

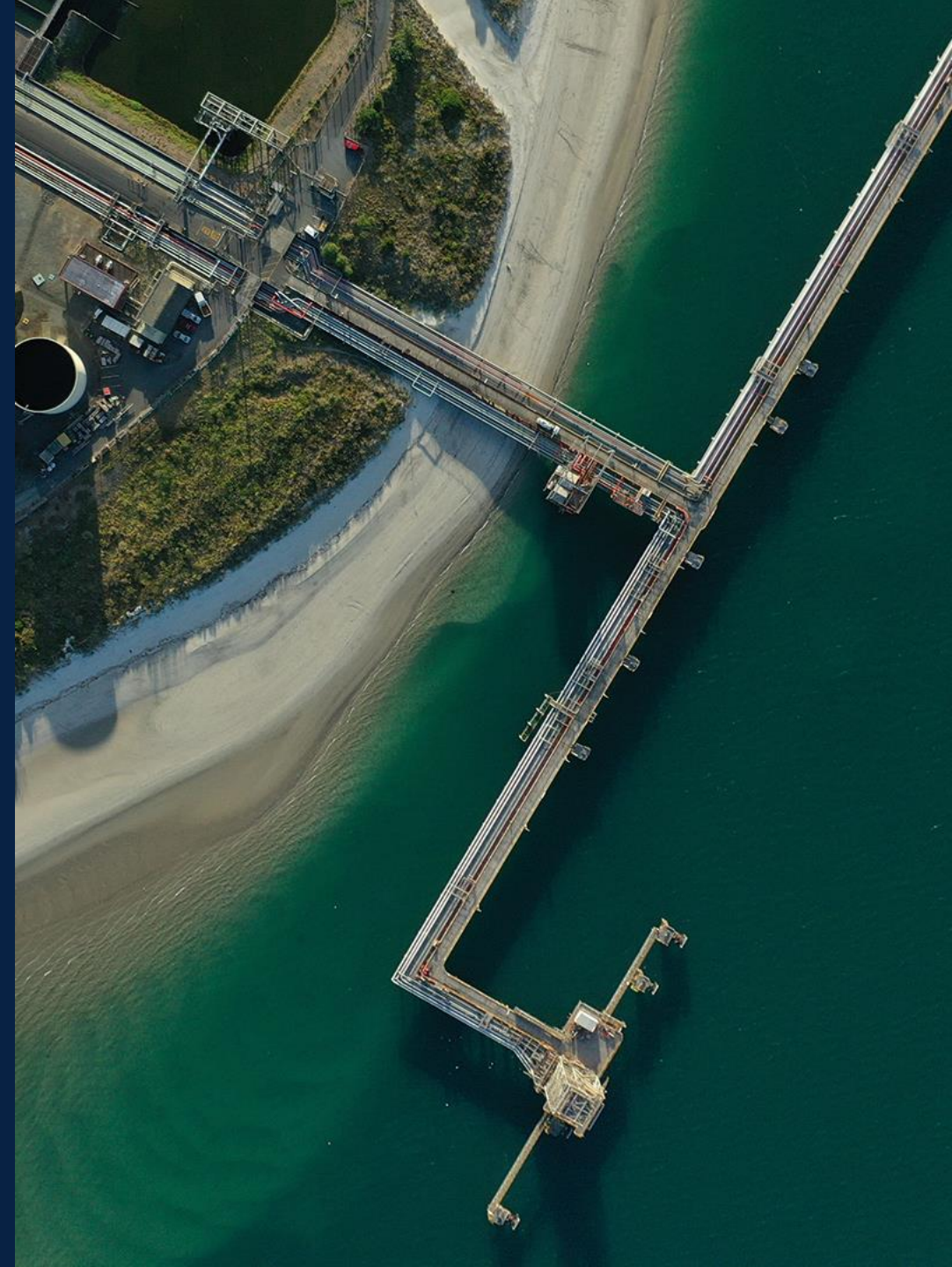


Channel

Infrastructure NZ

Annual Shareholders Meeting 2023

27 April 2023





Housekeeping

Chris Bougen



Participate in Virtual Meetings

Shareholder & Proxyholder Q&A Participation

Written Questions: Questions may be submitted ahead of the meeting. If you have a question to submit during the live meeting, please select the Q&A tab on the right half of your screen at anytime. Type your question into the field and press submit. Your question will be immediately submitted.

