



24 March 2023

## **Infratil 2023 Investor Day**

Infratil has this morning released the presentation material for its annual Investor Day. Presentations will be recorded during the day and will be available to view on <https://infratil.com/for-investors/reports-results-meetings-investor-days/> after the event.

Infratil's objective is to keep its stakeholders well informed about how its businesses are performing and how their delivery of strategic objectives is progressing.

Management will provide an update on Infratil's portfolio strategy, as well as providing views on the near-term outlook. There will also be a number of presentations from senior executives at Infratil's portfolio businesses, including Qscan Group, RHCNZ Medical Imaging, Longroad Energy, CDC Data Centres, and Vodafone (One NZ).

Infratil has also narrowed its Proportionate EBITDAF guidance range for the year ended 31 March 2023 to \$520 million to \$535 million (previously \$510 to \$540 million).

Any enquiries should be directed to:

**Any investor enquiries should be directed to:**

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# Infratil Investor Day

24 March 2023

Smales Farm, Auckland

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# Welcome

## Infratil's 2023 Investor Day



**Alison Gerry**

- Independent Director since July 2014 and Infratil Chair since May 2022
- Member of the Manager Engagement Committee and Nomination and Remuneration Committee



**Jason Boyes**

- Infratil Chief Executive Officer and Director since April 2021
- Joined Morrison & Co in 2011 after a 15 year legal career in corporate finance and M&A in New Zealand and London
- Chair of Longroad Energy and Galileo, Director of CDC Data Centres



**Phillippa Harford**

- Infratil Chief Financial Officer since May 2015
- Joined Morrison & Co in 2009 after a 17 year career in corporate tax and tax advisory in New Zealand and offshore
- Director of RetireAustralia, Vodafone and Wellington International Airport



# Agenda

## Infratil's 2023 Investor Day

9:15am – 9.25am	<b>Welcome &amp; Overview</b> Alison Gerry, Chair
9:25am – 10.00am	<b>Portfolio Update &amp; Growth Outlook</b> Jason Boyes, Infratil Chief Executive Phillippa Harford, Infratil Chief Financial Officer
10:00am – 10.15am	<b>Update on Healthcare Platform</b> Rachel Drew, Morrison & Co Executive Director Michael Brook, Morrison & Co Executive Director
10:15am – 10.35am	<b>Qscan Group</b> Chris Munday, Qscan Group Chief Executive
10:35am – 10.55am	<b>RHCNZ Medical Imaging</b> Terry McLaughlin, RHCNZ Medical Imaging Group Chief Executive
10.55am – 11.15am	<b>Morning Break</b>
11.15am – 11.35am	<b>Update on Renewable Energy Platform</b> Vimal Vallabh, Morrison & Co Global Head of Energy Deion Campbell, Morrison & Co Operating Partner & Chair of Mint Renewables
11.35am – 12.15pm	<b>Longroad Energy</b> Paul Gaynor, Longroad Energy Chief Executive
12.15pm – 1.00pm	<b>Lunch Break</b>

# Agenda

## Infratil's 2023 Investor Day

1:00pm – 1:10pm

### **Manager Update**

Paul Newfield, Morrison & Co Chief Executive

1:10pm – 1:25pm

### **Digital & Connectivity Update**

Lewis Bailey, Morrison & Co Investment Director, Strategy and Research

1:25pm – 2:05pm

### **CDC Data Centres**

Greg Boorer, CDC Data Centres Chief Executive

2:05pm – 2:45pm

### **Vodafone New Zealand**

Jason Paris, Vodafone Chief Executive

2:45pm – 3:00pm

### **Wrap Up**

Jason Boyes, Infratil Chief Executive





# Portfolio Update and Outlook

**Jason Boyes**

Infratil Chief Executive

**Phillippa Harford**

Infratil Chief Financial Officer





Infratil is a global infrastructure investor with significant investments in digital infrastructure, renewables, healthcare and airports

Established

1994

Listed on

NZX/ASX

Managed by

Morrison & Co

Market Capitalisation

\$6.3b

Group Assets

\$9.0b+

FY2023F Investment

\$1.0b+

Track record

29 years

After tax return

18.5% p.a.

FY2023F EBITDAF<sup>1</sup>

\$520-535m

# Investment Approach

Our approach has remained consistent through multiple market cycles

“Ideas That Matter”

- Infratil invests in infrastructure businesses, targeting returns to shareholders of 11-15% p.a. over the long-term
- Our investment focus is on sectors and businesses with:
  - ✓ strong defensive characteristics
  - ✓ exposure to growth, driven by macroeconomic and industry tailwinds – *“ideas that matter”*
  - ✓ opportunities to reinvest and manufacture infrastructure at scale – *“platforms”*
- Our high conviction approach is currently focused on four *“ideas that matter”*
- Portfolio blends investments in lower risk cash generating businesses and higher risk and return growth infrastructure platforms to meet target returns, and credit and liquidity metrics
- Active asset management and balance sheet flexibility key to managing risk and achieving returns, requiring control or significant influence over the businesses Infratil invests in
- Infratil’s ability to position itself early in next generation infrastructure is a source of outperformance – and we continue to scan for new *“ideas that matter”*



# 2022 Investor Day

## Looking back at what we said we would do, and what we did

### What we said we would do – February 2022

- Assessing network capital release options for Vodafone
- Continuing to evaluate further attractive data centre and connectivity opportunities offshore
- Longroad Energy's strategic shift, assessing new minority investor(s), opportunities for Gurin Energy to grow via acquisition in Asia
- Build on our Qscan investment to create a scale diagnostic imaging platform, and evaluate teleradiology and adjacent healthcare businesses
- RetireAustralia strategic review announced
- Room to add more core cash generating assets to support growth investments in the future



### What we did

- Vodafone passive mobile tower sale announced in July 2022, alongside investment in FortySouth
- New capital and co-investor for Longroad Energy announced in August 2022
- Australian focussed renewable energy platform, Mint Renewables, established in December 2022
- Qscan purchase of Envision Medical Imaging in Perth announced in April 2022
- Strategic review of shareholding in RetireAustralia completed with a decision to hold

### What we're still doing

- Continuing to evaluate further attractive data centre and connectivity opportunities offshore
- Continuing to progress teleradiology, and evaluate adjacent healthcare businesses for the future



# Portfolio Composition

We remain high conviction digital; however, the Longroad valuation uplift highlights the potential for growth embedded within our renewables platform



## Digital

53%



one.nz



## Renewables

26%



## Healthcare

14%



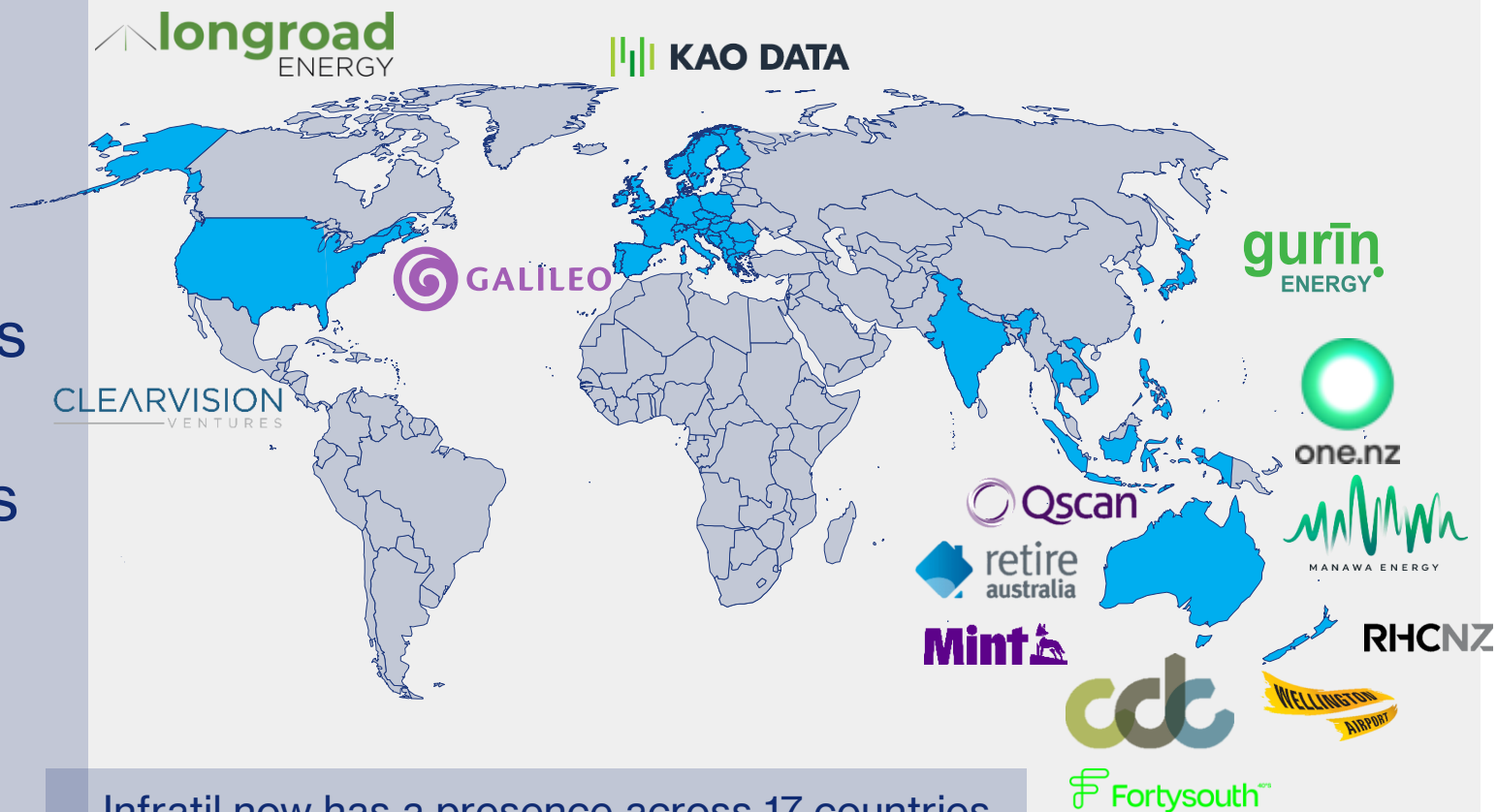
## Airports

7%



# Portfolio Composition

Infratil's global investment proposition continues to grow with a series of increasingly connected assets

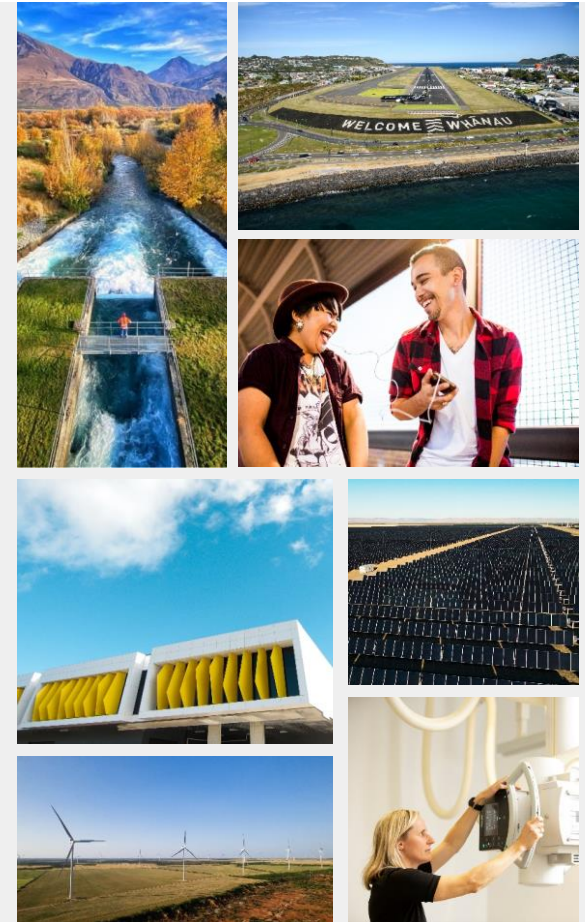


Infratil now has a presence across 17 countries

# Sustainability

Since inception, Infratil has invested in assets that are important to society and the environment, an investment strategy that has served us well

- Infratil will release its inaugural sustainability report in 2023 which will include:
  - Climate-related disclosures in accordance with the Aotearoa New Zealand Climate standards
  - Emissions reporting in line with the GHG Protocol and Partnership for Carbon Accounting Financials ('PCAF')
  - Climate targets in line with the Science Based Targets initiative ('SBTi') framework for financial institutions
- Infratil and its manager, Morrison & Co, are among the first financial institutions in New Zealand to commit to establishing SBTi emission reduction targets
- The SBTi is focused on accelerating companies across the world to halve emissions before 2030 in line with limiting global warming to 1.5°C
- This commitment extends across Infratil's investment activities and requires each of its portfolio companies to establish a SBTi-validated target





# Portfolio Composition

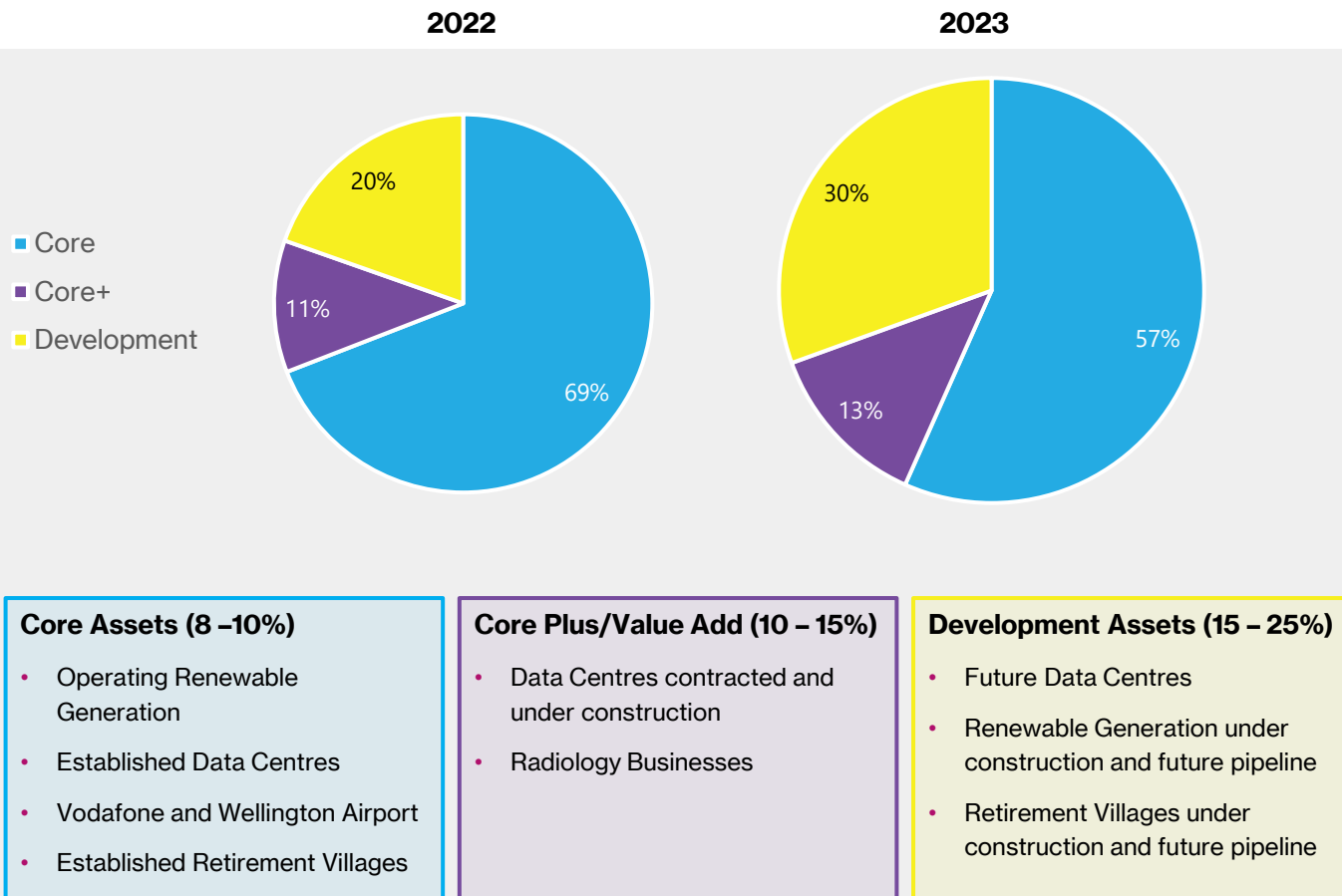
We blend lower and higher risk investments to achieve our target return of 11 – 15% over a rolling 10-year period

## Target Portfolio Setting

Infratil Portfolio	Expected Returns	Leverage Assumption	Management Costs	Return to Shareholders
Core Lower Risk	8–10% Per annum	Average net debt/ total capital <b>30%</b> at <b>6%</b> p.a. interest rate	<b>1% of assets</b> Per annum	<b>11–15%</b> Per annum
Core Plus / Value Add	10–15% Per annum			
Development Higher Risk	15–25% Per annum			

# Portfolio Composition

Our portfolio is currently well configured to deliver our target return of 11-15%

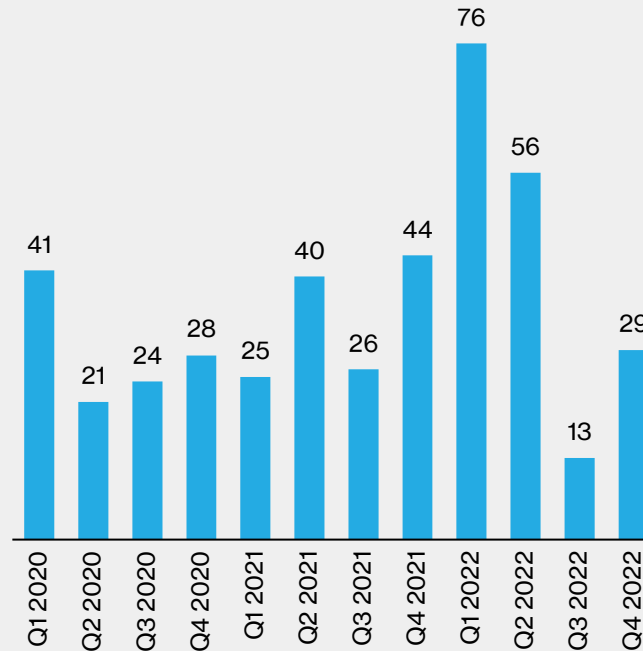


# Fundraising & Deal Flow

2022 was a record year for private infra funding, but private market deal processes are taking longer

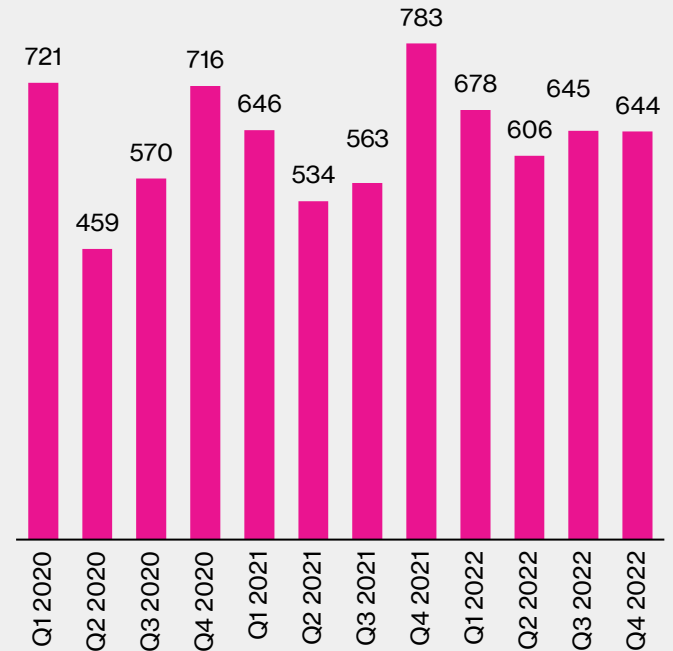
## Infrastructure funds raised in the period, US\$bn

Source: Preqin



## Number of infrastructure deals in the period

Source: Preqin





# Portfolio Outlook

Attractive pipeline of investment opportunities in and around our digital and renewables platforms

## Digital infrastructure

- Existing businesses well placed to benefit from sector growth trends like AI, AR/VR, edge computing, and to address attractive adjacent investment opportunities those trends will generate, e.g.
  - Vodafone's 5G roll out and extensive fibre footprint, neutral cloud provider offering
  - CDC's connectivity opportunity, and ability to cater for the full spectrum of computing needs (standard, high performance and quantum)
- Our capability can be translated elsewhere, and we continue to evaluate further attractive data centre and connectivity opportunities offshore
- Alert to opportunities arising from current macro volatility, but remaining selective

## Renewables

- Very similar story...
- Longroad transacted prior to the Inflation Reduction Act – stronger outlook not reflected in current valuations. Generating attractive opportunities to invest more, or in adjacent opportunities, e.g. hydrogen through its investment in Valta
- Galileo set to demonstrate its potential this year, as it looks to sell its first set of projects. Europe developing its own response to the IRA which should be a tail wind
- Via our global platform, we are well placed to address growth “beyond” onshore wind and solar, e.g. hydrogen, offshore wind and storage

# Portfolio Outlook

Plenty to do in digital and renewables, but we continue to develop new, long term ideas

## Healthcare

- At scale in A/NZ, with high quality diagnostic imaging businesses. Only national offering in New Zealand, PET/CT leader in Australia
- Challenging operating environment, bringing forward IT investments and other initiatives to take advantage of our scale
- Remaining selective on additions to our platform, as valuation metrics in the private markets have held up
- Teleradiology looks attractive for the future, and facilitated by IT investments being brought forward
- Continue to assess adjacent healthcare sectors for the future

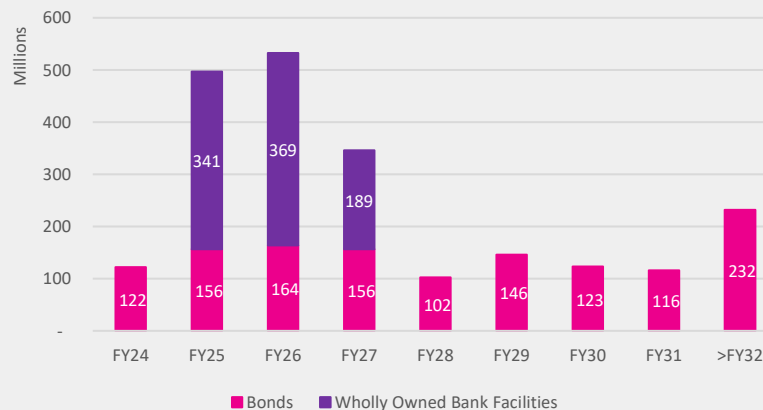
## Retirement and Airports

- RetireAustralia continues to outperform. Post-strategic review reset nearly complete, and shifting to execution. Look forward to telling you more later this year
- Wellington International Airport also outperforming, and well placed to deal with inflation. Pricing and capex plans to be reset later this year in preparation for PSE5

# Capital Availability

Well positioned for capital deployment with ~\$600 million of cash and significant undrawn bank facilities

(\$Millions)	21 March
Net bank debt/(cash)	(613.7)
Infratil Infrastructure bonds	1,085.9
Infratil Perpetual bonds	231.9
Total net debt	704.1
Market value of equity	6,298.7
Total capital	7,002.8
<b>Gearing</b>	<b>10.1%</b>
Infratil wholly owned undrawn bank facilities	899.0
100% subsidiaries cash	613.7
<b>Liquidity available</b>	<b>1,512.9</b>



- Infratil retains significant cash reserves to support continued capital investment; established through the Tilt Renewables sale in August 2021 and further bolstered through the net proceeds received from the Vodafone Tower Sale in November 2022
- Infratil has access to undrawn bank facilities of \$899 million, with maturities ranging through to November 2026
- Infratil continually seeks to achieve a balanced distribution of debt maturities and appropriate duration as part of its overall debt funding strategy.
- Current gearing of ~10% is significantly below the target range of 30%
- Infratil's next two bond maturities are \$122.1 million of IFT210 bonds in September 2023 and \$56.1 million of IFT230 bonds in June 2024

