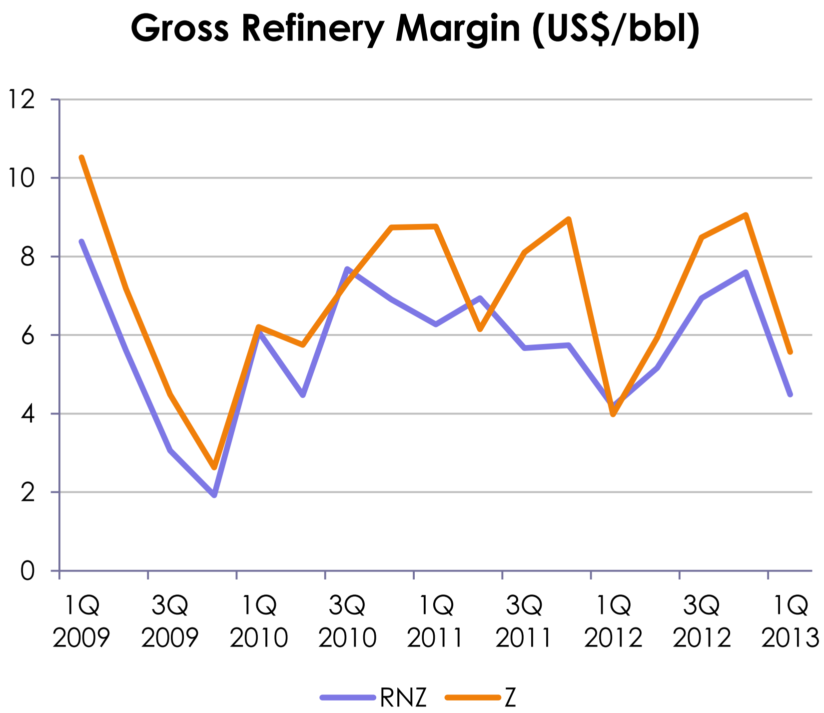
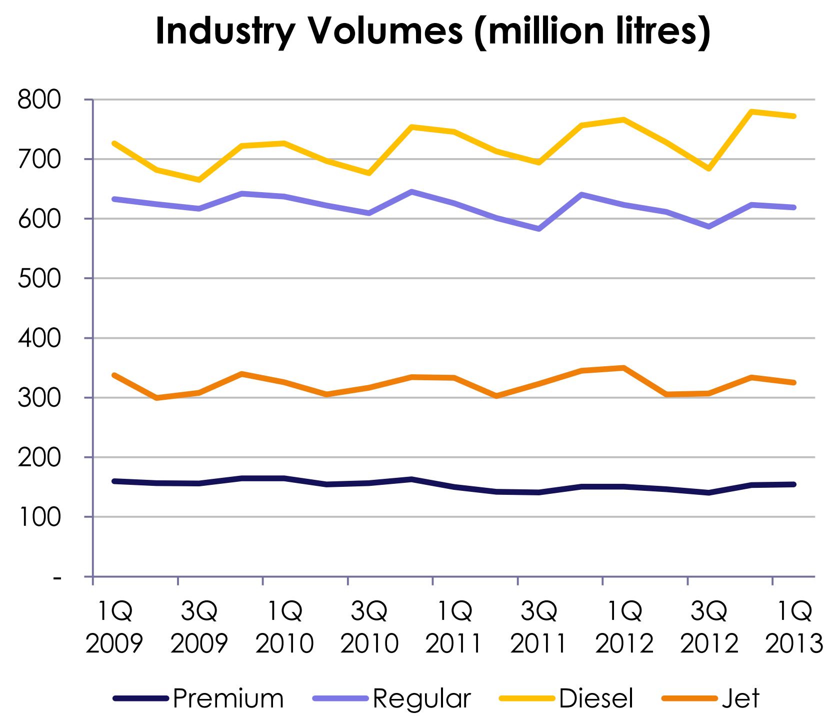
Annual Results for FY13

Momentum with financial performance, strategy delivery and brand development continues

Trading conditions neutral to bearish and remain affected by the pace of economic recovery

