Embargoed until 2:00pm

Friday 26 February 2010



# 2010 half year result

Michael Stiassny, Chairman Simon Mackenzie, Group Chief Executive Officer Alex Ball, Chief Financial Officer

**26 February 2010** 



# Michael Stiassny Chairman



# Agenda

- Results summary
- Segment performance Electricity, Gas Transportation, Gas Wholesale, Technology
- Update Fibre, Regulation, Electricity Review, Security of Supply
- CFO financial summary
- Summary
- Questions



# Vector results from total operations

Income Statement six months to 31 December

31 Dec 2009					31 Dec 2008			
\$millions	Continuing	Discontinued	Total		Continuing	Discontinued <sup>1</sup>	Total	
Revenue	621	-	621		610	10	620	
EBITDA	310	-	310	ı	313	7	320	
EBIT	234	-	234	ı	243	7	250	
NPBT	147	-	147		136	4	140	
NPAT	101	-	101		91	206	297	

<sup>&</sup>lt;sup>1</sup> 23 days' operations relating to the Wellington electricity network until its sale on 24 July 2008. NPAT includes one-off gain on the sale of \$202.9 million.



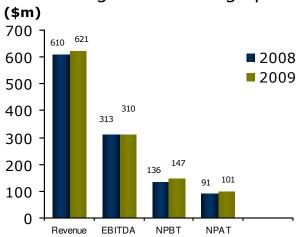
# Simon Mackenzie Group Chief Executive Officer



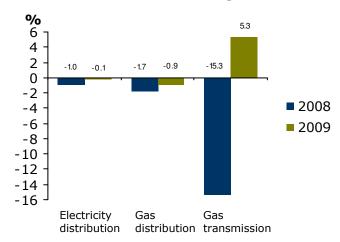
## Health chart

Six months ended 31 December

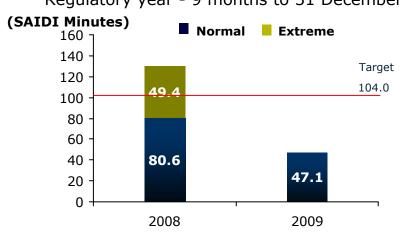
#### Earnings - continuing operations



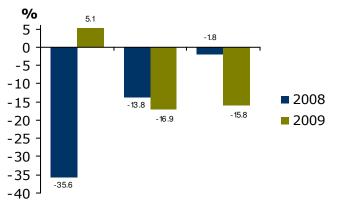
#### Network volume growth



SAIDI Regulatory year - 9 months to 31 December



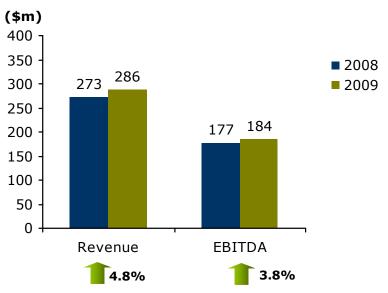
Gas wholesale volume growth



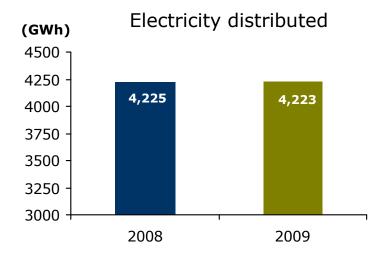


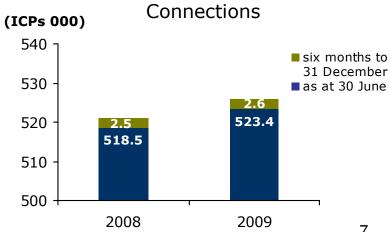
# **Electricity** (from continuing operations)

