

AGL Energy FY18 Interim Results

8 February 2018



Agenda



- 1 Results Highlights and Business Update**
Andy Vesey, Managing Director & CEO
- 2 Review of Operations and Financial Results**
Brett Redman, CFO
- 3 Market Update and Outlook**
Andy Vesey, Managing Director & CEO

Results Highlights and Business Update

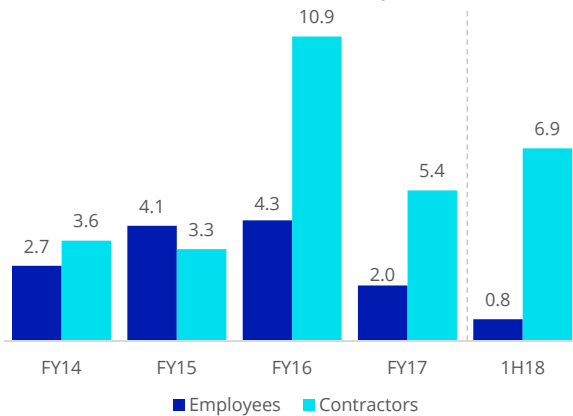
Andy Vesey
Managing Director & CEO



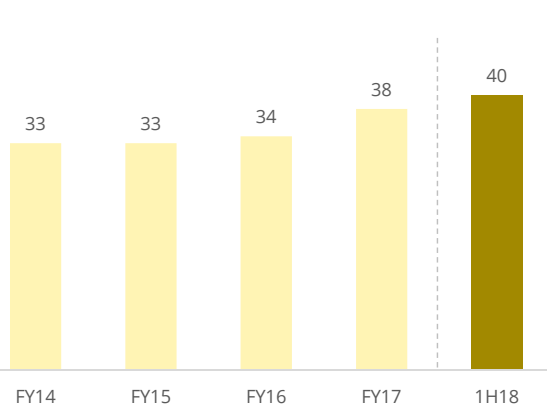
Focus on safety and diversity, consistent with our values



Total Injury Frequency Rate (per million hours worked)



Women in Senior Leadership Pipeline (%)



First-half result a strong foundation for delivery of FY18 objectives



1	Strong interim financial result	2	Actions to deliver fairness, simplicity and transparency for customers
\$622m Statutory Profit after tax up 91%	\$493m Underlying Profit after tax up 27%	3	NSW Generation Plan formalised and delivered to government, AEMO
11.7% Return on equity up 2.8 percentage points	54cents Dividends per share up 32%	4	Developing ~900MW of new supply at Barker Inlet, Silverton and Coopers Gap
		5	Asset sales: NQ gas conditionally agreed, ActiveStream sold, National Assets on track
		6	On track to deliver guidance for FY18 Underlying Profit after tax

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Priority areas focus on what matters to drive ongoing shareholder value



Continuing to drive safety and diversity	Renewed emphasis on cost discipline	Actions to address affordability
Reliability and security of our thermal fleet	Market design evolution: National Energy Guarantee	
Continued evaluation of energy supply investments	Disciplined allocation of capital amid uncertainty	

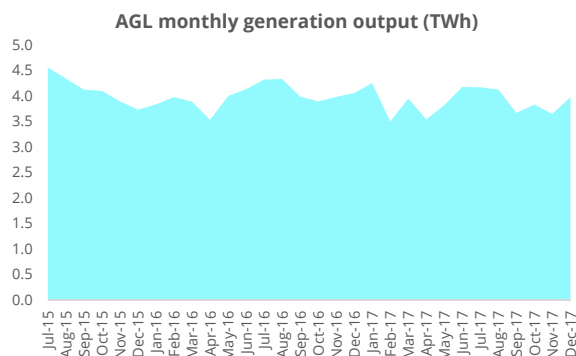
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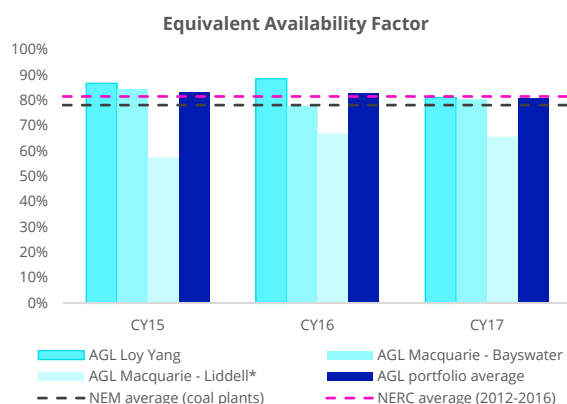
Managing the portfolio to deliver sustainable and reliable performance



Generation output broadly unchanged



Availability in line with coal averages



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Strong financial performance supports investment in energy supply projects

\$2b of projects under development/feasibility, comprising dispatchable power, renewables and gas supply



Powering Australian Renewables Fund

- Partnership with QIC and Future Fund in which AGL has 20% equity stake and full energy off-take rights
- Works progressing well at 250 MW Silverton wind farm in New South Wales: turbine construction well under way
- Construction started at 453 MW Coopers Gap in Queensland on Australia's biggest wind farm

Barker Inlet Power Station

- 210MW of fast-start, efficient and dispatchable dual-fuel generation near Adelaide
- Construction commenced early February 2018
- Full operation anticipated second half CY19 following planning application amendment to accommodate dual-fuel operation

Gas storage and supply projects

- Crib Point LNG import jetty progressing through key milestones for final investment decision in FY19
- Silver Springs gas storage expansion feasibility study under way

NSW Generation Plan

- Blend of dispatchable and renewable technologies consistent with National Energy Guarantee objectives
- Stage 1 includes 100MW Bayswater upgrade, 300 MW solar offtake, conversion of steam turbine generator into synchronous condenser, and 20MW demand response (already operational)
- Feasibility under way on 250 MW dispatchable gas plant at Newcastle also part of stage 1

