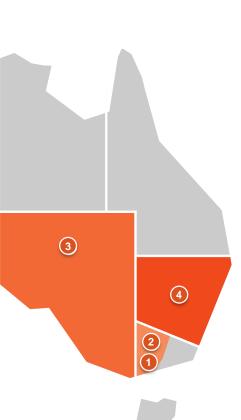


# **CONTENTS**

Introduction	03
Spark Infrastructure's Financial Results	08
Our Investments' Financial Results	12
Efficiency and Growth	21
Regulatory Landscape	26
Future. Energy.	30
Outlook and Guidance	34
Appendix	38

# 1. INTRODUCTION

## **OUR INVESTMENTS**



Spark Infrastructure is Australia's leading ASX-listed network owner. Our assets support economic growth and Australia's future sustainability

**CitiPower** (VPN)

49%

Spark Infrastructure ownership

\$1.93bn

Regulated Asset Base

1,832<sup>(1)</sup> Number of employees

330,000<sup>(2)</sup> Customers

2 Powercor (VPN)

49%

Spark Infrastructure ownership

\$3.97bn

Regulated Asset Base

1,832<sup>(1)</sup> Number of employees

**795,000**<sup>(2)</sup> Customers

**3** SA Power Networks

49%

Spark Infrastructure ownership

\$4.05bn

Regulated Asset Base

2,199 Number of employees

865,000(2) Customers

**4** TransGrid

**15%** 

Spark Infrastructure ownership

\$6.70bn

Regulated and Contracted Asset Base ("RCAB")

1,105

Number of employees

3.6 million

Supplying homes and businesses

- Reported together
- Rounded to nearest thousand

## **OUR STRATEGIC VISION**

Focusing on long term, low risk, value creation

**INVESTMENT PROPOSITION** 

**Delivering long** term value to **Securityholders** by building a quality portfolio of utility style assets

**BUSINESS MODEL** 

**Managing for Performance** 

**Growing Organically** 

**Disciplined External Growth** 

GROWTH IN ASSETS DELIVERING GROWTH IN DISTRIBUTIONS AND LONG TERM VALUE TO **SECURITYHOLDERS** 

## **KEY INVESTMENT PROPOSITION**

#### **Spark Infrastructure: Growing, dynamic utility sector assets**



Leading Efficiency, Reliability and Safety



Strong 2018 Cash Yield of 6.7%<sup>(1)</sup>



**High Cash Flow Visibility to 2020** 



**Growth Opportunities in the New Energy Future** 



Forecast DPS Growth of 4.9% to 16.0 cps in 2018<sup>(2)</sup>



**Strong Investment Grade Credit Ratings** 

SPARK INFRASTRUCTURE OFFERS INVESTORS LONG TERM CASH FLOW STABILITY AND DPS GROWTH

<sup>(1)</sup> Based on 23 February 2018 market price of \$2.40 and 2018 distribution guidance of 16.0 cps

Subject to business conditions

## **2017 HIGHLIGHTS**



Stand-alone operating cash flow<sup>(1)</sup>

\$268m



2017 Distributions<sup>(2)</sup>

15.25 cps



**Total 5 year** securitýholder return<sup>(3)</sup>

105%



Efficiency benchmarking<sup>(4)</sup>

No. 1



Regulated asset base<sup>(5)</sup>

\$5.8bn



Contracted asset base<sup>(6)</sup>

\$355m



Net debt/Regulated & Contracted asset base<sup>(5)</sup>

**74%** 

- (1) Includes repayment of shareholder loans
- (2) 5.2% growth on 2016
- (3) As at 31 December 2017
- (4) Powercor No.1 distribution network service provider in 2016; SA Power Networks No.1 on a state by state comparison in 2016
- (5) On an aggregated proportional basis to Spark Infrastructure
- (6) On 100% TransGrid basis

# 2. SPARK INFRASTRUCTURE'S FINANCIAL RESULTS

## **ADJUSTED PROPORTIONAL PERFORMANCE**

#### Revenue growth and strong cost control has delivered solid EBITDA performance

Adjusted Proportional Results (Spark Infrastructure share) (\$m)	2017	2016	Change
Distribution and transmission revenue <sup>(1)</sup>	940.3	913.0	3.0%
Other revenue	240.4	230.0	4.5%
Total Revenue	1,180.7	1,143.0	3.3%
Operating costs <sup>(2)</sup>	(396.7)	(394.2)	0.6%
Beon margin	3.5	4.1	-14.6%
EBITDA	787.5	752.9	4.6%
Net external finance costs	(171.1)	(174.7)	-2.1%
EBTDA	616.4	578.2	6.6%

<sup>(1) 2016</sup> adjustment:

SPARK INFRASTRUCTURE'S AGGREGATED PROPORTIONAL EBTDA HAS INCREASED BY 6.6%

<sup>-</sup> Excludes TransGrid recovery of unbilled pre-acquisition regulated revenue \$8.3m

<sup>-</sup> Excludes SA Power Networks release of excess December 2016 storm provisions, ultimately not required \$4.0m 2016 adjustment:

<sup>-</sup> Excludes SA Power Networks excess December 2016 storm provisions, ultimately not required \$4.0m

## **OPERATING CASH FLOW**

### Strong VPN and SAPN distributions offset by TransGrid

Operating Cash Flow (\$m)	2017	2016 <sup>(2)</sup>	Change
Investment Portfolio Distributions			
Victoria Power Networks <sup>(1)</sup>	154.4	144.6	6.8%
SA Power Networks	119.1	119.3	-0.2%
TransGrid	10.9	44.5	-75.5%
Total Investment Portfolio Distributions	284.4	308.4	-7.8%
Net interest received/(paid)	0.5	(3.3)	
Corporate expenses	(13.8)	(12.1)	
Project expenses	(3.6)	(2.6)	
Standalone OCF	267.5	290.4	-7.9%
Standalone OCF per Security	15.9 cps	17.3 cps	
Spark Infrastructure Distribution per Security	15.25 cps	14.5 cps	5.2%

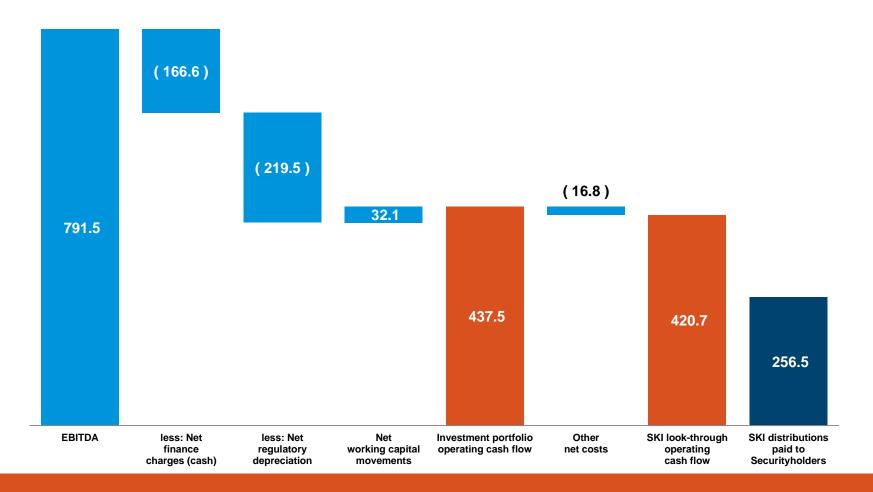
<sup>(1)</sup> Victoria Power Networks distributions include both interest on and repayment of shareholder loans. Repayments of loan principal are classified as investing activities for statutory reporting purposes

#### OUR DISTRIBUTIONS ARE FULLY COVERED BY STANDALONE OPERATING CASH FLOWS

<sup>2016</sup> figures exclude distributions from and finance costs paid on derivative contracts associated with the DUET interest of \$15.2m (net) (exited in 2016)

## LOOK-THROUGH OPERATING CASH FLOW

#### Look-through operating cash flow on a proportional ownership basis



#### DISTRIBUTIONS ARE FULLY COVERED BY LOOK-THROUGH OPERATING CASH FLOW BY 1.6X

Notes

EBITDA excludes customer contributions and gifted assets and includes 'true-up' of DUOS/TUOS to revenue cap Net regulatory depreciation is calculated based on the weighted average AER forecast inflation of 2.4% Spark Infrastructure | Investor Presentation | February 2018

# 3. OUR INVESTMENTS' FINANCIAL RESULTS

## **VICTORIA POWER NETWORKS**

### Victoria Power Networks delivered a consistently strong EBITDA outcome

Financial (\$m) <sup>(1)</sup>	2017	2016	Change
Regulated revenue - DUOS <sup>(2)</sup>	903.3	900.1	
Prescribed metering ("AMI")	102.5	108.2	
Semi-regulated revenue	51.1	44.4	
Unregulated revenue	54.9	53.2	
Total Revenue	1,111.8	1,105.9	0.5%
Operating costs	(338.6)	(330.1)	
Beon margin	7.2	8.3	
EBITDA	780.4	784.1	-0.5%
Other			
Net finance costs	(155.5)	(159.1)	
Net capital expenditure	463.9	406.6	
Distributions received by SKI	154.4	144.6	6.8%

