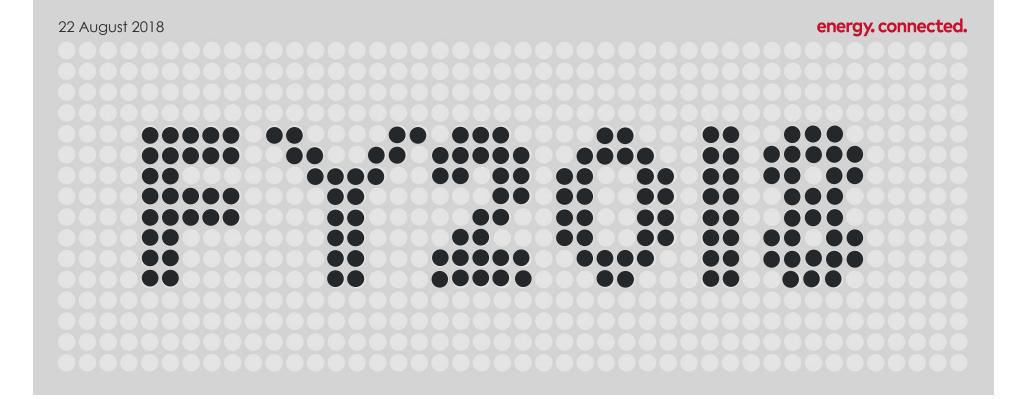
# financial results year ended 30 June 2018.





### disclaimer



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

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# FY2018 highlights



\$ million	FY2018	FY2017	chai	nge
Statutory results				
Revenue excluding pass-through(1)	1,941.4	1,888.3	Up	2.8%
EBITDA	1,518.5	1,470.1	Up	3.3%
Net profit after tax	264.8	236.8	Up	11.8%
Operating cash flow <sup>(2)</sup>	1,031.6	973.9	Up	5.9%
Operating cash flow per security (cents)(3)	90.7	87.1	Up	4.1%
Distributions				
Distributions per security (cents)	45.0	43.5	Up	3.4%
Franking credits per security (cents)	6.33	4.0	Up	58.3%
Distribution payout ratio <sup>(4)</sup>	51.5%	49.8%		

#### 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.
- (3) Operating cash flow per security has been adjusted for the rights issue completed on the 23 March 2018.
- (4) Distribution payout ratio = total distribution applicable to the financial year as a percentage of operating cash flow.

### investing in Australia's energy future



Solid results, further pipeline of opportunities announced to continue to deliver customer-centric energy solutions

- Expanded network of integrated assets
- Enhanced services offering flexibility and reliability



#### **Existing assets**

- New flexible gas transportation contracts across APA's East and West Coast Grids
- A new mining customer for the Diamantina Power Station
- Refreshed APA's suite of services to better service our customers' needs
- US CPI escalation and favourable USD/AUD exchange rates in relation to the Wallumbilla Gas Pipeline

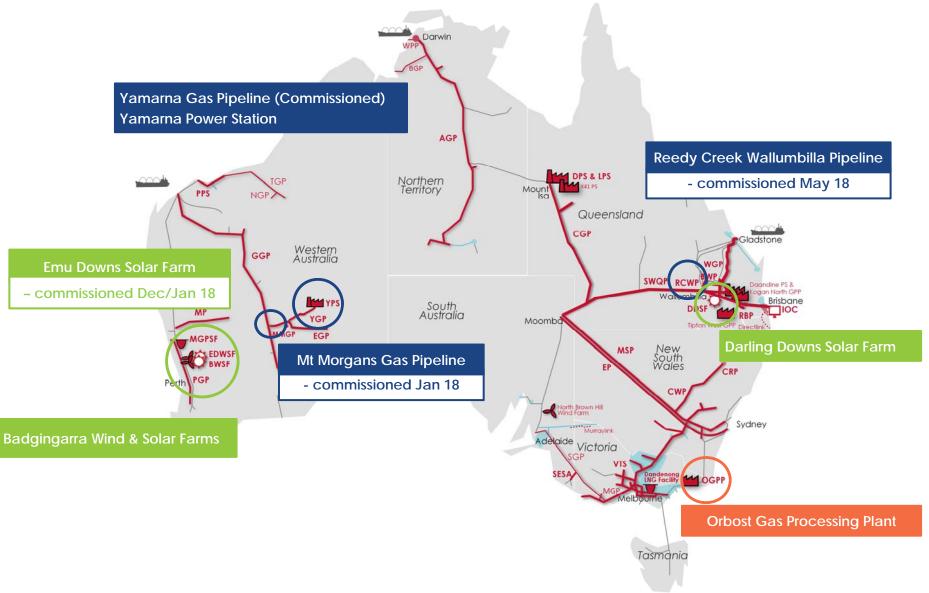
#### \$1.4 billion plus of growth projects