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Continued increase in acquisitions and retentions: rewarding loyalty amid increased competition



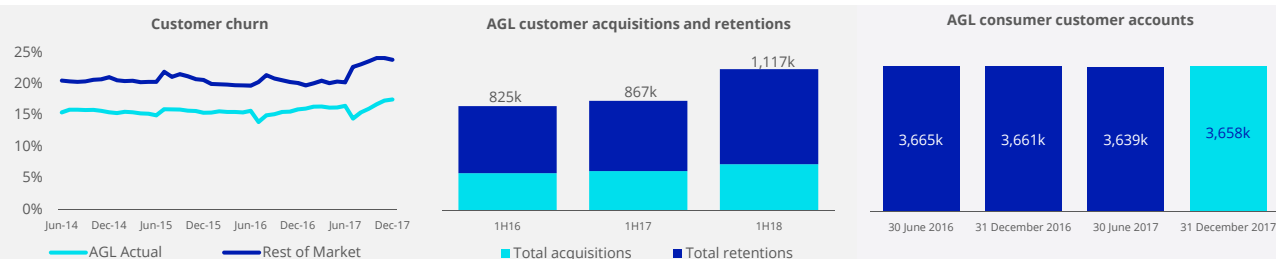
Churn spread to rest of market increased to 6ppts from 4ppts



Market activity has driven 29% increase in acquisitions and retentions



Total customer numbers up slightly compared with end FY17



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Fairness, simplicity and transparency to drive value and advocacy



Fairness

- Loyalty discounts introduced for standing offer customers in Victoria and South Australia
- Completed contact of all standing offer customers to encourage them to check their plan
- AGL "here to help" launched: helping customers check concessions and grants eligibility
- Industry leading hardship program continues

Simplicity

- AGL Essentials launched in Victoria: simple non-discount, low rate digital product
- AGL Easy Move enhancement: digital tracking for customers during their move of residence
- AGL Energy bill information via Amazon Alexa voice control
- Digital launch of online payment extensions and support
- New Prepaid product to launch in coming weeks – provides peace of mind to customers

Transparency

- Energy plans now presented online with dollar value estimates for clear comparison
- Energy Insights: usage by appliance category empowering customers to reduce usage
- Self-Service Meter Read enabling instant meter reads, bill shock avoidance and accurate bills
- Improved customer affordability features including Bill Smoothing and Monthly Billing plans

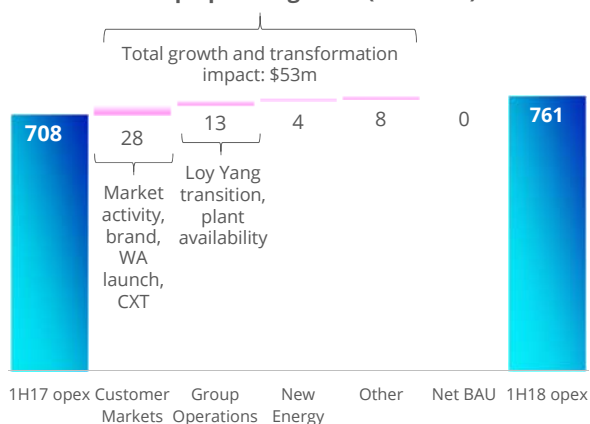
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Growth and transformation impact on costs drives increased emphasis on cost discipline



Breakdown of increase in 1H18 on net Group operating costs (exc. D&A)



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Cost of growth, transformation and market activity tracking slightly below expected \$188m FY18 total

Some impacts of forecast mitigated but high market activity likely to remain in competitive market

Growing imperative for additional AGL action to reduce business-as-usual cost base

Customer Experience Transformation (CXT) program provides strong foundation

Focused on identifying further process improvement opportunities to reduce recurring cost base

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Review of Operations and Financial Results

Brett Redman
CFO



Key financial outcomes reflect strong result for shareholders



	1H18	1H17		Change
Statutory Profit after tax (\$m)	622	325	↑	91%
Statutory EPS (cents)	94.8	48.2	↑	97%
Underlying Profit after tax (\$m)	493	389	↑	27%
Underlying EPS (cents)	75.2	57.7	↑	30%
Underlying cash flow from operations before interest and tax (\$m)	993	699	↑	42%
Dividend per share (cents)	54	41	↑	32%
Return on equity (% , rolling 12 months)	11.7	8.9	↑	2.8 ppts

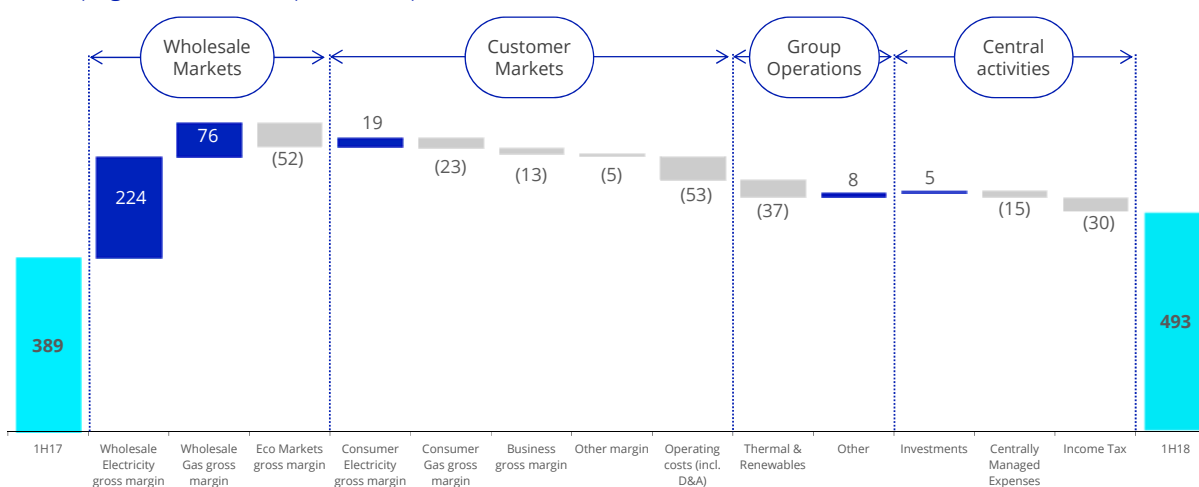
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Segmental reporting view demonstrates strong Wholesale partly offset by challenges in Customer