Help: The Q&A tab can also be used for immediate help. If you need assistance, please submit your query in the same manner as typing a question and a Computershare representative will respond to you directly.

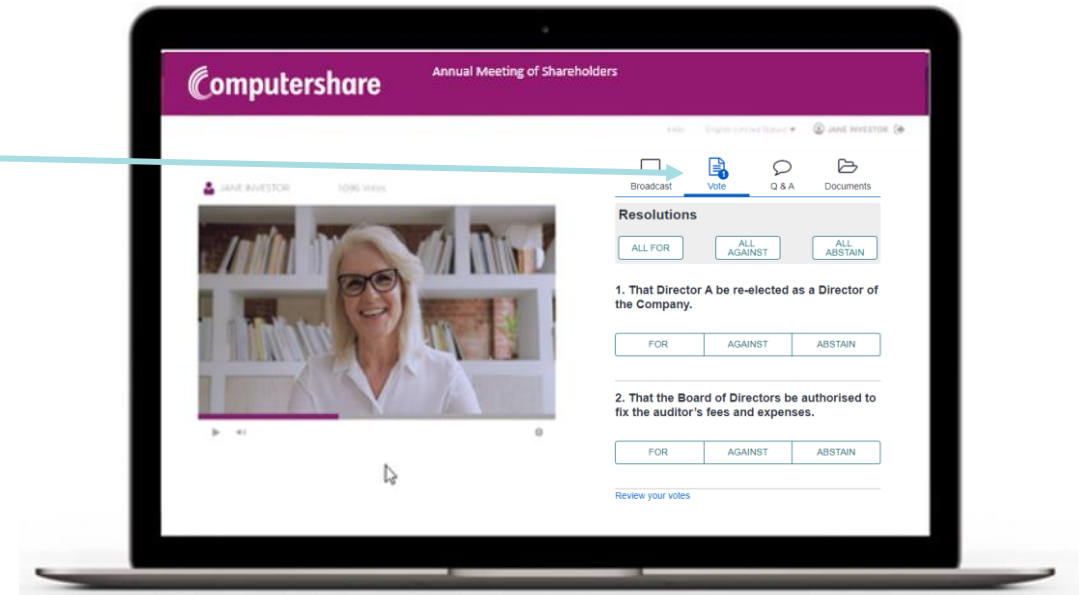


Shareholder & Proxyholder Voting

Once the voting has been opened, the resolutions and voting options will allow voting.

To vote, simply click on the Vote tab, and select your voting direction from the options shown on the screen. You can vote for all resolutions at once or by each resolution.

Your vote has been cast when the tick appears. To change your vote, select 'Change Your Vote'.





Chairman's address

James Miller



Your Board - Strong and capable with the right skill set



James Miller

Chairman, Independent Director



Anna Molloy

Independent Director



Andrew Holmes

Independent Director



Lucy Nation

Director



Vanessa Stoddart

Independent Director



Paul Zealand

Independent Director



Lindis Jones

Director

Agenda

- Chairman's address
- CEO's address
- Resolutions and voting
- General business



All 2022 key priorities delivered

- ✓ Safe, reliable, and compliant refinery and terminal operations
- ✓ On time and on budget delivery of terminal conversion project
- ✓ Retain and build organisation capability through the transition
- ✓ Actively manage the transition to CHI with investors and debt providers
- ✓ Progress opportunities for growth, including repurposing of Marsden Point



First profit in three years



\$17m

From nine months of terminal operations

Recommended dividends earlier than expected



Final Dividend

5

CPS Fully imputed

Special Dividend

2

CPS Fully imputed



Dividend Yield^[1]

6.5%

Share price outperformed



Share price

52% ↑

Compared to the NZX50G index down 12% and previous refinery company peers^[2] average TSR down 10%

[1] Based on a dividend declared and annualised, and share price as at 31 December 2022 of \$1.43 per share

[2] Average of Formosa Petrochemical Corporation, Idemitsu Kosan Co Ltd, SK Innovation Co and S-Oil Corporation

