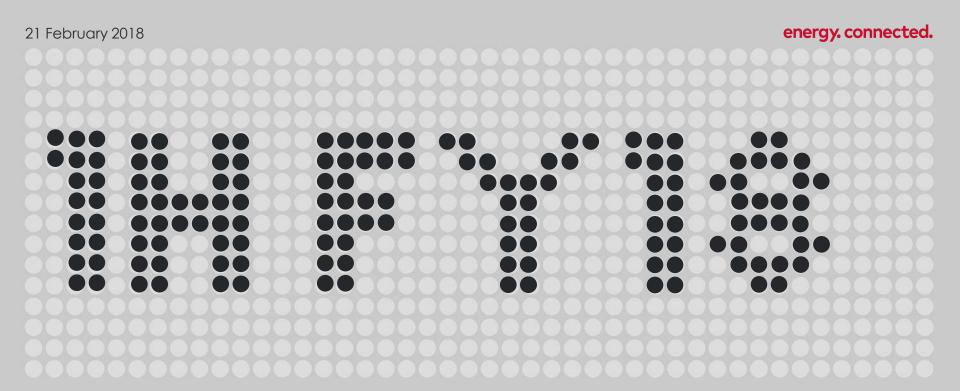
# financial results for half year ended 31 December 2017.





#### disclaimer



This presentation has been prepared by Australian Pipeline Limited (ACN 091 344 704) as responsible entity of the Australian Pipeline Trust (ARSN 091 678 778) and APT Investment Trust (ARSN 115 585 441) (APA Group).

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All references to dollars, cents or '\$' in this presentation are to Australian currency, unless otherwise stated.

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APA Group believes that there are reasonable grounds for these forward looking statements and due care and attention have been used in preparing this presentation. However, the forward looking statements, opinions and estimates provided in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions and are subject to risk factors associated with the industries in which APA Group operates. Forward-looking statements, opinions and estimates are not guarantees or predictions of future performance and involve known and unknown risks and uncertainties and other factors, many of which are beyond the control of APA Group, and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct. There can be no assurance that actual outcomes will not materially differ from these forward-looking statements, opinions and estimates. A number of important factors could cause actual results or performance to differ materially from such forward-looking statements, opinions and estimates.

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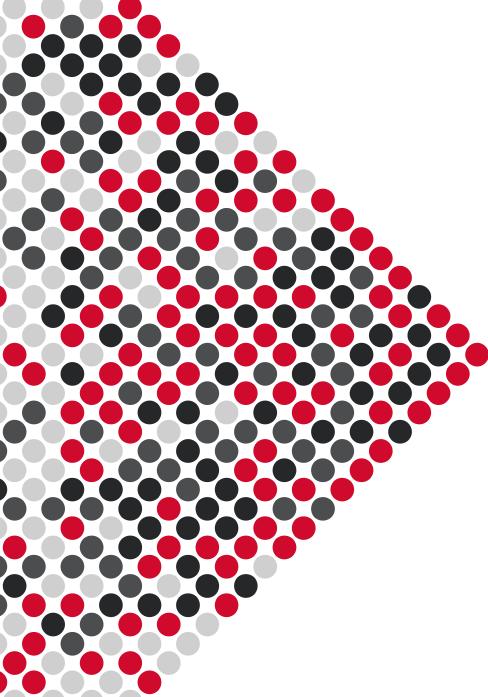
Investment risk: An investment in securities in APA Group is subject to investment and other known and unknown risks, some of which are beyond the control of APA Group. APA Group does not guarantee any particular rate of return or the performance of APA Group.

**Non-IFRS financial measures: APA Group** results are reported under International Financial Reporting Standards (**IFRS**). However, investors should be aware that this presentation includes certain financial measures that are non-IFRS financial measures for the purposes of providing a more comprehensive understanding of the performance of the **APA Group**. These non-IFRS financial measures include EBIT, EBITDA and other "normalised" measures. Such non-IFRS information is unaudited, however the numbers have been extracted from the audited financial statements.

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**Non-GAAP financial measures:** Investors should be aware that certain financial data included in this presentation are "non-GAAP financial measures" under Regulation G of the U.S. Securities Exchange Act of 1934, as amended. These measures are EBITDA, normalised EBITDA and statutory EBITDA. The disclosure of such non-GAAP financial measures in the manner included in the presentation may not be permissible in a registration statement under the U.S. Securities Act. These non-GAAP financial measures do not have a standardised meaning prescribed by Australian Accounting Standards and therefore may not be comparable to similarly titled measures presented by other entities, and should not be construed as an alternative to other financial measures determined in accordance with Australian Accounting Standards. Although **APA Group** believes these non-GAAP financial measures provide useful information to users in measuring the financial performance and condition of its business, investors are cautioned not to place undue reliance on any non-GAAP financial measures included in this presentation.





# results overview and strategic highlights

Mick McCormack Managing Director and CEO.

