

## ASX & Media Release

### AGL reports 24 percent Underlying Profit growth

10 February 2016

AGL Energy Limited (AGL) today reported a statutory loss after tax of \$449 million for the six months ended 31 December 2015. This was \$757 million below the prior corresponding period, including changes in the fair value of certain electricity derivatives of \$168 million and \$656 million after tax of significant items associated with the exit of gas exploration and production assets, and restructuring costs.

AGL's Underlying Profit of \$375 million was up 24.2 percent on the prior corresponding period. Underlying Profit<sup>1</sup> is the statutory profit after tax adjusted for significant items and changes in the fair value of certain electricity derivatives.

AGL advises that FY16 Underlying Profit is expected to be within the upper half of the guidance range of \$650 to \$720 million, subject to normal trading conditions for the remainder of the year.

AGL has declared an interim dividend of 32.0 cents per share fully franked, up two cents per share on the prior corresponding period.

#### Result Overview:

- **Revenue \$5,601 million, up 8.1%**
- **Statutory Loss \$449 million, down \$757 million**
- **Underlying Profit<sup>1</sup> \$375 million, up 24.2%**
- **Statutory EPS (66.5) cents per share, down 115.1 cents per share**
- **Underlying EPS 55.6 cents per share, up 16.6%**
- **Underlying Operating cash flow before interest & tax \$866 million, down \$13 million**
- **FY16 interim dividend of 32.0 cents per share (100% franked), up 2 cents per share**

Commenting on the interim results, AGL Managing Director, Andy Vesey, said: "The strong performance of our core businesses highlights that we are well positioned to capitalise on the evolution occurring in the energy sector.

"Part of that evolution is supporting Australia's transition to a lower carbon generation portfolio and our launch today of the Powering Australian Renewables Fund demonstrates AGL's commitment.

"In addition, the equity investment that we've made in Sunverge is just one of a number of steps taken to enhance our digital capabilities so that we can meet customers' rapidly changing needs and expectations," said Mr Vesey.

1. Underlying Profit has been presented with reference to the Australian Securities and Investment Commission Regulatory Guide 230 "Disclosing non-IFRS financial information". AGL's policy for reporting Underlying Profit is consistent with RG230. The Directors have had the consistency of the application of the policy reviewed by Deloitte.



**Dividend:** AGL has declared a fully franked interim dividend of 32.0 cents per share.

The interim dividend will be paid on 16 March 2016. Shares will commence trading ex-dividend on 23 February 2016. The record date to determine shareholders' entitlements to the interim dividend is 25 February 2016.

The AGL Dividend Reinvestment Plan (DRP) will operate in respect of the dividend. Shares will be bought on-market and allotted at no discount to the simple average of the daily weighted average market price at which AGL's ordinary shares are traded on the ASX during each of the 10 trading days commencing on 29 February 2016.

The last date for shareholders to elect to participate in the DRP for the FY16 interim dividend is 26 February 2016.

**Exit of gas exploration and production:** On 4 February 2016, AGL announced that the company had taken a strategic decision to exit the exploration and production of natural gas assets. AGL recognised an impairment charge of \$640 million after tax (\$795 million pre-tax) against the carrying value of its gas exploration and production assets including an increase in rehabilitation provisions.

**Powering Australian Renewables Fund:** Launched today, AGL will lead an innovative renewable investment funding vehicle to develop new large-scale renewable generation projects. AGL proposes to seed the new fund with its solar projects at Nyngan and Broken Hill (155 MW) as well as taking a cornerstone equity stake. The new vehicle is expected to develop over 1,000 MW of renewable generation at a cost of between \$2 to \$3 billion.

**Outlook:** AGL expects FY16 Underlying Profit to be within the upper half of the guidance range of \$650 million to \$720 million, subject to normal trading conditions for the remainder of the year.

AGL maximised opportunities in the first half which are not anticipated to continue at the same rate in the second half. The second half of FY15 also included the benefit of colder than normal winter volumes.

**Conference call:** A webcast and conference call will be held today to discuss AGL's 2016 interim profit result.

Webcast via: [www.agl.com.au](http://www.agl.com.au)

**10.30am (AEDT)**

Dial In numbers:

Toll Free Australia: 1800 558 698 (quote "AGL")

International Dial In: +61 2 9007 3187 (quote "AGL")

#### **Further inquiries:**

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#### **About AGL**

AGL is one of Australia's leading integrated energy companies. It is taking action to responsibly reduce its greenhouse gas emissions while providing secure and affordable energy to its customers. Drawing on over 175 years of experience, AGL serves its customers throughout eastern Australia with meeting their energy requirements, including gas, electricity, solar PV and related products and services. AGL has a diverse power generation portfolio including base, peaking and intermediate generation plants, spread across traditional thermal generation as well as renewable sources including hydro, wind, solar, landfill gas and biomass.



FY16

# Interim Results

Half Year ended 31 December 2015

**Andy Vesey**  
Managing Director and CEO

**Brett Redman**  
Chief Financial Officer

**Date**  
10 February 2016

Energy in  
action.®

Since 1837

AGL

# Agenda

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Results highlights

**Andy Vesey**



Group financials

**Brett Redman**



Operational review / Outlook

**Andy Vesey**



Supplementary information

# FY16 Interim highlights

Underlying Profit up \$73 million with Underlying EPS up 17%.

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- > Statutory Loss of \$449 million
- > Underlying Profit of \$375 million up 24%
  - » Higher electricity generation volumes (7 TWh) added \$36 million
  - » Higher wholesale electricity prices added \$16 million
- > EBIT per customer growth of 26% driven by value strategy and disciplined price management
  - » Lift in customer satisfaction over same period
- > Improved availability and operational performance at AGL Macquarie
- > Targets on track including \$170 million opex savings and \$1 billion of asset sales
- > Sale of Macarthur Wind Farm for \$532 million
- > Large scale 155 MW solar projects completed on time and on budget

# Strategy update

Strategic roadmap delivering results.

## Organise for transformation

- > Exiting gas exploration and production
- > Streamlined roles and processes
- > Anticipatory mindset and scenario planning

## Drive productivity and value

- > Leverage market opportunities and customer value strategy
- > Opex and capex savings on track
- > Asset sales and working capital on track

## Unlock growth

- > Investment in renewables
- > Targeted investments in new capability
- > Digital capability and customer experience

# Digital capability and customer experience

Digital strategy and investment is transforming the customer journey.

## Mobile App

- > Solar Command feature officially launched in mobile App today
  - » Real time solar production, consumption and health check for your solar system
  - » Electricity, gas and solar now all in one AGL app
- > Mobile App downloads growing 12% monthly
  - » Usage increasing, with 71% of users re-visiting each month
  - » Experience designed to make our customers' lives easier, including one-click bill payment

## Digital engagement

- > Online sales have increased by 80% compared to the prior corresponding period
- > 10% increase in digital billing and AGL online accounts over 12 months

## AGL customer satisfaction

- > AMR Australia customer satisfaction survey up 2% to 7.25/10



# Targeted investments in new capability

Investing in new initiatives to grow business in carbon constrained future.

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## Sunverge investment announced today

- › Emerging leader in demand response management for premises based energy storage
- › Early mover advantage for AGL
- › Strategic partnership in Australian market
- › USD \$20 million minority investment



## Solar Analytics announced previously

- › Real-time solar monitoring to give customers control
- › Strategic partnership
- › Capabilities enable Solar Command App
- › \$1.5 million minority investment

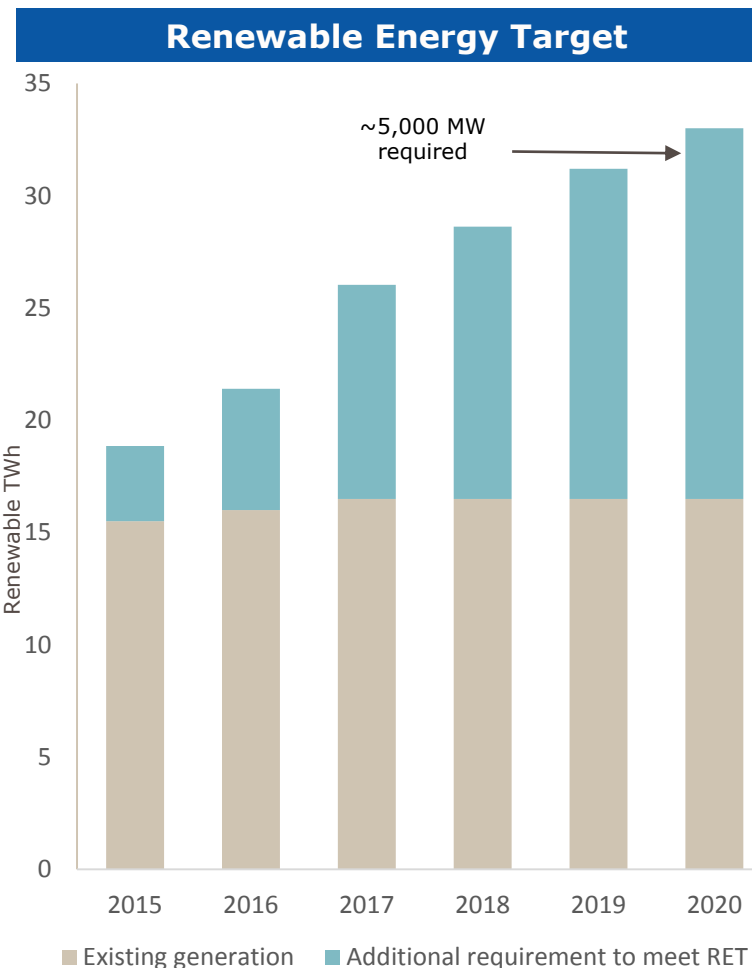




# Powering Australian Renewables Fund

AGL to lead new innovative renewable investment funding.

