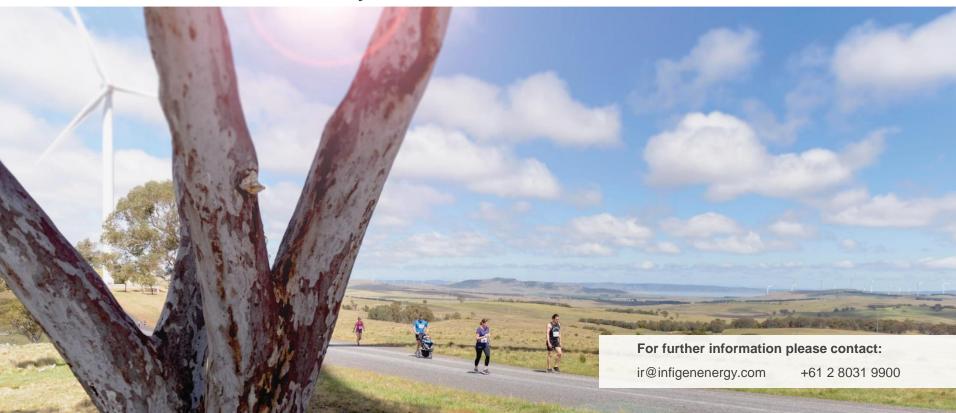


# INFIGEN ENERGY INTERIM RESULTS

Six months ended 31 December 2017 19 February 2018





# About Infigen Energy (Infigen)

Infigen actively participates in the Australian energy market. It is a developer, owner and operator of generation assets delivering energy solutions to Australian businesses and electricity retailers

#### Alinta Wind Farm

Location	Geraldton, WA
Nameplate capacity	89.1 MW
Commenced operations	July 2006
H1 FY18 production	152 GWh
H1 FY18 capacity factor	39%
O&M services end date	December 2025
Remaining asset life <sup>1</sup>	13 years

#### 2 Lake Bonney 1 Wind Farm

Location	Millicent, SA
Nameplate capacity	80.5 MW
Commenced operations	March 2005
H1 FY18 production	113 GWh
H1 FY18 capacity factor	32%
O&M services end date	December 2024
Remaining asset life <sup>1</sup>	12 years

#### 3 Lake Bonney 2 Wind Farm

Location	Millicent, SA
Nameplate capacity	159.0 MW
Commenced operations	September 2008
H1 FY18 production	228 GWh
H1 FY18 capacity factor	32%
O&M services end date	December 2027
Remaining asset life <sup>1</sup>	16 years

#### 4 Lake Bonney 3 Wind Farm

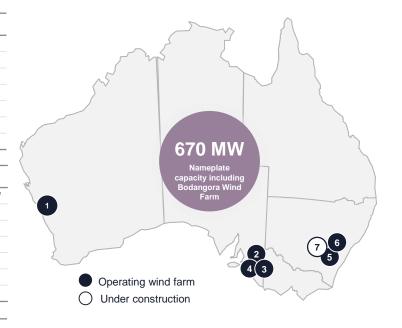
Location	Millicent, SA
Nameplate capacity	39.0 MW
Commenced operations	July 2010
H1 FY18 production	58 GWh
H1 FY18 capacity factor	34%
O&M services end date	December 2029
Remaining asset life <sup>1</sup>	17 years

#### 5 Capital Wind Farm

Location	Bungendore, NSW
Nameplate capacity	140.7 MW
Commenced operations	January 2010
H1 FY18 production	214 GWh
H1 FY18 capacity factor	35%
O&M services end date	December 2030
Remaining asset life <sup>1</sup>	17 years

#### 6 Woodlawn Wind Farm

Location	Tarago, NSW
Nameplate capacity	48.3 MW
Commenced operations	October 2011
H1 FY18 production	88 GWh
H1 FY18 capacity factor	41%
O&M services end date	December 2032
Remaining asset life <sup>1</sup>	19 years



## 7 Bodangora Wind Farm

Location	Wellington, NSW
Nameplate capacity	113.2 MW
Targeted commissioning	Q1 FY19

<sup>&</sup>lt;sup>1</sup> Infigen operates its assets on the basis that they have an estimated useful life of not less than 25 years

# **Presentation Content**

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Ross Rol Managing D	fe irector / Chief Executive Officer
1	Safety
2	Performance Overview
3	Financial Review
4	Performance Review
5	Strategy Update
6	Outlook
7	Q&A
8	Appendices



## Safety

#### Infigen's first priority is the safety of the people and the communities in which it operates

Safety performance as at 31 December measured on a rolling 12-month basis	2017	2016
Lost Time Injuries	2	-
Medical Treatment Injuries	1	1
Lost Time Injury Frequency Rate	7.4	-
Total Recordable Injury Frequency Rate	11.0	4.8

#### Performance over the rolling 12 months

- ☐ Two Lost Time Injuries of which one occurred during H1 FY18:
  - > in July 2017 at Capital Wind Farm a service technician undertaking routine turbine service work suffered a fractured finger
  - > in February 2017 at Woodlawn Wind Farm a contractor aggravated a pre-existing hip condition during a heights rescue simulation
- One Medical Treatment Injury on the Bodangora construction project in December 2017: an excavator operator sustained a cut to the head that required staples when contact was made with the excavator windscreen during operations
- ☐ All workers recovered from their injuries and were given full clearance to return to normal duties
- Infigen has implemented best practice incident investigation methodologies including the Incident Cause Analysis Method investigation process across its sites
- □ At Lake Bonney 1 and Alinta Wind Farms the workforce achieved a significant milestone of 10 years without a Lost Time Injury
- ☐ Infigen continues to actively work with its contractors to manage work, health and safety risks that arise during the construction phase of the Bodangora Wind Farm

<sup>&</sup>lt;sup>1</sup> Infigen's safety performance is measured on a rolling 12-month basis in accordance with standards of Safe Work Australia



## Performance Overview

Financial results overview				
Revenue: \$118.2 million	Underlying EBITDA: \$88.0 million	Net profit after tax: \$26.7 million	Costs: Operating - \$23.0 million Corporate - \$6.2 million Development - \$1.0 million	
pcp \$115.4 million, up 2%	pcp \$84.0 million, up 5%	pcp \$21.4 million, up 25%	pcp \$21.1 million, up 9% pcp \$8.9 million, down 30% pcp \$1.5 million down 33%	

