



# **Infigen Energy**

## **Eco Investor Forum 2012**

24 October 2012

# Agenda

- **Infigen Overview**
- Market Drivers and Opportunities
- Strategic Priorities
- Recent Performance & Outlook
- Questions

## **Presenters:**

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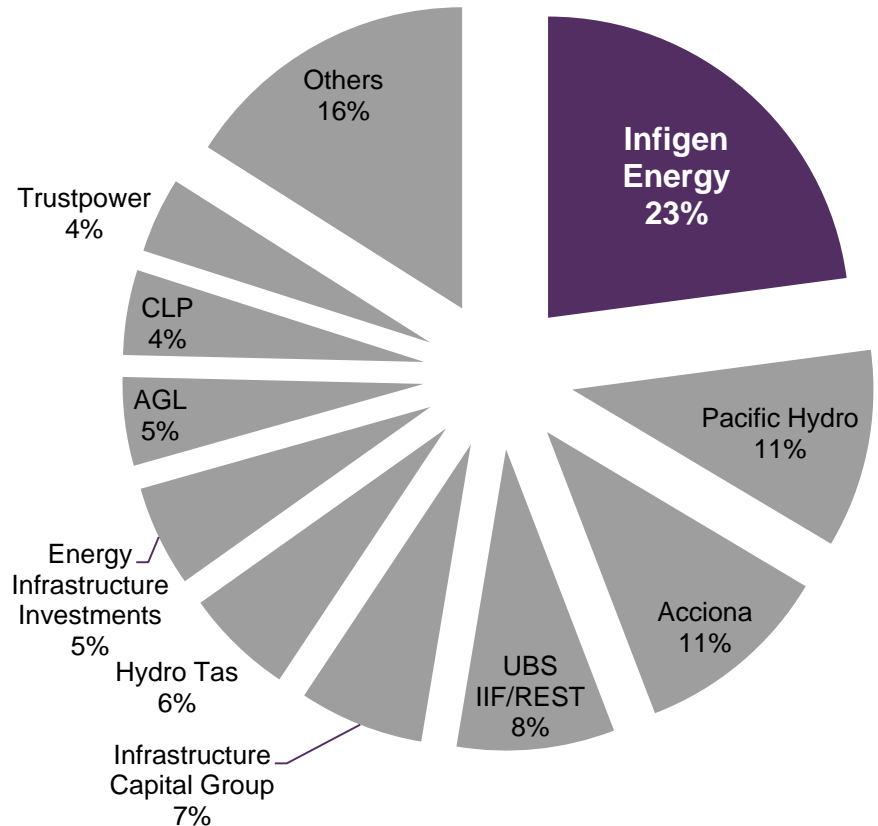


# Infigen Energy Overview

An established renewable energy developer, owner-operator in the United States and Australia

- Sydney HQ; ASX listed (ASX:IFN)
- Operate over 1,600 MW of wind energy generation across the US and Australia
- Own and operate > 1 GW wind energy business in the United States
- Largest owner of installed wind energy capacity in Australia and licenced retailer of electricity
- Active developer of utility-scale solar PV in Australia and the US
- Solar and energy storage demonstration plant under development at Bungendore, NSW
- Substantial and advanced project development pipeline

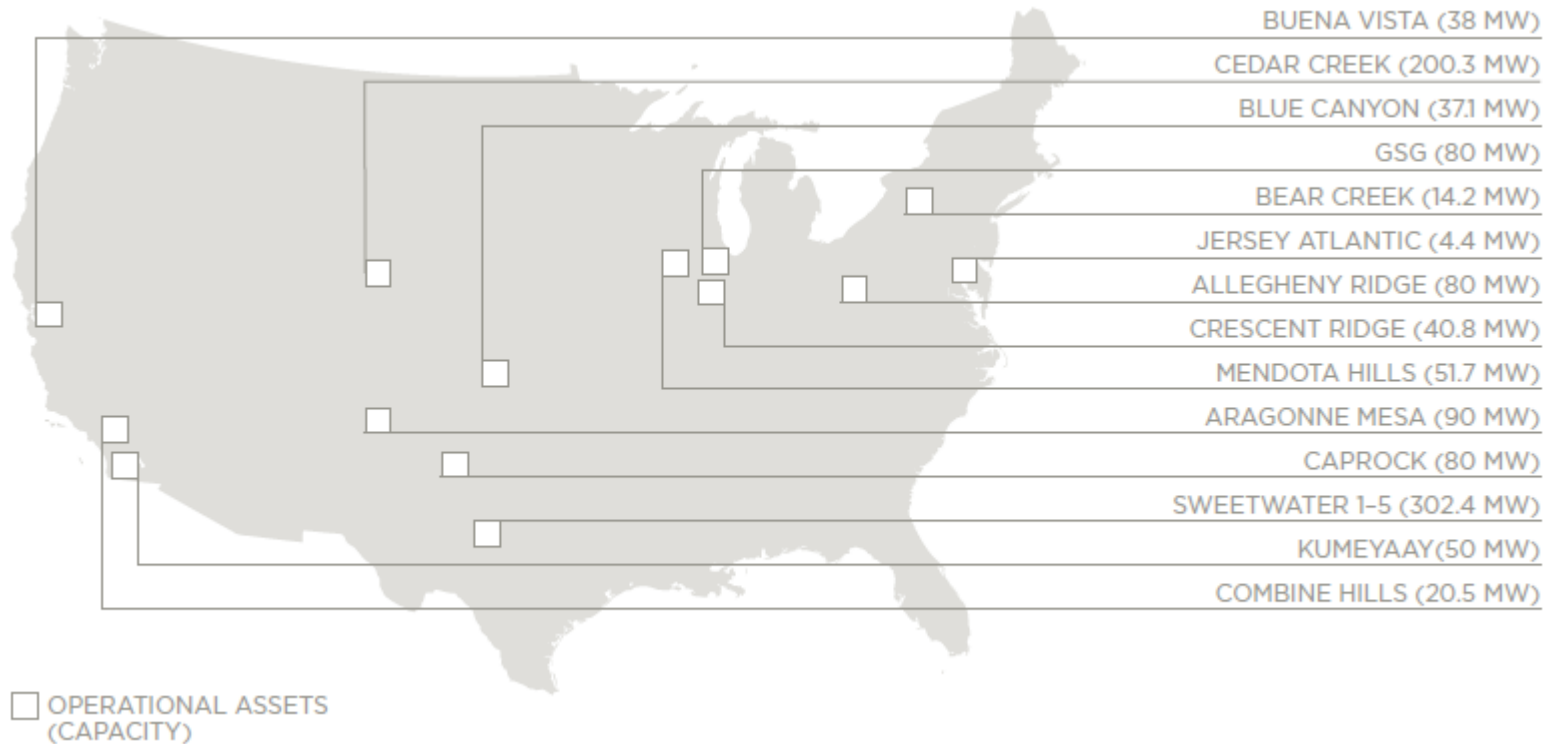
**% Installed Capacity – Australia<sup>1</sup>**



1. AEMO (2012) and company websites.

# Operating United States Assets

18 wind farms – the US’s 5th largest wind energy business independent of an integrated utility




# Operating Australian Assets

All six wind farms achieved commercial operation on time and on budget

**ALINTA, WA**

|                    |                |
|--------------------|----------------|
| Installed Capacity | <b>89.1 MW</b> |
| Capacity Factor    | <b>44%</b>     |
| Completed          | <b>Jan 06</b>  |