- > New vehicle to develop 1,000 MW+ of large-scale renewable generation for \$2-3 billion
  - » Seeded with AGL’s large-scale solar projects at Nyngan and Broken Hill (155 MW)
  - » Leveraging off AGL’s development pipeline and project management expertise
- > AGL to contribute cornerstone equity of ~\$200 million
  - » Small number of parties will be invited to partner
  - » Broad mix of funds and banks to contribute debt
- > AGL to launch projects with 5-10 year offtakes
- > At the forefront of Australia’s transition to a carbon constrained future



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# Group Financials

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**Brett Redman**  
Chief Financial Officer



# Interim FY16 result

## Key metrics.

Financial Results and Key Metrics	1H16	1H15	Change
Statutory (Loss)/Profit (\$m)	(449)	308	↓ 246%
Underlying Profit (\$m)	375	302	↑ 24%
Statutory EPS (cps)	(66.5)	48.6	↓ 237%
Underlying EPS (cps)	55.6	47.7	↑ 17%
Statutory operating cash flow after tax (\$m)	658	588	↑ 12%
Underlying operating cash flow before interest and tax (\$m)	866	879	↓ 1%
Dividend per share (cps)	32	30	↑ 7%
EBIT per customer (\$)	54	43	↑ 26%
Cost of generation (\$/MWh)	35	39	↓ 10%
Return on funds employed (% , rolling 12 months)	10.6	10.1	↑ 0.5 ppts

# Statutory Profit to Underlying Profit reconciliation

Volatility of non-cash items highlights value of focus on Underlying Profit.

\$m	1H16	1H15	Change
<b>Statutory (Loss) / Profit</b>	<b>(449)</b>	<b>308</b>	<b>↓ 757</b>
Adjust for the following after tax items:			
Significant items			
Restructuring costs	16	8	
Natural Gas impairments	640	-	
Macquarie acquisition and carbon repeal costs	-	120	
Changes in fair value of financial instruments	168	(134)	
<b>Underlying Profit</b>	<b>375</b>	<b>302</b>	<b>↑ 73</b>

- > Changes in the fair value of financial instruments arise from an accounting standard requirement to value certain components of AGL's derivative portfolio differently from the value of the underlying asset to AGL's business. This is a non-cash accounting entry
- > Significant items in 1H16 relate to restructure costs and Natural Gas impairments announced 4 February 2016. Refer to slide 43 for additional information
- > Underlying Profit and Operating EBIT are useful measures as they:
  - » remove significant items that are material items of revenue or expense that are unrelated to the underlying performance of the business thereby facilitating a more representative comparison of financial performance between financial periods
  - » remove changes in the fair value of financial instruments recognised in the statement of profit or loss to remove the volatility caused by mismatches in valuing derivatives and the underlying asset differently

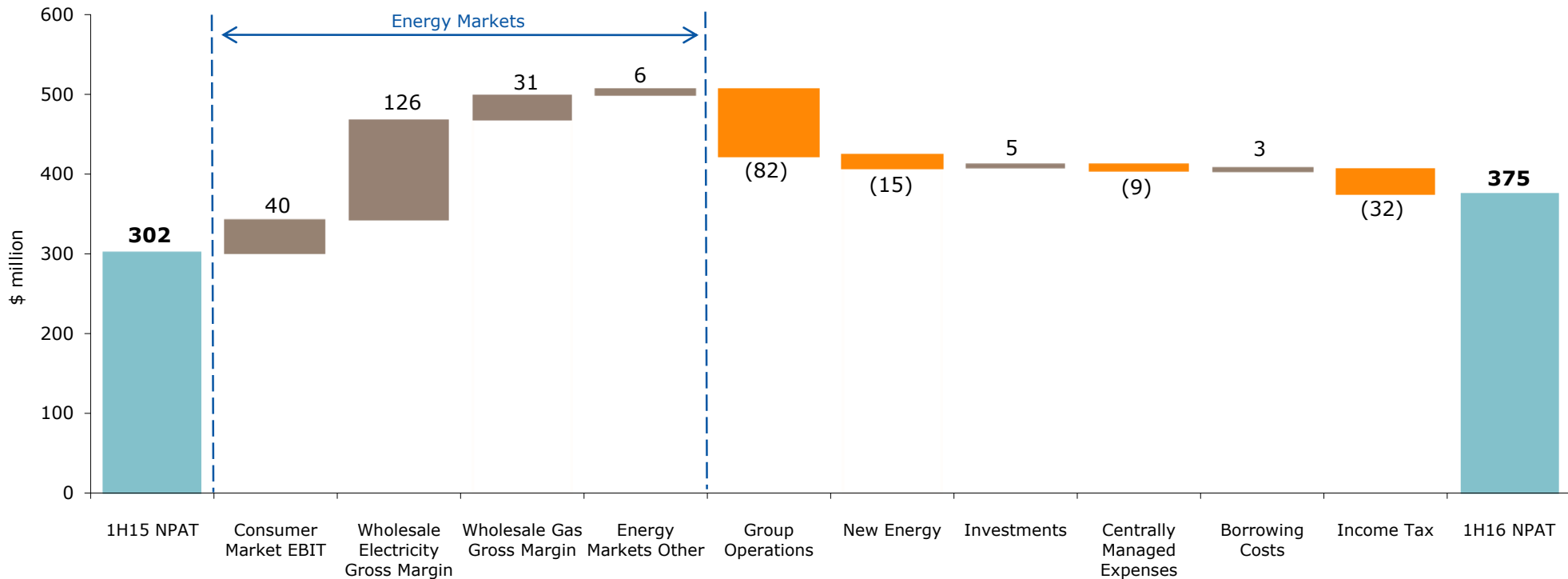
# Underlying Profit

Underlying Profit up 24.2% on prior period. Underlying EPS up 16.6%.

\$m	1H16	1H15	Change
Revenue	5,601	5,183	8.1%
Operating EBITDA	885	735	20.4%
Operating EBIT			
Energy Markets	1,196	993	20.4%
Group Operations	(437)	(355)	23.1%
New Energy	(8)	7	-
Investments	17	12	41.7%
Centrally Managed Expenses	(118)	(109)	8.3%
Total Operating EBIT	650	548	18.6%
Less: Net finance costs	(114)	(117)	(2.6%)
<b>Underlying Profit before tax</b>	<b>536</b>	<b>431</b>	<b>24.4%</b>
Less: Income tax expense	(161)	(129)	24.8%
<b>Underlying Profit</b>	<b>375</b>	<b>302</b>	<b>24.2%</b>
<b>Underlying EPS (cents per share)</b>	<b>55.6</b>	<b>47.7</b>	<b>16.6%</b>

# Group Underlying Profit drivers

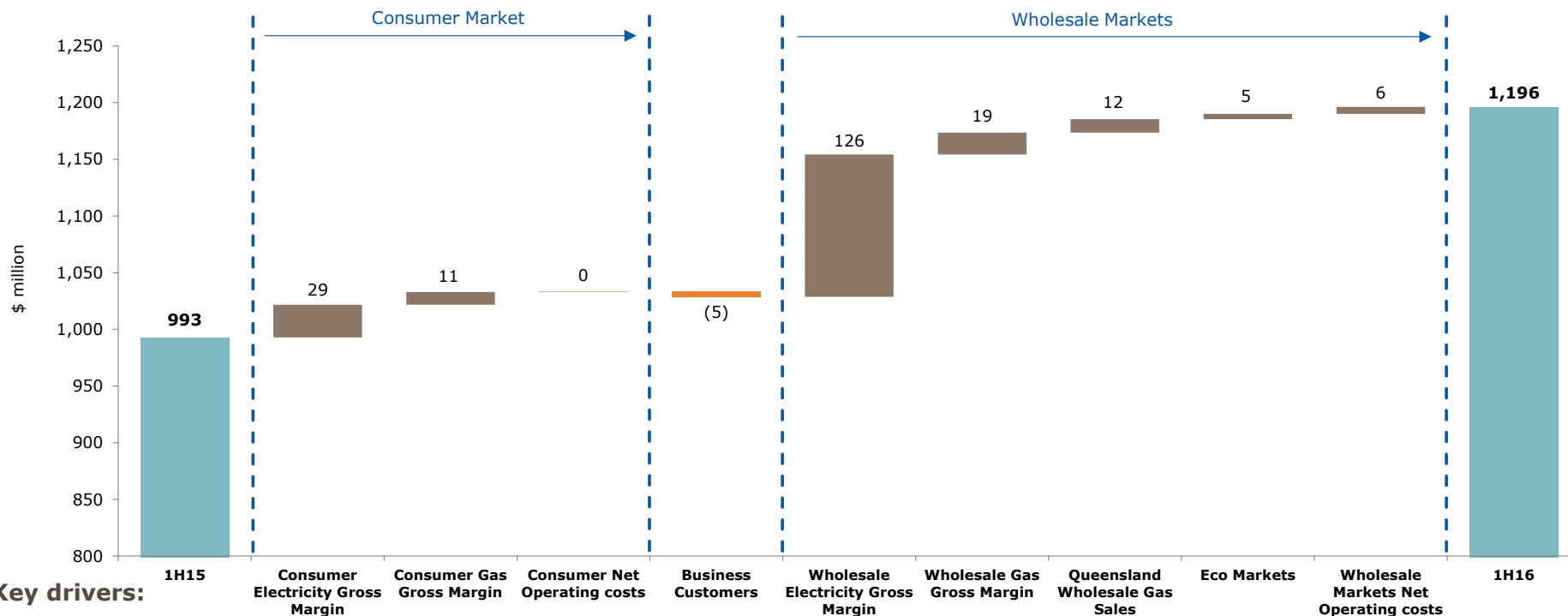
Market opportunities maximised in the first half of FY16.