# Guidance

Guidance has been narrowed to \$520-\$535 million as confidence in the full year result increases

## Proportionate EBITDAF

- FY2023 Proportionate EBITDAF guidance range is narrowed to \$520-\$535million (previously \$510-\$540 million)
- Key Guidance Components
  - CDC Data Centres EBITDAF of A\$210-\$220 million (Infratil's share 48.08%)
  - One NZ EBITDAF exceeding the top end of \$490-\$520 million (Infratil's share 49.9%)
  - Manawa Energy EBITDAF of \$127.5-\$140 million (Infratil's share 51.1%)
  - Diagnostic Imaging EBITDAF of \$150-\$160 million (Infratil's share 50.5%-55.1%)
- Guidance excludes one month of Trustpower Retail and includes the impact of the TowerCo transaction and Mint Renewables

## Dividends

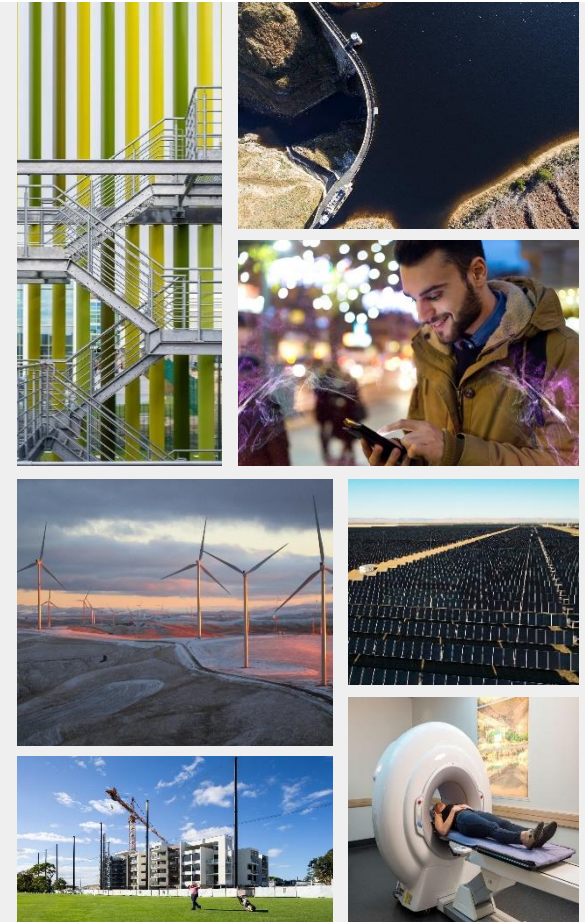
- The dividend outlook is for modest continued growth in cps, reflecting expected growth in operating earnings from CDC Data Centres and One NZ, the resumption of distributions from Wellington Airport and the addition FortySouth to the Group
- The FY2023 interim dividend saw a 3.8% increase (excluding imputation credits) from the comparative period



# Summary

Infratil remains very well positioned, with strong core businesses and balance sheet, and multiple growth options

- Infrastructure remains one of the hottest asset classes globally with record funds raised in 2022; but fund raising and deal numbers slowed in the second half
- Infratil has a strong balance sheet and a portfolio mix currently biased toward Core – lower risk and returning – investments
- A long pipeline of attractive investment opportunities exists in and around our existing digital and renewables platforms, both from organic growth and exciting adjacencies
- We continue to develop new, long-term opportunities like healthcare, which we remain positive about despite current headwinds
- We are alert to attractive opportunities arising from current macro volatility, but remaining patient and disciplined





# Questions

Jason Boyes and Phillippa Harford

Chief Executive and Chief Financial Officer



# Renewables Update

**Vimal Vallabh**

Morison & Co Global Head of Energy

**Deion Campbell**

Morrison & Co Operating Partner &  
Chair of Mint Renewables

# Global Renewables

A unique platform, utilising a regional approach to address local needs and combat global problems

- A now irreversible global commitment to long term decarbonisation is in place; but emissions still reached record highs in 2022
- Russian invasion of Ukraine has highlighted the risks of energy dependency
- With increased inflation and rising interest rates, government policy intervention will need to continue to ensure private market capital enters the sector
- An unprecedented level of required investment is forecast; \$15tn over the next decade
- Investible opportunities will vary by time, region and technology, requiring a flexible, global and portfolio approach to optimise returns
- Our deep experience and global coverage across renewables and the broader energy sector allows us to assess relative risk and returns and explore adjacent opportunities

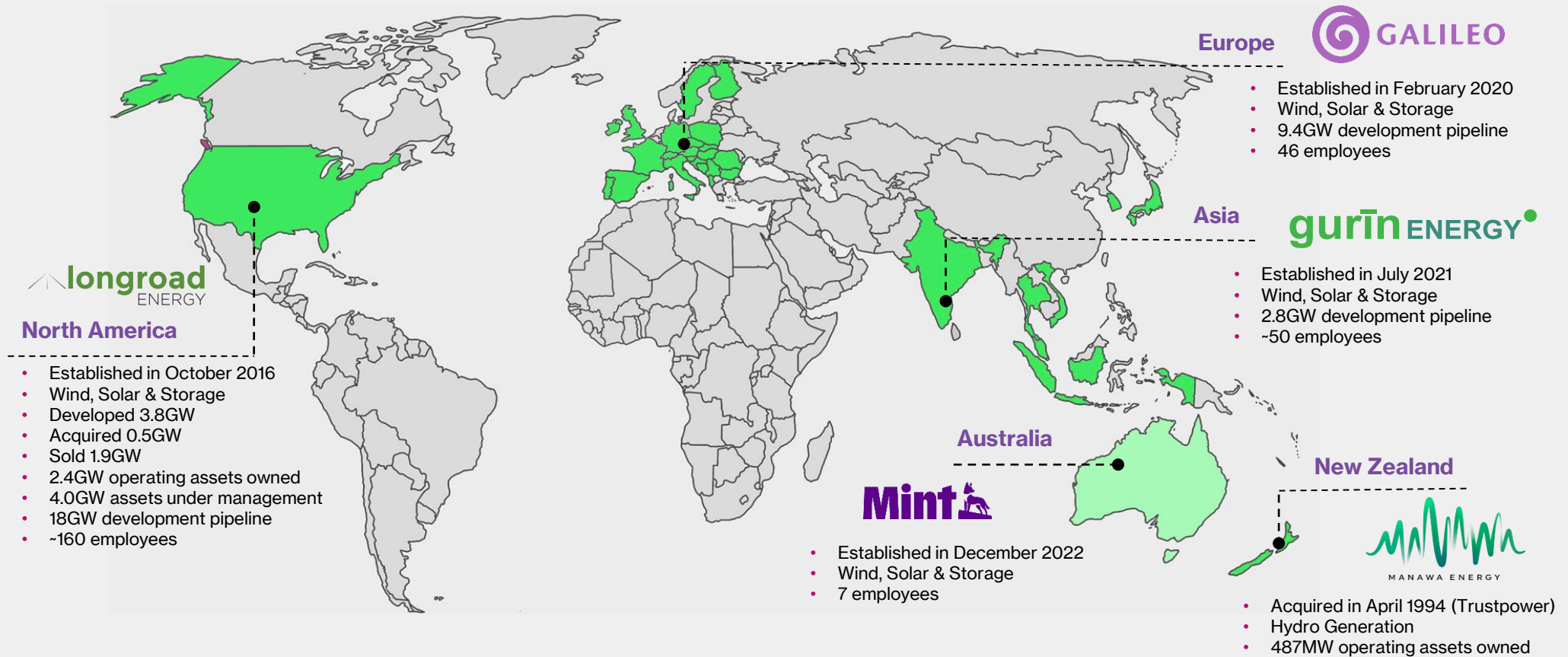




# Our Global Renewables Platform



Our regional brands hold 2GW of operating assets and are working on a 25GW pipeline



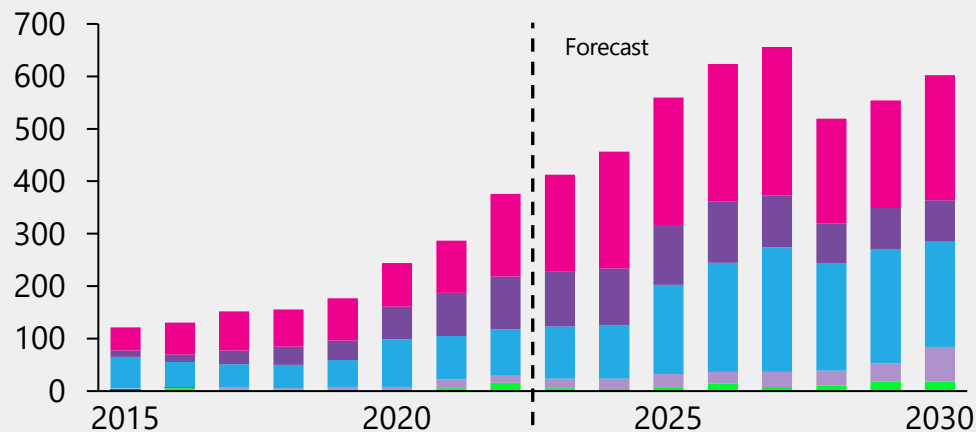
# Scale of the Opportunity



Solar PV to triple and onshore wind to double annual installations by 2030

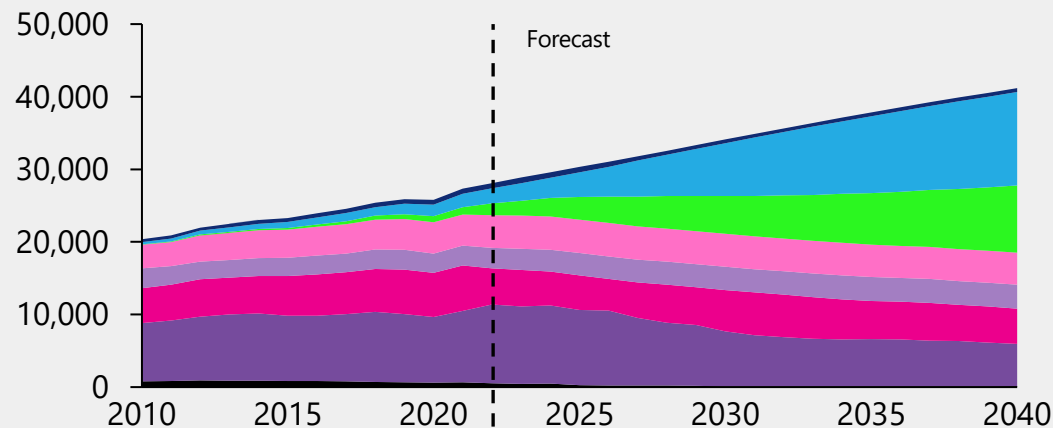
- Wind & Solar PV will still form the backbone of the transition given the maturity of technology
- Additional technologies will be required to support and enable, increasingly gaining government attention
- Constraints across the project development cycle remains a key limitation to achieving global objectives

Global Annual Capacity Additions (GW)



Utility-scale PV Onshore wind Battery storage  
Small-scale PV Offshore wind

Global Annual Generation Mix (GWh)



Oil Coal Gas Hydrogen Nuclear Solar  
Wind Other Renewables



# Supportive Policy Environment



## Strengthening commitments to decarbonisation while managing near term crisis



- Energy Crisis caused by Ukraine conflict pushing significant market reform and an unprecedented transformation of the energy sector in the EU
- EU has allocated over €400bn to the clean energy transition, bureaucracy is undermining it's ability to utilise
- Guidelines for green hydrogen released, with strong financial support



- Inflation Reduction Act provides the largest commitment to renewables and the broader clean energy sector in US history with over US\$350 billion across the next decade.
- Increasing focus on domestic content through IRA, expanded tariffs on Chinese manufacturers
- Became the largest exporter of LNG in 2022, executed agreements to supply Europe longer term



- Legislated 43% reduction in emissions by 2030, up from 28%. Implemented changes to safeguard mechanism to force liable entities to reduce emissions in line with the revised target
- State governments expanding role in transition through asset ownership and offtake
- Introduced price caps on gas and coal and increased focus on gas export controls



- Target of 100% renewable electricity generation by 2030 recently re-confirmed, 50% final energy consumption is renewable by 2035
- Large focus on efficiency and CO2 reduction in industry
- Government investigation on large pumped hydro (the 'NZ Battery') delaying private investment

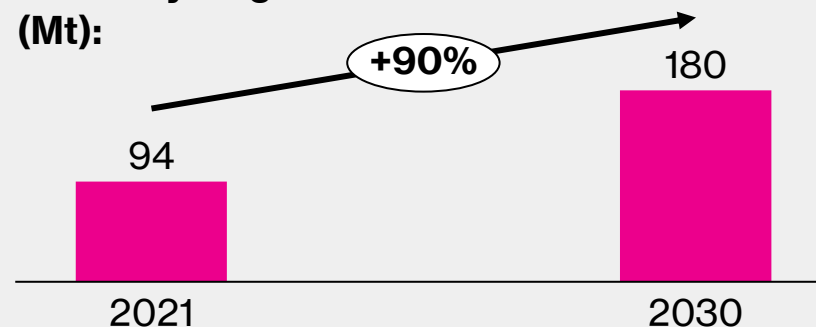
# Emerging Technologies



## Hydrogen emerging as a key solution to decarbonisation

- Hydrogen is being prioritised to decarbonise end uses where other options are less mature or more costly, such as heavy industry, long-haul transport and seasonal energy storage
- Hydrogen has emerged as a key pillar in government policy – Global 2030 targets have more than doubled this year to around 190GW or US\$152bn<sup>2</sup> in electrolyser capex alone
- Renewable electricity can be converted to green hydrogen via electrolysis. This coupling creates increased demand for renewable energy
- Today only 2% of the total hydrogen demand is generated using renewable energy
- Focus now is on making it cost competitive, US IRA could see green hydrogen costs negative by 2030

### Global hydrogen demand (Mt):



### Energy required if all Green H<sub>2</sub>:



# Platform Highlights Reel



Infratil represents one of the best investable renewable opportunities globally



- Completed US\$500 million capital raise valuing the business at over US\$2 billion
- Further strengthened procurement strategy through strategic relationships with local suppliers
- Construction of >2GW across 4 States expected to complete, continue, or commence in FY24



- Presence in 8 markets adding France & Poland this year
- Added 6GW of pipeline during 2022
- With new EU policy environment, a revised business plan targeting 20GW+ pipeline by 2025



- Established significant presence in South Korea
- Participation in large Singapore tender for electricity supply
- First project under construction in the Philippines in FY24



- Following sale of retail business in 2022, now largest independent generator in New Zealand
- Geographically diverse asset base, irrigation water supplier and development pipeline >1GW
- NZ 100% renewables ambition recently reconfirmed, dev pipe will progress towards FID in FY24



- Market remains vibrant, 8 acquisition and 5 joint development opportunities assessed already
- Approaches received from several customers, seeking long term offtake relationships
- First wind and storage option to progress through permitting in FY24

# Our Latest Platform

Mint Renewables aims to be a leading player in a rapid and sustainable transition to renewable energy



## **Mint Renewables is the re-entry vehicle for Australasian renewable energy development, established in 2022**

Mint's initial strategy focuses on Australian onshore wind and solar PV, integrating storage where this improves production profiles and associated revenue streams. Standalone storage opportunities will be pursued where these offer attractive returns, support a broader project portfolio, and as the market mechanisms to underpin revenue streams become clearer. Offshore wind may also be pursued should a suitable entry point be identified.

The Australian renewables market is characterised by:

- Strong momentum for energy transition with clear signalled shortfall in new renewables build as thermal plant retires
- Broad energy and environmental policy alignment at State and Federal level is a positive and has been lacking historically
- Buoyant investor activity
- Transmission access constraints creating delays, allowing time to develop a pipeline

To execute the strategy, Mint has assembled a small, high quality and very experienced team, covering governance, M&A, site development, engineering project execution and operations. Further selective capability additions will follow where these will help differentiate from competitors.

Mint is led by Peter Cowling. His 20+ year career in the Australian renewables sector, includes involvement in the delivery of more than 7GW of projects across ANZ via management roles at GE, Suzlon, Neg Micon and most recently as Country Head ANZ at Vestas. Peter is supported by Cara Layton (Planning), Sherrin Yeo (Engineering), Matt Glass (Project Delivery) and Kim van Hattum (Project Development), plus two project developers Hannah Liddell and James Tume.

With a primary focus on greenfield development, the effort to date has been on project origination and securing joint development agreements with targeted independent developers.

Mint also has interest in investing in projects already advanced through the project lifecycle, up to and including operating assets, where there is an adequate return to be made.



# Digital Infrastructure & Connectivity Update

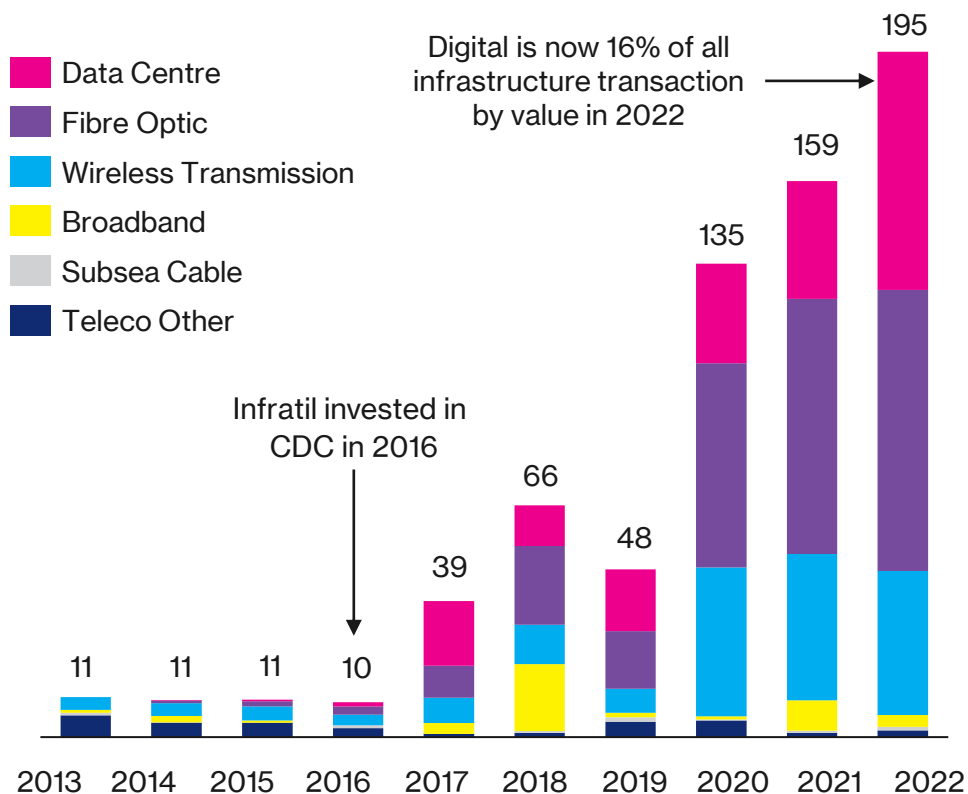
Lewis Bailey

Morrison & Co Investment Director, Strategy and Research

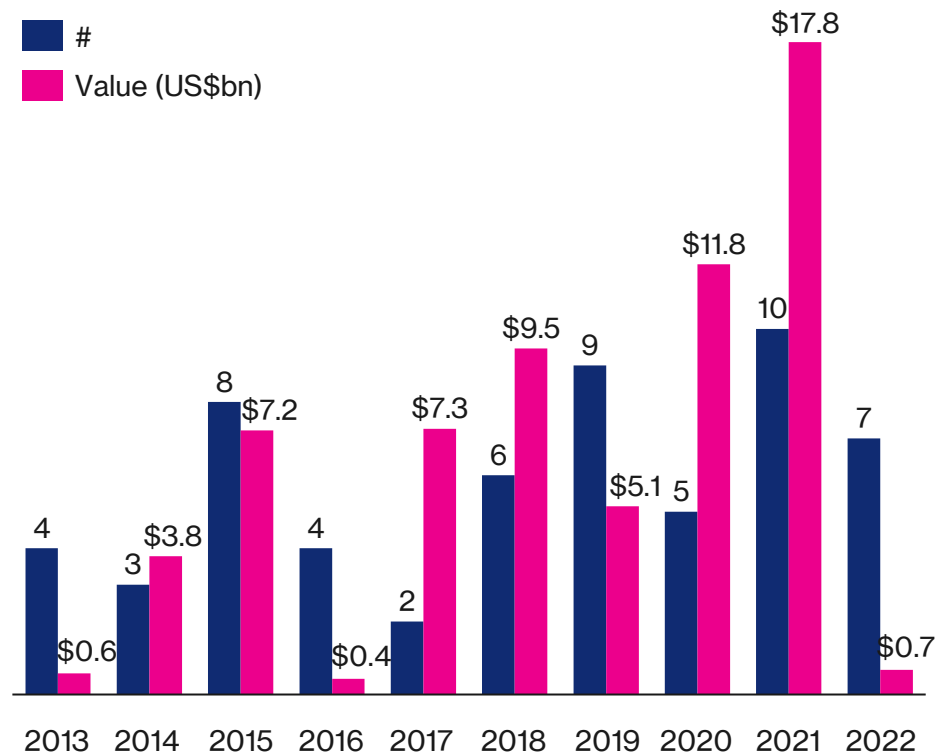
# Digital Infrastructure Well Established

Digital assets have evolved to be recognised as a major class infrastructure asset class

Value of digital infra transactions (US\$billion)



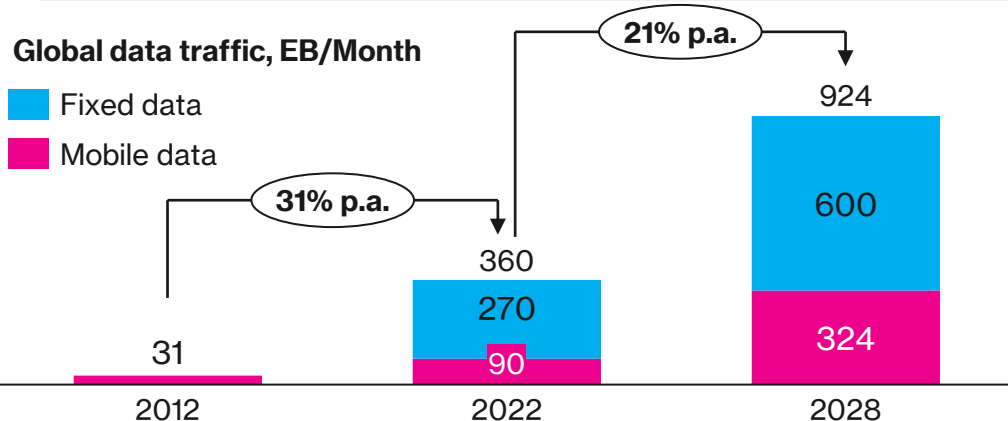
Number & value of telecom-focused funds by vintage/inception year



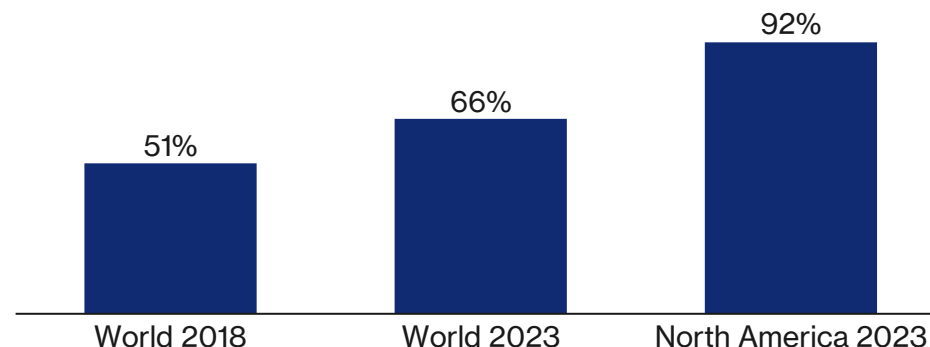
Source: Inframation & Preqin

# Digital Infrastructure – is it yesterday's news?

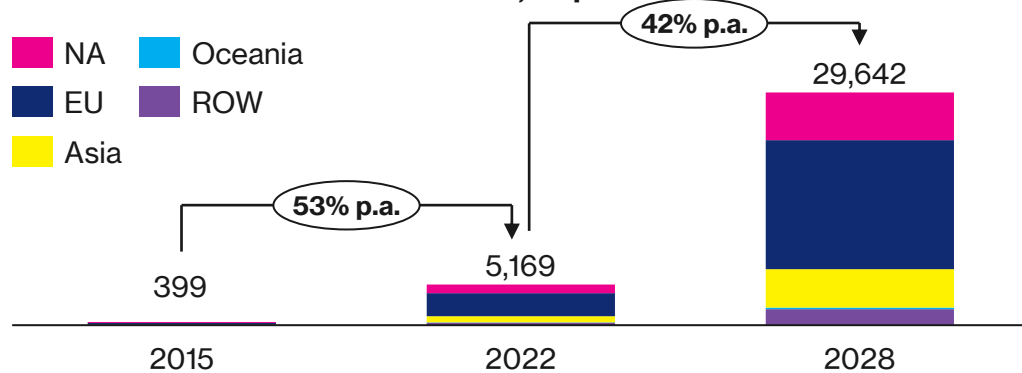
Rapid growth still expected ... but not as fast as historical trends...