**LAKE BONNEY, SA**

**LB1**

|                    |                |
|--------------------|----------------|
| Installed Capacity | <b>80.5 MW</b> |
| Capacity Factor    | <b>28%</b>     |
| Completed          | <b>Mar 05</b>  |

**LB2**

|                    |                 |
|--------------------|-----------------|
| Installed Capacity | <b>159.0 MW</b> |
| Capacity Factor    | <b>30%</b>      |
| Completed          | <b>Sep 08</b>   |


**LB3**

|                    |                |
|--------------------|----------------|
| Installed Capacity | <b>39.0 MW</b> |
| Capacity Factor    | <b>31%</b>     |
| Completed          | <b>Jun 10</b>  |



**WOODLAWN, NSW**

|                    |                |
|--------------------|----------------|
| Installed Capacity | <b>48.3 MW</b> |
| Capacity Factor    | <b>39%</b>     |
| Completed          | <b>Oct 11</b>  |



**CAPITAL, NSW**

|                    |                 |
|--------------------|-----------------|
| Installed Capacity | <b>140.7 MW</b> |
| Capacity Factor    | <b>36%</b>      |
| Completed          | <b>Nov 09</b>   |



# Development Pipeline Summary

Well positioned to capitalise on expected solar PV and wind opportunities in the US and Australia

| Wind Farm     | Location | Capacity (MW)        | Planning Status         | Connection Status |
|---------------|----------|----------------------|-------------------------|-------------------|
| Bodangora     | NSW      | 90-100               | Public display complete | Advanced          |
| Capital 2     | NSW      | 90-100               | Approved                | Advanced          |
| Cherry Tree   | VIC      | 35-40                | DA lodged               | Intermediate      |
| Flyers Creek  | NSW      | 100-115              | Public display complete | Intermediate      |
| Forsayth      | QLD      | 60-70                | DA lodged               | Intermediate      |
| Walkaway 2&3* | WA       | ~400                 | Approved                | Intermediate      |
| Woakwine      | SA       | ~450                 | Approved                | Intermediate      |
| <b>Total</b>  |          | <b>1,225 – 1,275</b> |                         |                   |

| Solar Farm   | Location | Capacity (MW) | Planning Status | Connection Status |
|--------------|----------|---------------|-----------------|-------------------|
| Capital#     | NSW      | 50            | Approved        | Advanced          |
| Capital East | NSW      | 1             | Approved        | Advanced          |
| Cloncurry    | QLD      | 6             | Early           | Early             |
| Manildra#    | NSW      | 50            | Approved        | Advanced          |
| Moree        | NSW      | 60            | Approved        | Early             |
| Nyngan#      | NSW      | 100           | Approved        | Advanced          |
| Various      | USA      | 300           | Early           | Intermediate      |
| <b>Total</b> |          | <b>567</b>    |                 |                   |

## Comments

- Introduction of onerous state wind farm planning guidelines in Australia creates significant challenges for greenfield developments and underpins value of approved developments
- Sizable solar PV opportunity in Australia
- Capital East expected to be first solar PV and energy storage facility registered as a market generator in the National Electricity Market
- Joint development agreement with Pioneer Green Energy for development of US solar projects, as well as independent efforts

\* Infigen has a 32% equity interest; # Infigen has a 50% equity interest

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- **Market Drivers and Opportunities**
- Strategic Priorities
- Recent Performance & Outlook
- Questions

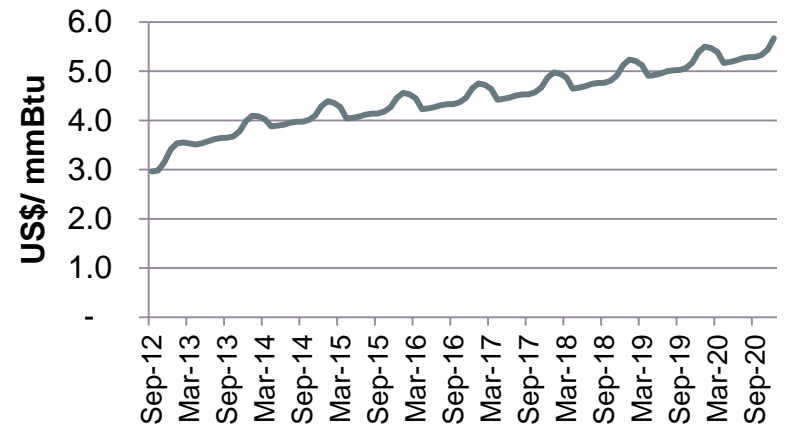
# US Market Drivers and Opportunities

Shale gas production will continue to dampen US wholesale electricity prices in the medium term

## Market Drivers and Outlook

- Infigen's US portfolio is 86% contracted with an average remaining duration of 13 years that mostly insulates the business from the effect of low natural gas and electricity pricing
- Low natural gas prices and constrained pipeline capacities have resulted in slower shale gas activity
- Increasing demand, limited new capacity investment and planned retirement of coal fired power stations are expected to tighten capacity reserves in some markets and support prices in the medium term
- Recent rallies in natural gas forward prices may provide impetus to long term electricity prices
- Majority of Infigen's US revenue linked to wholesale electricity prices beyond 2025

## Henry Hub Natural Gas Forward Price



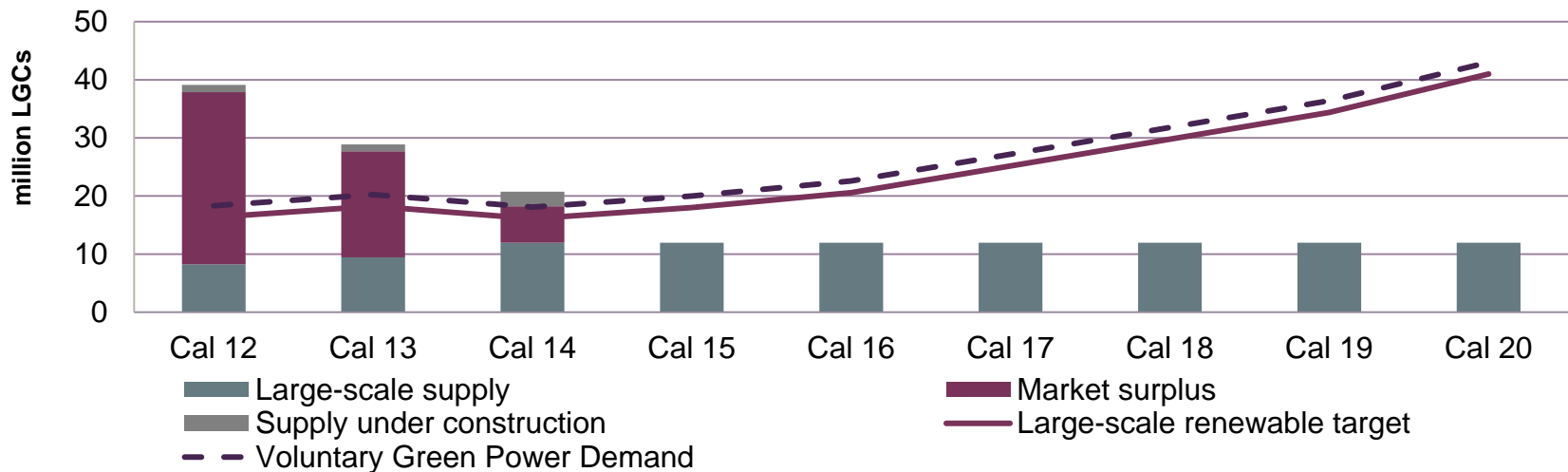
Source: [www.cmegroup.com](http://www.cmegroup.com)