#### 1H FY18 highlights



\$ million	1H FY18	1H FY17	chang	е
Statutory results				
Revenue excluding pass-through(1)	954.7	954.3	steady	-
EBITDA	755.3	759.7	steady	0.6%
Net profit after tax	124.0	139.8	down	11.3%
Operating cash flow <sup>(2)</sup>	462.5	518.2	down	10.8%
Operating cash flow per security (cents)	41.5	46.5	down	10.8%
Distributions				
Distributions per security (cents)	21.0	20.5	up	2.4%

#### Notes:

- (1) Pass-through revenue is revenue on which no margin is earned.
- (2) Operating cash flow = net cash from operations after interest and tax payments



#### results overview



- Sound results delivered and in line with FY2018 guidance expectations
  - On track to deliver growing portfolio of committed growth projects in FY2018-19
  - Enhanced services offering customers more options, flexibility, clarity and simplicity

#### **East Coast Grid**

- Committed projects on track:
  - Reedy Creek (May 2018)
  - Darling Downs Solar Farm (late 2018)
  - Orbost Processing Plant: acquisition completed in November 2017 and refurbishment underway (mid-2019)
- Uniquely integrated bi-directional and multi-asset, flexible services to meet customer needs
- Recently refreshed pipeline service offerings providing more options, flexibility and clarity for customers
- Pricing methodology published

#### Western Australia

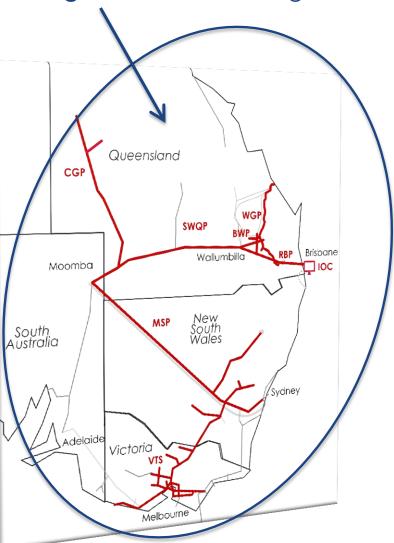
- Emu Downs Solar Farm commissioning underway
- Mt Morgans Gas Pipeline commissioned in January 2018
- Committed projects on track:
  - Badgingarra Wind Farm
  - Yamarna Gas Pipeline and Power Station
- Refreshed service offerings to be rolled out by June 2018



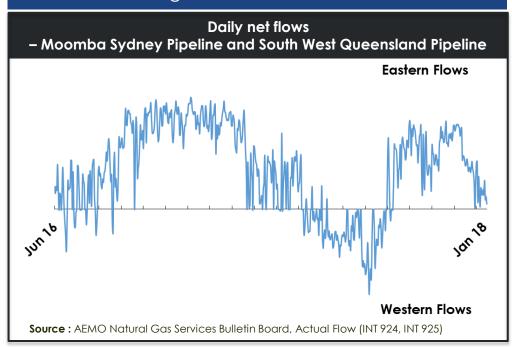
#### market dynamics – East Coast Grid



15 new GTA's on non-scheme pipelines, commercially negotiated since 1 August 2017

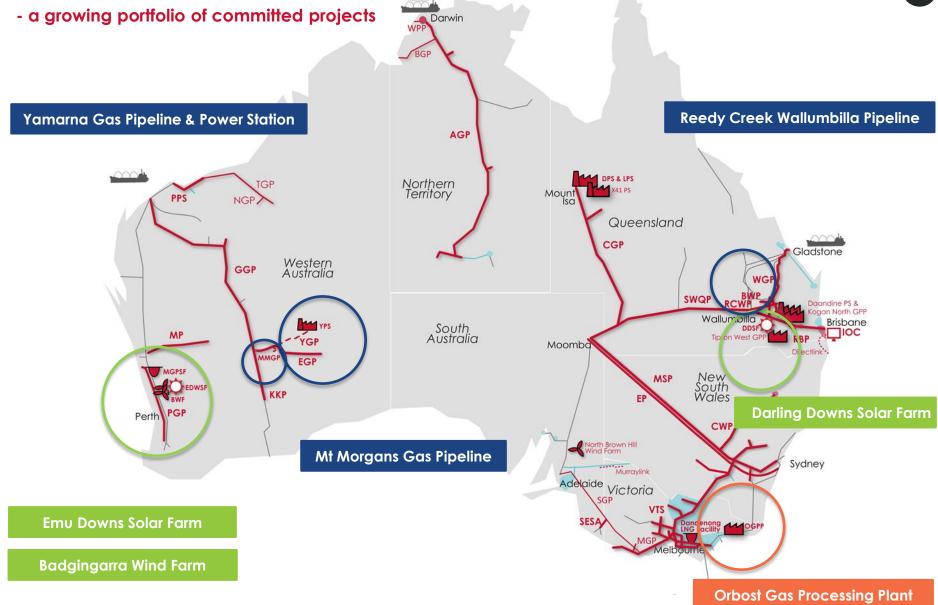


- Dynamic eastern Australia energy market
- Changing customer needs
  - point-to-point is yesteryear
  - require greater flexibility & seamlessness
- APA continues to innovate to help customers manage their energy portfolios
- Product offerings and services refresh



#### a record capex program – FY2018 & FY2019









## financial performance

Peter Fredricson Chief Financial Officer.

#### summary results



\$ million	1H FY18	1H FY17	Change
Revenue excluding pass-through(1)	954.7	954.3	•
EBITDA	755.3	759.7	(0.6%)
Depreciation and amortisation	(289.1)	(282.0)	(2.5%)
EBIT	466.1	477.7	(2.4%)
Net interest expense	(262.6)	(254.7)	(3.1%)
Pre-tax profit	203.5	223.0	(8.7%)
Tax	(79.5)	(83.1)	4.3%
Net profit after tax	124.0	139.8	(11.3%)
Operating cash flow	462.5	518.2	(10.8%)
Operating cash flow per security (cents)	41.5	46.5	(10.8%)

**Notes:** Numbers in the table may not add due to rounding.

<sup>(1)</sup> Pass-through revenue is revenue on which no margin is earned.