- > Energy Markets driven by price discipline, higher generation including benefit of extra 2 months of AGL Macquarie and Queensland gas sales. See next slide for further details
- > Group Operations primarily due to additional two months of AGL Macquarie and higher depreciation
- > New Energy driven by investing in emerging distributed technologies, which is in line with expectations

# Energy Markets – key financial drivers

Higher generation and disciplined price management.



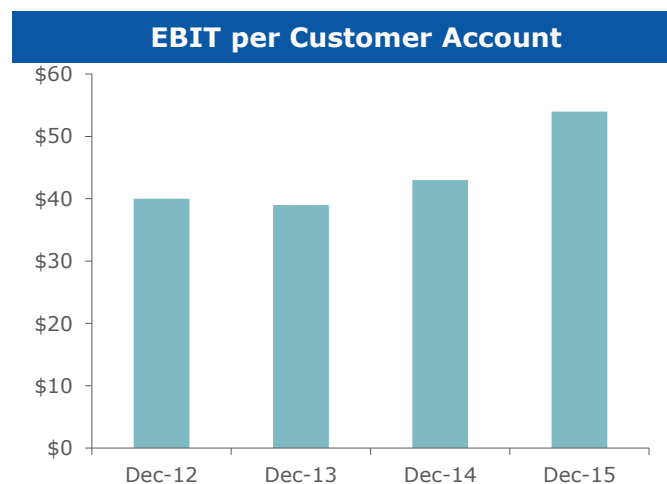
**Key drivers:**

- > Consumer electricity margin increased due to improved average value of customers driven by disciplined and effective price management, higher residential volumes, a decline in network costs and changing customer mix
- > Consumer gas margin increased largely driven by improved average value of customers through disciplined price management
- > Wholesale electricity margin improved due to higher generation (including two additional months of AGL Macquarie) and favourable market conditions
- > Wholesale gas benefited from rising wholesale market prices and oil position management, coupled with 4.9 PJ of additional Queensland wholesale gas sales

## Consumer - key metrics

Investment in digital and customer value capability positively impacting metrics.

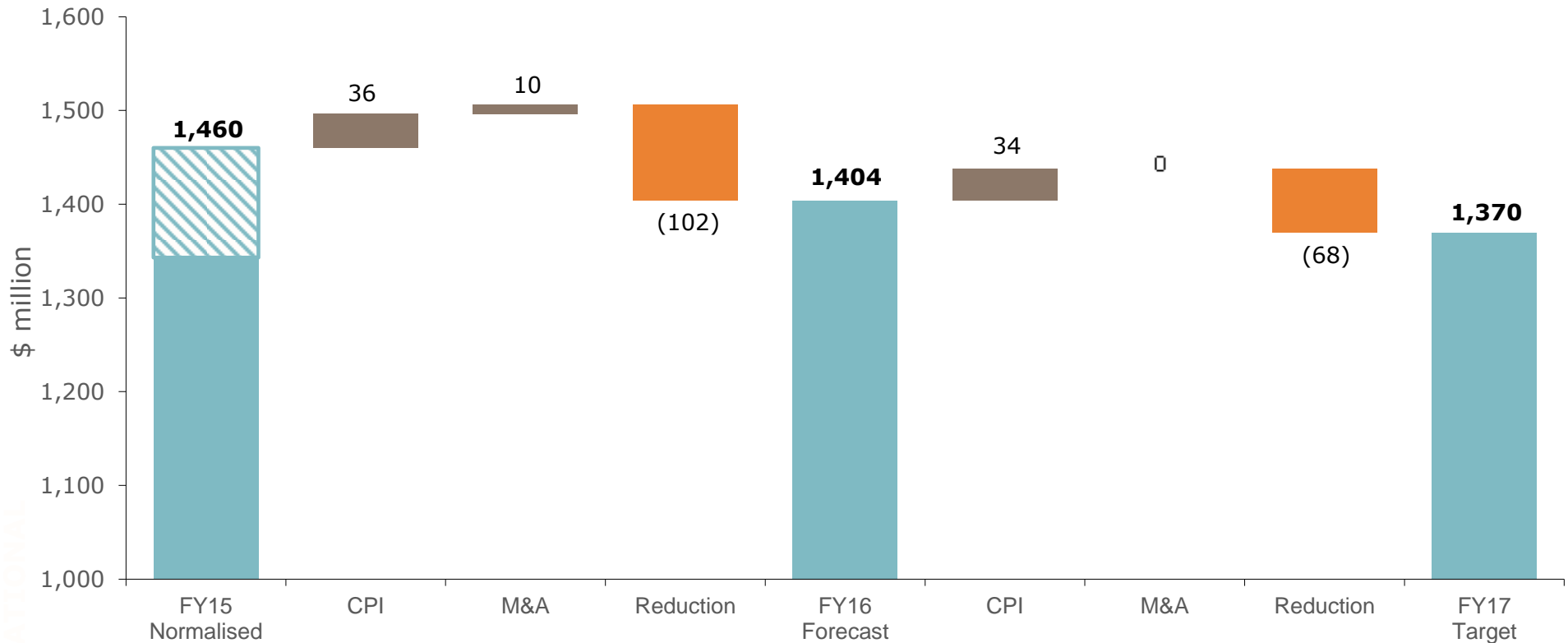
\$m	1H16	1H15	Change
Average customer numbers ('000)	3,708	3,741	(0.9%)
Cost to Serve per customer account	\$37	\$38	(2.6%)
Cost to Grow per account acquired / retained	\$95	\$93	2.2%
Gross margin per customer account	\$112	\$100	12.0%
Net operating costs per customer account	\$58	\$58	-
Net operating costs to gross margin ratio	51.8%	57.5%	(5.7ppts)
<b>EBIT per customer account</b>	<b>\$54</b>	<b>\$43</b>	<b>25.6%</b>





# Transformation – Opex targets

85% of cost reductions now identified.



- > The above targets exclude any impact of the recently announced natural gas impairments
- > Organisational Transformation working with business units on 20 process improvements in FY16
  - > Represents ~80% of Labor, Consulting and Contractor Costs

# Operating cost savings

On track to deliver \$170 million target in FY17.