# Australian Market Drivers and Opportunities

## Renewable Energy Target will support renewable development in Australia



### Comments

- Renewable Energy Target (RET) review draft recommendations and discussion paper due imminently – industry submissions support no change
- The Government and the Opposition continue to support the 20% enhanced renewable energy target
- A substantial Large-scale Generation Certificate (LGC) shortfall is expected to occur around 2015 unless new projects are committed
- Developers will not commit to future developments without more certainty of price outcomes
- Some large retailers have covered positions out beyond 2015 – leaving other obligated entities short before 2015
- Failure to meet the obligation will result in a penalty payment of ~\$93/LGC – recent spot prices were \$35-40/LGC
- Carbon price repeal risk does not affect current renewable development economics under the RET

# Australian Market Drivers and Opportunities

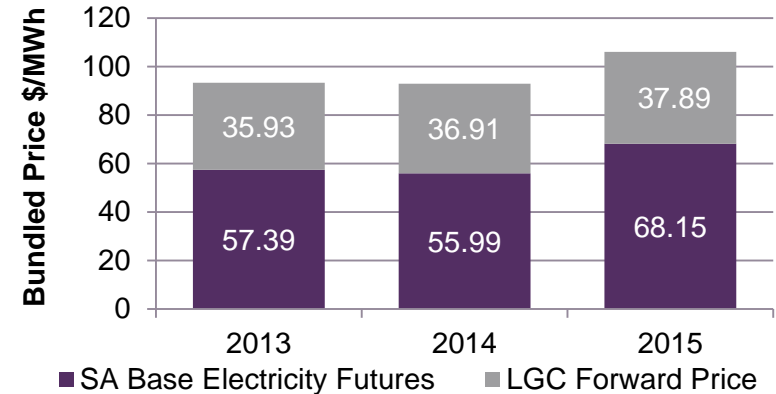
Infigen's merchant generation benefitted immediately from the introduction of a carbon price

## Wholesale Electricity prices



Source: AEMO

## Forward Electricity and LGC prices



Source: D-Cypha, Mercari October 2012

## Comments

- Carbon price commenced 1 July 2012 with 3 year fixed price, transitioning to flexible price cap-and-trade from 1 July 2015 with 5 year rolling caps
- Infigen's merchant (uncontracted) assets positioned to immediately capture the carbon price uplift
- Bundled electricity and LGC forward prices are a leading indicator to longer term contract prices
- Off-takers returning to the market but current prices offered are not attractive
- Key competitive advantages:
  - Established operating assets (55% contracted) with no fuel price exposure
  - Ability to contract long term with firm pricing (no carbon pass through)
  - Mature development pipeline

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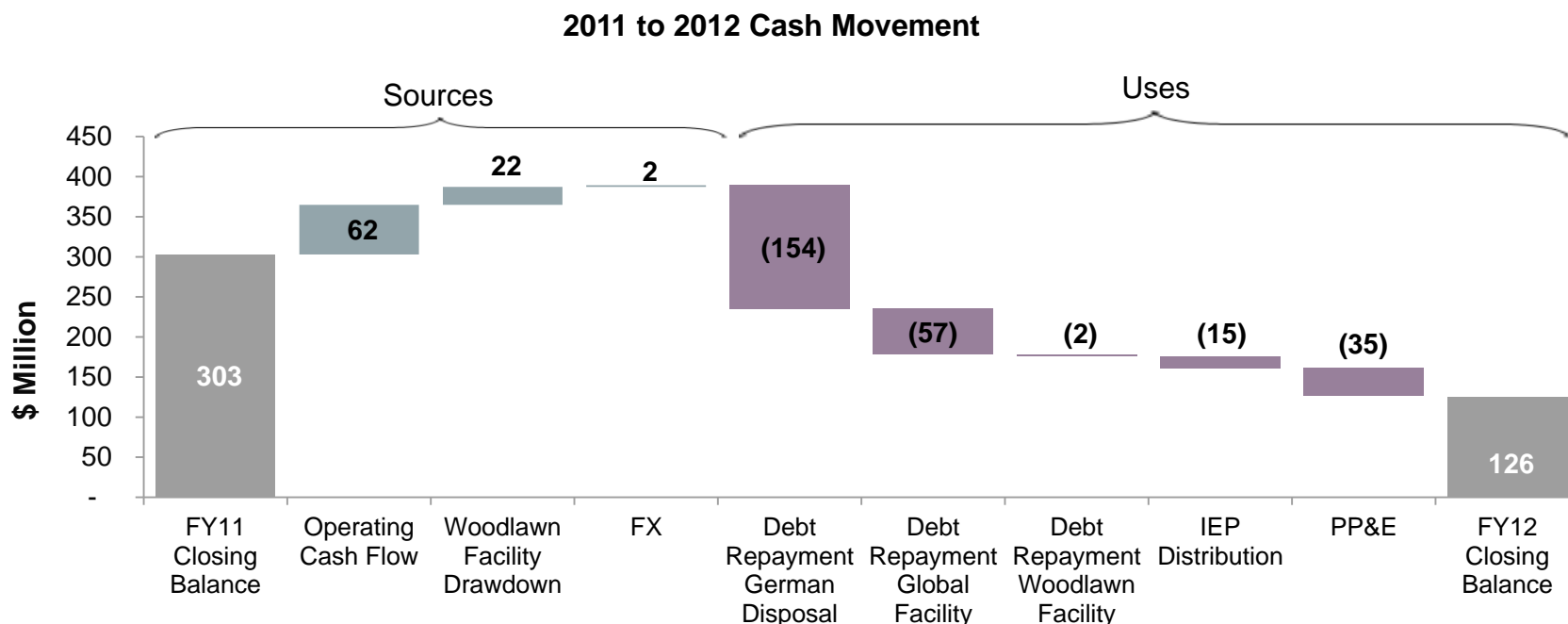
# Addressing Strategic Issues

A continued focus on addressing key strategic issues will assist in achieving value recognition

|  |  |
|--|--|
| OVERLEVERAGED  | <ul style="list-style-type: none"><li>• Exceeded \$250 million debt repayment target across FY11 and FY12</li><li>• Continue to meet leverage covenant ratio</li></ul>   |
| COMPLEX AND OPAQUE US BUSINESS STRUCTURE               | <ul style="list-style-type: none"><li>• Further disclosure provided to facilitate understanding</li><li>• US operations performing well</li></ul>  |
| RESTRICTIVE GLOBAL DEBT FACILITY AND INABILITY TO GROW | <ul style="list-style-type: none"><li>• Completed the Woodlawn Wind Farm on time and on budget</li><li>• Surplus cash flow will add to cash outside the Borrower Group</li><li>• Solar Flagships proposal referred to ARENA</li><li>• Development pipeline advanced - focus on most prospective projects</li></ul> |
| ESCALATING OPERATING COSTS                             | <ul style="list-style-type: none"><li>• Operating costs consistently within or below guidance through FY11 and FY12</li><li>• Implementing stated initiatives to manage costs including executing competitive extended warranty, service and maintenance agreements</li></ul>                                      |
| SECURITY VALUE   | <ul style="list-style-type: none"><li>• Book value of \$0.69 per security, no impairment</li><li>• Improving operating conditions in Australia will create further value</li><li>• Cash, Woodlawn Wind Farm equity interest and development pipeline accounts for ~\$0.25 per security</li></ul>                   |

