

Infratil Investor Day

Portfolio Update and Outlook

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16 February 2021



Infratil

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Leadership

Long-term stability supported by the depth and capability of Morrison & Co



Marko Bogoievski

- Infratil Chief Executive Officer and a Director for the last 12 years
- Marko will continue his role as Chief Executive Officer of Morrison & Co and as Chair of Vodafone New Zealand



Jason Boyes

- Infratil Chief Executive Officer and a Director effective from 1 April 2021
- Jason 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 Green Energy



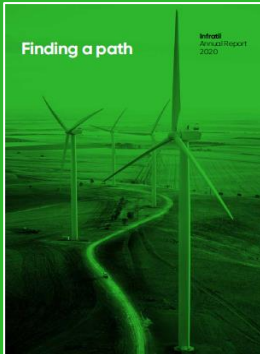
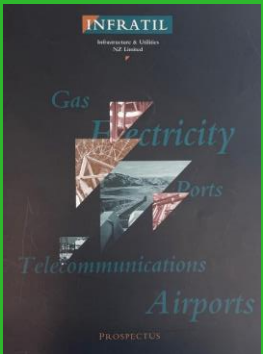
Phillippa Harford

- Infratil Chief Financial Officer since May 2015 and was previously Head of Tax for Morrison & Co
- Phillippa also provided tax advisory services at PwC for several years in New Zealand and offshore
- Director of Wellington International Airport and RetireAustralia



Infratil Model

Established in 1994 to “provide a portfolio of utilities which many investors would find difficult to establish by themselves”



At Inception:

- Opportunity to invest in attractive unlisted ventures which might not otherwise be available to the individual investor
- Signalled that investment opportunities were being considered in sectors such as electricity distribution and generation, telecommunications and airports
- Stated objective of maximising overall after-tax returns from cash dividends and capital growth and offering the expertise of professional management
- \$50 million of capital, with its first investment a 20% minority stake in Trustpower

Today:

- Over \$8.0 billion invested in established platforms across New Zealand, Australia, the United States and Europe and an equity market capitalisation of \$5.4 billion
- Operating thesis of investing wisely in ideas that matter, through a flexible mandate and a long-term approach to investment
- Portfolio is focused on renewable energy, digital infrastructure, social infrastructure, and airports
- Compound after tax total return to shareholders of 18.9% p.a. since 1994
- Employs over 3,500 staff across 10 operating businesses

Shareholder returns

Translating underlying value creation into total shareholder returns

Total Shareholder Return

Period	TSR
3 Year	39.7%
5 Year	23.3%
10 Year	20.3%
Inception – 27 years	18.9%



Infratil Share Price



Infratil Value

Unique portfolio supported by several high conviction platforms delivering excess returns



- Portfolio targeting a balance of core, core+ and development returns across several sectors and jurisdictions
- AustralianSuper takeover approach is a real-time endorsement of the quality of our assets and their attractiveness to sophisticated investors
- Shareholders have benefitted from Infratil's ability to identify early-stage ideas and invest ahead of mainstream investors
- Volume of capital pursuing exposure to renewables, digital infrastructure and social infrastructure is driving valuations globally
- The Board's priority is to ensure that the value of the portfolio entities is fully recognised by the market, and that Infratil tests all alternatives

Infratil's Investment Proposition

**Infratil is well
positioned in
scalable high-
growth sectors
with jurisdictional
diversification**



- Infratil is a modern infrastructure investor targeting returns to shareholders of 11-15% p.a. over the long-term
- Investment activity is focused on finding sectors and businesses with
 - ✓ strong defensive characteristics
 - ✓ exposure to growth, driven by macroeconomic and industry tailwinds
 - ✓ opportunities to reinvest, and manufacture infrastructure at scale
- Infratil invests ahead of the mainstream infrastructure market and has the capability to position our capital early in next generation infrastructure
- Outperformance is driven by an active asset and portfolio management approach
- Balance sheet flexibility and active risk management are key to our high-conviction investment approach
- Infratil has maintained a consistent approach to investment over multiple market cycles

Infratil's Investment Proposition

Infratil is well positioned in scalable high-growth sectors with jurisdictional diversification