#### Strategy update **Capital Structure to better** support execution of the **Advance Growth Projects Execution of the Sales Strategy** Strategy ☐ Fully underwritten ☐ Continued construction of Bodangora Wind Farm ☐ Infigen's current portfolio balance A\$ Term Facilities > On budget: \$120 million spent to date for electricity sales over 5 year (A\$525 million) forward period is within our target > Commercial Operations on track for Q1 FY19 ☐ A\$80 million Liquidity range: ☐ Advance three development projects Facilities being sought > H1 FY18 spot electricity price > Cherry Tree Wind Farm is investment ready ☐ Targeting closing by 31 exposure reduced from 56% in ☐ Actively explore capital "lite" option to fund development March 2018 - date chosen the pcp to 40% ☐ Participate in a number of state processes that can will have regard to the ☐ Bodangora Wind Farm will add provide a level of offtake stability optimal outcome based on valuable capacity in NSW ☐ Completed a review of options to allow firming, support the syndication process (~361 GWh generation pa) further contracting with C&I customers, and address ☐ Advancing options to enhance prospective policy changes ability to contract forward ☐ All investment decisions are dependent on Board assessment of market outlook and preferred delivery mechanism



# FINANCIAL REVIEW





## **Financial Metrics**

## Increased profit driven by higher merchant electricity prices and lower net finance costs

Profit and loss and cash flow	Unit	31 Dec 2017	31 Dec 2016	Change	Change %
Net profit after tax (statutory)	\$ million	26.7	21.4	5.3	25
Underlying EBITDA	\$ million	88.0	84.0	4.0	5
Net profit after tax (statutory) - EPS	cents	2.8	2.7	0.1	4
Underlying EBITDA - EPS	cents	9.2	10.8	(1.6)	(15)
Underlying EBITDA margin	%	74.5	72.8	1.7 ppts	-
Operating cash flow	\$ million	49.2	33.0	16.2	49

Balance sheet	Unit	31 Dec 2017	30 Jun 2017	Change	Change %
Cash	\$ million	282.3	251.8	30.5	12
Net debt	\$ million	442.0	402.1	39.9	10
Security holders' equity	\$ million	513.6	479.4	34.2	7
Net debt / LTM Underlying EBITDA	ratio	3.1	2.9	0.2	7
Book gearing <sup>1</sup>	%	46.2	45.5	0.7 ppts	-

<sup>&</sup>lt;sup>1</sup> Calculated as net debt divided by sum of net debt and net assets

## Underlying EBITDA

#### EBITDA underpinned by stability of revised operating structure

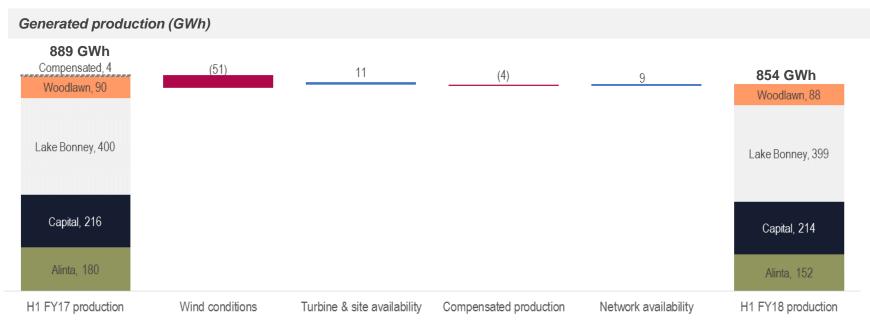


- □ Revenue increased to \$118.2 million, up \$2.8 million (+2%)
- Operating costs increased to \$23.0 million, up \$1.9 million (+9%) primarily due to: expansion of internal capability,
   FCAS costs and transition of operations and maintenance from Suzlon to Vestas at Capital and Woodlawn Wind Farms
- Corporate costs decreased to \$6.2 million, down \$2.7 million (-30%). Prior period included transitional costs related to restructuring of the business and corporate strategic activities

<sup>1</sup> Individual items and totals reconcile with the Financial Statements, however, may not add due to rounding of individual components

## **Production**

# Effect of modest production decline due to wind conditions partially offset by improved turbine and network availability



- □ Production decreased to 854 GWh, down 35 GWh (-4%) on the pcp
- Alinta Wind Farm experienced lower production, noting pcp was a particularly strong wind period
- ☐ Improved turbine availability at the Capital and Lake Bonney Wind Farms
- ☐ Increased network availability at the Lake Bonney Wind Farms reversing the effect of the blackout in SA in the pcp

## Revenue

#### Favourable SA dispatch weighted average price<sup>1</sup> delivered stronger revenue



- □ SA revenue increased: the dispatch price discount was lower at 12% resulting in higher revenue, despite lower spot prices
- □ LGC 6-month average market price determined at 31 December 2017 was 4% lower than pcp
- ☐ Geographic diversification and different sales strategies result in regionally based effects being most relevant to electricity revenue outcomes for Infigen:
  - > NSW output substantially contracted, therefore affected by production
  - SA substantial merchant plant, therefore affected by wholesale prices, spot prices, dispatch weighted average price and production sold
  - > WA output wholly contracted, therefore affected by production outcomes

<sup>&</sup>lt;sup>1</sup> Calculated as Infigen's merchant electricity revenue divided by unhedged production

## **Operating Cash Flow**

#### Stronger cash flow resulting from lower net finance costs and timing of LGC settlement

	<b>31 Dec 2017</b> (\$ million)	31 Dec 2016 (\$ million)	Change (\$ million)	Change (%)
Operating EBITDA	95.2	94.3	0.9	1
Corporate costs	(6.2)	(8.9)	2.7	30
Development costs	(1.0)	(1.5)	0.5	33
Movement in LGC inventory	(14.1)	(22.9)	8.8	38
Movement in other working capital	(5.2)	(2.6)	(2.6)	(100)
Non-cash items	0.4	(0.9)	1.3	144
Net finance costs paid	(19.9)	(24.6)	4.7	19
Net operating cash flow	49.2	33.0	16.2	49

- □ Lower financing costs reflect lower debt outstanding particularly in respect of Global Facility and Woodlawn Facility borrowings
- □ Forward sales of LGCs result in holding inventory on the balance sheet at 30 June and 31 December – such sales are generally (and a large number were) settled in January (for February surrender to the Clean Energy Regulator)
- Receivables may increase as the transition to C&I customers progresses: ordinary course for a gentailer to C&I customers

# infigen

## Capital Management

#### Substantial debt repayment – new debt attributable to the Bodangora Wind Farm construction

## □ New debt to construct the Bodangora Wind Farm > EBITDA contribution from FY19 ☐ Repaid \$44.4 million of debt: > \$41.1 million Global Facility borrowings<sup>1</sup> > \$3.3 million Woodlawn Facility borrowings □ USD exposure reducing: > US\$25.1 million repaid > Terminated four (of five) USD interest rate derivative contracts (cost: AUD \$8.1 million) > Post 31 December 2017 USD FX exposure reduced to US\$25.5 million □ Cash balance:

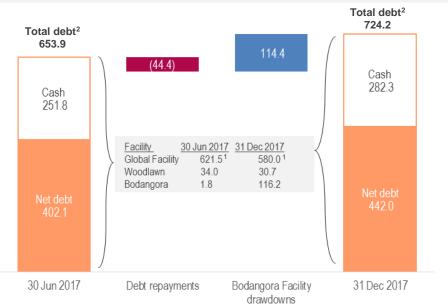
> Restricted cash balance increased to \$72.1 million largely due to draw down under the Bodangora Facility

#### ☐ Refinancing will further reduce debt

> Debt associated with operating assets substantially reduced upon closing of the refinancing (refer to slide 18)

Key metrics	Unit	31 Dec 2017	30 Jun 2017
Cash	\$ million	282.3	251.8
Total debt <sup>2</sup>	\$ million	724.2	653.9
Net debt	\$ million	442.0	402.1
Book gearing	%	46.2	45.5
Net debt / LTM Underlying EBITDA	ratio	3.1	2.9
LTM Underlying EBITDA / interest	ratio	3.3	2.9

#### Movements in Net Debt (\$ million)



<sup>&</sup>lt;sup>1</sup> Difference between \$41.1 million and \$41.5 million relates to movement in USD/AUD exchange rate between payment date and balance date

<sup>&</sup>lt;sup>2</sup> Including capitalised loan costs of \$2.7 million as at 31 December 2017 (30 June 2017: \$3.5 million)

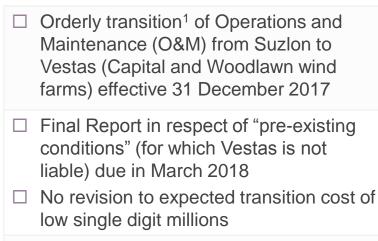


# PERFORMANCE REVIEW



## **Asset Performance**

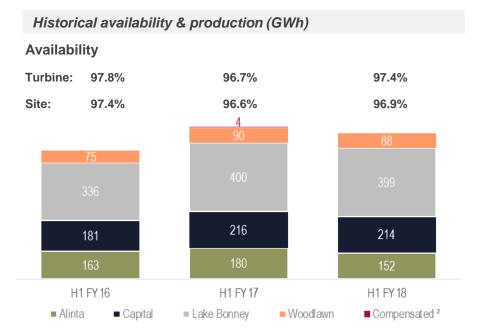
# Demonstrable continued strong availability and production. This is incentivised by performance based O&M contracts



Vestas is now a long term O&M partner
over the six operating wind farms

- □ Vestas O&M Service Agreements provide a high degree of visibility and certainty as to availability and cost
- ☐ Aligns Infigen's costs with its revenues incentives are paid when outperformance achieved

Wind farm	O&M contract expiration date
Alinta	31 Dec 2025
Capital	31 Dec 2030
Lake Bonney 1	31 Dec 2024
Lake Bonney 2	31 Dec 2027
Lake Bonney 3	31 Dec 2029
Woodlawn	31 Dec 2032



<sup>&</sup>lt;sup>1</sup> Refer to appendix slide 35

<sup>&</sup>lt;sup>2</sup> Compensated production is notional production that represents compensated revenue

## **Current Balanced Portfolio**

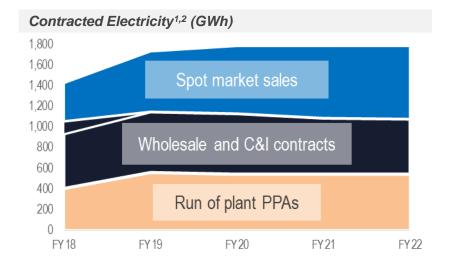
Infigen's current portfolio balance for electricity sales over 5 year forward period is within our target range. H1 FY18 spot electricity exposure reduced from 56% in the pcp to 40%

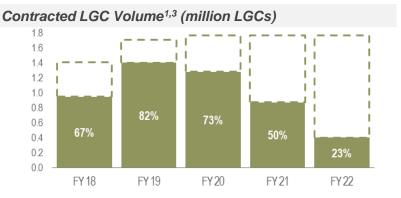
# Current electricity portfolio over 5 year forward period

- > 1/3 run of plant PPAs
- > 1/3 a combination of wholesale and C&I contracts
- > 1/3 spot market sales

#### Additional C&I contracted sales

- Advancing options subsequent to completion of review – to assist additional contracting
- Can be underpinned by Bodangora Wind Farm capacity from Q1 FY19
- > Capital "lite" would create additional opportunities





<sup>&</sup>lt;sup>1</sup> Including production expected from the Bodangora Wind Farm due for completion in Q1 FY19

<sup>&</sup>lt;sup>2</sup> Expected electricity sales outcomes having regard to historical production for operating facilities

<sup>&</sup>lt;sup>3</sup> Expected LGC production outcomes having regard to historical production for operating facilities



## Bodangora Wind Farm Construction Update

#### On time and on budget, completion expected in Q1 FY19

## **Progress update Substantial Construction Progress** Roads: 21 km of 33 km roads complete ☐ Foundations: 15 of the 33 foundations are complete and the remaining foundations are on track to be completed as scheduled by April 2018 Substation construction well advanced **Equipment delivery & construction** Wind turbine component manufacture is on schedule with deliveries to the site commencing in calendar Q1 2018 Erecting wind turbines commence in March 2018 and continue through to June 2018 **Community contribution** \$50,000 distributed to eight community projects – first round of direct community funding Over 100 people employed, including 65 locally from the Wellington community and surrounding areas Substantial increase in Infigen's NSW electricity capacity A highly valued region (~361 GWh per annum) Will reduce SA proportionate contribution to Infigen's generation

Generation Portfolio Diversification Upon Completion of the Bodangora Wind Farm

**FY17 production sold:** 







<sup>&</sup>lt;sup>1</sup> Pro forma calculation prepared on the basis that the Bodangora Wind Farm production commences on 1 July 2018

Refinancing Considerations
Infigen believes an early Refinancing will preserve security holder value and create a capital structure that better supports execution of the business strategy

#### Key goals and outcomes in early Refinancing Why refinance now? ☐ Amortisation profile that allows flexibility for business growth and ☐ Cash will always be required to reduce debt distributions Significant debt pay-down is required of the Global Facility to achieve > Aims: refinancing at any time Cash flow available to support growth strategy as and when > Cash on balance sheet used today is replenished over time from free cash appropriate flow from operations Capacity to consider reintroduction of distributions > Outcome Supportive and open debt markets Scheduled amortisation of \$160 million over 5 years (cf \$83 million Debt markets can be volatile. Currently debt capital markets open. repaid on Global Facility in FY17) There is no guarantee the debt capital markets will remain open. Ability to add incremental facilities if required, to support future arowth A growing and supportive \$A Loan Market ☐ Operate the business as a whole Growing investor support for Australian businesses seeking flexible > Aim: capital Flexibility to deliver our business strategy by operating our assets as one portfolio rather than a series of project financed entities Outcome Liquidity Facilities will support execution of the business strategy – **Board Assessment** counterparty credit support, ASX and futures support Ability to add incremental facilities if required, to support future growth ☐ Infigen's Board has determined that the flexibility benefits significantly Corporate style security – less restrictive on operation of the outweigh implementation costs business and lower cost and reduced time to implement Flexibility to operate the business adjust to the changing energy market ☐ Cash on balance sheet used today is replenished over time from free □ Cost of Financing cash flow from operations Determine whether there would be a reduction in financing costs Overall cost not likely to be reduced - Margin paid delivers flexibility regarding quantum, amortisation

and covenants

<sup>&</sup>lt;sup>1</sup> For further details on the market and prior transactions please refer to slide 39