Underlying Profit after tax, period-on-period movement (\$m)

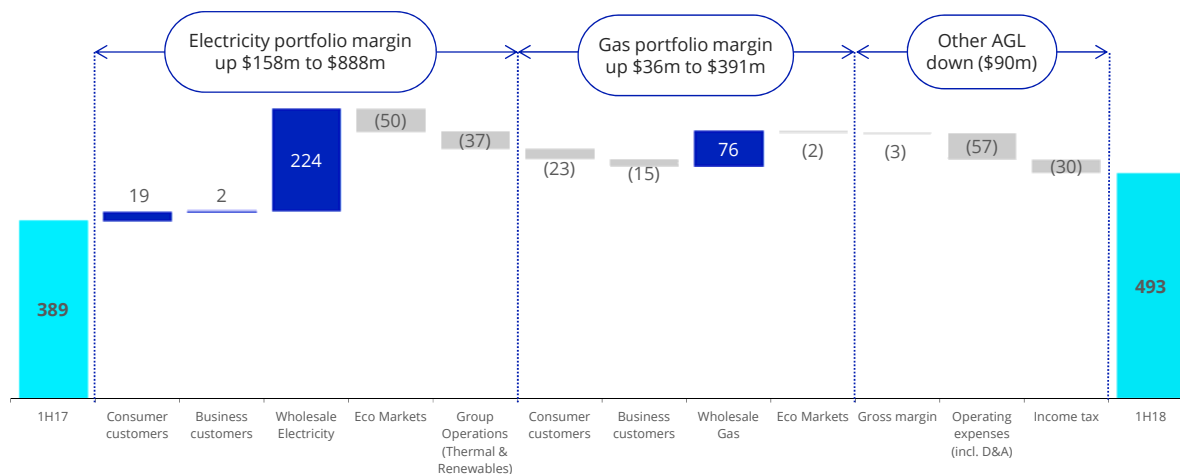


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Portfolio reporting view demonstrates value created throughout the business

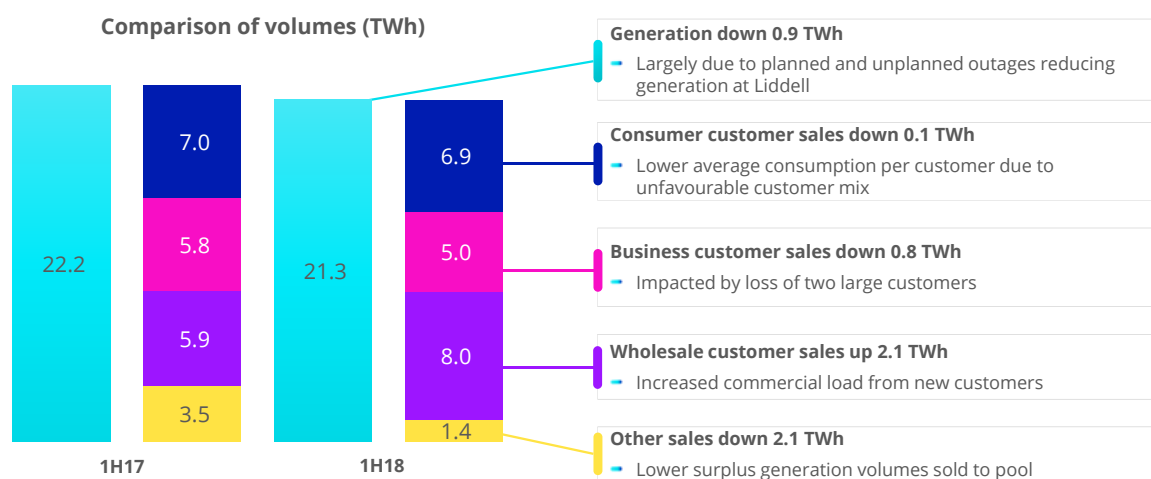
Underlying Profit after tax, period-on-period movement (\$m)



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Electricity generation and sales volumes: Consumer volumes steady



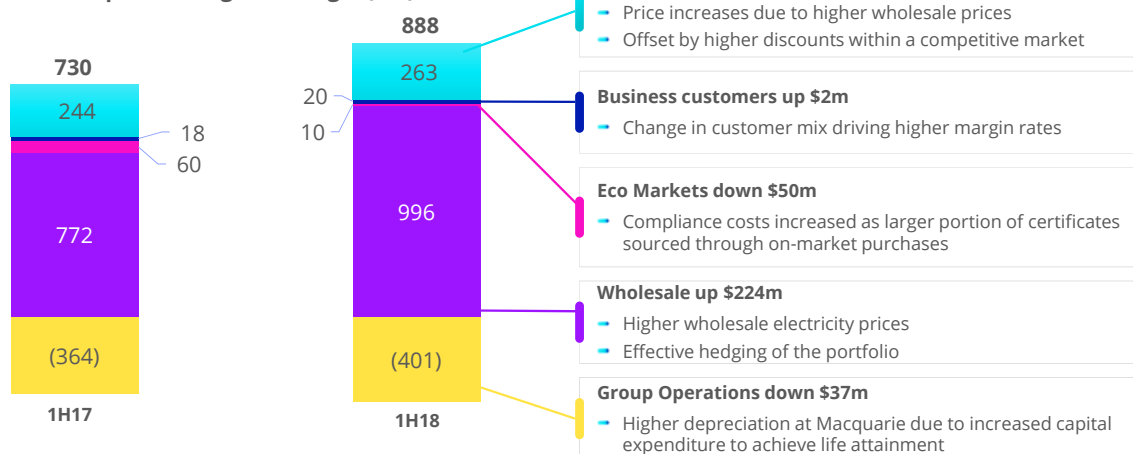
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Electricity portfolio margin: increase in Wholesale offsets decline in Eco Markets