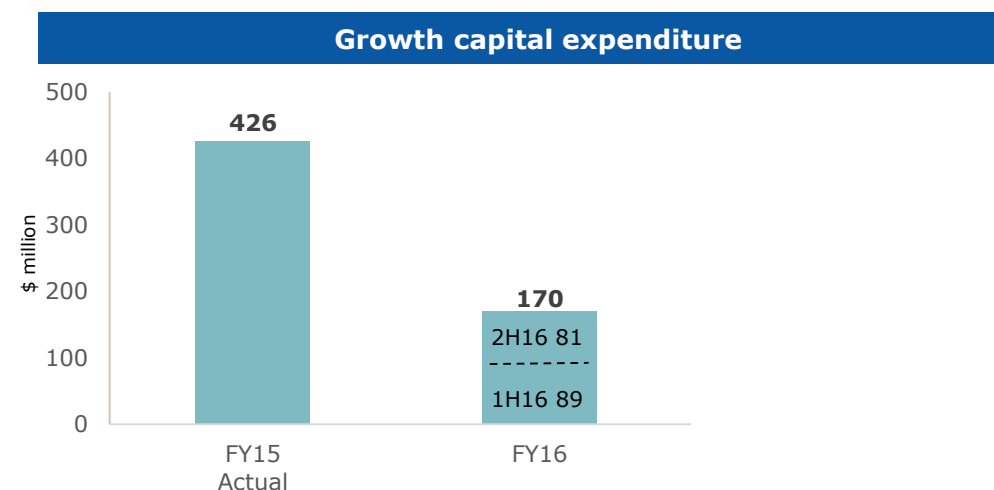
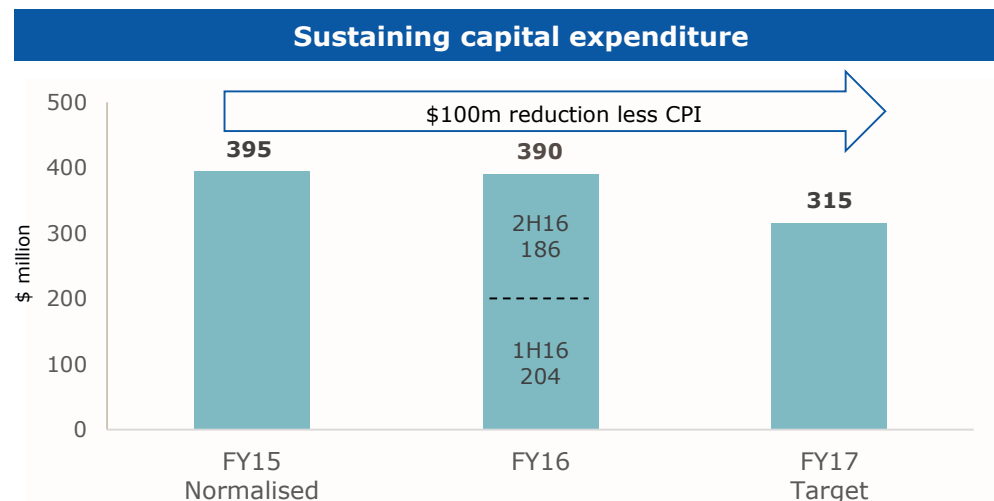
\$ million	1H16	FY16	Total
	Actual	Target	Target
<b>Group Operations</b>	<b>18</b>	<b>49</b>	<b>77</b>
Maintenance optimisation	9	21	29
Procurement	10	22	29
Labour and contractor	4	11	13
Other	1	4	6
Additional generation	(6)	(9)	-
<b>Energy Markets</b>	<b>16</b>	<b>29</b>	<b>66</b>
Labour and contractor	5	9	14
Campaign and channel costs	2	10	32
Other	9	10	20
<b>Centrally Managed Expenses</b>	<b>6</b>	<b>24</b>	<b>27</b>
Labour and contractor	1	9	10
IT contract costs	2	7	9
Insurance	1	4	4
Other	2	4	4
<b>Total operating cost savings achieved / target</b>	<b>40</b>	<b>102</b>	<b>170</b>

- > Additional generation cost is delivering extra margin

# Capital expenditure and asset sales

Targets are on track for delivery in FY17.

- > **Capital expenditure:** targeting \$100 million (real) sustaining capital expenditure reduction over FY16-FY17
  - » FY16 all planned major outages to be completed and overall capex spend on track
  - » Significant reduction forecast to occur in FY17 with no major outages scheduled at Loy Yang
  
- > **Asset sale program:** targeting \$1 billion by FY17 on track including
  - » Macarthur Wind Farm sold for \$532 million in September
  - » Solar projects expected to be sold into the Powering Australian Renewables Fund
  - » Queensland gas assets, excluding storage



# Transformation – Working capital

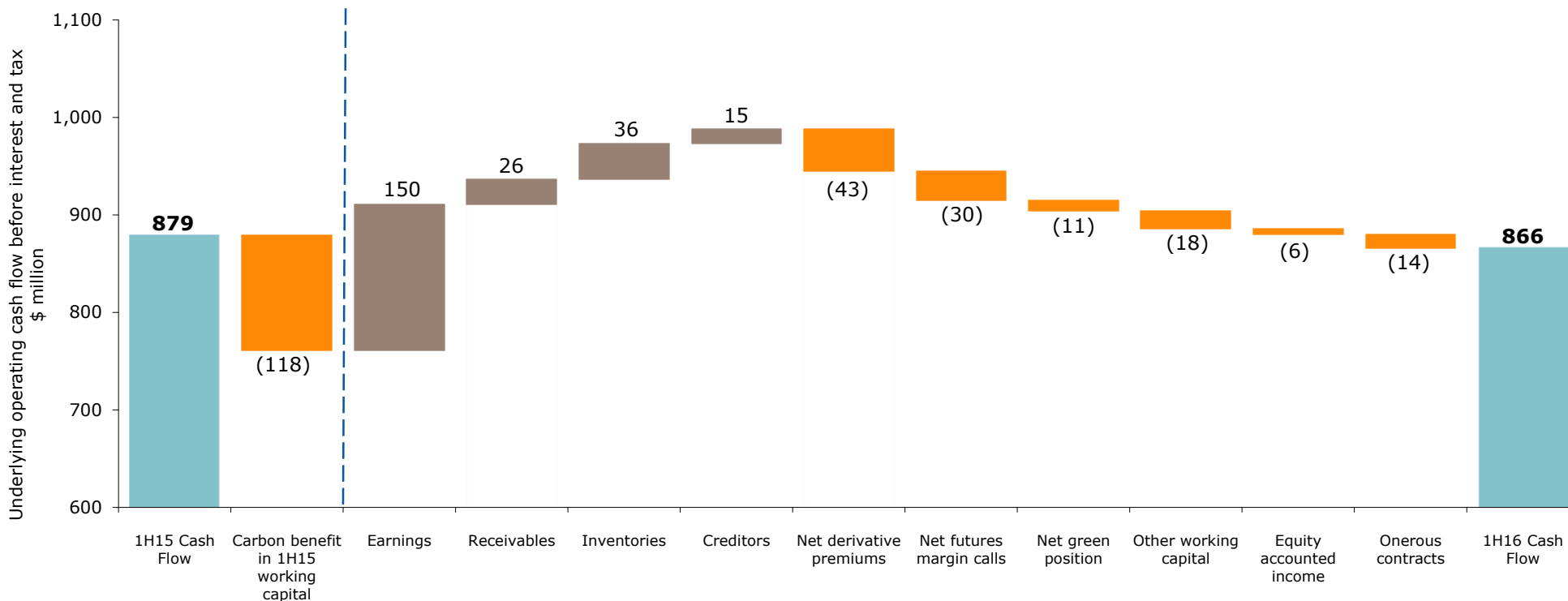
Significant progress towards \$200 million target working capital reduction.

\$ million	1H16 Actual	FY16 Target	FY17 Target
Optimise coal stockpile at AGL Macquarie > 1H16 favourability driven by additional generation due to favourable market conditions	32	2	21
Excess gas bank to be naturally consumed > Reduction in gas bank on target	2	(20)	38
Reduce surplus LGCs and other green assets > Net LGCs on balance sheet reduced by 0.2 million from 30 June 2015 to 31 December 2015	14	54	36
Consumer credit and billing initiatives > Debtors seasonality offsets working capital credit initiatives	(5)	28	41
<b>Total</b>	<b>43</b>	<b>64</b>	<b>136</b>

Total initiatives  
\$200 million

# Underlying Operating cash flow

Strong operating cash flow reflecting quality earnings.



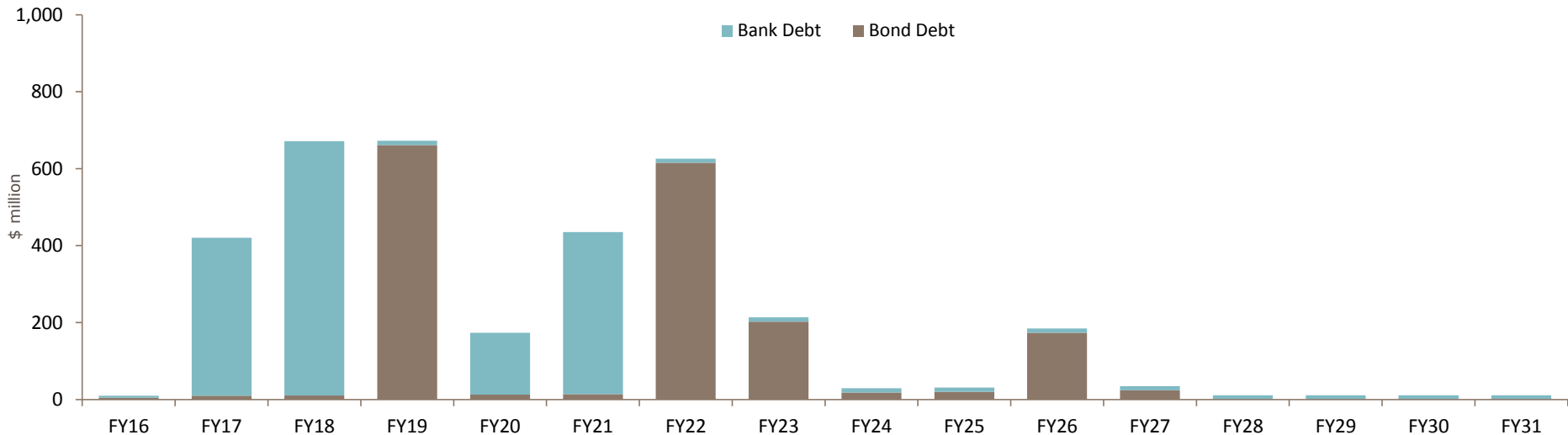
- > Last year included carbon timing benefit of \$118 million on working capital which reversed in the full year
- > Excluding the carbon timing benefit, underlying operating cash flow is up \$105 million driven by higher earnings

# Debt structure

Elimination of project finance debt simplifies structure.

