APA Group Limited ACN 091 344 704 | APA Infrastructure Trust ARSN 091 678 778 | APA Investment Trust ARSN 115 585 441 Level 25, 580 George Street Sydney NSW 2000 | PO Box R41 Royal Exchange NSW 1225 Phone +61 2 9693 0000 | Fax +61 2 9693 0093 APA Group | apa.com.au



23 August 2023

ASX ANNOUNCEMENT

APA Group (ASX: APA)

also for release to APA Infrastructure Limited (ASX: AP2)

### **APA FY23 Results Presentation**

APA Group provides the attached financial results presentation for the financial year ended 30 June 2023.

Authorised for release by Amanda Cheney Company Secretary APA Group Limited

For further information, please contact:

Investor enquiries: **Andrew Gibson** General Manager Investor Relations Telephone: +61 3 8416 2466 Mob: +61 437 169 292 Email: <u>Andrew.Gibson@apa.com.au</u> Media enquiries: **Michael Cox** Head of Media Relations & Financial Communications Telephone: +61 2 8044 7002 Mob: +61 429 465 227 Email: <u>Michael.Cox@apa.com.au</u>

#### About APA Group (APA)

APA is a leading Australian Securities Exchange (ASX) listed energy infrastructure business. We own and/or manage and operate a diverse, \$22 billion portfolio of gas, electricity, solar and wind assets. Consistent with our purpose to strengthen communities through responsible energy, we deliver approximately half of the nation's gas usage and connect Victoria with South Australia, Tasmania with Victoria and New South Wales with Queensland through our investments in electricity transmission assets. We also own and operate renewable power generation assets in Australia, with wind and solar projects across the country. APA Infrastructure Limited is a wholly owned subsidiary of APA Infrastructure Trust and is the borrowing entity of APA Group. For more information visit APA's website, <u>apa.com.au</u>.

# Powering Tomorrow

**FY23 Full Year Results** 

23 August 2023

apa

SYZMIN

## Disclaimer

This presentation has been prepared by APA Group Limited (ACN 091 344 704) as responsible entity of the APA Infrastructure Trust (ARSN 091 678 778) and APA Investment Trust (ARSN 115 585 441) (APA Group).

The information in this presentation does not contain all the information which a prospective investor may require in evaluating a possible investment in APA Group and should be read in conjunction with the APA Group's other periodic and continuous disclosure announcements which are available at www.apa.com.au.

All references to dollars, cents or '\$' in this presentation are to Australian currency, unless otherwise stated.

Not financial product advice: Please note that APA Group Limited is not licensed to provide financial product advice in relation to securities in APA Group. This presentation is for information purposes only and is not financial product or investment advice or a recommendation to acquire APA Group securities and has been prepared without taking into account the objectives, financial situation or needs of individuals. Before making an investment decision, prospective investors should consider the appropriateness of the information having regard to their own objectives, financial situation and needs and seek professional advice if necessary.

Past performance: Past performance information should not be relied upon as (and is not) an indication of future performance.

Forward looking statements: This presentation contains certain forward looking information, including about APA Group, which is subject to risk factors. "Forward-looking statements" may include indications of, and guidance on, future earnings and financial position and performance, statements regarding APA Group's future strategies and capital expenditure, statements regarding estimates of future demand and consumption and statements regarding APA's climate transition plans and strategies, the impact of climate change and other sustainability issues for APA, energy transition scenarios, actions of third parties, and external enablers such as technology development and commercialisation, policy support, market support, and energy and offsets availability. Forward-looking statements can generally be identified by the use of forward-looking words such as, 'expect', 'anticipate', 'likely', 'intend', 'could', 'may', 'predict', 'plan', 'propose', 'will', 'believe', 'forecast', 'estimate', 'target', 'outlook', 'guidance', 'goal', 'ambition' and other similar expressions and include, but are not limited to, forecast EBIT and EBITDA, free cash flow, operating cash flow, distribution guidance and estimated asset life.

At the date of this presentation, APA Group believes that there are reasonable grounds for these forward looking statements and due care and attention has been used in preparing this presentation. However, the forward looking statements, opinions and estimates provided in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions and are subject to risk factors associated with the industries in which APA Group operates. Forward-looking statements, opinions and estimates are not guarantees or predictions of future performance and involve known and unknown risks and uncertainties and other factors, many of which are beyond the control of APA Group, and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct. There can be no assurance that actual outcomes will not materially differ from these forward-looking statements, opinions and estimates. A number of

important factors could cause actual results or performance to differ materially from such forward-looking statements, opinions and estimates. These factors include: general economic conditions; exchange rates; technological changes; the geopolitical environment; the extent, nature and location of physical impacts of climate change; changes associated with the energy market transition; and government and regulatory intervention, including to limit the impacts of climate change or manage the impact of Australia's transitioning energy system. There are also limitations with respect to climate scenario analysis, and it is difficult to predict which, if any, of the scenarios might eventuate. Scenario analysis is not an indication of probable outcomes and relies on assumptions that may or may not prove to be correct or eventuate.

Investors should form their own views as to these matters and any assumptions on which any forward-looking statements, estimates or opinions are based. APA Group assumes no obligation to update or revise such information to reflect any change in expectations, contingencies or assumptions.

Investment risk: An investment in securities in APA Group is subject to investment and other known and unknown risks, some of which are beyond the control of APA Group. APA Group does not guarantee any particular rate of return or the performance of APA Group.

Non-IFRS financial measures: APA Group results are reported under International Financial Reporting Standards (IFRS). However, investors should be aware that this presentation includes certain financial measures that are non-IFRS financial measures for the purposes of providing a more comprehensive understanding of the performance of the APA Group. These non-IFRS financial measures include FCF, EBIT, EBITDA and other "normalised" measures. Such non-IFRS information is unaudited, however the numbers have been extracted from the audited financial statements.

Not an offer: This presentation does not constitute an offer, invitation or recommendation to subscribe for or purchase any security. In particular, this presentation does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in the United States. Securities may not be offered or sold, directly or indirectly, in the United States or to persons that are acting for the account or benefit of persons in the United States, unless they have been registered under the U.S. Securities Act of 1933, as amended (the U.S. Securities Act), or are offered and sold in a transaction exempt from, or not subject to, the registration requirements of the U.S. Securities Act and any other applicable state securities laws.

Non-GAAP financial measures: Investors should be aware that certain financial data included in this presentation are "non-GAAP financial measures" under Regulation G of the U.S. Securities Exchange Act of 1934, as amended. These measures are EBITDA, normalised EBITDA and statutory EBITDA. The disclosure of such non-GAAP financial measures in the manner included in the presentation may not be permissible in a registration statement under the U.S. Securities Act. These non-GAAP financial measures do not have a standardised meaning prescribed by Australian Accounting Standards and therefore may not be comparable to similarly titled measures presented by other entities, and should not be construed as an alternative to other financial measures determined in accordance with Australian Accounting Standards. Although APA Group believes these non-GAAP financial measures provide useful information to users in measuring the financial performance and condition of its business, investors are cautioned not to place undue reliance on any non-GAAP financial measures included in this presentation.

apa



## **Acknowledgement of Country**

At APA, we acknowledge the Traditional Owners and Custodians of the lands on which we live and work throughout Australia.

We acknowledge their connections to land, sea and community.

We pay our respects to their Elders past and present, and commit to ensuring APA operates in a fair and ethical manner that respects First Nations peoples' rights and interests.

apa

APA FY23 Results Investor Presentation 3

#### **Customer Share**

### Ensuring gas supply in WA through Mondarra and the new Northern Goldfields Interconnect

- Multiple gas supply outages, unrelated to APA, in early 2023 resulted in ~25% drop in Western Australia's (WA) gas supply
- APA's Mondarra storage and processing facility played a critical role in supporting WA's energy network with safe, efficient and reliable power:
  - Mondarra has storage capacity of 18 PJ and a maximum withdrawal rate of 150 TJ/day
  - The storage capacity is equivalent to 11,000 Victorian Big Batteries
  - At the peak of the market shortfall, APA delivered over 1,000TJ of gas to customers over a 10 day period
- The completion of APA's Northern Goldfields Interconnect (NGI) pipeline in FY23 creates a 'west coast grid', delivering greater flexibility and security to help meet the State's long-term energy needs
  - Connecting the Goldfields Gas Pipeline to Mondarra and the Perth basin







### In FY23, we continued to strengthen communities through responsible energy



\_\_⊓∏

Delivered another year of solid EBITDA and distribution growth



Completed infrastructure projects critical to delivering reliable energy supply for our customers and communities



Refreshed our strategy and have the Executive Leadership Team in place to capture the growth opportunities that the energy transition presents

### A solid FY23 result and growth in distributions in line with FY23 guidance

Segment Revenue<sup>1</sup>

+5.1% to \$2,353m

Driven by a solid Energy Infrastructure performance and inflation



**Underlying EBITDA<sup>2</sup>** 

## +2.0% to \$1,725m

Up 3.5% excluding Orbost; includes investment in capability to support growth ambitions and business resilience Free Cash Flow (FCF)<sup>3</sup>

## -1.0% to \$1,070m

Impacted by higher stay-in-business capex g

**Balance Sheet** 

## 10.6% FFO/Net Debt

Funded ~\$1.2bn of investment from cash flow and debt

#### FY23 DPS<sup>4</sup>

55.0 cps

In-line with guidance; up 3.8% on FY22



FY24 DPS guidance<sup>5</sup>

56.0 cps

Up 1.8% on FY23, reflecting desire to accommodate ongoing investment

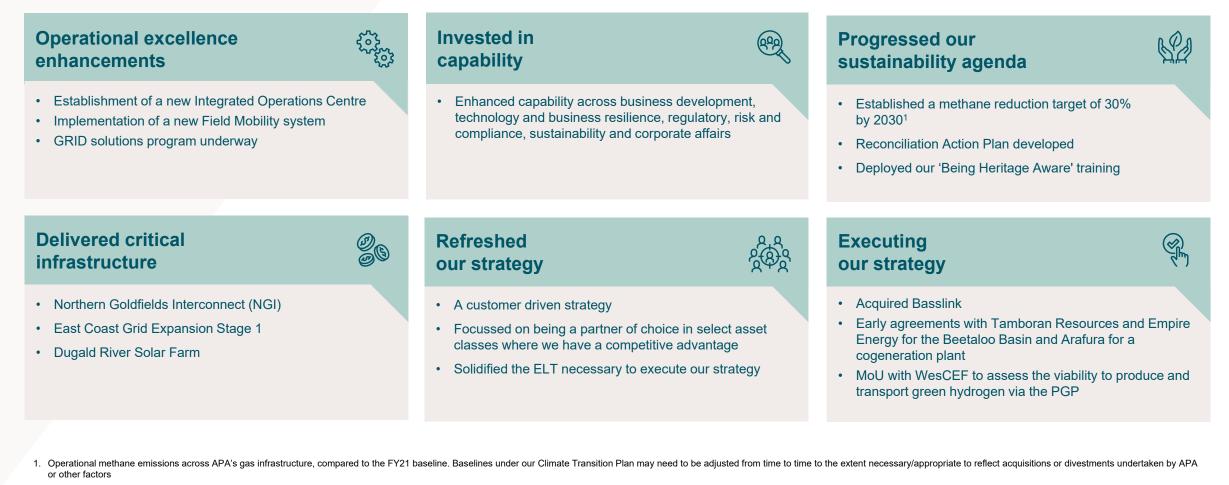


1. Segment Revenue excluding pass-through. Pass-through revenue is offset by pass-through expenses within EBITDA. Any management fee earned for the provision of these services is recognised within total revenue. Reported increase is against FY22.

- 2. Underlying earnings before interest, tax, depreciation, and amortisation ("EBITDA") excludes recurring items arising from other activities, transactions that are not directly attributable to the performance of APA Group's business operations and significant items. Reported increase is against FY22.
- Free Cash Flow is Operating Cash Flow adjusted for strategically significant transformation projects, less stay-in-business (SIB) capex. SIB capex includes operational assets lifecycle replacement costs and technology lifecycle costs. Reported decrease is against FY22.
   DPS = Distribution per security
- 5. Distribution guidance is subject to asset performance, macroeconomic factors, regulatory changes as well as timing of distributions from non-100% owned assets, with distributions to be determined at the Board's discretion. It does not take into account the impact of any potential acquisitions or divestments by APA and any associated funding arrangements, other than the acquisition of Alinta Energy Pilbara and the associated Placement and Security Purchase Plan announced today.