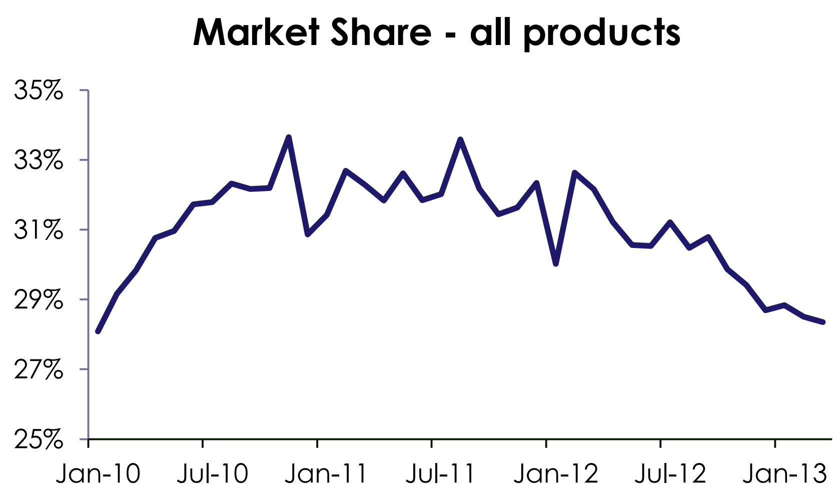


- Final quarter affected by RNZ shutdown
- Near term trend expected to be consistent with the past year
- Data sourced from RNZ and IEA

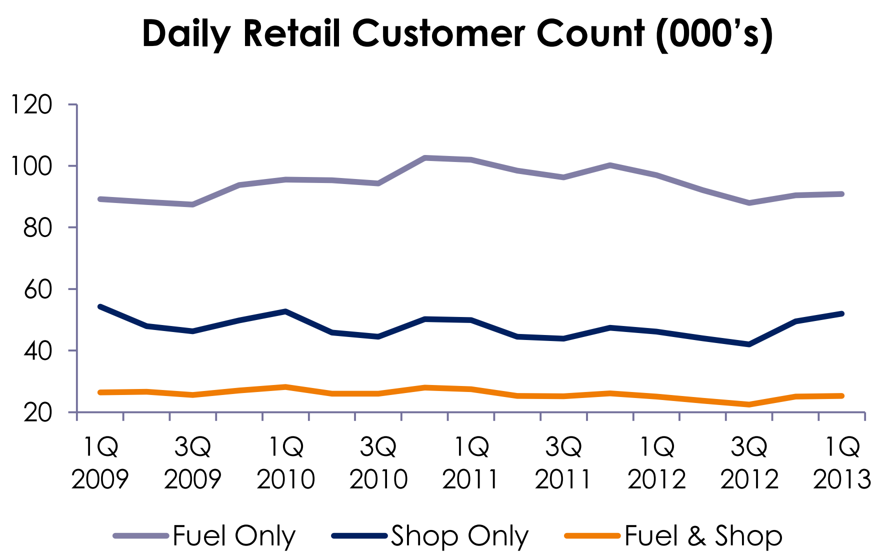


- For FY13, YoY sales for the industry are +0.1% for petrol and +1.1% for diesel
- Retail sales soft due to high pump prices
- Commercial sales tracking GDP growth
- Data sourced from LAFT returns

Z's market share declined in FY13 albeit our actions were consistent with our goal to grow profits and returns