- > Proceeds from the Macarthur Wind Farm sale partially used to repay \$315 million of AGL Loy Yang senior debt
- > Enabled debt restructure to remove security over AGL Loy Yang assets and bring into AGL’s Group guarantee
- > Net Debt at 31 December 2015 of \$2,912 million, a reduction of \$630 million in 1H16
  - » No refinancing required for 18 months
- > Moody’s initiated coverage on AGL with a credit rating of Baa2 and stable outlook

**AGL Debt Maturity Profile**



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# Operational Review

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**Andy Vesey**  
Managing Director and CEO



# People and safety

Consistent results in key safety and engagement measures.

## Safety

- > TIFR was 3.0, a 31% improvement from June 2015. Excluding Macquarie, AGL performed 24% favourable to June 2015
- > Including Macquarie, OIFR was 1.9, 12% unfavourable to June 2015

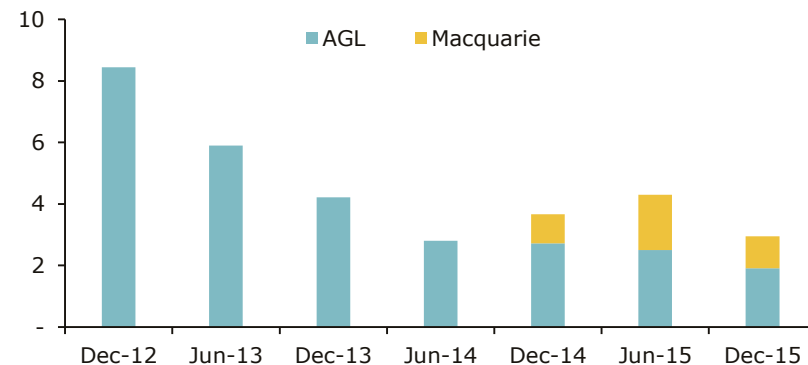
## Employee engagement

- > AGL is positioned in the ORC International "Best Performing Zone" for employee engagement

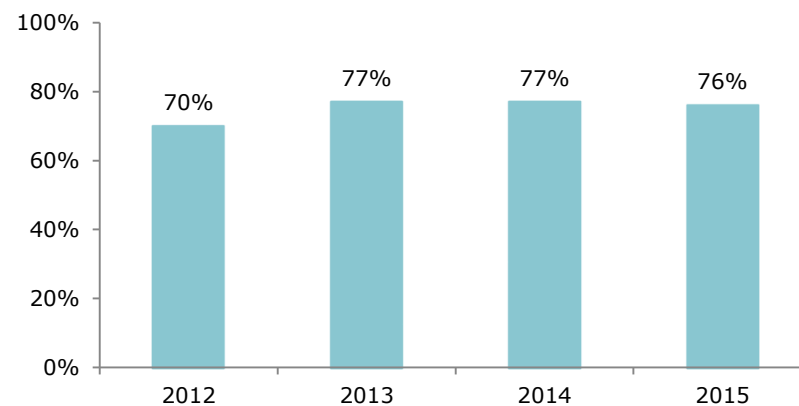
## Enterprise Bargain Agreements

- > Negotiations for a new EBA at Loy Yang commenced in July
  - » AGL is seeking changes that reflect the changing landscape of the energy sector

**Total injury frequency rate (rolling 12 months)**



**Employee engagement score**



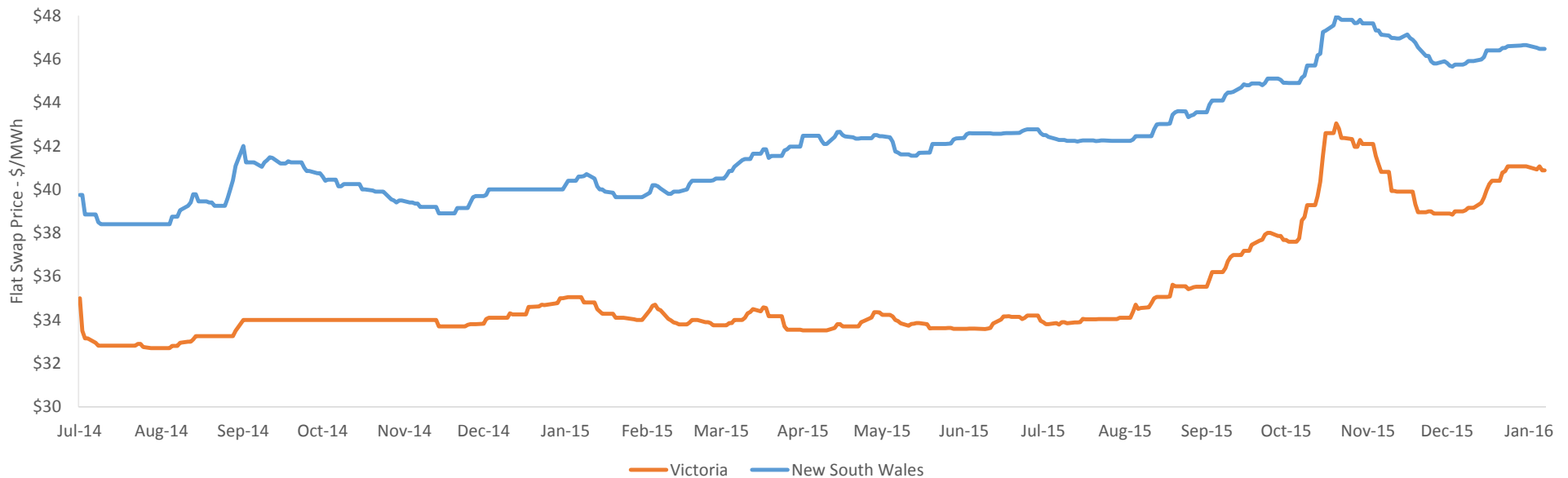


# Wholesale electricity prices

Forward curves continued to strengthen in both NSW and VIC.

- › The NSW and VIC forward curves continued to strengthen and rallied higher towards year end driven by:
  - › Increased demand due to QLD LNG plants coming on line and withdrawal of gas fired generation
  - › Continued reduction in NSW black coal generation
  - › Reduced hydro generation
  - › Announcement of early closure of Northern Power Station (Alinta) and capacity reduction of Pelican Power Station (GDF Suez)

**NSW and Victoria Calendar 17 Flat Swap<sup>1</sup>**



1. ASX Energy NSW and Victoria Base Cal 2017 Futures Contract

# Gas portfolio

Long-term strategic arrangements secured to optimise AGL's gas portfolio.

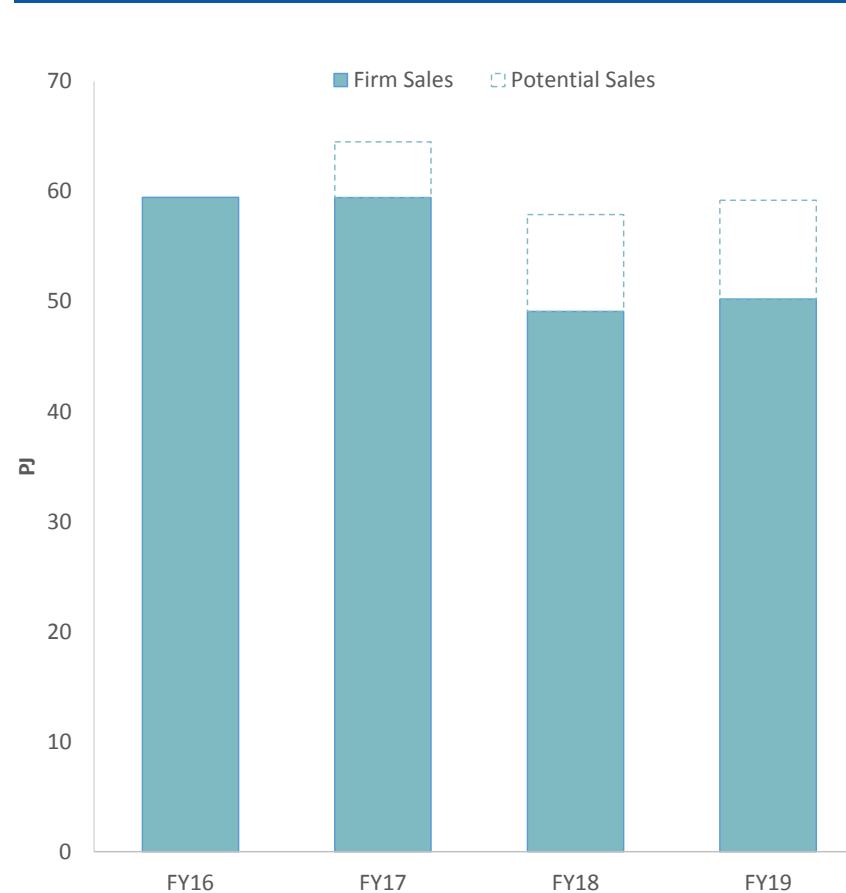
## Queensland sales

- > Despite delays in LNG project start-up, AGL continues to secure portfolio optimisation opportunities in FY16
- > AGL to supply the GLNG project with 254 PJ over 11 years from January 2017
  - » AGL's third sale from its gas portfolio into the LNG projects in Queensland
- > Potential sales opportunities to provide further upside to the AGL gas portfolio