Decarbonisation

- Climate change is an established threat to humanity
- Growing acceptance that action must be taken

Connectivity

- Increasingly connected, integrated world
- Explosion of data being created and collected
- Perceived value of data and security increasing

Aging Population

- Post war population bubble reaching retirement age
- Less family and more institutional care
- Rising ratio of "dependents" to "productive" society members

Global Mobility

- Increasingly connected and well-travelled world
- Rising middle class in Asia and emergence of lower cost carriers driving growth in travel, tourism and mobility
- City congestion

Investable Ideas

- Utility scale wind and solar generation
- Battery storage
- Pumped storage
- Distributed generation



- Data Centres
- Mobile towers
- 5G mobile and fixed networks
- Subsea cables



- Retirement villages
- Aged care
- Tech-enabled care platforms



- Airports
- Mobility as a service
- Public transport
- Smart cities



Infratil's current exposure



Infratil's Investment Proposition

Infratil continues to scan other sectors for opportunities to build new long-term platforms



Water Scarcity

- Increasing water demand globally
- Growing population and rising protein consumption
- Massive inefficiencies in water management today

Waste & Recycling

- Population & economic growth drive increasing waste output
- Increasing social awareness of and demand for the transition from a linear to a circular economy

Healthcare

- Strong healthcare systems are required for societies to function properly
- A value-based, shift towards early diagnosis and preventative care can significantly reduce the healthcare lifecycle for patients and address system inefficiencies

Next Generation

- Productivity is flat lining and limiting future growth
- Advances in technology have always been at the forefront of driving the next wave of productivity enhancing infrastructure