Significant number of improvements to governance and leadership

- Corporate Governance Review undertaken in early 2022 to align Board and governance processes with new business, operations and strategy
- First and now second Sustainability Report released by Channel Infrastructure, aligned with TCFD reporting recommendations
- Short, medium and long-term climate targets set and reported against
- Revised Health, Safety, Environment and Operations (HSEO) board sub-committee introduced in March 2023



New CEO to deliver to company's strategic plan



- Board has approved a 3-year Strategic Plan ahead of planned CEO transition
- CEO transition began in November 2022 following the successful transition to Channel Infrastructure
- Rob Buchanan became CEO on 6 March 2023 and is working hard with the Channel team to deliver on our Company strategy. Rob's leadership style and deep experience in energy and the infrastructure sector makes him an asset to our business.

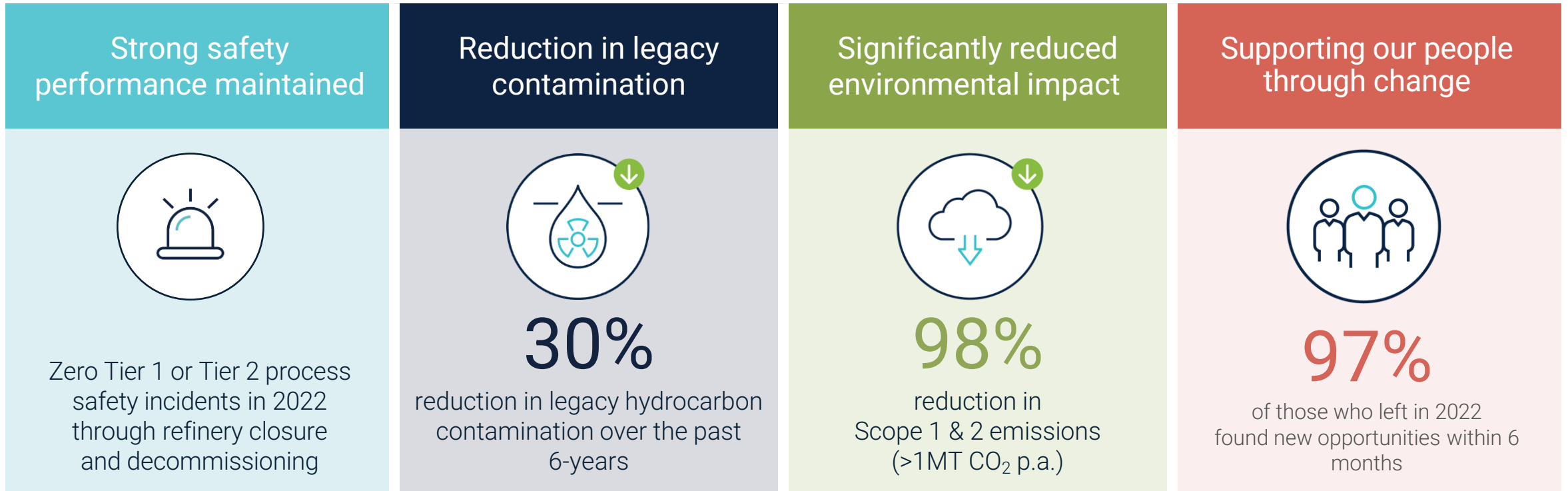


CEO's address

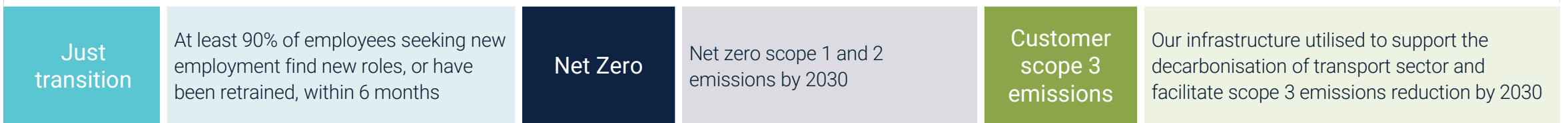
Rob Buchanan



Strong safety and environmental record continues through transition



Sustainability targets remain a priority



Import terminal delivers improved financial profile

Sustainable financial performance achieved during FY22

Revenue

94%

Underpinned by fixed or 'take or pay' fees

88%

Subject to indexation



EBITDA

\$57M



EBITDA MARGIN

65%

Strong cashflow and balance sheet

Leverage

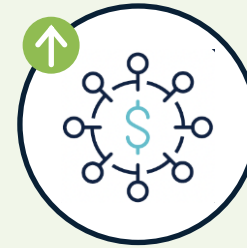
3.4

x EBITDA

97%

Debt fixed or hedged

Net Assets



\$1.39

Per share up 5%

Conversion project significantly de-risked

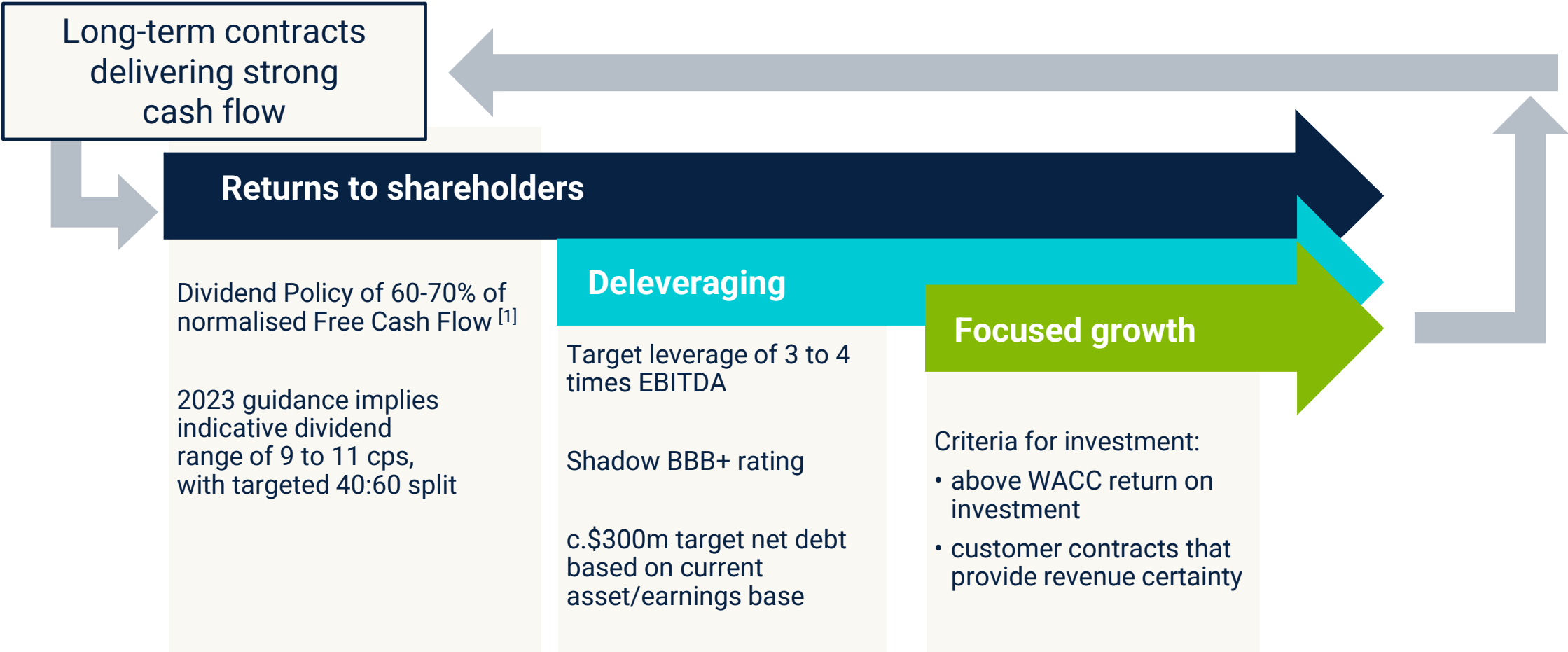


\$163M