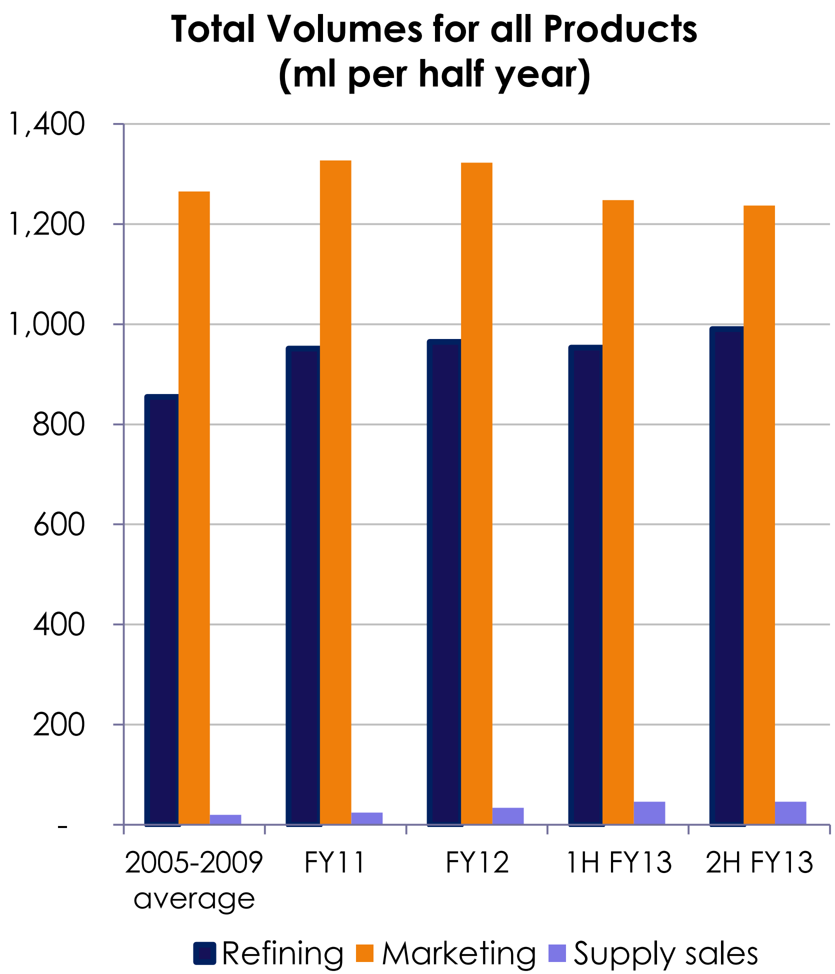
- Significant changes amongst four majors in Retail market share arising from AA Smartfuel and supermarket dockets
- Retail focus on total dollar margins while preserving economies of scale
- Less service station disruption from rebranding and store refits during 2H
- Conscious decision to shed low profit to loss making volume within Commercial

