

# Full year result for the period to 30 June 2007

27 August 2007

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## Agenda

#### 1. Introduction & Highlights

- 2. Financial Statements
- 3. Operational Performance
- 4. Strategy & Outlook
- 5. Wrap Up
- 6. Appendix

Presenters: Miles George Chief Executive Officer

Gerard Dover Chief Financial Officer

Geoff Dutaillis Chief Operating Officer

#### For further information please contact:

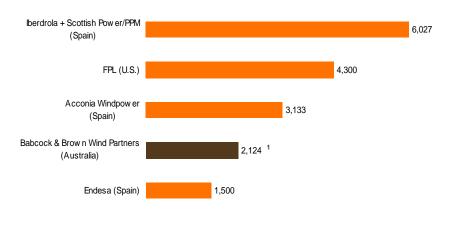
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#### Who we are

- 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
- Attractive pipeline of potential future transactions
- Conservative capital structure and risk management policies





Source: BTM Consult Information and BBW company information

BBW is among the world's top 5 wind farm owners & operators, with 1,487¹ MW of installed capacity in its current portfolio, increasing to 2,124¹ MW post the acquisition of US07 & interest in Enersis wind farms

BABCOCK & BROWN WIND PARTNERS

<sup>1.</sup> Includes construction projects; class B interests in US wind farms. The acquisition of US07 and Enersis are subject to security holder approval

#### Introduction

#### **Underlying Performance**

- Generation increased by 149% to 2,326.6 GWh
- EBITDA + US cash distributions increased by 90% to \$99.7m
- NOCF increased by 133% to \$79.8m
- FY07 distribution increased by 22% to 12.5cps

#### **Growth & Diversification**

- Delivered accretive acquisitions
  - Invested approximately \$944m during FY07
- Proposed acquisitions of US07 & Enersis
  - Resolution to be put to AGM (9 November)

#### **Asset Management**

- Continued focus on building operations capability
- Completed first review of wind & energy assessments
   & no material adjustments made
- Commenced inter-annual climate variability analysis

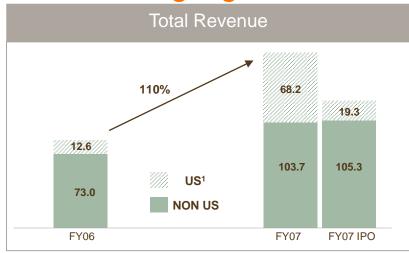
#### **Capital Management**

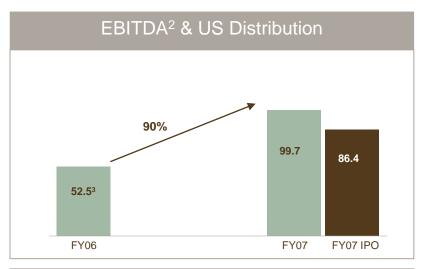
- Successful completion of institutional placement
- €1.03bn Global refinance & syndication

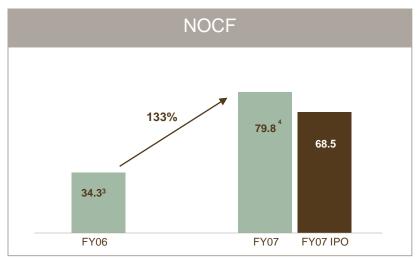


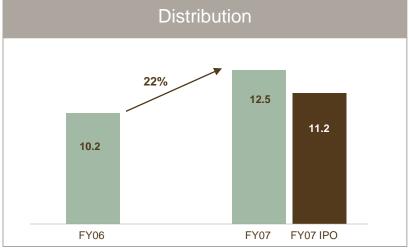


## Financial Highlights (A\$ millions)





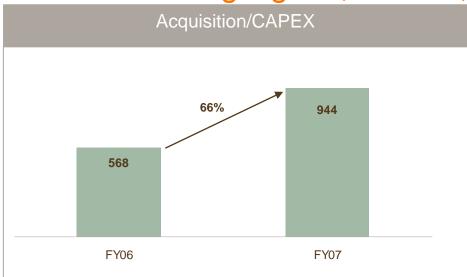


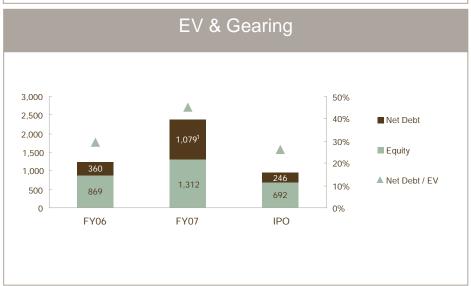


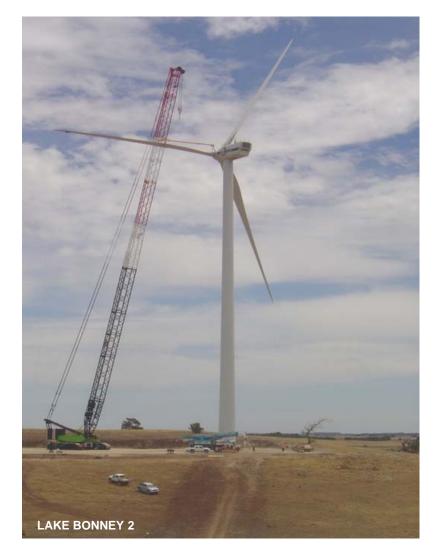
- Revenues of the U.S wind farms are not included in BBW's statutory revenue as BBW does not control these investments.
  The US revenue presented represents BBW's B class ownership interest
- 2. EBITDA after corporate costs
- 3. Before incentive fee of \$33.1m (EBITDA); \$20.1m (NOCF)
- 4. Excludes \$8m positive impact of closing out interest rate swaps pursuant to the global refinance, includes \$1.8m gains on FECs



## Financial Highlights (A\$ millions)









## **Operational Highlights**

#### Generation

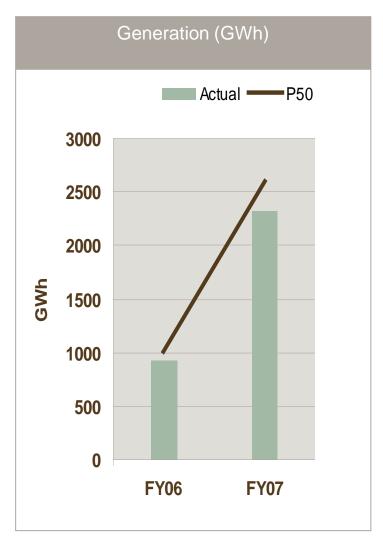
- Production below forecast largely due to winds below longterm mean across a number of wind farms
- Portfolio continues to expand and capture benefits of diversification
- Warranties mitigate turbine availability downside
- Availability improvements will capture some upside
- Analysis of operational performance has confirmed confidence in P50 estimates

#### **Operations**

- Integration of 12 additional wind farms into operations
- Asset management team expanded
- Continued integration and automation of reporting systems

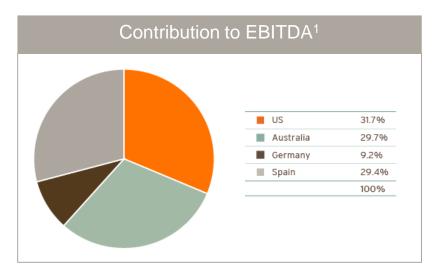
#### Construction

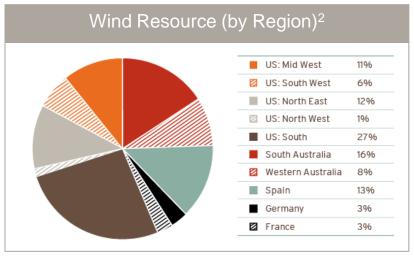
- Lake Bonney Stage 2 (159MW) progressing well towards expected completion by mid 2008
- First stage of Fruges I (22MW) expected to be operational by September 2007





#### Portfolio Diversification and Growth



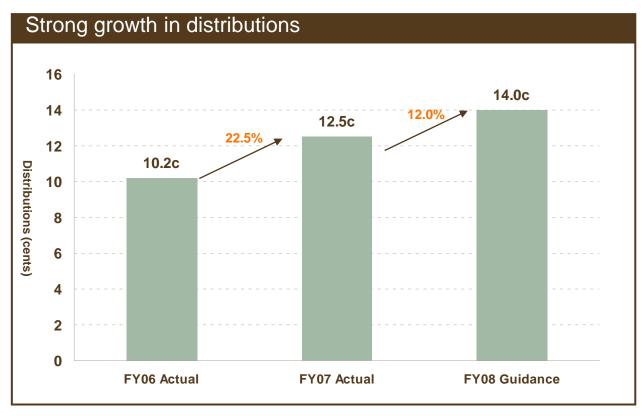


|                            | FY06 <sup>3</sup> | FY07 <sup>3</sup> | Increase    |
|----------------------------|-------------------|-------------------|-------------|
| OPERATIONAL <sup>4</sup>   |                   |                   |             |
| Installed Capacity MW      | 601               | 1,168             | <b>↑94%</b> |
| Generation GWh             | 1,858             | 3,524             | ↑90%        |
| UNDER CONSTRUCTION⁵        |                   |                   |             |
| Installed Capacity MW      | 181               | 283               | ↑56%        |
| Generation GWh             | 528               | 809               | ↑53%        |
| DIVERSIFICATION            |                   |                   |             |
| Total number of wind farms | 16                | 34                |             |
| Number of wind regions     | 6                 | 9                 |             |

- 1. EBITDA includes US Distributions & before corporate costs.
- 2. Current portfolio including post balance date acquisitions
- 3. FY06 & FY07: as at 30 June 2006 & 2007 respectively, MW & GWh are on an equity interest basis
- 4. Includes BBW's 70% equity interest in the Conjuro wind farm. The remaining 30% equity interest was acquired post balance date.
- 5. Includes Allegheny Ridge Phase II which BBW has agreed to acquire as part of the US06 Portfolio once the wind farm achieves operational status, MW & GWh are on an equity interest basis.