# Safe, reliable operations; delivering energy solutions for our customers; investing in capability; progressing our sustainability agenda





A customer driven strategy to be the partner of choice in delivering infrastructure solutions for the energy transition

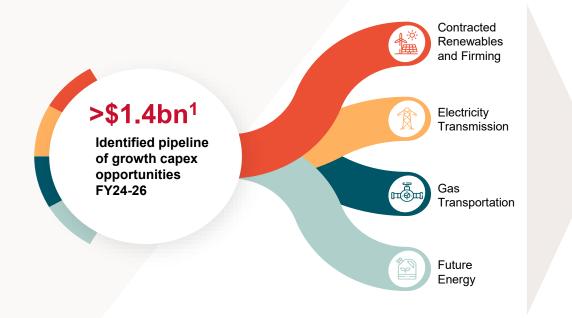


## We are executing our refreshed strategy and responding to the changing needs of our customers and communities

| Executing our strategy to be the Partner of Choice |   | Investing in our foundations  | Investing<br>in capability   |  |
|--|---|---|--|--|
| -  | Basslink  | Technology  | Corporate and Operating Costs  |  |
| £71  | Beetaloo  | Investing in systems and processes to drive efficiency, scalability and strengthen customer and employee experience | Investing in our people and growth including: business development; technology and         |  |
|  | Kurri Kurri Lateral Pipeline  |   | business resilience; regulatory, risk and compliance; sustainability and corporate affairs |  |
|  | Hydrogen MoU with<br>Wesfarmers   | Business Resilience   |  |  |
| <u> </u>   |   | Continuing to invest in our existing assets and strengthen our business resilience                                  |  |  |
|  | Arafura and other joint<br>agreements to progress VRE and<br>firming in the resource sector |   |  |  |
|  |   | Net Zero  |  |  |
| Ø<br>G<br>G  | Internally funded organic growth of over \$1.6b in the last 3 years alone                   | Delivering our Net Zero operational commitments <sup>(1)</sup>  | Dugald River Solar Farm  |  |

1. Further information in relation to APA's climate targets, goals and commitments can be located in the Climate Transition Plan 2022. Baselines under our Climate Transition Plan may need to be adjusted from time to time to the extent necessary/appropriate to reflect acquisitions or divestments undertaken by APA or other factors

# To pursue the significant opportunities presented by the energy transition, we will strike the right balance between distributions and investing for growth



#### We expect our FY24 DPS to be 56cps<sup>2</sup>

The expected FY24 distribution represents growth of 1.8% on FY23 and aims to balance distribution growth with the funding of our growth ambitions.

In particular, this rate of distribution growth:

- acknowledges the funding requirements of our organic growth opportunities
- accommodates foundation investments including technology, emissions reduction and physical asset security
- anticipates the resumption of cash tax payments for FY24 and later periods
- · maintains our investment grade (BBB/Baa2) credit ratings

This approach aims to maximise our ability to participate in the significant opportunities presented by Australia's energy transition.

We will continue to monitor future distributions in the context of the level of success in executing our growth strategy.

- 1. Estimated aggregate organic growth capital expenditure pipeline for FY24 to FY26 reflects management's current expectations based on project design and is subject to change up to final investment decision and agreement on definitive documents. Actual expenditure in each year will depend on project commitments and timing, and may differ from estimates as a result of increased costs, delays or other factors.
- 2. Distribution guidance is subject to asset performance, macroeconomic factors, regulatory changes as well as timing of distributions from non-100% owned assets, with distributions to be determined at the Board's discretion. It does not take into account the impact of any potential acquisitions or divestments by APA and any associated funding arrangements, other than the acquisition of Alinta Energy Pilbara and the associated Placement and Security Purchase Plan announced today.



### Delivery of our strategy being led by a highly experienced and diverse **Executive Leadership Team**



**Elizabeth McNamara** Group Executive Sustainability and Corporate Affairs



**Darren Rogers** Group Executive **Energy Solutions** 

**Garrick Rollason\*\*** Chief Financial Officer



Jane Thomas Group Executive People, Safety and Culture



Vin Vassallo Group Executive Electricity Transmission

\* To commence on 28 August 2023 \*\*To commence in October 2023





# We are building momentum across our business with a relentless focus on three priority areas



apa

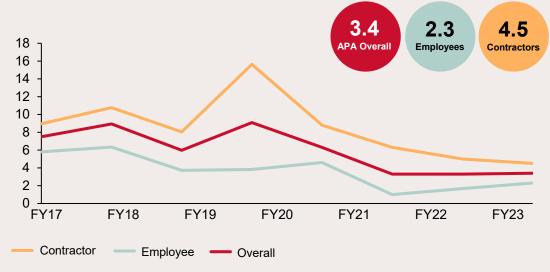
#### **Our People**

We are embedding a culture that drives engagement through the safety, wellbeing and diversity of our people

### Safety of our people

Continued improvement in contractor injuries, offset by an increase in employee injuries compared to FY22

Total Recordable Injury Frequency Rate (TRIFR)<sup>1</sup>



### **Gender diversity**

Continued focus on improving our female representation

**31.8%** Total female representation increased from 29.5% in FY22

#### 31.4%

Senior female leadership representation<sup>(2)</sup> increased from 30.4% in FY22

### Engagement

Implementation of APA's Culture Plan



#### +7%

Strong improvement in our employee Engagement Score of 71%<sup>(3)</sup>

Our engagement score is now above the Gartner Benchmark

1. TRIFR is measured as the number of lost time and medically treated injuries sustained per million hours worked. Data includes both employees and contractors. TRIFR data in this presentation has been independently assured by Deloitte as part of APA's limited assurance of its FY23 safety performance metrics.

2. Senior Leaders comprises "Other executives/general managers" and "senior managers" as reported to WGEA

3. Increase in the FY23 Engagement score against FY22 Engagement Score. The Engagement score tells us that our people are confident in the future performance of APA; they are committed and willing to put in discretionary effort to achieve our objectives.



#### **Our People**

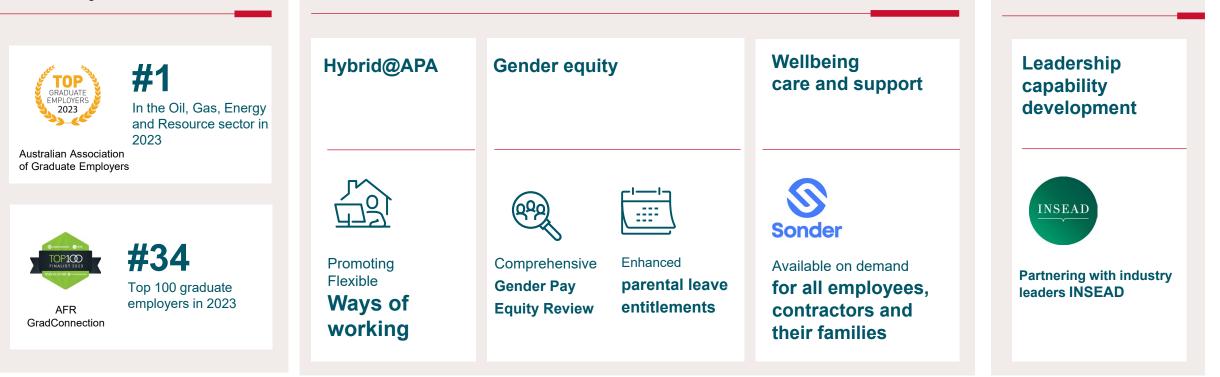
## Targeted programs and initiatives are building our brand as an employer of choice

### **Industry Recognition**

We are proud to be recognised as a top employer of young talent through our Graduate Program

### **Employee Benefits**

We are committed to providing competitive employee benefits and opportunities for our people and ensuring our people feel safe, valued and motivated to do their very best every day

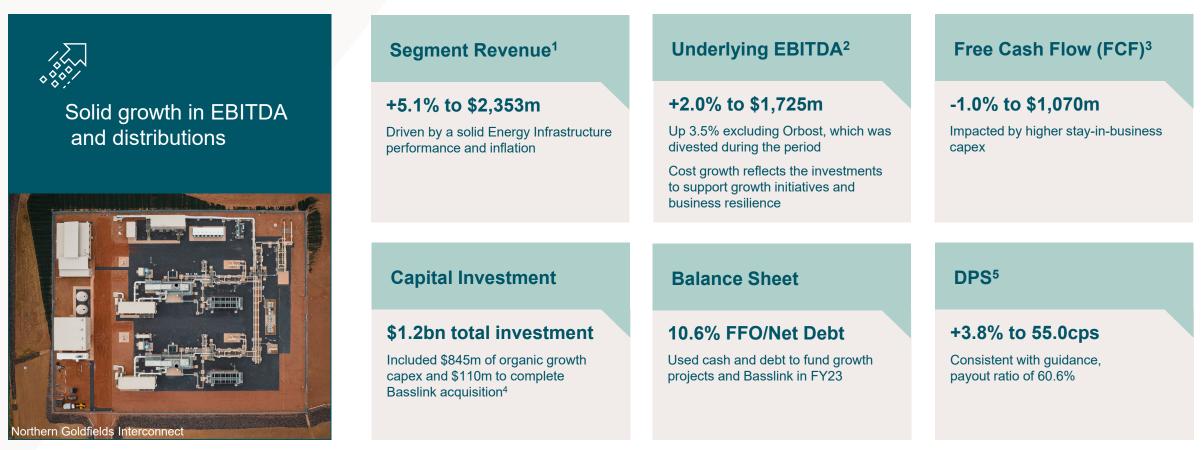


Leader Growth

Continued investment in

leader capability

## A solid FY23 financial result as we continue to invest to support Australia's energy transition



- 1. Segment Revenue excluding pass-through. Pass-through revenue is offset by pass-through expenses within EBITDA. Any management fee earned for the provision of these services is recognised within total revenue. Reported increase is against FY22.
- 2. Underlying earnings before interest, tax, depreciation, and amortisation ("EBITDA") excludes recurring items arising from other activities, transactions that are not directly attributable to the performance of APA Group's business operations and significant items. Reported increase is against FY22.
- 3. Free Cash Flow is Operating Cash Flow adjusted for strategically significant transformation projects, less stay-in-business (SIB) capex. SIB capex includes operational assets lifecycle replacement costs and technology lifecycle costs. Reported decrease is against FY22.
- 4. Total consideration for the acquisition of Basslink was \$758m excluding cash balances acquired of \$25m
- 5. DPS = Distribution per security



## Strong progress against our FY23 sustainability objectives

Build

(z)

## Climate Transition

Progressed our Scope 3 pathways

Completed Dugald River Solar Farm

Achieved 100% renewable electricity procurement by procuring large-scale generation certificates

## Reconciliation Action Plan (RAP)

Ě

Developed APA's inaugural RAP that will embed reconciliation actions into our core business

Launched our new cultural awareness training module

## Accelerate

## Environment 🤤

Continued to uplift our 8 environmental risk areas including spill preparation & response, pests, weeds & diseases and contaminated land

37% of the program now complete

### Methane Target

Targeting a 30% reduction in our operational methane emissions by 2030<sup>1</sup>

Target aligned with the Global Methane Pledge

#### Supporting our Communities

Prioritising rural and regional communities, First Nations People, climate transition and natural environment protection

11,271 landholder interactions during the year

### Heritage Management

Refreshed our HSEH policy

Developed and commenced the rollout of our 'Being Heritage Aware' training module



1. Operational methane emissions across APA's gas infrastructure, compared to the FY21 baseline. Baselines under our Climate Transition Plan may need to be adjusted from time to time to the extent necessary/appropriate to reflect acquisitions or divestments undertaken by APA or other factors