Comparison of gross margin (\$m)



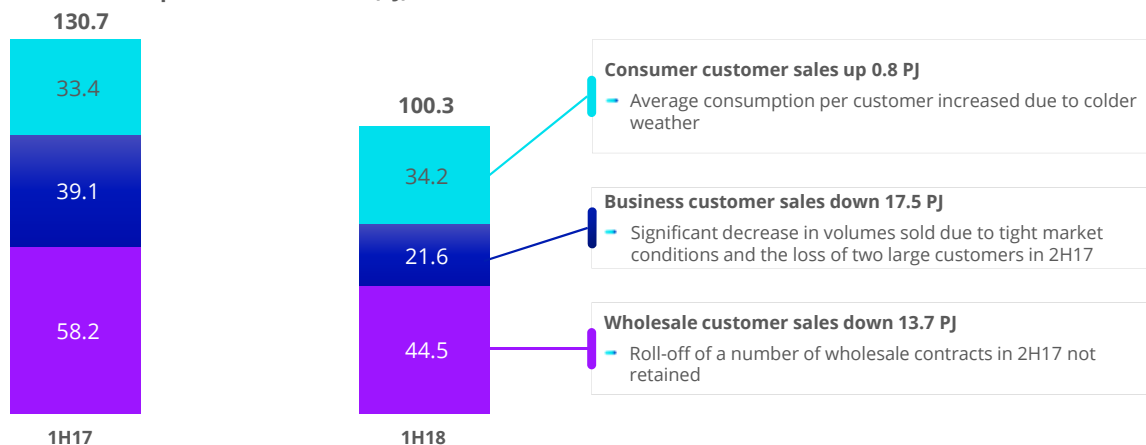
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Gas sales volume: reflects focus on retaining customer value



Comparison of volumes (PJ)



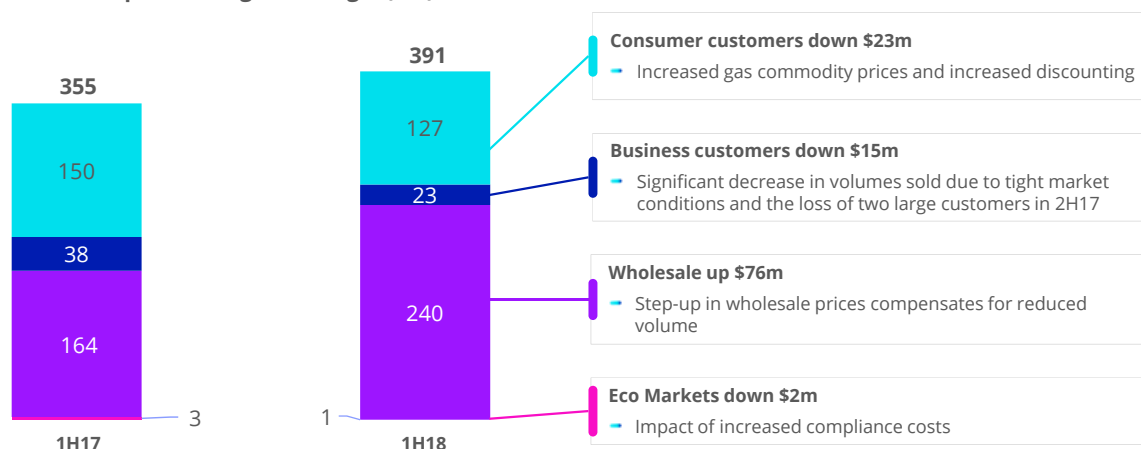
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Gas portfolio margin: higher wholesale prices outweigh increase in fuel costs



Comparison of gross margin (\$m)



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Improved cash flow and efficient use of cash



Operating cash flow

(\$m)	1H18	1H17
Underlying EBITDA	1,084	924
Equity accounted income and onerous contracts	(23)	(32)
Gain on divestments	-	(21)
Movements in other assets/liabilities and non-cash items	(26)	(46)
Working capital – margin calls	10	(112)
Working capital – other	(52)	(14)
Underlying operating cash flow before interest and tax	993	699
Net finance costs paid	(87)	(84)
Income taxes paid	(110)	(144)
Net cash provided by operating activities	796	471
Cash conversion rate	92%	76%