#### Distributions: Growth + Yield



1. Assumes P50 production and no performance fee

- FY07 Distribution of 12.5 cents per security, 22.5% increase on FY06
- FY08 Distribution guidance 14.0 cents<sup>1</sup> per security, 12% above FY07
- Distributions expected to be fully tax deferred for FY08
- Proposed acquisitions expected to provide scope for further distribution growth in medium term

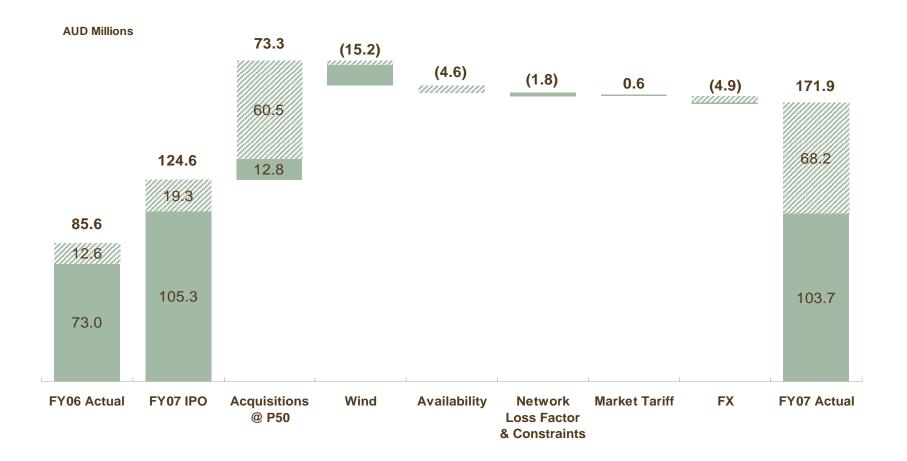


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#### Revenue



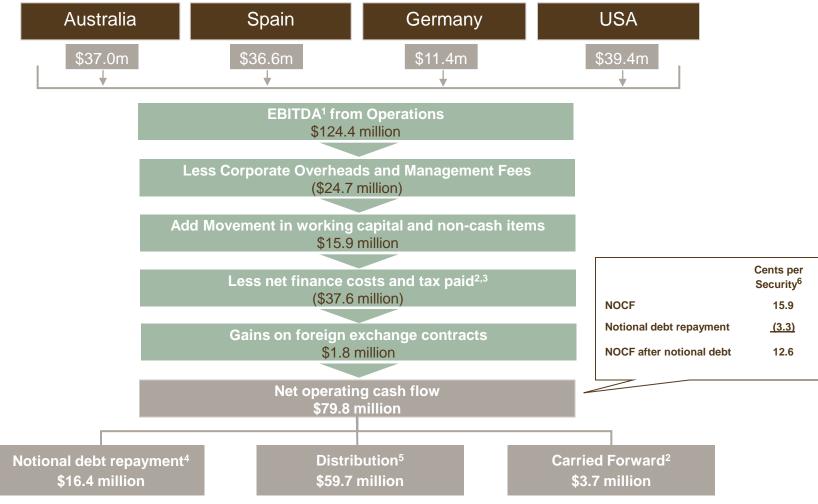






<sup>1.</sup> Non US includes Australia, Spain & Germany

#### Cash Flow



- Includes EBITDA from non-US operations + US Distributions
- Excludes \$8m positive impact of closing out interest rate swaps pursuant to the global refinance
- Notional debt repayment assumes average net debt balance of \$586m, straightline amortisation over 25 years, with a 30% residual balance.
- Net of DRP participation of H1'07: 23.6%; H2'07: 24.1% FY07 weighted no. of securities:

No. of securities attributable to assets under construction:

(92.7m)

501.5m



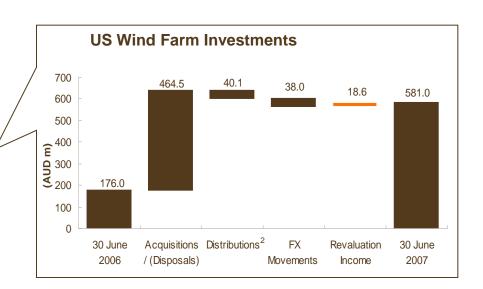
#### **Income Statement**

|                                   | FY06    | FY07   |
|-----------------------------------|---------|--------|
| Revenue                           | 73.0    | 103.7  |
| Operating Costs                   | (13.3)  | (18.7) |
| Corporate Costs & Management fees | (14.2)1 | (24.7) |
| US Wind farm investments          | 2.1     | 18.6   |
| EBITDA (after US investments)     | 47.6    | 78.9   |
| Depreciation and amortisation     | (20.0)  | (34.0) |
| EBIT                              | 27.6    | 44.9   |
| Net borrowing costs               | (14.8)  | (33.1) |
| Foreign exchange gains            | 4.1     | 2.8    |
| Income tax expense                | -       | (0.8)  |
| Incentive Fee                     | (33.1)  | -      |
| Net Profit/ (Loss)                | (16.2)  | 13.8   |



- 2. \$39.4m excluding minority interest
- 3. Finance costs & Tax paid per cash flow:

| rillarice costs & | i ax paiu į |
|-------------------|-------------|
| Interest          | \$32.0m     |
| Bank charges      | \$4.7m      |
| Tax paid          | \$3.7m      |
| FX gain on cash   | (\$2.8m)    |
|                   | \$37.6m     |



| FY06   | FY07                     |
|--------|--------------------------|
| (11.2) | (32.0)3                  |
| (0.9)  | (0.8)                    |
| (2.7)  | (8.2)                    |
|        |                          |
| -      | 23.9                     |
| -      | (16.0)                   |
| (14.8) | (33.1)                   |
|        | (11.2)<br>(0.9)<br>(2.7) |



## Acquisitions & Investments

| Acquisitions   |                               |  |
|--|-------------------------------|--|
|  | Amount <sup>1</sup><br>(A\$m) |  |
| US05 Portfolio - Sweetwater III, Kumeyaay, Bear Creek, Jersey Atlantic                       | 117                           |  |
| US06 Portfolio <sup>2</sup> - Buena Vista, Aragonne, GSG, Mendota, Allegheny Ridge (Phase I) | 361                           |  |
| Monte Seixo/ Serra do Cando  | 170                           |  |
| Conjuro <sup>3</sup>   | 30                            |  |
| Kaarst   | 20                            |  |
| \$698m   |                               |  |

| Construction  |                  |  |
|---------------|------------------|--|
|               | Amount<br>(A\$m) |  |
| Lake Bonney 2 | 184              |  |
| Alinta        | 16               |  |
| Eifel         | 17               |  |
| Fruges        | 29               |  |
| \$246m        |                  |  |

#### TOTAL INVESTED IN FY07 = \$944M4

- 1. Enterprise value including advisory fees and other transaction costs
- 2. Includes US06 Phase 1: March 2007 and Phase 2: June 2007. Phase 2 (\$182m) payment was made on 2 July 2007
- 3. Represents a purchase of 70%. The remaining 30% was purchased after 30 June 2007
- 4. Per statutory cashflow:

