

# ASX RELEASE

#### Infigen Energy

Level 22, 56 Pitt Street Sydney NSW 2000 Australia T +61 8031 9900 F +61 2 9247 6086

Infigen Energy Limited ABN 39 105 051 616 Infigen Energy Trust ARSN 116 244 118 Infigen Energy (Bermuda) Limited ARBN 116 360 715 www.infigenenergy.com

17 May 2017

#### INVESTOR PRESENTATION

The following presentation is being used for upcoming meetings with investors and analysts.

#### **ENDS**

For further information please contact:

Richie Farrell General Manager, Strategy & Corporate Affairs Tel +61 2 8031 9901 Marju Tonisson Manager, ESG & Investor Relations Tel +61 2 8031 9902

#### **About Infigen Energy**

Infigen is an active participant in the Australian energy market. It is a developer, owner and operator of renewable energy generation assets delivering energy solutions to Australian businesses and large retailers.

Infigen owns 557 MW of installed generation capacity operating in New South Wales, South Australia and Western Australia and sells the energy and Large-scale Generation Certificates (LGCs) through a combination of medium and long term contracts and through the spot market.

Infigen is looking to develop further renewable energy projects in response to the strong demand for renewable sourced energy and decreasing cost of development. It has a number of projects that offer near-term development opportunities.

Infigen trades on the Australian Securities Exchange under the code IFN.

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



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#### For further information please contact:

ir@infigenenergy.com +61 2 8031 9900

Richie Farrell General Manager, Strategy & Corporate Affairs

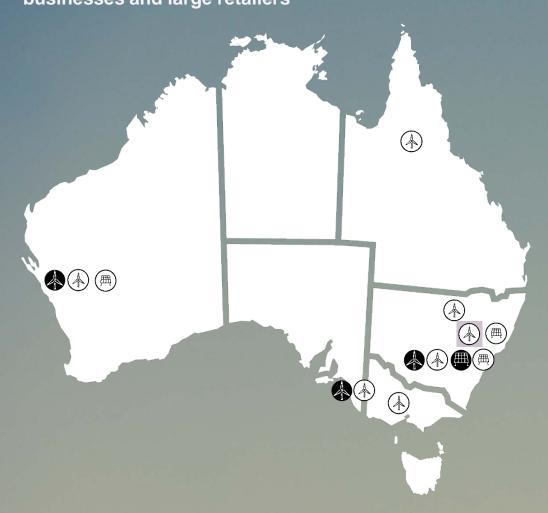
Marju Tonisson Manager, ESG & Investor Relations



## About Infigen Energy (Infigen)

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Infigen owns 557 MW of installed generation capacity operating in New South Wales, South Australia and Western Australia and sells the energy and LGCs through a combination of medium and long term contracts and through the spot market.

Infigen is looking to develop further renewable energy projects in response to the strong demand for renewable energy created by the Renewable Energy Target and decreasing cost of development. It has a number of projects that offer near-term development opportunities.



**OPERATING WIND FARMS (557 MW)** 



**OPERATING SOLAR FARM (0.1 MW)** 



WIND FARM DEVELOPMENT PROJECTS WITH PLANNING APPROVAL (~870 MW)



SOLAR FARM DEVELOPMENT PROJECTS WITH PLANNING APPROVAL (~110 MW)



WIND FARM UNDER CONSTRUCTION (~113 MW)

Note: All MW figures refer to Infigen's equity interests, refer to slides 16-17 for more detail

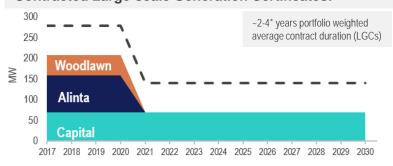
## **Business overview**

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### Infigen sells energy and LGCs through a combination of short, medium and long term contracts

| Operating asset | State | MW    | Customer                               |
|-----------------|-------|-------|--|
| Alinta          | WA    | 89.1  | Power: Alinta and LGC: Alinta & AGL    |
| Capital         | NSW   | 140.7 | SDP & merchant                         |
| Lake Bonney 1   | SA    | 80.5  | Merchant                               |
| Lake Bonney 2   | SA    | 159.0 | Merchant                               |
| Lake Bonney 3   | SA    | 39.0  | Power: Alinta and LGC: merchant        |
| Woodlawn        | NSW   | 48.3  | Power: merchant and LGC: Origin Energy |
| Total           |       | 556.6 |  |





\*Effectively all LGCs are sold from Capital wind farm to the Sydney Desalination Plant (SDP) when it is operating at full capacity.