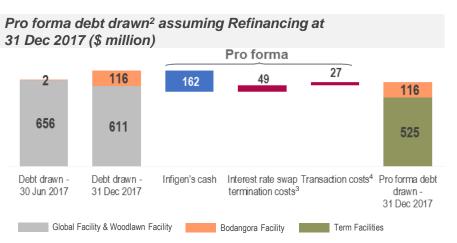


## Refinancing – Targeted Closing March 2018

# A\$ Term Facilities fully underwritten. Expressions of interest received from a number of potential Liquidity Facility Lenders

5-year Syndicated Facility <sup>1</sup>			
Term Facilities (Senior Secured and Underwritten)	Liquidity Facilities (Super Senior Secured)		
\$525 million:  □ \$160 million Amortising Term Facility □ \$365 million Bullet Term Facility	<ul><li>□ \$60 million Bank Guarantee &amp; Letter of Credit</li><li>□ \$20 million Working Capital Facility</li></ul>		
Expected close – Goldman Sachs Underwriting the Term Facilities			
<ul> <li>□ Targeted close end of March 2018 – but optimal closing will be determined having regard to the syndication process</li> <li>□ Terms and conditions of Goldman Sachs Commitment Letter provide limited termination rights</li> <li>□ Liquidity Facilities are not underwritten but are expected to be committed given super senior security position</li> <li>□ Risk to closing is considered low given Term Facilities are underwritten</li> </ul>			

<sup>&</sup>lt;sup>4</sup> The estimated transaction costs include advisory and upfront fees and contingent costs only payable upon completion of the Refinancing. The Term Facilities in the financial statements will be brought to account net of the transaction costs.



<sup>&</sup>lt;sup>1</sup> The Term Facilities are underwritten. The Liquidity Facilities are not underwritten.

<sup>&</sup>lt;sup>2</sup> Numbers prepared on a pro forma basis to reflect the effect of the Refinancing on the 31 Dec 2017 drawn debt balances. Numbers will change to reflect actual principal repayments, interest payments, break costs and transaction costs as at the Refinance date.

<sup>&</sup>lt;sup>3</sup>The cost of the interest rate derivative termination will be expensed in the profit and loss, and is tax deductible.



# STRATEGY UPDATE



# Our Strategy – Responding to the Changing Energy Market



Preserving and creating security holder value – operating in the dynamic energy market









Market Fundamentals				
	Coal fired fleet retirement			
	Move to lower emissions economy and generation			
	Gas will cap or set marginal electricity price			
	C&I customers seek direct engagement with generators			

Policy Considerations		National Energy Guarantee	
	The "trilemma" – reliable, affordable and clean	□ Reliability	
	Paris Agreement – a committed reduction target	Guarantee	
	Community expectation		
	Lack of investor support for new coal fired generation > focus on renewables	☐ Emissions Obligations	

Ou	r Approach
	Multi-Channel Route to Market – a diverse sales strategy
	Market signalled based growth:  > On balance sheet > Capital "lite"
	Improved capacity to contract firm supply  > Firming the output of renewables through financial and technology based solutions
	A corporate and capital structure that can execute the strategy by prudently managing risk and reward

## Execution of the Sales Strategy

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## Seeking a balance between tenor, price and risk for revenue received from electricity and LGCs

Characteristics of various routes to market	Balancing revenue certainty and value	
Run of plant Power Purchase Agreements (PPAs)  Lowest risk route to market for Infigen:  Limited production risk  Generally no price risk for Infigen  Tenor varies (generally 3-20 years)	Our stakeholders  ☐ Create security holder value while managing market risk ☐ Meet minimum cash flow requirements	
Customers manage individual energy use requirements, e.g. large retailers or substantial consumers with energy markets management skills	Three key measures  ☐ Quantitative Volumetric Hedging Limits: Determined based on historical generation profiles and a predictable seasonality of operating performance ☐ Earnings at risk analysis ☐ Strategic portfolio balancing	
Commercial & Industrial (C&I) customers  ☐ Infigen manages supply risk ☐ Infigen delivers contracted firm energy supply to customers ☐ Typical load > 5 MW		
<ul> <li>☐ Typical tenor – 3 years to 7 years</li> <li>☐ Contracts tailored with customers to create value (demand side management / risk-reward sharing etc)</li> </ul>	Target portfolio balance  ☐ 1/3 run of plant PPAs	
Wholesale market  ☐ Infigen manages supply risk ☐ Substantial visible forward market with reasonable liquidity	<ul> <li>□ 1/3 a combination of wholesale contracts and C&amp;I contracts</li> <li>□ 1/3 of the portfolio with spot market exposure</li> </ul>	
<ul><li>□ Tenor of 3-36 months forward sales</li><li>□ Can be used to forward sell and manage delivery risk on C&amp;I sales</li></ul>	What may make the portfolio balance have a different configuration?  Market conditions in a particular period Asset performance Seasonality Changes in regulatory policy	
Spot market for electricity  ☐ Price received for uncontracted electricity ☐ No production risk – Infigen receives the market price ☐ Prices in the NEM fluctuate between -\$1,000/MWh and \$14,200/MWh		

# **Execution of Our Business Growth Strategy**

#### Growing value in the business by offering greater energy supply options to our customers

# Business growth ☐ Value in our business can be created by improving the reliability of supply to our customers and/or expanding capacity ☐ Options to expand capacity include:

- > direct investment projects from within the development pipeline
- entering into offtake agreements in respect of our development pipeline or other assets – in each case owned by third party capital
- ☐ Options to enhance the reliability of product from our existing assets include:
  - > storage
  - > generation
  - > contracting

- ☐ Criteria by which investment proposals are assessed in each regional market \include:
  - > energy demand
  - > number and engagement of C&I customers
  - > state based initiatives to attract new investment in renewables
  - > gas supply
  - > expected thermal generation retirement
  - wholesale market liquidity
  - > transmission
  - availability of firming
  - > market outlook
  - > impact of Government policies

#### **Financing options**

#### ☐ On Balance Sheet | BUILD

- > 30 year commitment
- > ROI over 30 years
- > Operational control of the asset



