



Infratil Investor Day

24 March 2023

Smales Farm, Auckland

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Welcome

Infratil's 2023 Investor Day



Alison Gerry

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



Jason Boyes

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



Phillippa Harford

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

Agenda

Infratil's 2023 Investor Day

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

Agenda

Infratil's 2023 Investor Day

1:00pm – 1:10pm

Manager Update

Paul Newfield, Morrison & Co Chief Executive

1:10pm – 1:25pm

Digital & Connectivity Update

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

1:25pm – 2:05pm

CDC Data Centres

Greg Boorer, CDC Data Centres Chief Executive

2:05pm – 2:45pm

Vodafone New Zealand

Jason Paris, Vodafone Chief Executive

2:45pm – 3:00pm

Wrap Up

Jason Boyes, Infratil Chief Executive



Portfolio Update and Outlook

Jason Boyes

Infratil Chief Executive

Phillippa Harford

Infratil Chief Financial Officer



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

Established

1994

Listed on

NZX/ASX

Managed by

Morrison & Co

Market Capitalisation

\$6.3b

Group Assets

\$9.0b+

FY2023F Investment

\$1.0b+

Track record

29 years

After tax return

18.5% p.a.

FY2023F EBITDAF¹

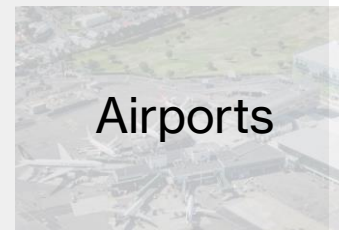
\$520-535m

Investment Approach

Our approach has remained consistent through multiple market cycles

“Ideas That Matter”