- Part year contributions from newly commissioned organic growth assets including the Reedy Creek Wallumbilla Pipeline, Mt Morgans Gas Pipeline and the Emu Downs Solar Farm
- A 5 year extension to the original 12 year power purchase agreement for the Badgingarra Wind Farm
- A new 17.5 MW Badgingarra Solar Farm included in the BWF power purchase agreement
- \$875.5 million capex and investments in FY18
- ~\$425 million growth capex planned is underway for FY19

## record capex program - FY2017 to FY2019

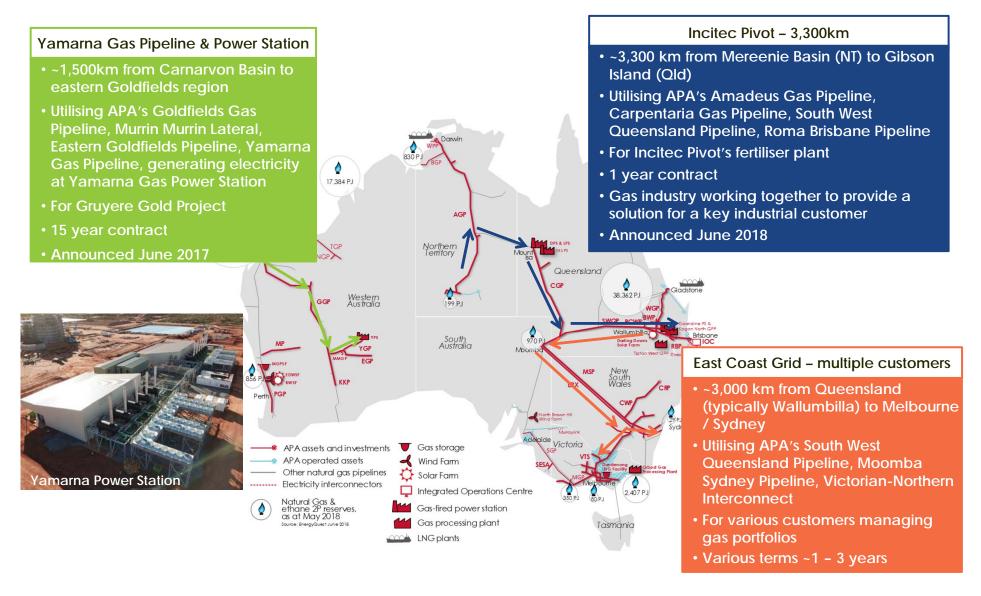


growing portfolio of committed projects



### our business - doing deals with customers





### focused on delivering industry best practice

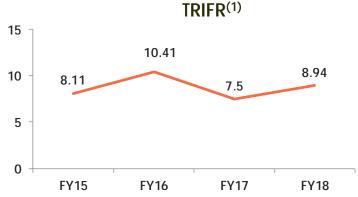


### Health and safety

- Continue to target a zero harm workplace
- Injury rates increased in FY18, especially with contractors
- 2<sup>nd</sup> year of a new 3-year HSE Strategic Improvement Plan
  - Focusing on safety leadership
  - Developing initiatives on health and wellbeing
  - Improving and simplifying our safety system
- FY19 Target TRIFR of no more than 7
- APA will use data analytics to target known injury drivers

#### **Environment**

- Environmental Management Plan improvement program commenced across the business:
  - Standardised compliance process and register
  - Improvement Program rollout including new risk assessment process
  - Review compliance tools to integrate with existing business systems and processes
  - Registered as a supporter of the Task Force on Climate-related Financial Disclosure initiative



#### Notes:

(1) Total reportable injury frequency rate (TRIFR) is measured as the number of lost time and medically treated injuries sustained per million hours worked. All data includes both employees and contractors.



### customer focus





#### **Customer focus at APA**

- Interconnected grid
- Seamless services
- Integrated Operations Centre
- Systems and technology
- Product and services refresh
- Customer relationships

#### The Energy Charter - industry initiative

- APA is one of 15 energy businesses from across the Australian energy supply chain to develop The Energy Charter
- Objective is to reconnect industry as a whole with its purpose and create collective accountability for better customer outcomes
- Charter Principles focus on:
  - Embedding customer-minded culture for better customer outcomes
  - Improving energy affordability
  - Providing energy reliably, safety and sustainably
  - Improving the customer experience
  - Supporting customers in vulnerable circumstances







### summary results



\$ million	FY2018	FY2017	Change
Revenue excluding pass-through <sup>(1)</sup>	1,941.4	1,888.3	2.8%
EBITDA	1,518.5	1,470.1	3.3%
Depreciation and amortisation	(578.9)	(570.0)	(1.6%)
EBIT	939.6	900.1	4.4%
Net interest expense	(509.7)	(513.8)	0.8%
Pre-tax profit	429.9	386.3	11.3%
Tax	(165.1)	(149.5)	(10.4%)
Net profit after tax	264.8	236.8	11.8%
Operating cash flow <sup>(2)</sup>	1,031.6	973.9	5.9%
Operating cash flow per security (cents) <sup>(3)</sup>	90.7	87.1	4.1%
Distribution per security (cents)	45.0	43.5	3.4%
Distribution payout ratio <sup>(4)</sup>	51.5%	49.8%	