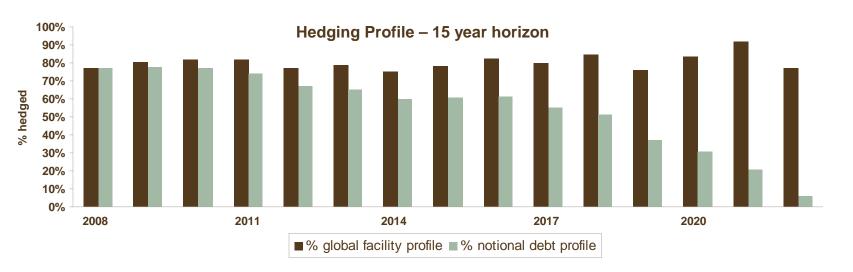
| <ul> <li>Payment for PPE</li> </ul>                                 | 266 |
|---|-----|
| <ul> <li>Payments for investments in controlled entities</li> </ul> | 75  |
| <ul> <li>Payments for investments in financial assets</li> </ul>    | 297 |
|   | 638 |
| - US06 Phase 2 Payment 2 July 2007                                  | 182 |
| - Net debt assumed on acquisitions                                  | 124 |
|   | 944 |
|   |     |



## Balance Sheet & Interest Rate Hedging

|                            | FY07                   | FY06     |
|----------------------------|------------------------|----------|
| Gross Debt                 | \$1,338.9m             | \$671.4m |
| Cash                       | \$259.8 <sup>1</sup> m | \$311.2m |
| Net Debt                   | \$1079.1m              | \$360.2m |
| Net Debt / EV <sup>2</sup> | 45.1 <sup>1</sup> %    | 29.3%    |

|   | FY07   | FY06   |
|---|--------|--------|
| Average interest rate (p.a.) <sup>3</sup> | 6.2%   | 5.8%   |
| Net interest cover <sup>4</sup>           | 3.1x   | 4.7x   |
| Average Swap Rate <sup>5</sup>            | 5.3%   | 5.1%   |
| Average Maturity of Swaps                 | 9.7yrs | 8.8yrs |



- \$182m relating to the 29 June 2007 purchase of Allegheny Ridge Phase I and GSG paid on 2 July 2007. Deducted from cash and included in net debt.
   Restricted cash: FY07 = \$14.2m; FY06 = \$79.0m
- Net Debt / EV is calculated as Net Debt / (Net Debt + Equity); EV calculated using share price of \$1.51 for FY06; \$1.95 for FY07
- 3. Calculated from a simple average based on opening, half year and closing debt values and includes capitalised interest
- 4. EBITDA + US Distribution /Net Interest excluding capitalised interest, fair value gains/losses on financial instruments amortisation of borrowing costs and bank charges. Net interest expense for FY07: \$32.0m; FY06: \$11.2m





#### **Global Refinance**

























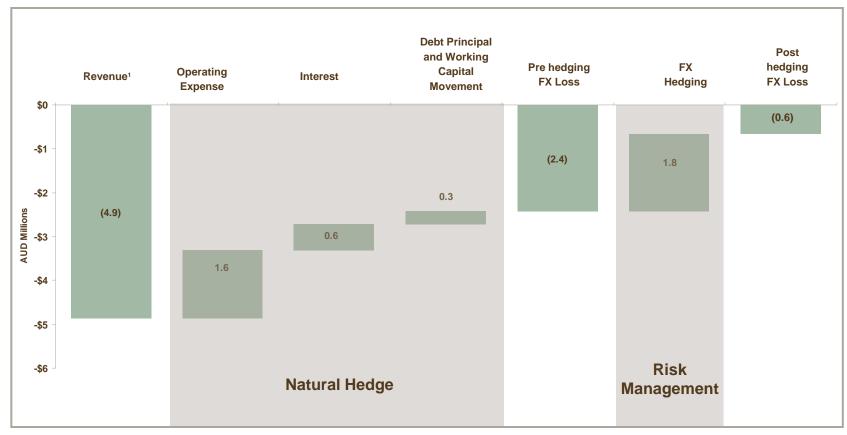




- €1.03 billion global facility
- Capital efficiency captured
- Multi currency: enables FX Management
- Scaleable with acquisitions
- Reduced borrowing costs
- Manager base fee adjusted to ensure no inadvertent increase



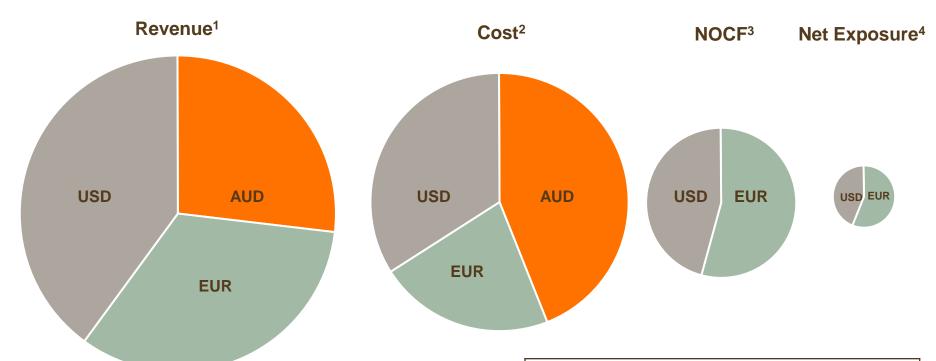
## Impact of FX on FY07 Cash Flow



<sup>1.</sup> Total Revenue including US



## **FX Management**



Based on current portfolio for FY08

- 1. Total revenue including US
- 2. Includes Operating & Corporate Costs + Interest
- 3. After notional repayment of debt

| Exchange Rate Sensitivity                        |      |      |      |      |  |
|--|------|------|------|------|--|
| A\$/Euro A\$/US\$                                |      |      |      |      |  |
| Movement in FX rate                              | + 5% | - 5% | + 5% | - 5% |  |
| Impact on NOCF <sup>2</sup> -0.7% 0.7% 0.5% 0.5% |      |      |      |      |  |



## Agenda

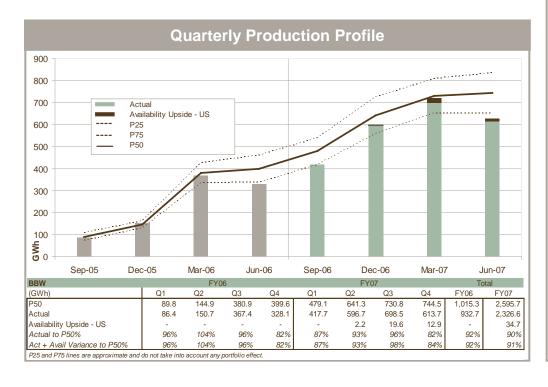
- 1. Result Highlights & Operational Update
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## Operational Performance Overview – Portfolio

| Key Financials       | FY07     | FY06    |
|----------------------|----------|---------|
| Revenue <sup>1</sup> | \$103.7m | \$73.0m |
| EBITDA <sup>2</sup>  | \$124.4m | \$66.7m |

- Includes pre-commissioning and revenue compensation
- <sup>2</sup> EBITDA including US Distributions before corporate costs

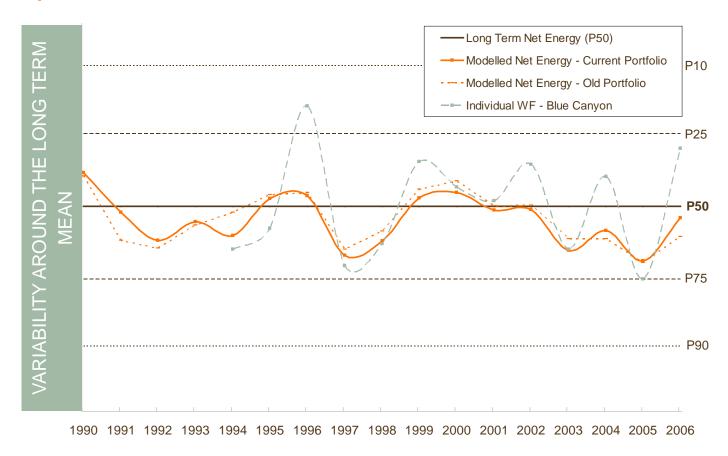


- Portfolio experienced a 'low wind year' through FY07 – similar to 1991-1994 and 1997-1998 periods – accounts for approximately 75% of underperformance
- Slow availability ramp up at several wind farms contributed to underperformance<sup>3</sup>
- Completed first formal internal and external review of wind & energy assessments with no material adjustments made
- Asset management focus and forecasts reflect improvements to historic availability over next 1-2 years

3. Underperformance partly mitigated by warranty payments



## Operational Performance Overview – Modelled Generation



- BBW's wind farm portfolio will experience natural annual variability
- BBW's modelled performance has been updated for current portfolio (28 wind farms)