# Deleveraging – Cash Flow

A strong focus on cash generation with \$252 million repaid over FY11 and FY12



## Comments

- 30 June 2012 closing cash balance included \$97 million of 'Excluded Company' cash; \$105 million at 30 June 2011
- Excluded Company cash inflows included Woodlawn operating cash flow
- Excluded Company cash outflows included Development opex and capex, Woodlawn interest and principal repayment

# Deleveraging - Balance Sheet

| AUD'million                          | 30 June 2012   | 30 June 2011   |
|--------------------------------------|----------------|----------------|
| Cash                                 | 126.2          | 303.3          |
| Receivables, Inventory & Prepayments | 62.8           | 67.6           |
| PPE, Goodwill & Intangibles          | 2,581.1        | 2,609.5        |
| Deferred Tax & Other Assets          | 52.9           | 32.6           |
| <b>Total Assets</b>                  | <b>2,823.0</b> | <b>3,012.9</b> |
| Payables & Provisions                | 45.4           | 48.1           |
| Borrowings                           | 1,069.2        | 1,252.4        |
| Tax Equity (US)                      | 565.4          | 574.8          |
| Deferred Revenue (US)                | 426.0          | 395.1          |
| Interest Rate Derivatives            | 191.2          | 101.7          |
| <b>Total Liabilities</b>             | <b>2,297.2</b> | <b>2,372.1</b> |
| <b>Net Assets</b>                    | <b>525.8</b>   | <b>640.8</b>   |

| Debt Ratios                        | 30 June 2012 | 30 June 2011 |
|------------------------------------|--------------|--------------|
| Net Debt / EBITDA                  | <b>6.7x</b>  | <b>6.5x</b>  |
| EBITDA / Interest                  | <b>1.9x</b>  | <b>2.0x</b>  |
| Net Debt / (Net Debt + Net Assets) | <b>64.2%</b> | <b>59.7%</b> |

Debt Ratios calculated on an IFN economic interest basis

Debt service and leverage metrics in the above table are not directly comparable to Global Facilities covenant metrics

## Comments

- Borrowings decreased \$183 million due to debt amortisation from sale of German assets (\$154 million), and Borrower Group debt repayment in December 2011 & June 2012 (\$57 million), offset by Woodlawn project finance drawdown net of debt repayment (\$20 million) and an unrealised adverse FX movement (\$8 million)
- Global Facility leverage ratio covenant satisfied for December 2011 and June 2012

# Corporate Structure & Global Facility

Global Facility is borrower friendly and opportunities exist to grow entities outside it

## Corporate debt facility (Global Facility)

### Facility & Repayment Terms

\$1,026 million outstanding @ 30/06/2012

Fully amortising multi-currency facility

Maturity December 2022

From FY11 surplus cash from Global Facility borrower group is swept for debt repayment

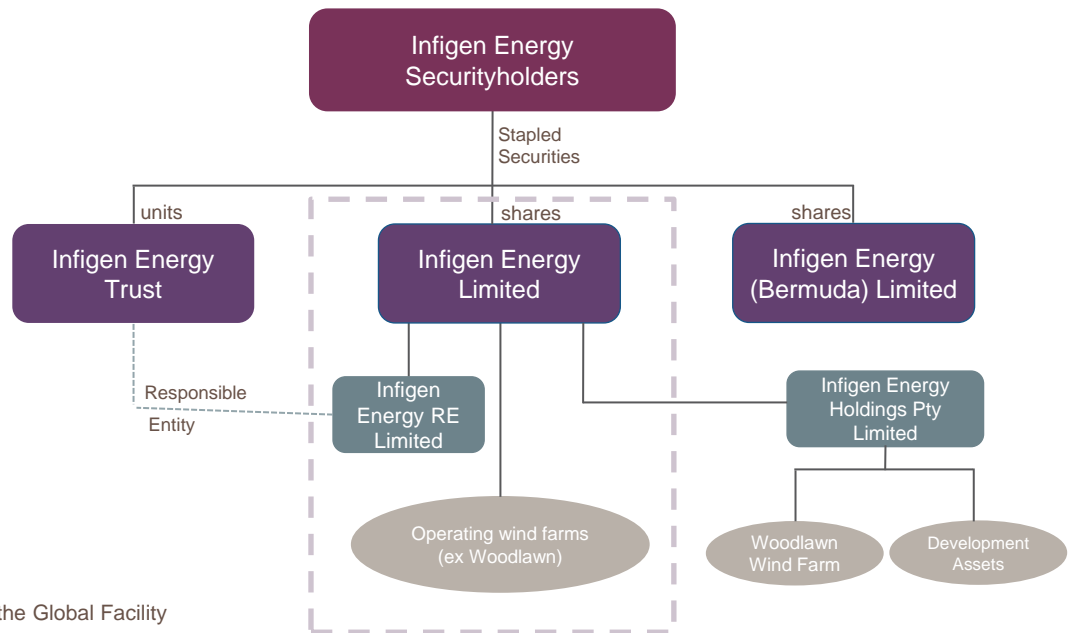
### Financial Covenant

From FY11 Net debt / EBITDA<sup>1</sup>:

Through June 2016: < 8.5 times

July 2016 to June 2019: < 6.0 times

July 2019 to June 2022: < 3.0 times



Entities and assets within the Global Facility

## Assets within corporate debt facility

- 18 US wind farms
- 5 Australian wind farms

## Assets excluded from Global Facility

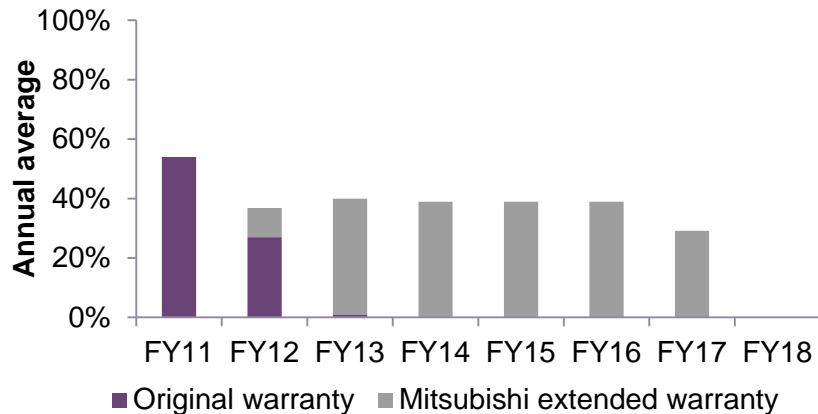
- \$97 million cash and operating Woodlawn wind farm (\$60 million equity) have a book value per security ~ \$0.21
- High quality development pipeline also excluded from Global Facility

<sup>1</sup> Global Facilities covenant metrics adjust EBITDA to reflect US cash distributions to Infigen