CPI-X	(\$21.2m)
STPIS <sup>(3)</sup>	<b>\$36m</b>
Customer Growth	1.5%
Consumption Growth	0.9%
FTE Change	(2.6%)
Net Debt / RAB	71.0%

IN ADDITION TO A SIGNIFICANT INCREASE IN CAPITAL EXPENDITURE AND REDUCTION IN NET DEBT / RAB, VICTORIA POWER NETWORKS INCREASED DISTRIBUTIONS TO SPARK INFRASTRUCTURE BY 6.8%

<sup>(1) 100%</sup> basis

<sup>(2) 2016</sup> includes 12 months under the Preliminary Determination (Year 1)

<sup>(3)</sup> Preliminary 2017 STPIS result to be recovered from 1 January 2019

# **VICTORIA POWER NETWORKS**

## **Key financial drivers**

Regulated Revenue Up by 0.4%	<ul> <li>CPI of 1.02% and X-factor for Powercor: 4.68% and CitiPower: 0.40% representing a real decrease in revenue before CPI</li> </ul>
Regulated Asset Base Up by 2.8%	<ul> <li>RAB increased to \$5,897m</li> <li>Increase driven by net capex of \$464m, less regulatory depreciation of \$343m, and includes a CPI uplift of \$58m</li> </ul>
Other Revenue Up by 1.3%	<ul> <li>AMI Revenue: down 5.3% - reflective of the depreciating AMI RAB</li> <li>Semi-regulated revenue: up 15.1% - increased connection design services</li> <li>Unregulated revenue: up 3.2% - insurance recoveries and sale of properties</li> </ul>
Operating Costs (ex Beon) Up by 2.6%	<ul> <li>\$17m totex savings across corporate functions and increased workforce productivity</li> <li>One-off costs incurred in relation to environmental provisions (\$13.4m) plus non-cash impact of revaluing employee provisions</li> <li>Excluding year on year EBA and wage escalation, normalised employee expenses decreased</li> </ul>
Net Capital Expenditure Up by 14.1%	<ul> <li>Growth capex of \$336.7m up 5.6% (network connections and augmentation)</li> <li>Maintenance capex of \$127.2m up 44.9%</li> </ul>

SIGNIFICANT NET CAPITAL EXPENDITURE DRIVEN, IN PART, BY NEW CONNECTIONS AND **AUGMENTATION REQUIREMENTS** 

## **SA POWER NETWORKS**

### SA Power Networks has produced a 16.6% increase in EBITDA

Financial (\$m) <sup>(1)</sup>	2017	2016	Change
Regulated revenue – DUOS <sup>(2)</sup>	797.6	739.7	
Semi-regulated revenue	86.1	92.5	
Unregulated revenue	172.6	154.6	
Total Revenue	1,056.3	986.8	7.0%
Operating costs	(403.2)	(426.6)	
EBITDA	653.1	560.2	16.6%
Other			
Net finance costs	(124.7)	(130.5)	
Net capital expenditure	391.6	285.7	
Distributions received by SKI	119.1	119.3	-0.2%

CPI-X	\$40.0m
STPIS <sup>(3)</sup>	<b>\$20</b> m
Customer Growth	1.0%
Consumption Growth	0.2%
FTE Change <sup>(4)</sup>	6.1%
Net Debt / RAB	73.1%

#### SIGNIFICANT INCREASE IN CAPITAL EXPENDITURE AND DISTRIBUTIONS TO SPARK INFRASTRUCTURE **MAINTAINED**

<sup>(1) 100%</sup> basis

<sup>(2) 2016</sup> includes six months under the Preliminary Determination (Year 1) and six months under the Final Determination (which includes revenue true-up) (Year 2)

<sup>(3)</sup> Preliminary 2016/17 STPIS result to be recovered from 1 July 2018

<sup>(4)</sup> Unregulated business experienced 20% increase in employee numbers to support increased workload

## **SA POWER NETWORKS**

#### **Key financial drivers**

Regulated Revenue Up by 7.8%	<ul> <li>CPI of 1.48% from 1 July 2017 (1 July 2016: CPI 1.69%)</li> <li>X-factor applicable from 1 July 2016 was -7.13% and from 1 July 2017 was -0.94% representing a real increase in revenue before CPI</li> </ul>
Regulated Asset Base Up by 2.5%	<ul> <li>RAB increased to \$4,052m</li> <li>Increase driven by net capex of \$338m, less regulatory depreciation of \$299m, and includes a CPI uplift of \$63m</li> </ul>
Other Revenue Up by 4.7%	<ul> <li>Semi-regulated revenue: down 6.9% - driven by reduced asset relocation</li> <li>Unregulated revenue: up 11.6% - higher major projects activity (mainly ElectraNet)</li> </ul>
Operating Costs Down by 1.7%(1)	<ul> <li>Underlying operating costs: down \$7.0m or 1.7% due to lower GSL and emergency response expenditure, and lower asset relocation costs</li> <li>Offset by higher projects expenditure, largely ElectraNet and higher generation connection costs</li> </ul>
Net Capital Expenditure Up by 37.1%	<ul> <li>Significant increase due to regulatory determination certainty</li> <li>Growth capex of \$155.4m up 35.8% - network connections and augmentation</li> <li>Maintenance capex of \$236.2m up 37.9% - based on an expected ramp up of asset replacement activity and increased investment in information technology</li> </ul>

#### CONTINUED GROWTH IN REGULATED ASSET BASE, WHILE DRIVING DOWN UNDERLYING **OPERATING COSTS**

<sup>(1)</sup> Excluding \$8.2m release of GSL provision in 2017 and excess in 2016 ultimately not required

## **TRANSGRID**

#### TransGrid has focused on progressing its business evolution

Financial (\$m) <sup>(1)</sup>	2017	2016	Change
Regulated revenue - TUOS <sup>(2)</sup>	711.6	784.6	
Unregulated revenue	66.8	51.2	
Other Revenue	9.3	2.7	
Total Revenue	787.7	838.5	-6.1%
Regulated operating costs	(165.0)	(166.6)	
Unregulated operating costs	(29.4)	(16.3)	
EBITDA	593.3	655.6	-9.5%
Other			
Net finance costs	(225.5)	(219.0)	
Regulated capital expenditure	(230.8)	(175.9)	
Unregulated capital expenditure	(100.7)	(30.5)	
Distributions received by SKI	10.9	44.5	-75.5%

CPI-X	(\$16.5m)
2016 TUOS Recovery <sup>(2)</sup>	~\$51m
STPIS <sup>(3)</sup>	\$15m
RAB Growth	0.9%
CAB <sup>(4)</sup> Growth	42.5%
FTE Change	9.2%
Net Debt / RCAB	81.5%

#### CONTINUED INVESTMENT IN UNREGULATED OPPORTUNITIES WILL DELIVER LONG DATED, RECURRING **REVENUE STREAMS**

<sup>(2) 2016</sup> includes recovery of pre-acquisition regulated revenue ~\$51m

<sup>(3) 2016</sup> STPIS result recovered from 1 July 2017 (2017 result not yet available)

<sup>(4)</sup> CAB comprises of unregulated infrastructure and telecommunication assets and investment property Spark Infrastructure | Investor Presentation | February 2018

## **TRANSGRID**

## **Key financial regulated business drivers**

Regulated Revenue Down by 2.5% <sup>(1)</sup>	<ul> <li>CPI of 1.48% from 1 July 2017 (1 July 2016: CPI 1.70%)</li> <li>X-factor from 30 June 2016 was 3.70% and 1 July 2017 was 3.94% representing a real decrease in revenue before CPI</li> </ul>
Regulated Asset Base Up by 0.9%	<ul> <li>RAB increased to \$6,342m</li> <li>Increase driven by capital expenditure of \$231m, less regulatory depreciation of \$272m, and includes a CPI uplift of \$105m</li> </ul>
Operating Costs Down by 1.0%	<ul> <li>Assessed by the AER to be an "efficient operator"</li> <li>Prescribed operating costs were lower mainly due to higher internal labour utilisation on capital program delivery and non prescribed work, partially offset by an increase in maintenance work</li> </ul>
Capital Expenditure Up by 31.2%	<ul> <li>Growth capex of \$7.2m (in line with 2016)</li> <li>Maintenance capex of \$189.9m (up 36.6%) – consistent with regulatory allowance</li> <li>Non-network capex of \$33.7m</li> </ul>

#### EFFICIENT UTILISATION OF THE ASSETS AND COST CONTROL REMAIN A CONTINUED FOCUS AT **TRANSGRID**

(1) Excluding 2016 TransGrid recovery of pre-acquisition regulated revenue ~\$51m