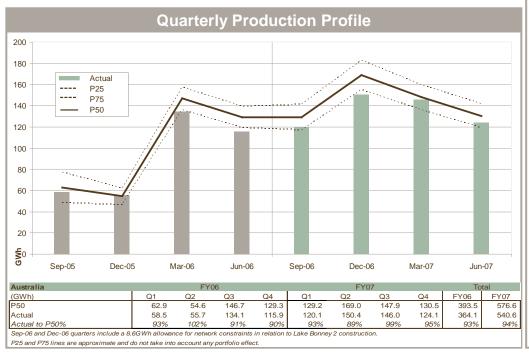


## Operational Performance Overview – Australia

| Key Financials                      | FY07    | FY06    |
|-------------------------------------|---------|---------|
| Revenue <sup>1</sup>                | \$44.9m | \$35.9m |
| EBITDA                              | \$37.0m | \$30.0m |
| Contribution to EBITDA <sup>2</sup> | 29.7%   | 45.0%   |

<sup>&</sup>lt;sup>1</sup> Includes pre-commissioning and revenue compensation

<sup>&</sup>lt;sup>2</sup> EBITDA including US Distributions before corporate costs



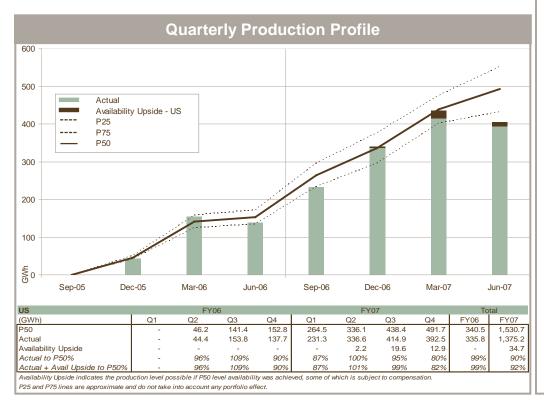
- Energy generation for FY07 is above the P75 level
- Wind speeds 7-10% below the long-term mean has led to below forecast production
- Wind farm availability has been as forecast
- Higher network loss factors at Alinta & Lake Bonney have slightly reduced revenues
- Final Completion for Alinta expected in the near future



## Operational Performance Overview – USA

| Key Financials                      | FY07    | FY06   |
|-------------------------------------|---------|--------|
| Distribution                        | \$39.4m | \$7.0m |
| Contribution to EBITDA <sup>1</sup> | 31.7%   | 10.5%  |

<sup>&</sup>lt;sup>1</sup> EBITDA including US Distributions before corporate costs



- Energy generation for FY07 is below forecast due to combined impact of low wind and availability
- Wind speeds below the long-term mean at a number of wind farms contributed approximately half of the below forecast production
- Wind farm availability primarily impacted by:
  - low turbine availability at Sweetwater, Kumeyaay, Bear Creek & Mendota
  - high voltage 'splice' failures at Sweetwater
  - insufficient allowance for operational ramp-up

Partly offset by warranty payments

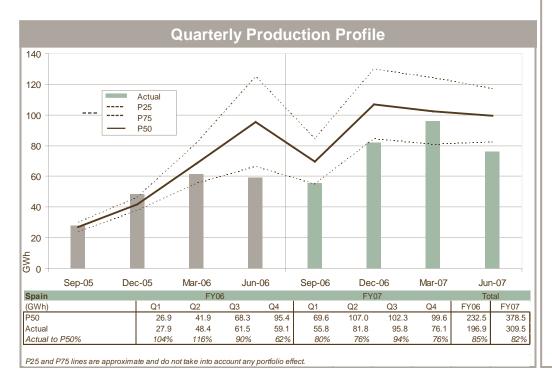


## Operational Performance Overview - Spain

| Key Financials                      | FY07    | FY06    |
|-------------------------------------|---------|---------|
| Revenue <sup>1</sup>                | \$44.6m | \$32.4m |
| EBITDA                              | \$36.6m | \$25.9m |
| Contribution to EBITDA <sup>2</sup> | 29.4%   | 38.8%   |

<sup>&</sup>lt;sup>1</sup> Includes pre-commissioning and revenue compensation

<sup>&</sup>lt;sup>2</sup> EBITDA including US Distributions before corporate costs



- Energy generation for FY07 is above the P90 level
- Wind speeds significantly below the long-term mean has led to below forecast production
  - 5 out of 6 wind farms below longterm mean for the year
  - External review of first two wind farms
- Wind farm availability has been as forecast in all but one wind farm<sup>3</sup>
- Partially offset by higher tariff

3. Underperformance mitigated by warranty payments

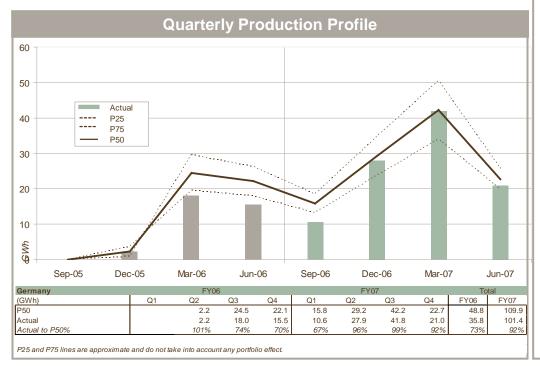


## Operational Performance Overview – Germany

| Key Financials                      | FY07    | FY06   |
|-------------------------------------|---------|--------|
| Revenue <sup>1</sup>                | \$14.2m | \$4.7m |
| EBITDA                              | \$11.4m | \$3.8m |
| Contribution to EBITDA <sup>2</sup> | 9.2%    | 5.7%   |

<sup>&</sup>lt;sup>1</sup> Includes pre-commissioning and revenue compensation

<sup>&</sup>lt;sup>2</sup> EBITDA including US Distributions before corporate costs



- Energy generation for FY07 is above the P75 level
- Wind speeds below the longterm mean in two quarters has led to below budget production
- Wind farm availability has been as forecast



## Operational Performance – Asset Management & Forecasting

FY07 operational performance reflects impact of natural inter-annual wind variability and availability issues that can be improved

#### Asset Management

- Capacity building of operations teams ... decrease reliance on turbine manufacturers and establishment of 24 hr operations centre in the USA
- Team expanded considerably in all countries
- Focus moved from time-based availability to <u>wind or generation based availability</u> to measure effectiveness of operations
- SCADA integration underway in US, Australia & Spain

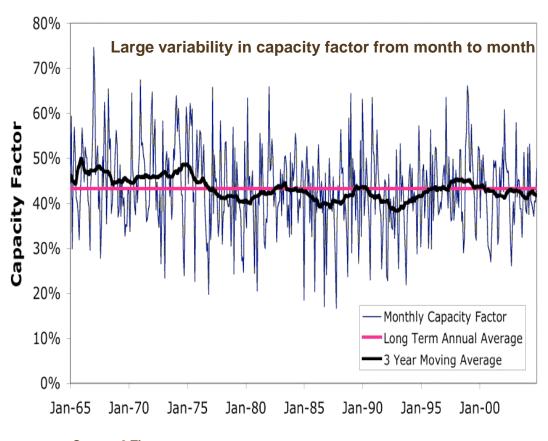
#### Forecasting

- More conservative <u>availability ramp-up</u> assumptions for new wind farms have been incorporated.
- Have <u>completed first external/internal reviews of W&E Assessments</u> for 5 wind farms that have 2-3 yrs of operational data. Non-material adjustments made to long-term mean energy estimates.
- Additional <u>climatology modelling & data capabilities</u>, particularly for short-term forecasting
- Will become increasingly important to understand for participation in market pools



## Operational Performance – Forecasting

#### Forecasting long-term wind resource variability



Source: 3 Tier

- Wind energy is naturally variable <u>AND</u> predictable
- Industry practice uses a Measure – Correlate -Predict approach
- More recent and extensive climate data and modelling capability now available to refine this approach
- Provides ability to better understand impacts of climate cycles on interannual variability

**INCLUDING** 

potential impact of climate change.



