

Carbon Pollution Reduction Scheme – Issues for investors

Andrew Gray Head of Environmental, Social & Governance Research Executive Director, Goldman Sachs JBWere

The Low Carbon Economy Risks and Opportunities for the Financial Services Industry

Thursday 9 October 2008 - Sydney

ETS – Update of where its at

- So far
 - Garnaut Review
 - Green Paper
- The above confirms broad expectations around approach and timing, but details allowing analysis of outcomes not yet known
- Next key event
 - Government White Paper December 2008

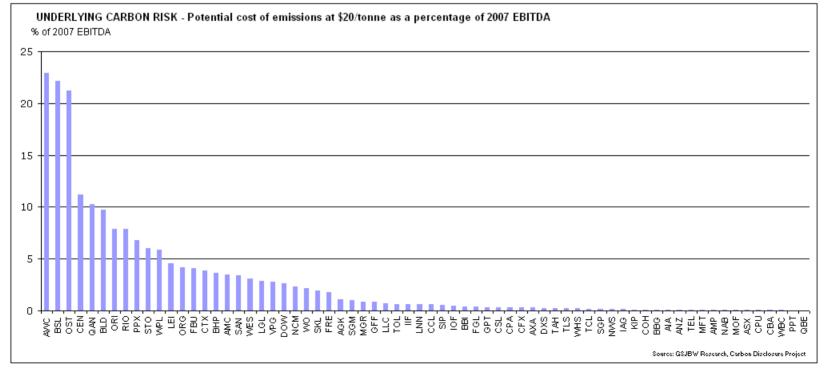
Risks and Opportunities for the Financial Services Industry

Thursday 9 October 2008 - Sydney

ETS Valuation outcomes – A starting point

Low Carbon Econom

 Using data from the Carbon Disclosure Project (CDP) and a \$20/tonne price of carbon, the following is a starting point in estimating potential carbon liabilities



Risks and Opportunities for the Financial Services Industry

Thursday 9 October 2008 - Sydney

ETS modelling framework

 The following framework moves from this starting point to estimation of actual financial impacts

e Low Carbon Economy

Prima-facie carbon liability

Issues

- What is the carbon price? Will be driven by the trajectory of emissions caps
- Low phase-in?
- 2020 emissions target crucial
- Disclosure of emissions data

Compensation

Issues

- Emissions Intensive Trade Exposed industries (EITE)
- 90% or 60% compensation level
- Direct assistance for electricity generators

Cost pass though

- Issues
 - We expect likely full cost pass through for electricity generators
 - Otherwise depends on industry structure
 - Point of obligation

The Low Carbon Economy Risks and Opportunities for the Financial Services Industry

Thursday 9 October 2008 – Sydney

Compensation – A key issue for investors

- Needed to stop "carbon leakage"?
- Green Paper proposes compensation from Emissions Intensive Trade Exposed industries (EITE's).
- Up to 20% of permits issued under the scheme could be allocated for free to EITE's (30% post agriculture sector inclusion)
- Assistance scaled by carbon intensity relative to revenues >2,000 tonnes C0²/\$Mil revenue = 90%, between 1,500 and 2,000 tonnes C0²/\$Mil revenue = 60%

But

 Difficult issue – Garnaut Review described it as a "truly dreadful" problem

Also

• Direct assistance for electricity generators is proposed (assistance for "strongly affected industries")

The Low Carbon Economy Risks and Opportunities for the Financial Services Industry

Thursday 9 October 2008 - Sydney

The carbon price – A key issue for investors

- A key determinant is the trajectory of the emissions cap
- Our expectation is for
 - a low carbon price in the initial period of the scheme (FY2011 FY2013)
 - 2020 emissions target is crucial to determine the materiality of the price beyond that
- Green Paper suggested the following timeline for trajectory information release
 - Late 2008 Announce indicative trajectory for FY2011 FY2013 and medium term (2020) emissions target range
 - During 2010 Announce trajectory for 2 more years (ie up to 2015) and "emissions gateways" for a further 10 years
 - Ongoing thereafter Trajectory rolled out year by year to maintain a minimum rolling 5 yr "national emissions trajectory". 10 year gateways rolled over every 5 years

The Low Carbon Economy SEMINAR I Risks and Opportunities for the Financial Services Industry

Thursday 9 October 2008 - Sydney

Other issues for investors around the ETS

- Industry coverage and threshold for inclusion
- Usage of permit revenue
- CPI Impact at \$20/tonne carbon price = 0.9% on scheme implementation
- Point of obligation
- Linkages to international schemes
- What is the role of carbon capture & storage (CCS)?
- Climate Change Action Fund
- Timing

The Low Carbon Economy SEMINAR Risks and Opportunities for the Financial Services Industry

Thursday 9 October 2008 – Sydney

Investment decisions

- Just by its existence, an ETS inherently implies a long term investment theme that is negative for fossil fuels and carbon intensive industries, particularly those with few abatement/energy efficiency opportunities, and positive for low carbon emissions technologies and companies with higher abatement and energy efficiency opportunities
- However, for investors, key design details of the scheme such as the carbon price (level and trajectory) and the levels of compensation are not yet known. The White Paper in December 2008 is the next crucial milestone

he Low Carbon Economy

Risks and Opportunities for the Financial Services Industry

Thursday 9 October 2008 – Sydney

Disclosures

Important Notice Company Specific Regulatory Disclosures See company-specific regulatory disclosures for any of the following disclosures required as to companies referred to in the report: manager or co manager in a pending transaction; financial advisor in a strategic corporate transaction; 1% or other ownership; compensation for certain services; types of client relationships; managed/co-managed public offerings in prior periods; directorships: marking and/co specialist role.