APA made the following contributions to the broader economy during FY2018:

- \$1,600 millionpaid to Suppliers
- \$188 millionpaid to Employees
- \$239 millionpaid in Taxes
- \$490 millionpaid to Securityholders
- \$473 millioninterest paid toLenders

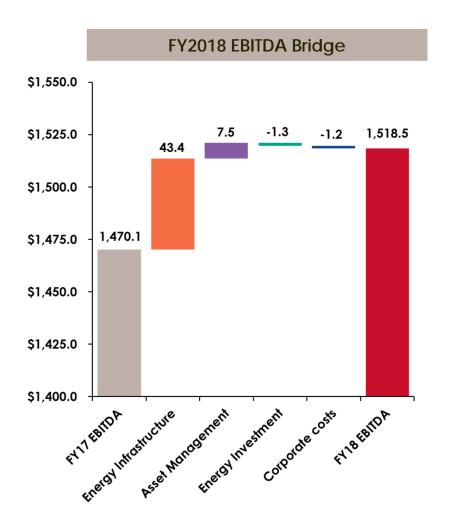
Notes: Numbers in the table may not add due to rounding.

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- (2) Operating cash flow = net cash from operations after interest and tax payments.
- (3) Operating cash flow per security has been adjusted for the rights issue completed on the 23 March 2018.
- (4) Distribution payout ratio = total distribution applicable to the financial year as a percentage of operating cash flow.

# FY2018 result: EBITDA by business segment



\$ million	FY2018	FY2017	Change	% of FY18 EBITDA <sup>(1)</sup>
Energy Infrastructure				
Queensland	962.2	925.4	4.0%	60.7%
New South Wales	147.1	149.5	(1.6%)	9.3%
Victoria & South Australia	127.2	125.3	1.5%	8.0%
Northern Territory	22.9	18.8	22.1%	1.4%
Western Australia	237.6	234.7	1.2%	15.0%
Energy Infra total	1,497.1	1,453.7	3.0%	94.4%
Asset Management	66.2	58.7	12.7%	4.2%
Energy Investments	23.1	24.4	(5.4%)	1.5%
Corporate costs	(67.9)	(66.7)	(1.9%)	(4.3%)
Total EBITDA	1,518.5	1,470.1	3.3%	



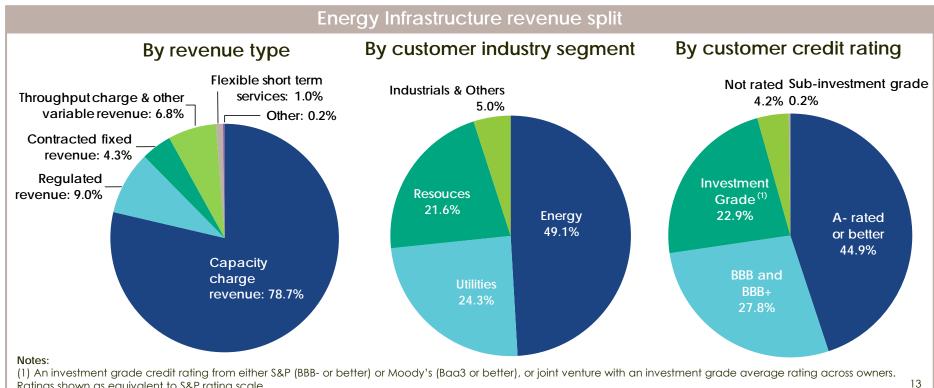
Notes: Numbers in the table may not add due to rounding.

<sup>(1)</sup> As a % of EBITDA before Corporate costs.

### low risk business model



- APA has robust risk management processes in place
- Manage counterparty risks by:
  - Diversification of customer & industry exposure
  - Assessment of counterparty creditworthiness
  - Putting in place appropriate credit support arrangements
  - Entering into long term contracts to support major capital spend
- Revenue weighted average contract tenor remaining in excess of 12 years

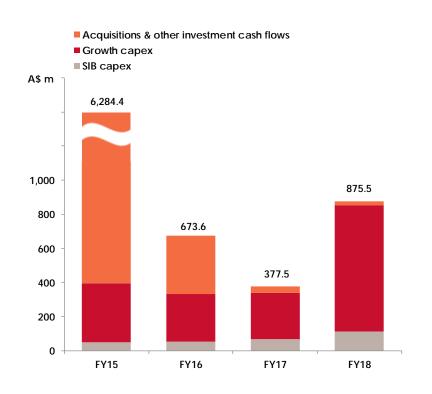


Ratings shown as equivalent to S&P rating scale.