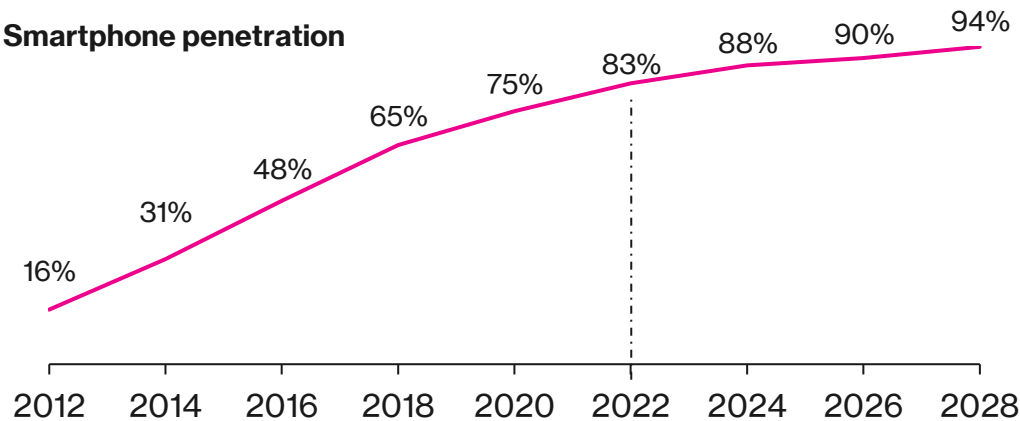
**Global internet penetration**



**Global subsea cable used bandwidth, Gbps**



**Smartphone penetration**



# No. The revolution continues; still at the dawn of the digital age



More than just video... a new series of applications will reshape society & drive opportunity

## AI – ChatGPT is just one of many industry use cases of AI

**US\$1.7bn**

VC investments in generative AI over last 3 years (*Gartner*)

**US\$420bn**

AI market size in 2027 (*Bloomberg*)

**90%**

of blockbuster films will be generated by AI by 2030 (*Gartner*)

**US\$16tn**

contribution to global economy by AI by 2030 (*PwC*)

*Generative AI already has a wide range of applications: video and content creation, audio clean-up, copywriting, text-to-image etc. (Forbes)*

## Robotics & Autonomy – profound impact on our society

**US\$215bn**

Robotics market size in 2030 (*MRFR*)

**Robotics – Warehouse Pick Rate  
(Picks / FTE / Hour)**



## Over the horizon ...

### Quantum Computing

**US\$300bn - US\$700bn**

Economic value of quantum computing by 2035 (*McKinsey*)

**10,000 years**

Time for traditional computer to perform task Google's quantum computer can perform in 3 mins

### Convergence?

**AR / VR**

A compelling sense of human presence

**Brain interface**

Neuralink & others seek true blending of human & machine



# New use cases drive evolving needs

Architectures & business opportunities ...beyond simply 'more bandwidth'

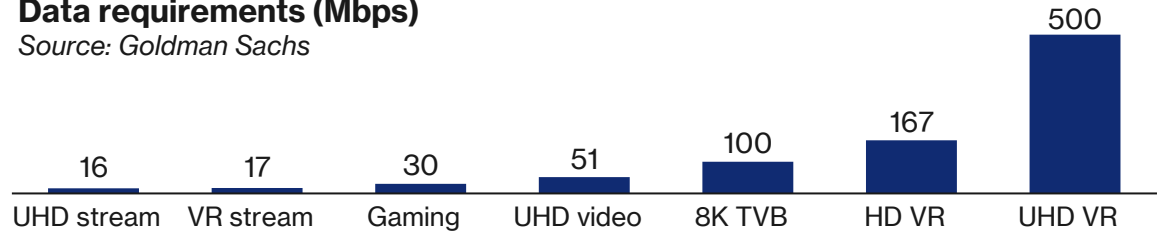
## Evolving needs

Cost  
Scalability  
Flexibility  
Latency  
Security  
Sovereignty  
Stability  
Green

**Bigger**  
Massive transit,  
storage &  
compute @ low  
cost

### Data requirements (Mbps)

Source: Goldman Sachs



**Faster**  
The Edge

### Latency requirements (ms)

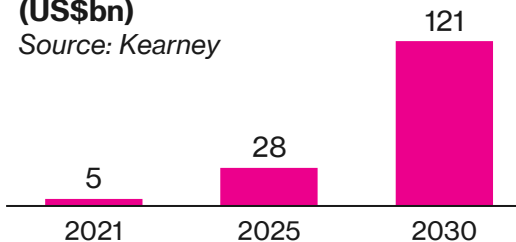
Source: Goldman Sachs



**Better**  
Quality of  
service, privacy  
& security etc.

### US 5G private network market size (US\$bn)

Source: Kearney



### Greener digital infra

Source: IEA

**Data Centres** ▶ 3% global energy 2030

**Networks** ▶ 2% global energy 2030



# Complexity drives return to expertise

Investing in digital assets requires focus and expertise, identifying, managing, minimising & pricing risk

## Operations

### Marketing & Customer management

- Some telecommunications businesses require management of retail customers

### Security / data breaches

- Enterprises are expected to spend US\$188bn in 2023 on information security and risk management (*Gartner*)

### Privacy

- Consumer data rights and the increasing importance of protecting consumer data – which is changing from “oil” to “uranium”

## Technology

### Disruption risk

- New technology can disrupt parts of the value chain
- Must seek positions with incumbent advantage to roll out next tech generation – e.g., high points for wireless comms, ducts/conduits for fibre optics
- Incumbents who own privileged assets create barriers to entry and benefit from network effects, which makes their asset positions fundamentally defensive, beyond the contracts

### Capital intensity

- The other side of the coin is to ensure that capital intensity is managed to maximise cashflows

## Regulation & politics

### National security

- Digital assets increasingly critical and integrated into every facet of society and life
- *“We need to ensure the networks we know today become more secure over time and evolve to withstand cyberattack from those who wish to do us harm” (FCC Chairwoman, 2022)*

### Market structure / pricing

- As digital infrastructure is becoming more essential & mature, its impact on cost of living becomes more important to society
- As market structures mature and with economies of scale being critical, assets become more defensive, but also invite greater regulatory oversight



# Infratil's Digital Strategy

An exciting time to be investing in digital

## Opportunity

- **Follow-on Capital**  
Requirement for growth capital to meet bandwidth needs
- **Deployment Models & Global Platforms**  
Deploy capital and build defensive positions in established business models
- **Hidden Value & Efficiency Uplift**  
Recognise undervalued, sub-optimised integrated assets, provide ability for integrated players to benefit from capital recycling
- **New Technologies**  
Deployment of new networked technologies which will, over time, exhibit economies of scale and barriers to entry
- **New Business Models**  
Ability to increase whole connectivity purchasing flexibility, allowing higher asset utilisation & lower customer acquisition cost
- **Value of Data**  
Increasing value of underlying data, and increased defensiveness of data positions

## Examples

FibreCo FTTP / FTTB / Dark-fibre rollouts, TowerCo 5G BTS & rooftops

Offshore DC development platforms, Macro/Micro Edge DC development, Across-market valuation arbitrage

Operational efficiency, co-location & asset utilisation uplift in TowerCos, automation & performance in smart fibre networks

Small Cells, IoT & communications hubs, Satellites

Software defined networking, 'Differentiated networks' (e.g. green DCs, private, secure networks)

Regulated data monopolies, high network effect data businesses, defensive, highly integrated software



# Infratil's Advantage

Infratil holds a privileged position to access these opportunities

## Long Term

See through short term fluctuations to realise long-term value

## At Scale

Larger digital assets relative to their market typically exhibit stronger network effects & more privileged positions

## Trusted

As digital assets become more central to every aspect of society & national security, trusted capital is increasingly privileged

## Global

Assess relative risk / return globally

## Expert & Active

Share learnings & expertise across geography, and active in helping management maximise shareholder value

## Networked & Connected

Source and access deal flow through broad global networks



# Healthcare Update

**Michael Brook**

Morison & Co Executive Director

**Rachel Drew**

Morrison & Co Executive Director



# Why Healthcare?

The ultimate 'idea that matters';  
Public health systems under strain globally



Essential service



Barriers to entry



Non-cyclical



Capital intensive



Stable market structure



Contracted cashflows



Inflation protection



# Why Healthcare?

NHS crisis causing continued higher-than-normal levels of death

If this isn't a healthcare crisis, what is?

Dr Samantha Murton: Scope of shortage crisis revealed

Public health systems under strain globally; Infratil is positioned

Australia experiencing an 'impending and significant' health crisis, survey finds

The U.K.'s Government-Run Healthcare

HEALTH CARE

5 scary facts about America's broken health care system

The crisis of Australia's healthcare system

Analysis: Despite what political leaders say, New Zealand's health workforce is in crisis - but it's the same everywhere else

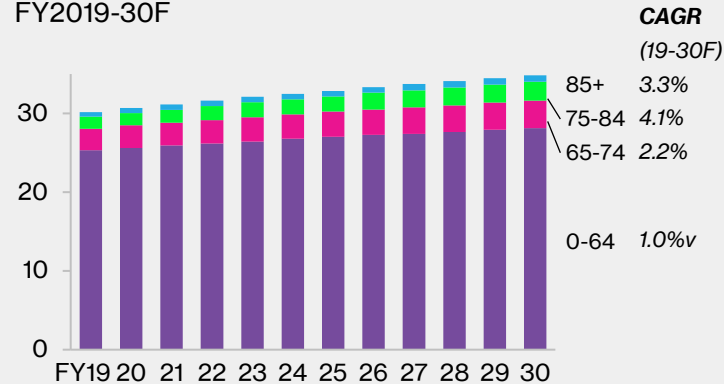
Australian health v. US hospital system collapse

Opinion: How has American healthcare gone so wrong?

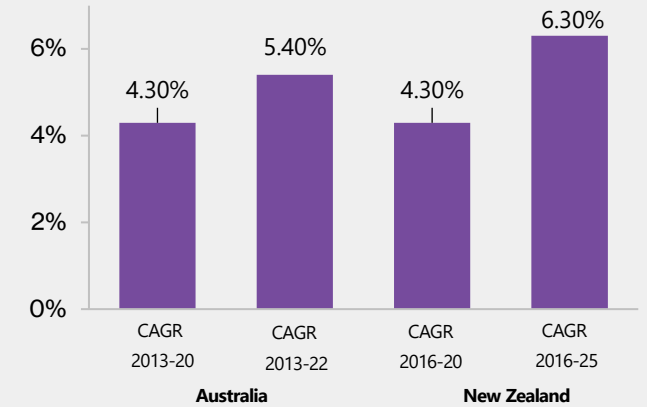
# Structural Tailwinds

Ageing and sicker populations, ongoing increases in healthcare funding, increased outsourcing due to cost and recruiting challenges in public settings

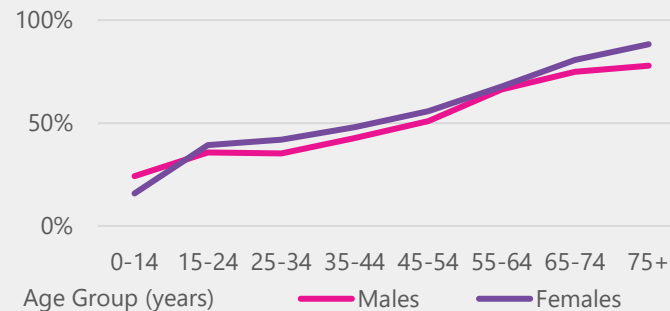
**ANZ population by age cohort**  
FY2019-30F



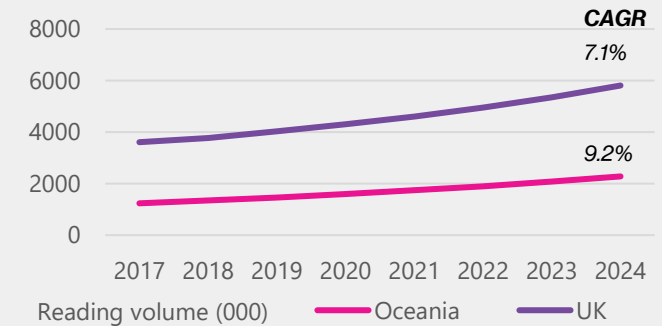
**Increasing healthcare funding**



**Proportion of persons with one or more chronic diseases**



**Increasing outsourcing**

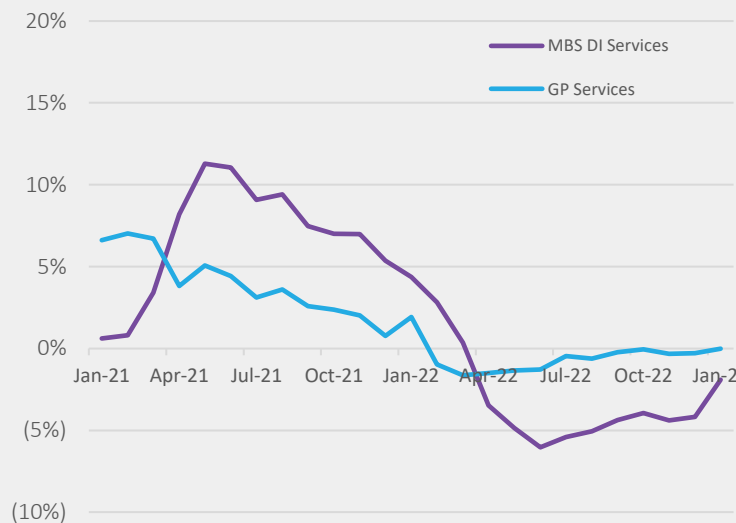


# With Short-term Headwinds

Covid disruptions have been broader than initial volume effect, increasing competition and inflationary cost pressures

## Volume recovery has been gradual

Australia's DI volume has experienced decline since early 2022, and recovery has been slow but trending upwards, largely following GP services, the largest referrer pool



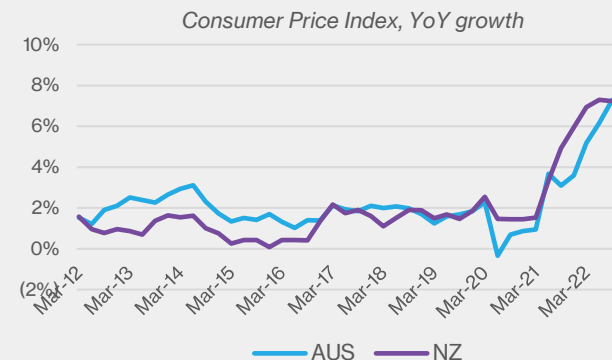
- Disruption in referrer pathways (e.g., telehealth appointments)
- Shortages of medical professionals in referrer cohorts
- Inability to recruit internationally

## Increasing competition



## Inflationary cost pressures evident

Significant cost escalation seen across Australia and New Zealand following the onset of the pandemic



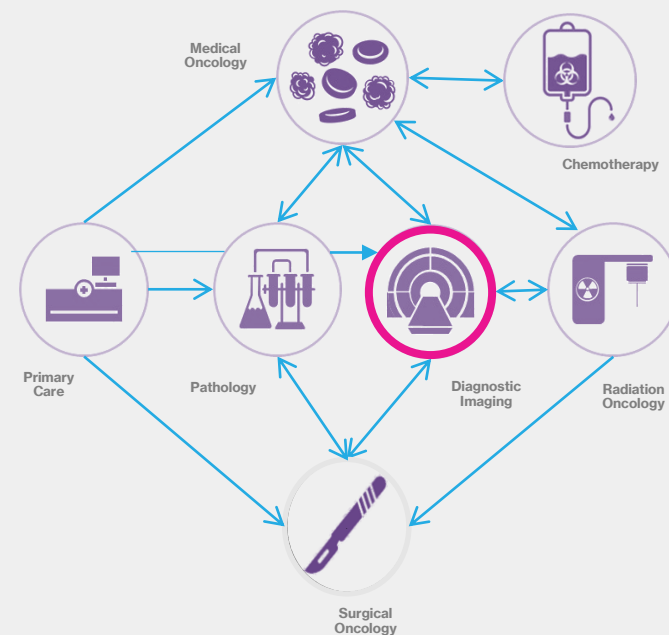
# Diagnostic imaging is a key part of healthcare

Timely and accessible diagnostic imaging is key to effective treatment

## Radiology is integral to diagnosis across healthcare

	Xray	US	CT	MRI	PET
Oral	+				
Gastrointestinal	+	+			
Reproductive		+			
Urology		+			
Hearing/ Vision			+		
Respiratory	+		+		
Musculoskeletal	+	+		+	
Injuries	+	+	+	+	
Infant/congenital	+	+	+	+	+
Cardiovascular		+	+	+	+
Neurological				+	
Cancer	+	+	+	+	+

For example, in cancer care a typical patient would touch radiology multiple times



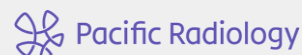


# Australasian Platform Today

Strong platform for future growth. Opportunities to build synergies across existing assets

## Strategic vision

Australasia's leading provider of radiology services, delivering world class services locally



## Key strategic pillars

### Organic growth

- Local leadership – doctor leadership at local level
- Technology transformation – improved efficiency across the network
- Integration into local communities and broader health environment
- Continue to invest in current clinic network and establishment of new clinics where demand exists to ensure equitable access to services

### In-organic growth

- Consideration of strategic acquisitions to support existing moat
- Strategic partnerships with local adjacent healthcare providers
- Global expansion into Europe / US
- Global teleradiology opportunities

### Synergies

- Benchmarking and identification of operational best practices
- Shared CPD and training
- Load-sharing of reporting through improved technology platforms
- Joint investment in AI, IT systems and other emerging technologies
- Joint procurement

# Global Platform Expansion

Significant platform opportunities identified in key target geographies

**Leverage existing radiology operating experience and transaction capability from Infratil's investments in Australia and New Zealand**

## Global vision and strategy

- Transferable operating experience and ability to leverage technology stack
- Target markets with favourable market structures, funding dynamics, and consolidation opportunities
- Replicate proven market entrance with cornerstone platform investment

## Global platform synergies

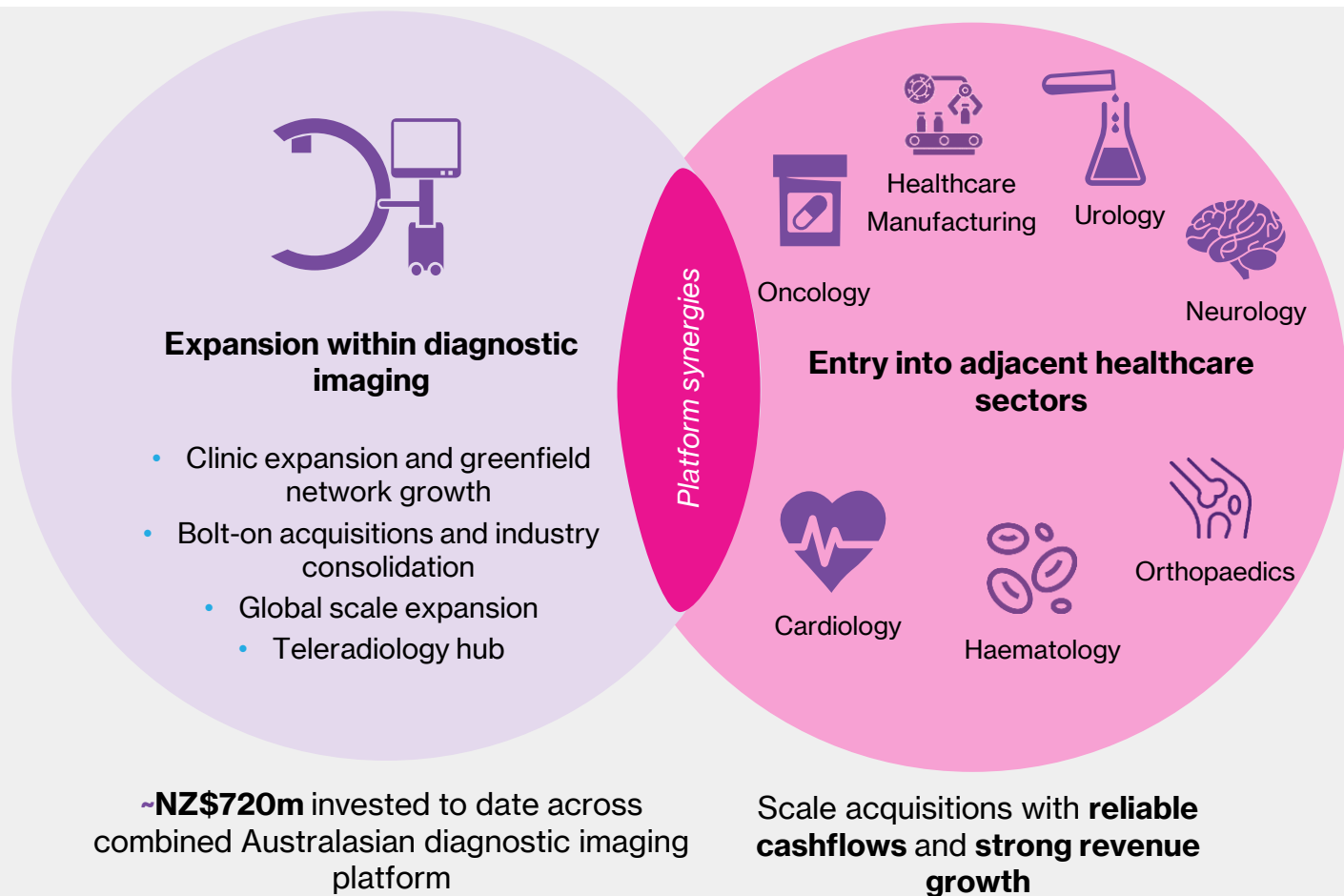
- ✓ Building out tele-radiology capability with opportunity for 24/7 reporting
- ✓ Global procurement efficiencies with supply chain network
- ✓ Improve quality of care and advance AI / technological adoption through data
- ✓ Benchmarking, operational improvements

**Healthcare is already enabled by technology and reliance on this is growing. Infratil's ability to leverage investment across a broad portfolio will bring long term upside**

- Increasing digitization can achieve greater productivity, patient outcomes and operational flexibility:
  - **Replacing where people work:** telehealth / teleradiology
  - **Moving computing to the cloud:** cloud-based AI marketplaces
  - **Automation of manual processes:** patient appointment reminders, automated exam scheduling
  - **Transferring expertise and data into AI:** AI automated diagnosis, algorithmic image post-processing
  - **Removing physical boundaries for collaboration:** virtual peer-peer discussion and collaboration

# Future Opportunities

The strength of Infratil's platform is opening opportunities with both other diagnostic imaging platforms and adjacencies within the healthcare sectors