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



2022 Investor Day

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

What we said we would do – February 2022

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



What we did

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

What we're still doing

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

Portfolio Composition

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



Digital

53%



one.nz



Renewables

26%



Healthcare

14%



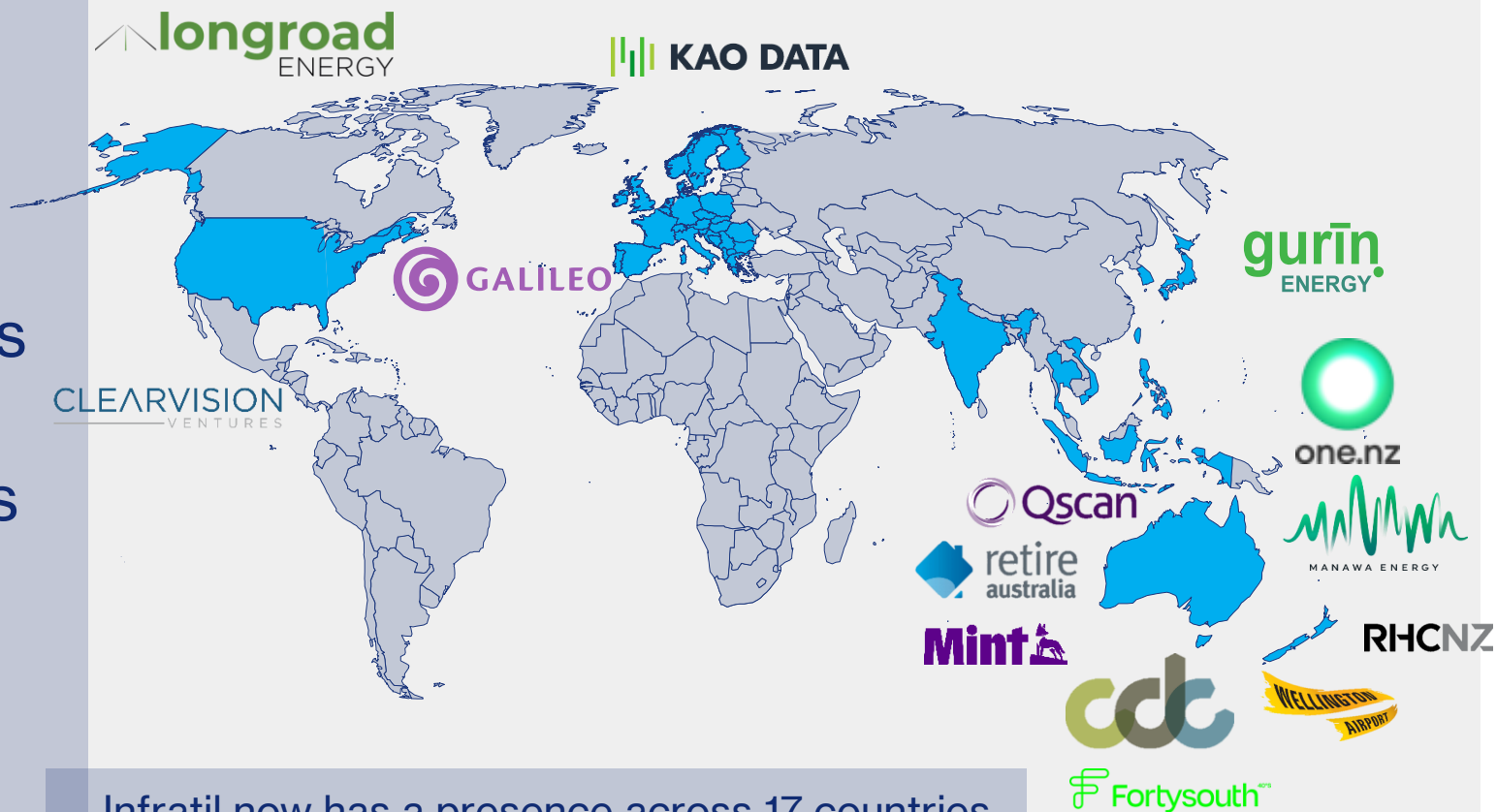
Airports

7%



Portfolio Composition

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

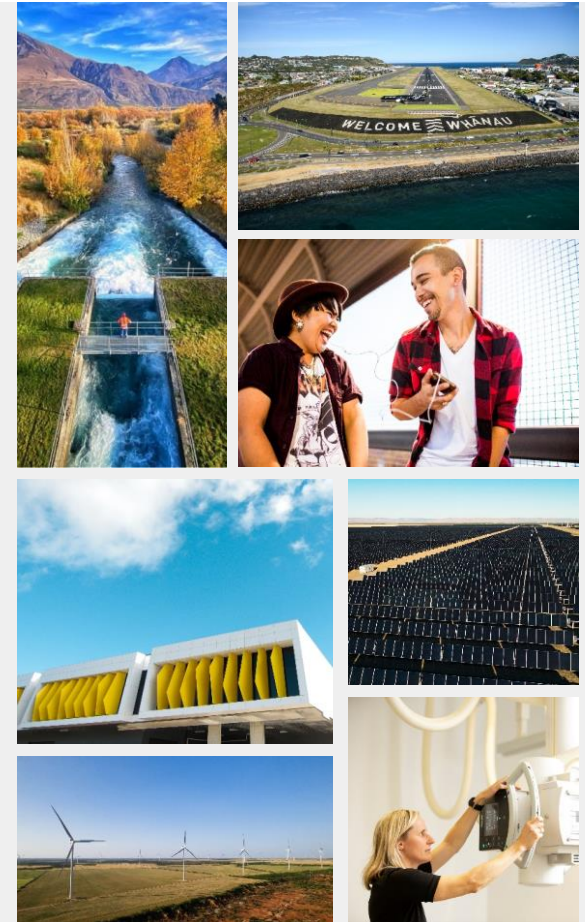


Infratil now has a presence across 17 countries

Sustainability

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

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



Portfolio Composition

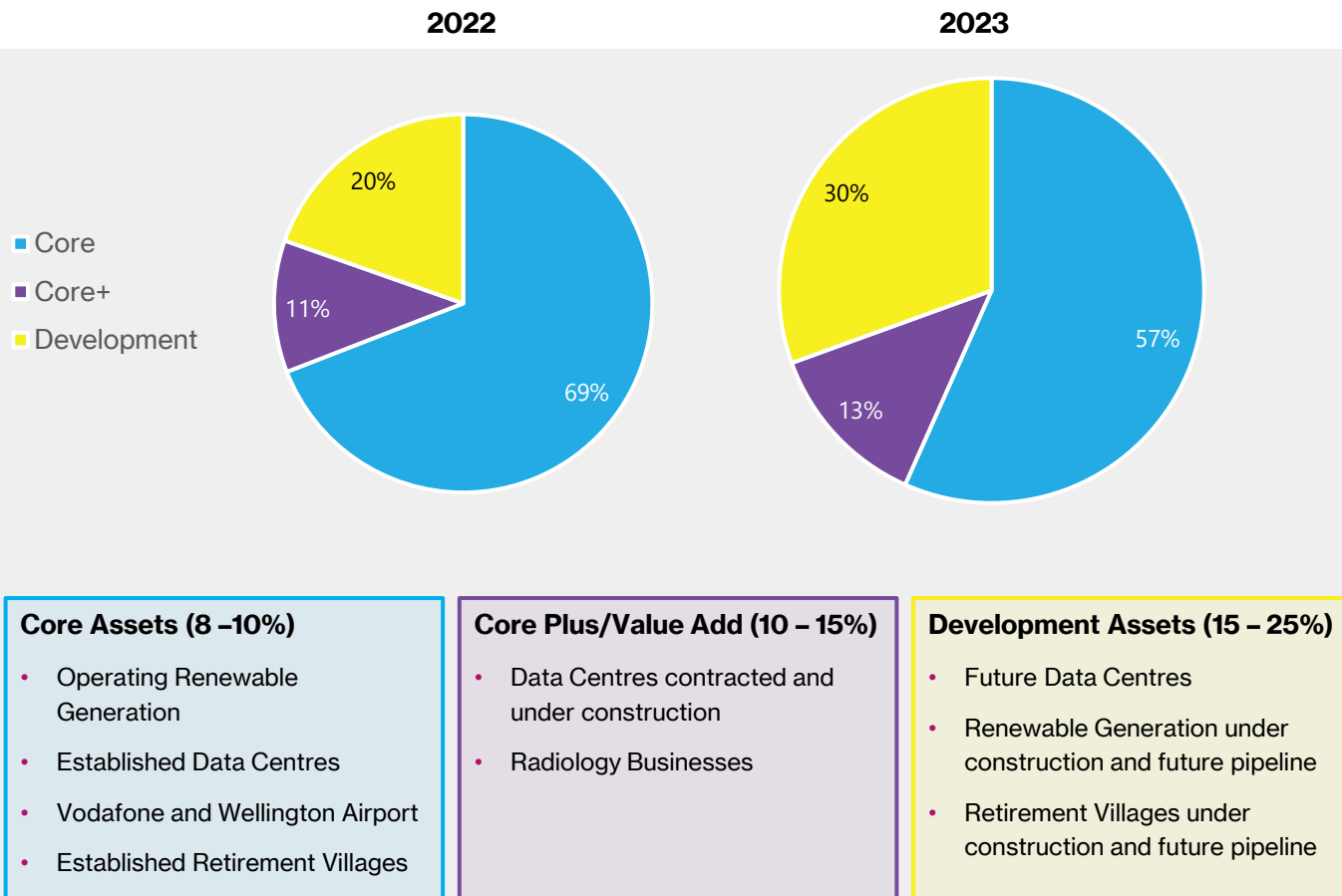
We blend lower and higher risk investments to achieve our target return of 11 – 15% over a rolling 10-year period

