

Company Profile

experience *the difference*

Contents

- 2 Overview
- 4 Safety
- 8 People
- 10 Pride, Performance, Value
- 14 Markets & Services
- 20 Working Together

Our
experience
is based on practical knowledge

All day and every day. What we do each day impacts on people's lives. Our experience means that we never miss a beat, providing certainty and peace of mind to our customers as they deliver their services to all the people, businesses and communities that rely on them.

04.15

04.30

04.45

05.15

05.30

05.35

05.45

Overview

We are a leading provider of engineering, construction and maintenance services to asset owners in the utility, industrial, commercial, resources and infrastructure sectors.

We have been in business in New Zealand since 1955 and commenced operations in Australia in 1997. In addition to our home markets, we have completed major projects in; Fiji, American Samoa, Indonesia, the Maldives and the Marshall Islands.

Our capability includes:

- Commercial
- Distribution
- Gas
- Generation
- Industrial
- Telecommunications
- Transmission
- Transport
- Water

Our growth means that we have more than 2,000 people including many long-term employees, especially at a senior level. We bring extensive experience to projects and longevity to customer relationships.

We have a statement of purpose centred around *Pride, Performance and Value* which gives us a solid foundation and direction. Our culture is open and supportive which ensures that we work as a cohesive and united team sharing a commitment to our customers and each other.

Parent

Our parent is VINCI Energies, a French business with a turnover of over €9 billion, operating in about 50 countries including some 30 outside Europe.

VINCI Energies has a strong focus on combining global expertise with local service, providing Electrix with the financial strength and stability to support large projects as well as access to additional expertise and experience.

The Electrix and VINCI Energies culture and values are very much aligned with a strong commitment to health and safety and customer service.

Strategy

Growth is an important part of our strategy as we continue to extend our capability and explore opportunities in new markets.

Commitment

As an established company with strong ties in the market, we provide continuity, reliability and stability to our customers, building on existing relationships and creating new ones.



Safety

At Electrix, the safety and wellbeing of our employees and all those who may be affected by our activities is imperative and there can be no compromises with safety.

Our rigorous safety programmes and protocols are independently and expertly assessed.

Electrix New Zealand consistently maintains tertiary top level member status of the NZ Accident Compensation Corporation's (ACC) Partnership Programme.

Electrix Australia consistently maintains certification to the AS/NZS 4801 Occupational Health and Safety Management Systems Standards.

Our approach to safety encompasses thorough and continuing education and awareness.

As a cornerstone of our safety approach, our safety programmes engage with all our people on a daily basis. Everyone makes a personal commitment to improving health and safety to create a positive and proactive safety culture.

Home Without Harm – Everyone Everyday



08.15

08.30

08.45

09.15

09.30

09.45

Integrated Approach

Our technical capabilities are matched by our strong commitment to safety, professional quality management systems and a responsive customer focused approach.

Personal Ownership

Our team makes a personal commitment to safety working together and always supporting each other.



We believe that
understanding
the needs of our customers
is the most important thing we do

Our business is based on building relationships and delivering the services that meet the requirements of the market. The more we know about our customers, then the more we are able to tailor our services to provide them with what they require.



10.15

10.24

10.30

10.45

11.15

11.30

11.45

People

With over 2,000 people at Electrix we have the capacity and capability to ensure successful project delivery.

Growth means that we are able to promote internally as well as attract the best in the industry, from trades, to engineers, to project managers.

A particular benefit of our size is a broad base of experience and the depth of knowledge within our team. We bring together a detailed understanding of our customers' businesses and market requirements with the technical knowledge and experience to get the job done.

We believe that employee engagement is critical to our success. At Electrix, we take pride in our work and are recognised for delivering the levels of performance that add value to our customers.

In addition to our experienced staff, our graduate, trainee and apprentice programmes are testimony to our commitment to the future, ensuring that the next generation of 'Electrix People' are ready to take on the



Development

We invest considerably in the development of our team through a wide range of learning and development initiatives. We build the specific job skills of every employee and the leadership skills of those who run our business and manage our teams.