74% of conversion budget^[1] spent or committed / contracted to end Q1 2023

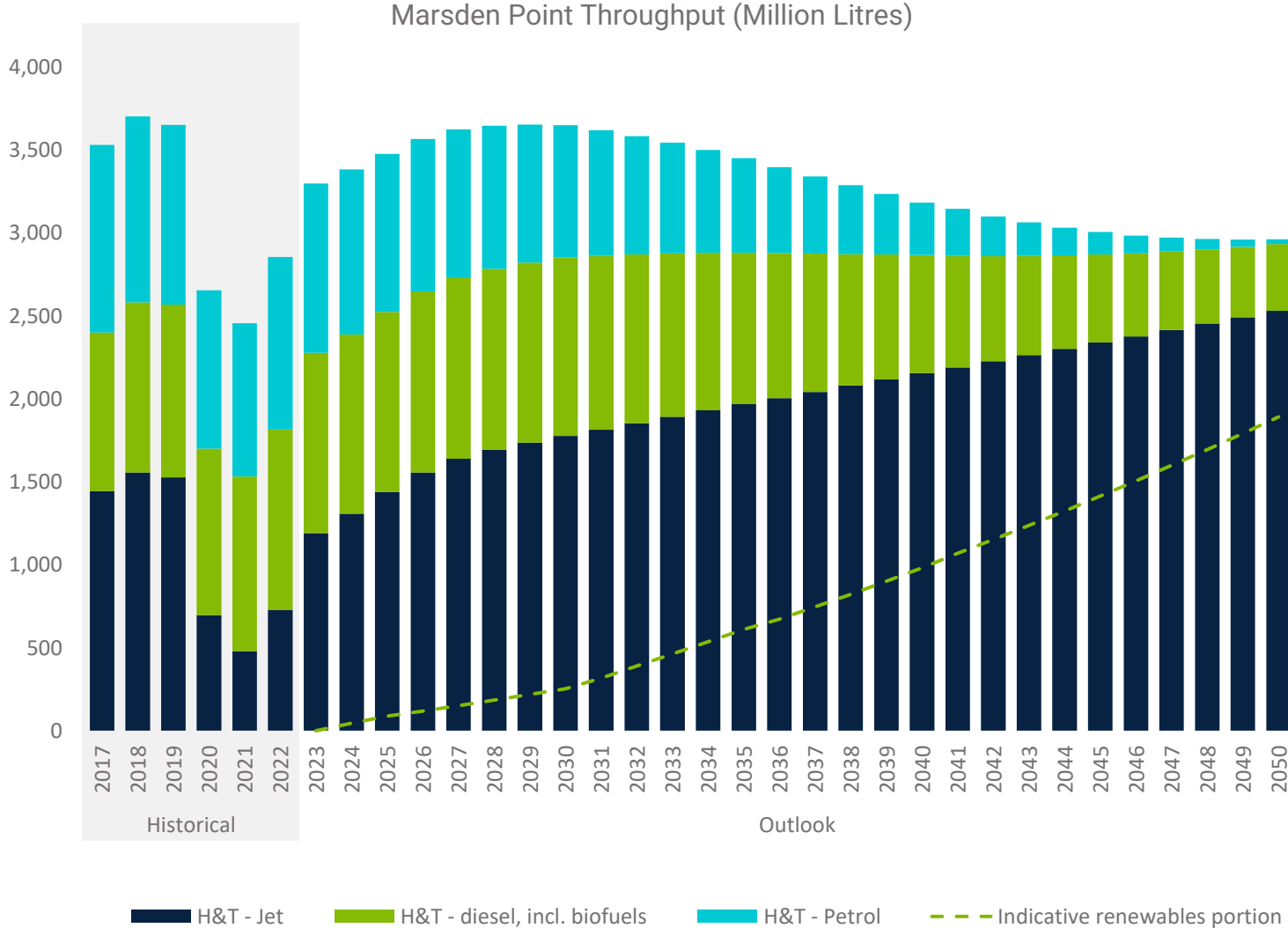
[1] Conversion project budget (opex and capex) of \$200 to \$220 million.

Clear capital allocation framework to drive future returns for shareholders



[1] Normalised Free Cash Flow is calculated as cash flow from operations less maintenance capex (excluding conversion costs and growth capex). The dividend policy is subject to the Board's due consideration of the Company's medium term asset investment programme; a sustainable financial structure for Channel Infrastructure, recognising the targeted investment grade rating; and the risks from short and medium term economic and market conditions and estimated financial performance. It is the intention of the Board to attach imputation credits to dividends to the extent that they are available.