Target Portfolio Setting

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

Portfolio Composition

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

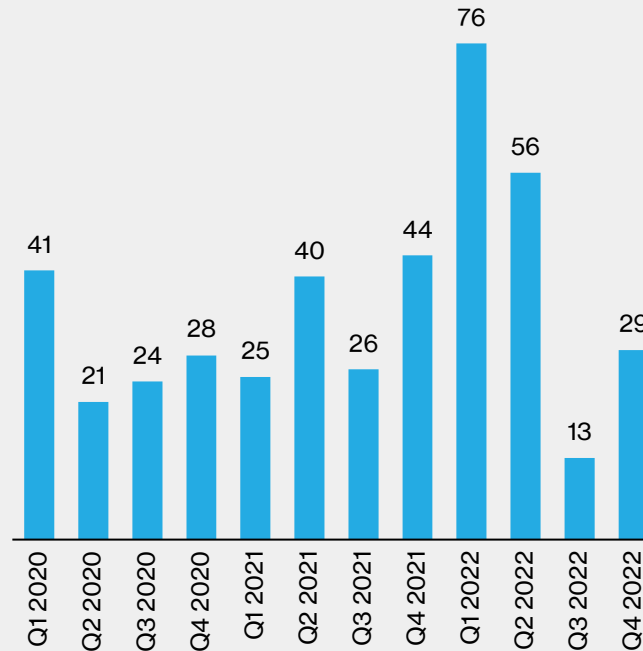


Fundraising & Deal Flow

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

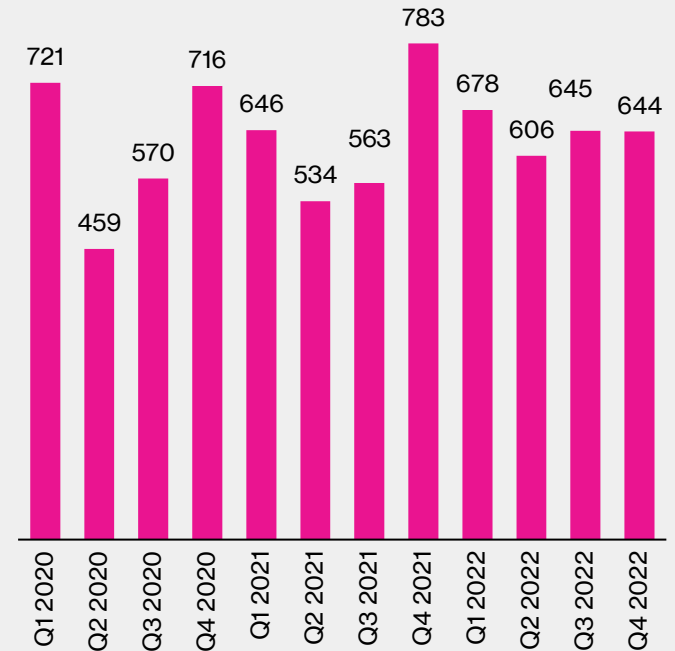
Infrastructure funds raised in the period, US\$bn

Source: Preqin



Number of infrastructure deals in the period

Source: Preqin



Portfolio Outlook

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

Digital infrastructure

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

Renewables

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

Portfolio Outlook

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

Healthcare

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

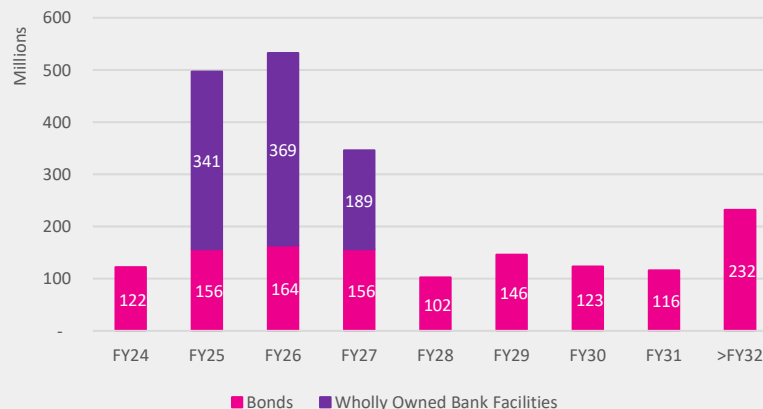
Retirement and Airports

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

Capital Availability

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

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



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

Guidance

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

Proportionate EBITDAF

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

Dividends

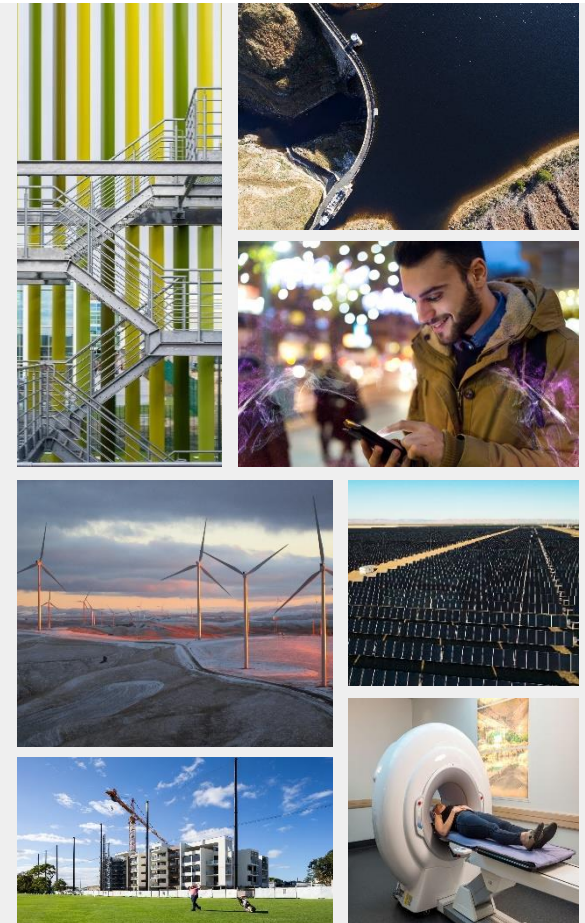
- The dividend outlook is for modest continued growth in cps, reflecting expected growth in operating earnings from CDC Data Centres and One NZ, the resumption of distributions from Wellington Airport and the addition FortySouth to the Group
- The FY2023 interim dividend saw a 3.8% increase (excluding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



Summary

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

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



Questions

Jason Boyes and Phillippa Harford

Chief Executive and Chief Financial Officer