#### **Operational Excellence**

## **Case study – Establishment of APA's methane reduction target**

- Strong progress on Climate Transition Plan initiatives
- Achieved FY23 target of 100% renewable electricity procurement by procuring large-scale generation certificates
- Established a new methane reduction target, incorporating the Methane Guiding Principles to reduce methane emissions across the natural gas supply chain:
  - Commitment to a ≥30% methane reduction target by FY30<sup>1</sup>
  - Active Methane Guiding Principles member
  - Improving accuracy of methane emissions data through aerial surveys and site based measurements



<sup>1.</sup> Operational methane emissions across APA's gas infrastructure, compared to the FY21 baseline. Baselines under our Climate Transition Plan may need to be adjusted from time to time to the extent necessary/appropriate to reflect acquisitions or divestments undertaken by APA or other factors

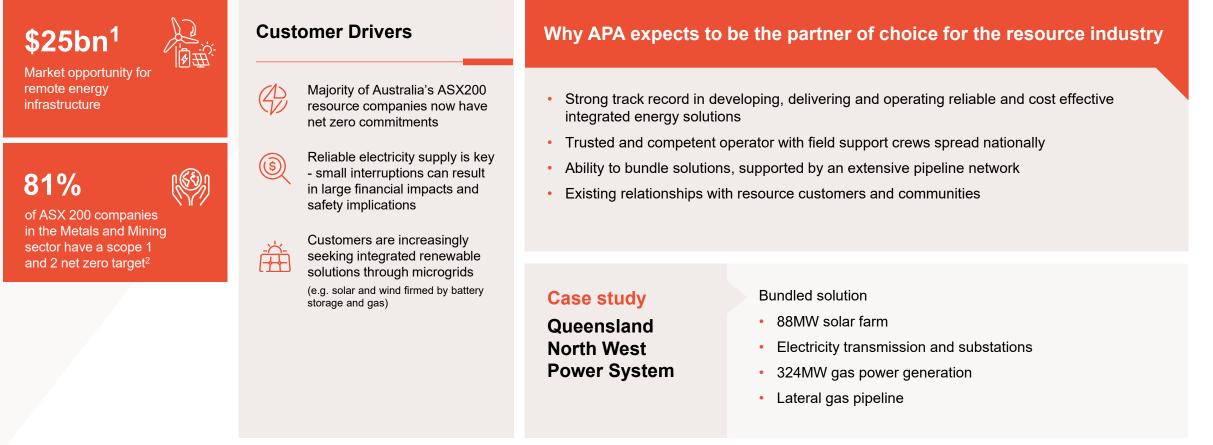


### Creating value as the partner of choice, delivering infrastructure solutions for the energy transition



1. Estimated addressable market sizes in Australia. Estimates are based on a number of key assumptions, including in relation to macroeconomic factors, future technology advancements and costs, market demand, regulatory requirements and government policies and there can be no assurance the estimates are accurate. The actual addressable market sizes may differ materially from the estimates because events frequently do not occur as projected.

## Case study: Facilitating our resources customers' decarbonisation efforts with bundled energy solutions

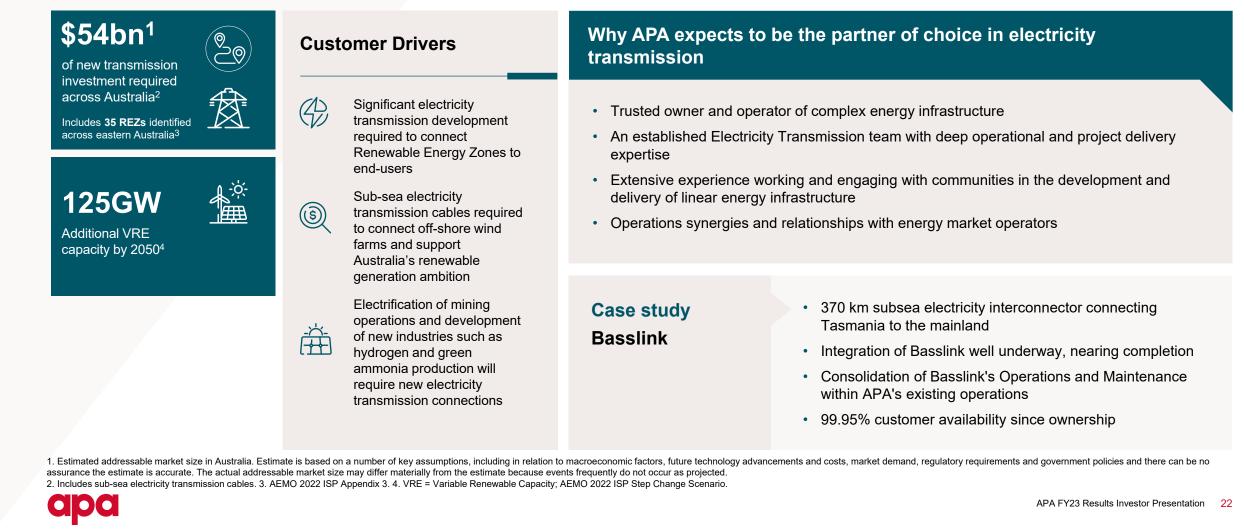


1. Estimated addressable market size in Australia. Estimate is based on a number of key assumptions, including in relation to macroeconomic factors, future technology advancements and costs, market demand, regulatory requirements and government policies and there can be no assurance the estimate is accurate. The actual addressable market size may differ materially from the estimate because events frequently do not occur as projected.

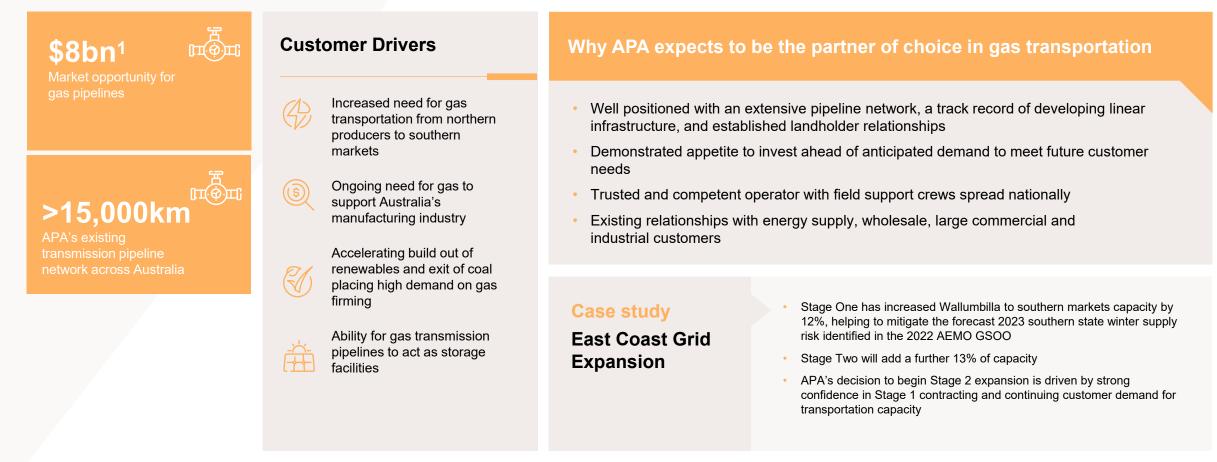
2. Climateworks Centre, 2022, '1.5°C climate goal: How does the ASX200 stack up in 2022?' Analysis covers the 187 companies listed on the ASX200 which have operations in Australia. Of the 26 Metals and Mining companies analysed in the report, 21 have a scope 1 and 2 net zero target.



## Case study: Substantial electricity transmission required to facilitate the accelerating renewable energy buildout across Australia



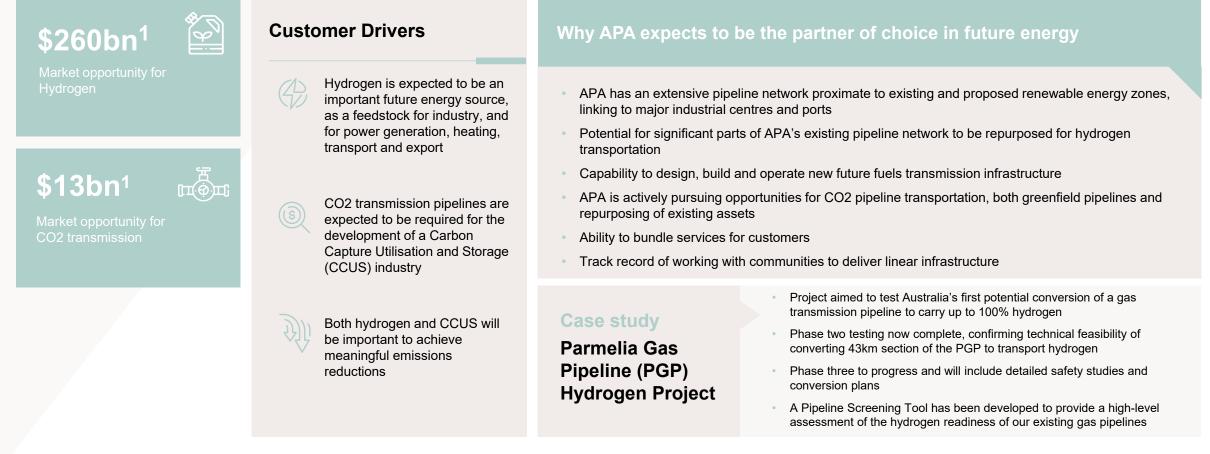
# Case study: Gas transportation to enhance system capacity, reliability and security of supply for Australia's energy system



1. Estimated addressable market size in Australia. Estimate is based on a number of key assumptions, including in relation to macroeconomic factors, future technology advancements and costs, market demand, regulatory requirements and government policies and there can be no assurance the estimate is accurate. The actual addressable market size may differ materially from the estimate because events frequently do not occur as projected.



## Case Study: Momentum building for the transportation and storage of future fuels such as hydrogen and CO2



1. Estimated addressable market sizes in Australia. Estimates are based on a number of key assumptions, including in relation to macroeconomic factors, future technology advancements and costs, market demand, regulatory requirements and government policies and there can be no assurance the estimates are accurate. The actual addressable market sizes may differ materially from the estimates because events frequently do not occur as projected.





FY23 financial performance

Kynwynn Strong Acting CFO

03

## FY23 delivering growth in EBITDA and distributions

| Financial summary                                       |       | FY23  | FY22  | % Change <sup>(1)</sup> |
|---|-------|-------|-------|-------------------------|
| Revenue (excluding pass through) <sup>(2)</sup>         | \$m   | 2,401 | 2,236 | 7.4%                    |
| Segment revenue (excluding pass-through) <sup>(3)</sup> | \$m   | 2,353 | 2,238 | 5.1%                    |
| Underlying EBITDA <sup>(4)</sup>                        | \$m   | 1,725 | 1,692 | 2.0%                    |
| Underlying EBITDA (excluding Orbost) <sup>(5)</sup>     | \$m   | 1,726 | 1,667 | 3.5%                    |
| Non operating items <sup>(6)</sup>                      | \$m   | (39)  | (62)  | 37.1%                   |
| Reported EBITDA <sup>(7)</sup>                          | \$m   | 1,686 | 1,630 | 3.4%                    |
| Depreciation and amortisation                           | \$m   | (750) | (735) | -2.0%                   |
| Net interest expense <sup>(8)</sup>                     | \$m   | (459) | (483) | 5.0%                    |
| Income tax expense (excluding significant items)        | \$m   | (190) | (172) | -10.5%                  |
| NPAT (excluding significant items)                      | \$m   | 287   | 240   | 19.6%                   |
| Significant items after tax                             | \$m   | -     | 20    | n.m.                    |
| Statutory NPAT (including significant items)            | \$m   | 287   | 260   | 10.4%                   |
| Free Cash Flow <sup>(9)</sup>                           | \$m   | 1,070 | 1,081 | -1.0%                   |
| Distribution per security                               | cents | 55.0  | 53.0  | 3.8%                    |
| Cash and undrawn debt facilities                        | \$m   | 2,111 | 2,190 | -3.6%                   |
|   |       |       |       |                         |

| )      |  |
|--------|--|
| ó      | Key points   |
| ó      |  |
| 6      |  |
| 6      | <ul> <li>Solid result driven by the Energy Infrastructure segment</li> </ul>   |
| ó      | Underlying FY23 EBITDA margin of 73%, lower than 76% in FY22 with  |
| ю<br>, | continued investment in capability, emissions reduction costs and lower margin Asset Management activity   |
| ó<br>ó | <ul> <li>The loss from non-operating items declined, with higher technology<br/>transformation costs offset by the Basslink debt revaluation gain and the<br/>Basslink AEMC market compensation receipt</li> </ul> |
| ó      | Depreciation and amortisation increased with the acquisition of Basslink   |
|        | Net interest expense was lower largely due to higher interest income   |
| ó      | <ul> <li>Statutory NPAT (including significant items) up 10%</li> </ul>  |
| ó      | FCF down 1% due to higher SIB capex  |
| ,      |  |

• FY23 DPS up 4% with a payout ratio of 61%

Positive/negative changes are shown relative to impact on profit or other relevant performance metric; n.m. = not meaningful. (1) (2)

Statutory revenue excluding pass-through. Pass-through revenue is offset by pass-through expenses within EBITDA. Any management fee earned for the provision of these services is recognised within total revenue.