Six months ended 31 December



- Revenue and EBITDA increases
- Volumes flat

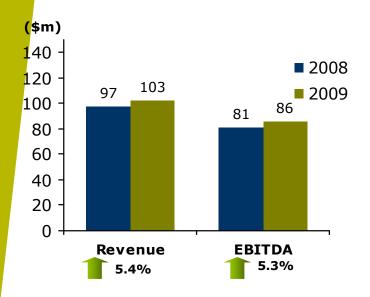




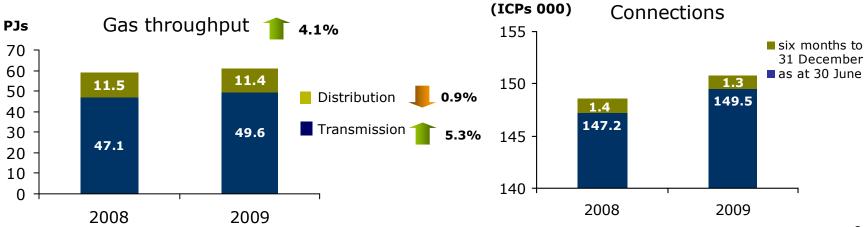


# Gas transportation

Six months ended 31 December



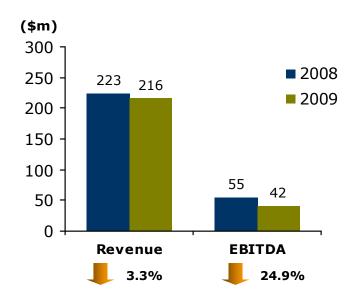
#### Transmission volumes

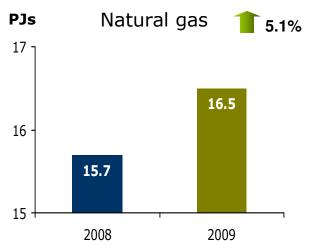




## Gas wholesale

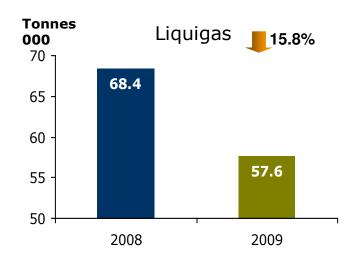
Six months ended 31 December

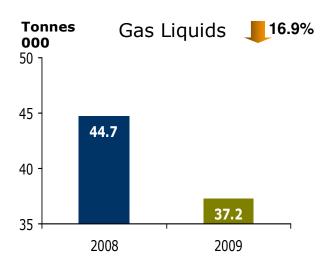








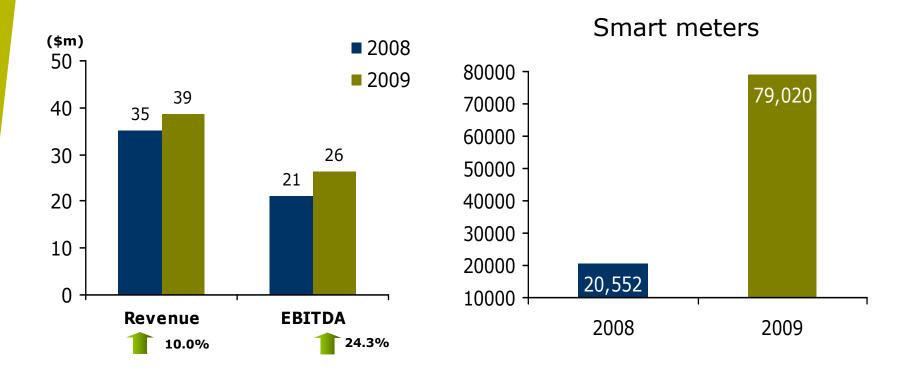






# Technology Six months ended 31 December

- >79,000 smart meters installed
- Strong fibre contender





# Update

- Fibre
- Regulation
- Electricity Review
- Security of Supply



### **Fibre**



- Must be commercially viable for Vector to participate
- Layer 1 build "dark fibre"
- 100% fibre to the door
- Three years ahead
- No copper assets
- Almost limitless capacity
- NZRFG members focus on local investment and national coordination



# Regulation



- Input methodologies decision due at the end of the year
- CPI adjustment delayed until 2012



# **Electricity Review**

- The market must be credible
- Level playing field required in respect of access to the wholesale market



# Security of supply



- An area of focus
- Transmission events and generation outages are a concern
- Working closely with the industry