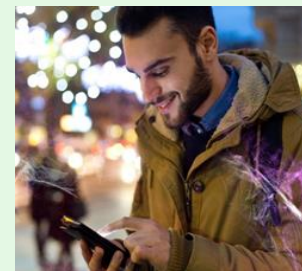
Investable Ideas

- Industrial water
- Water processing
- Irrigation and water rights

- Waste processing and recycling infrastructure
- Waste to energy

- Diagnostic Imaging
- Private healthcare infrastructure

- Artificial Intelligence & robotics
- 5G technology
- Sensors
- Smart cities

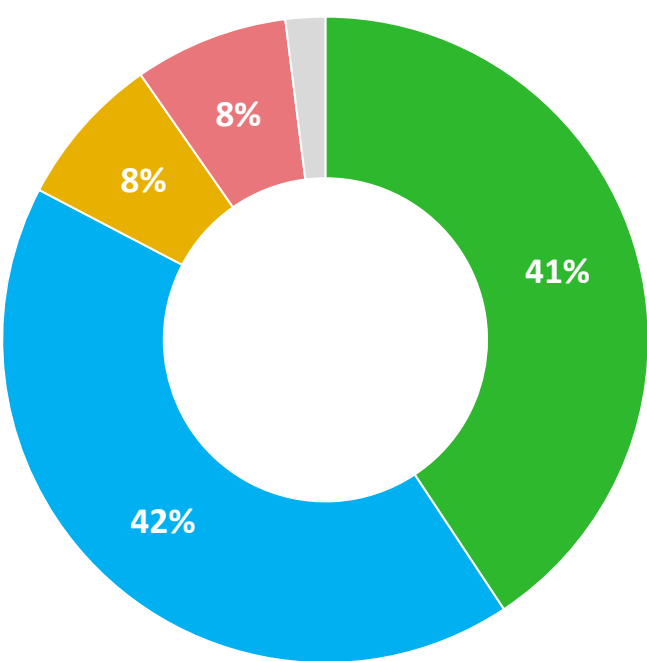


Infratil's current exposure

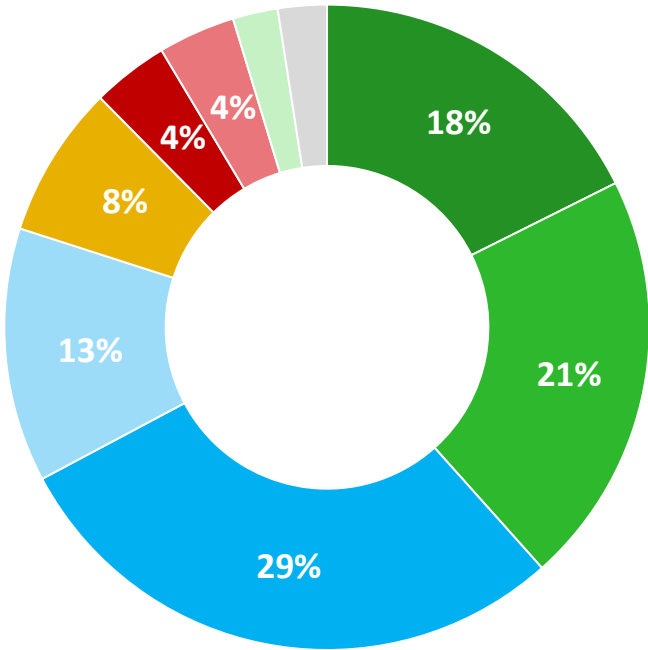


Portfolio Composition

Infratil is a high conviction investor with significant positions in four main sectors



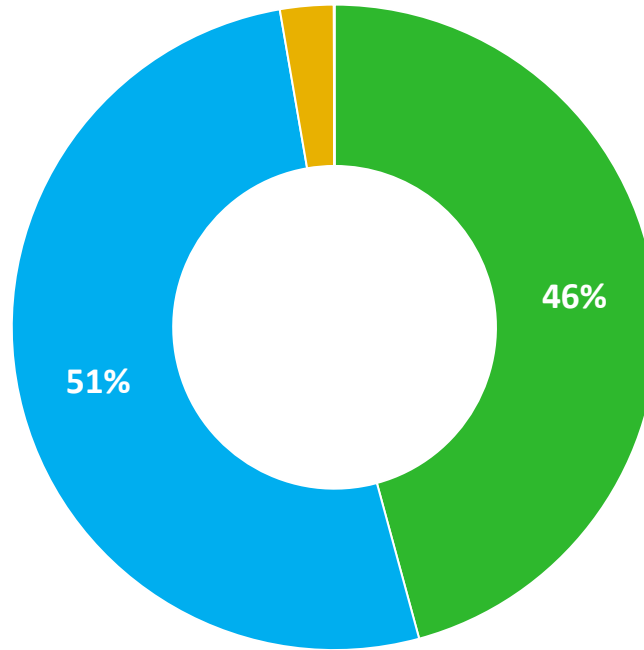
- Renewable Energy
- Digital Infrastructure
- Airports
- Social Infrastructure
- Other



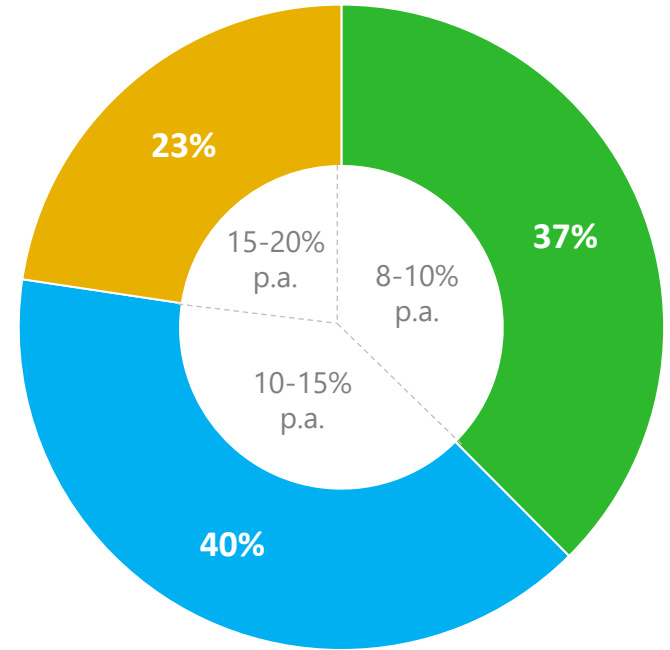
- Trustpower
- Tilt Renewables
- CDC Data Centres
- Vodafone New Zealand
- Wellington Airport
- Qscan Group
- RetireAustralia
- Longroad Energy
- Other