#### 1H FY18 result: EBITDA by business segment



\$ million	1H FY18	1H FY17	Change
Energy Infrastructure			
Queensland	474.0	<sup>460.9</sup> <b>1</b>	0.007
New South Wales	71.8	80.8	0.8%
Victoria & South Australia	71.5	79.4	(9.9%)
Northern Territory	11.4	10.0	13.8%
Western Australia	117.0	120.5	(2.9%)
Energy Infra total	745.8	751.7	(0.8%)
Asset Management	25.9	25.2	2.9%
Energy Investments	11.9	12.5	(5.1%)
Corporate costs	(28.3)	(29.7)	4.7%
Total EBITDA	755.3	759.7	(0.6%)
CC/EBITDA <sup>(1)</sup>	3.6%	3.8%	



1H FY17 EBITDA

1H FY18 EBITDA Bridge

 $\textbf{Notes:} \ \text{Numbers in the table may not add due to rounding.}$ 

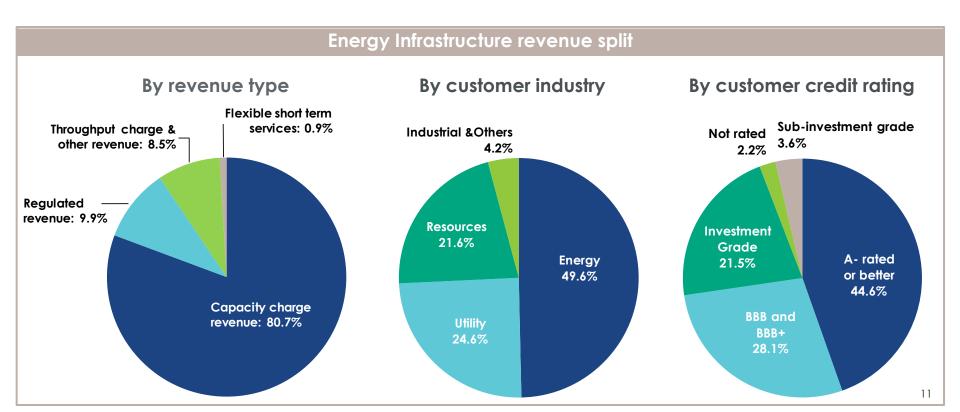
(1) As a % of EBITDA before Corporate costs.

1H FY18 EBITDA

#### low risk business model



- APA has solid risk management processes in place
- Continue to manage counterparty risks by:
  - Diversification of customers and industry exposures
  - Assessment of counterparty creditworthiness
  - Entering into long term contracts to support major capital spend
- Revenue weighted average contract tenor remaining: 13.5 years



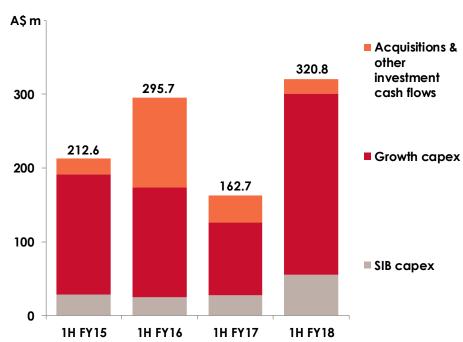
#### capital expenditure and investment cash flows



411 = 1/4 6	
1H FY18	1H FY17
22.4	46.6
78.9	22.2
120.1	2.6
24.3	27.7
20.0	36.5
265.7	135.7
55.1	27.0
320.8	162.7
	22.4 78.9 120.1 24.3 20.0 265.7 55.1



<sup>(1)</sup> Capital expenditure ("capex") represents cash payments as disclosed in the cash flow statement.

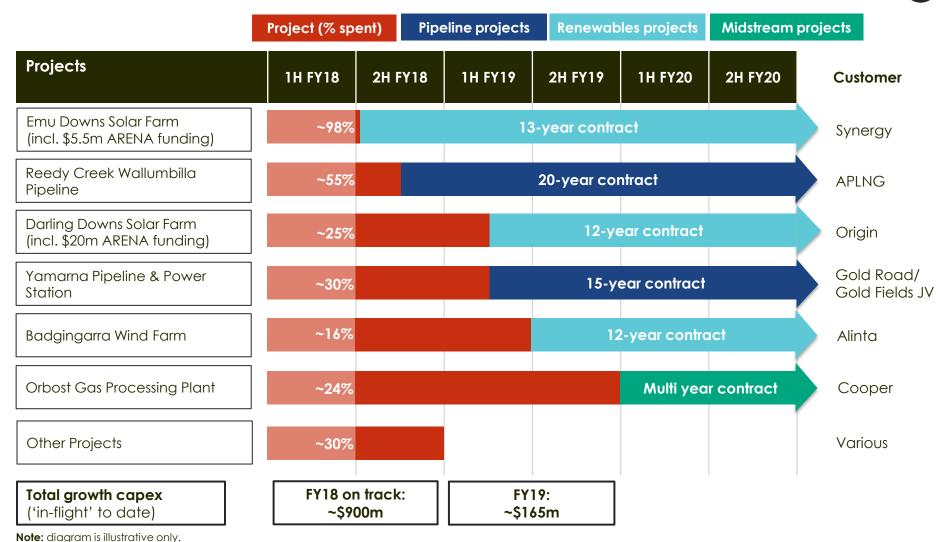


**Notes:** Value of acquisitions represents value of acquisitions as prescribed in the notes to the financial statements.