#### ☐ Capital "lite" | BUY (Infigen as offtaker)

- > Flexible PPA tenor
- > Costs commitment each year for PPA period
- Operational flexibility to change source of production post PPA term
- > Owner lower cost of capital

# The Outlook for the RET and the Impact on Infigen's Business



LGC value will change over time - operating our business expecting that outcome

What drives value?
<ul> <li>□ Target: 33 TWh by 2020 expected to be met by currently announced renewable energy generation¹</li> <li>□ Obligated parties MUST surrender LGCs to the Clean Energy Regulator until 31 December 2030</li> <li>□ Until 31 December 2030 price will be determined by supply / demand:         <ul> <li>Supply increases as new renewable generation enters the market</li> <li>Demand is static at 2020 (2020: 33,850 GWh, 2021-2030: 33,000 GWh)²</li> </ul> </li> <li>□ As supply meets or exceeds demand, price will compress</li> </ul>
How fast will LGC supply overtake demand?
<ul> <li>□ Supply is currently greater than demand – but price has been strong and trending towards the tax-affected penalty price of \$93</li> <li>□ Current oversupply will be absorbed in the future – "banked"</li> <li>□ LGC supply will only continue to grow if new renewable generation enters the market</li> </ul>
<ul> <li>Overbuild is possible, but a commercially rational renewable generation developer would only build if there are price signals to build:</li> <li>LGC price is sustained; or</li> </ul>
2) (more likely) LGC price is compressed but compensated for by an overall increase in electricity price (or some other mechanism)
☐ Return on capital invested occurs over a period longer than the current RET Scheme (>2030). Any decision to invest necessarily takes account of the LGC price being zero after 2030 and look to electricity prices to provide returns on and of capital

<sup>&</sup>lt;sup>1</sup> "Progress towards the 2020 Renewable Energy Target", Clean Energy Regulator, 22 January 2018, available at: www.cleanenergyregulator.gov.au/RET/About-the-Renewable-Energy-Target/Large-scale-Renewable-Energy-Target-market-data, 2 February 2018

Includes adjustment for the commencement of waste coal mine gas as an eligible renewable energy source, Clean Energy Regulator, available at: www.cleanenergyregulator.gov.au/RET/Scheme-participants-and-industry/the-renewable-power-percentage, 2 February 2018

# Our Strategy is Compatible with the Proposed National Energy Guarantee



Compliance and implementation
☐ Infigen must comply with the Emissions Guarantee and a Reliability Guarantee in respect of its retail customer load
Emissions Guarantee
<ul> <li>□ Infigen produces zero emissions energy</li> <li>□ Provides opportunity – Infigen can contract with parties that must meet the Emissions Target</li> <li>□ Contract price likely affected by the spot market and the Emissions Target</li> <li>&gt; an effective "premium" will be paid for lower emissions energy</li> </ul>
Reliability Guarantee
<ul> <li>□ Requirement to have dispatchable and flexible capacity</li> <li>□ Infigen has completed a review of options to allow firming, support further contracting with C&amp;I customers, and address prospective policy changes – options identified include storage, generation and contracting</li> </ul>
Relevant considerations
☐ Emissions Target will be critical in determining electricity pricing
☐ Given new generation is required to replace exiting generation, the price for electricity must provide market signal sufficient to produce new investment
<ul> <li>Electricity prices should fluctuate around the cost of capital that delivers a return on capital after taking into account all costs (including meeting the Reliability Guarantee)</li> </ul>
☐ However the Reliability Guarantee is configured, its cost will also necessarily be factored into the price for electricity
Impact of the NEG on Infigen
☐ Infigen is well positioned to capture market opportunities that would be created by the National Energy Guarantee

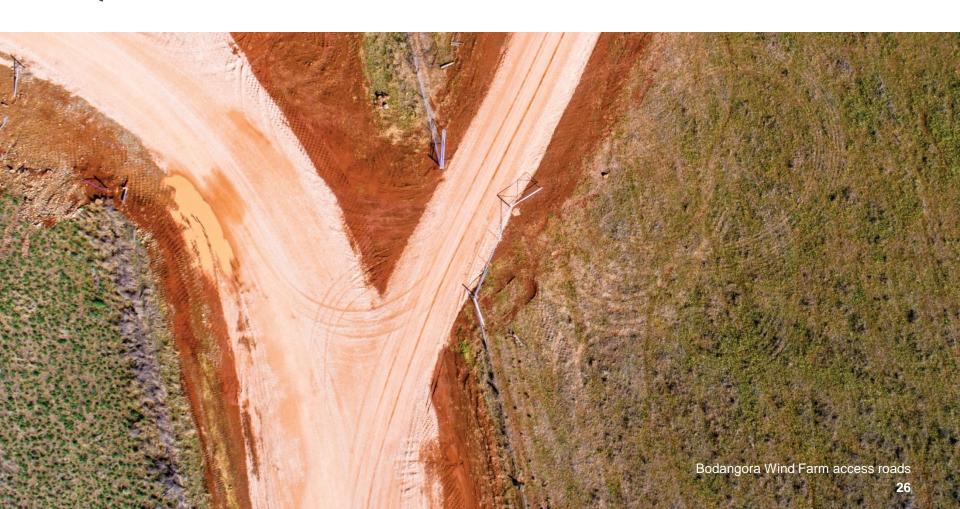
# Outlook



Production	Prices	Revenue
<ul> <li>□ Disclosed monthly</li> <li>□ January - June is historically a lower production period than July - December</li> <li>&gt; Wind conditions are however uncertain</li> <li>□ Production linked incentive O&amp;M contracts designed to deliver optimal production outcomes</li> </ul>	FY18 portfolio-wide bundled price  □ \$133-139/MWh, with a slight bias toward the upper end of the range  Electricity  □ Markets continue to be volatile but fundamentals remain strong  □ H2 FY18 spot market and short term contract markets are expected to remain in line with H1 FY18  LGCs  □ Strong prices experienced in H1 FY18 expected to continue through H2 FY18  □ Beyond 2020 LGC prices will be affected by a variety of factors as outlined on slide 23	<ul> <li>□ Driven by production and price</li> <li>□ Contracted volumes provide greater stability</li> <li>□ As Infigen's transition to an active participant in the Australian energy markets continues, revenue will be further influenced by the Energy Market Portfolio Management</li> <li>□ LGC settlements on forward sales contracts may create an increase in working capital movements</li> </ul>
Costs	<b>Execution of the Strategy</b>	
Operating costs  ☐ Vestas O&M contract provides substantial cost stability  ☐ Costs associated with any pre-existing conditions in respect of the period prior to Vestas becoming the O&M provider (Capital and Woodlawn Wind Farms) expected to be in the low single digit millions, may not be incurred in H2 FY18  Corporate costs  ☐ FY18 \$13.5 million as outlined at FY17 Results confirmed	<ul> <li>Multi-Channel Route to Market</li> <li>□ Rebalanced the portfolio to create greater revenue certainty and balance price, tenor and risk</li> <li>□ Opportunity for further expansion coupled with firming options</li> <li>Bodangora Wind Farm</li> <li>□ Expected commercial operations date Q1 FY19</li> </ul>	Refinancing  ☐ Targeting completion by end of March 2018  Cherry Tree Wind Farm  ☐ Investment ready. Manner and timing of proceeding can depend on the outcomes of government processes, active exploration of the capital "lite" strategy and energy market outlook  Portfolio Management  ☐ Advancing options to enhance ability to contract forward