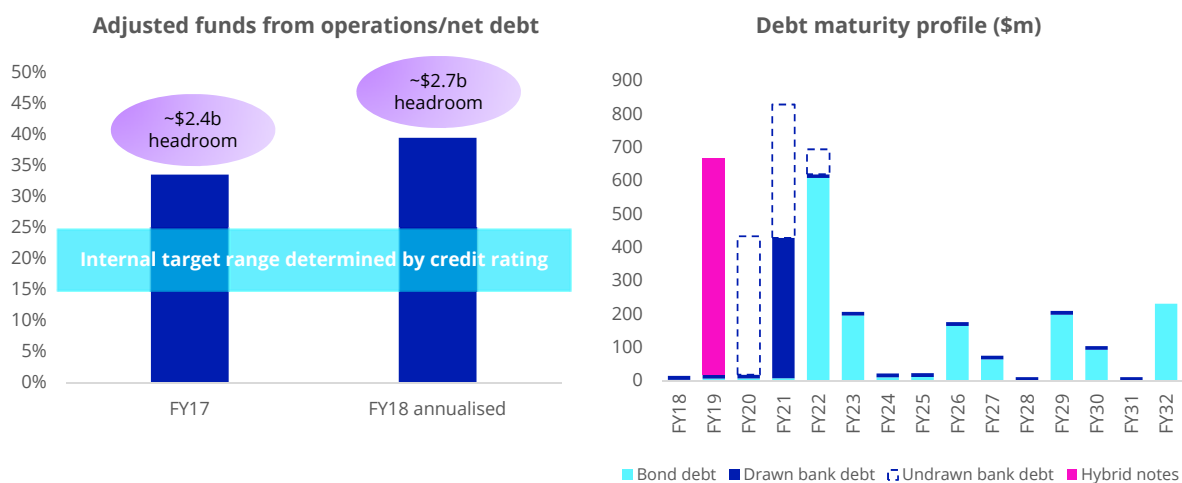
Use of cash in period

(\$m)	1H18	1H17
Net cash provided by operating activities	796	471
Capital expenditure	(318)	(230)
Proceeds from divestments	184	248
Equity investments	-	(13)
Other investing activities	(13)	(5)
Share buy-back	-	(51)
Net (repayment)/proceeds of borrowings	(382)	563
Dividends paid	(328)	(243)
Other financing activities	(10)	(23)
Net change in cash	(71)	717

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Liquidity position continues to provide significant headroom



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Market Update and Outlook

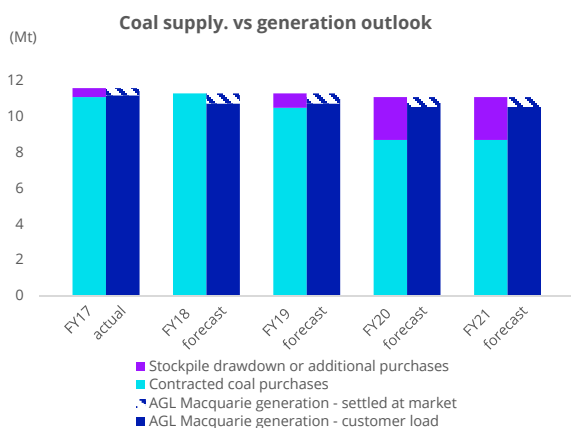
Andy Vesey
Managing Director & CEO



Enduring low-cost coal advantage at AGL Macquarie

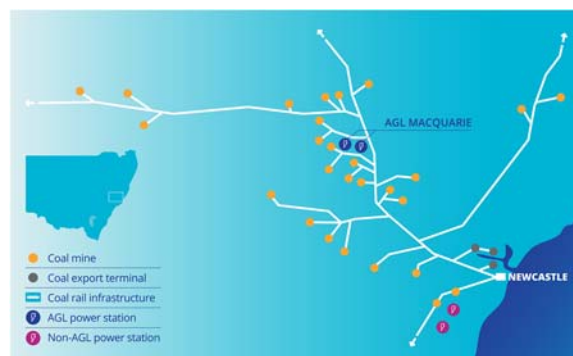


Recontracting activity to maintain strong supply position



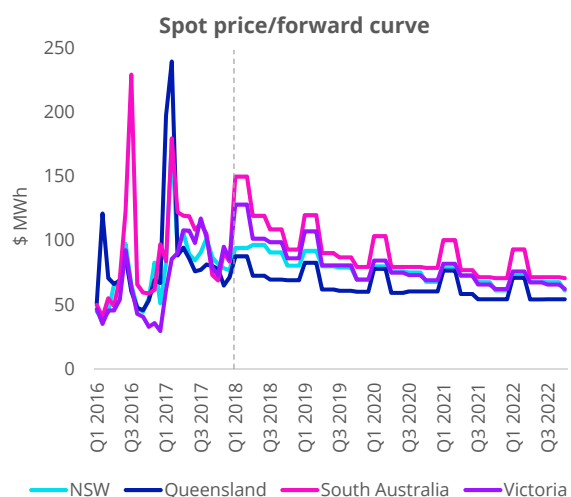
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Supported by inherent location advantage

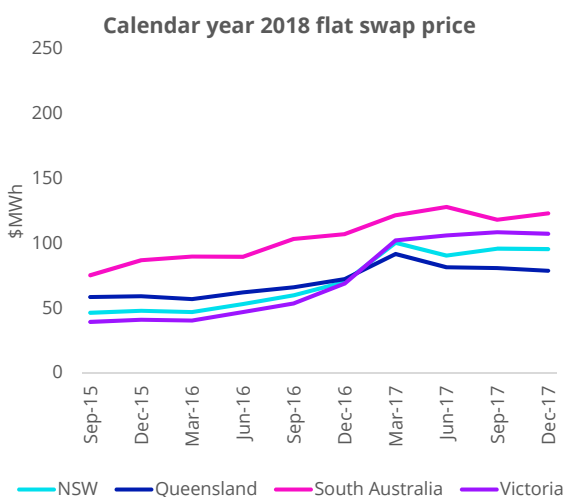


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Wholesale electricity prices stabilising as committed investment increases



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Sources: AEMO and AGL Market curve, based on observable market data

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Guidance range for FY18 Underlying Profit unchanged



**Underlying Profit after tax
expected to be \$940 million to
\$1,040 million**

- Subject to normal trading conditions and policy and regulatory uncertainty
- Current expectations consistent with middle of the range
- Wholesale Markets growth to outweigh pressures in Customer Markets

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Supplementary
Information



Reconciliation of Statutory to Underlying Profit



(\$m)	1H18	1H17	Change
Statutory Profit after tax	622	325	297
Adjust for the following after tax items:			
Significant Items			
Active Stream gain on divestment	(29)	-	(29)
Sunverge impairment	27	-	27
(Gain)/loss on fair value of financial instruments	(127)	64	(191)
Underlying Profit after tax	493	389	104