# Appendix

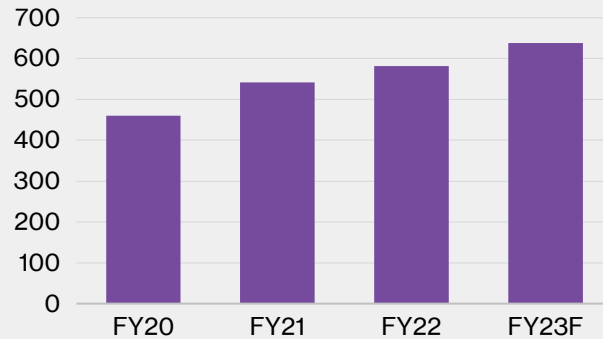




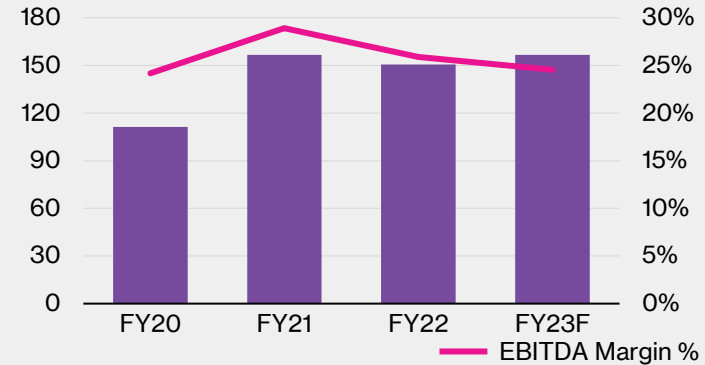
# Market leading Diagnostic Imaging platform

Combined  
platform growth  
driven by focus  
on high value  
modalities

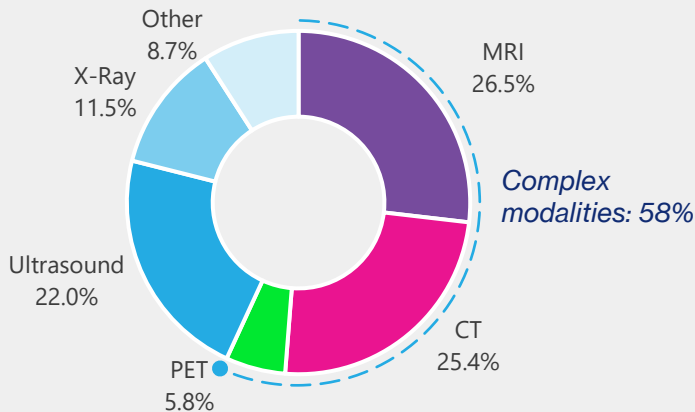
**Platform Revenue**  
(NZD millions)



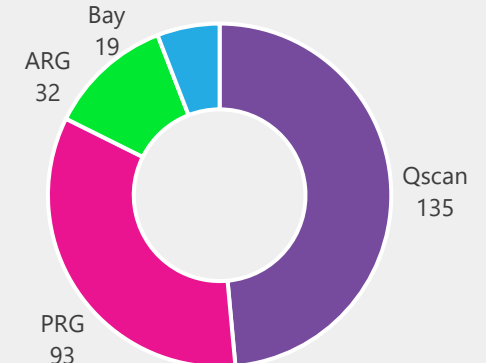
**Platform EBITDA**  
(NZD millions)



**Modality Mix**  
(FY23F Revenue)



**Radiologist Cohort**  
(Number of radiologists)



A wide-angle architectural rendering of a modern data center building. The building features a curved, dark grey roof and a facade composed of numerous vertical, yellow and black slats. A large, curved glass section is visible on the right side. The building is surrounded by a green lawn, a paved parking lot with white lines, and some landscaping including small trees and shrubs. The sky is blue with scattered white clouds.

# Infratil Investor Day Presentation

24 March 2023

**Greg Boorer**  
Chief Executive Officer

# Important notice and disclaimer

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# Agenda

Performance	4
Outlook	11
Questions	16





# Performance

# Overview

CDC is Australia and New Zealand's leading provider of critical digital infrastructure for safeguarding the critical data and systems that drive national progress, innovation and prosperity



1. DTA Hosting Certification Framework, Australian Government

# FY2023 achievements to date

CDC continues to deliver on its commitments to customers, people, new developments and financial targets



CUSTOMERS

Onboard new contracted customers in Auckland, Canberra and Sydney  
Continue to grow and diversify National Critical Infrastructure and Commercial client base  
Exceed client expectations

**On track**



PEOPLE

Foster high performance culture  
Build the team to meet corporate goals and planned growth  
Enhance organisational skill base through CDC Academy

**On track**



DEVELOPMENT

Accelerate construction in Melbourne and Auckland  
Plan for more new data centre developments in Auckland, Canberra and Sydney  
Explore additional strategic growth opportunities in Australia and New Zealand

**On track**



FINANCE

Deliver 30%+ YoY revenue and earnings growth  
Maintain prudent cost controls in inflationary environment  
Expand capital structure to fund investment plans

**On track**

# Two significant CDC data centre openings

CY2022 culminated in two milestone events: the official openings of the Tāmaki Makaurau Silverdale and Hobsonville hyperscale data centres in Aotearoa New Zealand, and the flagship Eastern Creek Campus in Sydney, Australia

## Aotearoa New Zealand

### Tāmaki Makaurau Silverdale and Hobsonville Campuses



RESELLERNEWS

## CDC Data Centres opens hyperscale facilities in Auckland, buys land for more

CDC is already increasing capacity at its first two brand new data centres.

## Australia

### Eastern Creek Campus



ARN

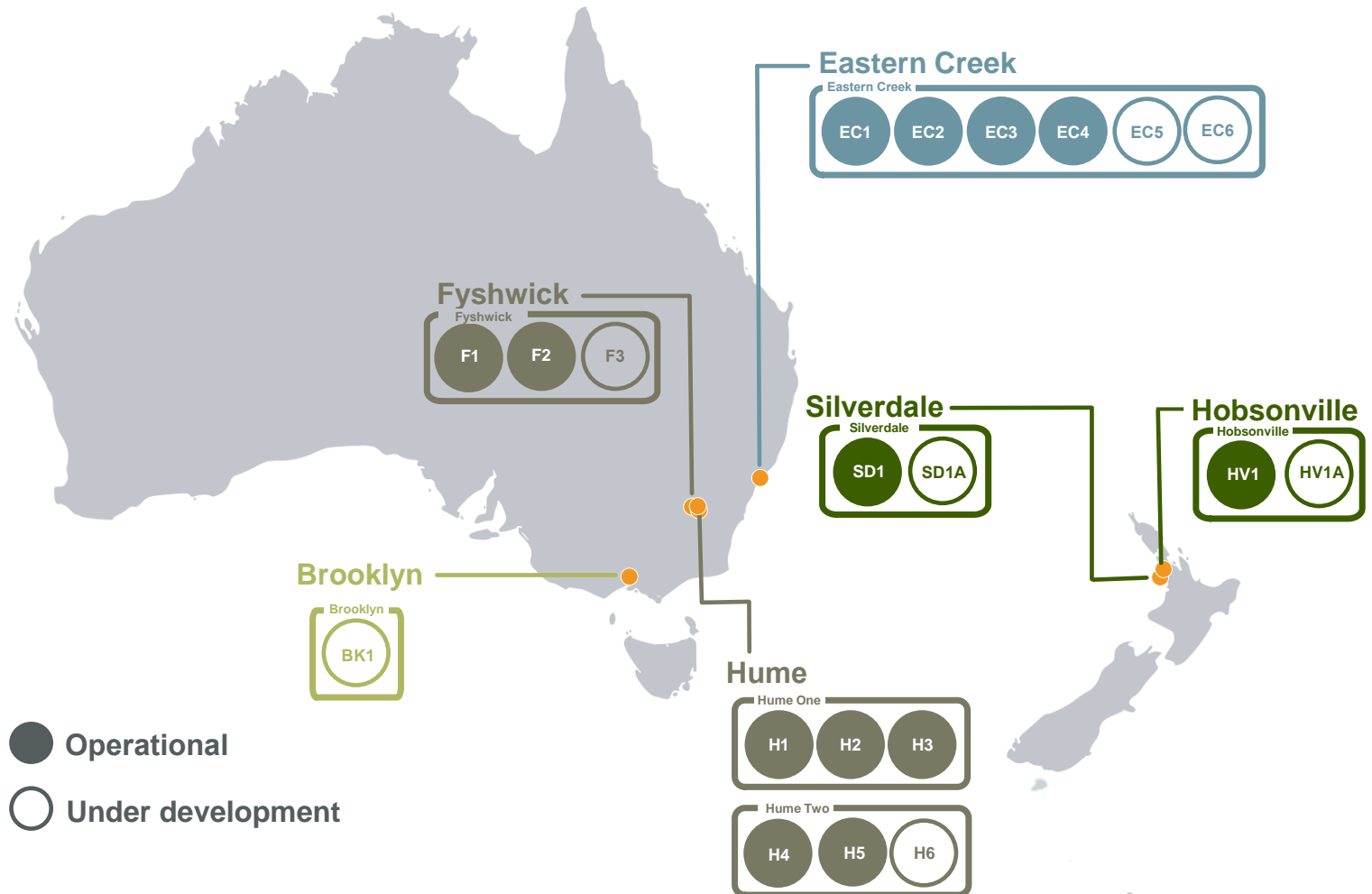
## CDC officially opens \$1.5B Eastern Creek data centre

The operator plans to further expand the campus with an additional \$1 billion investment.

# CDC locations: current and under development

CDC's unique, highly interconnected and shareable ecosystem offers government, hyperscale and commercial clients opportunities to connect and collaborate securely, according to their strategic needs.

The combination of high credit quality clients and large contracts with long Weighted Average Lease Expiries is unique globally in the data centre industry.

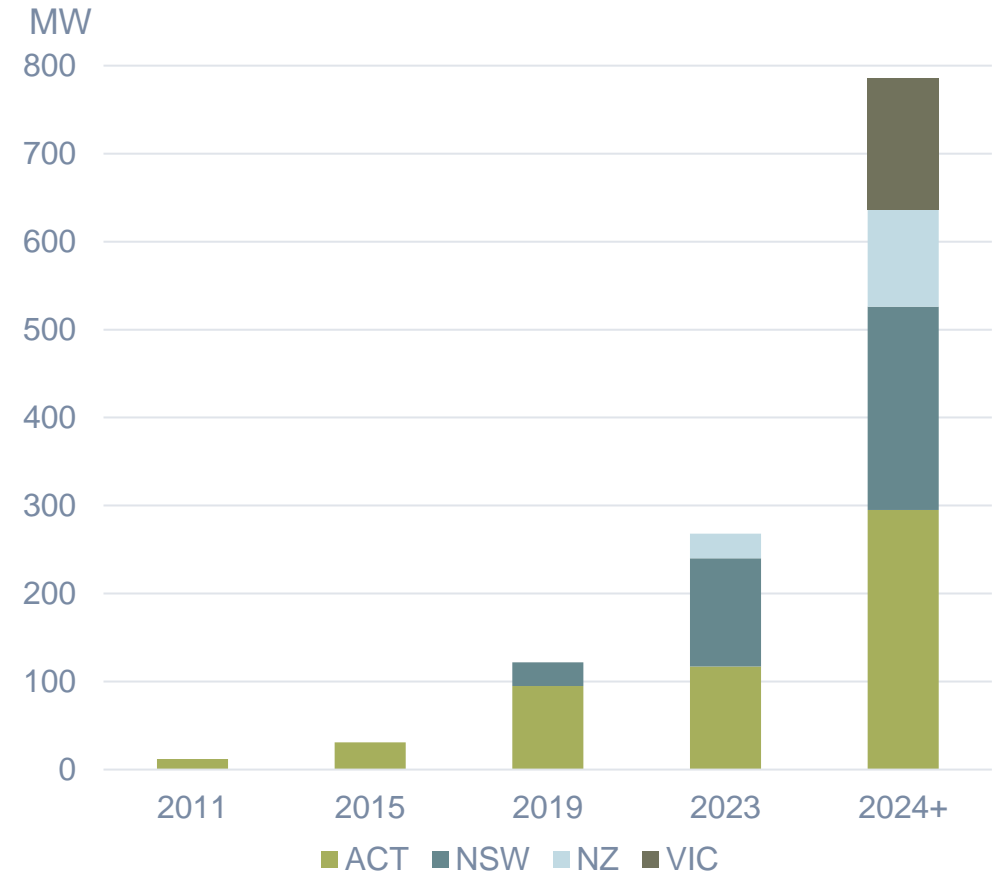




# World-class data centre portfolio







CDC is sought out and relied upon for its world-class, future-proof, highly secure and interconnected data centre solutions

Campus / Facility	Status	Build Capacity (MW)
Hume Campus 1	Operating	21
Hume Campus 2	Operating	51
Fyshwick	Operating	45
Eastern Creek	Operating	123
Silverdale	Operating	14
Hobsonville	Operating	14
<b>Total Operating Capacity</b>		<b>268</b>
Brooklyn	Under Construction	30
Silverdale and Hobsonville Expansion	Under Construction	12
<b>Total Construction Capacity</b>		<b>42</b>
Sydney	Future Build	108
Canberra	Future Build	178
Melbourne	Future Build	120
Auckland	Future Build	70
<b>Total Future Capacity</b>		<b>476</b>
<b>Total Capacity</b>		<b>786</b>



# ESG Leadership

CDC's world-class team works every day to keep CDC the most resilient, sustainable and trusted data services provider, and secure a stable and thriving future for all

Industry-leading ambition		2022-23 achievements	
<b>Stable planet</b> 	<b>Carbon and energy</b> Net Zero by 2030		<b>Toitū enviromark 'Gold' Certification</b>  The Toitū certification is an important step towards CDC achieving its aspirations of becoming net zero carbon and zero-waste across all its facilities
	<b>Water</b> Remain Australia and New Zealand's most water efficient data centre		
	<b>Waste and circularity</b> Zero waste to landfill by 2030		
<b>Thriving people</b> 	<b>Safety and wellbeing</b> The best and safest place to work		<b>CDC Academy</b>  The CDC Academy is CDC's dedicated learning platform of adaptive, flexible and specialised data centre training providing employees with career development and continuous improvement opportunities to excel in their respective fields
	<b>Diversity and inclusion</b> Become an industry leader in diversity and inclusion		
	<b>Engagement and growth</b> Excellence and purpose-driven team		
<b>Trusted company</b> 	<b>Community impact</b> Make a measurable difference in our communities		<b>Governance</b>  CDC continues to set the gold standard for trust and transparency in our industry, building fully redundant data centres and ensuring they exceed the highest certification requirements
	<b>Trust and transparency</b> Australia and New Zealand's most trusted data centres		
	<b>Data Security</b> Industry leading integrated security posture		
	<b>Resilience and adaptation</b> Resilience and innovation for changing climate		

# Outlook

# Strategic customer trends continue to underpin growth plans

CDC's track record of project delivery puts it in the right place at the right time to satisfy accelerating market demand



## Increased focus on resilience and security

Driven by increased number, scale and velocity of attacks and threat vectors, as well as the need to customers across all industries to comply with the new suite of government policy, legislative and regulatory actions.



## Accelerated customer digitalisation and data growth

Driven by hyperscale cloud adoption and digitalisation, emergence of AI solutions and increased interest in blending classical, high performance and quantum computing across private and public sector customers.



## Sovereignty and National Critical Infrastructure requirements

Driven by heightened geopolitical environment tensions, as well as new and emerging government policy, legislative and regulatory requirements.



## Greater emphasis on sustainability

Driven by corporate values and commitments, stakeholder and community expectations, alongside emerging government policy developments.

**CDC is uniquely positioned to capitalise on these trends to drive continued growth:**

- Existing CDC capacity to be reached earlier than expected
- Sustained additional customer demand provides confidence to bring forward capacity expansion
- CDC's unique development approach and landbank portfolio enables high speed to market developments
- CDC continues to identify and develop further strategic growth opportunities across Australia and New Zealand

# Looking ahead

The focus for FY2024 is across the 4 key dimensions of Customers, Development, People and Finance



## CUSTOMERS

- Address existing customer demand and continue to grow and diversify customer base
- Onboard new contracted customers in Auckland, Melbourne, Canberra and Sydney
- Exceed client expectations and enhance business value for our customers



## PEOPLE

- Foster high performance culture
- Build the best team to exceed corporate goals and deliver market leading growth
- Enhance personal development and organisational skill base growth through CDC Academy



## DEVELOPMENT

- Execute development and construction program in Melbourne and Auckland
- Plan for more new data centre capacity in Auckland, Canberra, Melbourne and Sydney
- Explore additional strategic growth opportunities aligned to CDC's core offering



## FINANCE

- Deliver 20-30% YoY revenue and earnings growth
- Maintain prudent cost controls in inflationary environment
- Expand debt capital market sources to optimise cost of funds and tenor while adding quantum to fund new investments



# 42MW of capacity under construction across two geographies

CDC continues to bring forward additional capacity in response to strong customer demand and growth opportunities across Australia and New Zealand. CDC remains strongly focused on addressing the needs of government and industries delivering the critical services relied upon for everyday business and life to help secure the future of our nations

## New Zealand

### Auckland Silverdale



### Auckland Hobsonville



## Australia

### Melbourne Brooklyn



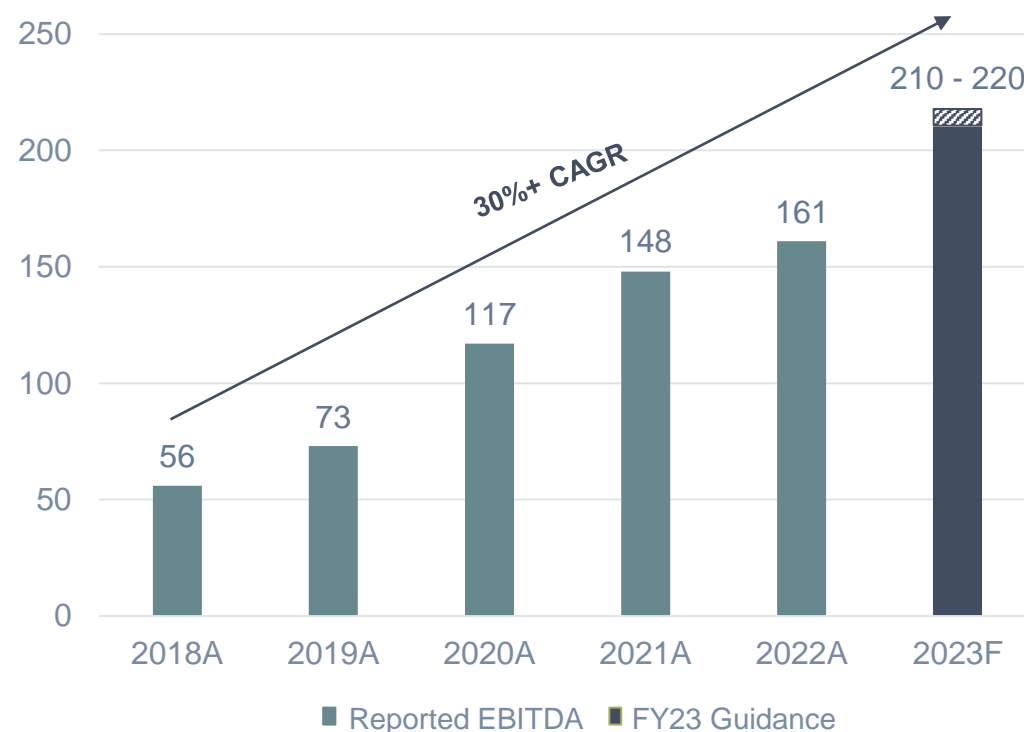
### Sydney Eastern Creek



# Financial performance and outlook

CDC's business model has very solid foundations, with four key strengths underpinning its strong financial performance. Profitable growth to continue as customers are onboarded into our newly commissioned facilities in New Zealand and Australia, and our customer-driven development pipeline is realised

- 1 Customers:** Loyal customer base and strong track record of renewals and extensions, resulting in 24 year WALE incl. options (Sep 22: 21 years)
- 2 Operations:** Flexible, scalable data centre footprints to meet customer demand and standards
  - Rack utilisation to 66.0% (Sep 22: 65.9%)
- 3 People:** Increase in head count and team capabilities to maximise business growth, while maintaining an efficient operating cost structure
- 4 Development:** Best-in-class data centre designs and predictive maintenance programs to optimise total lifecycle costs and ensure reliable operation



# Questions



# Infratil Investor Day Presentation

24 March 2023

**Paul Gaynor**

Chief Executive Officer



# Background and LTM Achievements



## Background

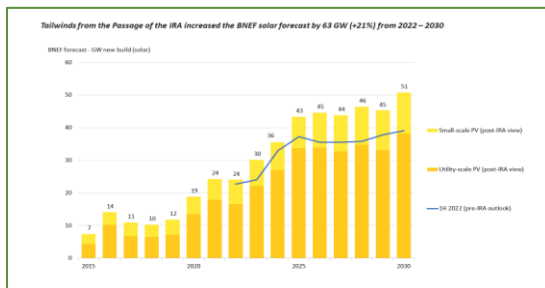
- Vertically integrated developer, owner, operator, established 2016
- US wind, solar, and storage
- ~160 people
- Ownership: 37% Infratil; 37% NZSF; 14% Management; 12% MEAG
- ITD developed and acquired 4.3 GW; own 2.4 GW; 1.6 GW third party

## LTM Achievements

- 1.3 GW project closings
- US\$3 billion total capital raised
- US\$500 million equity raise; MEAG introduced as new investor
- Minority investment in Valta Energy (DG developer)
- First storage supply contract signed
- Disposition of Federal Street portfolio
- 38% pipeline growth

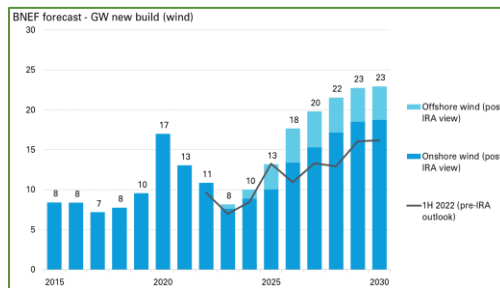


# On the Path to US\$500 million run-rate Opco EBITDA

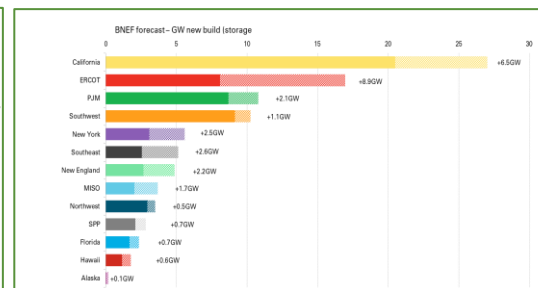


**Solar +63 GW**

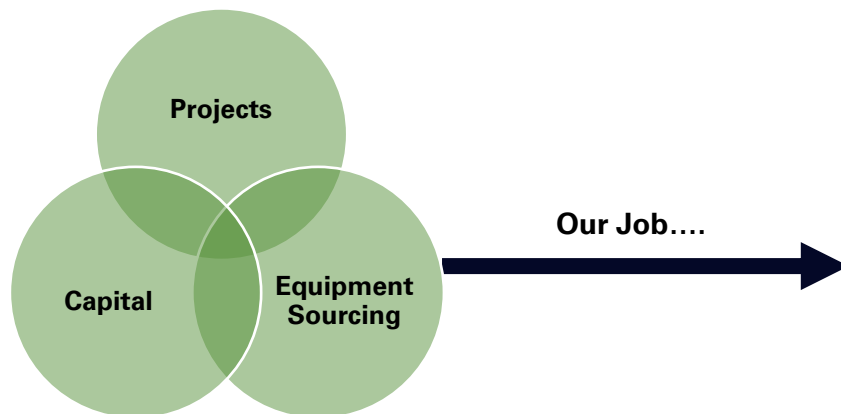
Source: BNEF



**Wind +38 GW**



**Storage +20 GW/78 GWh**



**To grow Opco  
EBITDA to US\$500  
million run-rate**

## Market Fundamentals Are Strong

# Game Changing Legislation: Inflation Reduction Act



## 2022-2030 Solar Build

**301 + 63 (IRA) = 364 GW**

## 2022-2030 Wind Build

**109 + 38 (IRA) = 147 GW**

## 2022-2030 Storage Build

**87 + 20 (IRA) = 107 GW**

## Features of the IRA 2022

- 10-year PTC
- 10-year ITC
- Solar PTC
- Stand-alone Storage ITC
- Made in America
- Community Energy
- Hydrogen.....and more