Experience

Our team is made up of experienced people who are respected by their peers. We place an emphasis on retaining and nurturing our people at all levels of our business, hiring new team members who share our values, and ensuring stability and continuity as we grow.



Teams at work. Teamwork is an essential part of our culture and while we have different jobs to each other we share the same focus on working together. It's a style of teamwork that is based on openness, mutual respect and trust. It ensures we get the job done and the end result is an approach to service delivery that customers can experience every minute of the day.

Pride, Performance, Value

Pride, performance and value represent the essence of our culture and the foundations of our business.

Pride refers to the satisfaction we get from a job well done, respect for our heritage and working for a company that has a good reputation.

Performance is about always looking to improve how we do things, stretching ourselves and being accountable.

Value is what we add as individuals and teams to make us a better company, as well as using our experience and capability to deliver the best service we can to our customers.

The strength of pride, performance and value is in their combination as a whole. We treat these as a part of our everyday approach, knowing that we are all committed to living up to them.

Our customers see the results of our commitment to pride, performance and value in both our approach and in the outcomes we deliver.

We consistently seek to add value by creating new and better solutions to our customers' problems while maintaining a steady day-to-day focus on completing the jobs at hand and exceeding our KPIs.

Effective Innovation

We believe in 'effective innovation' that benefits our customers. Effective innovation comes from experience, from staying at the forefront of new technologies, and from maintaining both a strategic and day-to-day focus on continuous improvement.

Value-Add

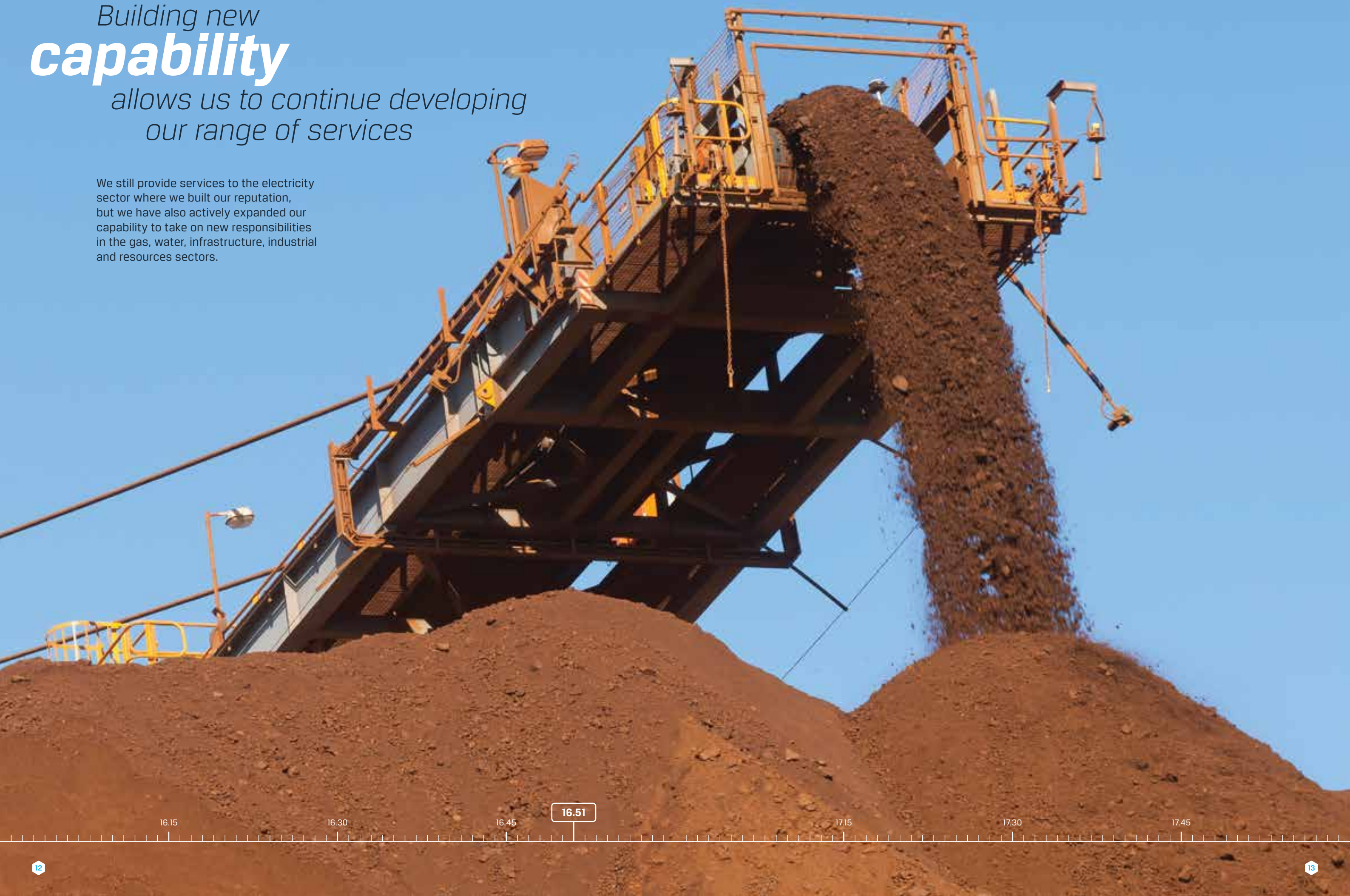
We consistently find ways to add value through intelligent design, innovation, efficient delivery and project management, bringing together new ideas from different industries, and of course, good old fashioned know-how.