# VNI expansion (ongoing), SWP Western Haul Expansion Renewable generation: Darling Downs Solar Farm, Emu Downs Solar Farm, Badgingarra Wind Farm Reedy Creek Wallumbilla Pipeline Yamarna Gas Pipeline and Power Station Mt Morgans Gas Pipeline Orbost Gas Processing Plant acquisition

#### on track to deliver growth projects





\$200+ million incremental revenue to be delivered in FY20 through new projects

#### capital management



- \$500 million equity raising announced in line with APA's capital management strategy of supporting growth and investment with appropriate funding
- Cash and committed undrawn facilities of around \$1,350 million as at 31 December 2017 to meet the continuing needs of the business
- Credit ratings: S&P BBB (outlook Stable, confirmed Dec 2017), Moody's Baa2 (outlook Stable, confirmed Aug 2017)
- Key capital ratios are as follows:

Metrics <sup>(1)</sup>	Dec 2017	Jun 2017	Jun 2016
Gearing <sup>(1, 2)</sup>	68.9%	67.4%	66.4%
Interest cover ratio	2.6 times	2.8 times	2.6 times
Average interest rate applying to drawn debt(1, 3)	5.60%	5.56%	5.78%
Interest rate exposure fixed or hedged	94.4%	94.5%	86.5%
Average maturity of senior facilities	7.0 years	7.5 years	7.4 years

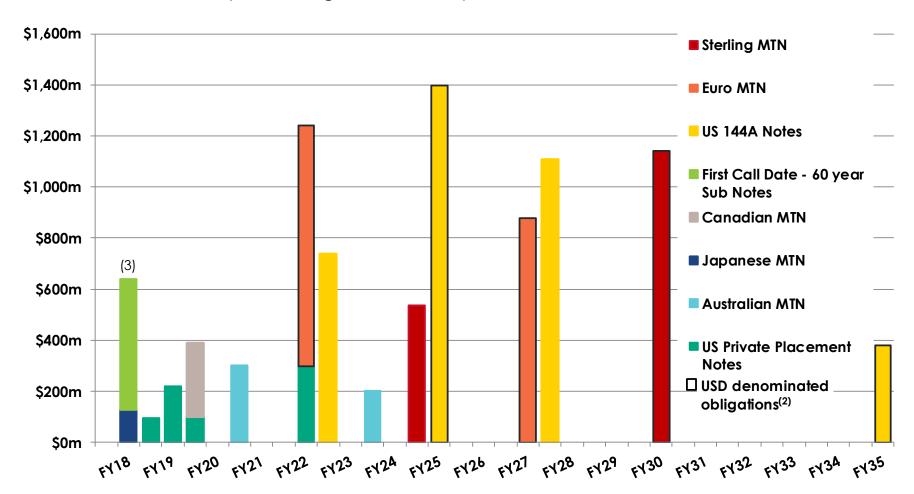
#### Notes:

- (1) For the purpose of the calculation, drawn debt that has been kept in USD (rather than AUD) and is in a designated hedge relationship with USD revenue, has been nominally exchanged at AUD/USD exchange rates of 0.7772 for Euro and GBP MTN issuances and 0.7879 for the US144A notes at respective inception dates.
- (2) Ratio of net debt to net debt plus book equity.
- (3) Includes \$515 million of Subordinated Notes.

#### debt maturity profile



APA maintains diversity of funding sources and spread of maturities (1)



#### Note:

- (1) APA debt maturity profile as at 31 December 2017.
- (2) USD denominated obligations translated to AUD at the prevailing rate at inception (USD144A AUD/USD=0.7879, EMTN & Sterling AUD/USD=0.7772).
- (3) Subordinated Notes first call date of 31 March 2018. Contractual maturity date is 30 September 2072.

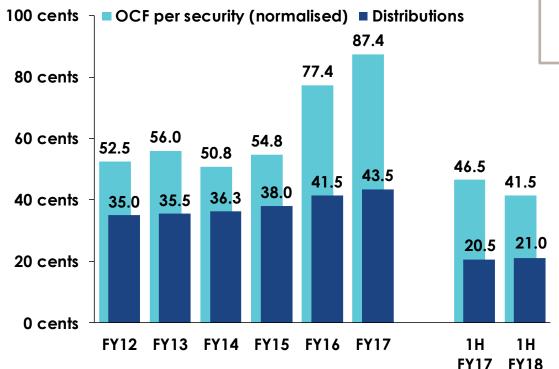
#### fully covered distributions



Distribution components:

21.0 cents

5.83 cents APT franked profit distribution
2.47 cents APT unfranked profit distribution
7.29 cents APT capital distribution
3.03 cents APTIT profit distribution
2.38 cents APTIT capital distribution