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Underlying Profit summary



(\$m)	1H18	1H17	Change
Revenue	6,450	6,030	7%
Gross margin	1,845	1,632	13%
Operating costs (excluding depreciation & amortisation)	(761)	(708)	7%
Underlying EBITDA	1,084	924	17%
Depreciation & amortisation	(265)	(239)	11%
Underlying EBIT			
Wholesale Markets	1,233	985	25%
Customer Markets	154	229	(33%)
Group Operations	(439)	(410)	7%
Investments	16	11	45%
Centrally Managed Expenses	(145)	(130)	12%
Underlying EBIT	819	685	20%
Net finance costs	(116)	(116)	-
Underlying Profit before tax	703	569	24%
Income tax expense	(210)	(180)	17%
Underlying Profit after tax	493	389	27%
Underlying EPS (cents)	75.2	57.7	30%

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Wholesale Markets – Underlying EBIT

(\$m)	1H18	1H17	Change
Wholesale Electricity gross margin	996	772	29%
Wholesale Gas gross margin	240	164	46%
Eco Markets gross margin	11	63	(83%)
Gross margin	1,247	999	25%
Operating costs (excluding depreciation & amortisation)	(10)	(10)	-
Underlying EBITDA	1,237	989	25%
Depreciation & amortisation	(4)	(4)	-
Underlying EBIT	1,233	985	25%

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Customer Markets – Underlying EBIT

(\$m)	1H18	1H17	Change
Consumer Electricity gross margin	263	244	8%
Consumer Gas gross margin	127	150	(15%)
Business Electricity gross margin	20	18	11%
Business Gas gross margin	23	38	(39%)
New Energy Services gross margin	(1)	5	(120%)
Fees, charges and other margin	39	38	3%
Gross margin	471	493	(4%)
Operating costs (excluding depreciation & amortisation)	(271)	(221)	23%
Underlying EBITDA	200	272	(26%)
Depreciation & amortisation	(46)	(43)	7%
Underlying EBIT	154	229	(33%)

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Group Operations – Underlying EBIT



(\$m)	1H18	1H17	Change
Gross margin	109	129	(16%)
Operating costs (excluding depreciation & amortisation)	(347)	(359)	(3%)
Underlying EBITDA	(238)	(230)	3%
Depreciation & amortisation	(201)	(180)	12%
Underlying EBIT	(439)	(410)	7%
Underlying EBIT			
Thermal	(366)	(346)	6%
Renewables	(35)	(18)	94%
Natural Gas	(23)	(26)	(12%)
Other operations	(15)	(20)	(25%)

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Centrally Managed Expenses and Investments– Underlying EBIT

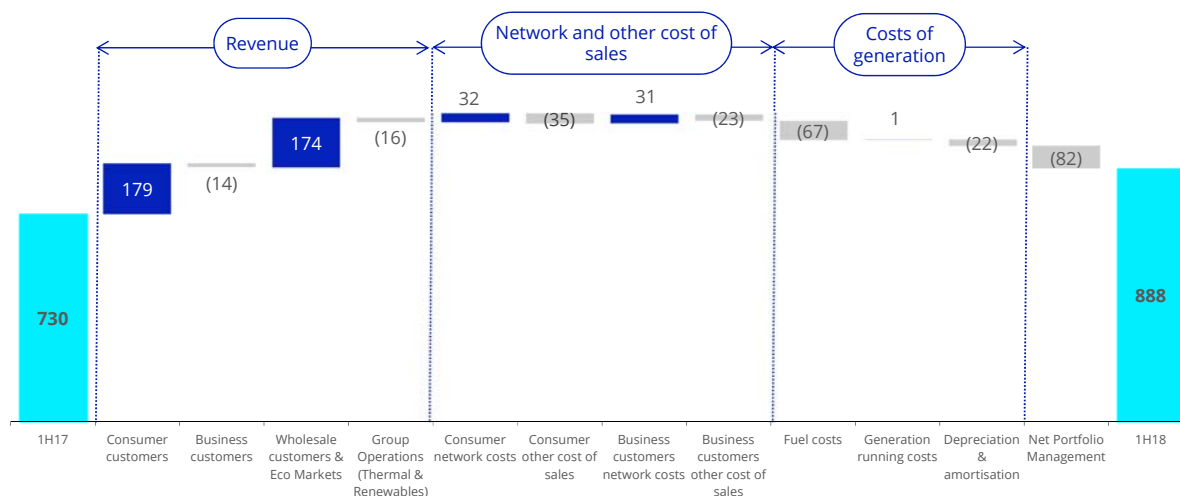


(\$m)	1H18	1H17	Change
Centrally Managed Expenses:			
Underlying EBITDA	(131)	(118)	11%
Depreciation & amortisation	(14)	(12)	17%
Underlying EBIT	(145)	(130)	12%
Investments:			
Underlying EBITDA	16	11	45%
Depreciation & amortisation	-	-	-
Underlying EBIT	16	11	45%