#### **Production**

- Historical average annual production from operating assets is ~1,500 GWh from 557 MW
- Marginal loss factors determined annually by market operator
- Weighted average age of assets is ~9 years

#### Sources of revenue

- Mix of contracted and uncontracted electricity and LGC revenue
- Channels to markets vary over time depending on market opportunity and risk appetite

#### **Operating costs**

- Substantially steady and predictable
- Turbine operations and maintenance (O&M) costs are largely fixed price agreements where provider bears major component failure risk. Substantial progress on energybased performance O&M agreements beyond 2017
- Other wind farm operating costs include energy markets, asset management, balance of plant, land lease payments and insurance

# H1 FY17 financial performance summary



Net profit growth largely driven by improved production and higher electricity and LGC prices

| Six months ended 31 December          |        |        | Change % |
|---------------------------------------|--------|--------|----------|
| (\$M)                                 | 2016   | 2015   | F/(A)    |
| Revenue                               | 115.4  | 83.4   | 38       |
| EBITDA                                | 84.0   | 58.0   | 45       |
| Depreciation and amortisation         | (26.0) | (25.9) | -        |
| EBIT                                  | 58.0   | 32.0   | 81       |
| Net borrowing costs                   | (25.4) | (27.3) | 7        |
| Net FX and revaluation of derivatives | (1.2)  | (4.2)  | 71       |
| Profit from discontinued operations   | -      | 0.4    | n.m.     |
| Tax expense                           | (10.0) | (3.1)  | (223)    |
| Net profit / (loss) after tax         | 21.4   | (2.2)  | 1,073    |

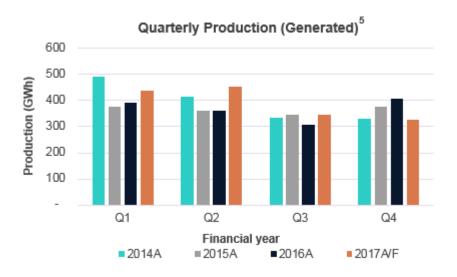
| Six months ended 31 December (\$M)         | 2016  | 2015  | Change %<br>F/(A) |
|--|-------|-------|-------------------|
| Net operating cash flow per security (cps) | 4.2   | 1.4   | 200               |
| EBITDA margin                              | 72.8% | 69.5% | 3.3 ppts          |

# Underlying FY17 EBITDA guidance



### FY17 EBITDA for the year is expected to be \$147 million<sup>1</sup>, 22% higher than FY16 actual EBITDA

| FY17 underlying EBITDA Guidance <sup>1</sup>                | \$147 million |
|---|---------------|
| FY17 Electricity production assumption (GWh) <sup>2,4</sup> | 1,564         |
| FY17 Electricity to be sold assumption (GWh) <sup>3</sup>   | 1,471         |