# capital expenditure and investment cash flows



\$ million	FY18	FY17
Growth capex		
Regulated – Victoria	33.0	106.1
Non-regulated		
East Coast	326.6	78.7
Western Australia & Northern Territory	369.1	30.6
Other	14.2	56.5
Total growth capex	742.9	271.9
Stay-in business capex	112.6	68.8
Total capex	855.5	340.7
Investments & acquisitions(1)	20.0	36.8
Total capital & investment expenditure(2)	875.5	377.5

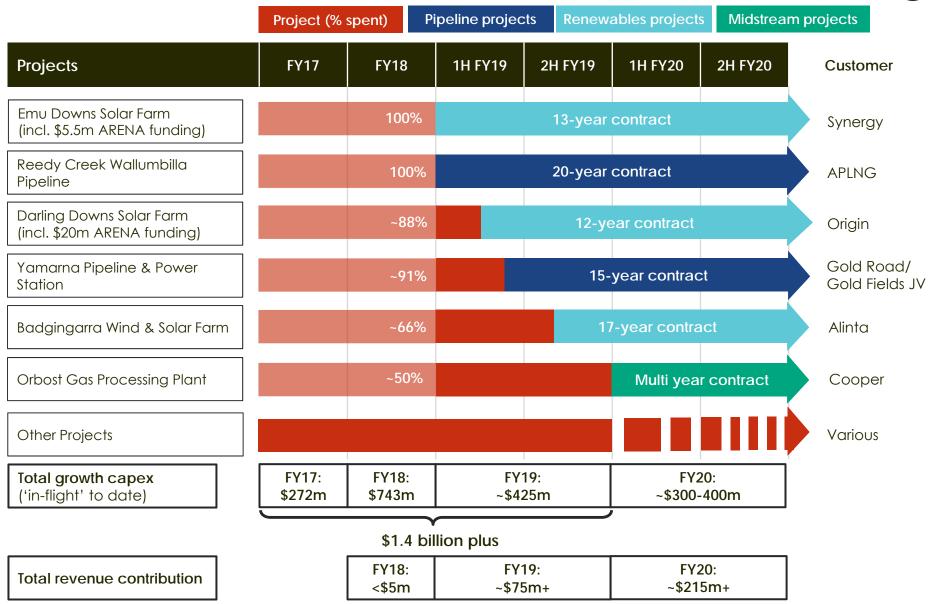


Notes: Numbers in the table may not add due to rounding.

- (1) Represents the share purchase price for the Orbost Gas Processing Plant.
- (2) Capital expenditure ("capex") represents net cash used in investing activities as disclosed in the cash flow statement, and excludes accruals brought forward from the prior period and carried forward to next period.

### growth projects schedule





Note: diagram is illustrative only.

### capital management



### APA's parameters for capital management and distributions

#### Capital management:

- Retain our 2 credit ratings at Baa2/Stable (Moody's) and BBB/Stable (S&P) to facilitate access to global debt capital markets
- Maintain gearing<sup>(1)</sup>~65-68%
- Fund growth with an appropriate mix of retained funds in the business, debt and equity
- Minimise impacts from adverse movements in interest rates through a combination of hedging and raising debt at fixed interest rates

#### **Distribution Policy:**

- Fully covered by operating cash flow
- Grow generally in line with operating cash flow
- Sustainable over the long term
- Considered in the context of the capital needs of the business and economic conditions

### capital management



- Credit ratings: S&P BBB (CreditWatch Positive, Aug 2018), Moody's Baa2 (outlook Stable, affirmed Aug 2018)
- Majority of interest cost obligations known today are hedged 97.7% as at 30 June 2018
- APA completed ~\$500 million capital raising by way of a PAITREO Entitlement Offer, March 2018
- Redeemed \$515 million of Subordinated Notes at the first-call date of 31 March 2018 and repaid the \$125.8 million (JPY 10 billion) Japanese MTNs at maturity on 22 June 2018
- A new \$1,000 million Syndicated Bank Facility came into effect on 2 July 2018, with two \$500 million tranches maturing on 30 June 2023 and 31 December 2023
- All capital markets debt issuance out to 2035 are fully hedged at fixed rates

Metrics	Jun 2018	Jun 2017
Gearing <sup>(1, 2)</sup>	65.4%	67.4%
Interest cover ratio	2.7 times	2.8 times
Average interest rate applying to drawn debt	5.65%	5.56%
Interest rate exposure fixed or hedged	97.7%	94.5%
Average maturity of senior facilities	6.9 years	7.5 years