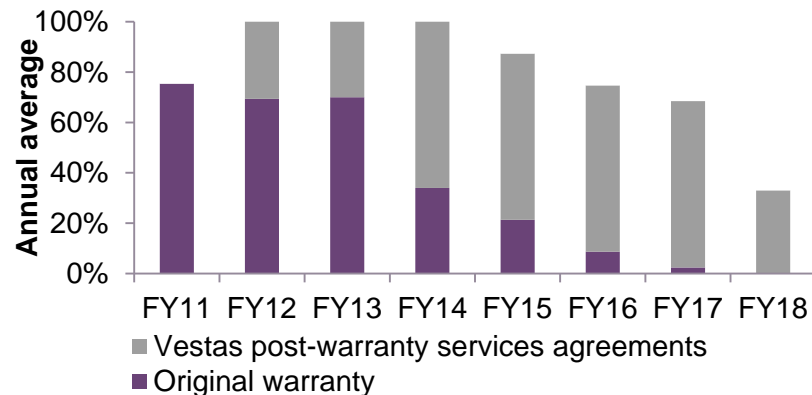
# Addressing post-warranty cost increases

As wind farms transition off warranty, operating costs are being managed through a variety of initiatives

## US wind turbine warranty profile



## Australia wind turbine warranty profile



## Initiatives to manage post-warranty costs

1. Increased use of preventive maintenance
2. Competitive tendering for maintenance services
3. Direct sourcing of components
4. Strategic relationships with OEMs

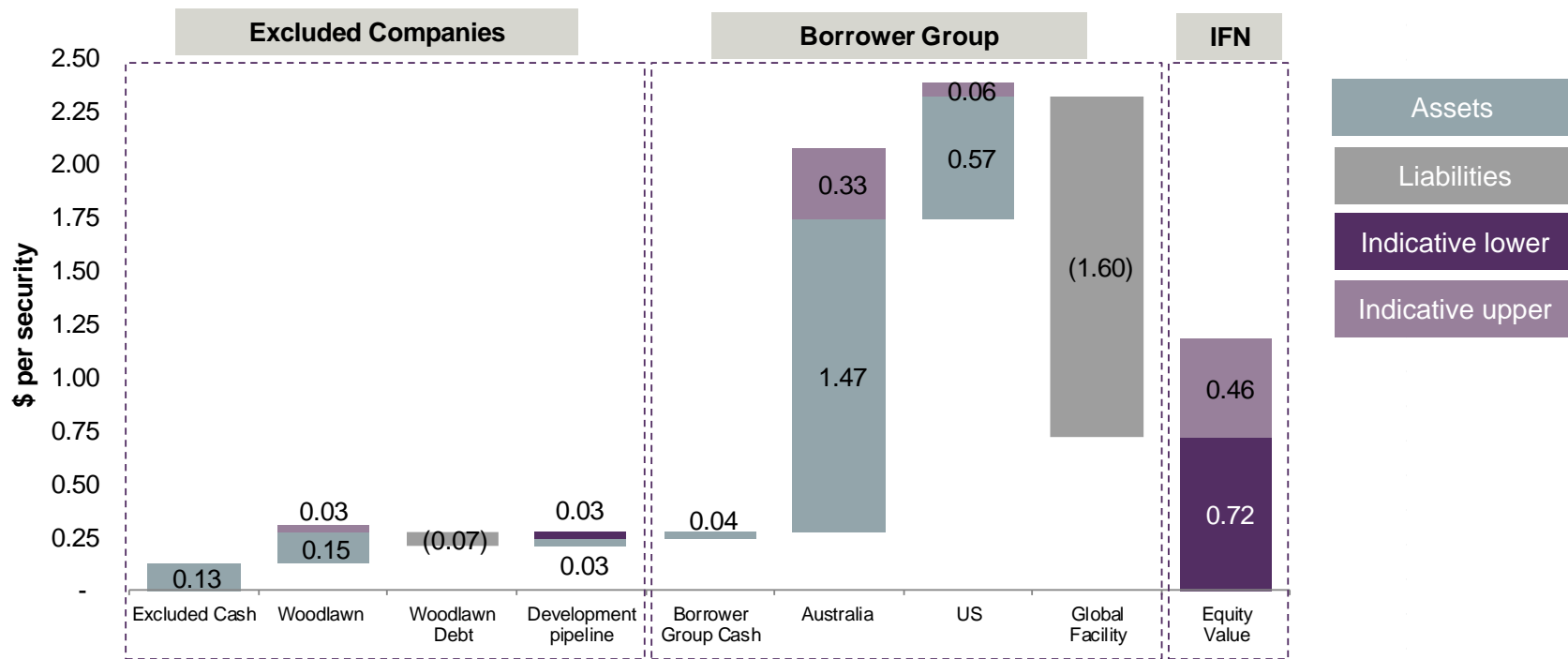
### Recent progress:

- Mitsubishi extended warranty agreements covers approximately 39% of the US assets
- Vestas service and maintenance agreements cover approximately 66% of the Australian assets
- Further strengthening of in-house technical capabilities
- Working closely and directly with major component suppliers



# Security Value - an illustration of IFN value components

A 'sum of the parts' shows a clear discrepancy and opportunity between value and security price



|                          | Excluded Cash | Woodlawn EV   | Woodlawn Debt | Development pipeline  | Borrower Group Cash | Australia – excluding Woodlawn   | US – Class B interests                  | Global Facility & IR Swaps            |
|--------------------------|---------------|---|---------------|---|---------------------|--|---|---------------------------------------|
| <b>Indicative upper</b>  | \$97m         | \$115m  | \$(54)        | \$50m   | \$29m               | \$1,271m   | \$536m                                  | \$(1,217)                             |
| <b>Indicative lower</b>  | \$97m         | \$115m  | \$(54)        | \$25m   | \$29m               | \$1,118m   | \$438m                                  | \$(1,217)                             |
| <b>Valuation comment</b> | Book value    | Book value. Indicative upper reflects de-risked project | Book value    | 1-2 X Book value<br>Wind & Solar<br>~1,200 MW<br>~\$21-42k/MW | Book value          | Presented range is \$2.2 – 2.5m per MW compared with recent transactions \$2.3-3.6m per MW | Presented range is \$0.40-0.49m per MW* | Reflects book value of debt and swaps |

\*US like for like comparisons are difficult due to tax equity structure and portfolio age; presented range reflects 10% above and below book value

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# Performance Overview

Strong operating cash flow performance resulted in delivered debt amortisation guidance

## FY12 Operational Performance

- LTIFR safety performance has improved from 3.4 to 1.0 over the year
- Debt amortisation guidance achieved
- Site availability above 95%
- Total production, revenue and wind farm costs within guidance
- Delivered Infigen's sixth Australian wind farm on time and on budget - Woodlawn
- Executed post-warranty agreements with Vestas in Australia and Mitsubishi in the US
- Advanced the Australian development pipeline – including receiving development approval for two further projects
- Established a US development platform with an experienced team

## FY12 Financial Outcomes

- Net operating cash flow up 25% to \$62.1 million reflecting strong cash conversion
- Revenue of \$267 million in line with prior year despite lower production
- Operating costs up 9% to \$109 million reflecting costs associated with the completion of Woodlawn Wind Farm and expected post-warranty cost increases
- Corporate costs reduced by \$7.2 million or 39% to \$11.5 million (including non-recurring and non-cash items)
- Net borrowing costs reduced by 11% reflecting ongoing focus on debt amortisation