## **TRANSGRID**

## **Key financial unregulated business drivers**

Capital Expenditure Up \$70.2m	<ul> <li>Infrastructure capex (mainly renewable connections) up \$67.5m to \$94.2m</li> <li>Telecommunications capex up \$2.7m to \$6.5m</li> </ul>
Infrastructure Services Revenue Up \$13.3m	<ul> <li>Infrastructure services revenue up \$13.3m to \$53.4m</li> <li>Typically long duration (average 20-25 years), inflation linked revenue streams</li> <li>Major line relocation work under service-style contract for the Western Sydney Airport, Peabody and Mandalong coal mines</li> </ul>
Property and Telecommunication Services Up \$2.4m	<ul> <li>Telecommunications revenue: up \$2.1m to \$8.5m</li> <li>Property services revenue: up \$0.3m to \$5.0m</li> </ul>
Operating Costs Up \$13.1m	<ul> <li>Infrastructure services operating expenditure up \$11.2m to \$23.1m</li> <li>Telecommunications operating expenditure up \$1.7m to \$6.2m</li> </ul>

INFRASTRUCTURE AND TELECOMMUNICATIONS BUSINESSES HAVE HAD STRONG GROWTH PERFORMANCES, LEVERAGING THEIR INFRASTRUCTURE INVESTMENTS

## **INVESTMENT GRADE FUNDING**

#### Our investments retain strong investment grade debt structures

Issuer	Victoria Power Networks	SA Power Networks	TransGrid
Weighted Average Maturity <sup>(1)</sup> (31 December 2016)	5.2 yrs	6.0 yrs	5.9 yrs
	(4.6 yrs)	(5.9 yrs)	(5.2 yrs)
Net Debt at 31 December 2017 (31 December 2016)	\$4.189bn	\$2.962bn	\$5.456bn
	<i>(\$4.152bn)</i>	(\$2.822bn)	(\$5.554bn)
Net Debt / RAB at 31 December 2017 (31 December 2016)	71.0%	73.1%	86.0%
	(72.4%)	(71.4%)	(88.4%)
Net Debt / RAB + CAB at 31 December 2017 (31 December 2016)	N/A	N/A	81.5% <i>(85.0%)</i>
Credit Rating (S&P / Moody's)	A-/-	A-/A3	-/Baa2 (on USPP notes)

#### **SUCCESSFUL REFINANCING OF \$2.5BN CONDUCTED DURING 2017**

Weighted average maturity calculation is based on drawn debt at 31 December 2017

# 4. EFFICIENCY **AND GROWTH**

## **EFFICIENCY UPDATE**

#### Our investments continue to drive strong efficiency outcomes

Victoria Power Networks	<ul> <li>In November 2017, the AER<sup>(1)</sup> ranked Powercor No.1 and Citipower No.2 for opex multilateral partial factor productivity</li> <li>Continuous Improvement program has delivered in year totex savings of \$17.4m</li> <li>Corporate function optimisation and IT efficiency program</li> <li>Capturing some United Energy related benefits through increased scale</li> <li>Continuing focus on field productivity</li> </ul>
SA Power Networks	<ul> <li>AER<sup>(1)</sup> ranked South Australia as No.1 distribution network by State for multilateral total factor productivity. SA Power Networks was No.3 against all distributors for opex multilateral partial factor productivity</li> <li>Efficiency benefits of an additional \$40m p.a.</li> <li>Recurring benefits of \$8m p.a. delivered in 2017, largely in more efficient capital delivery</li> <li>9 work streams: core processes, network automation and customer procurement</li> </ul>
TransGrid	<ul> <li>In November 2017, the AER<sup>(1)</sup> ranked TransGrid No.4 transmission network service provider for multilateral total factor productivity</li> <li>ACE program continues to deliver ongoing benefits - 9% gross savings achieved in the 12 months to 30 June 2017</li> <li>Focus on delivering a 3% cost reduction in 2018, subject to regulatory outcomes</li> </ul>

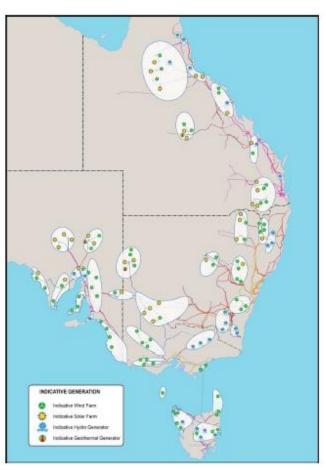
**OUR MANAGEMENT TEAMS CONTINUE TO HAVE A VERY STRONG FOCUS ON EFFICIENCY, AS REFLECTED** IN THE RECENT AER BENCHMARKING REPORTS

<sup>(1)</sup> AER, Annual Benchmarking Reports, Electricity distribution network service providers and Electricity transmission network service providers, November 2017

# **OPPORTUNITIES FROM RENEWABLE ENERGY ZONES**

## In NSW alone, over the next 20 years almost 10GW of capacity is required to replace ageing coal generation

- Large scale renewables required AEMO(1) modelling indicates up to 25-30 GW of new wind and large-scale PV could be built in the NEM by 2037
- Renewable Energy Zones (REZs) are efficient AEMO has undertaken work to identify REZs so that they can be incorporated into the ISP to promote economies of scale and improve the efficiency of new connections
- **Interconnection capacity** will be pivotal to meeting reliability and security objectives and long term NEM renewable energy targets
- Integrated System Plan (ISP) Opportunities for new transmission investment arising through strategic co-ordination of transmission and generation outlined in the plan being prepared by AEMO



A STRATEGIC APPROACH TO IDENTIFYING RENEWABLE ZONES AT LOWEST COST, WITH THE BEST RENEWABLE RESOURCES AND COMPATIBLE LAND USE IS REQUIRED

## TRANSGRID'S CONTINGENT PROJECTS

### TransGrid and AEMO have identified areas where transmission interconnection may be justified

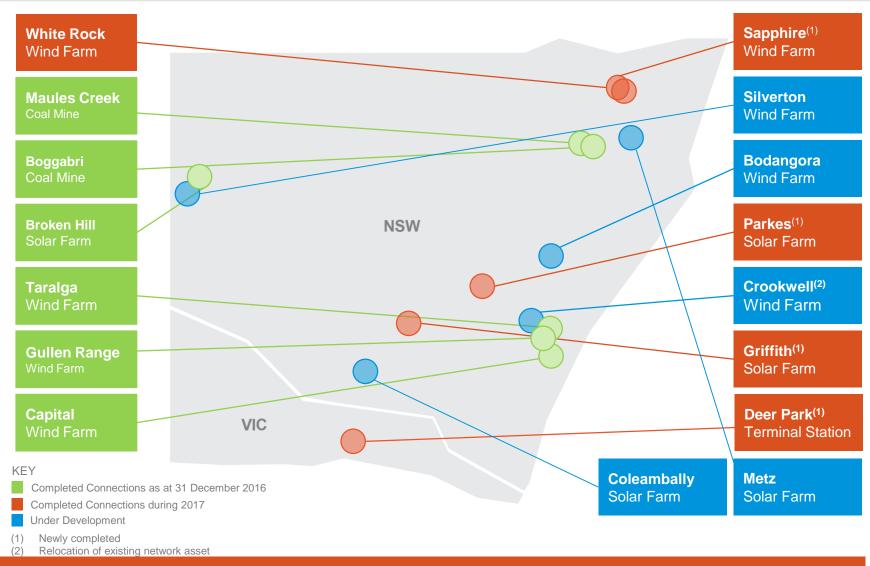
- Increases reliability and security of supply and facilitates generation / storage development
- Enables power to be exported to other regions rather than 'spilling' any unused energy
- Enables regions that are short power to meet demand rather than invest in new and potentially under-utilised generation facilities
- Reduces price volatility in markets with short supply, reducing the cost to the customer

Contingent Projects in TransGrid's Revenue Proposal	Accepted <sup>(1)</sup>	Capital Estimate
New South Wales to South Australia Interconnector	✓	\$276m - \$1,074m
Reinforcement of Southern Network	✓	\$60m - \$393m
Reinforcement of Northern Network (QNI upgrade)	✓	\$63m - \$141m
Support of South Western NSW for renewables	✓	\$89m - \$470 m
Supply to Broken Hill	✓	\$52m - \$177m
Reinforcement of Southern Network in response to Snowy 2.0	Pending	\$831m - \$1,228m
Support Central Western NSW for renewables	Pending	\$120m - \$455m
Support North Western NSW for renewables	Pending	\$500m - \$945m
Renewables development in the MT Piper to Wellington area	Pending	\$37m

#### TRANSGRID WILL BE A CRITICAL PARTNER IN DELIVERING EFFICIENT, SUSTAINABLE, RELIABLE AND LOWER COST ENERGY ACROSS THE NEM