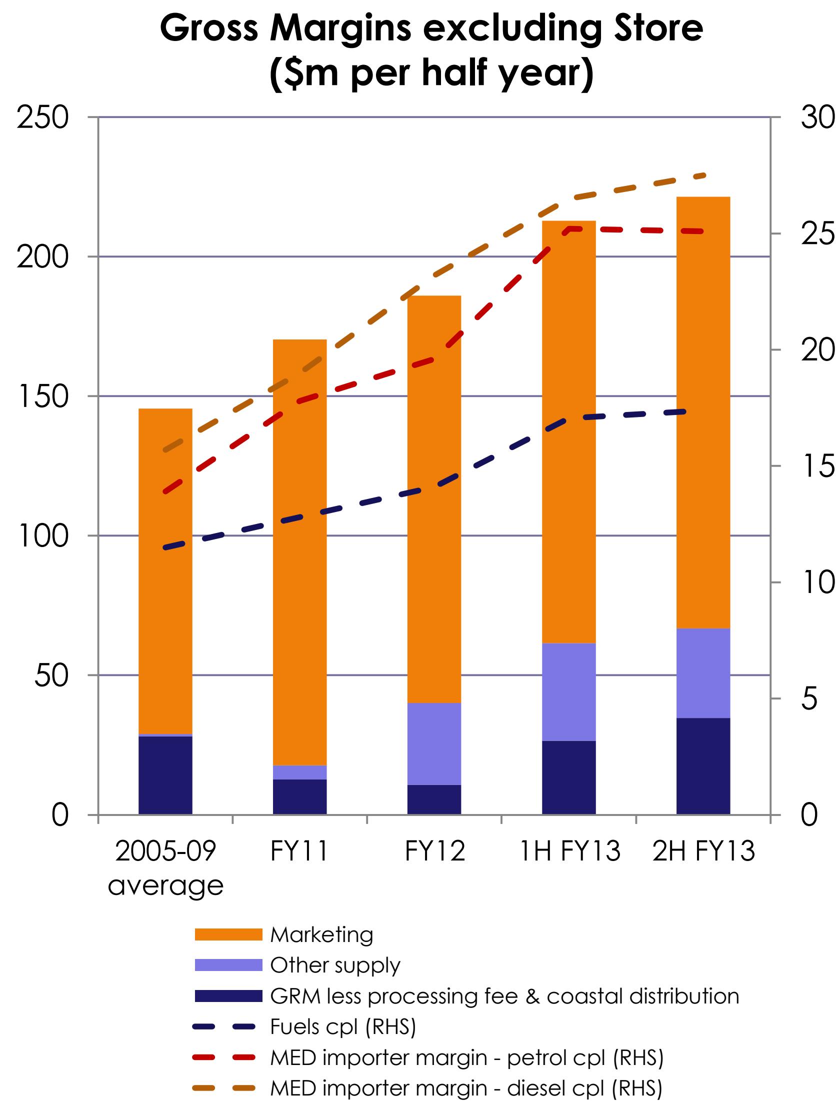


- Total transactions -5% YoY
- Shop only customer count growing in line with strategy
- Refit store revenue +9.1% versus non refit stores of -2.4%

Note - market share data sourced from LAFT data

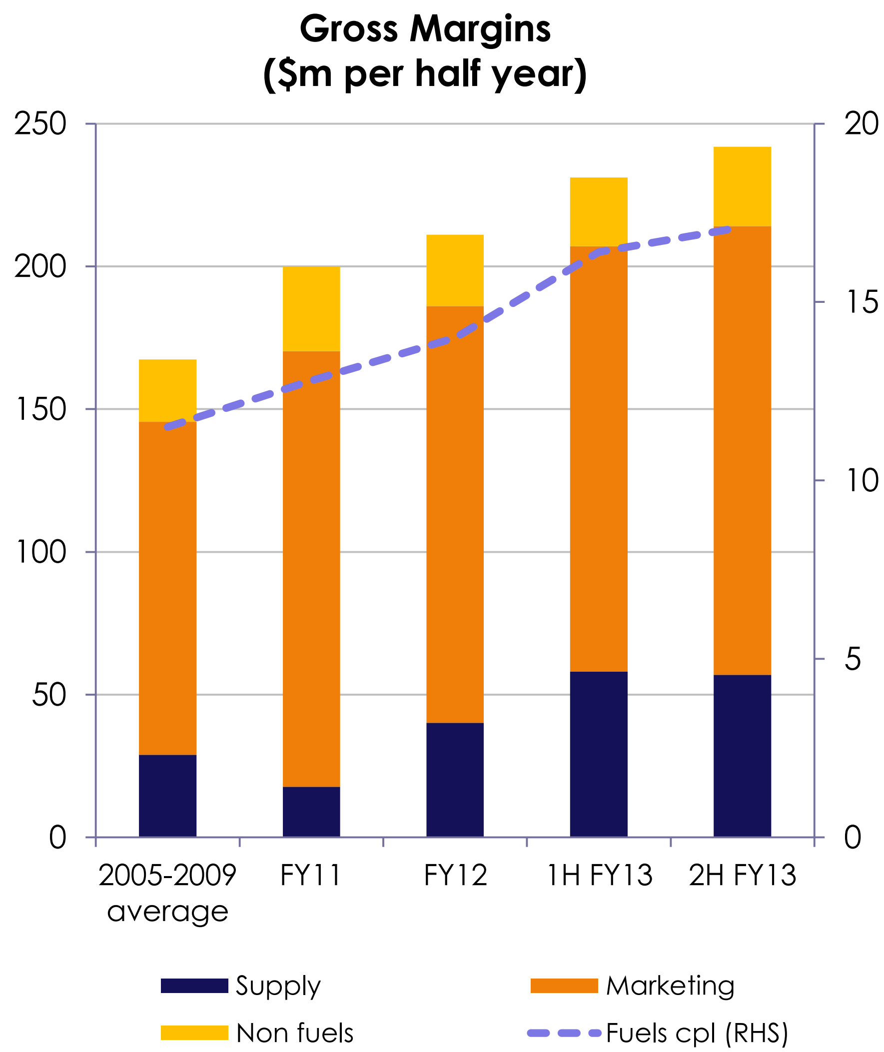
Z's gross margin continues to be noticeably less than the MBIE published data





Whilst sales volumes have declined, these are more than offset by unit margin growth despite the volatile markets