**600 GW Total Market to 2030 ~ 65 GW Annually**

# The Inflation Reduction Act Economic Impact



1

## Domestic Content Adder

- 110% multiplier for PTC
- +10 percentage points adder to ITC
- FSLR procurement of US-made modules for under-construction solar-only projects
- Additional OEMs (modules, trackers, inverters, BESS) expanding US manufacturing base

### Potential Value

*+Unlev  
IRR%*

*PPA Price  
Discount  
\$/MWh*

**+4%**

**\$(10)**

2

## Energy Community Adder

- Brownfield site or Direct employment or tax revenues from coal/O&G and unemployment higher than national average
- Census tract with coal mine closed after 2009 or coal power plant retired since 2009
- Similar to Domestic Content Adder, results in 110% PTC multiplier or +10 pts ITC

**+5%**

**\$(12)**

3

## Solar PTC

- Solar projects can elect solar PTC
- Projects with biggest value opportunity are in locations with strong solar resource and cheap cost to build (i.e., US southwest)
- PTC protections to be added to new solar PPAs. Expect similar financing structures as precedent wind PTC deals

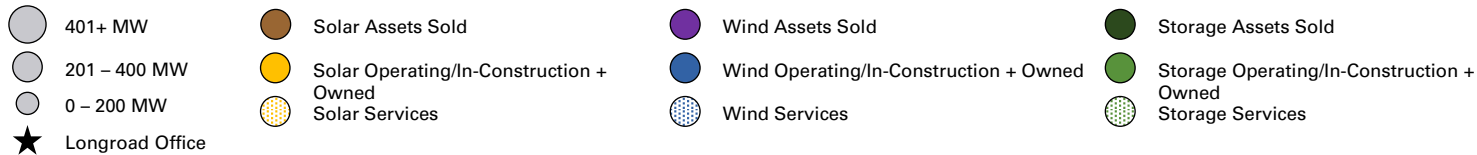
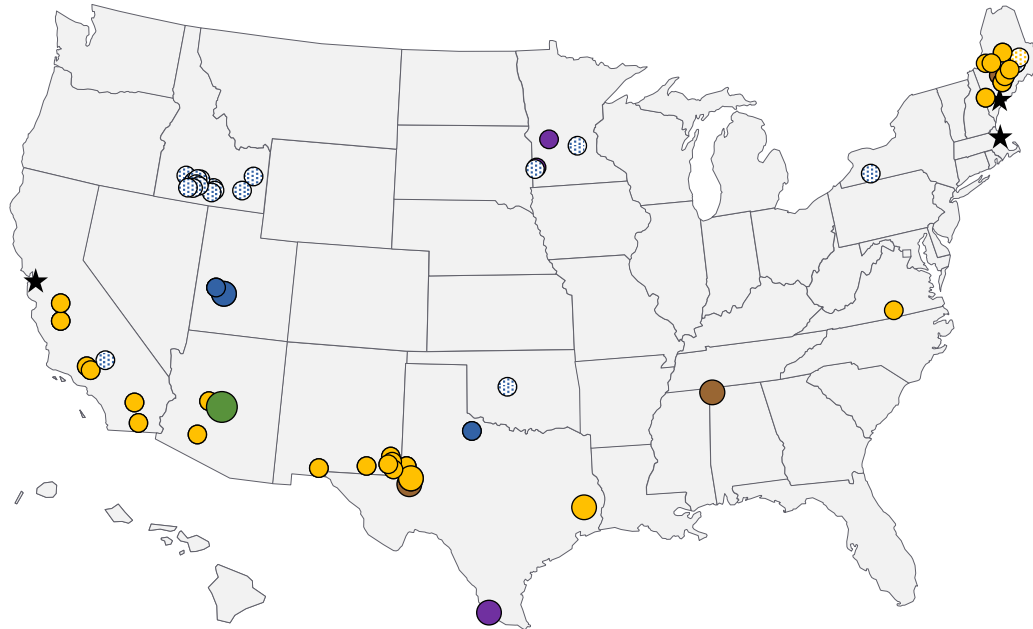
**+2%**

**\$(5)**

# Current Opco: 2.4 GW / 30 Projects



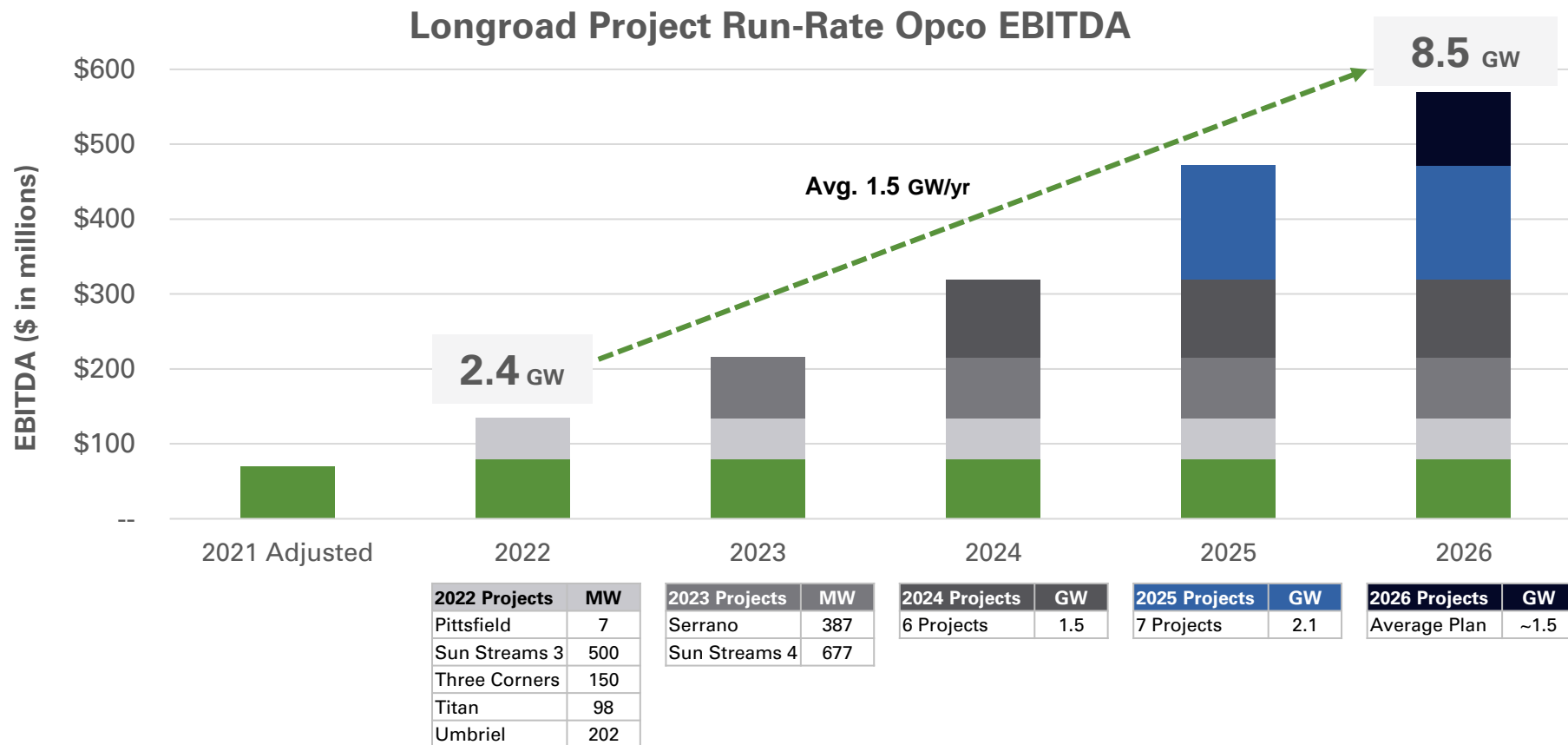
## Longroad Sold, Owned (Operating + In-Construction), and LES-Managed Assets



- (1) Reflects net MW sold.  
 (2) Map excludes Federal Street assets sold and held for sale, which are spread over hundreds of individual sites across the United States.  
 (3) Maine DG tranche 2 development portfolio sold is represented by a single marker in the state of Maine on the map.

GW	
3.8	Developed
0.5	Acquired
4.3	Total
(1.9)	Sold
2.4	Net Owned (30 Projects)
1.6	Services

# On the Path to US\$500 million run-rate Opco EBITDA

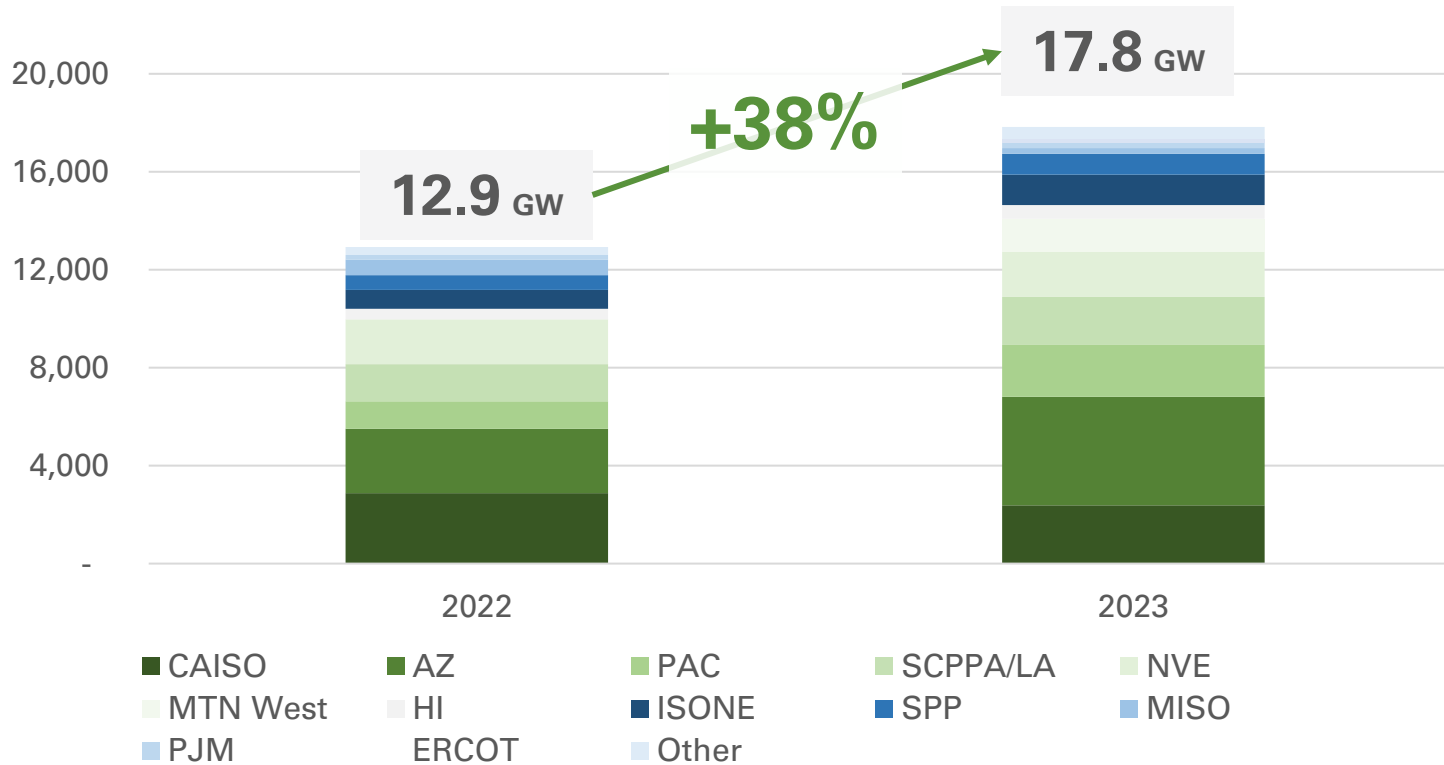




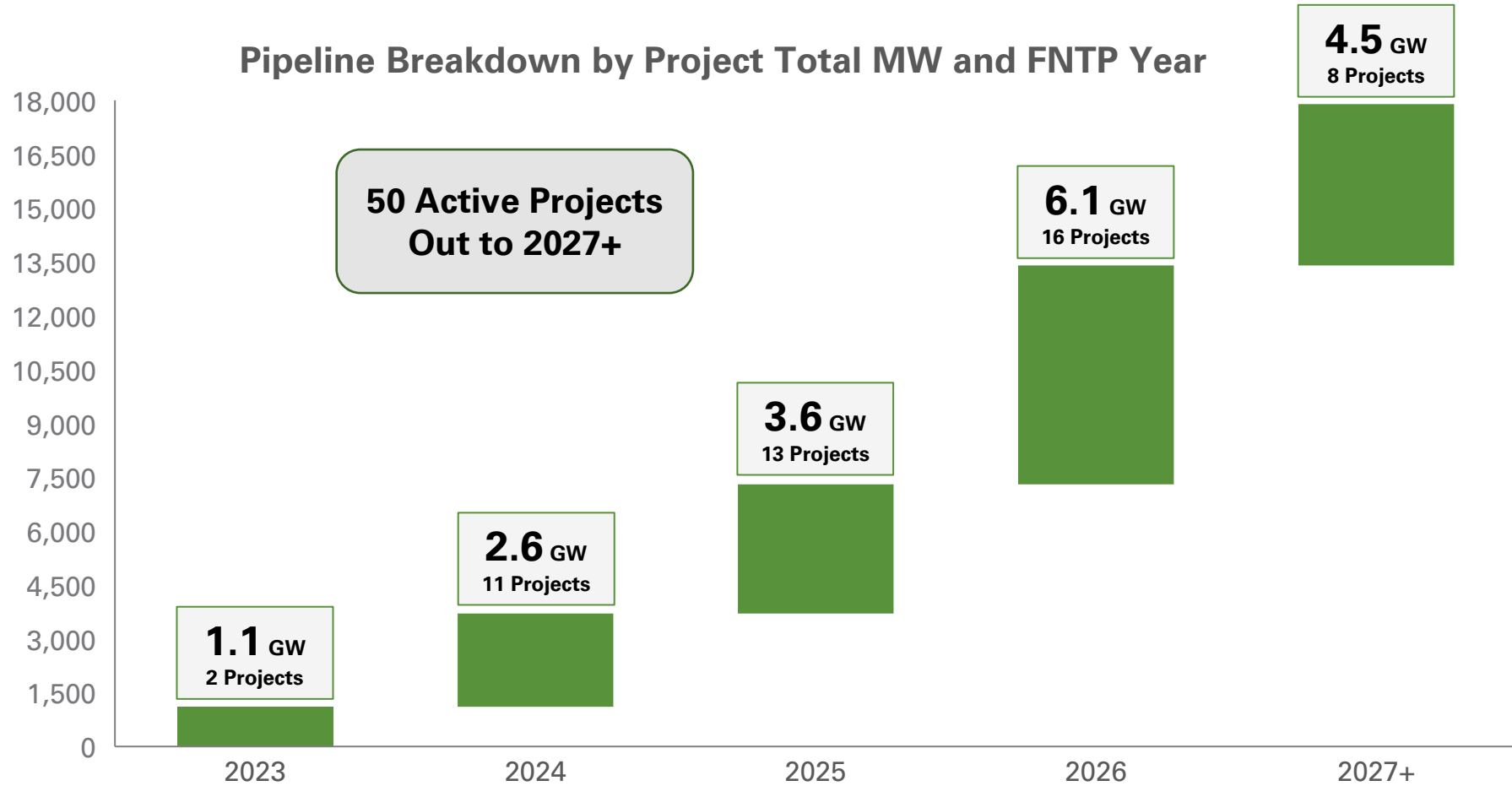
# Total Pipeline Growth



January 2022 to January 2023, YOY Pipeline Change



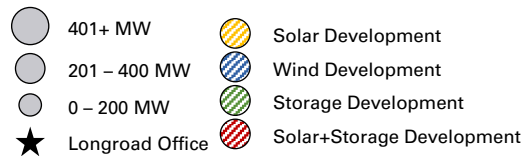
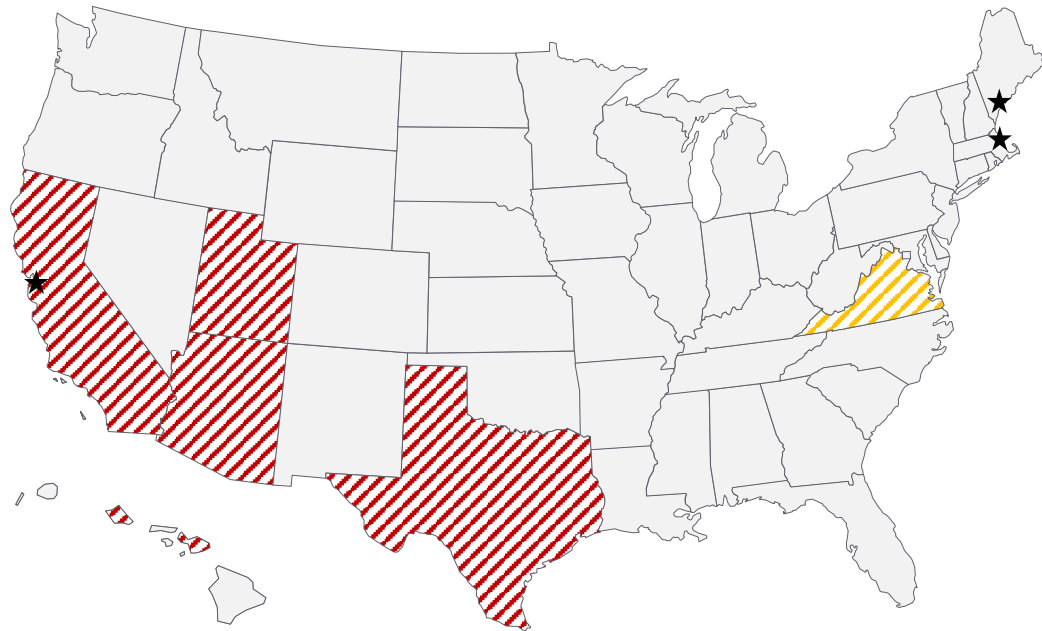
# Pipeline Breakdown by Year (GW)



# Near Term Plan Projects (2023-2025)



Longroad 2023-2025 Near Term Plan Projects



(1) Reflects total installed capacity (solar, wind and storage).

GW	
1.1	2023 (2)
1.5	2024 (6)
2.1	2025 (7)
4.6	Total (15)



# 2023 EPC Execution Plan – Three Corners



**Three Corners Solar**  
152 MWdc  
Kennebec County, Maine



# 2023 EPC Execution Plan – Sun Streams 3



**Sun Streams 3 Solar & Storage**  
285 MWdc PV  
215 MWac / 860 MWh storage  
Maricopa County, Arizona



# 2023 EPC Execution Plan – Umbriel Solar

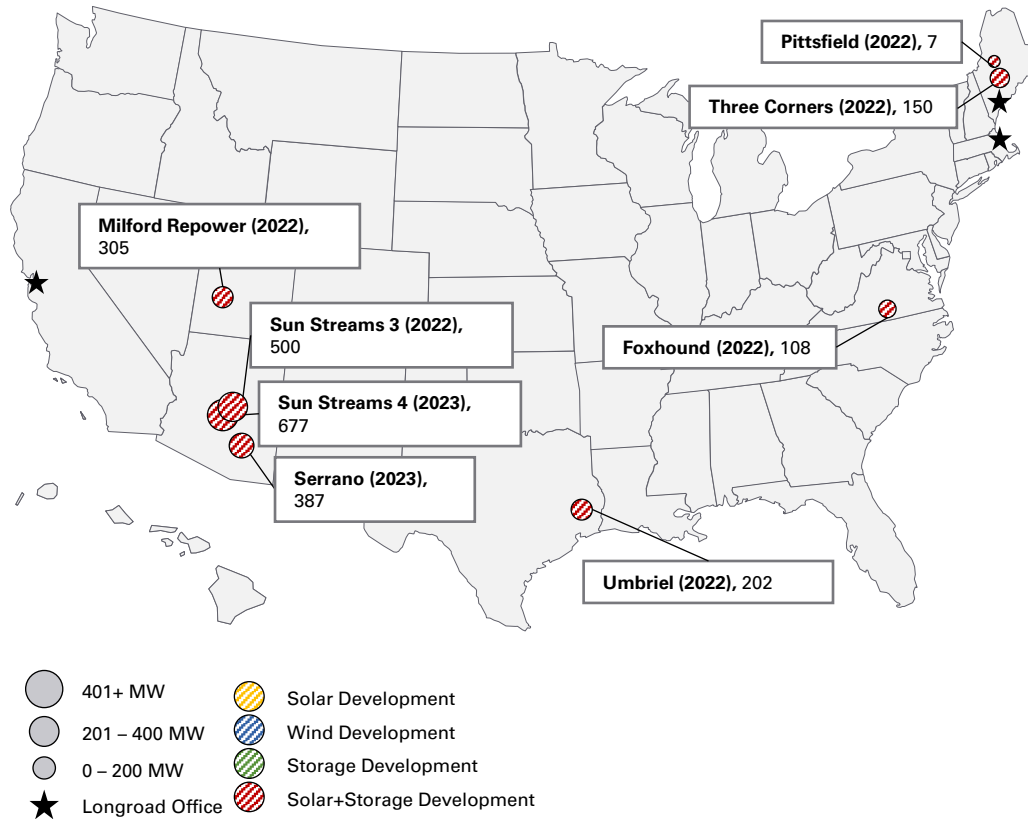


**Umbriel Solar**  
202 MWdc (150 MWac)  
Polk County, Texas

# 2023 EPC Execution Plan



## Longroad 2023 EPC Execution Plan



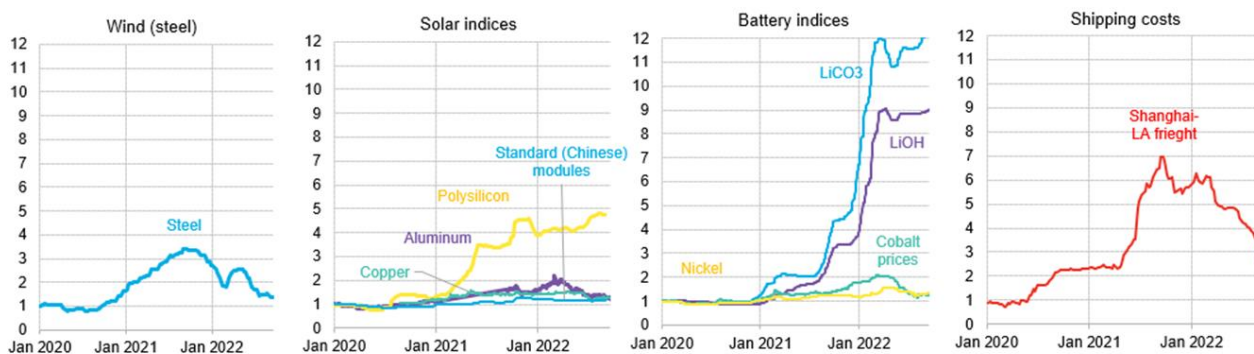
(1) Reflects total installed capacity (solar, wind and storage).