The following are additional required disclosures: Ownership and Material Conflicts of Interest: Goldman Sachs JBWere policy prohibits its analysts, assistant analysts and their respective associates owning securities of any company in the analyst's area of coverage. Analyst compensation: Analysts are paid in part based on the profitability of Goldman Sachs JBWere, which includes investment banking revenues. Distribution of recommendations: See the distribution of recommendations disclosure on the following page.

Compendium Report Please see disclosures at http://www.gsjbw.com/Disclosures. Disclosures applicable to companies included in this compendium report can be found in the latest relevant published research. Global Product; Distributing Entities This report has been prepared by the Goldman Sachs JBWere Investment Research Division for distribution to clients of affiliates of The Goldman Sachs JBWere prepared by the Goldman Sachs JBWere Investment Research Division for distribution to clients of affiliates of Goldman Sachs JBWere entry to company in the ordinary shares of Goldman Sachs JBWere Pty Ltd and Goldman Sachs JBWere Group Holdings Pty Ltd. Each share in Goldman Sachs JBWere Pty Ltd is stapled to a share in Goldman Sachs JBWere Group Holdings Pty Ltd, such that a share in one cannot be dealt with separately from a share in the other. Research views, investment opinions and recommendations published by Goldman Sachs JBWere Pty Ltd are developed independently from those published by the Goldman Sachs Global Investment Research Division.

This research is disseminated in Australia by Goldman Sachs JBWere Pty Ltd (ABN 21 006 797 897); in Canada by Goldman Sachs Canada Inc. regarding Canadian equities and by Goldman Sachs & Co. (all other research); in Germany by Goldman Sachs & Co. oHG; in Hong Kong by Goldman Sachs (Asia) L.L.C.; in India by Goldman Sachs (India) Securities Private Ltd.; in Japan by Goldman Sachs Japan Co., Ltd.; in the Republic of Korea by Goldman, Sachs & Co. Goldman Sachs International has approved this research in singapore by Goldman Sachs (Singapore) Pte. (Company Number: 198602165W); and in the United States of America by Goldman, Sachs & Co. Goldman Sachs International has approved this research in connection with its distribution in the United Kingdom, and European Union. Persons who would be categorized as private customers in the United Kingdom, as such term is defined in the rules of the Financial Services Authority, should read this material in conjunction with the last published reports on the companies mentioned herein and should otherwise, you must contact a Goldman Sachs entity in your home jurisdiction if you want to use Goldman Sachs JBWere's or GS's services in effecting a transaction in the securities mentioned in this material. European Union: Goldman Sachs International, authorised and regulated by the Financial Services Authority, has approved this research in connection with its distribution in the European Union and United Kingdom; Goldman Sachs International, authorised and regulated by the Financial Services Authority, has approved this research in connection with the last published reports mentioned in this material. European Union: Goldman Sachs International, authorised and regulated by the Financial Services Authority, has approved this research in connection with its distribution in the European Union and United Kingdom; Goldman, Sachs & Co. oHG, regulated by the Bundesanstalt fuer Financial Services Authority, has approved this research in connection with its distribution in the European Union a

General Disclosures This research is for clients only, as stated above. Other than disclosures relating to Goldman Sachs JBWere, this research is based on current public information that we consider reliable, but we do not represent it is accurate or complete, and it should not be relied on as such. We seek to update our research as appropriate, but various regulations may prevent us from doing so. Other than some industry reports published on a periodic basis, the large majority of reports are published at irregular intervals as appropriate in the analyst's judgment. Goldman Sachs JBWere and/or its affiliates conduct a global full-service, integrated investment banking, investment management, and brokerage business. We have investment banking and other business relationships with a substantial percentage of the companies covered by our Investment Research Division. Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients and our proprietary trading desks that reflect opinions that are contrary to the opinions expressed in this research. Our asset management area, our proprietary trading desks and investing businesses may make investment decisions that are inconsistent with the recommendations or views expressed in this

We and our affiliates, officers, directors, and employees, excluding equity analysts, will from time to time have long or short positions in, act as principal in, and buy or sell, the securities or derivatives (including options and warrants) thereof of covered companies referred to in this research. This research is not an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal. It is research is suitable for their particular circumstances and, if appropriate, seek professional advice, including tax advice. The price and value of the investments referred to in this research and the income from them may fluctuate. Past performance is not a guide to future performance, future returns are not guaranteed, and a loss of original capital may occur. Certain transactions, including those involving futures, options, and other derivatives, give rise to substantial risk and are not suitable for all investors.

In producing research reports, members of Goldman Sachs JBWere Investment Research may attend site visits and other meetings hosted by the issuers the subject of its research reports. In some instances the costs of such site visits or meetings may be met in part or in whole by the issuers concerned if Goldman Sachs JBWere considers it is appropriate and reasonable in the specific circumstances relating to the site visit or meeting. Our research is disseminated primarily electronically, and, in some cases, in printed form. Electronic research is simultaneously available to all clients. Disclosure information is also available at http://www.gsjbw.com/Disclosures or from Research Compliance. Level 42, 1 Farrer Place Svdney NSW 2000.

Copyright 2008 Goldman Sachs JBWere Pty Ltd ABN 21 006 797 897 AFSL 243346

No part of this material may be (i) copied, photocopied or duplicated in any form by any means or (ii) redistributed without the prior written consent of Goldman Sachs JBWere.

Research Analyst Certification

Each equity and strategy research report excerpted herein was certified under Reg AC by the analyst primarily responsible for such report as follows: I, Andrew Gray, hereby certify that all of the views expressed in this report accurately reflect my personal views about the subject company or companies and its or their securities. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed in this report.