#### Notes:

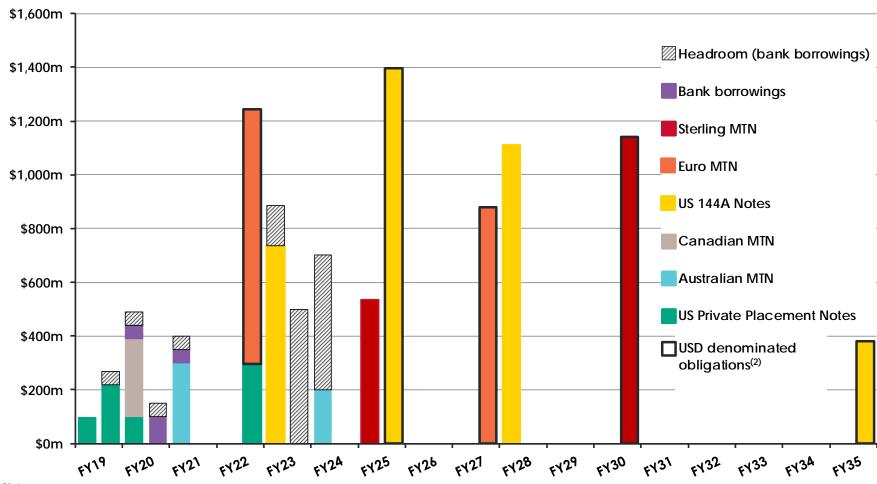
<sup>(1)</sup> For the purpose of the calculation, drawn debt that has been kept in USD (rather than AUD) has been nominally exchanged at AUD/USD exchange rates of 0.7772 for Euro and GBP MTN issuances and 0.7879 for the US144A notes at the respective inception dates.

<sup>(2)</sup> Ratio of net debt to net debt plus book equity.

## debt maturity profile



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



#### Note:

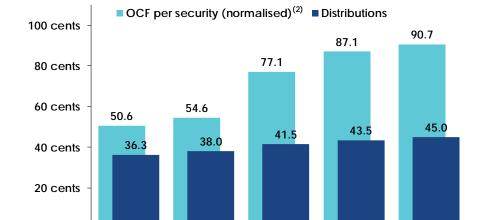
- (1) APA debt maturity profile as at 2 July 2018.
- (2) USD denominated obligations translated to AUD at the prevailing rate at inception (USD144A AUD/USD=0.7879, EMTN & Sterling AUD/USD=0.7772).

## fully covered distributions

apa

- FY2018 distribution payout ratio<sup>(1)</sup> of 51.5%
- Components for FY18 distribution:

8.93 cents	APT profit distribution
9.03 cents	APT capital distribution
2.90 cents	APTIT profit distribution
3.14 cents	APTIT capital distribution
24.00 cents	



FY15

#### Notes

0 cents

FY14

- (1) Distribution payout ratio: total distribution applicable to the financial year as a percentage of operating cash flow.
- (2) Operating cash flow per security has been adjusted for the rights issue completed on the 23 March 2018.

FY16

FY17

FY18

#### Franking Credits

- \$52 million tax payable for FY18
- Franking credits of 3.83 cents per security allocated to the final APT profit distribution, taking the FY18 franking credits to 6.33 cents per security
- Expect future profits from APT to be distributed with some level of franking credits
- Third year in providing the voluntary Tax Transparency Report

### FY19 guidance



- Based on current operating plans and available information, EBITDA for FY2019 is expected to be in the range of \$1,550 million to \$1,575 million
- Net interest costs for FY2019 expected within a range of \$500 million to \$510 million
- In the event that the CKI proposal does not proceed and APA remains as a stand-alone listed company for the full financial year, distributions per security for FY2019 are expected to be in the order of 46.5 cents per security, cash payout, franking credits may be allocated to the distributions based on corporate tax paid during FY2019
- Capital expenditure update:
  - APA's now \$1.4 billion plus of growth projects from FY2017 to FY2019
  - To date, APA has spent in excess of \$1 billion on these projects
  - Growth capital expenditure on these projects over the 3-year period is expected to be:

FY2018(Actual): \$742.9 million

FY2019(Forecast): approx. \$425 million (revenue to flow from FY2020)

FY2020(Forecast): approx. \$300-400 million

- Expected incremental revenue per annum as a result of capital expenditure: ~\$75m plus in FY2019 and ~\$215m plus in FY2020
- Stay-in-business capex is expected to be in the order of \$100 million p.a. going forward
- Growth capex: beyond FY2019, APA expects \$300 to \$400 million p.a. for the next 2-3 years





## implementing energy policy changes



APA supports Government initiatives to improve information transparency and increase market liquidity

Information disclosure and arbitration framework

- Pricing principles
- Pipeline schematics
- Standard Gas Transportation Agreement
- Standing tariffs
- Uncontracted capacity outlook
- Service usage information

- ✓ East Coast and Central Region disclosure on 31 Jan 2018
- Western Australian information disclosure on 19 Jun 2018
- 100% of contracts negotiated non scheme assets since
   1 Aug 2017

Additional financial information

- Pipeline financial statements
- Weighted average tariffs

Due 31 Oct 2018

Capacity trading & auction

- Trading of firm transport, compression and park capacity between shippers
- Auction of contracted but un-nominated capacity