Building new capability

*allows us to continue developing
our range of services*

We still provide services to the electricity sector where we built our reputation, but we have also actively expanded our capability to take on new responsibilities in the gas, water, infrastructure, industrial and resources sectors.



16.15

16.30

16.45

16.51

17.15

17.30

17.45

Markets & Services

We have a proven track record of building successful and long-term relationships with our customers in the utility, industrial, commercial, resources and infrastructure sectors.

To each and every engagement, we bring our experience and technical expertise along with our commitment to safety, quality, innovation and the environment.

Our capabilities in engineering, design, construction and maintenance means that Electrix is a true end-to-end service partner.

With experience and understanding comes the ability to adapt and innovate. This benefits our customers directly as we consistently create opportunities to improve efficiency and deliver better outcomes.

We actively promote protection of the environment and provide a culture of environmental awareness and sustainability.

The ability to operate in remote locations and across wide geographic areas means we understand and meet the logistical and practical challenges involved with major projects and work programmes.

End-to-End Capability

We have structured our business to enable us to provide customers with an end-to-end capability. Our services include engineering, design and construction through to ongoing maintenance.

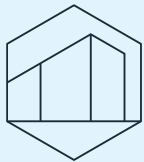
Flexibility

While many customers engage Electrix on an end-to-end basis, others require our specialist expertise in a particular area. These customers can choose to engage Electrix on a full design-construct-maintain basis or just for the specific services that they require.



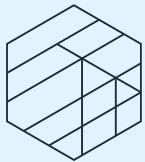
Markets & Services

Our capability extends across multiple markets and services in which we have built a solid reputation based on reliability, consistency, expertise and innovation.



Commercial

We provide an end-to-end capability for electrical installation services in commercial construction projects. Combining our data and communications capabilities for customers in both the public and private sectors, we provide a complete power and data service for refurbishments, fit-outs and new construction.



Distribution

Our significant experience in asset management, maintenance and construction for overhead and underground electricity distribution networks enables us to assist our customers to effectively manage the balance between operational, maintenance and capital requirements.



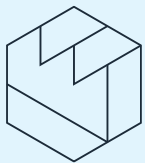
Gas

As a leading gas services provider we offer customers a comprehensive suite of gas distribution services covering every aspect of maintenance and capital projects as well as metering services. Our customers benefit from a 'main-to-flame' approach unique to this sector that underlies our capability.