<sup>&</sup>lt;sup>2</sup> Production is weather dependent

| , == 70 mg/101 marr 110 actual == 115 /1 |   |  |  |  |  |  |  |
|--|---|--|--|--|--|--|--|
| Mate                                     | Material assumptions and FY16 actuals                             |  |  |  |  |  |  |
| Electricity                              | Q4 FY17<br>Assumption <sup>2</sup>                                | • 327 GWh  |  |  |  |  |  |
| produced                                 | Q4 FY16 Actuals <sup>6</sup>                                      | • 406 GWh  |  |  |  |  |  |
| Electricity                              | Q4 FY17<br>Assumption <sup>3</sup>                                | • 309 GWh  |  |  |  |  |  |
| sold                                     | Q4 FY16 Actuals   | • 383 GWh  |  |  |  |  |  |
| Uncontracted LGC prices                  | Q4 FY17<br>Assumption   | • ~\$85/LGC  |  |  |  |  |  |
| Uncontracted electricity prices          | Q4 FY17 Dispatch<br>Weighted Average<br>Price (DWA)<br>Assumption | <ul><li>SA: ~\$86/MWh</li><li>NSW: ~\$95/MWh</li></ul>           |  |  |  |  |  |
| Price<br>Sensitivities                   | LGC price   | • ~\$145k per \$1  |  |  |  |  |  |
| (on Q4<br>uncontracted<br>production)    | Electricity price (DWA)   | <ul><li>SA ~ \$92k per \$1</li><li>NSW ~ \$42k per \$1</li></ul> |  |  |  |  |  |

<sup>&</sup>lt;sup>3</sup> Difference between electricity produced and electricity sold arises because of the application of marginal loss factors (MLF). MLF to 30 June 2017 has been published and will not change during FY17 <sup>4</sup> Includes 4 GWh of compensated production in H1

<sup>&</sup>lt;sup>5</sup> FY17 Q1 and Q2 quarterly production figures are actuals, Q3 production figures are estimates as at 24 March 2017 and Q4 production figures are forecasts

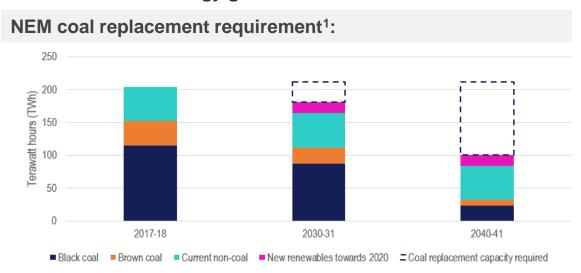
<sup>&</sup>lt;sup>6</sup> Includes 8 GWh of compensated production

# MARKET CONTEXT

## National Electricity Market (NEM)

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The NEM is transitioning from a market dominated by coal-fired generation to one with a higher penetration of variable renewable energy generation



#### Phasing out of ageing coal generation:

- over 75% of Australia's total NEM electricity delivered by coal-fired plant
- economic challenges for ageing plants (~50 years) are fuel costs, depletion of reserves, ageing equipment, and increasing overhaul costs

#### Structural changes to the NEM occurring due to an ageing coal fleet, with the transition affected by:

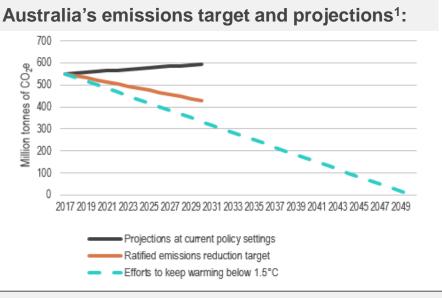
- · subdued grid supplied electricity demand growth
- a drive to a lower emissions economy influenced by Commonwealth and state government's climate change policies
- · decreasing capital costs of renewable energy and increasing reliable and affordable storage options
- the failure of gas generation to play a more meaningful role

<sup>&</sup>lt;sup>1</sup> Infigen Energy analysis

## Emissions reduction requires generation supply changes

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Regulatory focus is on delivering a secure, affordable supply while meeting Australia's emissions reduction commitments



## Paris Agreement

- The Paris Agreement aspires to achieve carbon neutrality by 2050
- Australia has committed to a national emissions reduction target of 26-28% below 2005 levels by 2030
- The Government is undertaking a review of the Climate Change Policy but not its 2030 emissions reduction target