Segment revenue excludes: pass-through revenue; Wallumbilla Gas Pipeline hedge accounting unwind; income on Basslink debt investment; Basslink AEMC market compensation and other interest income.

Underlying earnings before interest, tax, depreciation, and amortisation ("EBITDA") excludes recurring items arising from other activities, transactions that are not directly attributable to the performance of APA Group's business operations and significant items.

- Underlying FY23 EBITDA excluding the earnings from Basslink and the Orbost Gas Processing Plant was up 1.8% to \$1,697m (FY22: \$1,667m). (5)
- Refer to slide 30 for further detail (6)
- Earnings before interest, tax, depreciation, and amortisation ("EBITDA") including non-operating items. (7)
- Excluding finance lease and investment interest income, any gains or losses on revaluation of derivatives included as part of EBIT for segment reporting purposes. (8)

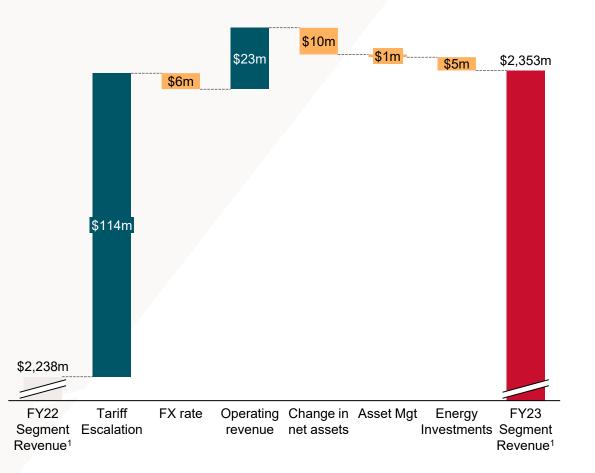
(9) Free Cash Flow is Operating Cash Flow adjusted for strategically significant transformation projects, less stay-in-business (SIB) capex. SIB capex includes operational assets lifecycle replacement costs and technology lifecycle costs



(3)

(4)

## **Revenue growth driven by Energy Infrastructure and inflation linked tariffs**



#### **Key drivers**

- · Inflation linked tariff escalation was the key driver of higher revenue
- East Coast gas transmission assets contributed to higher operating revenue
- Change in net assets driven by sale of Orbost Gas Processing Plant (July 2022), partly offset by Basslink (acquired October 2022)
- Asset Management broadly flat compared to prior year
- Decline in Energy Investments with restructured customer contracts from SEAGas

#### FY24 revenue considerations<sup>2</sup>

- Revenue growth from inflation linked tariff escalation expected to continue
- Full year contribution from Basslink in FY24
- ECG expansion (Stage 1 and 2) to provide capacity for winter peaks with expectation of lower utilisation in non-peak periods
- NGI expected to ramp up gradually over the coming years

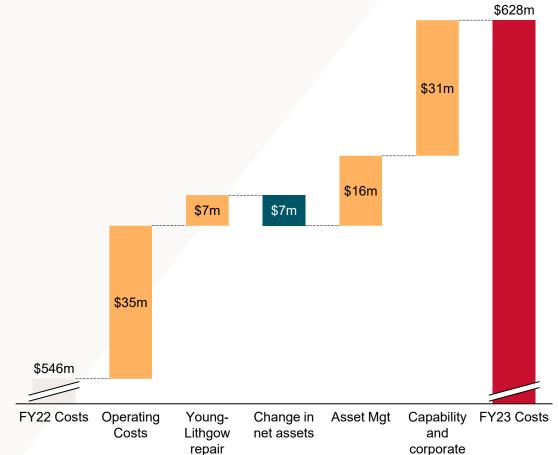
(1) Segment revenue excludes: pass-through revenue; Wallumbilla Gas Pipeline hedge accounting unwind; interest on Basslink debt investment; Basslink AEMC market compensation and other interest income.

(2) The revenue considerations on this slide reflect management's current expectations. They are based on management's view of the current and anticipated needs of APA Group in the relevant financial years. They are subject to review and change from time to time. See the disclaimer in slide 2 of this presentation for further details regarding forward-looking statements.



APA FY23 Results Investor Presentation 27

## Targeted investment in capability and responding to the changing needs of our customers and communities



#### **Key drivers**

- Operating costs higher, with approximately one third of the increase due to 2H23 investment in Electricity Generation & Transmission business development capability, as well as implementation of our emissions reduction program. The balance largely relates to inflation related cost increases over the year
- Costs associated with the Young-Lithgow repairs
- Movement in cost base associated with net asset movements largely relating to the acquisition of Basslink and sale of Orbost
- Increased Asset Management costs due to a higher proportion of low margin projects
- Capability and corporate costs increased 27% in FY23 with higher investment across key areas including: technology and business resilience; regulatory, risk and compliance; sustainability and corporate affairs

#### FY24 cost considerations<sup>1</sup>

- In the Energy Infrastructure segment, FY24 is expected to see annualisation and further growth in costs associated with Electricity Generation & Transmission business development capability, as well as our emissions reduction program.
- Capability and corporate costs in FY24 expected to grow at around half the growth rate of FY23 with ongoing investment in capability. This growth rate is expected to taper in FY25 before expected stabilisation in FY26.

(1) The cost considerations on this slide reflect management's current expectations. They are based on management's view of the current and anticipated needs of APA Group in the relevant financial years. They are subject to review and change from time to time. See the disclaimer in slide 2 of this presentation for further details regarding forward-looking statements.

## **EBITDA growth driven by Energy Infrastructure segment**

| EBITDA by segment                                   |     | FY23  | FY22 % | % Change <sup>(1)</sup> |
|---|-----|-------|--------|-------------------------|
| Energy Infrastructure                               |     |       |        |                         |
| East Coast  | \$m | 645   | 646    | -0.2%                   |
| East Coast (excluding Orbost)                       | \$m | 646   | 621    | 4.0%                    |
| West Coast  | \$m | 305   | 289    | 5.5%                    |
| Wallumbilla Gladstone Pipeline <sup>(2)</sup>       | \$m | 620   | 578    | 7.3%                    |
| Electricity Generation and Transmission             | \$m | 223   | 194    | 14.9%                   |
| Total Energy Infrastructure                         | \$m | 1,793 | 1,707  | 5.0%                    |
| Asset Management                                    | \$m | 56    | 73     | -23.3%                  |
| Energy Investments                                  | \$m | 23    | 28     | -17.9%                  |
| Corporate Costs                                     | \$m | (147) | (116)  | -26.7%                  |
| Underlying EBITDA <sup>(3)</sup>                    | \$m | 1,725 | 1,692  | 2.0%                    |
| Orbost EBITDA (sale completed 28 July 2022)         | \$m | (1)   | 25     | n.m.                    |
| Underlying EBITDA (excluding Orbost) <sup>(4)</sup> | \$m | 1,726 | 1,667  | 3.5%                    |

#### FY23 Key drivers

- Underlying EBITDA up 2% (up 4% excluding Orbost)
- East Coast broadly flat (up 4% excluding Orbost) benefitting from inflation linked tariffs, the new VTS access arrangement and some favourable short-term contracting. This was offset by the divestment of Orbost, Young Lithgow repairs and growth in other costs including those associated with our emissions reduction program
- WGP up 7% driven by inflation, partly offset by FX
- Electricity Generation and Transmission up 15% driven by a \$29m contribution from Basslink (acquired October 2022). Inflation benefits were offset by lower operating revenue from Diamantina Power Station and Badgingarra Renewables as well as costs associated with business development capability
- Asset Management down 23% driven by lower customer contributions and a higher proportion of lower margin activities
- Energy Investments down 18% due to a lower SEAGas contribution
- Corporate costs up 27% with investment in capability to support growth initiatives and business resilience

(1) Positive/negative changes are shown relative to impact on profit or other relevant performance metric; n.m. = not meaningful.

(2) Wallumbilla Gladstone Pipeline is separated from East Coast Grid in this table as a result of the significance of its revenue and EBITDA in the Group. It is categorised as part of the East Coast Grid cash-generating unit for impairment assessment purposes.
 (3) Underlying earnings before interest, tax, depreciation, and amortisation (EBITDA) excludes recurring items arising from other activities, transactions that are not directly attributable to the performance of APA Group's business operations and significant items.
 (4) Underlying FY23 EBITDA excluding the earnings from Basslink and the Orbost Gas Processing Plant was up 1.8% to \$1,697m (FY22: \$1,667m).

## **Non-Operating Items**

| \$ million   | FY23  | FY22  | % Change |
|--|-------|-------|----------|
| Underlying EBITDA <sup>(1)</sup>   | 1,725 | 1,692 | 2.0%     |
| Fair value gains/losses on contracts for difference <sup>(2)</sup>       | 12    | (30)  | n.m.     |
| Technology transformation projects <sup>(3)</sup>                        | (67)  | (22)  | n.m.     |
| Wallumbilla Gas Pipeline hedge accounting unwind <sup>(4)</sup>          | (37)  | (15)  | n.m.     |
| Basslink debt revaluation, interest and integration $\mbox{costs}^{(5)}$ | 47    | 12    | n.m.     |
| Basslink AEMC Market Compensation <sup>(6)</sup>                         | 15    | -     | n.m.     |
| Payroll Review <sup>(7)</sup>  | (9)   | (7)   | -28.6%   |
| Total Non-Operating Items  | (39)  | (62)  | 37.1%    |
| Reported EBITDA <sup>(8)</sup>   | 1,686 | 1,630 | 3.4%     |

n.m. = not meaningful.

- (1) Earnings before interest, tax, depreciation, and amortisation ("EBITDA").
- (2) Net gain/(loss) arising from electricity contracts for difference that economically hedge the future cash flows of the electricity contracts for which hedge accounting is not applicable.
- (3) Costs associated with technology and transformation projects to develop and uplift organisation capabilities, including SaaS customisation and configuration costs incurred during implementation.
- (4) In February 2022, following the entry into a series of forward exchange contracts, hedge accounting was discontinued for WGP revenues to be generated from early calendar year 2022 to late calendar year 2025 that were hedged by USD denominated 144A notes. WGP hedge accounting discontinuation reflects the noncash amortisation of the amount deferred in the hedging reserve over the same period relating to the discontinued hedge relationship.
- (5) Income including accrued interest and the revaluation gain up until the date of acquisition of Basslink Pty Ltd and its subsidiary on 20 October 2022, net of integration costs of \$3 million incurred in the full year to 30 June 2023.
- (6) On 15 December 2022, the Australian Energy Market Commission (AEMC) approved Basslink's compensation claim of \$15 million for direct costs following the application of the administered price cap during an administered price period in Queensland, New South Wales, Victoria and South Australia in June 2022.
- (7) Estimated payment shortfalls for the year ended 30 June 2023 are included within underlying EBITDA. Interest and other related costs are included within reported EBITDA.
- (8) EBITDA including non-operating items.
- (9) The non-operating items considerations on this slide reflect management's current expectations. They are based on management's view of the current and anticipated needs of APA Group in the relevant financial years. They are subject to review and change from time to time. See the disclaimer in slide 2 of this presentation for further details regarding forward-looking statements.