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## Factors Influencing the Wind Energy Industry

#### **Market Trends BBW Response / Position Status** 2006, global installed capacity up > 25%1 2010 global installed capacity 149.5GW1 **LONG RUN** BBW has secured attractive pipelines of potential Electricity demand to double between 2002 & future transactions from B&B, Gamesa & Plambeck **GROWTH** 2030; New global capacity of 4,800GW required by 2030<sup>2</sup> Efficient owner and manager through scale and diversification Industry concentration increasing **INDUSTRY** New competitors using large scale portfolio B&B alignment secures financing & structuring **CONSOLIDATION** transactions as a point of entry expertise BBW recognised as top global wind owner & operator Stern Report **CARBON IPCC** Report Upside exposure via PPA mechanisms and merchant **PRICING** Australian Emissions Trading Report positions **SIGNALS** Raise awareness Cash flows substantially underpinned by long term REGULATORY off-take agreements and regulated tariffs Renewables incentives continue to gather **FRAMEWORKS** momentum (US, Australia & Europe) Retained upside exposure to increased renewable premiums and rising electricity prices Vertical integration and consolidation of BBW diversified by equipment supplier COMPONENT turbine supply BBW'S acquisition pipeline secured with forward **SUPPLY CHAIN** Increased competition from new entrants orders for turbines



<sup>1.</sup> Global Wind Energy Council, 2007

<sup>2.</sup> Source: Emerging Energy Research

## **Growth Projects & Proposed Acquisitions**

| Asset                | Installed<br>Capacity<br>MW | Generation | Status / Update <sup>1</sup>   |
|----------------------|-----------------------------|------------|--|
| Lake Bonney Stage II | 159                         | 478        | Completion scheduled by mid 2008 First 25 turbines in commissioning phase  |
| Fruges I             | 22                          | 50         | Completion scheduled late 2007 First 3 turbines in commissioning phase   |
| Fruges II            | 30                          | 69         | Completion scheduled for first half 2008   |
| Kaarst II            | 2                           | 4          | Completion scheduled for end of 2007   |
| Allegheny Stage II   | 70                          | 209        | Under construction, delays anticipated because of blade issues at Phase I & GSG.  Economic outcome remains unchanged |
| Enersis              | 262                         | 635        | Undertaking due diligence & negotiating final terms with B&B.  |
| US07 Portfolio       | 375                         | 1,243      | BBW security holder vote at the AGM on 9 November 2007  Notice of meeting will be dispatched late September 2007     |
| Total                | 920                         | 2,688      |  |



<sup>1.</sup> Represents calendar year.

## Acquisition Pipeline Remains Robust

# Babcock & Brown Pipeline

- Wind farm developer, financier & advisor for 20 years
- 2008 pipeline includes approximately 1400-1500MW under development in US & Europe
- 2009 pipeline expected to exceed 2008 pipeline as 1000MW already identified

#### Gamesa Framework Agreement

- 50MW delivered
- Up to 400MW to come in FY08 & FY09

#### Plambeck Framework Agreement

- 12MW delivered
- Up to 290MW to come in FY08 & FY09

#### Negotiated Third Party

- Monte Seixo & Serra do Cando acquired from Electric Power Development Co., Limited and Marubeni Corporation
- Ongoing evaluation of independent opportunities



#### **Prospective Cash Flow**

| A\$'m  | FY08   | FY09   |
|--|--------|--------|
| Operating portfolio as at 31 December 2006 <sup>1</sup>          | 90.5   | 90.5   |
| Acquisitions <sup>2</sup>  | 31.5   | 38.5   |
| Assets under construction <sup>3</sup>                           | 10.0   | 24.0   |
| Other Events <sup>4</sup>  | (12.0) | (12.0) |
| Total  | 120.0  | 141.0  |
| Minimum accretion from Proposed Acquisitions                     | 55.2   | 65.4   |
| Net operating cash flow after Proposed Acquisitions <sup>5</sup> | 175.2  | 206.4  |

| Cents per security  | FY08  | FY09  |
|---|-------|-------|
| Net operating cash flow per security <sup>6</sup>                     | 21.3  | 24.7  |
| Notional Debt amortisation <sup>7</sup>                               | (6.9) | (8.2) |
| Net operating cash flow after notional debt amortisation per security | 14.4  | 16.5  |

<sup>1.</sup> Operating portfolio includes assets in the BBW Portfolio resulting from the initial public offering plus acquisitions announced in May 2006 (US03/04 Assets (remaining B&B Class B interest – Sweetwater 1&2, Blue Canyon, Combine Hills, Caprock)), US05 (Sweetwater 3, Kumeyaay, Bear Creek, Jersey Atlantic), Crescent Ridge and Eifel.

<sup>7.</sup> Notional debt amortisation after prospective acquisitions is calculated as net debt, adjusted for timing of completion of construction and acquisitions, amortised over 25 years with a residual balance of 30%.



Acquisitions assumes cash flows from US06 Portfolio (phase 1 acquired March 2007, phase 2 acquired in June 2007 and Phase 3 expected to be acquired in the first half of BBW FY08), Kaarst (acquired January 2007), Monte Seixo and Serra do Cando (acquired June 2007).

<sup>3.</sup> Assets under construction assumes cash flows from Lake Bonney 2 (construction expected to be completed in the second half of BBW FY08), Fruges I&II (various stages of construction expected to be completed between the end of BBW FY07 and the end of BBW FY08).

<sup>4.</sup> Other events include increased base fees, manager expense amount and other ancillary costs as a result of growth in the portfolio.

<sup>5.</sup> Minimum expected accretion from prospective acquisitions is based on current estimates of wind farms' production at P50, tariff arrangements and operating costs, net of interest cost and based on current anticipated completion dates of acquisitions (50% interest in Enersis: completed in first half of BBW FY08, effective 1 July 2007; Class B interests in US07 portfolio: first half of BBW FY08)

<sup>6.</sup> Net operating cash flow per security assumes 821m securities in BBW FY08 and 835m securities in BBW FY09.

#### **Prospective Gearing**

| Balance Sheet               | 30 June<br>2007    | Alinta Scheme of Arrangement <sup>1</sup> | Committed<br>Expenditure <sup>2</sup> | Post Prospective Acquisitions |
|-----------------------------|--------------------|---|---------------------------------------|-------------------------------|
| Net Debt                    | 1,0797             | 877                                       | 1,125                                 | 2,4006                        |
| Market Capitalisation       | 1,312 <sup>3</sup> | 1,583 <sup>5</sup>                        | 1,583 <sup>5</sup>                    | 1,583 <sup>5</sup>            |
| Total Enterprise Value      | 2,391              | 2,460                                     | 2,708                                 | 3,983                         |
| Net Debt to EV <sup>4</sup> | 45%                | 36%                                       | 42%                                   | 60%                           |

#### \$1.5 billion of acquisitions and growth capex

- Supported by current equity base
- Gearing remains conservative
- Facility structured to allow additional increases as portfolio grows
- 1. This represents the estimated pro-forma historical balance sheet at the date that Alinta shareholders receive stapled securities.
- Pro-forma balance sheet represents the aggregate of the 30 June 2007 balance sheet after Alinta and future commitments: Construction of Lake Bonney 2 and Fruges I and II (\$160m); US06 phase 3 (\$96m); B&B delayed placement proceeds (\$8m)
- 3. Assumes market value of equity calculated at \$1.95 x 673m securities
- 4. Net Debt / EV is calculated as Net Debt / (Net Debt + Equity)
- Market value of equity calculated at \$1.95 x 812m securities (Securities at 30 June 2007 (673m) + Alinta Scheme (130m) + DRP (5m) + BNB delayed settlement from placement (4m)
- 6. Assumes proportionate interest in Enersis limited recourse debt of \$640m
- 7. Includes \$182m relating to the 29 June 2007 purchase of Allegheny Ridge Phase I and GSG (paid on 2 July 2007)



## Agenda

- 1. Result Highlights & Operational Update
- 2. Financial Statements
- 3. Portfolio Overview
- 4. Strategy & Outlook
- 5. Wrap Up
- 6. Appendix



## Wrap Up

| BBW                     | GLOBALLY DIVERSIFIED WIND ENERGY BUSINESS  |
|-------------------------|--|
| REGULATION              | Long term regulatory support for renewable energy continues to strengthen  |
| INDUSTRY                | Top 5 position in strong growth market   |
| PORTFOLIO               | <ul> <li>Well diversified and efficient scale</li> <li>Additional 920MW to be added to portfolio</li> </ul>  |
| NOCF                    | NOCF per security continues to grow in line with accretive acquisitions  |
| ACQUISITION<br>PIPELINE | <ul> <li>Investment pipeline remains robust</li> <li>B&amp;B pipeline of over 3,000MW</li> <li>Gamesa Framework Agreement: up to 400MW</li> <li>Plambeck Framework Agreement: up to 290MW</li> </ul> |
| CAPITAL<br>STRUCTURE    | <ul> <li>Capital raisings &amp; global corporate debt facility provide significant growth capacity</li> <li>Capital structure and risk management policies remain conservative</li> </ul>            |
| DISTRIBUTIONS           | FY08 distribution of 14.0 cents expected to be fully tax deferred  |



# Questions



# Agenda

- 1. Result Highlights & Operational Update
- 2. Financial Statements
- 3. Portfolio Overview
- 4. Strategy & Outlook
- 5. Wrap Up
- 6. Appendix