#### Security of the NEM

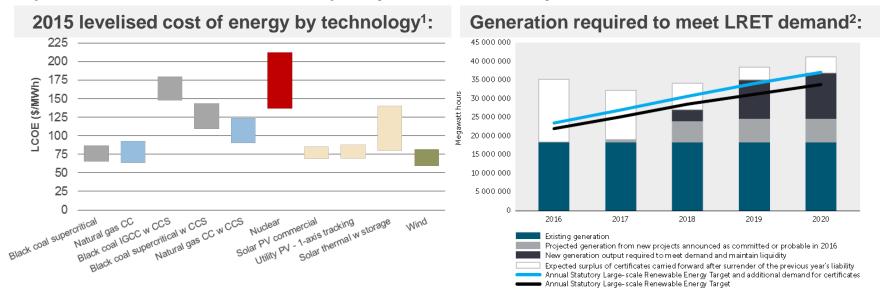
- The Commonwealth Government's Expert Panel is conducting a review into the future security of the NEM
- The combination of renewable technologies and storage can offer secure and reliable supply in a lower emissions economy

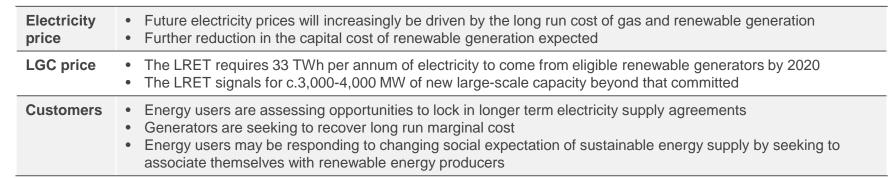
<sup>&</sup>lt;sup>1</sup> Source: Australia's Emissions Projections 2016, Department of Environment and Energy Available at http://www.environment.gov.au/system/files/resources/9437fe27-64f4-4d16-b3f1-4e03c2f7b0d7/files/aust-emissions-projections-2016.pdf

## Market prices reflect energy policy uncertainty

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Energy policy uncertainty has contributed to underinvestment in the sector – the market now expects the LRET to be met but temporary shortfall still likely to occur





<sup>&</sup>lt;sup>1</sup> Source: Adapted from Australian Power Generation Technology Study – CO2CRC

<sup>&</sup>lt;sup>2</sup> "Tracking towards 2020: encouraging renewable energy in Australia", Clean Energy Regulator, April 2017

# STRATEGY UPDATE

# Recent developments

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## Positioning the business to deliver the growth strategy

| Equity raise                 | <ul> <li>Successfully completed a \$151 million fully underwritten accelerated non-renounceable entitlement offer</li> <li>Strong support from institutional and retail investors who took up approximately 97% and 74% of the entitlements respectively</li> </ul>  |
|------------------------------|--|
| Growth<br>strategy           | <ul> <li>Together with existing cash reserves, the proceeds from the capital raising will be used to:         <ul> <li>finance equity component of new projects including the construction of Bodangora</li> <li>increase balance sheet flexibility to facilitate a potential refinancing of two existing Infigen debt facilities</li> </ul> </li> <li>Progress on refinancing:         <ul> <li>initial feedback from potential lenders received</li> <li>firming up our contracting/pathways to market strategy through refinement of the business plan to underpin an approach to market</li> <li>process expected in H1 FY18 – but no requirement to refinance</li> </ul> </li> <li>Site works commenced on the 113.2 MW Bodangora wind farm in Wellington, NSW         <ul> <li>acquired the 50% interest in the project that we did not own prior to financial close</li> </ul> </li> <li>Continued customer engagement:         <ul> <li>align our business with our customers</li> </ul> </li> </ul> |
| Strengthened management team | <ul> <li>Operations and Projects (Mr Tony Clark):</li> <li>Drive value from existing assets and deliver new projects with a long-term ownership focus</li> <li>Energy Markets (Mr Owen Sela):</li> <li>Developing diverse channels to market is critical in delivering value from existing and future assets</li> <li>Finance, Legal and Strategy (Ms Sylvia Wiggins):</li> <li>Ensure competitive advantages are identified and leveraged to work with and for Infigen's business</li> </ul>  |

## Near-term development opportunities

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Regional market outlook, new customer opportunities and securityholder value will be key considerations in our next project selection



assessment of optimal capital deployment.