Commence 1 Mar 2019

### APA's strategy

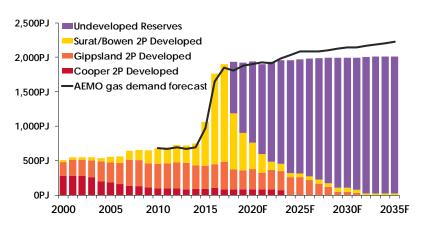


APA is committed to delivering to customers energy solutions that are safe, reliable, innovative and cost-effective

- Our growth focus is to enhance our portfolio:
  - of gas transmission pipelines
  - of power generation: gas-fired and renewable energy
  - of midstream energy infrastructure assets, including gas storage and gas processing
- We will continue to strengthen asset management, development and operational capabilities
- We will maintain APA's financial strength

APA continues to see significant opportunities for growth capex - possible opportunities identified of >\$4 billion over the next 5 years.

#### East coast gas demand & production by field



Source: Demand – AEMO GSOO 2018 Supply - EnergyQuest (actuals); AEMO 2017 GSOO (forecast)

#### Australian electricity supply by fuel source 100% Oil Products & Others 90% Solar PV 80% 70% Wind 60% Hydro 50% 40% Natural gas 30% ■ Black coal 20% 10% Brown coal NSW VIC QLD WA SA TAS NT 20062017e

**Source:** Department of the Environment and Energy, Australian Energy Statistics, Table O, April 2018

23

### Implementation Agreement - APA and CKI Consortium



- Conditional Implementation Agreement announced 13 August 2018
- A\$11.00 per security cash offer and no change to FY18 final distribution (due 12 September 2018)
- Compelling offer:
  - >30% premium (5 day, 1 month, 3 month VWAPs)
  - 15.3x FY2017 EV/EBITDA and 14.8x FY2018 EV/EBITDA<sup>(1)</sup>
- APA Board unanimously recommends the transaction
- Subject to a number of conditions, including approval from
  - ACCC (mid-September) followed by FIRB decision
  - CKA shareholders
  - APA Securityholders
- Additional 4.0 cents per security for each full month in calendar 2019 which elapses post
  31 December 2018 and prior to implementation (up to 31 March 2019)
- Securityholders do not need to take any action at this time Scheme booklet is targeted to be sent to Securityholders by the end of October 2018

We remain focused on managing our business and executing on our strategy throughout this process.....it is business as usual at APA

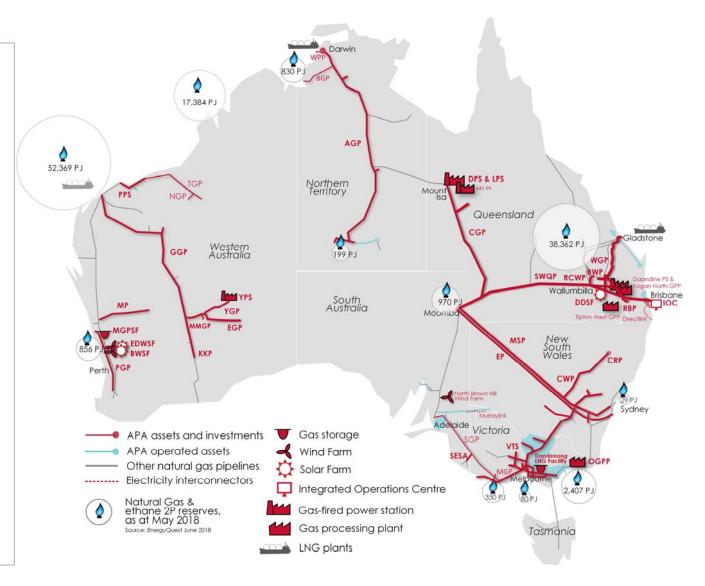
### APA's uniquely integrated energy infrastructure



#### Assets and Investments Glossary AGP Amadeus Gas Pipeline **BGP** Bonaparte Gas Pipeline **BWSF** Badgingarra Wind and Solar Farm **BWP** Berwyndale Wallumbilla Pipeline CGP Carpentaria Gas Pipeline **CRP** Central Ranges Pipeline & 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 EP Ethane Pipeline **GGP** Goldfields Gas Pipeline IOC Integrated Operations Centre KKP Kalgoorlie Kambalda Pipeline MP Mid west Pipeline MGP Mortlake Gas Pipeline **MGPSF** Mondarra Gas Processina & Storage Facility **MMGP** Mt Morgans Gas Pipeline Moomba Sydney Pipeline **MSP** 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 SGP SEA Gas Pipeline **SWQP** South West Queensland Pipeline **TGP** Tipton Gas Pipeline VTS Victorian Transmission System WGP Wallumbilla Gladstone Pipeline WPP Wickham Point Pipeline X41 X41 Power Station YGP Yamarna Gas Pipeline