# Portfolio Summary – 3 August 2007

| Country / Wind Farm                          | Region   | BBWP's Equity      | Commercial Operation Date<br>(Acquisition Date) | Installed Capacity (MW) |                        | 1                        | Turbines           |               | Long Term Mean Energy<br>Production (GWH pa) |                        | Energy Sale     |
|--|--|--------------------|---|-------------------------|------------------------|--------------------------|--------------------|---------------|--|------------------------|-----------------|
|  |  | Interest (%)1      |   | Total                   | Ownership <sup>1</sup> | Turbine Type             | No. of<br>Turbines | Rating        | Total  | Ownership <sup>1</sup> | 0,5             |
| IUSTRALIA<br>linta Wind Farm                 | Western Australia                                  | 100%               | Jan 2006 (Aug 2004)                             | 89.1                    | 89.1                   | NEG Micon NM82           | 54                 | 1.65 MW       | 366.5  | 366.5                  | pp              |
| ake Bonney 1                                 | South Australia                                    | 100%               | Mar 2005 (Jun 2003)                             | 80.5                    | 80.5                   | Vestas V66               | 46                 | 1.75 MW       | 213.4  | 213.4                  | PF              |
| ake Bonney 2                                 | South Australia                                    | 100%               | Under-construction <sup>3</sup> (Sep 2005)      | 159.0                   | 159.0                  | Vestas V90               | 53                 | 3 MW          | 477.9  | 477.9                  | PPA & Mark      |
| PAIN   |  |                    |   |                         |                        |                          |                    |               |  |                        |                 |
| Sierra del Trigo                             | Andalucia  | 100%               | Jan 2002 (Dec 2004)                             | 15.2                    | 15.2                   | Gamesa G47               | 23                 | 660 kw        | 32.3   | 32.3                   | Market Option   |
| a Muela Norte                                | Aragon   | 100%               | Aug 2003 (Dec 2004)                             | 29.8                    | 29.8                   | Gamesa G58               | 35                 | 850 kw        | 70.6   | 70.6                   | Market Optio    |
| Redondal                                     | Castille & Leon                                    | 100%               | Jan 2005 (Oct 2005)                             | 30.6                    | 30.6                   | Gamesa G58/52            | 36                 | 850 kw        | 66.5   | 66.5                   | Market Option   |
| Serra da Loba                                | Galicia  | 100%               | Oct 2005 (Mar 2006)                             | 36.0                    | 36.0                   | Gamesa G83               | 18                 | 2 MW          | 99.9   | 99.9                   | Market Option   |
| a Plata                                      | Castille La Mancha                                 | 100%               | Jun 2005 (Jun 2005)                             | 21.3                    | 21.3                   | Gamesa G58               | 25                 | 850 kw        | 45.6   | 45.6                   | Market Opti     |
| El Sardon                                    | Andalucia  | 100%               | Mar 2006 (May 2006)                             | 25.5                    | 25.5                   | Gamesa G58               | 30                 | 850 kw        | 47.9   | 47.9                   | Market Option   |
| Monte Seixo                                  | Galicia  | 100%               | Oct 1999 (May 2007)                             | 35.0                    | 35.0                   | Gamesa G47               | 53                 | 660 kw        | 104.1  | 104.1                  | Fixed Tar       |
| Serra do Cando                               | Galicia  | 100%               | Oct 1999 (May 2007)                             | 29.2                    | 29.2                   | Gamesa G47/G52           | 44                 | 660 kw/850 kw | 81.9   | 81.9                   | Fixed Tari      |
| Conjuro                                      | Andalucia  | 100%               | Nov 2006 (Jun 2007)                             | 17.0                    | 17.0                   | Gamesa G58               | 20                 | 850 kw        | 31.4   | 31.4                   | Market Optio    |
| /aldeconejos                                 | Aragon   | 97%                | Nov 2006 (Aug 2007)                             | 32.3                    | 31.2                   | Gamesa G58               | 38                 | 850 kw        | 83.7   | 80.8                   | Market Optio    |
| GERMANY                                      |  |                    |   |                         |                        |                          |                    |               |  |                        |                 |
| Vachtendonk                                  | Northrine-Westphalia                               | 99%                | Dec 2005 (Mar 2005)                             | 12.0                    | 11.9                   | Nordex S77               | 8                  | 1.5 MW        | 23.7   | 23.5                   | Fixed Tari      |
| Bocholt Liedern                              | Northrine-Westphalia                               | 99%                | Oct 2005 (Mar 2005)                             | 7.5                     | 7.4                    | Nordex S70               | 5                  | 1.5 MW        | 13.3   | 13.2                   | Fixed Tari      |
| Eifel  | Rhineland-Palatinate                               | 100%               |   |                         |                        |                          |                    |               |  |                        |                 |
| Stages I, II & IV                            |  |                    | Jun 2005 to Mar 2007 (Feb 2006)                 | 28.5                    | 28.5                   | Nordex S70/77            | 19                 | 1.5 MW        | 56.6   | 56.6                   | Fixed Tari      |
| Stage III                                    |  |                    | Dec 2006 (Feb 2006)                             | 8.0                     | 8.0                    | Enercon E70 E4           | 4                  | 2 MW          | 17.0   | 17.0                   | Fixed Tari      |
| Kaarst                                       | Northrine-Westphalia                               | 100%               | Dec 2006 (Jan 2007)                             | 10.0                    | 10.0                   | Vestas V80               | 5                  | 2 MW          | 19.3   | 19.3                   | Fixed Tari      |
| Stage II                                     |  |                    | Under Construction <sup>3</sup>                 | 2.0                     | 2.0                    | Vestas V80               | 1                  | 2 MW          | 3.6  | 3.6                    | Fixed Tari      |
| FRANCE                                       |  |                    | ,   |                         |                        |                          |                    |               |  |                        |                 |
| Fruges 1                                     | Pas de Calais                                      | 100%               | Under-construction (Mar 2006)                   | 22.0                    | 22.0                   | Enercon E70 E4           | 11                 | 2 MW          | 49.7   | 49.7                   | Fixed Tari      |
| Fruges 2                                     | Pas de Calais                                      | 100%               | Under-construction <sup>3</sup> (Dec 2006)      | 30.0                    | 30.0                   | Enercon E70 E4           | 15                 | 2 MW          | 69.1   | 69.1                   | Fixed Tarif     |
| USA  |  |                    |   |                         |                        |                          |                    |               |  |                        |                 |
| Sweetwater 1                                 | South - Texas                                      | 50%                | Dec 2003 (Dec 2005 & Jun 2006)                  | 37.5                    | 18.8                   | GE 1.5 S                 | 25                 | 1.5 MW        | 141.7  | 70.9                   | PP              |
| Sweetwater 2                                 | South - Texas                                      | 50%                | Feb 2005 (Dec 2005 & Jun 2006)                  | 91.5                    | 45.8                   | GE 1.5 SLE               | 61                 | 1.5 MW        | 361.8  | 180.9                  | PP              |
| Caprock                                      | South - New Mexico                                 | 80%                | Dec 2004 & Apr 2005 (Dec 2005 & Jun 2006)       | 80.0                    | 64.0                   | Mitsubishi MWT 1,000A    | 80                 | 1 MW          | 316.6  | 253.3                  | PP              |
| Blue Canyon                                  | South - Oklahoma                                   | 50%                | Dec 2003 (Dec 2005 & Jun 2006)                  | 74.3                    | 37.1                   | NEG Micon NM72           | 45                 | 1.65 MW       | 264.1  | 132.1                  | PP              |
| Combine Hills                                | North West - Oregon                                | 50%                | Dec 2003 (Dec 2005 & Jun 2006)                  | 41.0                    | 20.5                   | Mitsubishi MWT 1,000A    | 41                 | 1MW           | 119.6  | 59.8                   | PP              |
| Sweetwater 3                                 | South - Texas                                      | 50%                | Dec 2005 (Jul 2006)                             | 135.0                   | 67.5                   | GE 1.5 SLE               | 90                 | 1.5 MW        | 508.5  | 254.3                  | PP.             |
| Cumeyaay                                     | South West - California<br>North East - New Jersey | 100%<br>59%        | Dec 2005 (Jul 2006)<br>Mar 2006 (Dec 2006)      | 50.0<br>7.5             | 50.0<br>4.4            | Gamesa G87<br>GE 1.5 SLE | 25<br>5            | 2 MW<br>1.5MW | 164.6<br>19.3                                | 164.6<br>11.4          | PPA & Marke     |
| lersey Atlantic<br>Bear Creek                | North East - New Jersey North East - Pennsylvania  | 59%                | Mar 2006 (Dec 2006)                             | 7.5<br>24.0             | 14.2                   | GE 1.5 SEE<br>Gamesa G87 | 12                 | 1.5MW         | 73.4   | 43.5                   | PPA & IVIAING   |
| Crescent Ridge                               | Mid West - Illinois                                | 75%                | Nov 2005 (Jul 2006)                             | 54.5                    | 40.8                   | Vestas V82               | 33                 | 1.65 MW       | 171.9  | 128.9                  | Marke           |
| ragonne Mesa                                 | South - New Mexico                                 | 100% <sup>4</sup>  | Dec 2006 (Mar 2007)                             | 90.0                    | 85.5                   | Mitsubishi MWT 1,000A    | 90                 | 1.03 MW       | 269.2  | 255.8                  | PP              |
| Buena Vista                                  | South West - California                            | 100%               | Dec 2006 (Mar 2007)                             | 38.0                    | 38.0                   | Mitsubishi MWT 1,000A    | 38                 | 1 MW          | 108.3  | 108.3                  | PP              |
| Mendota                                      | Mid West - Illinois                                | 100%               | Nov 2003 (Mar 2007)                             | 51.7                    | 51.7                   | Gamesa G52               | 63                 | 820 kw        | 111.0  | 111.0                  | Marke           |
| llegheny Ridge Phase I                       | North East - Pennsylvania                          | 100%               | Jun 2007 (Jun 2007)                             | 80.0                    | 80.0                   | Gamesa G87               | 40                 | 2 MW          | 238.2  | 238.2                  | PP              |
| SSG  | Mid West - Illinois                                | 100%               | Jun 2007 (Jun 2007)                             | 80.0                    | 80.0                   | Gamesa G87               | 40                 | 2 MW          | 230.5  | 230.5                  | Marke           |
|  | The Front Hillion                                  | 10070              |   |                         |                        | Carrieda Cor             |                    | 2             |  |                        | 17.2.11.        |
| Sub Total - Operation                        |  |                    |   | 1,442.3<br>213.0        | 1,204.4<br>213.0       |                          | 1,151<br>80        |               | 4,472.5<br>600.3                             | 3,613.9<br>600.3       |                 |
| Sub Total - Construction Sub Total           |  |                    |   | 1.655.3                 | 1,417.4                |                          | 1,231              |               | 5,072.8                                      | 000.0                  |                 |
| ub rotai                                     |  |                    |   | 1,055.3                 | 1,417.4                |                          | 1,231              |               | 5,072.0                                      | 4,214.3                |                 |
| JS 06 (Remaining to be acq                   |  |                    |   |                         |                        |                          |                    |               |  |                        |                 |
| Allegheny Ridge Phase II                     | North East - Pennsylvania                          | 100%               | Expected Acquisition 5 (2007)                   | 70.0                    | 70.0                   | Gamesa G87               | 35                 | 2 MW          | 208.6  | 208.6                  | PP              |
| Sub Total                                    |  |                    |   | 70.0                    | 70.0                   |                          | 35                 |               | 208.6  | 208.6                  |                 |
| TOTAL  |  |                    |   | 1,725.3                 | 1,487.4                |                          | 1,266              |               | 5,281.4                                      | 4,422.8                |                 |
| Proposed Acquisitions 8                      |  |                    |   |                         |                        |                          |                    |               |  |                        |                 |
| roposed Acquisitions <sup>8</sup><br>Enersis | Portugal   | 50%                |   | 524.8                   | 262.4                  | Various                  | 267                |               | 1,313.7                                      | 656.9                  | Fixe            |
| US07   | USA  | 50% minimum        |   | 621.8                   | 374.6                  | Various                  | 490                |               | 2,070.8                                      | 1,242.6                | PPA & Marke     |
|  | 55A  | 30 % MIIIIIIIIIIII |   |                         |                        | various                  |                    |               |  |                        | rra or ividific |
| Sub Total                                    |  |                    |   | 1,146.6                 | 637.0                  |                          | 757                |               | 3,384.5                                      | 1,899.5                |                 |
| OTAL - With Proposed Acc                     |  |                    |   | 2.871.9                 | 2.124.5                |                          | 2023               |               | 8.665.9                                      | 6.322.3                |                 |