## Long-term opportunities

- > Secured additional gas storage rights to the Iona Gas Storage Facility, positioning AGL to meet the peak demand requirement of its customers into the next decade
- > Continuing to explore long-term gas supply opportunities with a number of producers for gas supplies commencing in 2020+
- > Contract to purchase up to 198 PJ of gas from Bass Strait between 2018 to 2020, concluded in April 2015

Queensland Wholesale gas sales

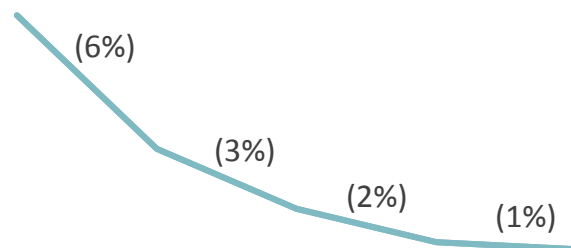


# Consumer Market volume

Consumer electricity demand stabilising with weather and customer mix delivering growth.

- > The decline in residential electricity demand per customer continues to show signs of flattening
- > Consumer Market electricity volume increased 1.3% with an increase in residential electricity volumes offset by a reduction in small business volumes due to the loss of high consuming low margin multisite customers
- > Consumer Market gas volume decreased 2.3%<sup>1</sup> due to a reduction in average customer numbers
- > Weather impacts differed across the portfolio
  - » New South Wales experienced a much cooler July and a slightly cooler spring and early summer compared to prior period
  - » Victoria experienced a colder than average winter
  - » South Australia experienced record hot weather across November and December
  - » Queensland experienced a warmer end to winter compared to prior period with conditions this spring into early summer being cooler and closer to the historical long-term average

**Change in residential electricity demand per customer (weather adjusted)**



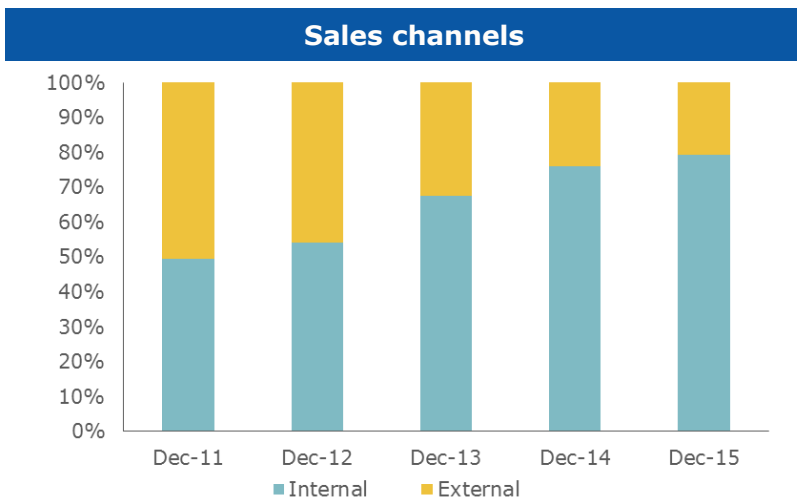
1H12    1H13    1H14    1H15    1H16

1. NSW gas volume includes 339 TJ of prior period adjustment of which 197 TJ relates to the prior corresponding period, adjusting for this gas volume decreased 0.8%

# Consumer – Sales and Operations

Customer Value Strategy combined with targeted operating cost initiatives driving strong customer profitability.

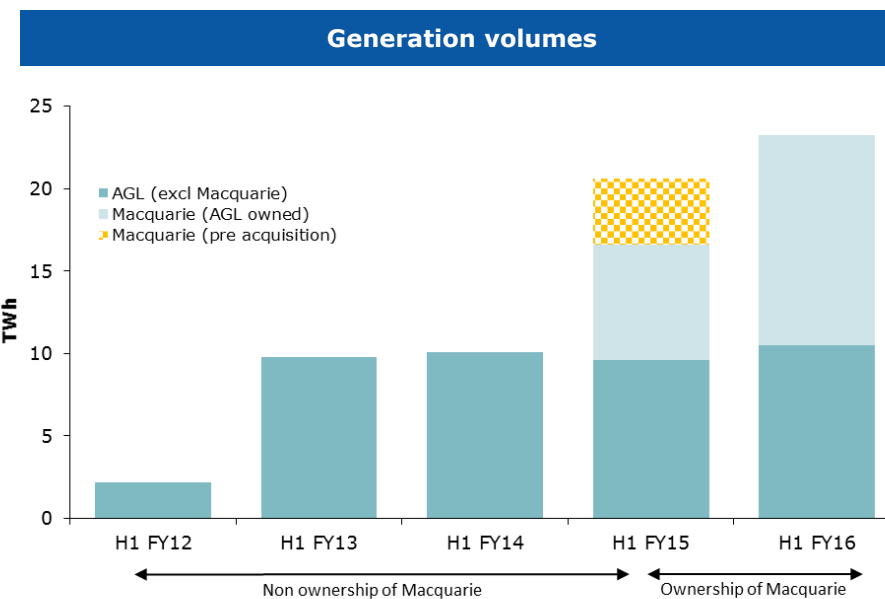
- > Internal AGL channels contribute close to 80% of total sales and retentions
- > Customer loyalty and reward participation increased 40% year on year delivering improved customer loyalty
- > AGL churn remained steady at 15.4% (rest of market churn 20.6%) with strong focus on the retention of high value customers
- > Net Bad Debt Expense to Revenue has remained flat at 1.03% over the last 6 months



# Group Operations

Improved generation across the asset portfolio.

- > Additional generation across the portfolio added \$36 million NPAT
- > Generation increased 7 TWh in 1H16 vs 1H15
  - » Additional 2 months of AGL Macquarie
  - » Optimised generation at AGL Macquarie, at both Bayswater and Liddell
  - » Market driven increase at Torrens Island
  - » Solar assets commenced operation in 1H16
- > Summer reliability readiness program completed on schedule in 2Q FY16



# Natural Gas update

Review of gas assets and exit of gas exploration and production.

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AGL announced on 4 February 2016 that exploration and production of natural gas will no longer be a core business

## Key considerations

- › Fall in global oil prices impacting long-term Queensland gas prices
- › Gloucester pilot well data indicating lower than expected production volumes

## Outcome

- › Impairment of \$640 million after tax against carrying value of gas exploration and production assets
- › Not proceeding with the Gloucester Gas Project
- › Production at the Camden Gas Project to cease in 2023, 12 years early
- › Comprehensive decommissioning and rehabilitation program for well sites and other infrastructure
- › Establishment of a \$2 million Fund to work with the Gloucester community to identify investment options to deliver ongoing economic benefit to the region

# New Energy

Investing in emerging distributed technologies.

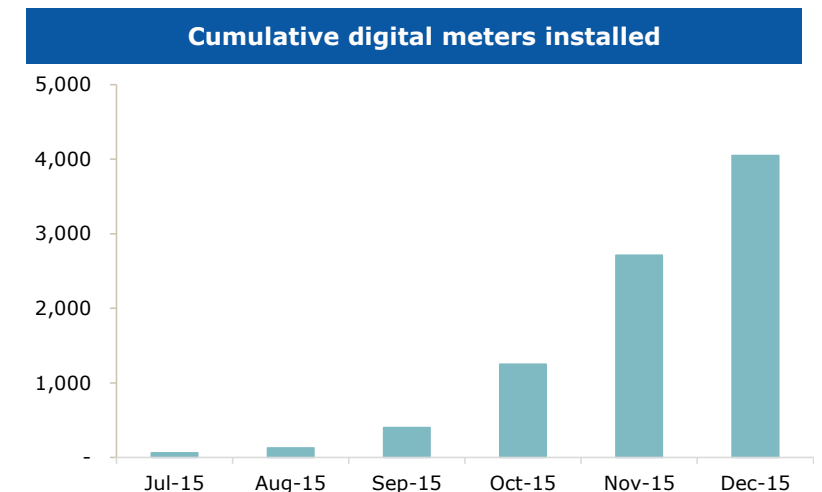
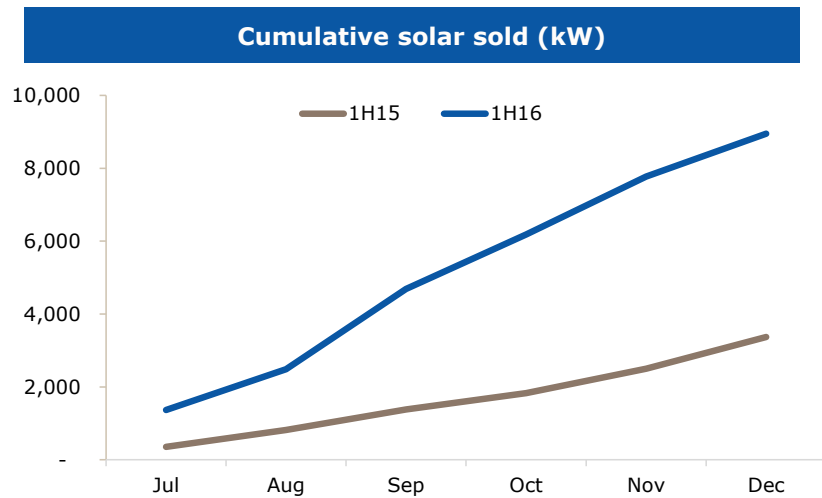
## Results progressing

- > Residential solar sales in 1H16 increased 2.5 times over 1H15
- > Commercial solar sales in 1H16 increased four-fold over 1H15
- > AGL ranked 3rd largest solar PV retailer of Q4 2015<sup>1</sup>
- > ActiveStream digital meter installation launched in South Australia, New South Wales and Queensland

## Development of emerging streams

- > Ongoing test and learn demand response trials in Melbourne

1. Source: Sunwiz.



# Outlook

Underlying Profit expected to be in the upper half of the guidance range.