# Financial Performance Overview (Economic Interest)

Australian pricing and new capacity offset by below prior year wind conditions and higher costs

| Year ended 30 June                                | 2012    | 2011    | Change %<br>F/(A) | Comments   |
|---|---------|---------|-------------------|--|
| Operating Capacity (MW)                           | 1,643   | 1,598   | 3                 | <ul style="list-style-type: none"> <li>• Woodlawn</li> </ul>   |
| Production (GWh)                                  | 4,538   | 4,667   | (3)               | <ul style="list-style-type: none"> <li>• Below prior year wind conditions</li> <li>• Woodlawn partial year contribution</li> </ul>   |
| Revenue (\$ million)                              | 266.6   | 267.6   | -                 | <ul style="list-style-type: none"> <li>• Lower production</li> <li>• Woodlawn partial year contribution</li> <li>• Higher Australian electricity prices</li> <li>• Higher Australian LGC prices</li> </ul> |
| Operating costs (\$ million)                      | (109.2) | (100.5) | (9)               | <ul style="list-style-type: none"> <li>• Post-warranty wind farm costs</li> <li>• Post-warranty transition activity</li> <li>• Higher operating capacity</li> </ul>  |
| Corporate, Development & Other costs (\$ million) | (16.9)  | (21.6)  | 22                | <ul style="list-style-type: none"> <li>• Lower corporate costs (LTI write back)</li> <li>• US development commenced</li> </ul>   |
| Economic EBITDA (\$ million)                      | 140.5   | 145.6   | (4)               | <ul style="list-style-type: none"> <li>• Higher costs</li> <li>• Unfavourable FX</li> </ul>  |
| Net Loss (\$ million)                             | (55.9)  | (61.0)  | 8                 | <ul style="list-style-type: none"> <li>• Lower net income from US IEPs</li> <li>• Lower interest income</li> <li>• Lower forward interest rates</li> <li>• Lower tax benefit</li> </ul>                    |
| Net operating cash flow (\$ million)              | 62.1    | 49.6    | 25                | <ul style="list-style-type: none"> <li>• Significant improvement due to working capital management and lower financing costs</li> </ul>  |

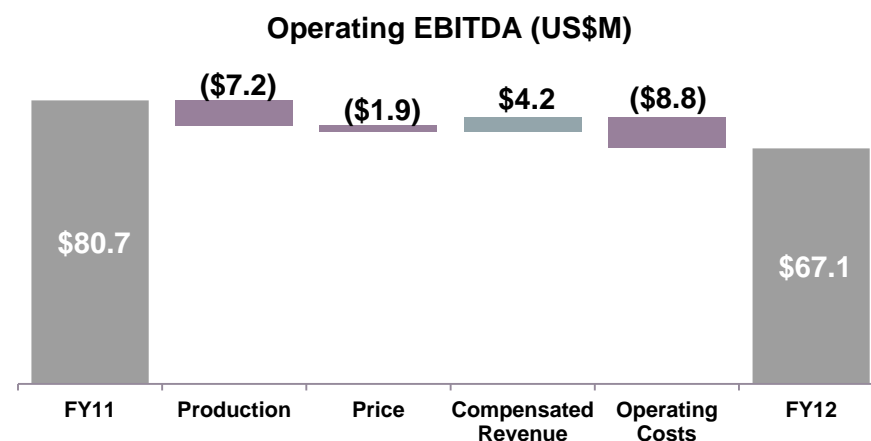
F = favourable; A = adverse

# Operational Performance: US Wind Farms

Below prior year wind conditions and expected post-warranty operating cost increases resulted in lower EBITDA from the wind farms

| Year ended 30 June           | 2012  | 2011  | F/(A)%    |
|------------------------------|-------|-------|-----------|
| Operating Capacity (MW)      | 1,089 | 1,089 | -         |
| Production (GWh)             | 3,136 | 3,332 | (6)       |
| Capacity Factor (%)          | 32.8  | 35.1  | (2.3) pts |
| Site Availability (%)        | 95.3  | 94.5  | 0.8 pts   |
| Revenue (US\$M)              | 140.5 | 145.3 | (3)       |
| Wind Farm Costs (US\$M)      | 73.4  | 64.6  | (14)      |
| Operating EBITDA (US\$M)     | 67.1  | 80.7  | (17)      |
| Operating EBITDA Margin      | 47.8% | 55.5% | (7.7) pts |
| Electricity Price (US\$/MWh) | 43.46 | 43.61 | -         |
| Wind Farm Cost (US\$/MWh)    | 23.41 | 19.39 | (21)      |

| Comments   |
|--|
| <ul style="list-style-type: none"> <li>Below prior year wind conditions resulted in lower production</li> <li>Lower revenue due to lower production and lower merchant prices, partially offset by compensated revenue</li> <li>Wind farm costs reflect wind farms transitioning off warranty and component replacement costs</li> </ul> |



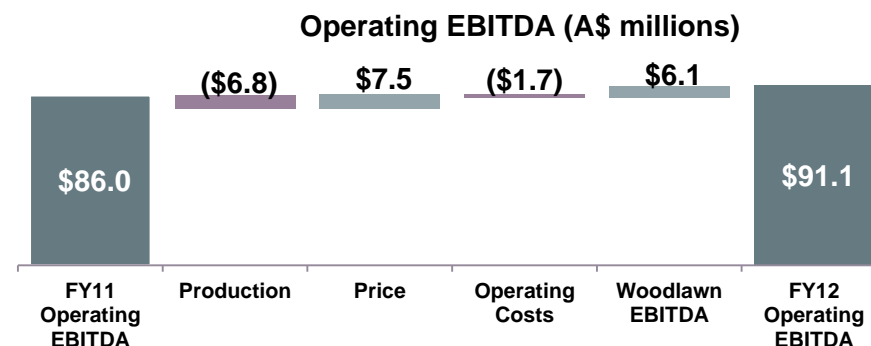
# Operational Performance: Australia

Performance driven by improved pricing and production, offset by higher operating costs

| Year ended 30 June       | 2012  | 2011             | F/(A)% |
|--------------------------|-------|------------------|--------|
| Operating Capacity (MW)  | 557   | 508              | 10     |
| Production (GWh)         | 1,402 | 1,335            | 5      |
| Capacity Factor (%)      | 28.9  | 30.1 (1.2) ppts  |        |
| Site Availability (%)    | 95.1  | 97.3 (2.2) ppts  |        |
| Revenue (A\$M)           | 125.8 | 117.2            | 7      |
| Operating Costs (A\$M)   | 34.7  | 31.2             | 11     |
| Operating EBITDA (A\$M)  | 91.1  | 86.0             | 6      |
| Operating EBITDA margin  | 72.4% | 73.4% (1.0) ppts |        |
| Bundled Price (A\$/MWh)  | 89.7  | 87.8             | 2      |
| Operating Cost (A\$/MWh) | 24.8  | 23.4             | (6)    |

## Comments

- Production benefitted from initial contribution from Woodlawn, better than prior year wind conditions in SA, offset by below prior year wind conditions in NSW and WA, network constraints, and a transformer failure at Capital
- Decreased site availability due to Woodlawn ramp up, transformer fault at Capital and blade replacements at Lake Bonney
- Increased revenue reflects increased production at Lake Bonney, initial contribution from Woodlawn, improved wholesale electricity and LGC prices, offset by lower production from remainder of wind farms and increased network constraints
- Operating cost increases attributable to post-warranty assets, partial year of Woodlawn and investment in Energy Markets capability