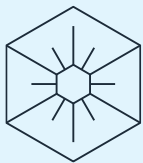
Generation

We have a solid track record in the fields of thermal, geothermal, hydro and wind energy, with experience in the latest technology as well as legacy systems. Our generation capability covers; total electrical 'balance of plant' installations, maintenance and repair, instrumentation and control, protection, SCADA and communications, and transmission lines.



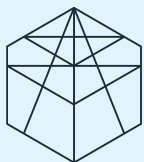
Industrial

Our turn-key capability covers all aspects of design, construction, installation, commissioning and maintenance for HV and LV systems, general light and power, process control and instrumentation systems.



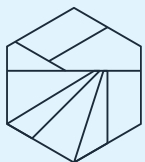
Telecommunications

With a comprehensive data and communications cabling and networking capability we are manufacturer independent. We work with all of the major cabling and hardware manufacturers installing structured cabling systems and fibre optic cabling systems, including splicing and terminating, for industrial, commercial and telecommunication network customers.



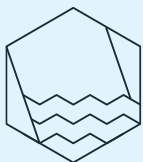
Transmission

Our reputation reflects our skill level, logistical capability and our total commitment to safety. We provide project management, engineering, construction and maintenance across the complete spectrum of services from greenfield and brownfield substation projects, tower/pole erection, conductor and OPGW stringing to 'hot stick' and 'bare hand' live line work.



Transport

We apply our experience and uncompromising safety and logistical procedures to provide specialist services for the rail and transportation sectors. Our capability includes; HV and LV substations, feeder systems, signaling installation, data and communications systems, lighting systems and overhead traction power supply systems.



Water

Our presence in the water sector is a natural extension of our significant capabilities in delivering capital projects and infrastructure maintenance. Our services include turn-key design and installation of electrical systems in facilities such as treatment plants and pump stations as well as providing ongoing maintenance and inspection services.

*Being flexible and responsive
allows us to adapt
to the expectations of*
our customers

We don't get distracted by the roar of the crowd, instead we stay focused on our customers and the job at hand. Our style is pragmatic and we think for ourselves so we are always flexible and responsive to our customers' requirements, rolling up our sleeves and getting the job done.

22.15

22.22

22.30

22.30

23.15

23.30

23.45

Working Together

How we do business is just as important as what we do, and we believe that the best business is done when individuals and companies work well together.

It helps when we have similar views of the world to our customers and genuinely enjoy working with them. We measure our success through their success and understand that our performance is their performance.

Our values — achievement, encouragement, teamwork, leadership — tell us what's important. They're at the centre of our culture. They tell us that long-term is better than short-term and that vision and heritage are different sides of the same coin.

The success of everything we do depends upon how well we perform as individuals, how united we are as a company and how successfully we work with customers. We develop relationships that are based on respect and common values, and on giving rather than taking.

And understanding our customers through their eyes means that working together takes on a whole new meaning.

We're a company of
experienced
professionals, committed
to our customers

Working around the clock. As one day ends and another begins the needs of our customers carry on regardless. We continue to deliver our service with the same ability to innovate, level of reliability and commitment to quality.

Directory

New Zealand Head Office

2 George Bourke Drive
Mt Wellington
Auckland 1060
PO Box 1688
Auckland 1140
New Zealand

Tel: +64 9 270 1700
Fax: +64 9 270 1701
info@electrix.co.nz
electrix.co.nz

Australia Head Office

3/153 Bertie Street
Port Melbourne
Victoria 3207
PO Box 5054
Garden City
Victoria 3207
Australia

Tel +61 3 8698 2200
Fax +61 3 8698 2227
info@electrix.com.au
electrix.com.au



Sumo is produced using ECF
(Environmental Chlorine Free)
FSC® certified pulp from
responsible sources, and
is manufactured under the
strict ISO14001 Environmental
Management System.

Services

Commercial
Distribution
Gas
Generation
Industrial
Telecommunications
Transmission
Transport
Water