Product Volumes	FY12 (ml)	FY13 (ml)	Delta
Retail petrol	950	867	-9%
Retail diesel	279	277	-1%
Commercial diesel	655	562	-14%
Jet & Avgas	370	378	+2%
Marine fuels	245	243	-1%
Bitumen + Chemicals	81	104	+28%
Supply + exports	67	92	+36%
TOTAL	2,647	2,524	-5%



EBITDAF was above the mid-point of guidance with 3Q and 4Q higher than the 2Q trough

Key Variables	Full Year Actual	Guidance for FY13
Gross refinery margin (USD/bbl)	$7.40	$7.00
RNZ Processing Volume (ml)	1,966	1,880
Sales Volume (ml)	2,524	2,600
Operating Costs*	$280m	$260-270m
Operating EBITDAF (Current Cost)*	$195m	$185-200m
Capex	$71m	$70-90m

- Very poor refinery margins in 1Q were recovered throughout the year although 4Q was lower than average and affected by refinery shutdown
- Sales volumes affected by increased competitor pricing activity in retail and a conscious decision to highgrade the commercial portfolio away from uneconomic and marginal accounts (after allowing for integrated value and cost of debtors)
- Operating costs higher due to increased Retailer commissions ($11m) and Christchurch earthquake repairs and maintenance costs ($4.5m) expensed from the balance sheet
- Capex spend does not include $20m of carry forwards on incomplete projects

* A reconciliation between these numbers and the Statutory accounts is provided in the appendices.

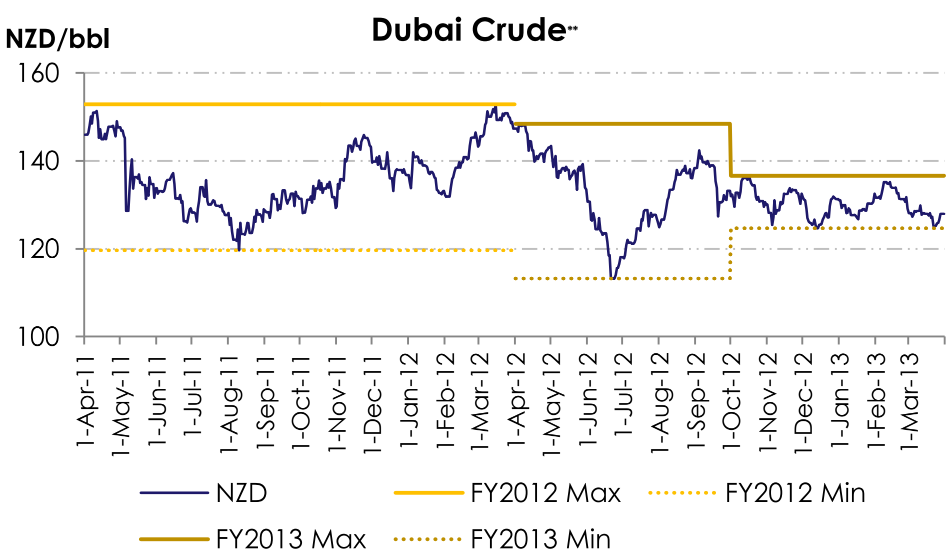
We have demonstrated our ability to respond to a volatile macro and competitive environment

$m	FY12	FY13	Delta
Sales volume (ml)	2,647	2,524	-5%
Fuels Gross Margin*	385	420	9%
Other Income*	50	56	11%
Operating costs*	(263)	(280)	7%
Operating EBITDAF (Current Cost)*	**172**	**195**	**13%**
Cost Of Sales Adjustment	30	(32)	-205%
Associate Earnings	4	6	48%
EBITDAF (Historic Cost)	**206**	**170**	**-18%**
Interest (Other)	(38)	(41)	9%
Interest (Shareholder)	(28)	(27)	-2%
Depreciation and Amortisation	(37)	(41)	12%
Impairment of NZRC carrying value	-	(12)	
Hedge revaluations & other	2	4	127%
Tax	(31)	(29)	-7%
Gain/(loss) on sale of assets	2	11	513%
Net Surplus (per Statutory Accounts)	**77**	**35**	**-54%**
Comprehensive income from associates	(7)	(0)	-99%
Total comprehensive income	**70**	**35**	**-50%**

* A reconciliation between these numbers and the Statutory accounts is provided in the appendices.