#### FY23 Key drivers

- Electricity contracts for difference are non-cash and will remain volatile from period to period
- Technology transformation costs increased with the investment in key foundational projects, particularly the ERP and Secure Energy, as well as ongoing SaaS implementation costs (FY23 \$9m)
- Ongoing non-cash amortisation of the discontinued WGP hedge
- Upon acquisition of Basslink, realised accrued interest and a revaluation gain on Basslink debt, net of \$3m integration costs
- AEMC approved Basslink's compensation claim for direct costs following the application of a price cap during an administered price period
- Interest and other related costs associated with payroll review

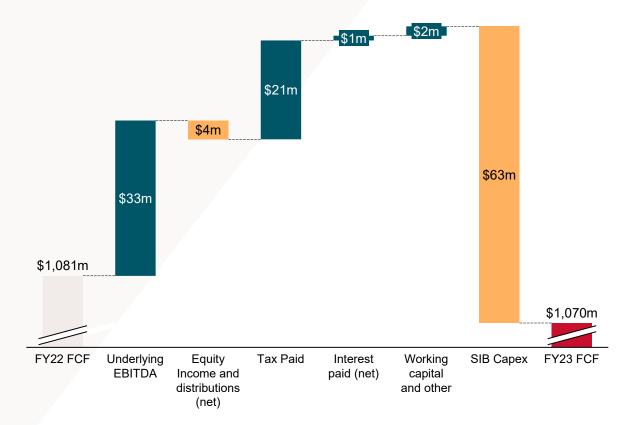
#### FY24 non-operating items considerations<sup>9</sup>

 Technology transformation costs expected to peak in FY24 at ~\$100m, largely driven by ERP and Secure Energy (technology) projects. These costs are expected to moderate in FY26. Included in this are ~\$20m of ongoing SaaS implementation costs which will continue into the future, aligned with our cloud strategy.



30

# Small decline in Free Cash Flow with growth in underlying EBITDA and lower cash tax offset by higher capex

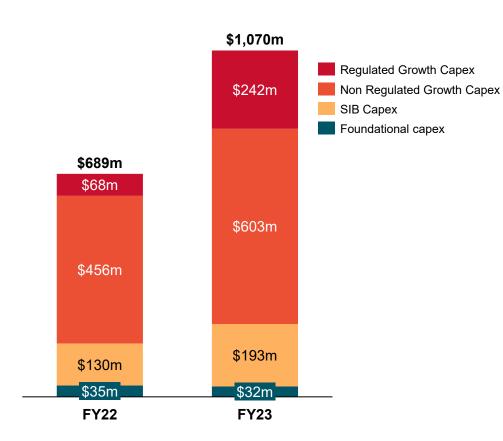


#### Key drivers of Free Cash Flow (FCF)<sup>(1)</sup>

- Higher underlying EBITDA
- Reduced distributions from investments, mainly SEAGas, due to lower contracted revenues and pending refinancing
- Lower cash tax due to accelerated depreciation allowance on new projects through to 30 June 2023
- · Working capital and other change due to general movements period over period
- Stay in Business (SIB) capex higher than last year with increased spend on:
  - Pipeline reliability, integrity and cathodic protection works, especially on the Moomba - Sydney, Roma - Brisbane and Goldfields Gas Pipelines;
  - Moomba facility upgrade works on SWQP;
  - National customer systems.

(1) Free Cash Flow (FCF) is Operating Cash Flow adjusted for strategically significant transformation projects, less stay-in-business (SIB) capex. SIB capex includes operational assets lifecycle replacement costs and technology lifecycle costs. FCF supports APA's operations and the maintenance of capital assets.

### Significant investment in FY23 to drive longer term growth



Total consideration for the acquisition of Basslink was \$758m excluding cash balances acquired of \$25m
 The capex considerations on this slide reflect management's current expectations. They are based on management's view of the current and anticipated needs of APA Group in the relevant financial years. They are subject to review and change from time to time. See the disclaimer in slide 2 of this presentation for further details regarding forward-looking statements.
 SIB capex comprises both Asset and IT lifecycle maintenance

The capital expenditure shown in this table represents payments for property, plant and equipment, and intangibles as disclosed in the cash flow statement, and excludes accruals brought forward from the prior period and carried forward to the next period.

#### FY23 Key drivers

- · Growth capex on regulated assets:
  - · Western Outer Ring Main project
  - Winchelsea Compressor Station
- Growth capex on Non Regulated assets included:
  - East Coast Grid capacity expansion
  - Kurri Kurri Gas Lateral
  - Northern Goldfields Interconnect
  - Gruyere Hybrid Energy Microgrid
  - Dugald River Solar Farm
- Foundation capex includes technology investments and corporate real estate
- FY23 also saw \$110m invested in the Basslink acquisition<sup>1</sup> which was completed in 1H23

#### FY24 capex considerations<sup>2</sup>

- Total SIB capex<sup>3</sup> expected to peak in FY24 at ~\$200m. This includes Basslink, gas transmission pipeline integrity works across the portfolio, and a maintenance program at Diamantina Power Station. SIB capex is expected to taper over the following two years.
- Foundation capex expected to peak in FY24 at ~\$150m, which includes our Grid Solutions Program implementation (hydrocarbon accounting system), emissions reduction program and Secure Energy (physical assets). This investment is required to meet our legislative, regulatory and environmental requirements.



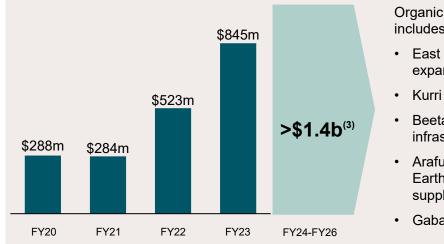
## Balance sheet has internally funded significant growth whilst maintaining investment grade credit ratings

#### Solid balance sheet

|                                     | FY23    | FY22    |
|-------------------------------------|---------|---------|
| Net debt                            | \$10.7b | \$10.2b |
| Average cost of debt <sup>(1)</sup> | 4.4%    | 4.4%    |
| Average duration of debt            | 5.7yrs  | 6.7yrs  |
|                                     |         |         |
| FFO/Net debt <sup>(2)</sup>         | 10.6%   | 11.1%   |
| FFO/Interest (times)                | 3.3x    | 3.6x    |
|                                     |         |         |

- No material debt refinancing obligations until FY25
- Drawn debt is 100% hedged / fixed
- BBB/Baa2 ratings with stable outlook
- Liquidity of \$2.1bn (cash and undrawn liquidity facilities), with ~\$1.6bn required to meet our Treasury Liquidity Risk policy

#### FY24 to FY26 pipeline of capex opportunities >\$1.4b<sup>(3)</sup>



Organic growth pipeline includes:

- East Coast Gas Grid expansion Stage 2
- Kurri Kurri Lateral
- Beetaloo Basin energy
   infrastructure
- Arafura Nolans Rare Earth Project energy supply
- Gabanintha Pipeline

1. The average interest rate is now calculated using period end FX and hedged rates to better reflect actual debt outstanding at period end (comparative year has also been restated). Based on the previous methodology, average interest was 4.59% in FY22.

2. The credit metric ratios are now calculated to be more closely aligned with credit rating agency methodology (comparatives have also been restarted). Based on the previous methodology, FFO/Net debt was 11.5% for the 12 months to 30 June 2022. FFO/Interest is unchanged at 3.6 times for the 12 months to 30 June 2022.

3. Estimated aggregate organic growth capital expenditure pipeline for FY24 to FY26 reflects management's current expectations based on project design and is subject to change up to final investment decision and agreement on definitive documents. Actual expenditure in each year will depend on project commitments and timing, and may differ from estimates as a result of increased costs, delays or other factors.





## **Market Dynamics**

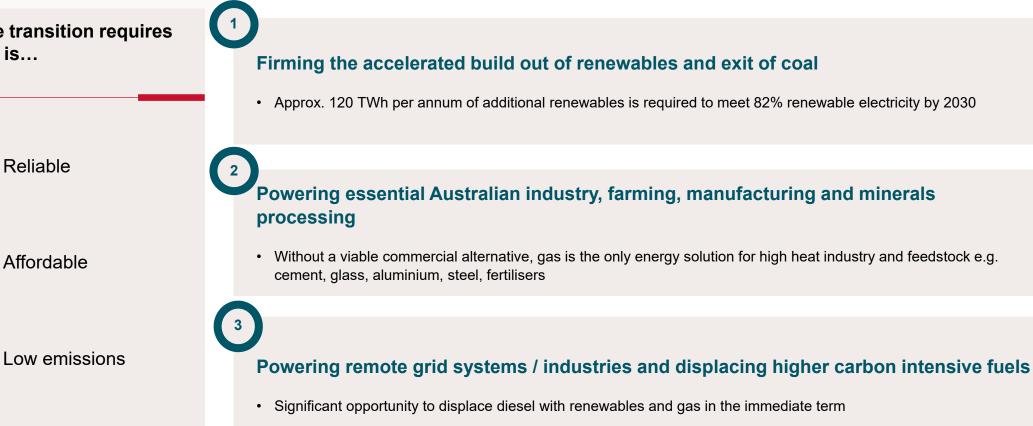
04

Adam Watson CEO & MD

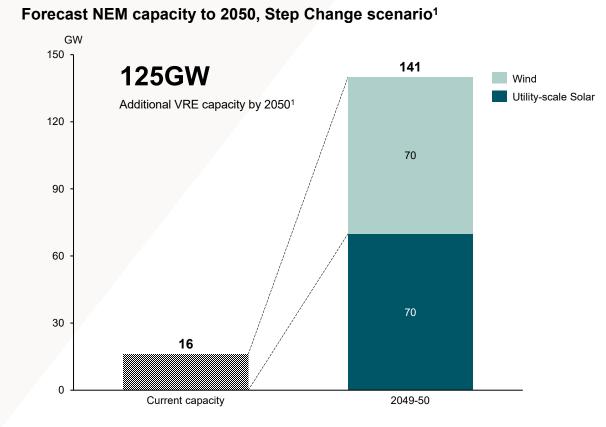
Diamantina Power Station

## Australia has an enormous decarbonisation challenge ahead, requiring a significant renewable energy build out by 2030, with gas to play a critical role

An effective transition requires energy that is...



# As a significant amount of intermittent renewables displaces coal, gas generation firming is expected to be required to underpin a reliable, affordable and low emissions energy system



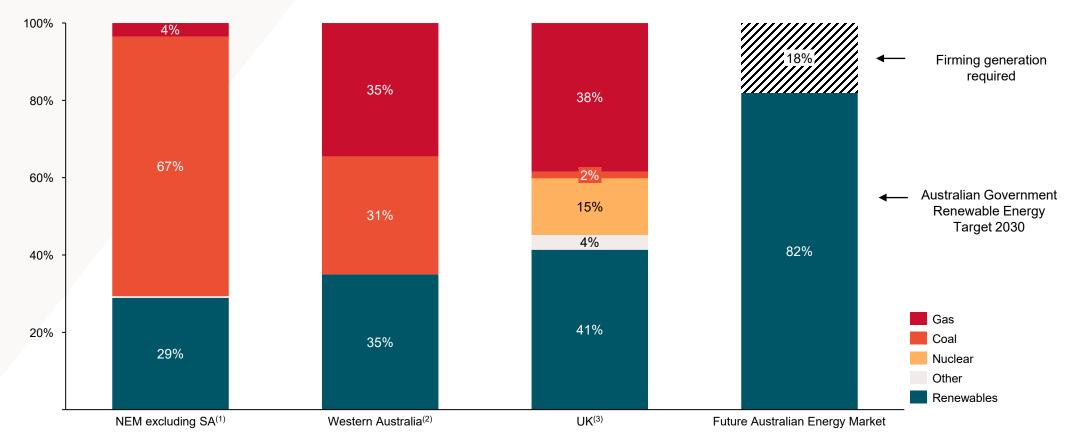
- The ISP forecasts the need for over 125GW of additional VRE capacity by 2050 to meet demand as coal-fired generation withdraws<sup>1</sup>
- Coal generation still accounts for 67% of electricity generation in the NEM (excluding South Australia)<sup>2</sup>
  - More than half of the capacity underpinning this to exit the NEM by 2030<sup>1</sup>
- Gas generators will be essential as they can be turned on within minutes to support intermittent renewable energy generation

Total in the chart may not add due to rounding

- 1. AEMO 2022 ISP Step Change Scenario; VRE = Variable Renewable Energy
- 2. AER State of the Energy Market 2022; 2021 data



# Energy reliability under Australia's 2030 renewable energy target is unlikely to be achieved without gas



Note: % of generation output, by fuel source. Percentages may not total 100 due to rounding.