# Q&A





# APPENDICES

Individual items and totals reconcile with the Financial Statements, however, may not add due to rounding of individual components





# Summary Profit & Loss

	<b>31 Dec 2017</b> (\$ million)	31 Dec 2016 (\$ million)	Change (\$ million)	Change (%)
Revenue	118.2	115.4	2.8	2
Operating costs	(23.0)	(21.1)	(1.9)	(9)
Operating EBITDA	95.2	94.3	0.9	1
Corporate costs	(6.2)	(8.9)	2.7	30
Development costs	(1.0)	(1.5)	0.5	33
EBITDA	88.0	84.0	4.0	5
Depreciation and amortisation	(25.8)	(26.0)	0.2	1
EBIT	62.2	58.0	4.2	7
Net borrowing costs	(20.6)	(25.4)	4.8	19
Net movement in fair value of financial instruments	(2.1)	(0.4)	(1.7)	(425)
Net movement in FX	0.2	(0.8)	1.0	125
Net profit before tax	39.6	31.4	8.2	26
Income tax expense	(12.9)	(10.0)	(2.9)	(29)
Net profit after tax	26.7	21.4	5.3	25

# **Balance Sheet**



	<b>31 Dec 2017</b> (\$ million)	<b>30 Jun 2017</b> (\$ million)	Change (\$ million)	Change (%)
Cash <sup>1</sup>	282.3	251.8	30.5	12
Receivables	15.9	9.3	6.6	71
LGC inventory	41.1	27.0	14.1	52
Prepayments	6.2	6.6	(0.4)	(6)
PP&E	854.4	799.9	54.5	7
Goodwill & intangible assets	117.9	118.3	(0.4)	-
Deferred tax assets & other assets	6.3	23.1	(16.8)	(73)
Total assets	1,324.1	1,236.0	88.1	7
Payables	21.5	19.8	1.7	9
Provisions	10.0	10.5	(0.5)	(5)
Borrowings <sup>2</sup>	724.2	653.9	70.3	11
Derivative liabilities	54.7	72.4	(17.7)	(24)
Total liabilities	810.5	756.5	54.0	7
Net assets	513.6	479.4	34.2	7

<sup>&</sup>lt;sup>1</sup> Restricted cash held was \$72.1 million at 31 December 2017 (30 June 2017: \$40.5 million)

<sup>&</sup>lt;sup>2</sup> Includes USD borrowings under the Global Facility at 31 December 2017 of US\$45.5 million (30 June 2017: US\$70.6 million)



# **Operating Costs**

	31 Dec 2017 (\$ million)	31 Dec 2016 (\$ million)	Change (\$ million)	Change (%)
Asset management	3.6	3.1	0.5	16
Frequency control ancillary services net costs	1.9	1.6	0.3	19
Turbine operations and maintenance	11.8	11.3	0.5	4
Balance of plant	0.5	0.3	0.2	67
Other direct costs	3.6	3.5	0.1	3
Wind farm costs	21.4	19.7	1.7	9
Energy Markets	1.7	1.2	0.4	33
Operating costs	23.0	21.1	1.9	9



# Capital Expenditure

	<b>31 Dec 2017</b> (\$ million)	31 Dec 2016 (\$ million)	Change (\$ million)	Change (%)
Development projects	2.0	1.5	0.5	33
Property, plant & equipment and IT equipment	1.5	0.2	1.3	650
Bodangora Wind Farm construction	76.3	-	76.3	N.m.
Capital expenditure	79.9	1.7	78.2	N.m.

N.m. - not meaningful



## **Experienced Management Team**

# Infigen's Board and Management have extensive energy industry experience and a proven ability to deliver on key corporate strategic initiatives

	Name	Title	Years at Infigen	Years in industry		Key experience
	Ross Rolfe AO	CEO / Managing Director	6	30	✓ ✓	Substantial and broad experience in the Australian energy and infrastructure sectors in senior management, government and strategic roles  Extensive experience in stakeholder management at the governmental, commercial and community levels including managing relationships and negotiating projects and policy positions
(2)	Sylvia Wiggins	Executive Director – Finance & Commercial	2	20	٠ ١	Substantial experience across a broad range of businesses and countries, most recently working in the energy, infrastructure, defence and structured finance areas  Strategic planning, commercial negotiations, capital management and corporate finance
	Paul Simshauser	Executive General Manager – Corporate Development	<1	26	٠ ١	Significant experience in energy markets including roles in systems development, environmental markets trading, strategic and business planning, mergers and acquisitions, and corporate affairs  Most recently held the position of Director-General of the Queensland Department of Energy and Water Supply
	Owen Sela	Executive General Manager – Energy Markets	1	18	✓ ✓	Commercial development, corporate strategy, contract negotiations, and mergers and acquisitions  Trading and portfolio management, commodity, foreign exchange and interest rate risk management
	Tony Clark	Executive General Manager – Operations & Projects	1	20	<b>√</b>	Extensive experience in the power sector having been involved in the operation and construction of a number of key Australian power stations

# Drivers Underpinning Electricity Market Fundamentals

#### Stable demand at a time of exiting generation necessitates requirement for new build

#### **Market fundamentals**

#### Coal fired fleet retirement

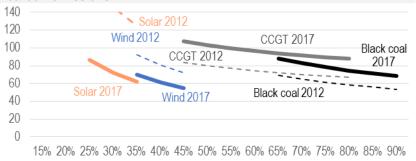
- > Ageing (50-year design life); cost of life extension (if available) and declining availability of an economic fuel source
- > > 5,000 MW coal-fired capacity withdrawn from NEM since 2012<sup>1</sup>; a further 3,300 MW expected to retire within the next decade
- ~75% of Australia's NEM electricity production is currently coal-fired
- Limited financing available to support new coal fired generation

# ☐ Focus on low-emissions generation supports continued investment in renewable generation

- Strong community support for lower emissions and renewable energy forming an increasing part of the overall energy mix in Australia
- Commonwealth Government commitments to lowering emissions (Paris Agreement) requires substantial further renewable generation
- Commonwealth and state based schemes support Australia's transition to a lower emissions economy
- Declining cost of renewables and energy storage