Yamarna Power Station

YPS



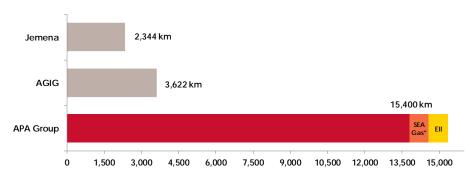




### snapshot of APA

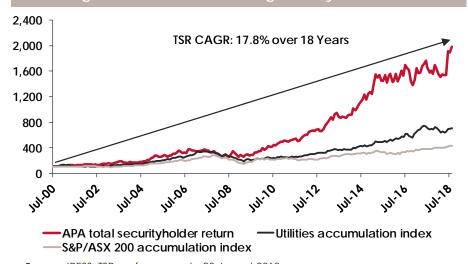


# Australian gas transmission pipeline ownership by kilometres ~ APA is Australia's largest gas pipeline owner ~



Note: \* includes SEA Gas Pipeline and Mortlake Pipeline Source: AER State of the Energy Market Dec 2017; Company reports; APA data as at 30 Jun 2018 and includes the Ethane Pipeline.

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



**APA Overview** (Ticker: APA AU) A\$ 11.8 billion (as at 20 Aug 2018) Market cap S&P/ASX 50 ASX rank Credit rating Moody's: Baa2 (outlook Stable) S&P: BBB (CreditWatch Positive) approximately \$20 billion Assets owned/ Gas transmission(1) operated 15,400km transmission pipelines Underground & LNG gas storage Gas distribution(2) ~28,600 km gas mains & pipelines ~1.4 million gas consumers Other energy infrastructure 605 MW power generation 244 km HV electricity transmission Gas processing plants

#### Notes:

**Employees** 

(1) Includes 100% of pipelines operated by APA Group, which form part of Energy Investments segment, including SEA Gas and Ell.

~1.700

(2) Includes 100% of assets operated by APA Group in Queensland, New South Wales, Victoria and South Australia.

### group structure

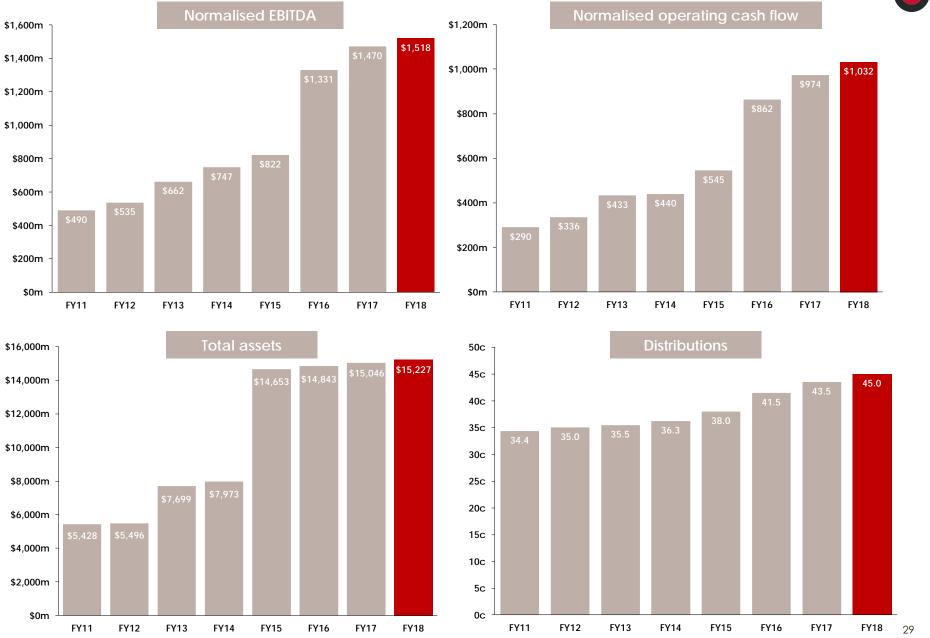


- APA is a stapled structure comprising two registered managed investment schemes:
  - Australian Pipeline Trust (ARSN 091 678 778)
  - APT Investment Trust (ARSN 115 585 441) is a pass-through trust
- Australian Pipeline Limited (ACN 091 344 704) is the responsible entity of APT and APTIT
- APA is listed 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 of APA's operating assets and investments
- owned by APT, and the owner of the majority
- **APA Group Securityholders Australian Pipeline Trust APT Investment Trust** (APT) (APTIT) **Australian Pipeline Limited** (Responsible Entity) **APT Pipelines Ltd** T 100% Operating assets and **Passive investments** 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