There has been a material cost of sales adjustment between current cost and historical cost earnings

$m	FY13	FY12	FY11
Operating EBITDAF (CC)*	**195**	**172**	**157**
Cost of Sales Adjustment	(32)	30	62
Associate Earnings	6	4	10
EBITDAF (Historic Cost)	**170**	**206**	**229**
Oil Price (NZD) - Low **	$113/bbl	$119/bbl	$99/bbl
Oil Price (NZD) - High**	$148/bbl	$152/bbl	$153/bbl

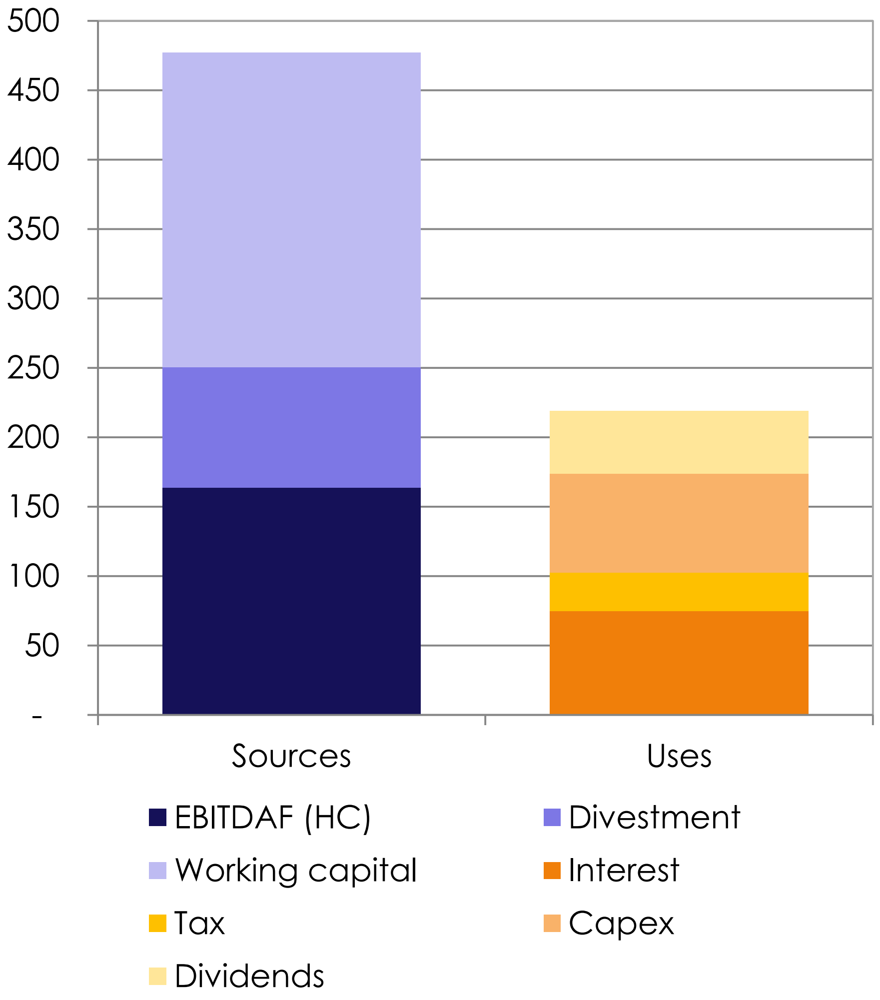


- Historic cost earnings (as required by IFRS) are subject to fluctuations in the value and volume of stock due to changes in oil prices, exchange rates and deliveries.
- Management and capital providers therefore focus on **current cost** earnings as these better reflect the underlying business operations and competitive context.
- Current cost earnings measure the cost of sales in a particular month as if the product were purchased in the same month as it is sold
  - This is calculated by revaluing opening and closing stock to the average replacement cost for the month
  - Difference between historic and current cost earnings are reflected in the cost of sales adjustment ("COSA").
- Historic and current cost earnings are likely to differ in any one period, but should deliver similar results over time.