# Priorities & Outlook

## GUIDANCE & OUTLOOK

- FY13 production and revenue expected to benefit from improved wind conditions in the US and Australia and a full year contribution from Woodlawn Wind Farm
- Average US prices to remain stable in FY13 as weak merchant pricing continues. The merchant assets in Australia to benefit from the effect of the carbon price on wholesale electricity prices with LGC prices expected to remain stable
- Wind farm costs in the US and Australia expected to be within US\$74-79 million and A\$34-37 million respectively
- Subject to these operating conditions, cash flow available to amortise the Global Facility borrowings is expected to be around \$55 million
- Surplus cash flow from Woodlawn Wind Farm to contribute to excluded company cash

## NEAR TERM PRIORITIES

- Maximise site availability
- Continued focus on operational cost containment initiatives
- Increase value of pipeline
- Maximise revenue through channels to market

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# QUESTIONS



# Appendix





# Operating Asset Summary

| Wind Farm                  | Commercial Operations | Region                    | Capacity (MW)<br>IFN Interest | Capacity Factor (%) | Energy Sale  | PPA end date       |
|----------------------------|-----------------------|---------------------------|-------------------------------|---------------------|--------------|--------------------|
| Alinta                     | Jan 2006              | WA                        | 89.1                          | 44                  | PPA          | Jan 2026, Jan 2015 |
| Lake Bonney 1              | Mar 2005              | SA                        | 80.5                          | 28                  | PPA          | Mar 2015           |
| Lake Bonney 2              | Sep 2008              | SA                        | 159                           | 30                  | Market       |                    |
| Capital                    | Jan 2010              | NSW                       | 140.7                         | 36                  | PPA & Market | Feb 2030           |
| Lake Bonney 3              | Jul 2010              | SA                        | 39                            | 31                  | Market       |                    |
| Woodlawn                   | Oct 2011              | NSW                       | 48.3                          | 39                  | Market       |                    |
| <b>Total Australia</b>     |                       |                           | <b>556.6</b>                  | <b>34</b>           |              |                    |
| Sweetwater 1               | Dec 2003              | South-Texas               | 18.8                          | 38                  | PPA          | Dec 2023           |
| Sweetwater 2               | Feb 2005              | South-Texas               | 45.8                          | 38                  | PPA          | Feb 2017           |
| Caprock                    | Dec 2004 & Apr 2005   | South – New Mexico        | 80.0                          | 44                  | PPA          | Dec 2024           |
| Blue Canyon                | Dec 2003              | South – Oklahoma          | 37.1                          | 38                  | PPA          | Jan 2023           |
| Combine Hills              | Dec 2003              | North West – Oregon       | 20.5                          | 31                  | PPA          | Dec 2027           |
| Sweetwater 3               | Dec 2005              | South-Texas               | 67.5                          | 36                  | PPA          | Dec 2025           |
| Kumeyaay                   | Dec 2005              | South West – California   | 50.0                          | 36                  | PPA          | Dec 2025           |
| Jersey Atlantic            | Mar 2006              | North East – New Jersey   | 4.4                           | 33                  | PPA & Market | Mar 2026           |
| Bear Creek                 | Mar 2006              | North East – Pennsylvania | 14.2                          | 29                  | PPA          | Mar 2026           |
| Crescent Ridge             | Nov 2005              | Mid West – Illinois       | 40.8                          | 34                  | PPA          | Jun 2013           |
| Aragonne Mesa              | Dec 2006              | South – New Mexico        | 90.0                          | 35                  | PPA          | Dec 2026           |
| Buena Vista                | Dec 2006              | South West – California   | 38.0                          | 33                  | PPA          | Apr 2016           |
| Mendota                    | Nov 2003              | Mid West – Illinois       | 51.7                          | 22                  | Market       |                    |
| Allegheny Ridge            | Jun 2007              | North East – Pennsylvania | 80.0                          | 29                  | PPA          | Dec 2029           |
| GSG                        | Jun 2007              | Mid West – Illinois       | 80.0                          | 31                  | Market       |                    |
| Sweetwater 4               | Dec 2007              | South-Texas               | 127.6                         | 35                  | PPA          | May 2027           |
| Sweetwater 5               | Dec 2007              | South-Texas               | 42.7                          | 35                  | Market       |                    |
| Cedar Creek                | Dec 2007              | Central - Colorado        | 200.3                         | 36                  | PPA          | Nov 2027           |
| <b>Total United States</b> |                       |                           | <b>1,089.4</b>                | <b>35</b>           |              |                    |

# Summary Economic Interest Financial Metrics

| Year ended 30 June<br>(\$ million)                   | 2012          | 2011          | Change %<br>F/(A) |
|--|---------------|---------------|-------------------|
| <b>Revenue</b>                                       | <b>266.6</b>  | <b>267.6</b>  | <b>(-)</b>        |
| Operating EBITDA                                     | 157.4         | 167.1         | (6)               |
| Other costs and income                               | (16.9)        | (21.5)        | 21                |
| <b>EBITDA</b>  | <b>140.5</b>  | <b>145.6</b>  | <b>(4)</b>        |
| Depreciation & Amortisation                          | (132.6)       | (128.5)       | (3)               |
| <b>EBIT</b>  | <b>7.9</b>    | <b>17.1</b>   | <b>(54)</b>       |
| Net borrowing costs                                  | (75.1)        | (84.5)        | 11                |
| FX and interest rate revaluations                    | (0.1)         | 10.1          | (101)             |
| Net income from US Institutional Equity Partnerships | 9.2           | 22.3          | (59)              |
| <b>Loss from continuing operations</b>               | <b>(58.1)</b> | <b>(35.0)</b> | <b>(66)</b>       |
| Tax benefit / (expense)                              | 2.3           | 9.0           | (74)              |
| Loss from discontinued operations                    | -             | (35.0)        | -                 |
| <b>Net Loss</b>                                      | <b>(55.9)</b> | <b>(61.0)</b> | <b>8</b>          |

| Year ended 30 June                                | 2012        | 2011        | Change %<br>F/(A) |
|---|-------------|-------------|-------------------|
| <b>EBITDA Margin (%)</b>                          | <b>52.7</b> | <b>54.4</b> | <b>(1.7) ppts</b> |
| <b>Net Operating Cash Flow per Security (cps)</b> | <b>8.1</b>  | <b>6.5</b>  | <b>25</b>         |
| <b>EBITDA / (Net Debt + Equity) (%)</b>           | <b>9.6</b>  | <b>9.2</b>  | <b>0.4 ppts</b>   |
| <b>Book Gearing (%)</b>                           | <b>64.2</b> | <b>59.7</b> | <b>(4.5) ppts</b> |
| <b>Book Value / Security (\$)</b>                 | <b>0.69</b> | <b>0.84</b> | <b>(18)</b>       |