<sup>(1)</sup> These contingent projects are subject to certain trigger events that will determine if and when the AER will allow them to progress to development stage

# TRANSGRID INFRASTRUCTURE SERVICES



TRANSGRID IS WELL PLACED TO SIGN ADDITIONAL CONNECTION AGREEMENTS AND DELIVER THE INTERCONNECTION OPPORTUNITIES IN AN INTEGRATED SYSTEM PLAN

# 5. REGULATORY LANDSCAPE

# **KEY REGULATORY POLICY ISSUES SETTLED**

### Resolution of various regulatory matters has decreased uncertainty in the sector ...

Limited Merits Review removed	<ul> <li>Judicial review remains</li> <li>Maintain strong focus on primary process and engagement with the AER and consumers</li> </ul>
No change to the regulatory treatment of inflation	<ul> <li>Acknowledgement that current approach increases risk of earning less (or more) than regulated returns in low (or high) inflation environment</li> <li>Seek to have the issue addressed in the rate of return review</li> </ul>
Precedent established for setting forecast expenditure	<ul> <li>The AER is relying on reported expenditure as a base for forecast expenditure where the business is considered efficient</li> <li>Our investments have and will benefit from this approach</li> </ul>
Compliance with Ring Fencing Guideline	<ul> <li>Impact incorporated in future plans and operating models</li> <li>Compliance to be achieved within required timeframes</li> </ul>

AS ISSUES ARE SETTLED, THE REGULATORY FRAMEWORK PROVIDES A LESS CONTESTED BASE FOR **FUTURE PERFORMANCE** 

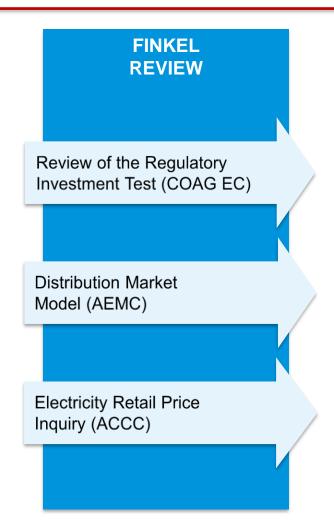
# **REGULATORY ISSUES UNDER REVIEW**

#### ... However, various matters remain to be resolved

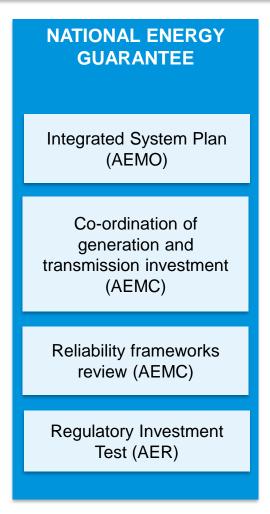
Rate of Return Review	<ul> <li>The AER is reviewing the regulated return to apply to regulated network business</li> <li>Expect this review to confirm current positions</li> <li>Potential to improve transparency and predictability</li> <li>The rate of return is determined based on the foundational principle of the benchmark efficient entity</li> </ul>
Electricity Retail Market Review	<ul> <li>ACCC review of electricity retail market prices proposed review of past asset values</li> <li>Risk is greatest for inefficient government owned NSPs</li> <li>Our investments are efficient and have strong utilisation</li> </ul>
Regulatory Investment Test	<ul> <li>Review to commence in February 2018</li> <li>Opportunity to capture broader benefits and streamline processes</li> </ul>

SPARK INFRASTRUCTURE, TOGETHER WITH OUR INVESTMENT BUSINESSES AND OTHER INVESTORS, WILL ACTIVELY ENGAGE IN PROCESSES TO ENSURE CUSTOMERS AND INVESTORS ARE TREATED FAIRLY

## **OPTIMISTIC ABOUT INTEGRATED ENERGY POLICY**







THE FUTURE FRAMEWORK FOR INVESTMENT IN NETWORKS WILL BENEFIT FROM THE **CLARITY AND DIRECTION PROVIDED BY THE NATIONAL ENERGY GUARANTEE** 

6. FUTURE. ENERGY.

## **OUR INVESTMENTS WILL EMPOWER CUSTOMERS**



OUR INVESTMENT BUSINESSES ARE WELL POSITIONED TO DRIVE THE TRANSITION AND BENEFIT FROM THE NEW ENERGY FUTURE

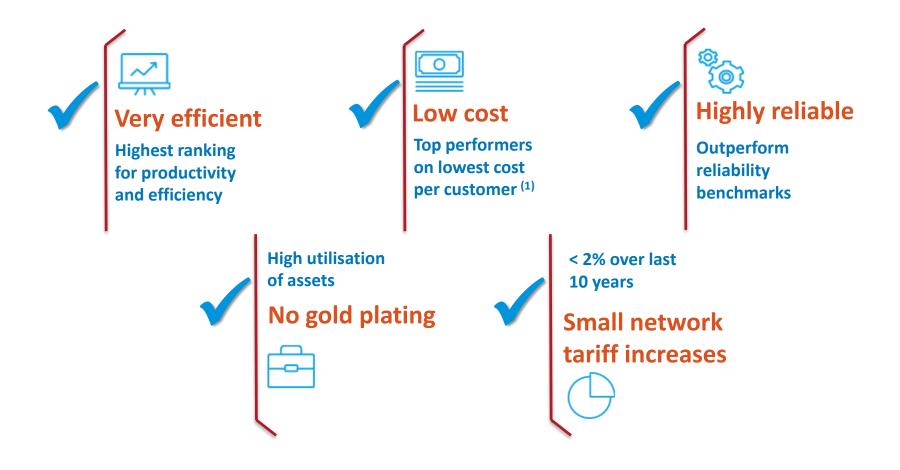
## THE GRID IS ALREADY EVOLVING

#### Our investments drive innovation, leading future energy thinking, and action

Victoria Power Networks  Leveraging Smart Meters	<ul> <li>Map the Low Voltage Network - use data analytics on smart meter data to detect and correct connectivity issues</li> <li>Demand Response - ensure customers remain within acceptable voltage levels during demand response events by monitoring smart meter data</li> <li>Selective Load Management - leave vulnerable and critical load customers on supply via the smart meter</li> </ul>
SA Power Networks Positioning for the Future	<ul> <li>Community Microgrid – opportunity for residential subdivision with battery/solar systems as standard, innovative network connection and multi-level control</li> <li>Salisbury Battery Trial - sale/lease of batteries to quantify energy bill reduction and inform deferral of network upgrades</li> <li>VPP Trial – exploring the capabilities required to support the active management of distributed energy resources (DER)</li> </ul>
TransGrid Changing Energy Mix	<ul> <li>Automated Demand Response – Development and testing of ADR system to automate the dispatch of DER and demand response capabilities</li> <li>Planning - lead discussions with TNSPs and advocate for renewable energy zones and interconnection; with an active role in NSW and NEM planning</li> <li>Policy - advocate for renewable energy policy and engage with the NSW government e.g. on policy and implementation, such as land rezoning</li> </ul>

OUR INVESTMENTS ARE UNLOCKING AUSTRALIA'S ENERGY SYSTEM OF THE FUTURE

## WE HAVE INVESTMENTS IN LEADING NETWORKS



AER EXTERNAL BENCHMARKING SHOWS OUR INVESTMENT BUSINESSES ARE AUSTRALIA'S MOST **EFFICIENT AND RELIABLE NETWORKS** 

(1) By density

# 7. OUTLOOK AND **GUIDANCE**

## **KEY FOCUS AREAS**

#### We will continue to focus on various areas across our investments in 2018

Regulated revenues	<ul> <li>Spark Infrastructure's aggregated proportional regulated electricity revenues are expected to increase further</li> </ul>
	<ul><li>CitiPower: 1.99%; Powercor: 3.08% both from 1 January 2018</li></ul>
	<ul> <li>SA Power Networks: 2.40% to 30 June 2018; 2.90% expected from 1 July 2018</li> </ul>
	<ul><li>TransGrid: -1.66% to 30 June 2018</li></ul>
Cost outs	<ul> <li>Demonstrated success of portfolio business cost-out programs</li> </ul>
	<ul> <li>Portfolio businesses management teams incentivised to continue to deliver efficiencies</li> </ul>
Cash flows	<ul> <li>Strong pipeline of value accretive business opportunities will require TransGrid to retain additional cash to fund strong growth in unregulated capex (infrastructure connections) in 1H2018</li> </ul>
Business growth	<ul> <li>The transition to a new energy future is creating investment opportunities in both the regulated and unregulated areas in all businesses</li> </ul>
TransGrid unregulated funding solution	<ul> <li>TransGrid is currently retaining surplus cash to fund value accretive investment opportunities in unregulated infrastructure connection assets. A more efficient funding structure has been agreed and is in the process of being implemented</li> </ul>