* A reconciliation between these numbers and the Statutory accounts is provided in the appendices.
** We have used Dubai pricing as an indicator crude

Sizeable positive cash flow has arisen from sale and leaseback proceeds as well as lower year end working capital

Cash Flow ($m)

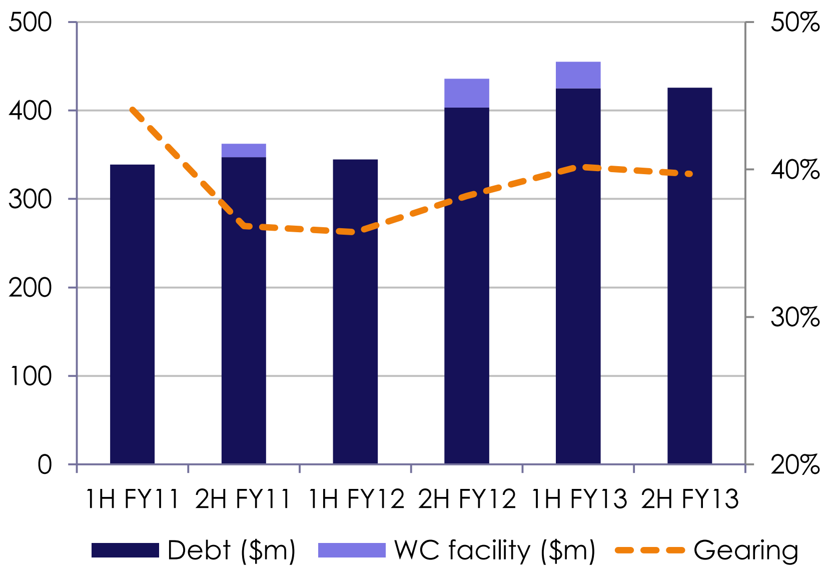


- The large cash surplus at year end is indicative of the ranges that exist in cash flows supporting the requirement for the $350m working capital facility
- The current cash surplus is progressively reduced by the end of June 2013 due to:
  - ETS payments ($40m)
  - Full year dividend ($20m)
  - 1.7m bbls of crude and product cargoes ($200m)

We remain comfortably within all of our debt covenants

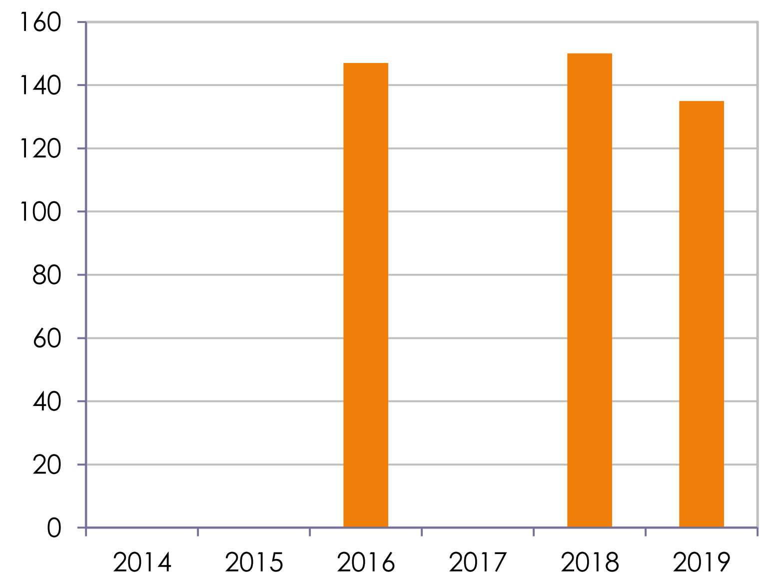
Banking covenants	FY13	FY12	Bank Limit
Fixed cost cover ratio	3.7	2.9	> 2.5
Working capital cover ratio	-	41.1	> 1.5
Total debt coverage ratio	2.2	2.3	< 3.0

Period end debt and gearing



Gearing = debt / (debt + equity)

Retail Bond Maturities ($m)



The second year of our three year program of Strategy projects has been successfully executed