**Portfolio
Composition**
Overall
exposures
are balanced to
generate overall
target returns
and to optimise
capital structure



- New Zealand
- Australia
- USA



- Core
- Core+
- Development

COVID-19

Our response to the pandemic has demonstrated the benefits of sector and jurisdictional diversification



Wellington International Airport

- Forecast FY2021 forecast of \$35 million (prior to charges in alert levels on 14 February) severely impacted by nationwide Level 4 lockdown, and later Auckland Level 3
- Domestic capacity in December 2020 was back to 90% of pre-COVID-19 levels
- Passenger numbers are expected to recover to pre-COVID-19 levels by FY2023-24, although could recover faster given domestic/short-haul prevalence
- Long-haul International will depend on a vaccine and will take longer to recover, long-term growth drivers (population, income) remain, however this has less impact on WIA
- Deferral of Price Setting Event 4 ('PSE4') due to COVID-19 with prices held in the interim. Final Pricing set for 1 April 2021 with proposed passenger reset for the impact of COVID-19 and options preserved to recover PSE4 into future
- Essential capex in short-term with runway overlay brought forward to FY21 from FY2022/23



RetireAustralia

- Resident and employee safety remains the top priority and to date no cases of COVID-19 have been recorded in any of RetireAustralia's 28 communities
- Resales recovered strongly after the initial period of nation-wide lockdown in April, with 240 resale settlements achieved up to 31 December 2020
- A strong finish to FY2021 is forecast, with total resales of 300~320, up from 292 in the previous year despite the COVID-19 restrictions
- New developments continue to move forward, with practical completion of 24 new independent living apartments on the NSW Central Coast achieved in September 2020
- Work continues on stage one of The Verge, a 177 unit development co-located with Burleigh Golf Club on the Gold Coast, forecast for completion in Q1 FY2022
- New communities at Tarragindi and Yeronga are also moving closer to investment decisions

FY2021 Guidance EBITDAF range has tightened as we move towards year- end



Performance

- Forecast FY2021 Proportionate EBITDAF from continuing operations of \$440 million - \$470 million¹
- Proportionate EBITDAF includes the proportion of the EBITDAF of each portfolio company based on Infratil's level of beneficial ownership interest and excludes incentive fees
- The Group result will include a 3-month contribution from Qscan

Component Guidance (100%)

- Trustpower forecast FY2021 EBITDAF in the range of \$185 million - \$205 million
- Tilt Renewables forecast FY2021 EBITDAF in the range of A\$65 million - A\$80 million
- CDC Data Centres forecast FY2021 EBITDAF in the range of A\$145 million - A\$155 million
- Vodafone NZ forecast FY2021 EBITDAF in the range of \$425 million - \$455 million
- Wellington Airport forecast FY2021 EBITDAF in the range of \$30 million - \$35 million

Notes:

1. Guidance is based on Infratil management's current expectations and assumptions about the trading performance of Infratil's continuing operations and is subject to risks and uncertainties, is dependent on prevailing market conditions continuing throughout the outlook period and assumes no major changes in the composition of the Infratil investment portfolio. Trading performance and market conditions can and will change, which may materially affect the guidance set out above



Incentive Fees

Reflection of management's ability to generate outperformance and value accretion above high absolute hurdles

- Infratil's international investments are eligible for incentive fees under the Management Agreement with Morrison & Co
- The Agreement allows for incentives to be payable for outperformance in excess of a minimum hurdle of 12% p.a., if certain conditions are met
- As a result of the updated CDC Data Centres' valuation as at 31 December 2020, the FY2021 Annual Incentive Fee was updated to \$147.6 million
- As the Tilt Renewables' strategic review will be ongoing, Infratil independent directors and Morrison & Co will agree an "undisturbed" valuation of Tilt Renewables for the purposes of the 31 March 2021 incentive fees assessment
- Independent valuations of RetireAustralia, CDC Data Centres and Longroad Energy will be performed as at 31 March 2021