SPARK INFRASTRUCTURE IS FOCUSED ON DRIVING GROWTH ACROSS OUR INVESTMENTS

## **DISTRIBUTIONS AND TAX UPDATE**

## Spark Infrastructure reaffirms FY2018 distributions and provides an update on future tax profile

2018 DPS Guidance	<ul> <li>The Directors reaffirm distribution guidance for FY2018, subject to business conditions, of 16.0 cps, which represents annual growth of 4.9% on FY2017</li> </ul>
Distributions	<ul> <li>Spark Infrastructure anticipates that growth in distributions per security, through to the end of the regulatory determinations in 2020, will be at least CPI, subject to business conditions</li> <li>The current low inflation environment affects CPI-X adjusted revenue allowances that Spark Infrastructure's portfolio businesses are permitted to recover</li> </ul>
Tax Update	<ul> <li>Spark Infrastructure expects to become a taxpayer in the short term</li> <li>The timing and amount of tax payable will be dependent on a number of factors including:         <ul> <li>underlying financial performance of the investment portfolio businesses;</li> <li>tax timing differences; and, in the longer term</li> <li>outcome of existing disputes with the Australian Taxation Office</li> </ul> </li> </ul>

SPARK INFRASTRUCTURE IS TARGETING GROWTH IN DPS OF 4.9% IN 2018 AND GROWTH OF AT LEAST CPI THROUGH TO THE END OF THE REGULATORY DETERMINATIONS IN 2020

#### Focusing on long term, low risk, value creation

## **Managing for Performance**

## **Growing Organically**

## Disciplined **External Growth**

- Leading management teams
- Driving efficiency
- High asset reliability
- New Energy Future
- Investing for growth
- **Developing opportunity landscape**
- Value focussed
- Low risk profile
- Utility spectrum

GROWTH IN ASSETS DELIVERING GROWTH IN DISTRIBUTIONS AND LONG TERM VALUE TO **SECURITYHOLDERS** 

# **APPENDIX**

### **APPENDIX KEY METRICS**

SECURITY METRICS	
Market price at 23 February 2018	\$2.40
Market capitalisation	\$4.04 billion
DISTRIBUTIONS	
2017 actual	15.25cps
Comprising:	
- Loan Note interest	7.05cps
- Tax deferred amount	8.20cps
2018 Guidance	16.00cps
CREDIT RATINGS	
Investment portfolio credit ratings	SA Power Networks: A-/A3 Victoria Power Networks: A- TransGrid: Baa2
Spark Infrastructure level credit rating	Baa1
SPARK INFRASTRUCTURE	\$m
Total RAB and CAB (Spark Infrastructure share)	5,880
Gross debt at Spark Infrastructure level	Nil

SA POWER NETWORKS	\$m
RAB <sup>(1)</sup>	4,052
Net debt	2,962
Net debt/RAB	73.1%
VICTORIA POWER NETWORKS	\$m
RAB <sup>(1)</sup> (including AMI)	5,897
Net debt	4,189
Net debt/RAB	71.0%
TRANSGRID	\$m
RAB <sup>(1)</sup>	6,342
CAB <sup>(1)(2)</sup>	355
RCAB <sup>(1)(2)</sup>	6,697
Net debt	5,456
Net debt/RAB	86.0%

Net debt/RCAB

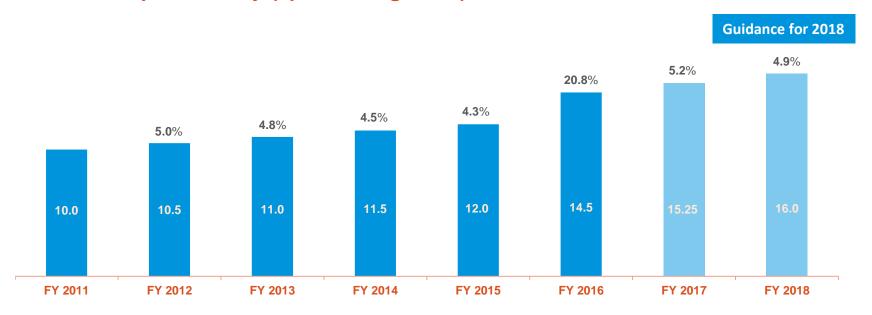
81.5%

December 2017 estimate

Includes WIP/partially completed assets and investment property

## 2017 & 2018 DISTRIBUTION GUIDANCE

### Distribution per Security (cps and % growth)



- Final distribution of 7.625 cps to be paid on 15 March 2018, and total distributions for 2017 of 15.25 cps
- The Directors have reaffirmed distribution guidance for 2018 of 16.0cps (4.9% higher than 2017)
- Guidance based on expected distributions from investment portfolio and subject to business conditions

#### SPARK INFRASTRUCTURE HAS A STRONG TRACK RECORD OF GROWING DISTRIBUTIONS

### **NETWORK CHARGES IN RESIDENTIAL BILLS**

#### In Victoria, distribution charges are ~25% of a typical household bill

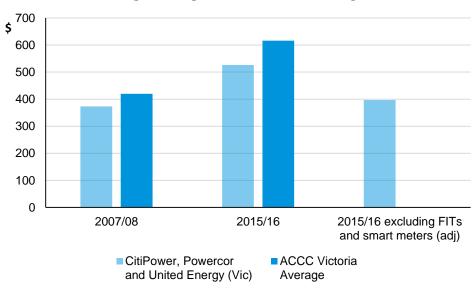
#### Residential bill contribution

- Per the ACCC report<sup>(1)</sup>, on average in the NEM, network costs<sup>(2)</sup> contributed 48% of a residential retail bill in 2015/16 (excl. GST)
- In Victoria, distribution network costs account for less than 25% of a residential retail bill

#### Residential bill increase

- ACCC report<sup>(1)</sup> states average Victorian residential network bill increased 47% across the period 2007/08 - 2015/16
- No adjustment has been made by the ACCC for government mandated schemes e.g. smart meters and premium/transitional feed-in-tariffs (FITs) which were not introduced until post 2007/08
- CitiPower, Powercor and United Energy real increase in average residential network bills across the period 2007/08 - 2015/16 (excluding government mandated schemes) was only 8%
- Further reductions in 2017 diminished increases since 2007/08 to only 2%

#### **AVERAGE RESIDENTIAL NETWORK BILL**



#### PRIVATISED NETWORK BUSINESSES ARE NOT THE CAUSE OF RECENT PRICE INCREASES

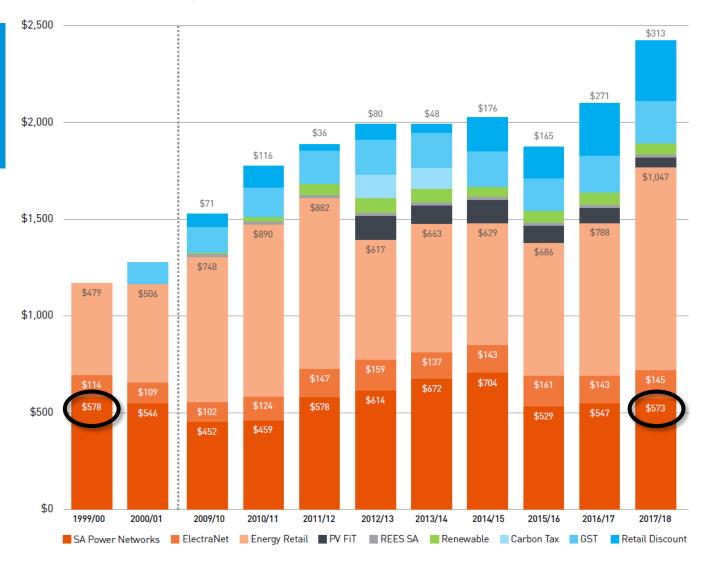
<sup>&</sup>quot;Retail Electricity Inquiry - Preliminary Report" - ACCC, Sept 2017

Comprising distribution, transmission, premium/transitional feed-in-tariff and metering costs

## **NETWORK CHARGES IN RESIDENTIAL BILLS**

#### In South Australia, distribution charges are ~24% of a typical household bill

In South Australia, distribution network costs have risen by less than CPI since it was privatised in 1999.



## TRANSGRID PRICE REVIEW PROCESS

	Initial Proposal	AER Draft Decision	Revised Proposal
Beta	0.7	0.7	0.7
Market Risk Premium	7.5%	6.5%	6.5%
Risk free rate	2.24%	2.68%	2.66%
Return on equity	7.49%	7.2%	7.2%
Cost of debt	6.01% (transition to trailing average)	6.01% (transition to trailing average)	6.0% (transition to trailing average)
Rate of return	6.6%	6.49%	6.49%
Gamma	0.25	0.4	0.4
Operating Costs	\$908m	\$857m	\$878m
Revenue	\$3,973m	\$3,627m	\$3,781m
Capital expenditure	\$1,612m (includes \$332m for PSF)	\$992m (rejected PSF)	\$1,534m (includes a revised \$252m for PSF)
Contingent projects	5 proposed	5 accepted	4 additional projects proposed including Snowy 2.0

THE AER'S FINAL DECISION IS DUE APRIL 2018. THIS WILL TAKE EFFECT FOR THE FIVE YEAR PERIOD COMMENCING 1 JULY 2018.