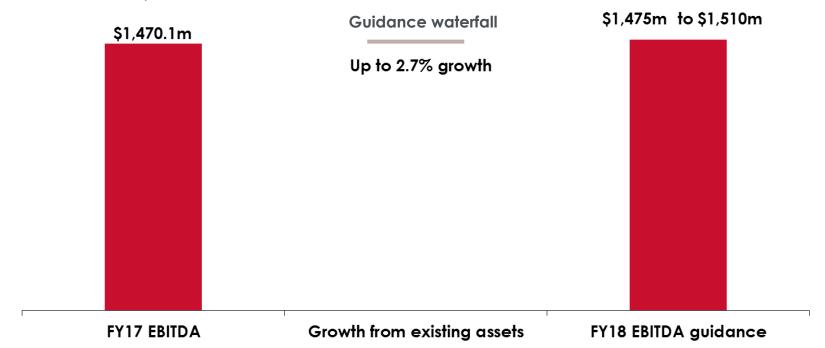
#### Franking Credits

- APA cash tax payer calendar 2017
- Franking credits of 2.5 cents per security allocated to the interim APT profit distribution
- Expect future profits from APT to be distributed with some level of franking credits

#### FY18 guidance



- Based on current operating plans and available information, EBITDA for FY2018 is expected to be
  in the range of \$1,475 million to \$1,510 million<sup>(1)</sup>
- Net interest costs for FY2018 expected within a range of \$510 million to \$515 million, down from \$525 million to \$535 million
- Distributions per security for FY2018 expected to be in the order of 45.0 cents per security, with the 2.5 cents per security of franking credits announced for the half year and any further franking credits that may be allocated to the final distribution attaching to that cash payout
- Committed capex on track for FY2018 and FY2019







#### customers – clarity, flexibility, simplicity



#### APA services refresh:





Increased choice from a range of simpler and more flexible service offerings.



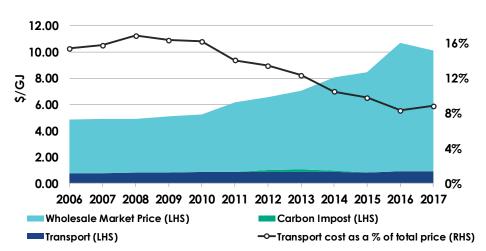
The ability to trade gas and pipeline capacity with access to services.



Better pricing through the removal of most ancillary fees and charges from both existing and future contracts.

- → Customers can better manage their gas portfolios
- → Facilitating gas market liquidity

#### Wholesale gas price – East Coast gas market average



**Source:** Gas Trend Report, Large industrial customer data, Jan 2018, Oakley Greenwood, commissioned for the Department of Industry, Innovation and Science

- Gas transportation costs have not increased in real terms in 15 years
- Gas transport costs have decreased as a % of the wholesale gas price
- Customers needs are varied
- Pricing methodology aligns with APA's low risk business model while ensuring business sustainability
- APA is part of the GMRG working groups developing the detail of the remaining GMRG initiatives

#### energy industry working together



#### **Energy Industry Consumer Charter**



- Whole of energy industry supply chain initiative (gas & electricity)
- Principles based disclosure regime focused on consumer outcomes
- Recognises the key role consumers & consumer groups have in holding the industry to account
- Commitments from 12 industry CEO's across the supply chain
- Support from Energy Consumers Australia



#### **Consumer Charter Commitment**

We each recognise the importance of the energy industry as a whole delivering energy to end users in accordance with community expectations.

We are committed to developing industry culture and solutions that are required to deliver on that purpose.

To that end, we each support the development of a Consumer Charter consistent with that purpose that will:

- span the whole industry supply chain across gas and electricity, including generators, distributors and retailers, noting the integral relationship between gas and electricity
- be a disclosure based regime against end user outcome focused principles
- recognise the important role to be played by consumers and consumer groups in holding the industry to account against such principles.

#### APA's uniquely integrated energy assets



#### Assets and Investments Glossarv

**AGP** Amadeus Gas Pipeline **BGP** Bonaparte Gas Pipeline **BWF** Badainaarra Wind Farm

Berwyndale Wallumbilla Pipeline **BWP** CGP Carpentaria Gas Pipeline Central Ranges Pipeline & **CRP** 

distribution network

**CWP** Central West Pipeline **DDSF** Darling Downs Solar Farm DPS & LPS Diamantina & Leichhardt

Power Stations

**EGP** Eastern Goldfields Pipeline

**EDWSF** Emu Downs Wind and Solar Farms

Ethane Pipeline EP

**GGP** Goldfields Gas Pipeline Integrated Operations Centre IOC

KKP Kalaoorlie Kambalda Pipeline MP Mid west Pipeline

MGP Mortlake Gas Pipeline **MGPSF** Mondarra Gas Processing &

Storage Facility

**MMGP** Mt Morgans Gas Pipeline MSP Moomba Sydney Pipeline

NGP Nifty Gas Pipeline

**OGPP** Orbost Gas Processing Plant PGP Parmelia Gas Pipeline PPS Pilbara Pipeline System

RBP Roma Brisbane Pipeline **RCWP** Reedy Creek Wallumbilla Pipeline South East South Australia Pipeline **SESA** 