<sup>1</sup> Percentages for US wind farms constitute percentage ownership of Class B Member Units of project entity. Ownership is shown on the basis of Active Ownership as represented by the percentage of B Class member interest.

<sup>&</sup>lt;sup>2</sup> PPA - Power Purchase Agreement

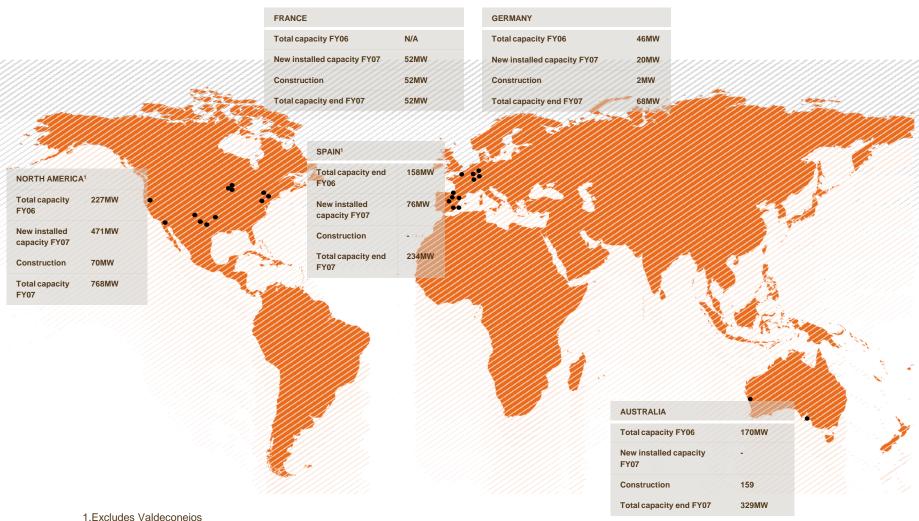
<sup>&</sup>lt;sup>3</sup> Lake Bonney 2 is expected to be complete by mid 2008; Fruges 1 is expected to be complete in the second half of 2007; Fruges 2 is expected to be complete in the first half of 2008; Kaarst Stage II is expected to be complete by the end of 2007.

<sup>4</sup> BBW owns 100% of B Class Member Units of a 95% interest.

<sup>&</sup>lt;sup>5</sup> Allegheny II is expected to be operational by the end of 2007.

<sup>6 &</sup>quot;Proposed Acquisitions" are subject to due diligence, Board and Security Holder approval as related party transactions.

## **Growth Based in Attractive Markets**



- 1. Excludes Valdeconejos
- 2. Percentages of US wind farms constitute percentage ownership of Class B members units of project entity.



## **Financial Summary**

|  | H107       | H207       | FY07                 | IPO*                 |
|--|------------|------------|----------------------|----------------------|
| Net Operating Cash Flow                | \$41.5m    | \$44.5m    | \$86.0m <sup>1</sup> | \$68.5m              |
| Distribution <sup>2</sup>              | \$36.3m    | \$42.0m    | \$78.3m              | \$52.5m <sup>3</sup> |
| Distribution per Security              | 6.25 cents | 6.25 cents | 12.5 cents           | 11.2 cents           |
| Revenue <sup>4</sup>                   | \$48.6m    | \$55.1m    | \$103.7m             | \$105.3m             |
| EBITDA + US Distributions <sup>5</sup> | \$43.0m    | \$56.7m    | \$99.7m              | \$86.4m              |
| Reported Profit/(Loss) after tax       | (\$0.9)m   | \$14.8m    | \$13.9m              | \$22.0m              |
| Net Debt / EV <sup>6</sup>             | 35.1%      | 45.1%      | 45.1%                | 26.1%                |

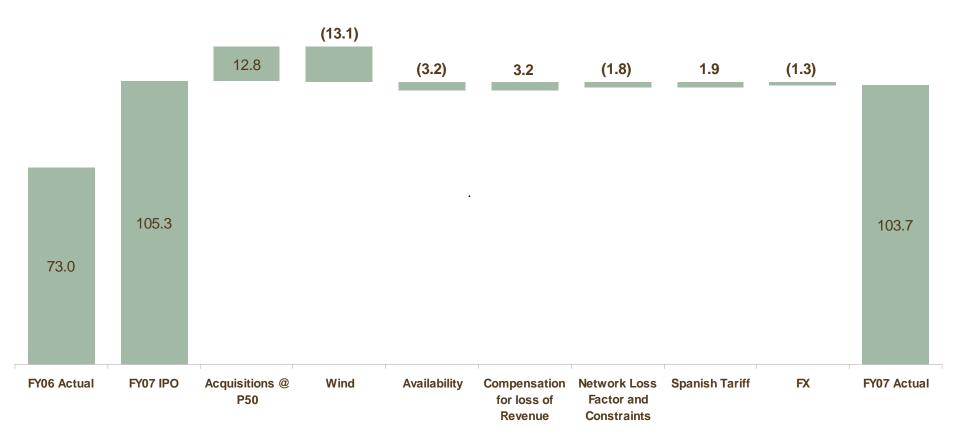
<sup>\*</sup> Full year FY07

- 1. Includes \$8m in relation to closing out interest rate swaps pursuant to the global refinancing. Excludes \$1.8m benefit in relation to net investment hedges.
- 2. Gross distribution before DRP. At H107 DRP participation rate of 23.6% (\$8.6m); H207: 24.1% (\$10.1m); IPO: Nil
- 3. Based upon 469.2m securities
- 4. Excludes revenue from US wind farms
- 5. After corporate costs
- 6. EV calculated using share price of \$1.72 for H107; \$1.95 for FY07 and H207; \$1.40 for IPO



# Revenue (Non US)

#### **AUD Millions**





### Non-US Revenues

|                              | \$m   | \$m    |
|------------------------------|-------|--------|
| IPO                          |       | 105.3  |
| Operational                  |       |        |
| Wind – Australia             | (3.2) |        |
| Wind - Spain                 | (8.3) |        |
| Wind – Germany               | (1.6) | (13.1) |
| Network loss factors         |       | (1.8)  |
| FX                           |       | (1.3)  |
| Market option Tariff – Olivo |       | 1.9    |
| New Acquisitions – Germany   | 11.0  |        |
| – Spain                      |       | 1.7    |
| FY2007                       |       | 103.7  |

#### **Operational**

A number of the wind farms experienced a shortfall of energy production due to lower than long-term mean wind speeds. Lower than expected availability was offset by Revenue compensation of \$3.2m.