## Highlights

- Approximately US\$3 billion of EPC execution and pre-construction now underway
- Longroad execution team currently 17 – acquiring resources for SS4 and Serrano
- No tariff risk on PV modules sourced: US, Vietnam, Malaysia, Germany
- Chinese sourcing: Sungrow and AESC. Contracting through US entities so no applicable tariffs; labor and social issues diligenced and contracted
- Diversified and experienced EPC contractor group



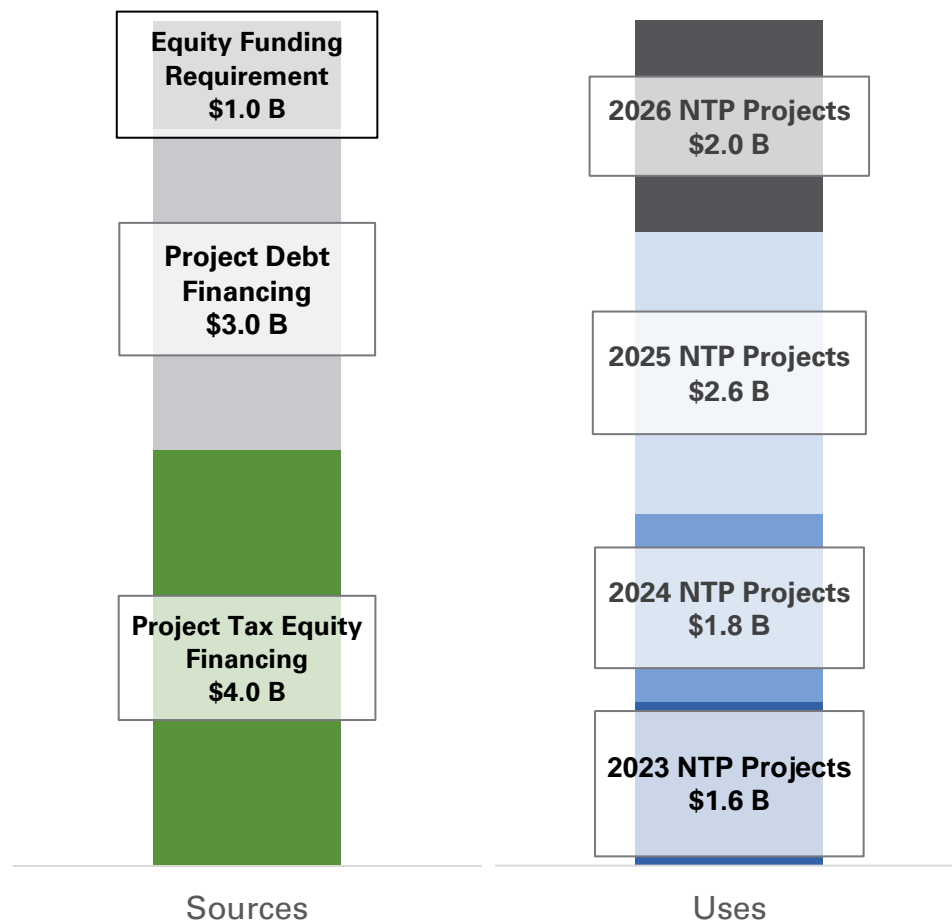
# EPC Execution Plan 2024-2026



- Anticipating ~US\$10 billion of additional EPC execution of FNTF projects during this period
- IRA requires prevailing wages to capture credits, driving upward wage pressure. Mitigated by industry-wide apprenticeship program
- US-sourced inputs should substantially hedge global transportation cost risk
- Modules currently sourced through FSLR through 2027; continue to monitor silicon options as increased production shifts to US; further FSLR US investment is expected
- Lithium costs expected to decline, and US cell production is expected to rapidly increase. Supplier diversification required to mitigate supply and execution/augmentation risks
- Tracker production increasingly shifting to US; diversify supplier base
- Overall – the EPC cost structure is expected to rise and to be reflected in forward PPAs

**IRA Driving Procurement to US Sources – But at a Premium  
Expect Inflation and Rising Interest Rates to Increase Costs**

# Capital to Fund 2023-26 Plan (~6 GW)



## 2023-26 Plan: 6 GW

- ~\$8 billion capex plan
- 85% to 90% via tax equity and debt financing
- 10 – 15% funded via equity
- Evaluating options for next round of Longroad equity funding, both public and private

# Raising Capital in New World of IRA



- Longroad has raised US\$10 billion since inception
- 2023-2026 development plan will require ~US\$8 billion of capex investment
- Expect 85-90%, or US\$7 billion, of capex to be funded via non-recourse project financings (i.e., tax equity and debt financings);
  - ~US\$4 billion of the project financings expected to be sourced from tax equity banks that Longroad has traditionally used (e.g., US Bank, Wells Fargo, PNC)
  - ~US\$3 billion would be sourced by traditional bank debt (e.g., Keybank, CIT, HSBC, Morgan Stanley, MUFG, CIBC)
- Remaining US\$1 billion would be funded via additional Longroad equity, additional holding company debt or cash distributions from Opco
- IRA offers potential additional tax equity optimizations for refundability, domestic content adders, energy community adders, and solar PTCs

**~US\$8 billion capex plan to deliver on Longroad's 2023-2026 development plan**



# Executing on Growth: Development



- Have ramped up investment in longer term pipeline as interconnection queues have extended project timelines
- Increased greenfield wind development activity
- Continued focus on M&A to further deepen pipeline and access to different markets
- Creating some “big plays” of 1 GW+ (e.g., King Pine Wind)
- Evaluating deeper push into standalone storage and hydrogen development markets
- Expanding relationships with key counterparties

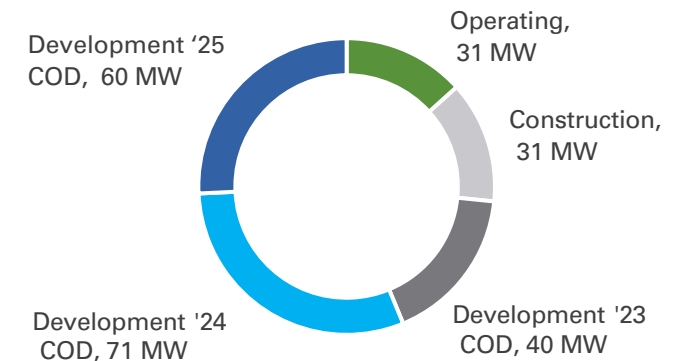
## Thinking More Creatively Given Long Development Horizon

# Valta Investment Overview



- Longroad committed US\$100 million of cash and credit to acquire a ~32% interest in Valta Energy, a C&I platform, with an option to increase this stake over time
- Provides access to fast-growing and lucrative C&I and community solar markets
- Avoids distraction with Longroad's core utility-scale business
- Valta has a successful track record but has never taken outside capital; transaction provides significant growth capital to expand its platform
- Longroad can leverage its position in areas like financing and procurement to help Valta scale to 100+ MW per year over time

**Valta Operating and Near-Term  
~232 MW**



**Provides Longroad access to fast-growing US DG market**



# Conclusion



- Strong and durable market fundamentals
- Longroad targeting US\$500 million run-rate Opco EBITDA by 2026
- Actively developing and acquiring projects in order to hit this goal
- IRA not priced into recent capital raise
- Bringing financing track record to bear in order to raise required capital
- Experienced, aligned team

Photo: Nolan Hartleben

**Thank you - See you in Phoenix**



# Manawa Energy

## Infratil Investor Day Update

24 March 2023

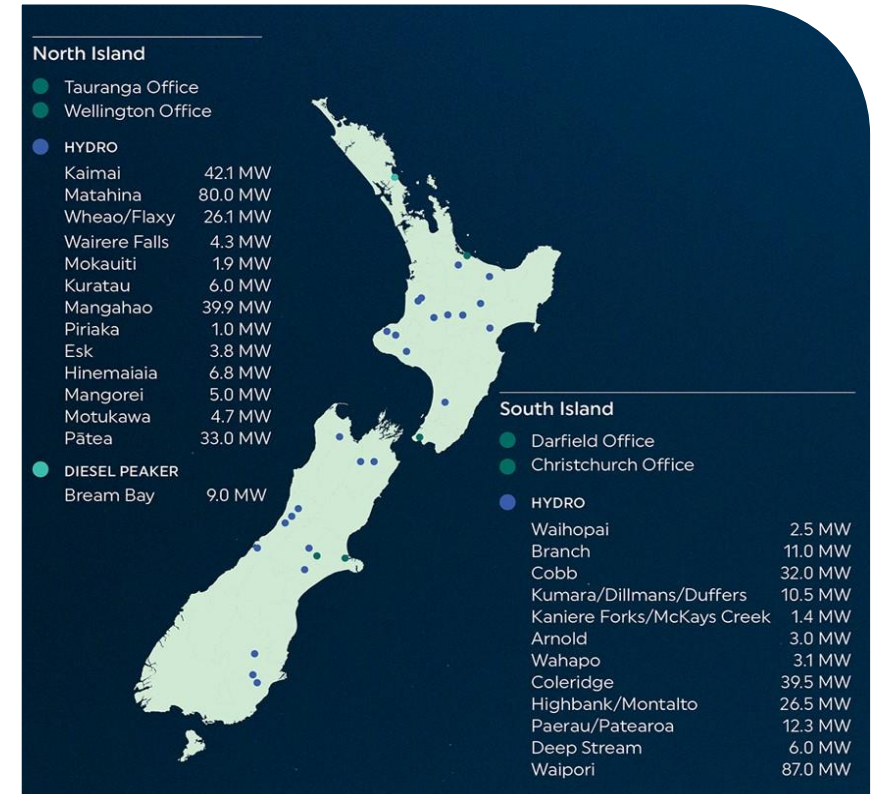




# Manawa Energy

- New Zealand's largest independent\* electricity generator and renewables developer
- 26 power schemes throughout New Zealand
- Capacity of 502MW (average 1,942 GWh pa) – 99%+ renewable
- ~650 customers at more than ~6,400 electricity connections nationally
- Headquartered in Tauranga, approximately 230 FTE employees, including a dedicated new generation development team
- Current market capitalization is ~\$1.5 billion
- 51% owned by Infratil

\* By independent we mean without an integrated mass-market retail business

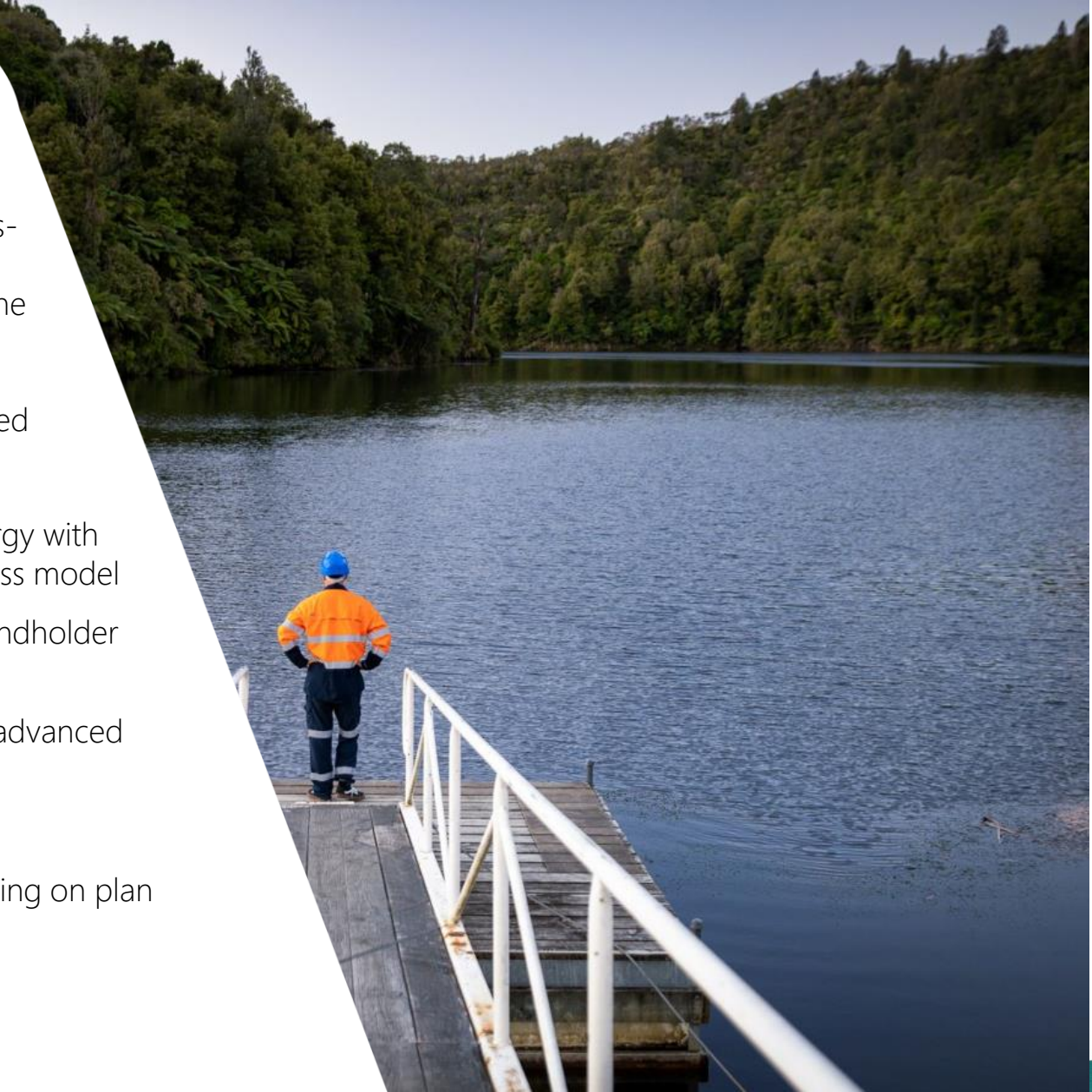


# Shifting Focus

Following the successful separation and sale of the mass-market retail business in May 2022, Manawa Energy has made significant progress establishing and imbedding the new business model and strategy.

The key focus of the company has very much transitioned to strategy execution which is progressing successfully:

- Successfully separated and established Manawa Energy with refreshed strategy and focus, embedded new business model
- ~970MW of new development options with either landholder or option agreements in place
- ~375MW of other new development options under advanced negotiation
- Existing asset enhancement programme on track
- High value generation asset refurbishments progressing on plan

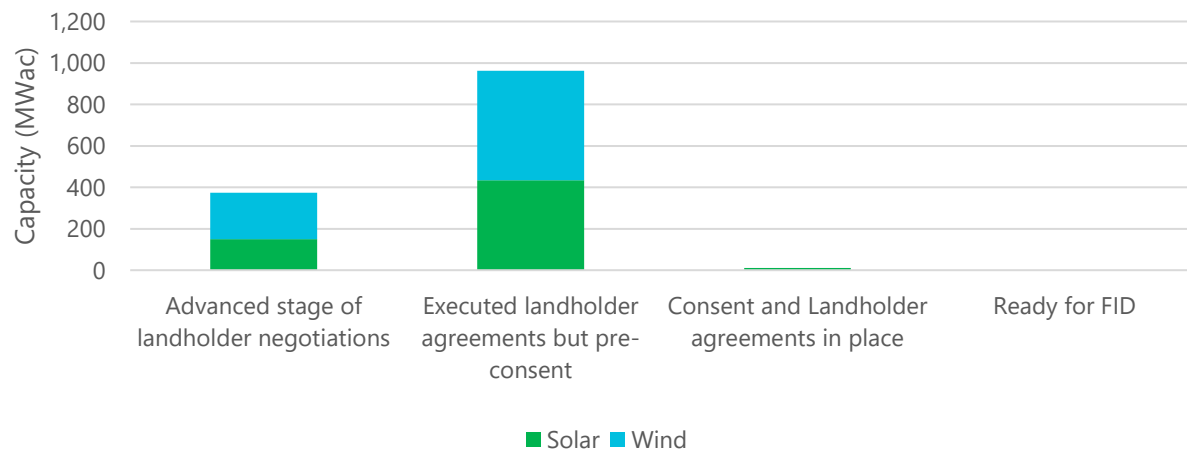


# New Development Opportunities

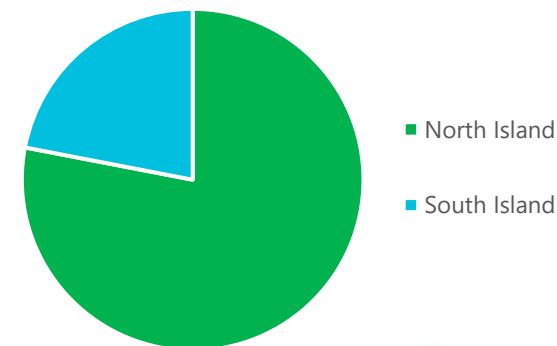
## Pipeline Summary

- Manawa Energy's pipeline is progressing quickly, with ~970MW of solar and wind projects with either landholder or option agreements in place and ~375MW under advanced negotiation. NB: It is not expected that all of these options will translate into viable developments
- Long-term aspiration remains to develop 500MW of new projects by 2030
- Manawa Energy is now moving from 'origination' to a prioritisation and execution phase, with the objective of progressing projects through to being 'ready for FID'
- Given development timeframes, it is expected the solar opportunities are more near-term than wind developments

Key pipeline options by stage



Key pipeline options by Location





# Generation Enhancement Update

**All planned FY-23 enhancements are complete. A total of 30GWh pa of volume uplift has been delivered from enhancements so far. A further 77GWh pa is either planned and approved or being scoped for delivery in the coming years**

## FY-23 Enhancement update:

(Marlborough) Branch Infiltration Gallery (+10 GWh/pa)  
Completed and operational

(Tasman) Cobb G5/G6 (+2 GWh/pa)  
Cobb G5 and G6 generator replacement is complete, and new generators have passed commissioning tests. Generator performance exceeds design requirements

(Otago) Deepstream phase 2 (+3 GWh/pa)  
Resource consent has been granted. Initial improvements have been made and additional water is being taken into the scheme



*New Branch infiltration gallery with discharge into the Argyle Canal on the left*



# Recent Weather Events

- With the exception of one small hydro scheme in Hawke's Bay, Manawa assets fortunately avoided any significant impacts from Cyclone Gabrielle and other recent weather events
- All our people were safe, and we have been providing support 'on the ground' directly and via industry efforts
- The Esk scheme in Hawke's Bay (3.8MW) suffered significant damage
- The Esk scheme consists of two stations (Toronui 1.4 MW and Rimu 2.4 MW) with differing levels of damage
- The scheme is expected to remain out of service while further damage assessments can be undertaken. Preliminary assessments indicate repairs could take 3-12 months
- Damage is largely to conveyancing structures, transmission assets, and land. Most generation equipment remains in good condition
- Access to the site remains challenging



# Major Asset Investment

**Significant investment on high-value assets to secure future revenues and ensure safe, compliant, and efficient running:**

## FY-23 Major Asset Investment update:

### (Otago) Waipori G3/4 generator replacement – Underway

End-of-life replacement of generating units at key strategic station. G4 replacement completed, G3 expected completion late 2024.

### (Tasman) Cobb G5/6 generator replacement – Completed

As well as two new generator units, auxiliary equipment is also being replaced and modernised, including new bearings, lubrication, and cooling systems. Project also provides enhancement benefits (+2 GWh pa).

### (Canterbury) Highbank unit upgrade – Underway

Replacement of both generator and turbine to secure future generation capacity and provide enhancement benefits. (+8 GWh pa).



*Original installation  
of the Cobb G6  
Generator in 1954,  
and new G6  
Generator in 2022*





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## Infratil Investor Day Presentation

24 March 2023

**Chris Munday**

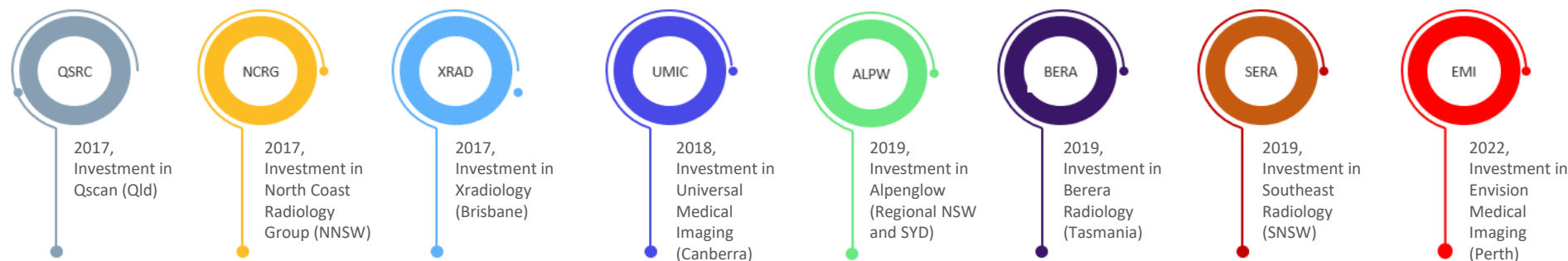
Chief Executive Officer





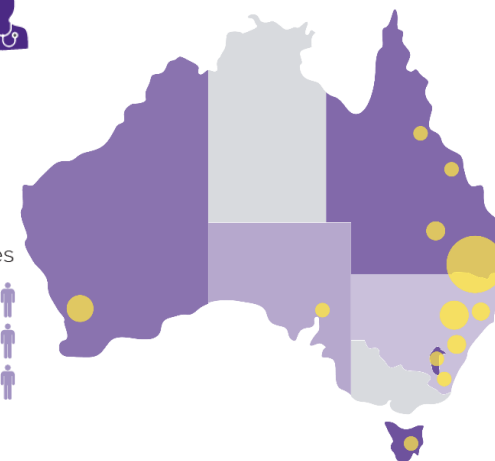
# Qscan Group Snapshot

Qscan Group is the premier provider of quality radiology services in the Australian market



**Qscan is differentiated from its peers by having a group of highly specialised radiologists and strong management who encourage and facilitate early adoption of leading healthcare technology**

- **Highly specialised radiologist workforce** with focus on sub-speciality and high-value modalities (CT/MRI/PET-CT) and complex procedures
- **Market leaders in PET-CT**, first Australian operator with a dedicated strategy, first mover in non-hospital and unique operational model, including strong working partnership with Australia's leading private oncology network, ICON Group
- **Established and defensive regional clusters** leading to clear market leadership in catchments with attractive demographics
- **Implementing highly scalable teleradiology capability** – Radiology with external remote reporting increasingly used



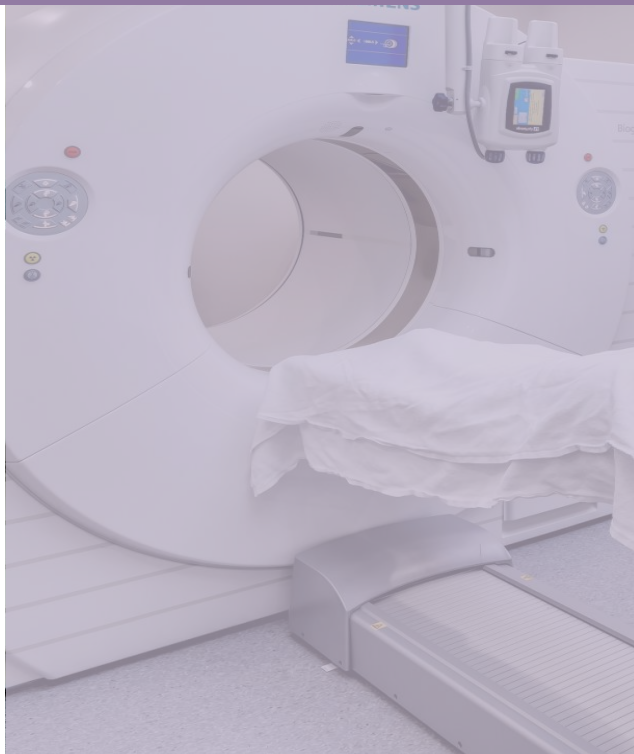
# Our Q-ONE vision is to be number one...