# Exiting Generation and New Build Requirement (TWh) 250 200 150 100 50 Brown & black coal fired generation They build required to meet demand Source: Infigen Energy analysis Cost Curve of Replacement (\$/MWh)

# Note: costs do not reflect any value associated with dispatchability or carbon emissions



Plant capacity factor

Source: Simshauser, Paul. (2017). Garbage can theory and Australia's National Electricity Market: decarbonisation in a hostile policy environment

<sup>&</sup>lt;sup>1</sup> Australian Energy Regulator, May 2017

# Drivers Underpinning Electricity Market Fundamentals

#### Strong investment signals and long-term prices

#### **Market fundamentals**

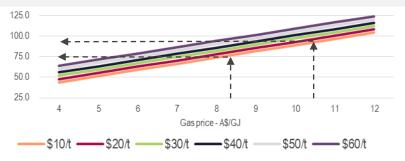
#### ☐ Gas will cap or set marginal electricity price

- > Physical operation of the network requires a level of synchronous generation
- High domestic gas prices are a function of export market demand, contract obligations and moratoria of further exploration
- The Australian Domestic Gas Security Mechanism may not significantly affect long term prices. Long term gas supply agreements are required to underpin new gas fired generation and hence electricity prices
- At a \$7.00-8.50/GJ gas price, electricity prices could range from \$65-95/MWh depending on the carbon price or equivalent
- > Current medium-term gas contract prices on the East Coast are \$8.50-12.00/GJ

# ☐ C&I customers seek direct engagement with generators

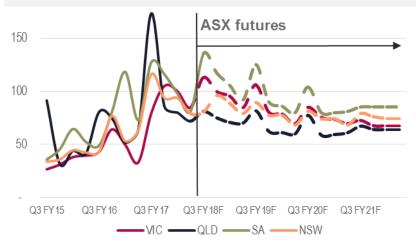
- > Green credentials / internal sustainability targets
- > Follows the trend in the US
- > Seek to manage price volatility

#### Carbon Price Scenarios – CCGT Generation Costs (\$/MWh)



Source: Infigen Energy analysis

#### Historical & Futures Electricity Prices by Region (\$/MWh)



Source: ASX futures, 5 February 2018

## Overview of Vestas O&M Service Agreements

Vestas has a track record of superior performance and will balance maximising production with optimising asset life

- ☐ Infigen has executed service and maintenance agreements (SMAs) with Vestas Australian Wind Technology Pty Ltd (Vestas) for each of Infigen's 6 operating wind farms
- ☐ The agreements cover 556.6 MW of installed capacity, comprising 256 turbines and covers the 3 stages of the Lake Bonney Wind Farm in South Australia, the Alinta Wind Farm in Western Australia and the Capital and Woodlawn wind farms in New South Wales
- ☐ Vestas will provide turbine maintenance services and replacement components for the turbines from 1 January 2018 for a period of between 7 and 15 years, depending on the wind farm
  - > Covers operating costs and maintenance capex
  - Provides a high degree of visibility and certainty as to availability and cost to Infigen
- ☐ Minimum energy yield based turbine availability guarantees that run to the 20th year of operation of each wind farm
  - > Average remaining tenor of ~10 years1
  - Energy based availability incentivises Vestas to plan their work in periods of low wind
  - Liquidated damages protect Infigen and create commercial incentives for Vestas
- ☐ SMAs involve production-linked variable turbine O&M fees
  - > Aligns Infigen's costs with its revenues
  - > Incentives paid when outperformance is achieved
- ☐ SMAs have been structured with a modestly escalating price profile to broadly reflect the expected costs that will be incurred as the fleet ages

Key terms								
Services		<ul> <li>✓ Scheduled &amp; Unscheduled Turbine Maintenance</li> <li>✓ Scheduled Balance of Plant (BOP) Maintenance and Unscheduled BOP Maintenance at agreed service rates</li> </ul>						
Service fees		<b>√</b>	Comp	onents desigr	ned to achie	ve comme	rcial outo	omes
Availability liquidated da	mages	✓	/ Payable where availability hurdle not met					
Performance	bonus	<b>✓</b>	Payab hurdle	ole where ava	ilability is gre	eater than	availabili	ty
Wind farm	State		eration rt date	O&M contract end date	Wind farm capacity	# of turbines	Turbine type	Turbine rating
Lake Bonney 1	SA	Ма	r 2005	31 Dec 2024	80.5 MW	46	V66	1.75 MV
Alinta	WA	Jul	2006	31 Dec 2025	89.1 MW	54	NM82	1.65 MV
Lake Bonney 2	SA	Sep	2008	31 Dec 2027	159.0 MW	53	V90	3.0 MW
Lake Bonney 3	SA	Jul	2010	31 Dec 2029	39.0 MW	13	V90	3.0 MW
Capital	NSW	Jar	n 2010	31 Dec 2030	140.7 MW	67	S88	2.1 MW
Woodlawn	NSW	Oc	t 2011	31 Dec 2032	48.3 MW	23	S88	2.1 MW
Total						256		

<sup>&</sup>lt;sup>1</sup> Weighted average by nameplate capacity



# Infigen's Wind and Solar Development Pipeline

### Infigen has a development pipeline comprising ~1,140 MW of projects (Infigen equity interests)

Western Australia	
Approved wind projects <sup>1</sup>	~350 MW
Approved solar projects <sup>1</sup>	~45 MW
Total	~395 MW
South Australia	
Approved wind projects	~450 MW
Victoria	
Approved wind project	~55 MW
New South Wales	
Approved wind projects	~230 MW
Approved solar projects	~60 MW
Total	~290 MW
Northern Territory	
Solar projects (development approval in progress)	~22 MW
Queensland	
Approved wind projects <sup>2</sup>	~65 MW
Solar projects (development approval in progress)	~165 MW
Total	~230 MW



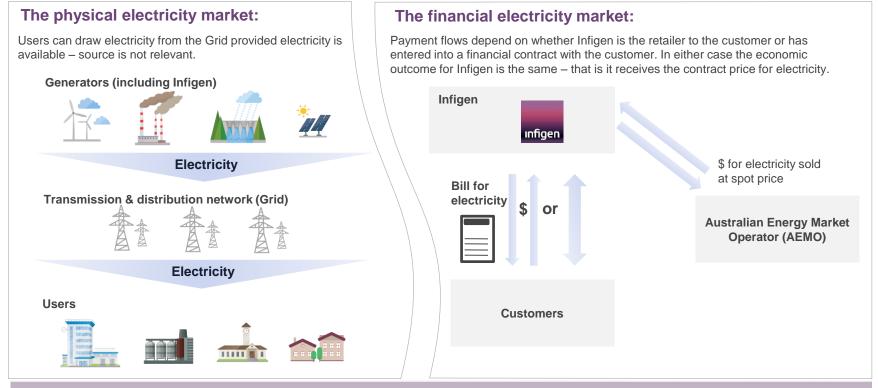
<sup>&</sup>lt;sup>1</sup> Infigen has a 32% equity interest