## REGULATED PRICE PATH

#### CPI minus X<sup>(1)</sup>

- Regulated electricity network revenues are determined by a price path set according to the CPI-X<sup>(1)</sup> formula. A negative X-factor means a real increase in distribution tariffs
- The regulatory pricing period commences on 1 January each year for Victoria Power Networks (CitiPower and Powercor) and 1 July each year for SA Power Networks and TransGrid
- Whilst CPI-X is the key underlying driver for revenue movements, the revenue movements in reported results include adjustments for other factors

CitiPower	CPI (%) Actual (Forecast)	X-Factor	Expected movement in revenue <sup>(3)</sup> %
<b>Year 1</b> <sup>(2)</sup> (1 Jan 16)	2.50 (2.50)	-	-
<b>Year 2</b> (1 Jan 17)	1.02 <i>(</i> 2.32)	0.40	0.62
<b>Year 3</b> (1 Jan 18)	1.93 <i>(</i> 2.32 <i>)</i>	-0.05	1.99
<b>Year 4</b> (1 Jan 19)	(2.32)	-1.20	3.55
<b>Year 5</b> (1 Jan 20)	(2.32)	-2.40	4.78

Powercor	CPI (%) Actual (Forecast)	X-Factor	Expected movement in revenue <sup>(3)</sup> %
Year 1 <sup>(2)</sup>	2.50	_	_
(1 Jan 16)	(2.50)		
Year 2	1.02	4.68	-3.71
(1 Jan 17)	(2.32)	4.00	-3.7 1
Year 3	1.93	-0.81	3.08
(1 Jan 18)	(2.32)	-0.61	3.00
Year 4		1.00	1 16
(1 Jan 19)	(2.32)	-1.80	4.16
Year 5		2.60	4.00
(1 Jan 20)	(2.32)	-2.60	4.98

<sup>(1)</sup> Whilst referred to as "CPI-X", the actual tariff increase formula used by the regulator is: (1+CPI)\*(1-x)-1. Source: AER

No CPI-X was applied in 2016. The AER calculated the revenue cap as a dollar amount

Excludes over or under recovery and S factor revenue

## **REGULATED PRICE PATH**

#### CPI minus X<sup>(1)</sup>

SA Power Networks	CPI (%) Actual (Forecast)	X-Factor	Expected movement in revenue <sup>(2)</sup> %
Year 1	1.72	28.00	-26.80
(1 Jul 15)	(2.50)	20.00	-20.00
Year 2	1.69	-7.13	8.90
(1 Jul 16)	(2.50)	-7.13	0.90
Year 3	1.48	-0.94	2.40
(1 Jul 17)	(2.50)	-0.94	2.40
Year 4 <sup>(3)</sup>	1.91	1.00	2.00
(1 Jul 18)	(2.25)	-1.00	2.90
Year 5	. ,	4.40	2.40
(1 Jul 19)	(2.25)	-1.10	3.40

TransGrid	CPI (%) Actual (Forecast)	X-Factor	Expected movement in revenue <sup>(2)</sup> %
<b>Year 1</b> (1 Jul 14)	1.72 <i>(</i> 2.38)	11.61	-9.51
<b>Year 2</b> (1 Jul 15)	1.70 (2.38)	15.03	-13.59
<b>Year 3</b> (1 Jul 16)	1.70 <i>(</i> 2.38 <i>)</i>	3.70	-2.06
<b>Year 4</b> (1 Jul 17)	1.48 <i>(</i> 2.38)	3.94	-1.66

<sup>(1)</sup> Whilst referred to as "CPI-X", the actual tariff increase formula used by the regulator is: (1+CPI)\*(1-x)-1. Source: AER

<sup>(2)</sup> X-factor will change with annual cost of debt updated expected in March 2018

<sup>(3)</sup> Excludes over or under recovery and S factor revenue.

## STPIS RESULTS (100% BASIS)

Victoria Power Networks	\$m	
2015 regulatory year	21	Recovered in 2017 regulatory year
2016 regulatory year	18	To be recovered in 2018 regulatory year
2017 regulatory year	36	To be recovered in 2019 regulatory year

SA Power Networks	\$m	
2014/15 regulatory year	29	Recovered in 2016/17 regulatory year
2015/16 regulatory year	28	To be recovered in 2017/18 regulatory year
2016/17 regulatory year	20	To be recovered in 2018/19 regulatory year

TransGrid	\$m	
CY2014	12	Recovered in 2015/16 regulatory year
CY2015	12	Recovered in 2016/17 regulatory year
CY2016	15	To be recovered in 2017/18 regulatory year

## **SEMI REGULATED REVENUES (100% BASIS)**

Victoria Power Networks (\$m)	2017	2016	Variance
Public Lighting	12.1	12.3	(0.2)
New Connections	12.6	12.4	0.2
Special Reader Activities	4.5	5.8	(1.3)
Service Truck Activities	4.5	3.8	0.7
Recoverable Works	2.4	1.7	0.7
Specification and Design	8.0	4.3	3.7
Other	7.0	4.1	2.9
TOTAL	51.1	44.4	6.7

SA Power Networks (\$m)	2017	2016	Variance
Asset Relocation and Generation	50.0	59.3	(9.3)
Metering Services	13.9	12.7	1.2
Feeder Standby / Excess kVAR	3.9	2.7	1.2
Pole/Duct Rental	2.1	1.6	0.5
Other Negotiated Services (inc public lighting) (1)	16.2	16.2	-
TOTAL <sup>(2)</sup>	86.1	92.5	(6.4)

Includes profit/loss on asset disposals

Does not include Alternative Control Services ("ACS") revenue, which is reported as part of DUOS revenue

## **UNREGULATED REVENUES (100% BASIS)**

Victoria Power Networks (\$m)	2017	2016	Variance
Beon Energy Solutions	100.9	74.3	26.6
Service Level Agreement Revenue	20.8	18.1	2.7
Telecommunications	1.2	2.2	(1.1)
Joint Use of Poles	3.3	3.2	0.1
Other	29.7	29.8	(0.1)
TOTAL	155.8	127.5	28.3
SA Power Networks (\$m)	2017	2016	Variance
Major Projects (mainly ElectraNet)	51.5	30.5	21.0
Other CaMS Projects and Maintenance <sup>(1)</sup>	48.7	45.3	3.4
Material Sales (non NBN)	13.2	11.2	2.0
Asset Rentals	3.6	3.4	0.2
NBN	46.0	52.3	(6.3)
Other Telecommunications	1.6	1.4	0.2
Facilities Access / Dark Fibre	2.4	2.3	0.1
Sale of Salvage	1.8	1.1	0.7
Other	3.8	7.1	(3.3)
TOTAL	172.6	154.6	18.0
TransGrid (\$m)	2017	2016	Variance
Infrastructure Services	53.4	40.1	13.3
Property Services	5.0	4.7	0.3
Telecommunication Services	8.5	6.4	2.1
TOTAL	66.8	51.2	15.6

CaMS became Enerven on 1 January 2018

## **CAPITAL EXPENDITURE (100% BASIS)**

\$m	Victoria Power Networks		SA Power Networks		TransGrid		Totals	
	2017	2016	2017	2016	2017	2016	2017	2016
Growth capex	336.7	318.8	155.4	114.4	7.2	7.2	499.3	440.4
Growth capex - non prescribed	-	-	-	-	100.7	30.5	100.7	30.5
Non-network capex <sup>(1)</sup>	-	-	-	-	33.7	29.7	33.7	29.7
Maintenance capex	127.2	87.8	236.2	171.3	189.9	139.0	553.3	398.1
Total	463.9	406.6	391.6	285.7	331.6	206.4	1,187.1	898.7
Spark share	227.3	199.2	191.9	140.0	49.8	31.0	469.0	370.2
Change vs pcp (%)	14.1%		37.1%		60.6%		26.7%	