Capital

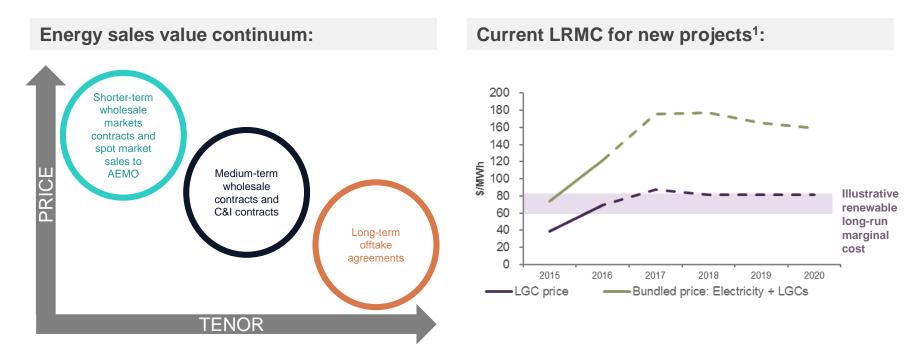
Cherry Tree

<sup>&</sup>lt;sup>1</sup> Capital solar farm can use the existing Woodlawn wind farm connection agreement to access the grid

## Financing growth

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Investment decisions will be underpinned by multiple channels to market – creating diversity of tenor, credit and leaving the option for market opportunity to drive further value



#### Offtake

- Retail PPAs can underpin construction but will not of themselves deliver Infigen's required investment returns
- Infigen targets a balance of channels to markets, varying over time depending on market opportunity and risk appetite

<sup>&</sup>lt;sup>1</sup> Source: ASX Energy, Mercari. Electricity price based on NSW actual and futures price

- 1. The energy market in Australia is in transition. Renewable generation is becoming more cost competitive and is an accepted essential part of the future energy market. The combination of renewable technologies and storage can offer secure and reliable supply in Australia's lower emissions economy
- 2. Infigen is a leading generator in the Australian renewable energy sector with a geographically diversified portfolio of operating assets. Its growth ambitions are supported by a pipeline of well-advanced development projects
- 3. Infigen is continuing to diversify its channels to market to improve revenue stability and underpin development of its growth opportunities
- 4. The \$151 million equity raising is the first step in achieving Infigen's objective of creating a capital structure that better supports its business strategy



## Operating assets and those under construction



| Asset                                   | State | Commercial<br>operation<br>date | Nameplate<br>capacity<br>(MW) | Capacity<br>factor <sup>6</sup><br>(1H17) | FY17<br>marginal<br>loss<br>factor <sup>1</sup> | O&M services<br>agreement end<br>date   | Power<br>contracted | LGCs<br>contracted   | Contract end date                      | Customer   |
|---|-------|---------------------------------|-------------------------------|---|---|---|---------------------|----------------------|--|--|
| Alinta<br>wind farm                     | WA    | Jul 2006                        | 89.1                          | 46%                                       | 0.9519  | Post-warranty:<br>Dec 2017              | 100%                | 100%                 | Power: Jun<br>2026<br>LGC: Jan<br>2021 | Power: Alinta<br>Energy<br>LGC: Alinta Energy<br>& AGL |
| Capital wind farm                       | NSW   | Jan 2010                        | 140.7                         | 35%                                       | 0.9931  | Post-warranty:<br>Dec 2017 <sup>2</sup> | 90-100%³            | 50-100% <sup>3</sup> | Power & LGC:<br>Feb 2030               | SDP & merchant   |
| Lake Bonney 1 wind farm                 | SA    | Mar 2005                        | 80.5                          | 32%                                       | 0.8768  | Post-warranty:<br>Dec 2017              | -                   | -                    | -                                      | Merchant   |
| Lake Bonney 2 wind farm                 | SA    | Sep 2008                        | 159.0                         | 33%                                       | 0.8768  | Post-warranty:<br>Dec 2017              | -                   | -                    | -                                      | Merchant   |
| Lake Bonney 3 wind farm                 | SA    | Jul 2010                        | 39.0                          | 34%                                       | 0.8768  | Post-warranty:<br>Dec 2017              | 100%                | -                    | Power: Dec<br>2018                     | Power: Alinta<br>Energy<br>LGC: merchant               |
| Woodlawn<br>wind farm                   | NSW   | Oct 2011                        | 48.3                          | 42%                                       | 0.9931  | Post-warranty:<br>Dec 2017 <sup>2</sup> | -                   | 100%                 | LGC: Sep<br>2020                       | Power: merchant<br>LGC: Origin Energy                  |
| Capital East<br>Solar Farm <sup>4</sup> | NSW   | Sep 2013                        | 0.1                           | -   | -   | -                                       | -                   | -                    | -                                      | Merchant   |
| Bodangora <sup>5</sup>                  | NSW   | Scheduled<br>August 2018        | Expected ~113.0               | Expected ~36%                             | N/A   | 20 years from commercial operation      | 60%                 | 60%                  | Power & LGC:<br>Dec 2030               | EnergyAustralia & merchant                             |
| Total                                   |       |                                 | 669.7                         |   |   |   |                     |                      |  |  |