SEA Gas Pipeline SGP

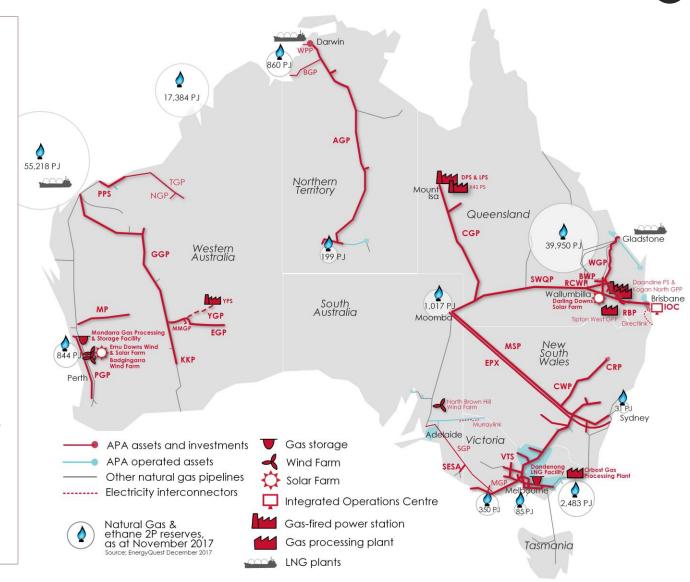
**SWQP** South West Queensland Pipeline

**TGP** Tipton Gas Pipeline

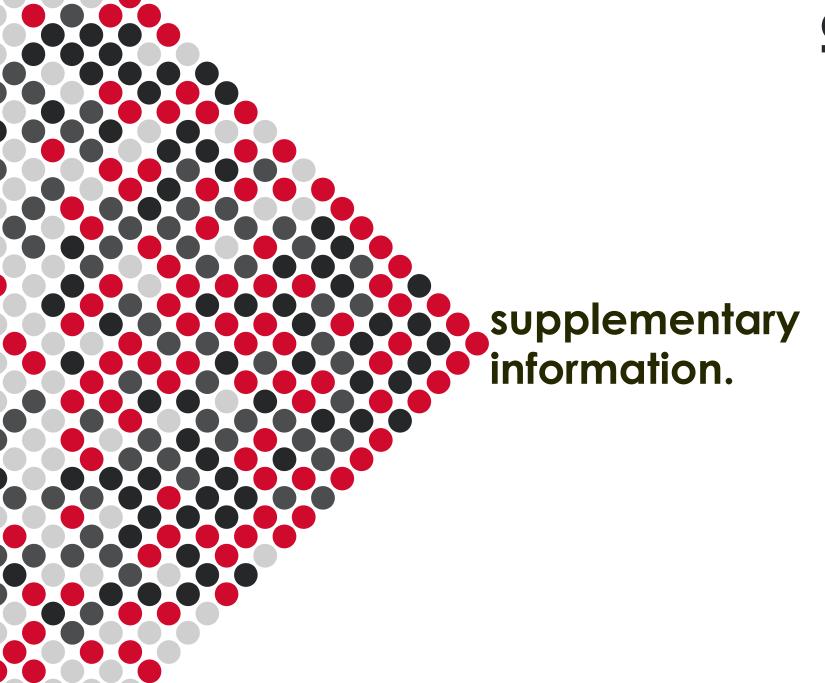
VTS Victorian Transmission System WGP Wallumbilla Gladstone Pipeline

Wickham Point Pipeline WPP X41 X41 Power Station YGP Yamarna Gas Pipeline

YPS Yamarna Power Station



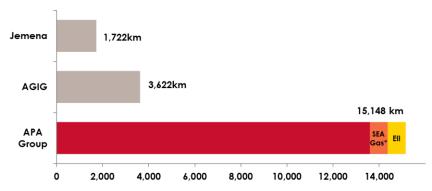




#### snapshot of APA



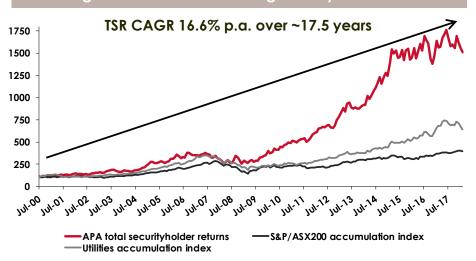
Australian gas transmission pipeline ownership by kilometres ~ APA is Australia's largest gas pipeline owner ~



Note: includes SEA Gas Pipeline and Mortlake Pipeline

**Source:** AER State of the Energy Market May 2017; Company reports; APA data as at 29 Dec 2017 and includes the Ethane Pipeline.

Total securityholder returns since listing vs index ~ Strong track record of delivering securityholder returns ~



APA Overview	(Ticker: APA AU)
Market cap	A\$9.2 billion (as at 20 Feb 2018)
ASX rank	S&P/ASX 50
Credit rating	Moody's: Baa2 (outlook Stable) S&P: BBB (outlook Stable)
Assets owned/ operated	In excess of \$20 billion  Gas transmission <sup>(1)</sup> 15,148 km transmission pipelines Underground & LNG gas storage  Gas distribution <sup>(2)</sup> >28,600 km gas mains & pipelines 1.4 million gas consumers  Other energy infrastructure <sup>(3)</sup> 585 MW power generation 244 km HV electricity transmission Gas processing plants
Employees	~1,700

#### Notes:

- (1) Includes 100% of pipelines operated by APA Group, which form part of Energy Investments segment, including SEA Gas and Ell.
- (2) Includes 100% of assets operated by APA Group in Queensland, New South Wales, Victoria and South Australia.
- (3) Does not include infrastructure under construction or commissioning.