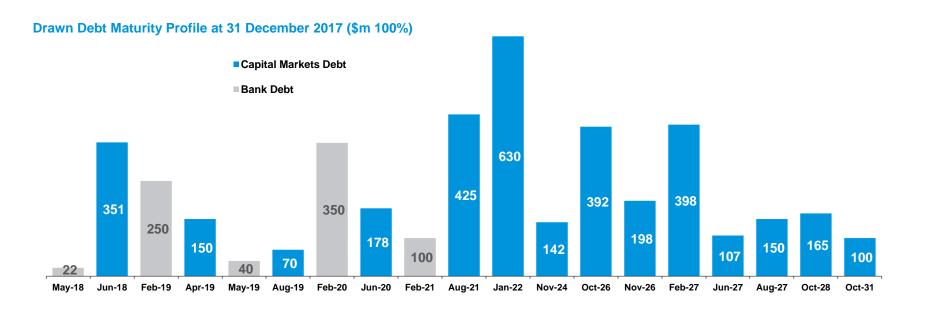
\$m	Maintenance capex spend		Regulatory depreciation		Less inflation uplift on RAB		Net regulatory depreciation	
	2017	2016	2017	2016	2017	2016	2017	2016
Victoria Power Networks	127.2	87.8	342.8	344.9	(58.1)	(83.2)	284.7	261.7
SA Power Networks	236.2	171.3	299.0	256.5	(63.3)	(61.4)	235.6	195.1
TransGrid	189.9	139.0	272.4	260.2	(104.9)	(100.2)	167.4	160.0
Totals	553.3	398.1	914.1	861.6	(226.4)	(244.8)	687.8	616.8
Spark share	206.6	147.8	355.3	333.7	(75.3)	(85.9)	280.1	247.8

<sup>(1)</sup> TransGrid capex includes NCIPAP capex

## VICTORIA POWER NETWORKS DEBT AND HEDGING

- February 2017 placed HK\$1.75bn (~A\$296m) and HK\$600m (~A\$102m) of 10-year bonds
- March 2017 placed US\$80m (~A\$106m) of 10-year bonds
- August 2017 placed A\$150m of 10-year notes
- Next debt maturity is \$200m in May 2018

Interest Rate Swaps	Notional Principal Amount	Average Contracted Fixed Interest Rate			
< 1 year	\$400m	2.1%			
1-2 years	\$400m	2.2%			
2-5 years	\$1,200m	2.4%			
5+ years	\$1,775m	2.5%			
Total	\$3,775m	2.4%			

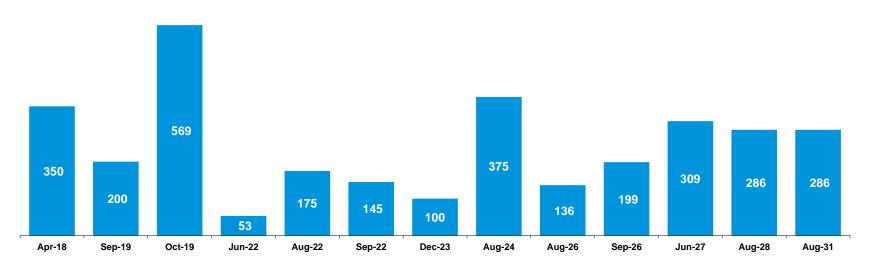


## SA POWER NETWORKS DEBT AND HEDGING

- June 2017 A\$250m 4-year syndicated debt facility drawn to \$100,000 at year end and will be drawn in full in April 2018
- August 2017 A\$550m notes (A\$375m 7-year fixed rate and A\$175m 5-year floating rate) issued
- December 2017 A\$100m 6-year floating rate note issued. Together with the syndicated debt facility, these will be used to fully refinance maturing April 2018 debt

Interest Rate Swaps	Notional Principal Amount	Average Contracted Fixed Interest Rate
< 1 year	\$305m	2.2%
1-2 years	\$288m	2.4%
2-5 years	\$912m	2.8%
5+ years	\$1,530m	3.1%
Total	\$3,035m	2.8%

#### Capital Markets Debt Maturity Profile at 31 December 2017 (\$m 100%)

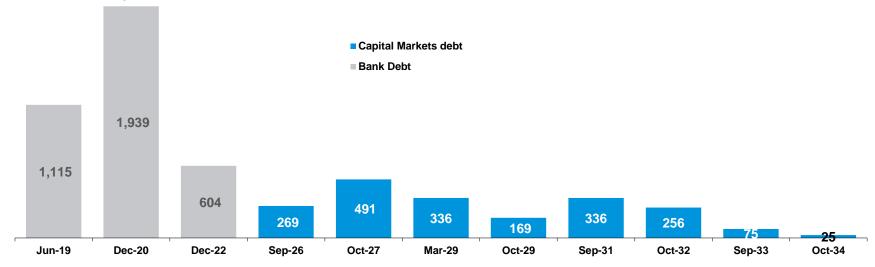


## TRANSGRID DEBT AND HEDGING

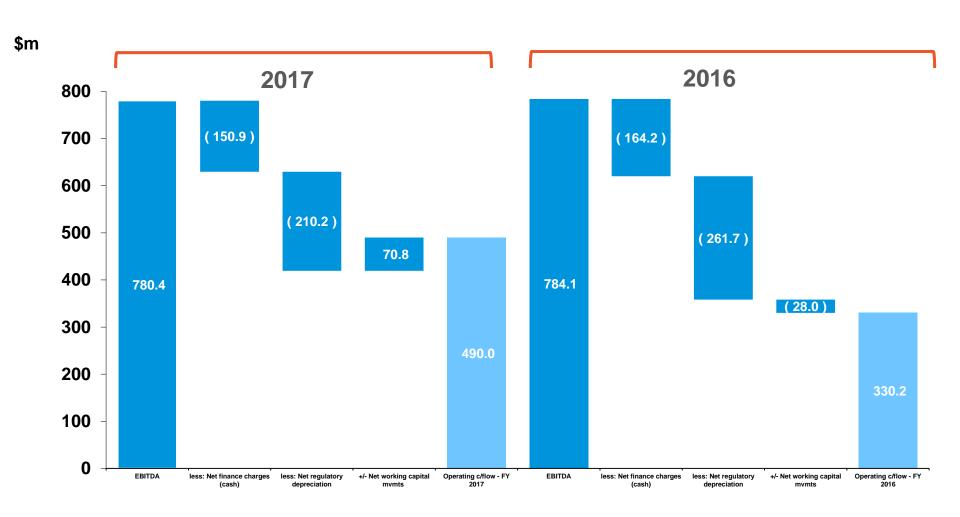
- July 2017 placed US\$727m and A\$25m of US Private Placement notes with terms 10-years to 17-years
- This issuance (A\$941m) settled in October 2017 and funds were used to part refinance bank debt facilities due to expire in June 2019
- Next debt maturity is \$1,398m in June 2019 (\$1,115m drawn at 31 December 2017)

Interest Rate Swaps	Notional Principal Amount	Average Contracted Fixed Interest Rate			
< 1 year	\$1,953m	2.3%			
1-2 years	\$303m	2.5%			
2-5 years	\$908m	2.7%			
5+ years	\$1,513m	2.9%			
Total	\$4,675m	2.6%			

#### **Drawn Debt Maturity Profile at 31 December 2017 (\$m 100%)**



## **VPN LOOK THROUGH OCF (100%)**



Note re maintenance capex:

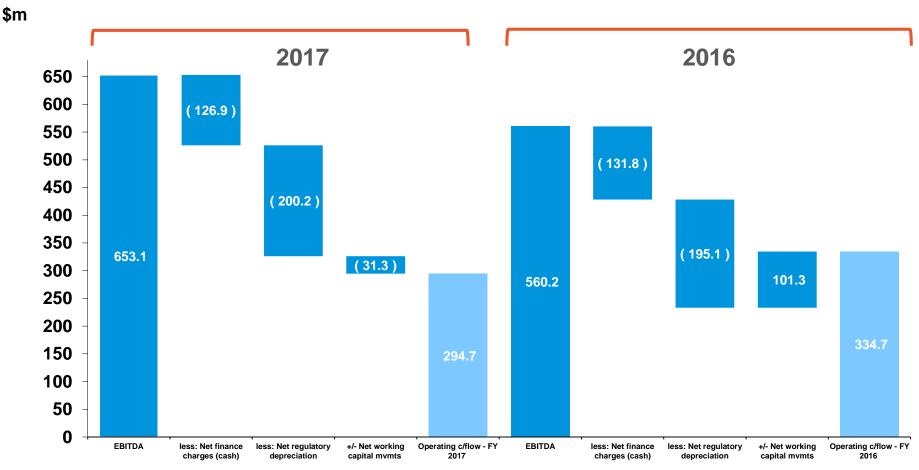
Net regulatory depreciation is a proxy for maintenance capex. It is calculated as regulatory depreciation net of actual CPI uplift on RAB

CPI uplift on RAB for 2017 is based on the AER's forecast inflation of 2.32% on opening RAB

CPI uplift on RAB for 2016 was calculated using a lagged June 2015 CPI base of 1.50%

CPI is based on 'All groups CPI' for weighted average of 8 capital cities, not seasonally adjusted (Source: ABS). June on June (released July).