<sup>&</sup>lt;sup>2</sup> Infigen has a 50% equity interest

# Infigen Delivers Firm Supply to Our C&I Contract Customers



#### Risk is managed through a combination of self generation, physical and firming strategies



#### Managing Supply Risk - Common to All Retailers



- □ All suppliers of electricity (i.e. retailers) must manage the risk of having supply at a price at which it makes a profit. When Infigen produces energy it does so at its operating cost. If it does not have electricity when it must deliver it, it buys from AEMO at a spot price.
- ☐ Infigen's energy source is intermittent BUT it is predictable as historical results demonstrate.
- □ All retailers face the same issues regardless of their source of energy. Even baseload generation can fail leaving a retailer "short".
- ☐ Infigen can contract to deliver firm electricity to its customers because it manages its supply risk through three primary strategies:
  - 1. Self generation 557 MW installed capacity, with a demonstrable track record
  - 2. Physical Firming Contracts with third parties
  - 3. Financial contracts with third parties



# Bodangora Wind Farm

Key statistics	
Capacity	113.2 MW
Annual output	~361 GWh
NSW households powered annually	49,000/year
Construction time	~18 months
Engineering, procurement and construction contract provider	GE and CATCON consortium
Wind turbine model	GE 3.43 MW
Operation and maintenance	20-year agreement with GE
Number of wind turbines	33
Construction facility amount	~\$163 million
Infigen net equity	~\$73 million
Facility tenor	17.5 years (including construction)
Contracted output	60% (electricity and LGCs)
Offtake party	EnergyAustralia
Greenhouse gas abatement	~8 million tonnes CO <sub>2</sub> e
Direct community contributions	~\$3 million

## The A\$ Institutional Loan Market

# Emergence of A\$ Institutional Loan Market since 2015 – supported by institutional investors from Australia and Asia

Why did the market emerge?  ☐ Supply / demand imbalance ☐ Basel-related regulatory changes applying to banks has resulted in reduced lending in the hybrid loan space (asset and / or corporate loans) ☐ Borrowers seek longer term and more flexible funding, particularly businesses in transition ☐ Australian dollar investors seek debt, rather than listed equities or unlisted investments to diversify portfolio	<ul> <li>What makes this market attractive to borrowers?</li> <li>□ Substantial covenant flexibility – supports businesses in grow and transition</li> <li>□ No requirement for project financing style security. Su security is costly and time-consuming to implement; increas compliance and limits the capacity to operate a business as portfolio. The A\$ Institutional Loan Market looks for corpora security packages</li> <li>□ No credit rating required</li> </ul>			
Types of investors  ☐ Credit funds: large Australian institutional investors with global reach and global credit funds with Australian presence ☐ Commercial banks: Asian banks ☐ Super/Pension funds	<ul> <li>□ Due diligence is more limited than a bank loan, which reduce time and cost</li> <li>□ Flexibility to add incremental facilities – support growth</li> <li>□ Capacity to refinance at a lower interest rate mid-term without adversely affecting swaps</li> </ul>			
Comparable transactions – 8 in last 3 years, including  □ Ventia (2015)  □ SAI Global (2016)  □ LEAP InfoTrack (2017)  □ Inova Pharmaceuticals (2017)	<ul> <li>Respond to market conditions and business improvement as it transitions</li> <li>Provides institutional support for natural AUD borrowers from long term flexible capital</li> <li>An alternative to the US debt capital markets</li> </ul>			
<ul><li>□ Iron Mountain (2016)</li><li>□ Froneri (2016)</li><li>□ Craveable Brands (2017)</li></ul>	The cost of financing  ☐ Higher cost delivers flexibility regarding quantum, amortisation and covenants			



# Glossary

ASX	Australian Securities Exchange
ВОР	Balance of plant
Capacity	The maximum power that a wind turbine generator was designed to produce
Capacity factor	A measure of the productivity of a wind turbine, calculated by the amount of power that a wind turbine produces over a set time period, divided by the amount of power that would have been produced if the turbine had been running at full capacity during that same time period.
Cf	Compared with
Compensated production	Compensated production is notional production that represents compensated revenue
Compensated revenue	Compensated revenue includes insurance proceeds and proceeds arising from compensation claims made against AEMO or maintenance service providers
Development pipeline	Infigen's prospective renewable energy projects that are in various stages of development prior to commencing construction. Stages of development include: landowner negotiations; wind and solar monitoring, project feasibility and investment evaluation; community consultation, cultural heritage assessment, environmental assessment; design, supplier negotiations and connection.
DWA	Dispatch weighted average. Price calculated as merchant electricity revenue divided by unhedged production
Earnings at Risk Analysis	Measuring potential changes in revenue in a given period having regard to relevant factors and varying degrees of confidence
EBITDA	Earnings before interest, tax, depreciation and amortisation
Emissions Guarantee	The obligation proposed in the National Energy Guarantee (13 October 2017) to be applied to retailers to supply energy at a certain emissions level
EPS	Earnings per security
FCAS	Frequency control ancillary services
GW / GWh	Gigawatt / Gigawatt hour
LGC	Large-scale Generation Certificate. The certificates are created by large-scale renewable energy generators and each certificate represents 1 MWh of generation from renewable resources.
Lost Time Injury Frequency Rate	Calculated as Lost Time Injuries multiplied by 1,000,000 divided by total hours worked



# Glossary

LTM	Last twelve months
MW / MWh	Megawatt / Megawatt hour
NEM	National Electricity Market
Net debt / EBITDA	Net debt represents total debt minus cash and capitalised loan costs
N.m.	Not meaningful
O&M	Operations and maintenance
Рср	Previous corresponding period
PPA	Power purchase agreement
Ppts	Percentage points
Quantitative Volumetric Hedging Limits	Maximum volume based trading limits, determined having regard to known historical generation profiles and a predictable seasonality of operating performance from the operating assets
Reliability Guarantee	The obligation proposed in the National Energy Guarantee (13 October 2017) to be applied to retailers to meet a percentage of their load requirements with flexible and dispatchable resources
SMA	Service and maintenance agreement
Strategic Portfolio Balancing	The targeted contract mix for Infigen's electricity and LGC sales between the channels to market as adjusted from time to time
Total Recordable Injury Frequency Rate	Calculated as the sum of recordable Lost Time Injuries and Medical Treatment Injuries multiplied by 1,000,000 divided by total hours worked
TWh	Terawatt hour
Underlying EBITDA	The Directors of Infigen consider Underlying EBITDA an important indicator of underlying performance noting it is a non-international financial reporting standard measure. To calculate Underlying EBTIDA statutory EBTIDA is adjusted to exclude certain significant non-cash and one-off items that are unrelated to the operating performance of Infigen.

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