Debt Capacity & Liquidity

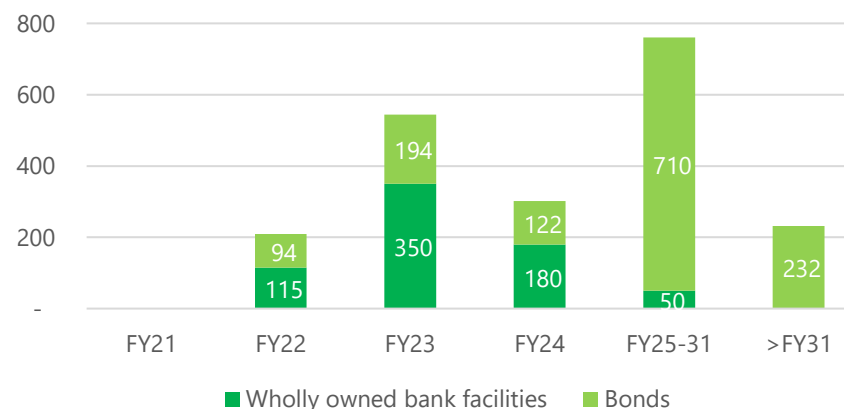
Strong capital position and available liquidity to support commitments to existing and new platforms



(NZ\$ Million)	As at 31 March 2020	As at 30 September 2020	As at 31 January 2021
Net bank debt	471	86	357
Infratil Infrastructure bonds	1,072	1,072	1,120
Infratil Perpetual bonds	232	232	232
Total net debt	1,775	1,390	1,709
Market value of equity ¹	2,579	4,052	5,444
Total capital	4,354	5,442	7,153
Gearing¹	40.8%	25.5%	23.9%

Infratil undrawn bank facilities ²	268	593	307
100% subsidiaries cash	9	16	31
Liquidity available	277	609	338

Debt Maturity Profile as at 31 January 2021 (NZ\$ million)



- As at 31 January 2021, cash on hand and undrawn debt facilities provide Infratil with \$338 million of available liquidity
- \$32 million bank facility that was scheduled to mature in February 2021 has been refinanced. Infratil's next bank maturity is \$50 million in June 2021
- IFT300 bonds with a face value of \$48.2 million were issued in December 2020. The bond offer remains open and is scheduled to close on 10 March 2021
- Infratil's next two bond maturities are \$93.9 million of IFT220 bonds in June 2021 and \$93.7 million of IFT190 bonds in June 2022

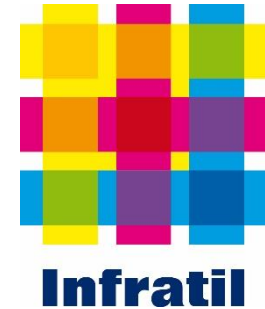
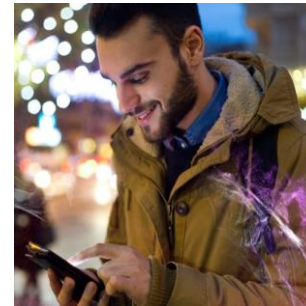
¹ Gearing at 31 January 2021 based on share price of NZ\$7.53 as at 12 February 2021

² Excludes Trustpower, Tilt Renewables, Wellington Airport, CDC Data Centres, RetireAustralia, Longroad Energy, Galileo Green Energy, Vodafone and Qscan

Infratil's Future Outlook

**Unique portfolio
well positioned
to redeploy
capital, deliver
growth and
consistent
returns**

- Infratil's focus remains on maintaining a balanced portfolio of scaled platforms that can generate attractive non-correlated returns
- The model requires Infratil to identify the next generation of essential services and assets and invest ahead of the mainstream infrastructure market
- Global demand for renewables, digital infrastructure and social infrastructure, further demonstrates Infratil's ability to expose shareholders to early emerging trends
- The platform value of Infratil, and the long-term delivery of outperformance is starting to be considered in target equity market valuations
- The global focus on infrastructure as an asset class has not diminished Infratil's ability to source and compete for high-quality assets, with an exciting set of investable opportunities likely in 2021-22



Questions

Portfolio Update and Outlook



Infratil