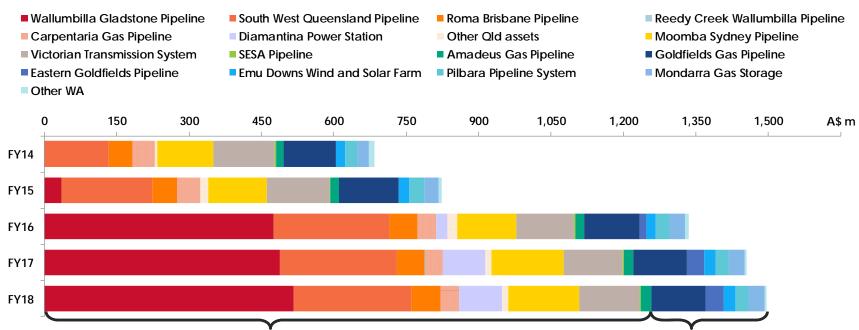
# solid historical performance





### FY2018 operational summary - Energy Infrastructure





#### East Coast + Northern Territory

- EBITDA increased by 3.0% for East Coast, 22.1% for NT
- Early contributions from recently completed and commissioned Reedy Creek Wallumbilla Pipeline
- Continued demand for bi-directional services
- Benefit from the US CPI increase on the Wallumbilla Gladstone Pipeline contract, along with a favourable USD/AUD exchange rate as the majority of contract revenues are in USD

#### Western Australia

- EBITDA from WA assets increased by 1.2%
- Early contributions from the Mt Morgans Gas Pipeline and the Emu Downs Solar Farm completed during the year

# FY2018 operational summary – Asset Management, Energy Investments and Corporate costs



#### Asset Management

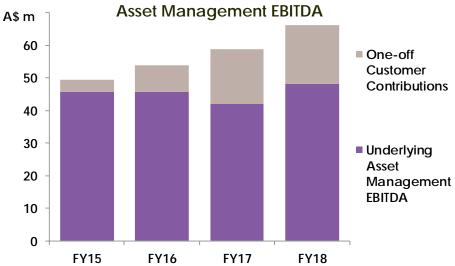
- Connections continued to grow, as natural gas remains a fuel of choice for cooking in APA's network areas
- Customer contribution average increased to ~\$12m p.a.

#### **Energy Investments**

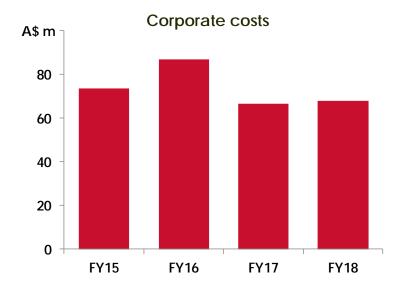
EBITDA from Energy Investments was marginally reduced

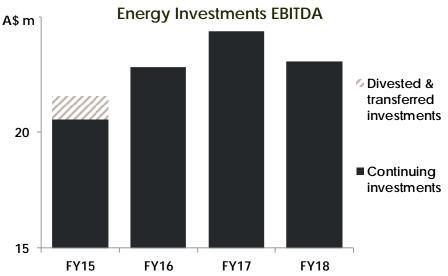
#### Corporate costs

- Slightly increased due to additional costs associated with the new Part 23 compliance requirements
- Contained despite the significant organic growth cycle



**Note:** From FY17 onwards, DPS and the Ethane Pipeline became fully owned assets and are managed within APA's Energy Infrastructure segment and therefore no asset management fees earnt.





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

### debt facilities



Total committed debt facilities at 2 July 2018

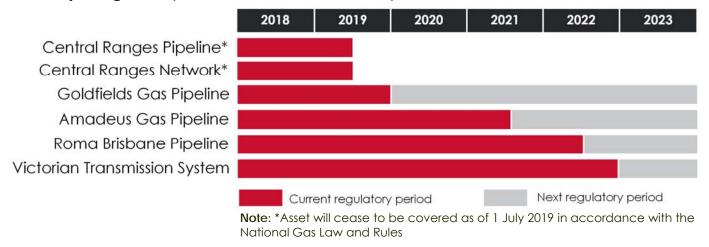
\$ million	Facility amount	Drawn amount	Tenor
2015, 2016, 2017 & 2018 Bilateral bank facilities	550	200	2 to 4.6 year facilities maturing between May 2019 to July 2022
2018 Syndicated bank facilities	1,000	-	5 and 5.5 year tranches maturing June and December 2023
2003 US Private placement	96	96	15 year tranche maturing September 2018
2007 US Private placement	516	516	12 and 15 year tranches maturing May 2019 and May 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 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
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 <sup>(1)</sup>	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	10,173	8,823	

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 9.0% of APA's Energy Infrastructure revenue in FY18 was regulated revenue
- APA's major regulatory resets over the next few years are as follows:



- Roma Brisbane Pipeline access arrangement review
  - New Access Agreement from 1 January 2018
  - Recognised changes in the pipeline configuration and demand profile 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
  - New Access Agreement from 1 January 2018
  - The Australian Energy Regulator approved APA's recent significant expansions that enabled more gas flows between Victoria and NSW
  - Average tariffs are 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

- 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
- Determined 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 updated 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 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, where tariffs are negotiated with users and are subject to determination by the regulator only where the customer initiates a dispute



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