#### group structure



- APA is a stapled structure comprising two registered managed investment schemes:
  - Australian Pipeline Trust (ARSN 091 678 778)
  - APT Investment Trust (ARSN 115 585 441) is a pass-through trust
- Australian Pipeline Limited (ACN 091 344 704)
   is the responsible entity of APT and APTIT
- APA is listed as a stapled structure on the Australian Securities Exchange
- The units of APT and APTIT are stapled and must trade and otherwise be dealt with together
- APT Pipelines Limited (ABN 89 009 666 700) is APA's borrowing entity, a company wholly owned by APT, and the owner of the majority of APA's operating assets and investments
- Australian Pipeline Trust
  (APT)

  Australian Pipeline Limited
  (Responsible Entity)

  APT Pipelines Ltd

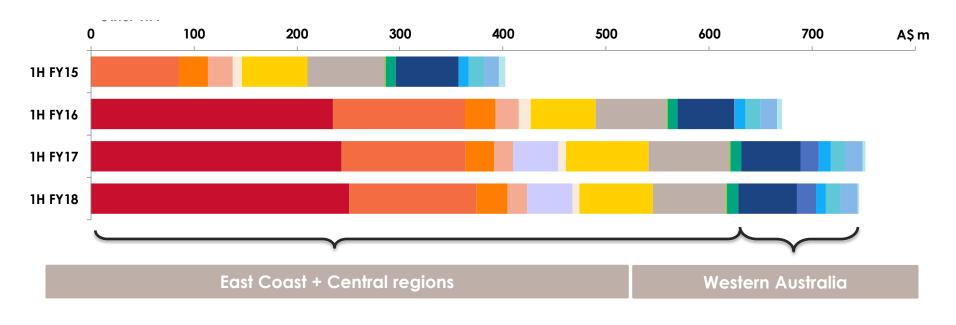
  Operating assets and investments

  Passive investments

- Reporting business segments
  - Energy Infrastructure: APA's wholly or majority owned energy infrastructure assets
  - Asset Management: provision of asset management and operating services for the majority of APA's investments
  - Energy Investments: interests in energy infrastructure investments

#### 1H FY18 operational summary – Energy Infrastructure





- Wallumbilla Gladstone Pipeline
- Carpentaria Gas Pipeline
- Moomba Sydney Pipeline
- Amadeus Gas Pipeline
- Emu Downs Wind Farm
- Other WA

- South West Queensland Pipeline
- Diamantina Power Station
- Victorian Transmission System
- Goldfields Gas Pipeline
- Pilbara Pipeline System

- Roma Brisbane Pipeline
- Other Qld assets
- SESA Pipeline
- Eastern Goldfields Pipeline
- Mondarra Gas Storage

# 1H FY18 operational summary – Asset Management, Energy Investments and Corporate costs



#### **Asset Management**

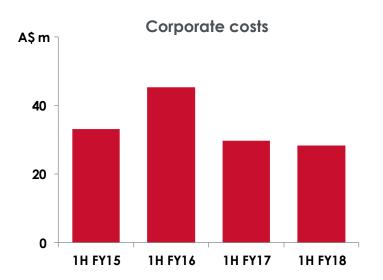
- Connections growth, primarily attributable to new housing A\$ m developments, as natural gas continues to be a fuel of choice for household cooking, hot water and heating
- Customer contribution average remains ~\$10m p.a.

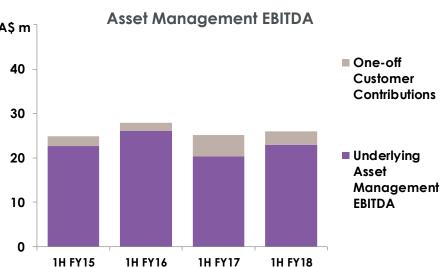
#### **Energy Investments**

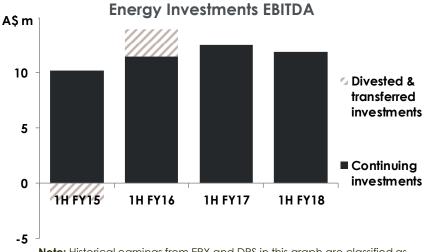
 Marginally lower contribution due to an increase in the effective tax rate of associates