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- > FY16 Underlying Profit expected to be in the upper half of the guidance range of \$650 - \$720 million, subject to normal market conditions
  - » AGL maximised opportunities in 1H16, which are not anticipated to continue at the same rate in 2H16
  - » 2H15 included benefit of colder than normal winter volumes
- > Loy Yang EBA negotiations ongoing
- > Continued progress on opex and capex targets, and assets sales
- > Powering Australian Renewables Fund to facilitate large-scale renewable investments
- > 1H16 interim dividend 32 cents per share fully franked, up 2 cents per share on prior period



# Contact information

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# Supplementary Information

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# Electricity sales volume

GWh	1H16	1H15	Change
<b>Consumer</b>			
New South Wales	2,933	2,862	2.5%
Victoria	1,892	1,958	(3.4%)
South Australia	1,309	1,234	6.1%
Queensland	1,174	1,157	1.5%
<b>Consumer Total</b>	<b>7,308</b>	<b>7,211</b>	<b>1.3%</b>
<b>Business</b>			
New South Wales	2,020	1,701	18.8%
Victoria	2,050	2,124	(3.5%)
South Australia	1,326	1,673	(20.7%)
Queensland	1,043	895	16.5%
<b>Business Total</b>	<b>6,439</b>	<b>6,393</b>	<b>0.7%</b>
<b>Total (excl. ActewAGL)</b>	<b>13,747</b>	<b>13,604</b>	<b>1.1%</b>
Purchased volume ActewAGL	1,343	1,262	6.4%

## Gas sales volume

PJ	1H16	1H15	Change
<b>Consumer</b>			
New South Wales <sup>2</sup>	11.7	13.0	(10.0%)
Victoria	18.9	18.5	2.2%
South Australia	1.8	1.7	5.9%
Queensland	1.4	1.4	-
<b>Consumer Total</b>	<b>33.8</b>	<b>34.6</b>	<b>(2.3%)</b>
<b>Business</b>			
New South Wales	12.4	16.7	(25.7%)
Victoria	12.1	14.8	(18.2%)
South Australia	2.4	4.4	(45.5%)
Queensland	10.1	8.2	23.2%
<b>Business Total</b>	<b>37.0</b>	<b>44.1</b>	<b>(16.1%)</b>
<b>Wholesale Customers &amp; Generation<sup>1</sup></b>	<b>51.4</b>	<b>47.8</b>	<b>7.5%</b>
<b>Total</b>	<b>122.2</b>	<b>126.5</b>	<b>(3.4%)</b>

1. Includes volumes sold to Torrens Island, Diamantina, and Oakey power stations during Half Year to Dec 2015 of 22.1 PJ (Dec 2014 of 16.9 PJ)
2. Consumer NSW gas volume includes a downward adjustment relating to FY15 of 339 TJ, of which 197 TJ relates to 1H15. Adjusting for this the consumer NSW gas volume decreased 6.5% (total consumer gas volume decreased 0.8%)

# Customer numbers

Customer numbers ('000)	31 Dec 2015	30 Jun 2015	Change
<b>Consumer Electricity</b>			
New South Wales	818	806	12
Victoria	633	646	(13)
South Australia	417	422	(5)
Queensland	391	387	4
<b>Total Consumer Electricity</b>	<b>2,259</b>	<b>2,261</b>	<b>(2)</b>
<b>Consumer Gas</b>			
New South Wales	694	700	(6)
Victoria	538	544	(6)
South Australia	134	132	2
Queensland	80	79	1
<b>Total Consumer Gas</b>	<b>1,446</b>	<b>1,455</b>	<b>(9)</b>
<b>Total Consumer Accounts</b>	<b>3,705</b>	<b>3,716</b>	<b>(11)</b>
<b>Total Business Customer Accounts</b>	<b>19</b>	<b>19</b>	<b>-</b>
<b>Total Customer Accounts</b>	<b>3,724</b>	<b>3,735</b>	<b>(11)</b>
Dual fuel accounts	1,953	1,917	36

## Consumer Market – key indicators

Electricity	1H16	1H15	Change
Volume (GWh)	7,308	7,211	1.3%
Avg. Consumer Accounts ('000)	2,260	2,273	(0.6%)
Revenue (\$m)	1,980	1,999	(1.0%)
<b>Gross Margin (\$m)</b>	<b>244</b>	<b>215</b>	<b>13.5%</b>
Gross Margin	12.3%	10.8%	1.5 pts
Gross Margin per customer	\$108	\$95	13.7%
Gas			
Volume (PJ)	33.8	34.6	(2.3%)
Avg. Consumer Accounts ('000)	1,447	1,469	(1.5%)
Revenue (\$m)	756	780	(3.1%)
<b>Gross Margin (\$m)</b>	<b>171</b>	<b>160</b>	<b>6.9%</b>
Gross Margin	22.6%	20.5%	2.1 pts
Gross Margin per customer	\$118	\$109	8.3%

## Business Customers – key indicators

Electricity	1H16	1H15	Change
Volume (GWh)	6,439	6,393	0.7%
Revenue (\$m)	826	926	(10.8%)
<b>Gross Margin (\$m)</b>	<b>17</b>	<b>19</b>	<b>(10.5%)</b>
Gross margin per MWh	\$2.72	\$3.04	(10.5%)
Gas			
Volume (PJ)	37.0	44.1	(16.1%)
Revenue (\$m)	268	323	(17.0%)
<b>Gross Margin (\$m)</b>	<b>31</b>	<b>34</b>	<b>(8.8%)</b>
Gross margin per GJ	\$0.84	\$0.77	9.1%

# Energy Markets – Operating EBIT

Higher generation and disciplined price management.

\$m	1H16	1H15	Change
<b>Operating EBITDA</b>	<b>1,244</b>	<b>1,038</b>	<b>19.8%</b>
Depreciation and amortisation	(48)	(45)	6.7%
<b>Consumer Market EBIT</b>	<b>200</b>	<b>160</b>	<b>25.0%</b>
Electricity gross margin	244	215	13.5%
Gas gross margin	171	160	6.9%
Net operating costs	(215)	(215)	-
<b>Business Customers EBIT</b>	<b>30</b>	<b>35</b>	<b>(14.3%)</b>
Electricity gross margin	17	19	(10.5%)
Gas gross margin	31	34	(8.8%)
Net operating costs	(18)	(18)	-
<b>Wholesale Markets EBIT</b>	<b>966</b>	<b>798</b>	<b>21.1%</b>
Electricity gross margin	714	588	21.4%
Gas gross margin	236	205	15.1%
Eco-markets gross margin	30	25	20.0%
Net operating costs	(14)	(20)	(30.0%)
<b>Operating EBIT</b>	<b>1,196</b>	<b>993</b>	<b>20.4%</b>



## Group Operations – Operating EBIT

Additional two months of AGL Macquarie and higher depreciation.

\$m	1H16	1H15	Change
<b>Operating EBITDA</b>	<b>(272)</b>	<b>(229)</b>	<b>18.8%</b>
Depreciation and amortisation	(165)	(126)	31.0%
Thermal	(338)	(279)	21.1%
Renewables	(37)	(40)	(7.5%)
Natural Gas	(27)	(10)	170.0%
Other	(35)	(26)	34.6%
<b>Operating EBIT</b>	<b>(437)</b>	<b>(355)</b>	<b>23.1%</b>

### Key drivers:

- > Lower Thermal EBIT largely attributable to AGL Macquarie, CPI and wage escalation and higher depreciation driven by a higher asset base. Partly offset by cost initiatives implemented throughout the period
- > Renewables EBIT favourability is largely driven by lower Macarthur Wind Farm depreciation as a result of the asset being held for sale from 1 April 2015
- > Lower Natural Gas EBIT due to reduced Silver Springs oil sales revenue, lower revenue and higher costs at NQE and higher Moranbah costs
- > Decrease in Other EBIT due to establishment and centralisation of technical support functions

## New Energy – Operating EBIT

Investing in emerging distributed technologies.