## **SAPN LOOK THROUGH OCF (100%)**



Note re maintenance capex:

Net regulatory depreciation is a proxy for maintenance capex. It is calculated as regulatory depreciation net of actual CPI uplift on RAB

CPI uplift on RAB for 2017 is based on the AER's forecast inflation of 2.50% on opening RAB

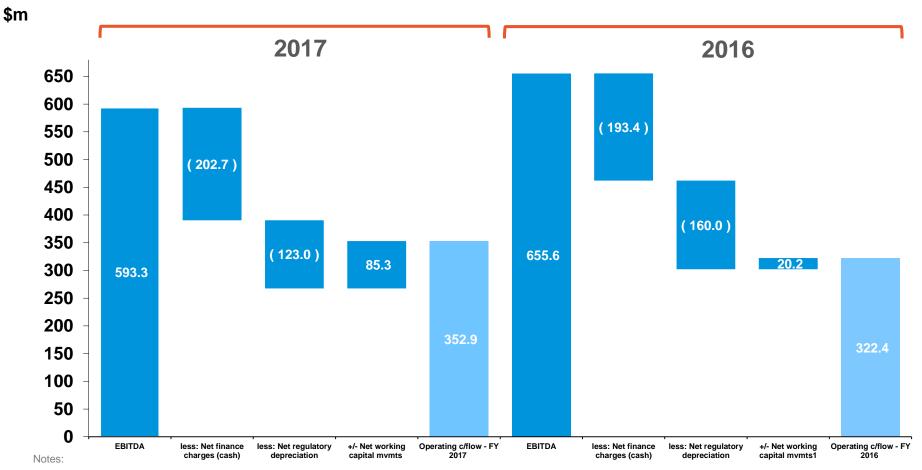
CPI uplift on RAB for 2016 was estimated by:

In H1 2016: actual December 2015 CPI of 1.69% on opening RAB, with 50% assumed to apply to H1 2016

In H2 2016: estimated December 2016 CPI of 1.50%, with 50% assumed to apply to H2 2016 (NB actual December 2016 CPI was 1.48%)

CPI is based on 'All groups CPI' for weighted average of 8 capital cities, not seasonally adjusted (Source: ABS). December on December (released January) for the regulatory period commencing 1 July

## **TRANSGRID LOOK THROUGH OCF (100%)**



Working capital - adjusted for one-off movements including those in relation to the TransGrid asset lease transaction

Maintenance capex - Net regulatory depreciation is a proxy for maintenance capex. It is calculated as regulatory depreciation net of actual CPI uplift on RAB

CPI uplift on RAB for 2017 is based on the AER's forecast inflation of 2.38% on opening RAB

CPI uplift on RAB for 2016 was estimated by:

In H1 2016: actual December 2015 CPI of 1.69% on opening RAB (1 July 2015), with 50% assumed to apply to H1 2016

In H2 2016: estimated December 2016 CPI of 1.66% on opening RAB (1 July 2016), with 50% assumed to apply to H2 2016

CPI is based on 'All groups CPI' for weighted average of 8 capital cities, not seasonally adjusted (Source: ABS). December on December (released January) for the regulatory period commencing 1 July

## SHARE OF EQUITY PROFITS TO NPAT

100% Basis \$m	Victoria Power Networks	SA Power Networks	TransGrid	Spark Infrastructure Share
Regulated revenue	903.3	788.6	769.0	944.5
Other revenue	309.4	258.7	76.2	289.8
Total Income	1,212.7	1,047.3	845.2	1,234.3
Operating costs	(432.3)	(403.1)	(194.5)	(438.5)
EBITDA	780.4	644.2	650.7	795.7
Depreciation and amortisation	(302.2)	(225.2)	(332.4)	(308.3)
Net interest expense (excl subordinated debt)	(155.5)	(124.7)	(225.6)	(171.1)
Subordinated debt interest expense	(143.3)	(72.5)	(83.9)	(118.3)
Net Profit before Tax	179.4	221.9	8.8	197.9
Tax expense	(56.1)	-	-	(27.5)
Net Profit after Tax	123.3	221.9	8.8	170.5
Less: additional share of profit from preferred partnership capital (PPC) <sup>(1)</sup>	-	(69.6)	-	(34.1)
Net Profits for Equity Accounting	123.3	152.2	8.8	136.3
Spark Infrastructure Share	60.4	74.6	1.3	136.3
Add: additional share of profit from PPC <sup>(1)</sup>	-	69.6	-	69.6
Less: additional adjustments made to share of equity accounted profits (2)	(2.8)	5.9	(8.6)	(5.5)
Share of Equity Accounted Profits	57.6	150.1	(7.3)	200.4
Add: interest income from associates	70.1	-	12.6	82.7
Total Income from Associates	127.7	150.1	5.3	283.1
Interest income - other				1.9
Interest expense (including borrowing costs)				(2.2)
Interest expense – Loan Notes				(118.6)
General and administrative expenses				(17.0)
Profit before Income Tax				147.2
Income tax expense				(58.6)
Net profit after Income Tax Attributable to Securityholders				88.6

<sup>(1)</sup> Under the partnership agreement, Spark Infrastructure is entitled to an additional share of profit in SA Power Networks

<sup>(2)</sup> Includes adjustments made to distribution/transmission revenues to defer/accrue for amounts in excess of/under the regulated revenue cap to reflect that these amounts will be returned to/recovered from electricity consumers in future periods via adjustments to tariffs

## **DISCLAIMER & SECURITIES WARNING**

Investment company financial reporting - Adjustments are made to distribution revenues to defer/accrue for amounts in excess of/under the regulated revenue cap to reflect that these amounts will be returned to/recovered from electricity consumers in future periods via adjustments to tariffs.

2017 financial reporting for TransGrid is based on special purpose financial statements for the year ended 30 June 2017 and unaudited financial information for the period 1 July 2017 to 31 December 2017. Results have been adjusted by Spark Infrastructure to reflect the 12 month period to 31 December 2017.

No offer or invitation. This presentation is not an offer or invitation for subscription or purchase of or a recommendation to purchase securities or any financial product.

No financial product advice. This presentation contains general information only and does not take into account the investment objectives, financial situation or particular needs of individual investors. It is not financial product advice. Investors should obtain their own independent advice from a qualified financial advisor having regard to their objectives, financial situation and needs.

Summary information. The information in this presentation does not purport to be complete. It should be read in conjunction with Spark Infrastructure's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange (ASX), which are available at www.asx.com.au.

U.S. ownership restrictions. This presentation does not constitute an offer to sell, or a solicitation of an offer to buy, securities in the United States or to any "U.S. person". The Stapled Securities have not been registered under the U.S. Securities Act or the securities laws of any state of the United States. In addition, none of the Spark Infrastructure entities have been registered under the U.S. Investment Company Act of 1940, as amended, in reliance on the exemption provided by Section 3(c)(7) thereof. Accordingly, the Stapled Securities cannot be held at any time by, or for the account or benefit of, any U.S. person who is not both a QIB and a QP. Any U.S. person who is not both a QIB and a QP (or any investor who holds Stapled Securities for the account or benefit of any US person who is not both a QIB and a QP) is an "Excluded US Person" (A "U.S. person", a QIB or "Qualified Institutional Buyer" and a QP or "Qualified Purchaser" have the meanings given under US law). Spark Infrastructure may require an investor to complete a statutory declaration as to whether they (or any person on whose account or benefit it holds Stapled Securities) are an Excluded US Person. Spark Infrastructure may treat any investor who does not comply with such a request as an Excluded US Person. Spark Infrastructure has the right to: (i) refuse to register a transfer of Stapled Securities to any Excluded U.S. Person; or (ii) require any Excluded US Person to dispose of their Stapled Securities; or (iii) if the Excluded US Person does not do so within 30 business days, require the Stapled Securities be sold by a nominee appointed by Spark Infrastructure. To monitor compliance with these foreign ownership restrictions, the ASX's settlement facility operator (ASX Settlement Pty Limited) has classified the Stapled Securities as Foreign Ownership Restricted financial products and put in place certain additional monitoring procedures.

Foreign jurisdictions. No action has been taken to register or qualify the Stapled Securities in any jurisdiction outside Australia. It is the responsibility of any investor to ensure compliance with the laws of any country (outside Australia) relevant to their securityholding in Spark Infrastructure.

No liability. No representation or warranty, express or implied, is made in relation to the fairness, accuracy or completeness of the information, opinions and conclusions expressed in the course of this presentation. To the maximum extent permitted by law, each of Spark Infrastructure, all of its related bodies corporate and their representatives, officers, employees, agents and advisors do not accept any responsibility or liability (including without limitation any liability arising from negligence on the part of any person) for any direct, indirect or consequential loss or damage suffered by any person, as a result of or in connection with this presentation or any action taken by you on the basis of the information, opinions or conclusions expressed in the course of this presentation. You must make your own independent assessment of the information and in respect of any action taken on the basis of the information and seek your own independent professional advice where appropriate.

Forward looking statements. No representation or warranty is given as to the accuracy, completeness, likelihood of achievement or reasonableness of any forecasts, projections, prospects, returns, forward-looking statements or statements in relation to future matters contained in the information provided in this presentation. Such forecasts, projections, prospects, returns and statements are by their nature subject to significant unknown risks, uncertainties and contingencies, many of which are outside the control of Spark Infrastructure, that may cause actual results to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements.