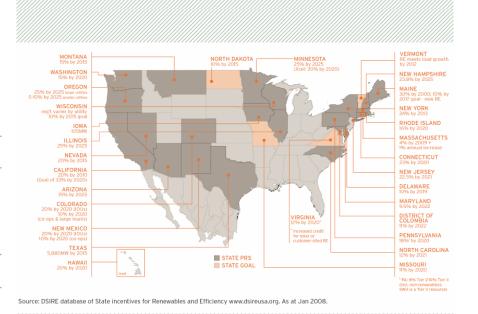
- · Primary fiscal incentive in the US
- Provides a tax credit to wind farm owners for 10 years
- Federal tax credit is 1.9 US cents per KWh of production, and is adjusted annually for inflation
- Current scheme expires 31/12/08, expected to be extended for a further term

#### Renewables Portfolio Standards (RPS)

 29 states & 1 district have adopted renewable energy targets, including RPS programs based on fixed quantity system

#### **ETS**

- Bi-partisan support to reduce emissions to 1990 levels by 2050
- California passed legislation requiring emissions to fall to 80% of 1990 levels by 2050





### Australian Regulatory Overview

#### **Mandatory Renewable Energy Target (MRET)**

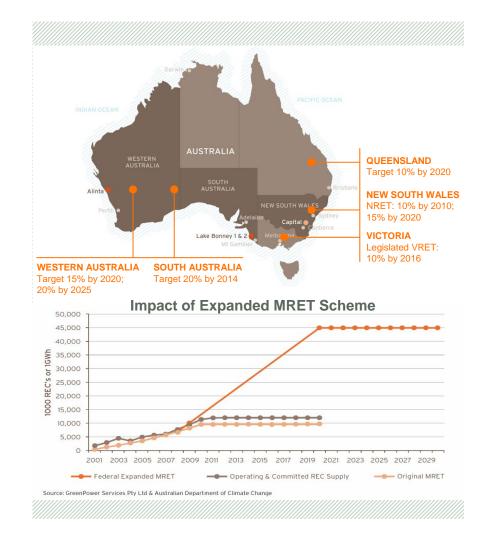
- Federal Policy first introduced 1 April 2001
- Initially, main driver of wind industry expansion
- Original Federal target: 9,500 GWh by 2010, now fully subscribed
- State based targets developed alongside Federal Scheme

#### New Federal target announced

- 45,000 GWh by 2020 (20% share for renewable energy by 2020)
- Federal & State Governments working towards single expanded Scheme by early 2009.
- Scheme design to be announced in Sept 2008

#### **Carbon Pollution Reduction Scheme**

- Emissions Trading Scheme in 2010
- Long term emissions reduction target of 60% (compared with year 2000 levels) by 2050





## **European Regulatory Overview**

#### EU

- 20% target for the use of renewable energy sources in overall EU energy consumption by 2020
- EU has put forward dual emissions reduction targets: a 20% reduction over 1990 levels by 2020
   could be increased to 30% if a satisfactory international agreement to combat climate change is reached
- European Parliament & Environment Ministers proposed 2050 targets of a 60%-80% reduction relative to 1990 levels

#### **Individual European Countries**

- UK has committed to reducing emissions by 20% on 1990 levels by 2010 and 60% by 2050
- Germany has committed to a 40% reduction on 1990 levels by 2020
- Norway has committed to a 30% reduction on 1990 levels by 2020 and carbon neutral by 2050





### **Electricity Prices**

Strong escalation driven by higher gas, coal & CO<sub>2</sub> emission prices

- Coal prices have more than doubled in many markets over the last year
- Similarly Gas prices linked to oil, with lag
- Wind in line with new entrant costs for coal & gas: €85 -90/MWh
- EU(ETS) emissions prices are now trading above €25/t

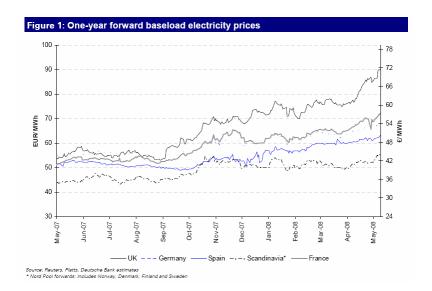


Table 9: Current commodity prices

Commodity	FY contract	Last 6 months (%)
Gas (NBP FY, p/th)	82	70%
Coal (API2, \$/t)	153	38%
Co2 (2008, €/t)	25.2	11%
Oil (Brent, \$/bbl)	122	32%

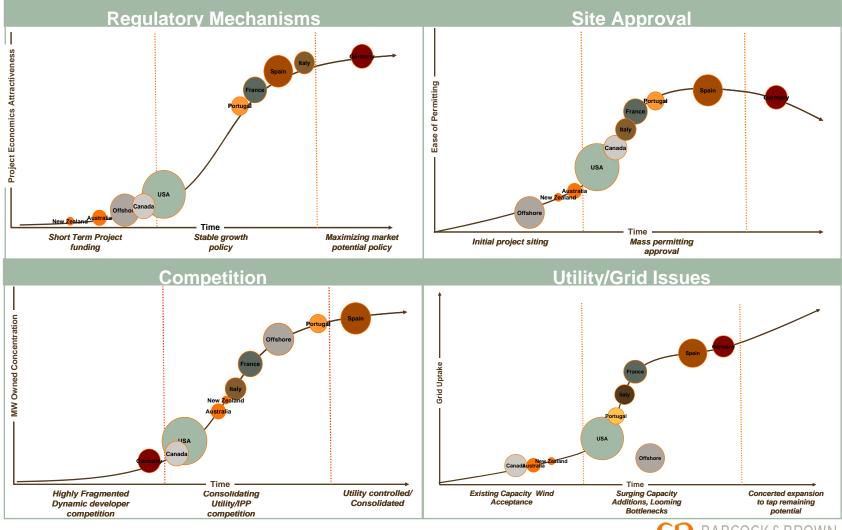
Source: Bloomberg



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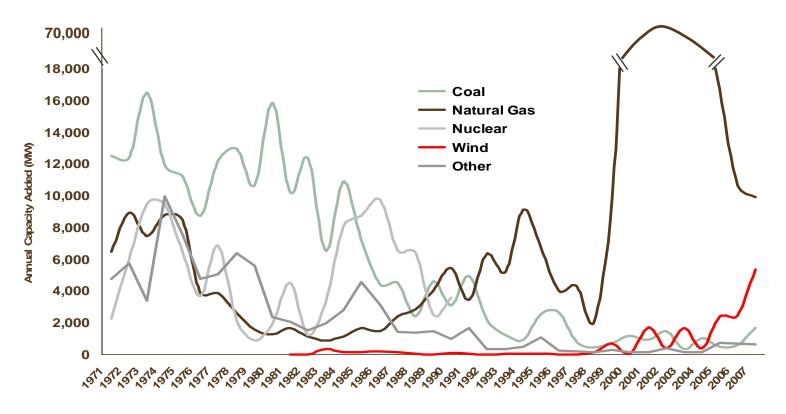


# Wind Energy Market Maturity





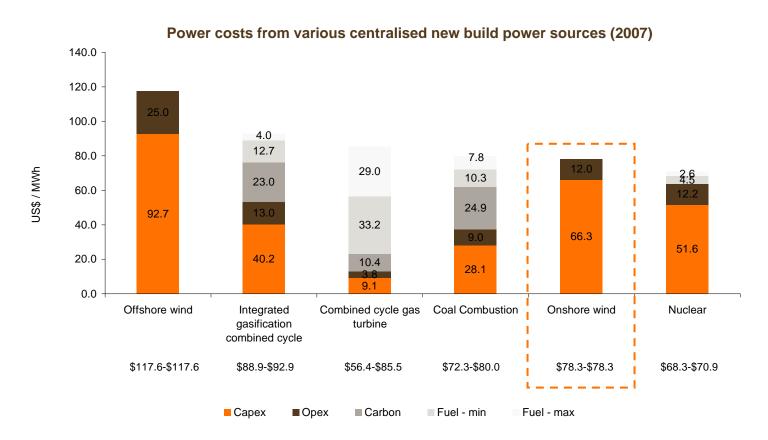
# US annual capacity by type



Source: EIA, Emerging Energy Research Note: Other includes Hydro, Fuel Oil and other renewables



# Wind has become a competitive source of energy



Note: Based on reported US, European project costs 2006-2007 Source: Emerging Energy Research