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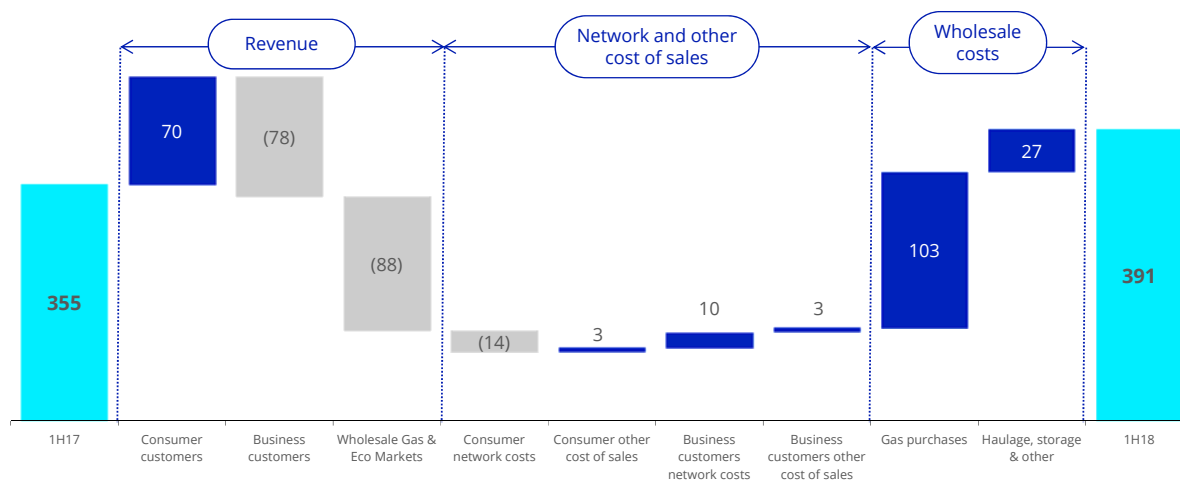
Movement in electricity portfolio margin (\$m)



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Movement in gas portfolio margin (\$m)



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Pool generation volume



GWh	1H18	1H17	Change
Asset			
AGL Macquarie – Bayswater	7,497	7,410	1%
AGL Macquarie – Liddell	3,358	4,579	(27%)
AGL Loy Yang	6,951	6,839	2%
AGL Torrens	1,411	1,368	3%
SA wind	732	669	9%
VIC wind	649	636	2%
VIC hydro	368	388	(5%)
NSW hydro	57	17	235%
NSW solar	200	179	12%
Other gas	104	120	(13%)
Total	21,327	22,205	(4%)
Generation type			
Coal	17,806	18,828	(5%)
Gas	1,515	1,488	2%
Wind	1,381	1,305	6%
Hydro	425	405	5%
Solar	200	179	12%
Total	21,327	22,205	(4%)

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Generation portfolio performance



Asset	State	Type	Status	Capacity (MW)	Carbon intensity (tCO ₂ e/MWh)	1H18 sent out generation (GWh)
AGL Macquarie - Bayswater	NSW	Coal	Owned	2,640	0.93	7,855
AGL Macquarie - Liddell	NSW	Coal	Owned	2,000	0.97	3,573
AGL Loy Yang	VIC	Coal	Owned	2,210	1.28	7,189
Total coal				6,850		18,617
AGL Torrens	SA	Gas steam turbine	Owned	1,280	0.58	1,419
Yabulu	QLD	CCGT	Controlled dispatch	122	0.51	46
Somerton	VIC	OCGT	Owned	160	0.82	62
Other	Various	Gas/diesel	Various	88	0.70	140
Total oil and gas				1,650		1,667
Macarthur	VIC	Wind	Controlled dispatch	420	0.00	557
Hallett	SA	Wind	Controlled dispatch	350	0.00	629
Wattle Point	SA	Wind	Controlled dispatch	91	0.00	140
Oaklands Hill	VIC	Wind	Controlled dispatch	63	0.01	99
VIC hydro	VIC	Hydro	Owned	734	0.01	409
NSW hydro	NSW	Hydro	Owned	54	0.00	51
NSW solar	NSW	Solar	PARF	156	0.00	189
Other	Various	Landfill and bio-gas	Various	46	0.09	81
Total renewables				1,914		2,155
Generation portfolio at 31 December 2017				10,414	0.94	21,439
NEM industry average					0.82	

Note: the difference between sent out generation and pool generation volume (as disclosed on the prior slide and in the Operating & Financial Review) is due to marginal loss factors, nonscheduled generation and auxiliary usage.

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Electricity sales volumes



GWh	1H18	1H17	Change
Consumer			
New South Wales	2,797	2,792	0%
Victoria	1,917	1,812	6%
South Australia	993	1,157	(14%)
Queensland	1,242	1,262	(2%)
Consumer total	6,949	7,023	(1%)
Business			
New South Wales	2,401	2,346	2%
Victoria	1,466	1,649	(11%)
South Australia	394	1,100	(64%)
Queensland	753	710	6%
Business total	5,014	5,805	(14%)
Wholesale total*	7,982	5,880	36%
Electricity sales volume total	19,945	18,708	7%

* Includes purchased volumes sold to ActewAGL during 1H18 of 1,606 GWh (1H17 1,599 GWh)

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Gas sales volumes



PJ	1H18	1H17	Change
Consumer			
New South Wales	11.6	10.8	7%
Victoria	19.3	19.1	1%
South Australia	1.9	2.1	(10%)
Queensland	1.4	1.4	-
Western Australia	0.0	-	-
Consumer total	34.2	33.4	2%
Business			
New South Wales	4.4	13.2	(67%)
Victoria	11.7	14.5	(19%)
South Australia	1.2	1.7	(29%)
Queensland	4.3	9.7	(56%)
Business total	21.6	39.1	(45%)
Wholesale customers & Generation*	44.5	58.2	(24%)
Gas sales volume total	100.3	130.7	(23%)

* Includes volumes sold to AGL owned generation assets during 1H18 of 17.0 PJ (1H17 16.3 PJ)

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Customer account numbers



('000)	31 Dec 2017	30 Jun 2017	Change
Consumer Electricity			
New South Wales	824	807	2%
Victoria	651	638	2%
South Australia	383	388	(1%)
Queensland	387	404	(4%)
Total Consumer Electricity	2,245	2,237	0%
Consumer Gas			
New South Wales	654	657	(0%)
Victoria	537	531	1%
South Australia	132	132	-
Queensland	83	82	1%
Western Australia	7	-	-
Total Consumer Gas	1,413	1,402	1%
Total Consumer accounts	3,658	3,639	1%
Total Business Customer accounts	15	14	7%
Total Customer accounts	3,673	3,653	1%
Dual fuel accounts	2,043	2,008	2%