#### Corporate costs

Continued focus on reducing corporate costs





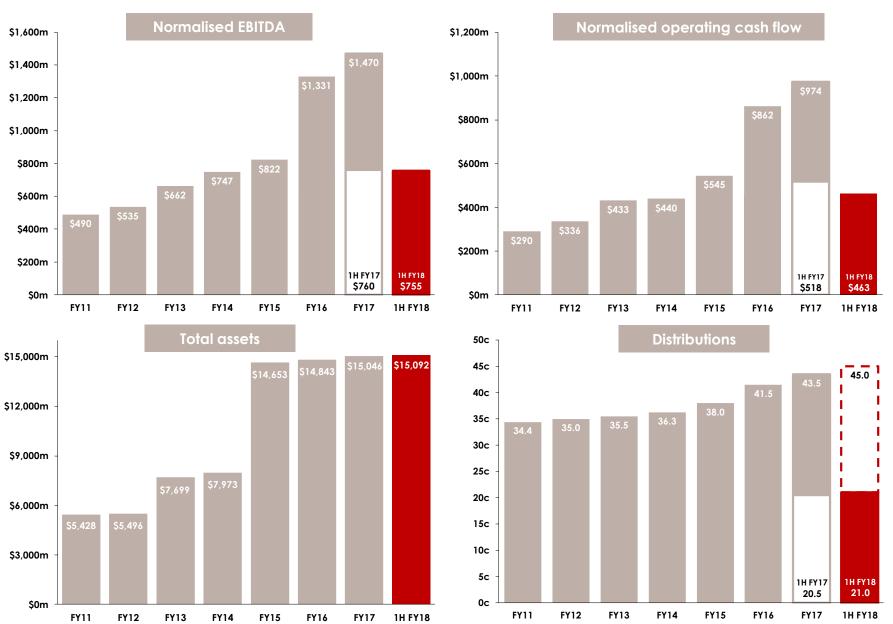


**Note:** Historical earnings from EPX and DPS in this graph are classified as Divested & transferred investments.

26

#### continued growth momentum





#### debt facilities



Total committed debt facilities at 31 December 2017

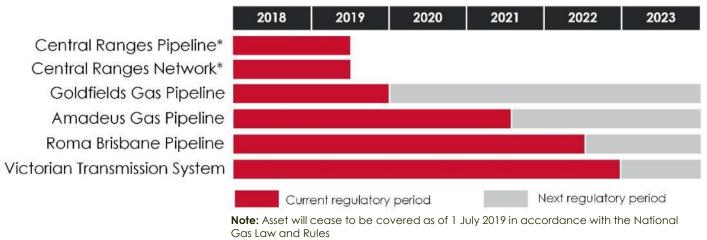
\$ million	Facility amount	Drawn amount	Tenor
2015, 2016 & 2017 Bilateral bank facilities	550	-	2 to 4.6 year facilities maturing between May 2018 to July 2022
2015 Syndicated bank facilities	519	-	3.25 and 5.25 year tranches maturing September 2018 and 2020
2003 US Private placement	96	96	15 year tranche maturing September 2018
2007 US Private placement	516	516	12 and 15 year tranches maturing May 2019 and 2022
2009 US Private placement	99	99	10 year tranche maturing July 2019
2010 AUD Medium Term Notes	300	300	10 year tranche maturing July 2020
2012 JPY Medium Term Notes	126	126	6.5 year tranche maturing in June 2018
2012 CAD Medium Term Notes	289	289	7.1 year tranche maturing in July 2019
2012 US144a/Reg S Notes	735	735	10 year tranche maturing October 2022
2012 GBP Medium Term Notes	536	536	12 year tranche maturing in November 2024
2012 Subordinated Notes	515	515	60 year term, first call date March 2018
2015 US144a/Reg S Notes(1)	1,777	1,777	10 and 20 year tranches maturing March 2025 and March 2035
2015 GBP Medium Term Notes(1)	1,140	1,140	15 year tranche maturing March 2030
2015 EUR Medium Term Notes(1)	1,826	1,826	7 and 12 year tranches March 2022 and 2027
2016 AUD Medium Term Notes	200	200	7 year tranche maturing October 2023
2017 US144a/Reg S Notes	1,109	1,109	10.3 year tranche maturing July 2027
Total	10,333	9,264	

Note: (1) USD denominated obligations translated to AUD at the prevailing rate at inception (USD144A - AUD/USD=0.7879, EMTN & Sterling - AUD/USD=0.7772)

#### regulatory update



- Approximately 9.9% of APA's Energy Infrastructure revenues in 1H FY18 was regulated revenue
- APA's major regulatory resets over the next few years are as follows:



- Roma Brisbane Pipeline access arrangement review
  - In November 2017, the Australian Energy Regulator published its final decision on the Roma Brisbane Access Arrangement which will apply from 1 January 2018.
  - The regulator in its decision recognises changes in the pipeline configuration and demand profile since the regulator's last review through the approval of a bi-directional postage stamp tariff structure.
  - The new tariff is in line with that applying in the previous period.
- Victorian Transmission System access arrangement review
  - In November 2017, the Australian Energy Regulator published its final decision on the access arrangement applying to the Victorian Transmission System.
  - The Australian Energy Regulator approved APA's recent significant expansions.
  - Average tariffs will be largely unchanged from the previous period.

#### economic regulation of gas pipelines and networks



#### Regulator

- The Australian Energy Regulator (AER) is responsible for the economic regulation of gas transmission and distribution networks and enforcing the National Gas Law and National Gas Rules in all jurisdictions except Western Australia
- The Economic Regulation Authority of Western Australia (ERA) is the independent economic regulator for Western Australia

#### Access arrangement

- Apply for a term, generally 5 years
- arrangement Set out the terms and conditions of third party access, including
  - At least one reference service that is commonly sought by customers for pipelines, this is generally firm forward-haulage services
  - A reference (benchmark) tariff for the reference service

#### Reference tariff

- Provides a default tariff for customers seeking the reference service but tariffs can also be negotiated for other services
- Defermined with reference to regulated revenue, capacity and volume forecasts

#### Regulated revenue

- Determined using the building block approach to recover efficient costs
  - Forecast operating and maintenance costs
  - Regulatory asset depreciation and
  - Return on value of regulated assets (regulated asset base) based on WACC determination
- WACC based on 60:40 debt equity split

## Regulated asset base (RAB)

- Opening RABs have been settled with the regulator; there are no reassessments for approved RABs
- RABs adjusted every access arrangement period
  - Increased by capital invested into the asset and reduced by regulatory depreciation costs

### Regulatory coverage

- The larger distribution networks and some transmission pipelines are subject to price regulation
- Price regulated assets are those which the regulatory authorities have determined, among other things, demonstrate natural monopoly characteristics and a degree of market power
- Coverage can be revoked
- "Light-handed" regulation is effectively a negotiate/arbitrate regime, where tariffs are negotiated with users and are subject to determination by the regulator only where the customer initiates a dispute





Or visit the APA website at:

www.apa.com.au