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## **Installed Capacity (MW)**



#### **Acquisition & construction Highlights**

- BBW has increased the size of its portfolio from 147MW at the time of listing to 2,528MW of installed capacity in its current portfolio<sup>1</sup>
- During FY08 BBW applied \$2.02bn towards accretive acquisitions and construction projects
- 369MW of construction projects became operational in FY08

#### **Current Construction program**

- Australia Capital Wind Farm (132.3MW) commenced Feb 2008 with expected completion mid 2009
- France Les Trentes (10MW), the final Fruges project on schedule to be completed by October 2008
- Portugal Cháo Falcáo II (25.3MW), Chão Falcão III (20MW), Lousã II (51MW), Serra de Bornes (60MW) to be completed in 2009

Note: Installed capacity is based on BBW's equity interest (US based on BBW's % B class interest)



## Sweetwater wind farms 1 - 5



	Installed Capacity (MW)	Net Capacity factor (%)			
SW1	37.5	42			
SW2	91.5	43			
SW3	135.0	42			
SW4	240.8	39			
SW5	80.5	37			
Total	585.3	40			



## Australian Portfolio



	Installed Capacity (MW)	Net Capacity factor (%)			
Alinta (WA)	89.1	47			
LB1 (SA)	80.5	30			
LB2 (SA)	159	34			
Capital (NSW)	132.3	36			
Total	460.9	36			



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### Wrap up

#### **Global Wind Energy Specialist**

- Global top 5 wind farm owner and operator
- Strong track record of accretive investment since IPO

#### Ongoing exposure to positive industry dynamics

- Regulatory environment for renewable energy continues to strengthen
- Improving relative economics
- Increasing electricity prices

#### Diversified & High quality portfolio of assets

- Portfolio remains well diversified post the sale of Spain
- Average Capacity Factor of 33% reflects quality of assets

#### **Construction projects**

- 328MW of construction projects to be operational in FY09
- Capital represents first utility scale wind farm in NSW





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# Questions





# Portfolio Summary – June 2008

Country	Wind Region	No. of Wind Farms	Ca Total	pacity (MW) Ownership1	No. of Turbines	Long Term N Production Total	Mean Energy n (GWh pa) Ownership 1	Capacity Factor	Energy Sale2
AUSTRALIA	Western Australia South Australia New South Wales	1 2 1	89 240 132	89 240 132	54 99 63	367 691 415	367 691 415	47% 33% 36%	
Sub Total		4	461	461	216	1,473	1,473	36%	PPA & Market
SPAIN	Spain	14	422	421	397	997	994	27%	Market + Fixed
GERMANY	Germany	11	121	120	74	260	259	25%	Fixed
FRANCE	France	6	52	52	26	119	119	26%	Fixed
PORTUGAL	Portugal	33	681	335	331	1,688	832	28%	Fixed
US	US - South US - North West US - South West US - North East US - Central US - Mid West	8 1 2 4 1 3	830 41 88 182 301 186	489 21 88 169 200 173	607 41 63 92 274 136	2,908 120 273 540 959 513	1,703 60 273 501 640 470	40% 33% 35% 34% 36% 31%	
Sub Total		19	1,627	1,139	1,213	5,313	3,647	37%	PPA & Market
Sub Total - Opera Sub Total - Under Total as at 30 Jun	r Construction	77 10 87	2,957 406 3,363	2,200 328 2,528	2,071 186 2,257	8,712 1,137 9,849	6,383 940 7,324	33% 33% 33%	
Post Balance Da	te Divestments								
Spain		14	422	421	397	0 997	994	27%	Market + Fixed
Sub Total - Opera Sub Total - Under Total including pr		63 10 73	2,535 406 2,941	1,779 328 2,108	186	0 7,716 0 1,137 0 8,853	5,390 940 6,330	35% 33% 34%	

<sup>1</sup> Ownership represents equity interest. For the USA wind farms this is on the basis of active ownership as represented by the percentage ownership of Class B Member interest.



<sup>&</sup>lt;sup>2</sup> "PPA": Power Purchase Agreement.

<sup>&</sup>lt;sup>3</sup> Lake Bonney 2 had not reached final completion as at 30 June but all turbines were operational.