- in **Quality**, which is central to everything we do
- as the **Leading** Diagnostic Imaging services provider nationally as recognised by radiologists, referrers and patients alike
- as the partner and **Employer of Choice** for radiologists, clinical and clerical staff desiring a career in health, whether they be based in a major capital city or a regional centre
- as **Innovators**, leading the use of advanced technology to ensure the delivery of world leading patient care in diagnostic imaging, customer service and training and development of our staff
- in supporting **Medical Research**, working with leading global health care providers to excel in collaborative and transformative research. Supporting clinical trials and delivering more advanced health care and medical technology to improve the health of all







## Australian Diagnostic Imaging Sector Snapshot



# Radiology Key Industry Drivers

Long term sustainable growth is underpinned by a number of favourable industry conditions

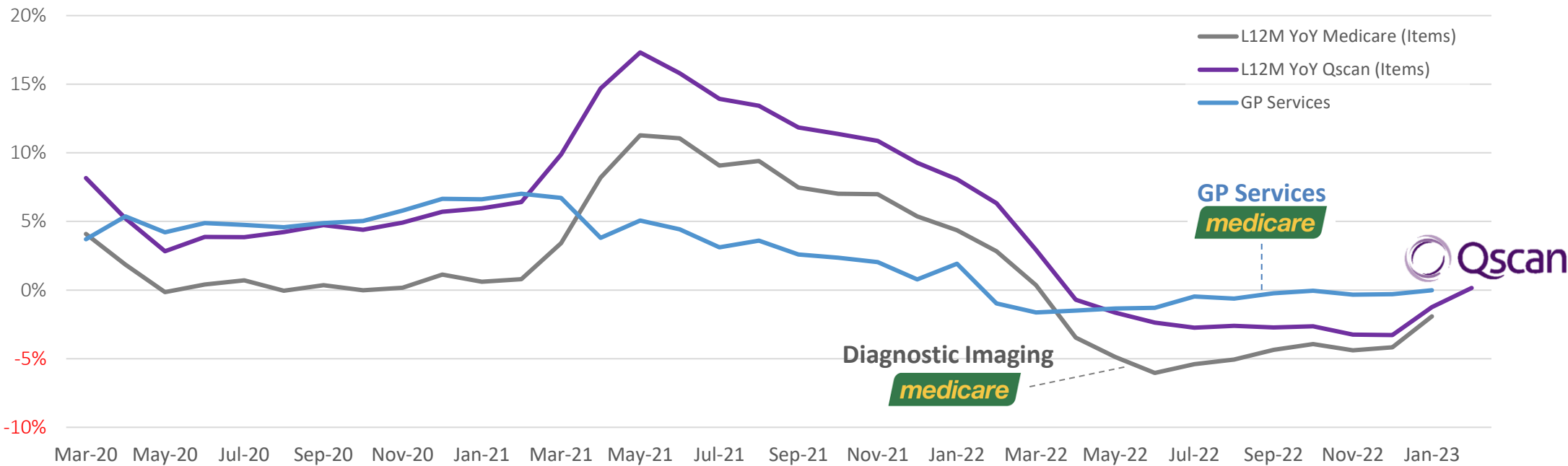
Driver	Summary
 <b>Population</b>	<ul style="list-style-type: none"><li>▪ Industry demand increases in-line with population growth</li><li>▪ Australia's population is anticipated to grow steadily in the future at 1.6% p.a.</li></ul>
 <b>Median age of the population</b>	<ul style="list-style-type: none"><li>▪ The general health of individuals tends to deteriorate with age</li><li>▪ Australian's median age expected to increase, population over 65 has been growing at 3.3% p.a.</li><li>▪ As such an increasing share of the population will have greater demand for radiology services</li></ul>
 <b>Federal funding for Medicare (universal healthcare)</b>	<ul style="list-style-type: none"><li>▪ Medicare (Government funding) provides rebates for most diagnostic imaging services</li><li>▪ The industry is highly sensitive to the structure of Medicare schedule fees and the proportion of rebates available</li><li>▪ Indexation of rebates reintroduced June 2020, providing support for stable, long-term growth</li></ul>
 <b>Visits to a general practitioner</b>	<ul style="list-style-type: none"><li>▪ Most patients visit diagnostic imaging centres on referral from their general practitioners</li><li>▪ A rise in total visits to a general practitioner increases demand and revenue for the industry; visits to general practitioners are anticipated to rise in the immediate term</li></ul>
 <b>Industry consolidation</b>	<ul style="list-style-type: none"><li>▪ High barriers to scale are driving consolidation with corporatised operators growing fastest</li><li>▪ Scale provides ability to adapt to technological change and radiologist preferences, establishing competitive advantage</li><li>▪ Employers and partners of choice, aided by investment in training of radiologists and staff</li></ul>



# Qscan growth continues to outperform overall DI Market



Rolling 12 month YoY Billings Growth of Qscan Clinics vs Diagnostic Imaging Market (per Medicare data)



Covid materially impacted trade in Qld & NSW in 2HCY21 - Flooding also impacted Qld & NSW in FY23

Growth consistently outperformed the overall market in both examinations and billings

Covid restrictions delayed opening of 3x new clinics

Seeing material YOY improvement in 2023

Notes: 1. Radiology Medicare data is based on service types relevant to and in the Australian states (specifically Qld, NSW & ACT) which Qscan operate.



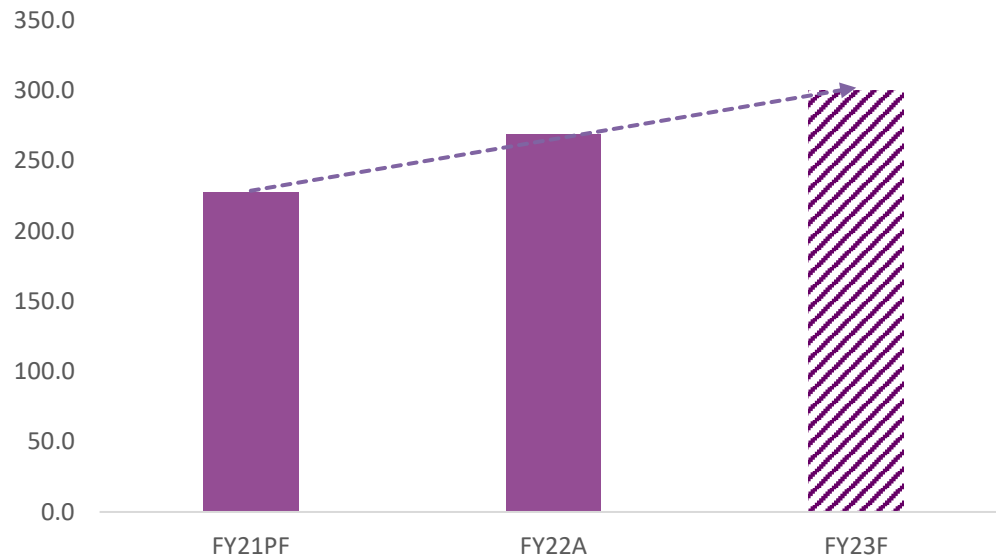
## Current Financial Performance



# Financial Highlights

## Track record of strong annual revenue growth

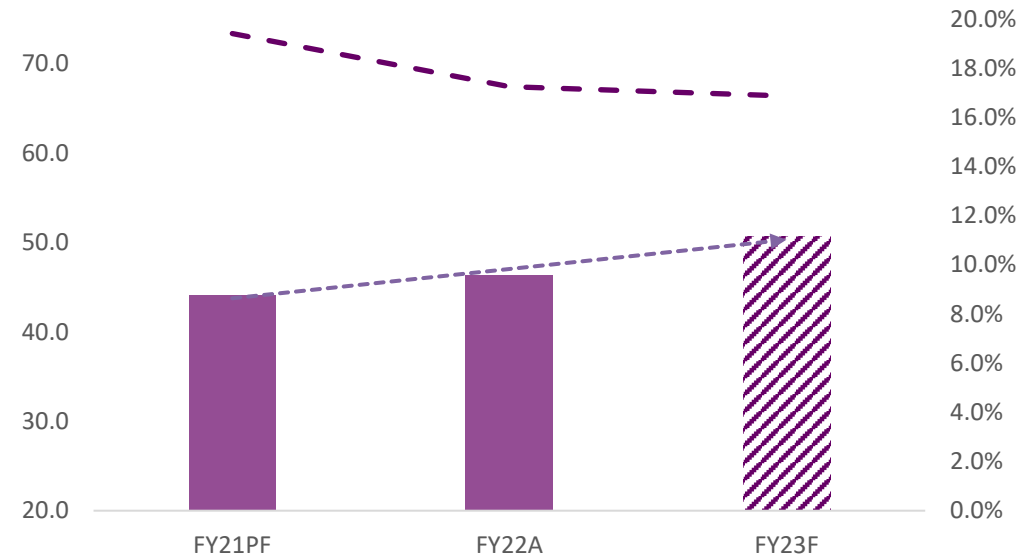
Revenue (\$m)



Results for FY23 materially impacted by Qld / NSW floods, including closure of a major Clinic in Brisbane (reopened February 2023)

## Margin expansion expected in coming years

EBITDA (\$m) and EBITDA margin (%)



Material improvement in earnings and margin expected in FY24 as revenue and Doctor costs improve through Junior Doctor investment maturity, and other productivity improvements

### Notes:

FY23F is a "Normalised" EBITDA number adjusted for one off costs (largely IT Transformation Costs) and ramp up of greenfield clinics.

EBITDA reported excludes impacts of AASB16.

FFY21PF are proforma adjusted for period prior to Infratil ownership (April 2020 – Dec 2020). Proforma figures exclude JobKeeper subsidy.



## The Next Phase....





# Our Strategic Pillar Imperatives for FY2024

## OUR VISION

Our vision is to be the **leading provider of quality radiology in Australia**; we embrace next generation technologies and pioneer innovative solutions to improve patient outcomes.

## OUR VALUES

**Trusted Analysis | Excellence | Compassionate Care**

### Q-ONE PILLARS



**Partner** with our  
Doctors



**Collaboration &**  
Partnerships



**Leverage** the  
best technology



**Improve** access  
for patients



**Empower** our  
people

**Embed new Managing  
Radiologist leadership  
structure across regions**

**Develop Teleradiology  
strategy including  
operating model &  
workforce  
management tools**

**Embed and realise real  
value from Intelligent  
Radiologist Workflow  
Orchestrator**

**Evolve the data &  
insights across the  
Group to drive decision  
making and operational  
improvements**

# Targeted Outcomes from New Doctor Remuneration Model

## Engagement

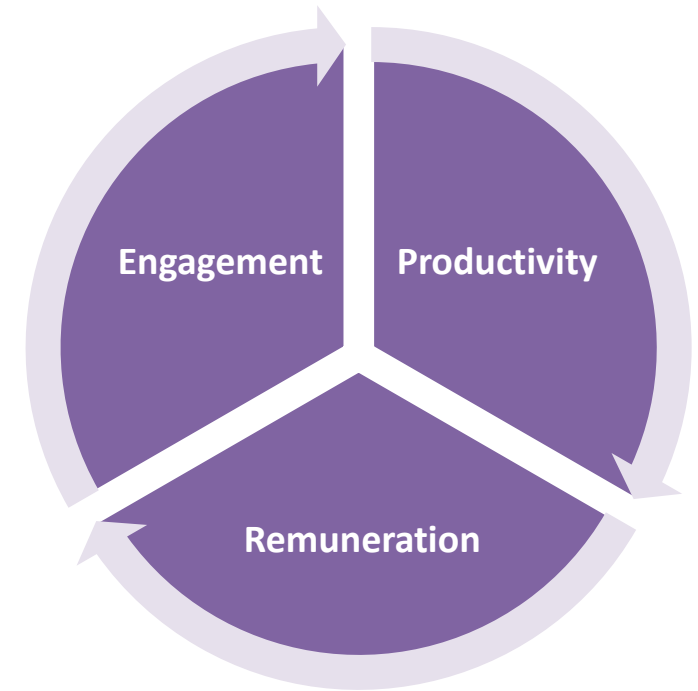
- Supports **diversity of case mix** as well as allowing doctors to focus on sub-specialties
- Encourages culture of **sharing across national network**, including supporting junior Radiologists
- Support involvement of Doctors in **clinical and practice management** via oversight committees
- Provides **pathways for 'new' radiologist to become shareholders / partners**

## Productivity

- Maximises **radiologist productivity and capacity**, with assistance from significant IT transformation strategy namely, **Orchestrated Worklists (Clario selected), Seamless Tele-reporting capability and Efficient E-referrals**
- Supports continued **investment by company in "Best in class" equipment** in order to maintain high quality and ability to serve





## Remuneration

- Contribution based remuneration structure with effective incentivisation that benefits both Doctors and clinic interests
- **Market leading, incentive driven, remuneration** scheme which rewards the existing Doctor group but also is simple to understand and attracts additional talent to join Qscan
- Greater **transparency and clarity on reporting fee structure** and more timely reporting / payment for work done



# Our Key Objectives - Future Pillars of Growth

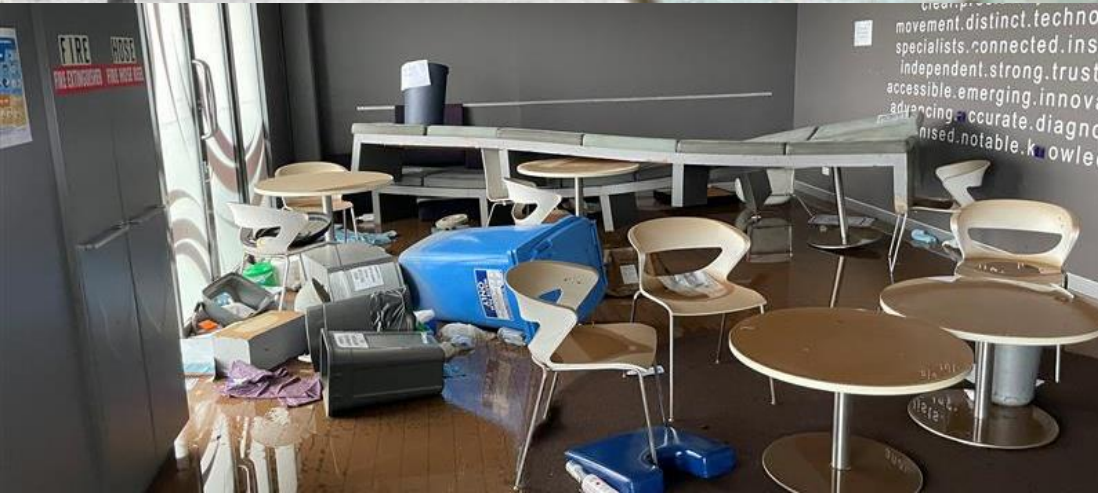
Long term sustainable growth is underpinned by four pillars of growth

 <b>Brownfield Expansion</b>	<ul style="list-style-type: none"><li>▪ Significant opportunity for Brownfield expansion at existing sites with existing space available at a number of sites</li><li>▪ Regional site in Young, NSW, with new 3TMRI is a good example</li></ul>
 <b>Greenfield Expansion</b>	<ul style="list-style-type: none"><li>▪ Strong Pipeline of Opportunities, but radiologist pending</li><li>▪ Development of fully comprehensive PET Clinic in Maroochydore Qld in FY2024</li></ul>
 <b>IT Transformation</b>	<ul style="list-style-type: none"><li>▪ Projects like our national, orchestrated workflow solution: Clario; and digital Ultrasound solution, Sono Review; plus, E-referrals will significantly drive productivity, capacity utilisation and profitability, lifting margin</li></ul>
 <b>M&amp;A</b>	<ul style="list-style-type: none"><li>▪ Open to accretive opportunities of quality, like minded radiology groups</li></ul>

# Recent Expanded Capability



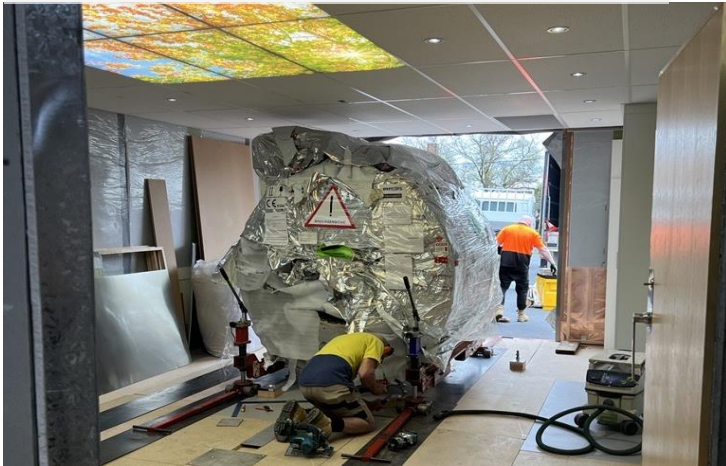
## Windsor Clinic Rebuild





# Recent Expanded Capability – MRI Installations

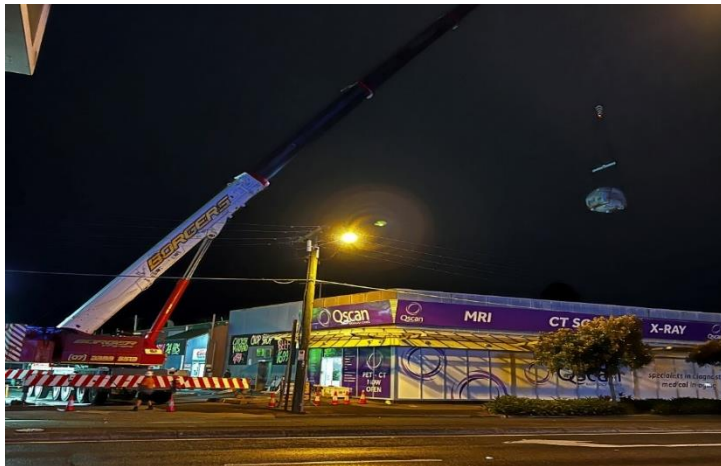
## Young, NSW



## Annerley, Qld



## Grafton, NSW





Thank You



# Infratil Investor Day Update

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24 March 2023



# Building on the resident experience

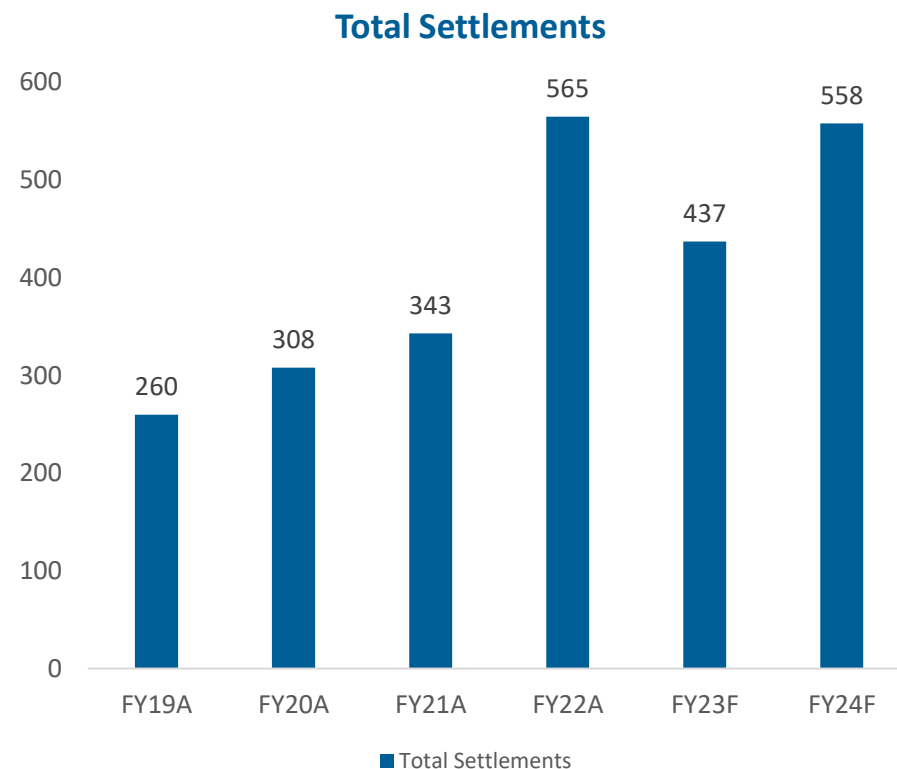
- RetireAustralia is pursuing the integration of care into some of its new villages via the introduction of care hubs. The innovative offering is a model of care that will offer round-the-clock, nurse-led care to residents in their own homes, with the option to move to a higher care environment if their needs advance beyond what can be offered in their home environment
- Resident satisfaction is stable with 85% of residents saying they are satisfied or very satisfied with life in their village
- RetireAustralia is experiencing strong demand across its portfolio with waitlists in place for 22 of its 28 villages





# Growing the business

- Retire Australia is expecting a strong finish to FY23 with >400 settlements forecast.
- FY22 experienced higher settlements of 565 units in total (489 resales and 76 developments). This higher number was largely due to high inventory levels available given lower settlements in prior years.
- During FY23 RetireAustralia also added to its development pipeline with the purchase of a site adjacent to its Cleveland Manor Retirement Village in Queensland. The business is planning to build 146 independent living apartments and a 10 bed care hub on this site.



# Development update

- Construction is expected to complete on four sites in the next 12 months, adding 254 apartments and a 10 bed care hub
- 34 apartments are being constructed at The Rise Wood Glen, which is a premium village NSW Central Coast
- 128 apartments and a 10 bed care hub across Stages 2 and 3 of The Verge in Burleigh on the Gold Coast
- 92 apartments will be completed at The Green in Tarragindi, Brisbane



The Green in Tarragindi, Brisbane

# RHCNZ Medical Imaging Group

## Infratil Investor Day Presentation

24 March 2023

**Terry McLaughlin**  
Chief Executive

# New Zealand's Largest Radiology Network

Large-scale national business providing specialist imaging, diagnostic and preventative radiology services



## National portfolio of 70+ clinics

- 43 clinics in North Island
- 32 clinics in South Island
- + located at 19 key private hospitals
- 144 radiologists nationwide
- 1,298 staff nationwide
- 24 / 7 teleradiology service

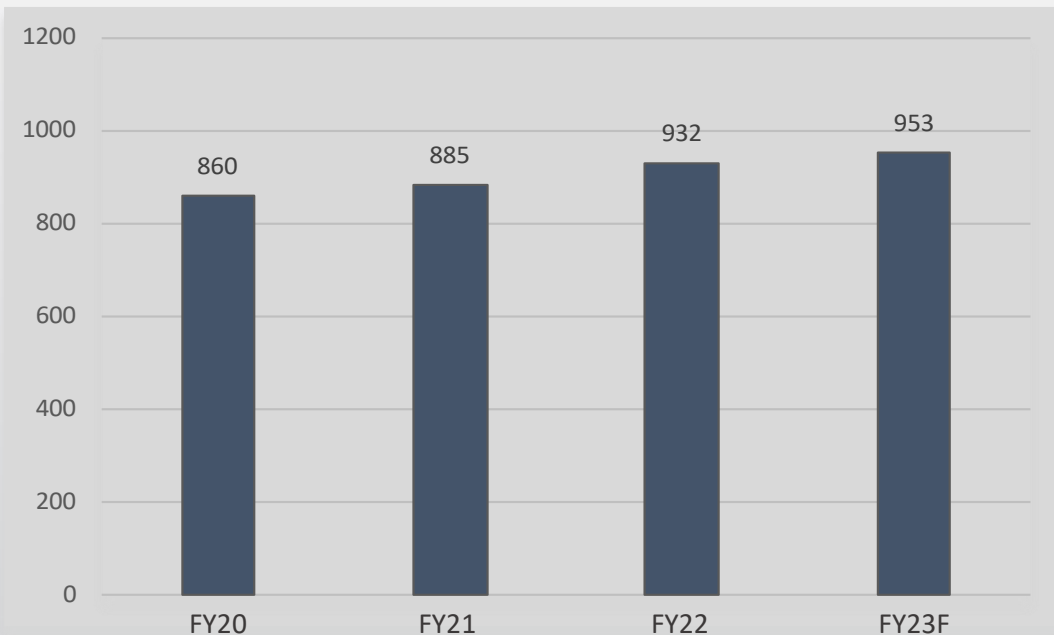


## Financial Performance

Significant disruption experienced during and post-COVID, but underlying volume growth remains

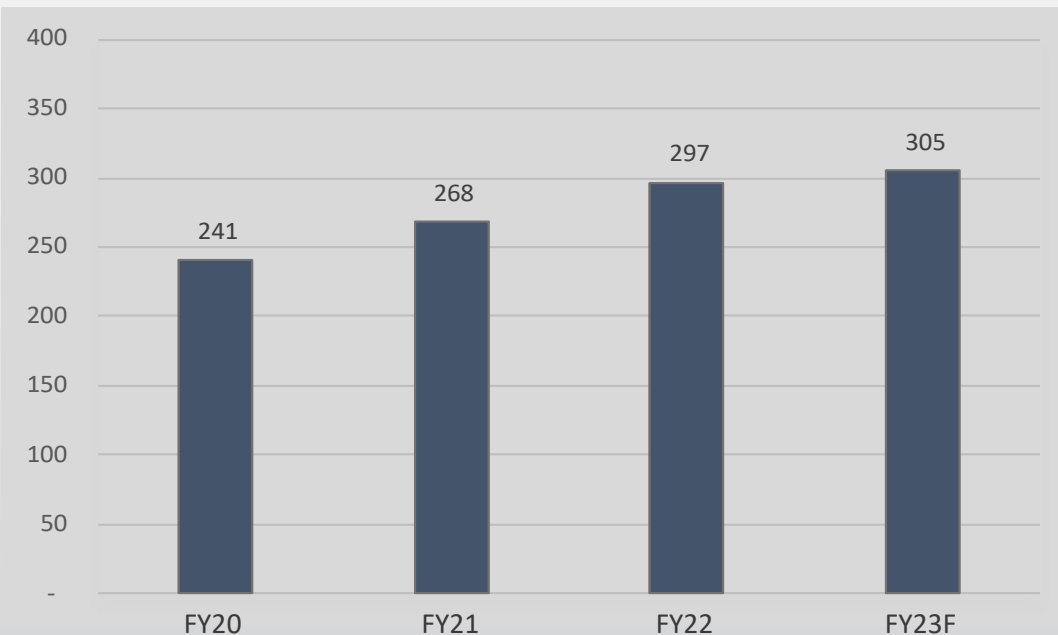
### Total Group Volumes (000's of scans p.a.)