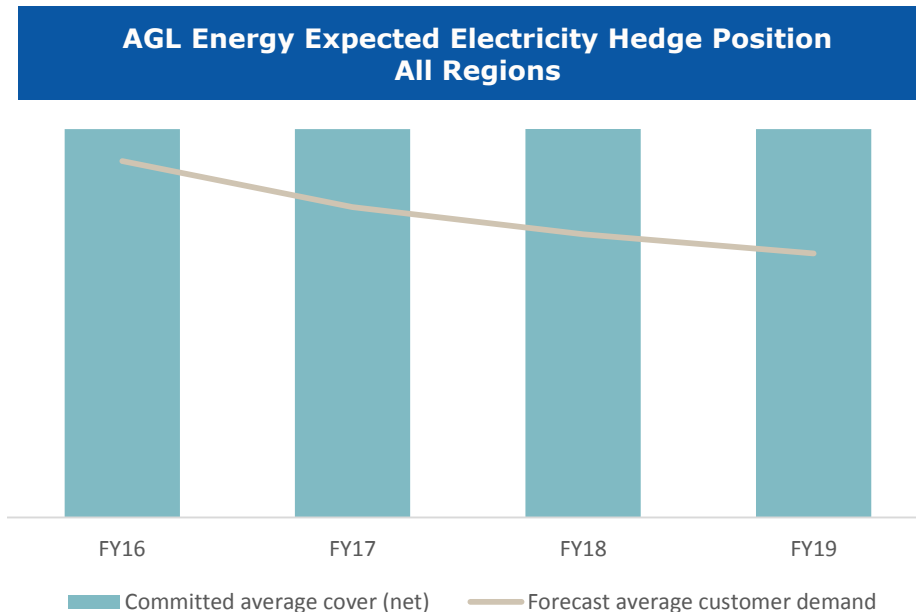
\$m	1H16	1H15	Change
<b>Revenue</b>	<b>64</b>	<b>64</b>	-
Cost of goods sold	(34)	(33)	3.0%
<b>Gross margin</b>	<b>30</b>	<b>31</b>	<b>(3.2%)</b>
Operating costs (excluding D&A)	(32)	(19)	68.4%
<b>Operating EBITDA</b>	<b>(2)</b>	<b>12</b>	<b>(116.7%)</b>
Depreciation & amortisation	(6)	(5)	20.0%
<b>Operating EBIT</b>	<b>(8)</b>	<b>7</b>	<b>(214.3%)</b>

### Key drivers:

- > Gross Margin decreased \$1 million predominantly due to the closure of the Kurnell refinery (October 2014), and associated lost revenue; partially offset by an increase in residential and commercial solar sales revenue
  - » Excluding the impact of Kurnell, revenue increased from \$54 million to \$64 million, a movement of 18.5%
- > Operating costs increased by \$14 million, predominantly relating to the creation of the New Energy division and increased investment to unlock growth in this area. Costs included acquiring new resources (capabilities in new technology areas), increased solar marketing and costs relating to Digital Metering business. This investment is forecast to increase into FY16 and beyond as new revenue streams in this area are explored and developed.

# Wholesale Contracting

- > AGL’s Wholesale Risk Management Policy (Policy) is approved by the Board and establishes the requirements for managing wholesale risk
- > The Policy clearly defines permitted contracting activities, transaction limits, counterparty credit management requirements
- > Limits for exposure to market price risk are in place to manage profit, cash flow and dividends. Activities to monitor exposure include:
  - » Electricity: retail load, generation, contracts monitoring; Earnings at Risk simulation analyses and stress testing of the portfolio
  - » Gas: position monitoring of contract exposures, production risks and customer demand. The aspects of the gas portfolio exposed to oil price risk is managed as part of this process
  - » Environmental: position monitoring of contract exposures, production risks and customer demand



# Generation portfolio

Asset Characteristics						1H16 Performance	
Asset	State	Type	Status	Capacity (MW)	Carbon Intensity (tCO <sub>2</sub> e/MWh)	Sent Out Generation (GWh)	Capacity Factor (%)
Bayswater	NSW	Coal	Owned	2,640	0.9	8,977	77%
Liddell	NSW	Coal	Owned	2,000	1.0	3,843	44%
Loy Yang	VIC	Coal	Owned	2,210	1.3	7,166	73%
<b>Total Coal</b>				<b>6,850</b>		<b>19,986</b>	
Torrens Island	SA	Gas Steam Turbine	Owned	1,280	0.6	1,258	22%
Diamantina	QLD	CCGT	Owned (50%)	151	0.4	420	63%
Yabulu	QLD	CCGT	Control dispatch	121	0.6	11	2%
Somerton	VIC	OCGT	Owned	150	1.0	1	0%
Other	Various	Gas/Diesel	Various	88	0.5	110	28%
<b>Total Oil &amp; Gas</b>				<b>1,790</b>		<b>1,800</b>	
Macarthur	VIC	Wind	Control dispatch	420	0.0	511	28%
Hallett Wind Farms	SA	Wind	Control dispatch	351	0.0	581	38%
Wattle Point	SA	Wind	Control dispatch	91	0.0	124	31%
Oaklands Hill	VIC	Wind	Control dispatch	63	0.0	82	29%
VIC Hydro	VIC	Hydro	Owned	743	0.0	732	22%
NSW Hydro	NSW	Hydro	Owned	53	0.0	11	5%
NSW Solar	NSW	Solar	Owned	155	0.0	149	NR <sup>1</sup>
Other	Various	Landfill & Biogas	Various	44	0.1	85	44%
<b>Total Renewable</b>				<b>1,920</b>		<b>2,275</b>	
<b>Generation Portfolio as at 31 December 2015</b>				<b>10,560</b>	<b>0.9</b>	<b>24,061</b>	
<b>NEM Industry Average</b>					<b>0.9</b>		

1. Capacity factor not reported due to commissioning activities undertaken during 1H16.

## Significant items

All consistent with previous announcements.

\$m	Pre-tax	Tax	Post-tax
Restructuring costs	(23)	7	(16)
Natural gas impairments			
Camden	(32)	9	(23)
Gloucester	(166)	47	(119)
Silver Springs	(208)	62	(146)
Spring Gully	(14)	-	(14)
Moranbah	(375)	37	(338)
<b>Total Significant items</b>	<b>(818)</b>	<b>162</b>	<b>(656)</b>

- > Restructuring costs of \$23 million before tax were recognised in relation to labour costs associated with organisational reviews conducted during the period
- > Natural Gas impairments as announced on 4 February 2016

# Debt facilities

As at 31 December 2015 \$m	Limit	Usage
<b>Current</b>		
Export Credit Agency Facility	11	11
CPI Indexed Bonds	11	11
<b>Non Current</b>		
Bank Term Debt	1,060	1,060
Bank Revolver Debt	550	25
Medium Term Notes	600	600
US Senior Notes	338	338
Export Credit Agency Facility	161	161
Subordinated Notes	650	650
CPI Indexed Bonds	162	162
<b>Total Debt</b>	<b>3,543</b>	<b>3,018</b>
Less: Cash		106
<b>Net Debt</b>		<b>2,912</b>

## Comparative information

- > AGL has changed the basis for segment reporting to align with its updated organisational structure. The table below summarises the changes to FY15. Refer to ASX announcement on 29 July 2015 for more information.

AGL Group \$ million	1H15
<b>Revised Structure:</b>	
Energy Markets	993
Group Operations	(355)
New Energy	7
Investments	12
Centrally Managed Expenses	(109)
<b>Operating EBIT</b>	<b>548</b>
<b>Previous Structure:</b>	
Retail Energy	159
Merchant Energy	522
Upstream Gas	(10)
Investments	4
Centrally Managed Expenses	(127)
<b>Operating EBIT</b>	<b>548</b>

# Disclaimer and important information

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The information in this presentation:

- › Is not an offer or recommendation to purchase or subscribe for securities in AGL Energy Limited or to retain any securities currently held.
- › Does not take into account the potential and current individual investment objectives or the financial situation of investors.
- › Was prepared with due care and attention and is current at the date of the presentation.

Actual results may materially vary from any forecasts (where applicable) in this presentation.

Before making or varying any investment in securities in AGL Energy Limited, all investors should consider the appropriateness of that investment in light of their individual investment objectives and financial situation and should seek their own independent professional advice.

All references to prior period movements are to the corresponding period ended 31 December 2014.

## **Statutory Profit and Underlying Profit**

Statutory Profit is prepared in accordance with the Corporations Act 2001 and the Australian Accounting Standards, which comply with the International Financial Reporting Standards.

Underlying Profit is the Statutory Profit adjusted for significant items and changes in the fair value of financial instruments.

Underlying Profit has been presented with reference to the Australian Securities and Investments Commission Regulatory Guide 230 "Disclosing non-IFRS financial information" issued in December 2011. AGL's policy for reporting Underlying Profit is consistent with this guidance. The Directors have had the consistency of the application of the policy reviewed by the external auditor of AGL.