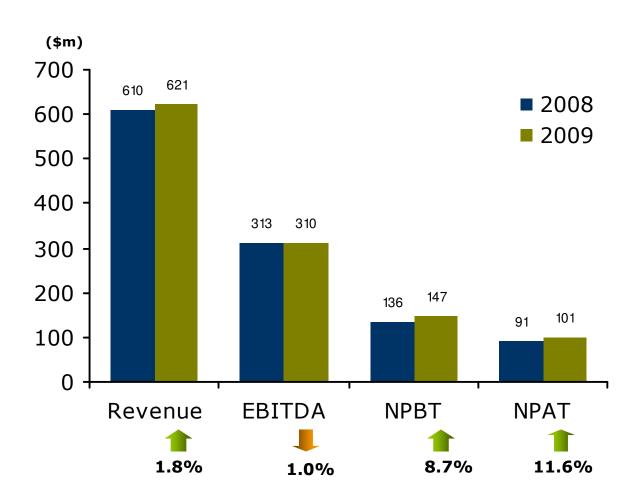


# Financial Results Alex Ball Chief Financial Officer



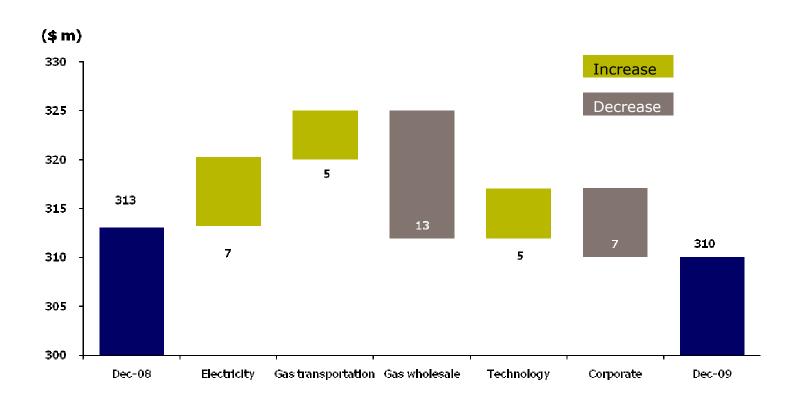
# Results summary (continuing operations)

Six months ended 31 December





# Contributors to group EBITDA movement (continuing operations)





# Segmental results (continuing operations)

Six months ended 31 December

2009 \$ millions	Electricity	Gas trans- portation	Gas Wholesale	Technology	Corporate/ Other	Inter- segment	Total
Revenue	286	103	216	39	1	(24)	621
Operating expenditure	(102)	(17)	(174)	(13)	(29)	24	(311)
EBITDA	184	86	42	26	(28)		310
% Revenue	64.2	83.5	19.3	68.3	N/A	N/A	50.0
EBIT	148	72	36	12	(34)		234
Capex	42	10	4	28	3		87

2008 \$ millions	Electricity	Gas trans- portation	Gas Wholesale	Technology	Corporate /Other	Inter- segment	Total
Revenue	273	97	223	35	6	(24)	610
Operating expenditure	(96)	(16)	(168)	(14)	(27)	24	(297)
EBITDA	177	81	55	21	(21)		313
% Revenue	64.7	83.6	24.8	60.5	N/A	N/A	51.4
EBIT	145	67	50	11	(30)		243
Capex	59	8	8	19	4		98

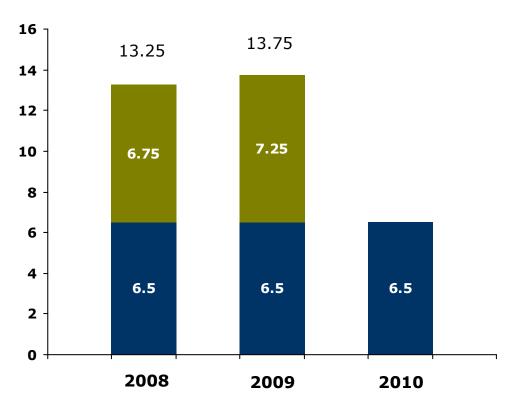
1.



# Dividend declared (cents per share)

Year ended 30 June





- All dividends fully imputed
- Shareholders record date 31 March 2010
- Payable 14 April 2010



# Cash flow (total operations)

Six months ended 31 December

\$ millions	2009	2008	Change
NPAT <sup>1</sup>	106	302	(196)
Gain on sale of discontinuing operations		(203)	203
Depreciation and amortisation	76	70	6
Movement in working capital	64	18	46
Other	(3)	8	(11)
Operating cash flow (OCF)	243	195	48
Replacement capex	(49)	(46)	(3)
Dividends to Vector shareholders	(72)	(68)	(4)
	122	81	41
Growth capex	(46)	(64)	18
Pre-debt financing cash inflow	76	17	59
Reduction of net debt	(68)	(760)	692
Net proceeds from sale of discontinued activities		773	(773)
Other financing activities	(5)	(16)	11
Increase in cash	3	14	(11)

<sup>&</sup>lt;sup>1</sup> NPAT including share of non-controlling interests in subsidiaries.



# Capital structure

as at 31 December

Asset Backing and Capital St	2009	2008	2008/2009 Full Year	
Net Debt	\$m	2,316	2,513	2,486
Equity/Total assets	%	38.2	35.2	37.2
Debt <sup>(1)</sup> /Debt <sup>(1)</sup> +Equity	%	52.5	55.8	54.7
Interest (net) cover	X times	2.9	2.4(2)	2.3(2)

- (1) Net debt
- (2) Based on results from continuing operations.



# Simon Mackenzie Group Chief Executive Officer



# Summary

- A sound result revenue and NPAT up
- Connection growth slightly ahead and volumes steady
- Improved capital structure
- Wins in gas wholesale business
- Growth options in meters and fibre
- Regulation
- Full year outlook