(1) AER State of the Energy Market 2022; 2021 data. Eastern Australia includes Queensland, New South Wales (including the Australian Capital Territory), Victoria and Tasmania (excludes South Australia).

(2) OpenNEM; 2022 data

(3) Statistical Review of World Energy 2023; 2022 data.



# Case Study: Gas power generation (GPG) forecasted demand is increasing in the South West Interconnected System (SWIS) in WA as renewables come online and coal exits

## Firming the accelerated build out of renewables and exit of coal

• SWIS gas demand for generation of electricity is now forecast to grow from 127 TJ/day in 2023 to 304 TJ/day in 2032, with scheduled coal retirements replaced with renewables firmed with gas

#### MUJA 6 closure Collie closure MUJA 7 & 8 2024 (193MW) 2027 (318MW) closure 2029 (415MW) 350 2022 WA Gas Statement of **Opportunities (GSOO) follows** 300 accelerated coal retirement announcement 250 **11/day** 2021 WA GSOO prior to Synergy's 150 accelerated coal retirements 100 50 2023 2024 2025 2026 2027 2028 2029 2030 2031 2032 2021 WA GSOO 2022 WA GSOO

### Western Australia SWIS forecasted gas power generation consumption<sup>1</sup>

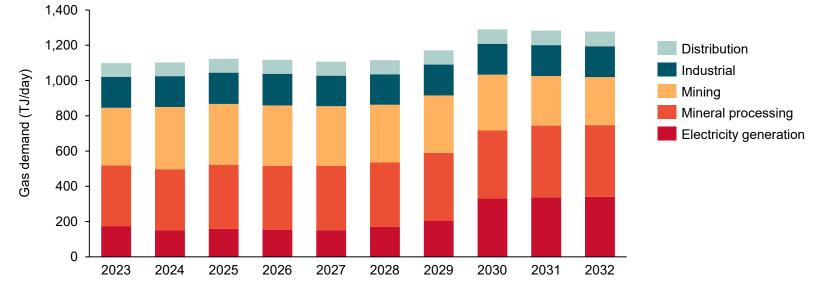
# Case Study: Continued demand for gas in Western Australia to support minerals processing and industrial requirements

# Powering essential Australian industry, manufacturing and minerals processing

 The 2022 WA GSOO sees continued demand for gas to support minerals processing and industrial requirements in the absence of a commercially or technically viable hydrogen industry

# Powering remote-grid systems / industries and displacing carbon intensive fuels

- Retiring diesel can help industries decarbonise their operations
- Renewable power generation can be firmed with gas to achieve a reliable and low emissions energy solution

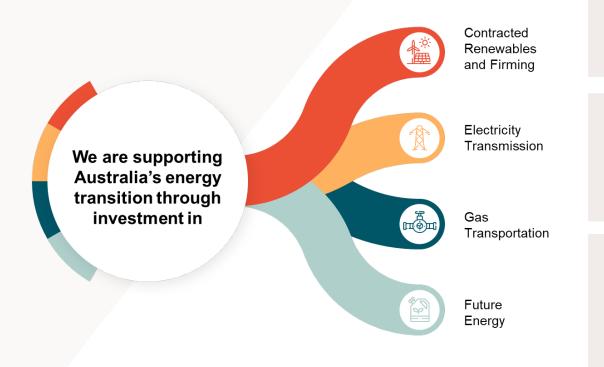


Western Australia forecasted gas demand by usage category<sup>1</sup>



# The energy transition will present significant growth opportunities driving us to balance distributions with investing for growth and investing in the business

## APA is pursuing growth opportunities in select asset classes



## Investing in growth

- Opportunities presented by Australia's energy transition
- Disciplined investments in growth to create value for our securityholders, our customers and our communities

### Investing in our business

- Maintaining our assets and social licence to operate
- Improving our foundations to facilitate growth, drive business resilience and deliver our climate objectives

## Sustainable capital strategy

- FY24 DPS guidance of 56.0 cps<sup>1</sup>
- Striking the right balance between distribution growth and facilitating long-term value-accretive growth
- · Maintaining investment grade credit ratings

1. Distribution guidance is subject to asset performance, macroeconomic factors, regulatory changes as well as timing of distributions from non-100% owned assets, with distributions to be determined at the Board's discretion. It does not take into account the impact of any potential acquisitions or divestments by APA and any associated funding arrangements, other than the acquisition of Alinta Energy Pilbara and the associated Placement and Security Purchase Plan announced today.







## In FY23, we continued to strengthen communities through responsible energy



\_\_⊓∏

ES .

We refreshed our strategy and have the Executive Leadership Team in place to capture the growth opportunities that the energy transition presents

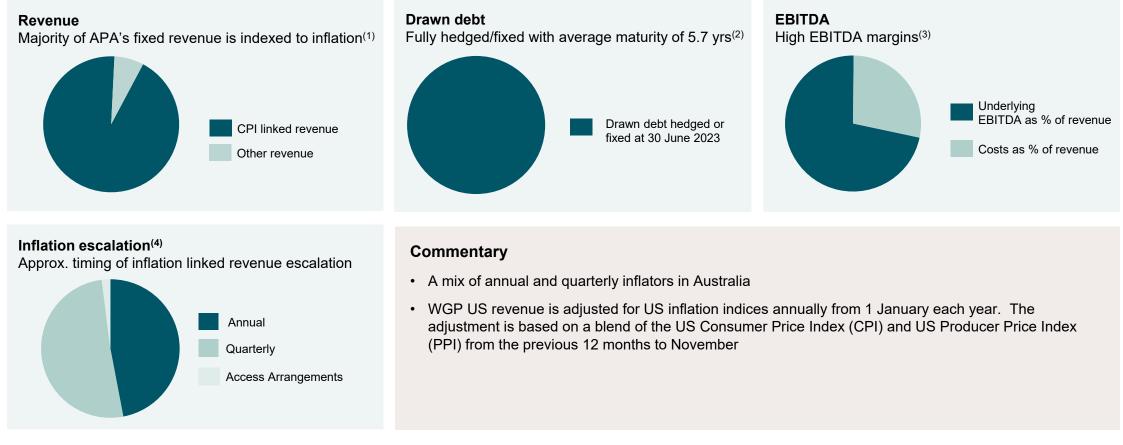
Completed infrastructure projects critical to delivering reliable energy supply

Delivered another year of solid EBITDA and distribution growth

for our customers and communities



# APA is well positioned to benefit from rising inflation



Notes:

(1) Contracts within Australia that contain inflation linked escalations typically apply a formula based on either quarterly, bi annual or annual Australian Consumer Price Index (CPI).
(2) As at 30 June 2023
(3) For FY23 excluding passthrough revenue
(4) For Australian fixed revenue contracts

# **Historical underlying EBITDA by asset – Energy Infrastructure**

| \$ million                                    | FY23  | FY22  | <b>FY21</b> <sup>(1)</sup> | <b>FY20</b> <sup>(1)</sup> | <b>FY19</b> <sup>(1)</sup> |
|---|-------|-------|----------------------------|----------------------------|----------------------------|
| East Coast Grid                               |       |       |                            |                            |                            |
| Wallumbilla Gladstone Pipeline                | 620   | 578   | 550                        | 539                        | 542                        |
| South West Queensland Pipeline                | 262   | 245   | 233                        | 254                        | 250                        |
| Moomba Sydney Pipeline                        | 126   | 136   | 152                        | 161                        | 149                        |
| Victorian Systems                             | 129   | 142   | 113                        | 102                        | 114                        |
| Roma Brisbane Pipeline                        | 54    | 48    | 52                         | 57                         | 58                         |
| Carpentaria Gas Pipeline                      | 35    | 29    | 29                         | 30                         | 37                         |
| Other Qld assets                              | 24    | 28    | 24                         | 23                         | 20                         |
| Northern Territory                            |       |       |                            |                            |                            |
| Amadeus Gas Pipeline                          | 14    | 17    | 23                         | 20                         | 19                         |
| South Australia                               |       |       |                            |                            |                            |
| SESA Pipeline and other SA assets             | 1     | 1     | 2                          | 2                          | 2                          |
| East Coast total (incl WGP)                   | 1,265 | 1,224 | 1,178                      | 1,188                      | 1,191                      |
| East Coast total (excl WGP)                   | 645   | 646   | 628                        | 649                        | 649                        |
| Western Australia                             |       |       |                            |                            |                            |
| Goldfields Gas Pipeline                       | 177   | 167   | 155                        | 150                        | 125                        |
| Eastern Goldfields Pipeline                   | 59    | 54    | 51                         | 51                         | 46                         |
| Mondarra Gas Storage and Processing Facility  | 41    | 36    | 37                         | 36                         | 34                         |
| Pilbara Pipeline System                       | 28    | 27    | 26                         | 28                         | 28                         |
| Other WA assets                               | -     | 5     | 2                          | 6                          | 3                          |
| Western Australia Total                       | 305   | 289   | 271                        | 271                        | 236                        |
| Electricity Generation and Transmission       |       |       |                            |                            |                            |
| Diamantina Power Station                      | 110   | 109   | 94                         | 89                         | 91                         |
| Badgingarra Wind and Solar Farms              | 35    | 39    | 32                         | 34                         | 15                         |
| Emu Downs Wind and Solar Farms                | 30    | 27    | 27                         | 25                         | 23                         |
| Darling Downs Solar Farm                      | 12    | 11    | 14                         | 16                         | 11                         |
| Gruyere Power Station                         | 12    | 8     | 8                          | 7                          | 3                          |
| Basslink & Others                             | 24    | -     | -                          | -                          | -                          |
| Electricity Generation and Transmission Total | 223   | 194   | 175                        | 171                        | 143                        |
| Total   | 1,793 | 1,707 | 1,624                      | 1,630                      | 1,570                      |

(1) The comparative information has been restated as a result of the payroll review. For further information refer to APA Group's FY22 Annual Report.