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Consumer key indicators



	1H18	1H17	Change
Electricity			
Volume (GWh)	6,949	7,023	(1%)
Average Consumer accounts ('000)	2,251	2,250	0%
Revenue (\$m)	2,076	1,897	9%
Gross margin (\$m)	263	244	8%
Gross margin	12.7%	12.9%	(0.2 ppts)
Gross margin per customer account (\$)	117	108	8%
Gross margin per MWh (\$)	37.8	34.7	9%
Gas			
Volume (PJ)	34.2	33.4	2%
Average Consumer accounts ('000)	1,408	1,418	(1%)
Revenue (\$m)	825	755	9%
Gross margin (\$m)	127	150	(15%)
Gross margin	15.4%	19.9%	(4.5 ppts)
Gross margin per customer account (\$)	90	106	(15%)
Gross margin per GJ (\$)	3.71	4.49	(17%)

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Consumer customer account metrics



	1H14	1H15	1H16	1H17	1H18
Gross margin (\$)	342m	375m	415m	394m	390m
Net operating costs (\$)	(206m)	(215m)	(215m)	(204m)	(251m)
EBIT (\$)	136m	160m	200m	190m	139m
Gross margin per customer account (\$)	93	100	112	107	107
Net operating costs per customer account (\$)	(56)	(58)	(58)	(56)	(69)
EBIT per customer account (\$)	37	43	54	52	38
Net operating costs/gross margin ratio (%)	60	58	52	52	64
Cost to Serve (\$)	(134m)	(143m)	(137m)	(133m)	(150m)
Cost to Grow (\$)	(72m)	(72m)	(78m)	(71m)	(101m)
Cost to Serve per customer account (\$)	(37)	(38)	(37)	(36)	(41)
Cost to Grow per customer account acquired or retained (\$)	(90)	(93)	(95)	(82)	(90)

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Business key indicators



	1H18	1H17	Change
Electricity			
Volume (GWh)	5,014	5,805	(14%)
Revenue (\$m)	761	775	(2%)
Gross margin (\$m)	20	18	11%
Gross margin	2.6%	2.3%	0.3 ppts
Gross margin per MWh (\$)	4.0	3.1	29%
Gas			
Volume (PJ)	21.6	39.1	(45%)
Revenue (\$m)	212	290	(27%)
Gross margin (\$m)	23	38	(39%)
Gross margin	10.8%	12.8%	(2.0 ppts)
Gross margin per GJ (\$)	1.06	0.97	9%

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Debt facilities at 31 December 2017

Debt facility (\$m)	Limit	Usage	Maturity
Subordinated notes*	650	650	FY19
Revolving bilateral facilities	415	115	FY20
Syndicated revolving facility	400	0	FY21
Club facility term	410	410	FY21
A\$600m medium-term notes	600	600	FY22
Revolving bilateral facility	75	0	FY22
USPP US\$165m	186	186	FY23
USPP US\$135m	152	152	FY26
USPP A\$50m	50	50	FY27
CPI bonds	91	91	FY27
USPP US\$150m	198	198	FY29
USPP US\$70m	92	92	FY30
ECA amortising facility	150	150	FY30
USPP US\$175m	231	231	FY32
Total debt facilities	3,700	2,925	
Less: Cash		83	
Net Debt		2,842	

* Subordinated Notes - First call date June 2019, final maturity 2039

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Historical financial information

(\$m)	1H14	FY14	1H15	FY15	1H16	FY16	1H17	FY17	1H18
Wholesale Markets external revenue	885	1,729	1,014	2,481	1,630	3,518	1,966	4,860	2,454
Customer Markets external revenue	4,299	8,501	4,071	8,006	3,878	7,438	3,752	7,334	3,907
Group Operations external revenue	103	214	98	190	93	193	312	389	89
Other external revenue	-	1	-	1	-	1	-	1	-
Total external revenue	5,287	10,445	5,183	10,678	5,601	11,150	6,030	12,584	6,450
Wholesale Markets Underlying EBITDA	609	1,238	804	1,686	969	1,837	989	1,975	1,237
Customer Markets Underlying EBITDA	215	479	228	458	271	537	272	533	200
Group Operations Underlying EBITDA	(127)	(236)	(206)	(440)	(255)	(486)	(230)	(451)	(238)
Investments Underlying EBITDA	13	23	12	26	17	25	11	17	16
Centrally Managed Expenses Underlying EBITDA	(88)	(174)	(103)	(225)	(117)	(224)	(118)	(222)	(131)
Total Underlying EBITDA	622	1,330	735	1,505	885	1,689	924	1,852	1,084
Wholesale Markets Underlying EBIT	601	1,223	798	1,675	966	1,828	985	1,967	1,233
Customer Markets Underlying EBIT	168	385	189	379	225	446	229	446	154
Group Operations Underlying EBIT	(228)	(431)	(337)	(704)	(425)	(834)	(410)	(814)	(439)
Investments Underlying EBIT	13	23	12	26	17	25	11	17	16
Centrally Managed Expenses Underlying EBIT	(99)	(196)	(114)	(250)	(133)	(254)	(130)	(248)	(145)
Total Underlying EBIT	455	1,004	548	1,126	650	1,211	685	1,368	819
Underlying Profit after tax	242	562	302	630	375	701	389	802	493

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The information in this presentation:

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- Major expenditure remains subject to standard Board approval processes.

Statutory Profit and Underlying Profit:

- Statutory Profit is prepared in accordance with the Corporations Act 2001 and Australian Accounting Standards, which comply with International Financial Reporting Standards.
- Underlying Profit is Statutory Profit adjusted for significant items and changes in fair value of financial instruments.
- Underlying Profit is presented with reference to the Australian Securities & Investments Commission's 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 Energy Limited.
- Amounts presented as Statutory Profit/(Loss) and Underlying Profit are those amounts attributable to owners of AGL Energy Limited.

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