FY20-FY23F



### Total Group Revenues (NZ\$ millions)

FY20-FY23F



- Post-COVID the broader New Zealand health system has experienced disruption in workflows. Overall group volumes up 2.2% in FY2023
- Over the last five years, volumes have also been driven by a mix shift towards higher-tech modalities
- We have seen an improvement in volumes from November 2022, and we believe long run growth rates will likely return to historical trend over FY2024 as the fundamental industry drivers remain strong

## Recently Expanded Capability

New purpose-built regional facilities delivered on time and within budget



Pacific Radiology,  
Timaru Branch

X-Ray, Ultrasound, MRI, CT, Breast Imaging



Pacific Radiology,  
Metro, Canterbury

X-Ray, Ultrasound, CT, CBCT



Pacific Radiology,  
New CT for Palmerston North

CT

## Future Planned Capability

Significant future capability planned in strategic locations

New Facility	MR	CT	PET CT	CT SPECT	US	XR
Whangārei	✓	✓	✓	-	✓	✓
North Hamilton	✓	✓	-	-	✓	✓
Whanganui	✓	✓	-	-	✓	✓
Dunedin Central	✓	✓	✓	-	✓	✓
Tauranga	✓	✓	✓	-	✓	✓
Remuera Road (Auckland)	✓	✓	✓	✓	✓	✓
Napier	✓	✓	-	-	✓	✓



# New Zealand Long-Run Industry Drivers

## DEMOGRAPHIC CHANGES

- Ageing and growing population
- Higher incomes
- More health conscious

## VALUE BASED SHIFT

- A shift toward early diagnosis and preventative care
- High-value modality volume-led growth
- Leading-edge technology, radiologist expertise and growth in regional capability

## INCREASE IN ONCOLOGY

- Cancer is one of New Zealand's leading causes of mortality
- Diagnostic imaging key part of patient treatment

## POST-COVID CONTEXT

- Pressure on public health system
- Radiology an essential service in identification, prevention and monitoring of patient healthcare lifecycle





# Our Competitive Advantage

1

## National Scale

- Largest private radiology provider in New Zealand
- Combined group approximately four times larger than next largest provider
- Offers full suite of diagnostic imaging modalities
- Latest technologies and equipment

2

## Radiologist Expertise

- Expansive breadth of radiologist expertise across a full range of sub-specialisations: Abdominal, Bone, Breast, Cardiothoracic, CT, Interventional, Neurological, Oncological, Obstetrics & Gynaecology, Musculoskeletal, PET, Paediatric, Vascular and Veterinary imaging
- Talent attracts talent

Extensive range of service modalities

3

## Technology

- Proven commitment to investing in the very latest in technology for improved diagnostic capability, quality reporting and patient comfort

Early adopter of leading-edge technology

4

## Research

- Strong reputation for research innovations in imaging techniques, procedures and technology

Clearly defined growth strategy per modality

5

## Stakeholder Relationship

- Positioned to become key partner with Te Whatu Ora
- Well established valuable relationships with referring health professionals
- Competitive advantage with Cyclotek partnership

## Key Strategic Priorities

With a strong commercial platform, significant market share and a proven reputation for clinical and operational excellence, we can achieve above-market growth expectations

### Key partner to the NZ Health system

- Strong trusted relationships with referrers built upon streamlined, value enhancing interactions
- Pro-active relationships
- Management across the health system Te Whatu Ora, Te Arai Whatu Ora & ACC

### First choice for referrers and patients

- Demonstrable equity in delivery of services
- Enhancing access to all New Zealanders
- Exceed expectations throughout patient journey
- Breadth and depth of sub-specialty expertise

### Great place to work / grow your career

- Ability to learn from leaders who are experts in their field
- Supportive culture celebrating diversity and inclusion
- Fellowship programmes and support to grow the next generation

### Leader in innovation and efficiency

- Technology that supports optimisation of time and skills across the business, leading to better-quality outcomes
- Progressive adoption of AI to support quality and learning

# In Summary

## DIVERSIFIED FUNDING STREAMS

- Diversified funding sources: ACC, Public Hospitals, Ministry of Health screening initiatives, private health care insurance & direct patient fees
- Capacity constraints in public health systems creates opportunity, private clinics broadly accepted as valuable & necessary for their critical role in preventative health and informing clinical decision making

## STRONG MARKET SHARE

- Leading NZ radiology provider in terms of geographical presence, number of nationwide clinics, radiologist expertise, number of complex modalities offered, and number of employees

## EMPLOYER OF CHOICE

- Talent attracts talent. Unparalleled depth of radiologist expertise in NZ
- Attractive and flexible entry for doctors to own equity
- Group at forefront of leading-edge technology and research is an attractive value proposition for all employees

## FURTHER GROWTH OPPORTUNITY

- Majority of patient exam fee derived from complex modalities, which continues to grow at a fast pace
- Proven growth plan includes greenfield opportunities, targeted modality expansion
- Partnership opportunities with key funders

# Thank You



# Kia ora and welcome to One New Zealand

## Infratil Investor Day Presentation

24 March 2023

**Jason Paris**

Chief Executive Officer



# Our purpose

Unlocking the magic of technology to create an awesome Aotearoa  
Ka mau te mauri o te hangarau, ka whakamana a Aotearoa

## Our plan to deliver

### Customer Obsessed

**Our customers love us**  
because we understand their needs  
and are passionate about always  
delivering for them

### Remarkable Simplicity

**Our customers value us**  
because we support them with  
effortless experiences that work  
flawlessly every time

### Network Forward

**Our customers trust us**  
because we provide secure,  
world-leading technology solutions  
that improve their lives and businesses

### Winning where it matters

**Our owners back us** because we provide strong financial returns through  
ICT, mobility and on net leadership, with the most efficient cost to operate

## Our behaviours

### Heart

We show up as our best selves  
in every situation

### Grit

We deliver a radically better world  
for our customers

### Freedom

We're empowered to shape the  
future by creating a more progressive,  
more inclusive Aotearoa

# One awesome business

Maximising infrastructure investment to deliver ongoing value uplift

## Infrastructure

- We are a technology leader and have led the market in launching 2G, 3G, 4G, 5G and IoT
- Awarded New Zealand's best mobile network
- One of New Zealand's largest fixed infrastructure owners and continue to own active mobile network infrastructure (core, backhaul power, radio network, spectrum) across ~1,500 sites
- Our 4.5/5G upgrade path and 2G/3G switch off plans are all on track and our negotiations continue with the Crown on direct allocation of 3.5GHz spectrum to accelerate the roll out of 5G further and faster



# One awesome business

Excellent medium to long term industry dynamics, competitive but stable market

## Services

- More than 2 million mobile connections, 70 retail stores, providing mobile fixed and ICT services to over 110,000 corporate, government and small/medium businesses
- We are the number one growing postpaid mobile provider in New Zealand, leading the market in total postpaid mobile connection growth for the past 8 quarters<sup>1</sup>
- We are the fastest growing ICT provider in the country<sup>2</sup>
- We continue to achieve our best ever IT stability and customer service results
- We are achieving the fastest cost reduction in the market<sup>3</sup>

<sup>1</sup> Based on QoQ net additions from Q1-21 to Q4-22, sourced from IDC

<sup>2</sup> Relative to incumbents Spark and Datacom, latest reporting periods vs PCP (Prior Comparable Period). Spark (December-22) and Datacom (March-22)

<sup>3</sup> Relative to peers Spark and 2degrees, latest annualised reporting periods vs PCP, excluding one-offs. Spark (December-22) and 2degrees (December-21).



# One awesome Aotearoa

Halving the number of youth experiencing disadvantage and creating a better planet for future generations

- \$2 million per year (\$49 million total) invested in Te Rourou, Vodafone Aotearoa Foundation focused on New Zealand's youth
- One Good Kiwi - \$100k per month to youth-related charities
- Auckland flood and Cyclone Gabrielle response
- Emissions footprint evaluation underway
- Energy reduction through power management of off-peak capacity, recycling of infrastructure, passive heat exchanging, solar power trials



# One awesome team

2,500 team members, with capability and culture scores now in the top quartile internationally

- Organisational health in top quartile of international employee benchmark
- Strong employment brand with excellent talent retention and acquisition track record
- Investing in data, AI and ICT for growth
- Investing in Transformation Office to accelerate business simplification
- Cross skilling and in-housing of service teams delivering further service uplifts
- Retail stores successfully integrated and delivering strong mobile results
- Successful separation and handover of Passive mobile assets to FortySouth
- Strong team of partners supporting us including Vodafone, Nokia, DEFEND, Amazon, Microsoft, Harvey Norman and Google

# One trading update

Market leading mobile growth, increasing mobile ARPU, ICT growing

## Consumer and SME

- Fastest growing Consumer postpaid connections<sup>1</sup>
- Mobile ARPU increasing
- Roaming at >70% of pre-Covid levels
- Record low SME churn
- Continued move to on-net Fixed-Wireless Access

## Enterprise

- Market leading growth in ICT services<sup>2</sup>
- Number one for enterprise mobile<sup>3</sup> and IoT connections
- Integration of DEFEND security offering
- Industry leading ICT attachment at 55%
- Palo Alto Networks ANZ Service Provider of the Year

## Wholesale

- Double digit growth with strong pipeline
- Mobile products launched with MVNO offering mobile, FWA and IoT
- New fibre builds for CDC and hyperscaler data centres
- Delivering private 5G networks and Mobile Edge Compute

<sup>1</sup> Dec-22 vs PCP, sourced from IDC

<sup>2</sup> Relative to incumbents Spark and Datacom, latest reporting periods vs PCP. Spark (December-22) and Datacom (March-22)

<sup>3</sup> Based on Enterprise mobile connection market share at Dec-22, sourced from IDC

# On track to exceed FY2023 EBITDAF guidance

Income statement	FY2023	FY2022	PCP
\$ millions	H1	H1	H1
Consumer SME	315	290	9%
Enterprise	60	57	5%
Mobile	375	347	8%
Consumer SME – Fixed & ICT	174	195	(11%)
Enterprise – Fixed & ICT	127	109	16%
Wholesale & other	83	79	4%
Recurring revenue	758	730	4%
Procurement & One-off revenue	232	225	3%
Total Revenue	990	955	4%
Direct Cost	(433)	(439)	1%
Gross Margin	557	516	8%
Operating Expenses	(299)	(274)	(9%)

Normalised EBITDAF**	258	242	7%
Normalised EBITDAF %	26%	25%	1pp

Capex incl. Spectrum	125	211	41%
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## FY2023 Key Trends

- Market leading total mobile service revenue growth<sup>1</sup> due to strong acquisition in post-paid and ARPU increasing as customers move to higher value plans and roaming returns
- Consumer fixed ARPU is stable, but revenue has declined due to the intensely competitive market
- ICT is growing faster than market<sup>2</sup> due to good momentum in Contact Centres, public cloud migrations and Security via our partial acquisition of DEFEND
- Wholesale revenue uplift due to the continued growth in fixed line capacity
- Procurement revenue largely relates to lower margin device revenue with uplift due to buy back of our retail stores
- Operating expenditure increases largely due to in housing of our retail stores and investment in rebrand to One NZ
- Capex decrease largely relates to non-recurring spectrum cost in prior period. IT project spend mix changed between SaaS and Capital spend
- On track to exceed FY23 guidance range of \$490 million to \$520 million with estimated growth of ~10% PCP

\*\* Normalised EBITDAF excludes impairment, impact of M&A activity and transaction costs

<sup>1</sup> Dec-22 vs PCP, sourced from IDC

<sup>2</sup> Relative to incumbents Spark and Datacom, latest reporting periods vs PCP. Spark (December-22) and Datacom (March-22)





# One simple business

- Pivoted from changing out parts of our existing IT stack with a new vendor to upgrading these components with existing partners
- A new Business Simplification programme is helping us to become an even leaner and more efficient business and deliver further gains in customer service and cost reduction
- Focus areas include:
  - Product rationalisation
  - Improved digital first customer journeys and experience
  - Operational excellence driven by AI, robotics and automation
  - Technology modernisation
- Our new brand drives this focus within the business: One plan, One click, One call, One bill, One process, One decision maker, One meeting

# Changing the way customers think about our brand

Our new brand will:

- Enable significant ongoing cost savings
- Improve mobile trading performance
- Accelerate our ICT growth
- Drive dramatic simplification and efficiency across the company



**Thank You**



# Wellington International Airport Limited

## Infratil Investor Day March 2023



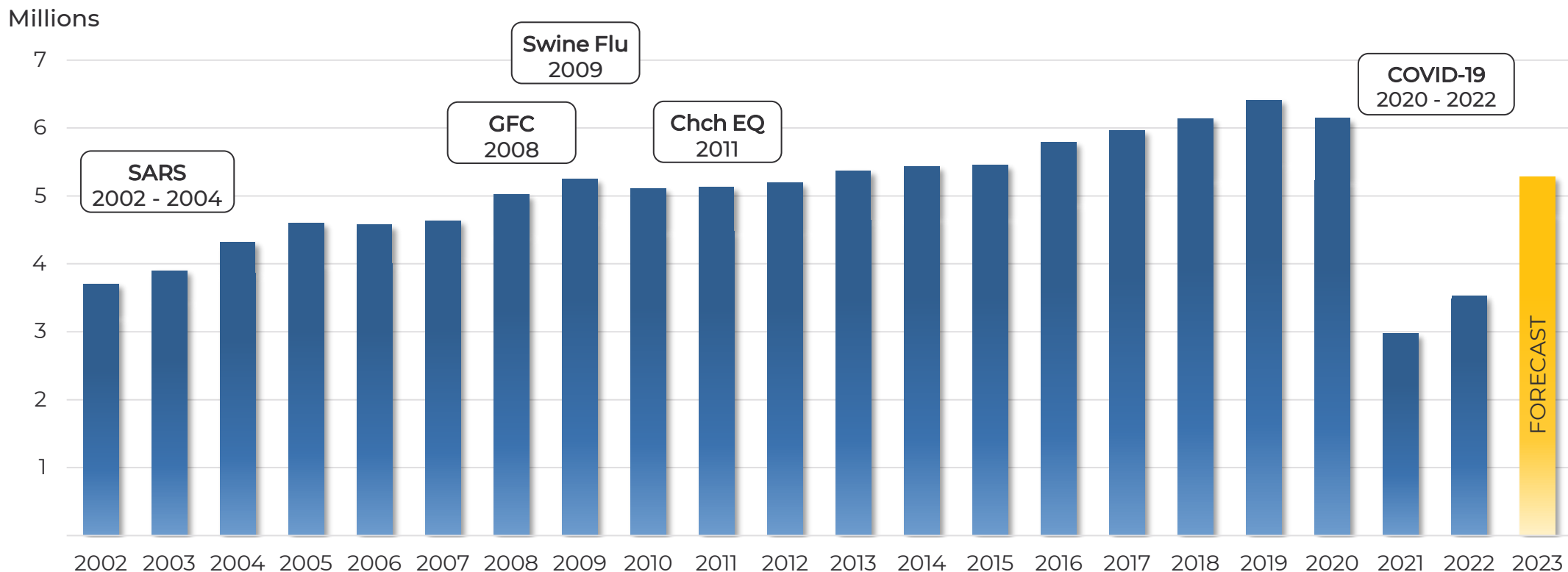


# Resilient long-term passenger growth pre-Covid

Average annual passenger growth over 20 years to FY20 was +2.7%



Passenger Numbers FY2002 – FY2023

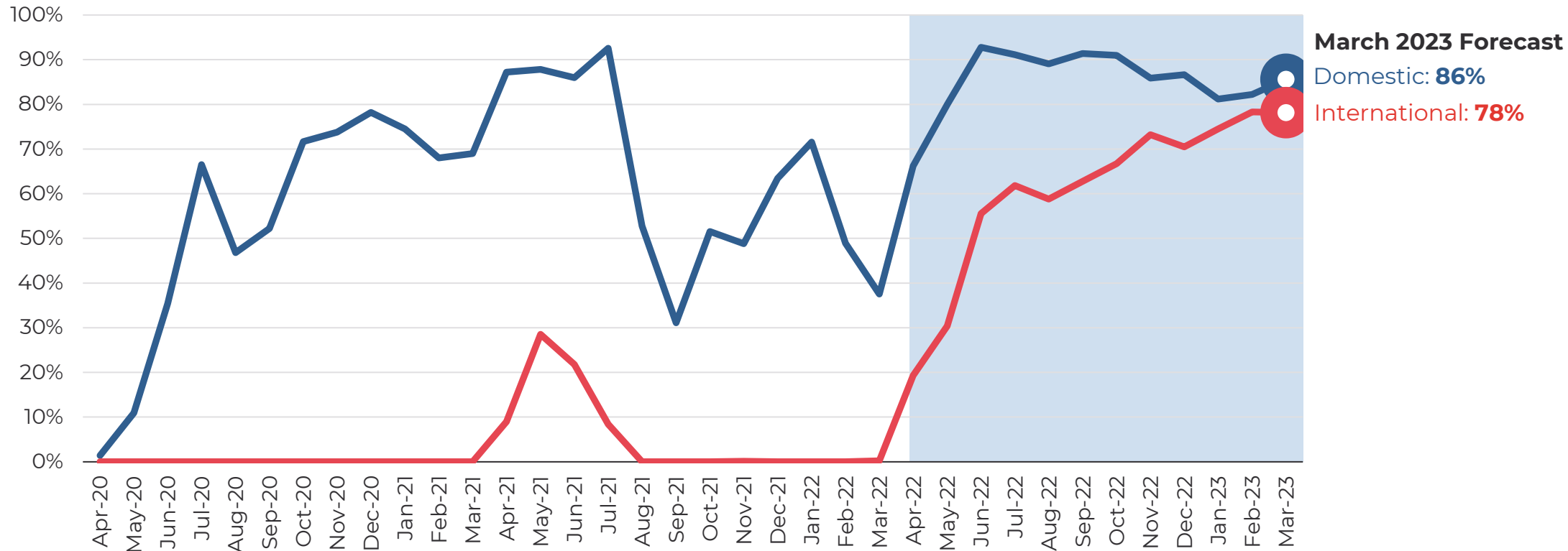


# Strong recovery has continued over FY2023

Full year passenger numbers are forecast to be 85% of pre-Covid\*



Monthly Passenger Recovery %



\*Pre-Covid = FY19

# Positioned to build on pre-Covid earnings & deliver sustainable growth



## Robust funding & liquidity position

- \$125m cash/funds on deposit following recent \$75m retail bond issue in February 2023
- \$100m bank facilities maturing 2025/26 remain undrawn
- Fully compliant with lender covenants and no waivers in place
- BBB/Stable Outlook credit rating reaffirmed by S&P

## Long term fundamentals remain strong

- Well positioned for passenger growth as a central location providing domestic hub connections, NZ's capital city and home of Government, high barriers to entry, NZ's second largest economy and further upside in point-to-point international travel

## Investment pathway secured

- Planning consents secured in FY2023 with designations obtained for the main airport site and Eastern development sites
- Landholdings increased ~30% with acquisitions of former Miramar South School site and southern part of Miramar Golf Club land
- 2040 Masterplan represents a strong investment pipeline that will provide a foundation for sustainable growth and further opportunities for diversification

# Positioned to build on pre-Covid earnings & deliver sustainable growth



## Continued diversification & expansion of commercial business

- Strong commercial performance with pax recovery and successful execution of transport, hotel, commercial property and retail investments

## Kaitiakitanga – ESG & sustainability

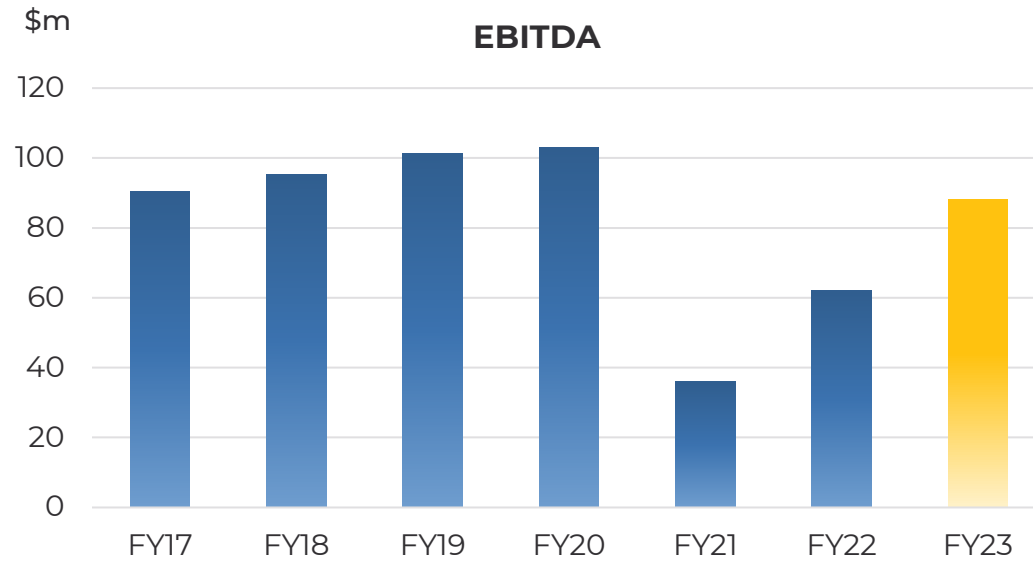
- Actively reducing GHG emissions and seeking to align with a science-based target
- Working with manufacturers and airline partners to enable the transition to a more sustainable aviation sector, including planning for sustainable fuels and electric aircraft
- Level 2 Airport Carbon Accreditation achieved in December 2022; ESG performance ranked 3rd worldwide against other airports and infrastructure assets under GRESB

## PSE5 airline price consultation

- Current PSE4 charges expire 31 March 2024
- PSE4 pax wash-up mechanism and revenue deferral has hedged against Covid impacts on revenue
- Consultation for PSE5 pricing reset expected to commence mid-2023
- Commerce Commission reviewing Input Methodologies with an uplift in risk free rate, Market Risk Premium and asset beta expected (final report due by 31 December 2023)



# FY2023 forecast result



- Full year EBITDA forecast \$88 million – \$90 million
- Passenger projection ~5.2 million
- Revenue recovering in line with pax and material cost efficiencies achieved through Covid retained.
- Capex forecast \$40 million – \$45 million with key projects progressing including Taxiway Bravo resurfacing, electric airport bus charging depot, offsite rental car development, Airport Fire Station relocation and terminal developments.