## **Revenue and EBITDA by geography**

| \$ million  | FY23  | FY22  | Change (\$) | Change (%) <sup>(1)</sup> |
|---|-------|-------|-------------|---------------------------|
| Revenue   |       |       |             |                           |
| Energy Infrastructure                                     |       |       |             |                           |
| Queensland  | 1,330 | 1,240 | 90          | 7.3%                      |
| New South Wales   | 167   | 167   | -           | -                         |
| Victoria  | 220   | 211   | 9           | 4.3%                      |
| South Australia   | 1     | 2     | (1)         | -50.0%                    |
| Northern Territory  | 28    | 28    | -           | -                         |
| Western Australia   | 462   | 434   | 28          | 6.5%                      |
| Energy Infrastructure total                               | 2,208 | 2,082 | 126         | 6.1%                      |
| Asset Management  | 114   | 115   | (1)         | -0.9%                     |
| Energy Investments  | 23    | 28    | (5)         | -17.9%                    |
| Other non-contracted revenue                              | 8     | 13    | (5)         | -38.5%                    |
| Total segment revenue                                     | 2,353 | 2,238 | 115         | 5.1%                      |
| Pass-through revenue                                      | 512   | 496   | 16          | 3.2%                      |
| Wallumbilla Gas Pipeline hedge accounting discontinuation | (37)  | (15)  | (22)        | -146.7%                   |
| Interest income on basslink debt investment               | 50    | 12    | 38          | 316.7%                    |
| Basslink AEMC Market Compensation                         | 15    | -     | 15          | -                         |
| Unallocated revenue                                       | 20    | 1     | 19          | n.m.                      |
| Total revenue   | 2,913 | 2,732 | 181         | 6.6%                      |
| Underlying EBITDA   |       |       |             |                           |
| Energy Infrastructure                                     |       |       |             |                           |
| Queensland  | 1,121 | 1,046 | 75          | 7.2%                      |
| New South Wales   | 126   | 138   | (12)        | -8.7%                     |
| Victoria  | 153   | 143   | 10          | 7.0%                      |
| South Australia   | 1     | 1     | -           | -                         |
| Northern Territory  | 15    | 17    | (2)         | -11.8%                    |
| Western Australia   | 377   | 362   | 15          | 4.1%                      |
| Energy Infrastructure total                               | 1,793 | 1,707 | 86          | 5.0%                      |
| Asset Management  | 56    | 73    | (17)        | -23.3%                    |
| Energy Investments  | 23    | 28    | (5)         | -17.9%                    |
| Corporate costs   | (147) | (116) | (31)        | -26.7%                    |
| Underlying EBITDA   | 1,725 | 1,692 | 33          | 2.0%                      |

(1) Positive/negative changes are shown relative to impact on profit or other relevant performance metric; n.m. = not meaningful



## **EBITDA bridge to Free Cash Flow**

| \$ million   | FY23  | FY22  | % Change <sup>(1)</sup> |
|--|-------|-------|-------------------------|
| Underlying EBITDA <sup>(2)</sup>                           | 1,725 | 1,692 | 2.0%                    |
| less Equity Accounted Earnings                             | (23)  | (28)  | -17.9%                  |
| Underlying EBITDA Excluding Associates/JV's                | 1,702 | 1,664 | 2.3%                    |
| Change in Working Capital/other                            | 9     | 10    | -10.0%                  |
| Cash impact of Non Operating Items/Other <sup>(3)</sup>    | (64)  | (21)  | 204.8%                  |
| Gross Operating Cash Flow                                  | 1,647 | 1,653 | -0.4%                   |
| plus Dividends from Associates and JV's                    | 19    | 27    | -29.6%                  |
| Proceeds from repayment of finance Lease                   | 1     | 1     | -                       |
| Net Interest   | (439) | (441) | -0.5%                   |
| Тах  | (22)  | (43)  | -48.8%                  |
| Operating Cash Flow  | 1,206 | 1,197 | 0.8%                    |
| SIB CAPEX  | (193) | (130) | 48.5%                   |
| Material Technology Transformation Projects <sup>(4)</sup> | 57    | 14    | 307.1%                  |
| Free Cash Flow <sup>(5)</sup>                              | 1,070 | 1,081 | -1.0%                   |

(1) Positive/negative changes are shown relative to impact on profit or other relevant performance metric.

(2) Excluding non-operating and significant items

(3) Represents costs associated with technology transformation projects to develop and uplift the organisation capabilities, including SaaS customisation and configuration costs incurred during implementation, which were previously capitalised prior to the publication of the IFRIC Agenda decision in April 2021. The \$64m comprises: \$57m of Strategically Significant Transformation Projects, \$9m of SaaS implementation costs, as well as other non-operating items including payroll review costs, Basslink integration costs and Basslink AEMC market compensation.

(4) Non-operating expenses relating to Strategically Significant Transformation Projects added back to calculate Free Cash Flow

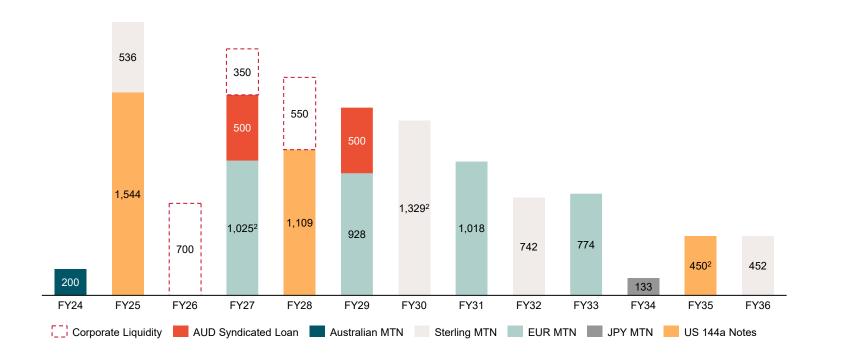
(5) Free Cash Flow (FCF) is Operating Cash Flow adjusted for strategically significant transformation projects, less stay-in-business (SIB) capex. SIB capex includes operational assets lifecycle replacement costs and technology lifecycle costs. FCF supports APA's operations and the maintenance of capital assets.

# FY23 Capital and investment expenditure

| \$ million                                  | Description of major projects  | FY23  | FY22  |
|---|--|-------|-------|
| Growth capex                                |  |       |       |
| Regulated                                   | Western Outer Ring Main (WORM), Winchesea<br>Compressor; Access Arrangement Allowed<br>Expenditure | 242   | 68    |
| Non-Regulated                               |  |       |       |
| - East Coast Gas                            | East Coast Grid Stage 1, Kurri Kurri Gas Lateral   | 172   | 129   |
| - West Coast Gas                            | Northern Goldfields Interconnect   | 300   | 217   |
| - Electricity Generation and Transmission   | Dugald River Solar Farm; Gruyere Power Grid  | 113   | 76    |
| - Customer contribution projects and others | VIC estate, road and rail projects   | 18    | 33    |
| Total growth capex                          |  | 845   | 523   |
| SIB capex                                   |  |       |       |
| - Asset Lifecycle capex                     |  | 161   | 123   |
| - IT Lifecycle capex                        |  | 32    | 7     |
| Total SIB capex                             |  | 193   | 130   |
| Foundation capex                            |  |       |       |
| - Technology and Other capex                |  | 10    | 18    |
| - Corporate Real Estate                     |  | 22    | 17    |
| Total Foundation capex                      |  | 32    | 35    |
| Total capital expenditure                   |  | 1,070 | 689   |
| - Acquisitions and Investments              |  | 110   | 587   |
| Total capital and investment expenditure    |  | 1,180 | 1,276 |

The capital expenditure shown in this table represents payments for property, plant and equipment as disclosed in the cash flow statement, and excludes accruals brought forward from the prior period and carried forward to the next period. Represents stay-inbusiness capital expenditure not recoverable from customers and/or regulatory frameworks.

## Solid balance sheet and capital position



- BBB/Baa2 ratings with stable outlook
- FFO/Net Debt of 10.6% providing significant headroom to fund growth and support capital management
- No material debt refinancing obligations until FY25
- Average cost of debt in FY23 4.4%
- Average maturity 5.7 years
- Drawn debt is 100% hedged or fixed
- \$1.6b of undrawn facilities

1) APA debt maturity profile as at 30 June 2023

2) The USD denominated obligations have been translated at the spot USD:AUD FX rate, 0.6664

# **5 year normalised financials**

| Financial Performance  |       | FY23   | FY22   | FY21   | FY20   | FY19   |
|--|-------|--------|--------|--------|--------|--------|
| Revenue  | \$m   | 2,913  | 2,732  | 2,605  | 2,591  | 2,452  |
| Revenue excluding pass-through <sup>(1)</sup>                | \$m   | 2,401  | 2,236  | 2,145  | 2,130  | 2,031  |
| Underlying EBITDA <sup>(2)</sup>                             | \$m   | 1,725  | 1,692  | 1,629  | 1,650  | 1,570  |
| Total reported EBITDA <sup>(3)</sup>                         | \$m   | 1,686  | 1,630  | 1,639  | 1,652  | 1,565  |
| Depreciation and amortisation expenses                       | \$m   | (750)  | (735)  | (674)  | (651)  | (611)  |
| Reported EBIT <sup>(3)</sup>                                 | \$m   | 936    | 895    | 965    | 1,001  | 954    |
| Net interest expense <sup>(3)</sup>                          | \$m   | (459)  | (483)  | (505)  | (508)  | (497)  |
| Significant items - before income tax                        | \$m   | -      | 28     | (397)  | -      | -      |
| Income tax expense (including significant items)             | \$m   | (190)  | (180)  | (62)   | (184)  | (175)  |
| Statutory net profit after tax (including significant items) | \$m   | 287    | 260    | 1      | 309    | 282    |
| Significant items - after income tax                         | \$m   | -      | 20     | (278)  | -      | -      |
| Net profit after tax (excluding significant items)           | \$m   | 287    | 240    | 279    | 309    | 282    |
| Financial Position   |       |        |        |        |        |        |
| Total assets   | \$m   | 15,866 | 15,836 | 14,742 | 15,994 | 15,429 |
| Total drawn debt <sup>(4)</sup>                              | \$m   | 11,240 | 11,146 | 9,666  | 9,984  | 9,352  |
| Total equity   | \$m   | 1,910  | 2,629  | 2,951  | 3,200  | 3,584  |
| Cash Flow  |       |        |        |        |        |        |
| Operating cash flow <sup>(5)</sup>                           | \$m   | 1,206  | 1,197  | 1,051  | 1,088  | 1,007  |
| Free cash flow (6)   | \$m   | 1,070  | 1,081  | 902    | 957    | 894    |
| Key financial ratios   |       |        |        |        |        |        |
| Earnings/(loss) per security including significant items     | cents | 24.3   | 22.1   | 0.1    | 26.2   | 23.9   |
| Earnings/(loss) per security excluding significant items     | cents | 24.3   | 20.4   | 23.7   | 26.2   | 23.9   |
| Free cash flow per security                                  | cents | 90.7   | 91.6   | 76.4   | 81.1   | 75.7   |
| Distribution per security                                    | cents | 55.0   | 53.0   | 51.0   | 50.0   | 47.0   |
| Funds From Operations to Net Debt <sup>(7)</sup>             | %     | 10.6   | 11.1   | 11.0   | 12.1   | 10.7   |
| Funds From Operations to Interest                            | Times | 3.3    | 3.6    | 3.1    | 3.2    | 3.0    |
| Weighted average number of securities                        | m     | 1,180  | 1,180  | 1,180  | 1,180  | 1,180  |

(1) Pass-through revenue is offset by pass-through expense within EBITDA. Any management fee earned for the provision of these services is recognised as part of asset management revenues.

(2) Underlying earnings before interest, tax, depreciation, and amortisation ("EBITDA") excludes recurring items arising from other activities, transactions that are not directly attributable to the performance of APA Group's business operations and significant items
 (3) Excludes significant items.

(4) APA's ability to repay debt at relevant due dates of the drawn debt facilities. This amount represents the actual debt outstanding in Australian dollars at period end. The methodology of calculating debt has changed, for details refer to the Financing Activities section of APA Group's FY23 Annual Report.

(5) Operating cash flow = net cash from operations after interest and tax payments.

(6) Free cash flow is Operating Cash Flow adjusted for strategically significant transformation projects, less stay-in-business (SIB) capex. SIB capex includes operational assets lifecycle replacement costs and technology lifecycle costs.

(7) The credit metric ratios are now calculated to be more closely aligned with credit rating agency methodology (FY22 comparative has also been restated). Based on the previous methodology, FFO/Net debt was 11.5% for the 12 months to 30 June 2022. FFO/Interest is unchanged at 3.6 times for the 12 months to 30 June 2022.





# **Regulation of Australian gas pipelines**

## APA pipelines by regulation type

- Full regulation pipelines
- Light regulation pipelines
- Non-scheme pipelines
- --- Partly full regulation/non-scheme pipelines

During FY23 approximately 8.2% of APA's Energy Infrastructure revenues were subject to regulated outcomes.

Gas pipelines in Australia are regulated under the National Gas Law (NGL) and National Gas Rules (NGR) by the Australian Energy Regulator (AER) or the Economic Regulation Authority of Western Australia (ERA).

On 2 March 2023, amendments to the NGL and NGR were proclaimed and came into effect across all states except Western Australia. Prior to these amendments (and ongoing in WA), the NGL and NGR established 2 regulatory pipeline frameworks:

1. **Scheme pipelines** (NGR Parts 8-12) subject to either:

 Full regulation with regulator approved tariffs and terms and conditions; or

 Light regulation where pipeline owners publish services and prices and comply with information provision requirements.

2. **Non-Scheme pipelines** (NGR Part 23) where tariffs and terms are negotiated between parties.