#### **Network Loss Factors**

Network loss factors in Australia as revised by respective regulator.

#### **Tariff**

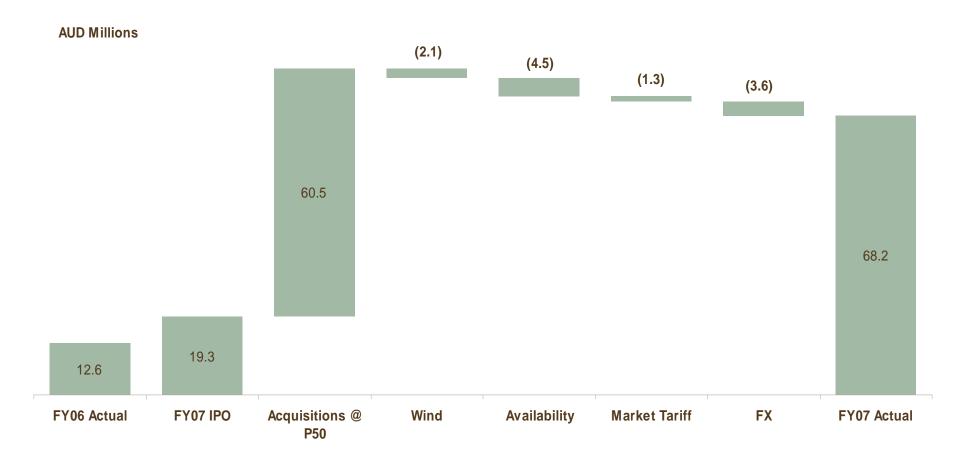
BBW's use of the Market Tariff Option in Spain led to a tariff that was marginally higher than the IPO forecast for FY07.

#### **New Acquisitions**

The Eifel wind farm was acquired in FY06 while Kaarst was acquired in H2 FY07. Monte Seixo, Serra do Cando and Conjuro were also acquired in H2 FY07.



## **US** Revenue





## Result Overview – US Revenues

|                           | \$m   | \$m  |
|---------------------------|-------|------|
| IPO <sup>1</sup>          |       | 19.3 |
| Acquisitions <sup>2</sup> |       | 60.5 |
| Variances                 |       |      |
| Wind                      | (2.1) |      |
| Availability              | (4.5) |      |
| Market Tariff             | (1.3) |      |
| FX                        | (3.6) |      |
| FY2007 H1                 |       | 68.2 |

<sup>1.</sup> IPO = US03/04

#### **IPO**

Revenue expected from P50 production of original US portfolio in FY07.

#### **Acquisitions**

Revenue expected from P50 production of Acquisitions<sup>2</sup>

#### Wind

Total US production was 92% of P50. This excludes the impact of lower availability in some wind farms on production.

#### **Availability**

Availability issues relate to both turbine availability and balance of plant issues.

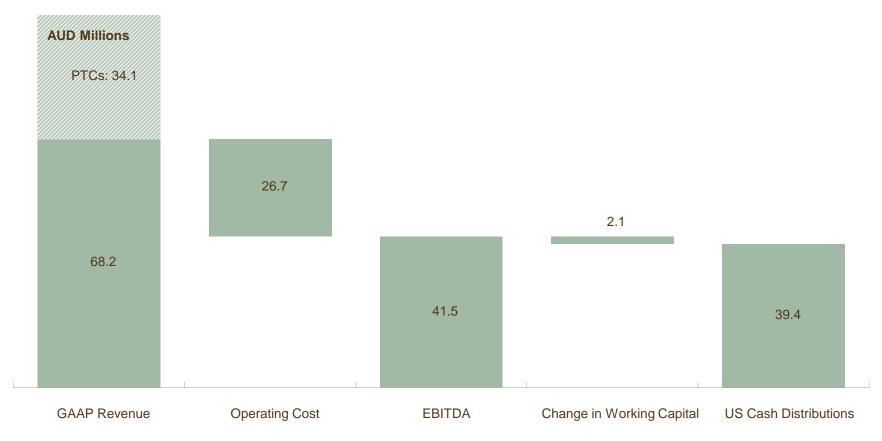
#### **Market Option Tariff**

Negative variances relate to Crescent Ridge and Mendota Hills.



Acquisitions = Sweetwater 3; Kumeyaay; Jersey Atlantic; Bear Creek; Crescent Ridge; Aragonne; Mendota; Buena Vista.

# US Revenue to Cash Distributions Waterfall (based on % B Class Ownership)



Note: PTCs - Production Tax Credits Revenue applicable to the U.S Wind farms are received by A class members



## Result Overview - Cash Flow

|  | FY06    | H107   | H207                | FY07                | IPO <sup>1</sup> |
|--|---------|--------|---------------------|---------------------|------------------|
| EBITDA from operations                         | 59.7    | 40.1   | 44.9                | 85.0                | 87.8             |
| US Distributions                               | 7.0     | 13.5   | 25.9                | 39.4                | 11.1             |
| Corporate Costs                                | (14.2)2 | (10.6) | (14.1)              | (24.7)              | (12.5)           |
| Net interest & finance costs paid              | (12.8)  | (14.5) | (19.4) <sup>3</sup> | (33.9) <sup>3</sup> | (22.8)           |
| Tax paid                                       | (1.8)   | (2.4)  | (1.3)               | (3.7)               | -                |
| Movement in working capital and non-cash items | (3.6)   | 15.4   | 0.5                 | 15.9                | 4.9              |
| Gains on FX contracts                          | -       | -      | 1.8                 | 1.8                 | -                |
| Net operating cash flow                        | 34.3    | 41.5   | 38.3                | 79.8                | 68.5             |

#### **US Distributions**

Significant US acquisitions in FY07

#### **Corporate Costs**

Full year cost in relation to base management fees. Base fees higher with increase in average market capitalisation

#### **Tax Paid**

Tax payments due to delay in merger of Spanish wind farm entities

#### Movement in working capital and noncash items

H107 includes receipt of revenue compensation for Alinta, receipt of VAT in Spain and amortisation of prepaid O&M costs



<sup>1.</sup> Full Year FY 2007

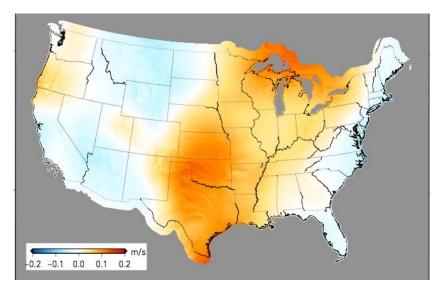
<sup>2.</sup> Excludes \$20.1m incentive fee paid in FY06

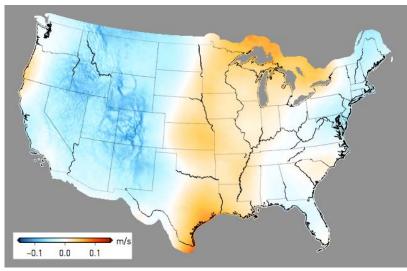
<sup>3.</sup> Excludes \$8m cash received on closing out financial instruments pursuant to the global refinancing; includes \$2.8m FY gain in H207

## Operational Performance – Forecasting

- Assessing the Effects of Climate Change on Mean Wind Speed Values
- A taste of work to date ...
  - Two SRES¹ scenarios A2 & B1 (A2 has 2x the CO2 in 2100)
  - Annual-mean wind speed differences modelled for 2046-2055 minus 1991-2000
- Initial conclusions are that wind speed variation will be both positive and negative,
   in quantum it is not a s significant as climatic variability impacts

SRES A2 SRES B1





Source: 3 Tier

1. IPCC Special Report on Emissions Scenarios