<sup>&</sup>lt;sup>1</sup> AEMO published annual marginal loss factors

<sup>&</sup>lt;sup>2</sup> Infigen has option to extend to December 2022

<sup>&</sup>lt;sup>3</sup> Effectively all output is contracted when Sydney Desalination Plant (SDP) is operating. Approximately 50% of LGCs are sold on a merchant basis when the plant is not operating

<sup>&</sup>lt;sup>4</sup> Capital East Solar farm is a 0.12 MW solar photovoltaic (PV) and energy storage demonstration facility

<sup>&</sup>lt;sup>5</sup> Bodangora is under construction and scheduled to complete within ~18 months

<sup>&</sup>lt;sup>6</sup> Capacity Factor in this table reflects actual production for the period 1 July 2016 to 31 December 2016

## Development pipeline

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Infigen continues to assess and advance its portfolio of development opportunities. Attractive projects selected for late stage development are expected to be funded through a combination of debt, equity, and operating cash flows where available

| Development project               | State /<br>Territory | Capacity (MW) | External development approval status <sup>1</sup> | Approval date | Connection status                      |
|-----------------------------------|----------------------|---------------|---|---------------|--|
| Batchelor solar farm              | NT                   | ~10           | In progress                                       | N/A           | Intermediate                           |
| Bluff solar farm                  | QLD                  | ~100          | In progress                                       | N/A           | Intermediate                           |
| Bogan River solar farm            | NSW                  | 12            | Approved  | Dec 2010      | Intermediate                           |
| Bowen solar farm                  | QLD                  | 30-40         | In progress                                       | N/A           | Intermediate                           |
| Capital solar farm                | NSW                  | 50            | Approved  | Dec 2010      | Offer received                         |
| Capital 2 wind farm               | NSW                  | 90-100        | Approved  | Nov 2011      | Offer received                         |
| Cherry Tree wind farm             | VIC                  | 45-55         | Approved  | Nov 2013      | Advanced                               |
| Cloncurry solar farm              | QLD                  | 30            | In progress                                       | N/A           | Early                                  |
| Flyers Creek wind farm            | NSW                  | 110-145       | Approved  | Mar 2014      | Intermediate                           |
| Forsayth wind farm <sup>2</sup>   | QLD                  | ~70           | Approved  | Feb 2014      | Revised connection offe being prepared |
| Manton Dam solar farm             | NT                   | ~12           | In progress                                       | N/A           | Intermediate                           |
| Mt Benson wind farm               | SA                   | 150           | Approved  | Jun 2012      | Early                                  |
| Walkaway 2 wind farm <sup>3</sup> | WA                   | ~41           | Approved  | Dec 2008      | Intermediate                           |
| Walkaway 2 solar farm³            | WA                   | ~45           | Approved  | July 2016     | Intermediate                           |
| Walkaway 3 wind farm <sup>3</sup> | WA                   | ~310          | Approved  | Dec 2008      | Early                                  |
| Woakwine wind farm                | SA                   | ~300          | Approved  | Jun 2012      | Intermediate                           |
| Total (Infigen equity interests)  |                      | ~1,130        |   |               |  |