The 2 March 2023 amendments to the NGL and NGR discontinue light regulation and transition to a:

• 'heavier' form of regulation, based on the current full regulation for scheme pipelines; or

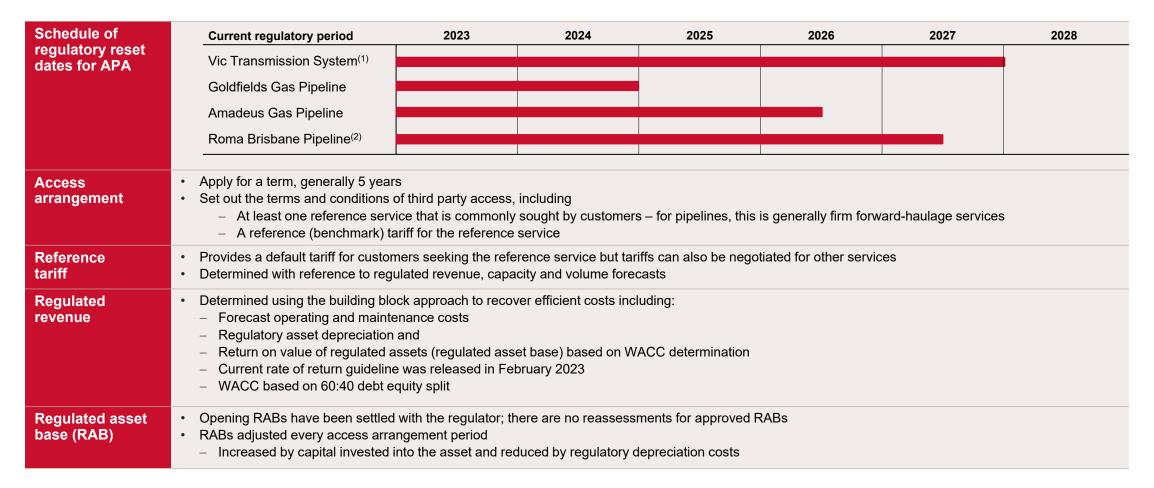
• 'lighter' form of regulation, based on the previous Part 23 (now Part 10) regime for non scheme pipelines.

In practice, pipelines currently subject to full regulation are not expected to experience much change. APA's non-scheme pipelines and pipelines previously subject to light regulation will transition to the new 'lighter' form of regulation.

Following on from this legislative change, the regulator will now have the power to determine the form of regulation to apply to a particular pipeline. In effect, this means that the AER can decide to apply full regulation to non-scheme pipelines. The AER would then have the role of approving capital and operating expenditure and rates of return under five year access arrangement proposals. APA will also be required to publish actual contracted prices across its pipeline network.

Further changes to the information disclosure framework will take place from FY25, under a new Pipeline Information Disclosure Guideline, currently under development.

# **Regulation of Australian gas pipelines (continued)**



(1) Victorian Transmission System access arrangement from 1 January 2023 to 31 December 2027

(2) Roma Brisbane Pipeline access arrangement from 1 July 2022 to 30 June 2027



55



# APA is a leading Australian energy infrastructure business playing a key role in the transition of Australia's energy system

### Delivering secure, reliable and affordable energy

- Operating critical infrastructure to deliver energy to residential and commercial users, generators and industrial customers
- Progressing the expansion of the East Coast Grid to bring gas to southern markets ahead of forecast shortfalls
- Building new energy solutions such as the NGI to support resources and industrial growth in WA

### Decarbonising our energy system

- Investing in electricity transmission and REZs to support decarbonisation
- Supporting customer decarbonisation via renewable energy solutions and microgrids
- Participating in hydrogen projects via our Pathfinder program

### **Creating value**

- Earnings stability from highly contracted and regulated operations
- Maintaining investment discipline, a competitive cost of capital and a strong balance sheet to fund growth

| Diverse energy infrastructure portfolio  |  |  |  |
|--|--|--|--|
| Gas infrastructure   | Power Generation   |  |  |
| Transmission <sup>(1)</sup><br>>15,000 km transmission<br>pipelines                                | Renewable energy <sup>(1)</sup><br>342 MW Wind<br>251 MW Solar<br>Gas fired <sup>(1)</sup>   |  |  |
| Storage<br>12,000 tonnes LNG<br>18 PJ gas  | 440 MW Electricity Transmission  |  |  |
| Distribution <sup>(2)</sup><br>>29,500 km gas mains and<br>pipelines<br>>1.5 million gas customers | <ul> <li>&gt;600 km high voltage electricity transmission<sup>(1)</sup></li> <li>including</li> <li>290 km deep-sea cable</li> </ul> |  |  |

(1) Includes 100% of assets operated and/or under construction by APA Group, which form part of Energy Investments segment, including SEA Gas, EII and EII2 (each partially owned) (2) Includes 100% of assets operated by APA Group in Queensland, New South Wales, Victoria and South Australia



## Existing APA operational footprint diversified across a range of energy infrastructure assets

### APA PORTFOLIO OF ASSETS AND INVESTMENTS

#### Pipeline

- 3 Amadeus Gas Pipeline (inc laterals)
- 13 Berwyndale Wallumbilla Pipeline
- Bonaparte Gas Pipeline 1
- 9 Carpentaria Gas Pipeline (inc laterals)
- Central Ranges Pipelines 22
- Central West Pipeline 23
- 37 Eastern Goldfields Pipeline
- Goldfields Gas Pipeline 47
- 38 Kalgoorlie Kambalda Pipeline
- 40 Mid West Pipeline
- 20 Moomba Sydney Pipeline (inc laterals)
- Moomba to Sydney Ethane Pipeline 21
- 28 Mortlake Gas Pipeline
- Northern Goldfields Interconnect 39
- 45 Parmelia Gas Pipeline
- Pilbara Pipeline System 48
- 12 Reedy Creek Wallumbilla Pipeline
- 15 Roma Brisbane Pipeline (inc Peat lateral)
- 30 SEA Gas Pipeline
- 29 SESA Pipeline
- 10 South West Queensland Pipeline
- Telfer/Nifty Gas Pipelines and lateral 49 25 Victorian Transmission System
- 14 Wallumbilla Gladstone Pipeline (inc laterals)
- Wickham Point Pipeline 2

- Yamarna Gas Pipeline 36
- 51 Kurri Kurri Lateral Pipeline (KKLP)
- 52 Western Outer Ring Main (WORM)

#### Wind Farm

- Dandenong (680TJ/12000t)
- Kogan North (12TJ/d) 46
  - Mondarra (18PJ)

#### Gas Distribution

27

18

Allgas Gas Network 16

Gas Processing and Storage

- 50 Australian Gas Networks
- Tamworth Gas Network 24

#### Electricity Transmission

- 19 Directlink
- 31 Murraylink 53 Basslink\*

#### Generation

- 17 Daandine (30 MW)
- Diamantina (242 MW) 6
- Gruyere (47 MW) 33 7
  - Leichhardt (60 MW)
- 5 Thomson (22 MW)
- 4 A X41 (41 MW)
- 35 Gruyere Battery Station (4.4 MW/MWh)

#### Solar Farm

- 43 Badgingarra (19 MW)
- O Darling Downs (108 MW) 11
- ② Emu Downs (20 MW) 41
- 34 O Gruyere Solar Farm (13.2 MW)
- 8 O Dugald River Solar Farm (88 MW)

\* Acquired October 2022.

- Badgingarra (130 MW)
- 44 42 Emu Downs (80 MW)
- 32 North Brown Hill (132 MW)

#### Key

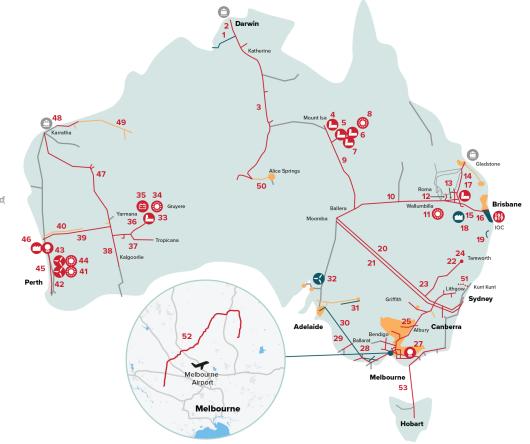
- \_ APA Group asset
- APA Group distribution network asset
- APA Group investment \_
- Investment distribution network
- APA Group managed asset (not owned)
- ٠ Managed distribution network
- Other natural gas pipelines \_\_\_\_
- Under construction ---

#### • Wind farm

- O Solar farm
- 0 LNG plan

0

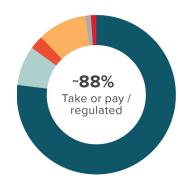
- Battery storage
- Q Gas storage facility
- 0 Gas processing plant
- ቦ Gas power station
- ത Integrated Operations Centre



# **Diversified business model**

## Characteristics of Energy Infrastructure (EI) revenue:

- Solid risk management processes in place
- Manage counterparty risks by:
  - Diversification of customers and industry exposures
  - Assessment of counterparty creditworthiness
  - Entering into stable contracted revenue to support major capital spend



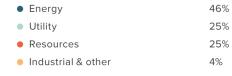
## FY23 Energy Infrastructure by Revenue Type

- Capacity charge revenue
- Regulated revenue
- Contracted fixed revenue
- Throughput charge & other variable revenue
- Flexible short-term services
- Other



## 77% 8% 3% Diverse source of revenue 1% 1%

### FY23 Energy Infrastructure Revenue by Customer Industry Segment





- BBB to BBB+ rated
  Investment grade
  7%
- Not rated
   10%
- Sub-investment grade 5%

1. An investment grade credit rating from either S&P (BBB- or better) or Moody's (Baa3 or better), or a joint venture with an investment grade average rating across owners. Ratings shown as equivalent to S&P's rating scale.

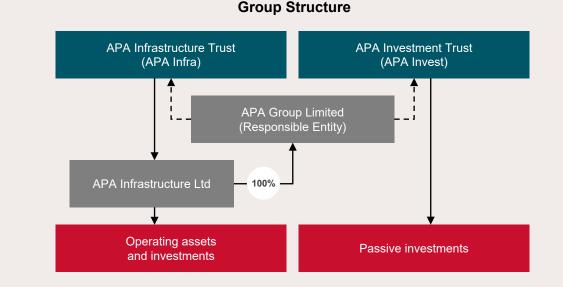


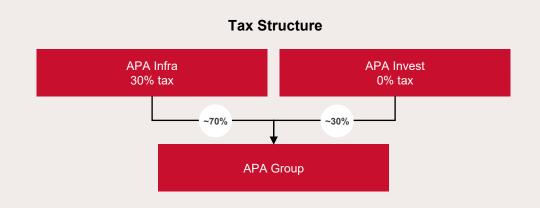
## **Group structure**

- APA Group is **listed** as a **stapled structure** on the **Australian Securities Exchange** (ASX:APA)
- APA is comprised of two registered managed investment schemes:
  - APA Infrastructure Trust (ARSN 091 678 778)
  - APA Investment Trust (ARSN 115 585 441) is a pass-through trust
- APA Group Limited (ACN 091 344 704) is the responsible entity of APA Infra and APA Invest
- The units of APA Infra and APA Invest are stapled and must trade and otherwise be dealt with together
- APA Infrastructure Limited (ABN 89 009 666 700), a company wholly owned by APA Infra, is APA's borrowing entity and the owner of the majority of APA's operating assets and investments

### Financial reporting segments within APA Infrastructure

- Energy Infrastructure: APA's wholly or majority owned energy infrastructure assets
- Asset Management: provision of asset management and operating services for the majority of APA's investments, legacy operating agreement for AGN distribution networks, and incidental services on behalf of third parties
- Energy Investments: interests in energy infrastructure investments





APA FY23 Results Investor Presentation 60

## For further information

## Andrew Gibson General Manager, Investor Relations

M: +61 437 169 292

E: andrew.gibson@apa.com.au

www.apa.com.au

## Michael Cox Head of Media Relations & Financial Communications

M: +61 429 465 227

E: michael.cox@apa.com.au

www.apa.com.au