- Procurement of Crude renewed with Shell and Product procurement moved to north Asian refineries
- Rebranding completed on time and below $36.5m budget
- Customer satisfaction programs fully operational
- 74 of 100 stores refitted with revenues +9.1% YoY compared to old format of -2.4%, despite total transaction count of -5% YoY
- 2 new service stations, 3 rebuilds and 12 new car washes
- Uneconomic commercial accounts (progressively) repriced or removed from portfolio
- Upgrade of POS for Retail and truck stops as well as Z's ERP and chart of accounts
- Preliminary engineering and consenting for $40m of new tankage at Lyttelton and Mount Maunganui
- $82m (net) from sale and leaseback of 44 secondary sites at ~7.6% yield

The Brand is growing into its potential and continued favorable results provide a platform for future growth

	Current Ranking	Mar 2013	June 2012	Nov 2011
Behavioural preference	#1	23%	15%	2%
Unprompted awareness	#2	81%	71%	59%
Attitudinal first choice	#1	30%	22%	9%
Raving fans	#1	34%	25%	18%
Service	#1	50%	43%	37%
Food and coffee	#2	36%	33%	29%



Appendices

Detailed P & L

$m	FY11	FY12	FY13
Processing volume (ml)	1,901	1,930	1,966
Supply Sales and Exports (ml)	49	68	92
Marketing Sales (ml)	2,606	2,579	2,432
Gross Margin - supply	37	80	114
Gross Margin - fuels marketing	317	305	306
Gross Margin - non fuels	49	50	55
Storage and Handling	(19)	(25)	(20)
Secondary distribution	(47)	(51)	(47)
On site costs (incls lease costs)	(36)	(36)	(40)
Selling commissions	(49)	(48)	(59)
Employee Benefits	(32)	(28)	(33)
Insurance Premiums	(6)	(6)	(7)
Other costs	(59)	(69)	(74)
Operating EBITDAF (current cost)	157	172	195
Cost of Sales adjustment	62	30	(32)
Associate income	10	4	6
EBITDAF (historic cost)	229	206	170
Interest (other)	(30)	(38)	(41)
Interest (shareholder)	(28)	(28)	(27)
Depreciation and Amortisation	(27)	(37)	(41)
Hedge revaluations & other	(9)	3	4
Tax	(52)	(31)	(29)
Write down of investment in NZRC	-	-	(12)
Asset revaluations	121	-	-
Gain/(loss) on sale of assets	-	2	11
Net Surplus (per statutory accounts)	**203**	**77**	**35**
Other Comprehensive Income	(1)	(7)	(0)
Total comprehensive income	**202**	**70**	**35**

- Certain comparative amounts have been reclassified to conform with the current year's presentation.

Reconciliations

Reconciliation from operating costs to total operating expenditure (per the statutory accounts)	
Operating costs	280.4
Add depreciation and amortisation	41.3
Add impairments	0.5
Add treasury gains / losses	(0.4)
Total operating expenditure (statutory accounts)	321.8

Reconciliation from operating EBITDAF (CC) to operating surplus (per the statutory accounts)	
Operating EBITDAF (CC)	195.3
Less depreciation and amortisation	(41.3)
Less impairments on PP&E	(0.5)
Less unrealised gains/losses	(4.4)
Less cost of sales adjustment	(31.5)
Add share of earnings of Associate Companies	5.9
Operating surplus before financing, derivatives, impairments and sale of fixed assets (statutory accounts)	123.6

Reconciliation from fuels gross margin & other income to gross profit (per the statutory accounts)	
Fuels Gross Margin	420.2
Other income	55.5
Income	475.7
Less cost of sales adjustment	(31.5)
Less unrealised gains / losses	(4.7)
Gross profit (statutory accounts)	439.5

Impact on Infratil's Results

Aotea Energy Equity Earnings ($m)	FY13	FY12
AEHL net surplus attributable to owners of the company (per statutory accounts)	35.0	77.0
Infratil's share (50%)	17.5	38.5
Shareholder loan interest	8.4	8.6
Shareholder RPS interest	5.1	5.2
Share of AEHL's earnings attributable to Infratil	31.0	52.3

- AEHL's earnings attributable to Infratil are included within Infratil's share of earnings and income of associate companies after tax. This is included within Infratil's total income.
- Ordinary dividends paid by AEHL to Infratil are included within the carrying value of AEHL on Infratil's balance sheet within the investments in associates.