# Operational Performance Summary

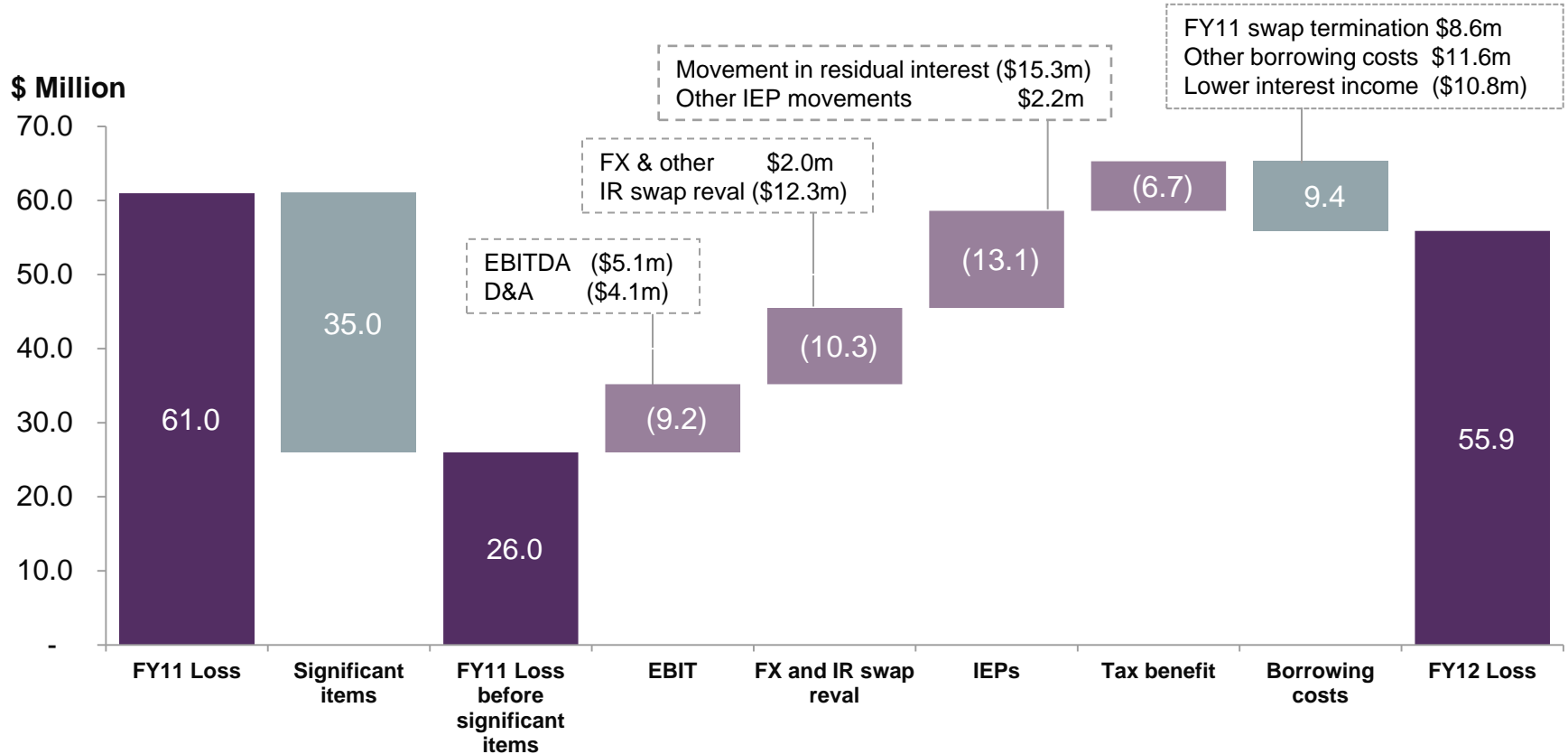
| Year ended 30 June<br>(A\$m)        | 2012           | 2011           | Change %<br>F/(A) |
|-------------------------------------|----------------|----------------|-------------------|
| US Wind Farm Revenue                | 137.4          | 145.7          | (6)               |
| US IAM Revenue                      | 3.3            | 4.6            | (28)              |
| Australia Wind Farm Revenue         | 125.8          | 117.2          | 7                 |
| <b>Total Revenue</b>                | <b>266.6</b>   | <b>267.6</b>   | <b>(-)</b>        |
| US Wind Farm Costs                  | (71.9)         | (65.3)         | (10)              |
| US IAM Costs                        | (2.5)          | (4.0)          | 37                |
| Australia Wind Farm Costs           | (31.3)         | (28.5)         | (10)              |
| Australia Energy Markets            | (3.4)          | (2.7)          | (26)              |
| <b>Total Operating Costs</b>        | <b>(109.2)</b> | <b>(100.5)</b> | <b>(9)</b>        |
| <b>Operating EBITDA</b>             | <b>157.4</b>   | <b>167.1</b>   | <b>(6)</b>        |
| US Development Costs                | (1.0)          | 0.0            | n/a               |
| Australia Development Costs         | (3.3)          | (3.7)          | 11                |
| Revaluation Costs & Management Fees | (1.1)          | 0.8            | n.m.              |
| Corporate Costs                     | (11.5)         | (18.7)         | 39                |
| <b>EBITDA</b>                       | <b>140.5</b>   | <b>145.6</b>   | <b>(4)</b>        |



# Balance Sheet by Country

| A\$m                     | 30 June 2012<br>IFN Statutory | Less US Non-<br>controlling<br>Interest | 30 Jun 2012 IFN<br>Economic<br>Interest | Australia      | United States  |
|--------------------------|-------------------------------|---|---|----------------|----------------|
| Cash                     | 126.7                         | (0.5)                                   | 126.2                                   | 110.7          | 15.5           |
| Receivables              | 32.5                          | (1.1)                                   | 31.4                                    | 18.6           | 12.7           |
| Inventory & LGCs         | 15.9                          | -                                       | 15.9                                    | 15.9           | -              |
| Prepayments              | 15.9                          | (0.3)                                   | 15.6                                    | 5.9            | 9.7            |
| PPE                      | 2,430.1                       | (151.0)                                 | 2,279.1                                 | 961.2          | 1,317.8        |
| Goodwill & intangibles   | 318.0                         | (16.1)                                  | 302.0                                   | 137.1          | 164.9          |
| Deferred tax assets      | 48.4                          | -                                       | 48.4                                    | 48.4           | 0.0            |
| Other assets             | 4.5                           | -                                       | 4.5                                     | 4.5            | -              |
| <b>Total Assets</b>      | <b>2,992.0</b>                | <b>(169.0)</b>                          | <b>2,823.0</b>                          | <b>1,302.4</b> | <b>1,520.6</b> |
| Payables                 | 45.0                          | (3.3)                                   | 41.7                                    | 15.4           | 26.4           |
| Provisions               | 3.7                           | -                                       | 3.7                                     | 3.7            | -              |
| Borrowings               | 1,069.2                       | -                                       | 1,069.2                                 | 742.0          | 327.3          |
| Tax Equity (US)          | 684.4                         | (118.9)                                 | 565.4                                   | -              | 565.4          |
| Deferred revenue (US)    | 472.8                         | (46.8)                                  | 426.0                                   | -              | 426.0          |
| Interest rate derivative | 191.2                         | -                                       | 191.2                                   | 128.5          | 62.6           |
| <b>Total Liabilities</b> | <b>2,466.2</b>                | <b>(169.0)</b>                          | <b>2,297.2</b>                          | <b>889.6</b>   | <b>1,407.6</b> |
| <b>Net Assets</b>        | <b>525.8</b>                  | <b>-</b>                                | <b>525.8</b>                            | <b>412.8</b>   | <b>113.0</b>   |

# Statutory Loss



## Principal drivers of year on year movement are non-cash items:

- Interest rate swap revaluation expense (non hedge accounted) as a result of lower forward benchmark rates in Australia
- Movement in residual interest of IEP reflects difference between FY11 and FY12 outcome versus modelled expectation and changes to long term assumptions



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