<sup>&</sup>lt;sup>1</sup> Although a number of government development approvals have been obtained, in order to proceed to a final investment decision there are a significant number of key project aspects that must be finally determined and further agreements (e.g. connection, equipment supply, financing) that must be secured for each of the developments. As such, there is no guarantee that any of the projects noted above will be progressed to financial close

<sup>&</sup>lt;sup>2</sup> Infigen has a 50% equity interest

<sup>3</sup> Infigen has a 32% equity interest

## Pro-forma balance sheet

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# A summarised balance sheet is presented below reflecting the impact of the equity raising and pro-forma adjustments

| Balance sheet<br>A\$ in millions | 31 Dec 2016<br>(Reported) | Issue of Stapled<br>Securities | Bodangora<br>acquisition | Bodangora<br>initial<br>commitments | Manildra<br>disposal | 31 Dec 2016<br>(Pro Forma) |
|----------------------------------|---------------------------|--------------------------------|--------------------------|-------------------------------------|----------------------|----------------------------|
| Cash                             | 144.7                     | 145.0                          | (6.2)                    | (74.0)                              | 5.1                  | 214.6                      |
| Restricted cash Bodangora        | -                         | -                              | -                        | 55.9                                | -                    | 55.9                       |
| Inventory of LGCs                | 43.5                      | -                              | -                        | -                                   | -                    | 43.5                       |
| Receivables                      | 18.5                      | -                              | -                        | -                                   | -                    | 18.6                       |
| Property, plant and equipment    | 760.7                     | -                              | -                        | 18.1                                | -                    | 778.8                      |
| Intangible assets                | 121.3                     | -                              | 17.5                     | -                                   | (0.8)                | 137.9                      |
| Investments in associates        | 1.4                       | -                              | (0.6)                    | -                                   | -                    | 0.8                        |
| Deferred tax assets <sup>1</sup> | 32.1                      | -                              | -                        | -                                   | (1.3)                | 30.8                       |
| Derivative financial assets      | 0.9                       | -                              | -                        | -                                   | -                    | 0.9                        |
| Total assets                     | 1,123.1                   | 145.0                          | 10.7                     | -                                   | 3.0                  | 1,281.8                    |
| Payables                         | 9.2                       | -                              | -                        | -                                   | -                    | 9.2                        |
| Provisions                       | 9.7                       | -                              | -                        | -                                   | -                    | 9.7                        |
| Borrowings <sup>2</sup>          | 709.9                     | -                              | -                        | -                                   | -                    | 709.9                      |
| Derivative liabilities           | 75.5                      | -                              | -                        | -                                   | -                    | 75.5                       |
| Deferred tax liabilities         | -                         | -                              | 4.9                      | -                                   | -                    | 4.9                        |
| Total liabilities                | 804.2                     | -                              | 5.0                      | -                                   | -                    | 809.1                      |
| Net assets                       | 318.9                     | 145.0                          | 5.7                      |                                     | 3.0                  | 472.7                      |

Note: Refer to Appendix A in the investor presentation (3 April 2017) for a statutory balance sheet presentation and notes to explain the basis of preparation and each of the pro-forma adjustments. Certain balance sheet numbers do not sum due to rounding (i.e. \$0.1m difference in Bodangora acquisition column).

<sup>1</sup> Provided the various conditions for loss utilisation are satisfied, then Infigen, based on current expectations, does not expect to pay Australian income tax on profits generated in the short to medium term

<sup>&</sup>lt;sup>2</sup> Includes Global Facility (\$677m), Woodlawn Project Finance Facility (\$37m) less \$4m of amortised loan costs

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