Stronger demand expected for Channel's infrastructure over the long term

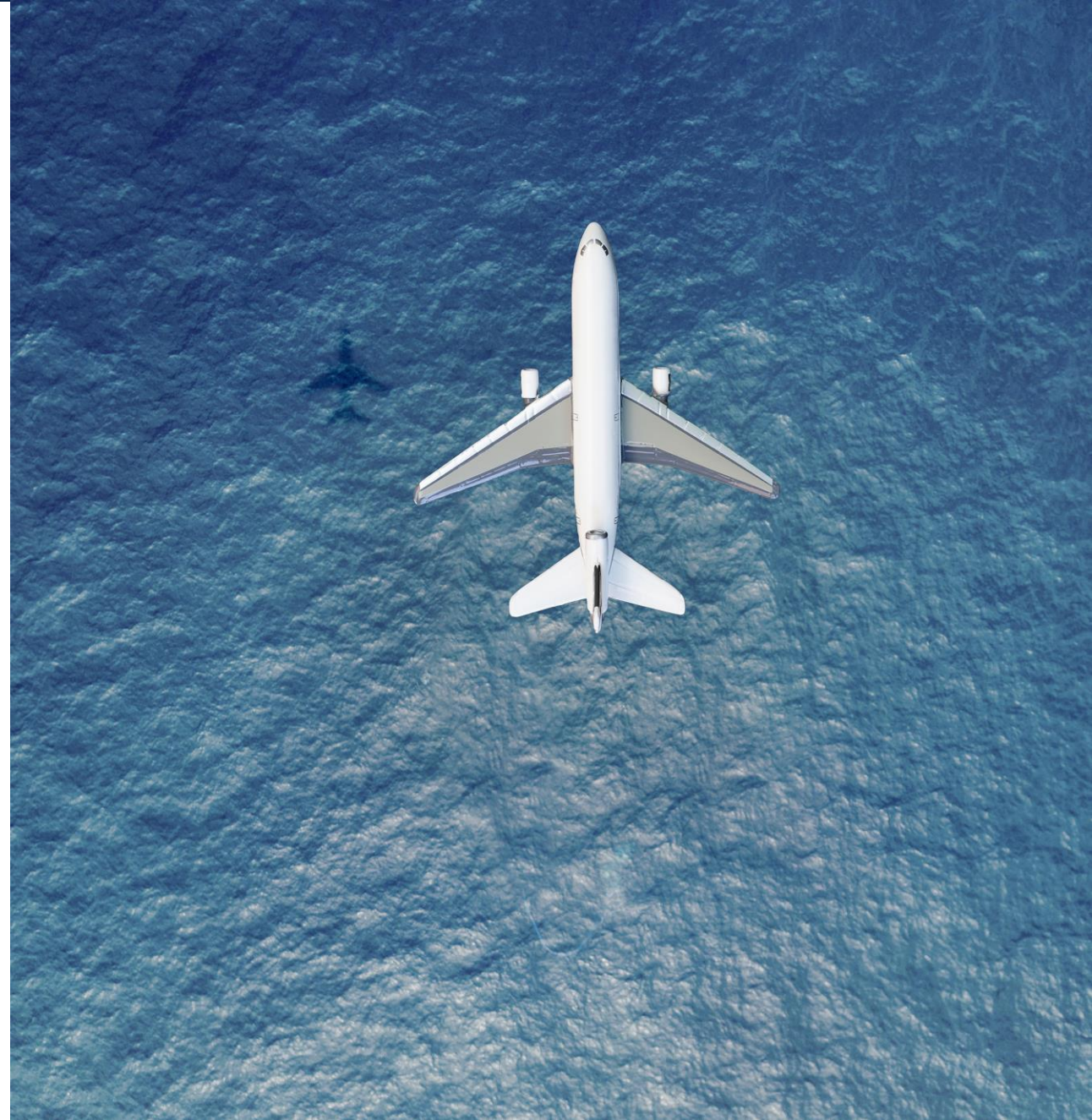


- Long-term utilisation of Channel's infrastructure underpinned by aviation fuel demand
- Increasing volumes of renewable fuels expected over time
- Combined with our renewed financial profile, this expected demand provides a strong platform for us to consider new growth opportunities for the company

* All details and assumptions of this outlook supplied by Hale and Twomey can be found in Channel's Sustainability report, pages 34-36.

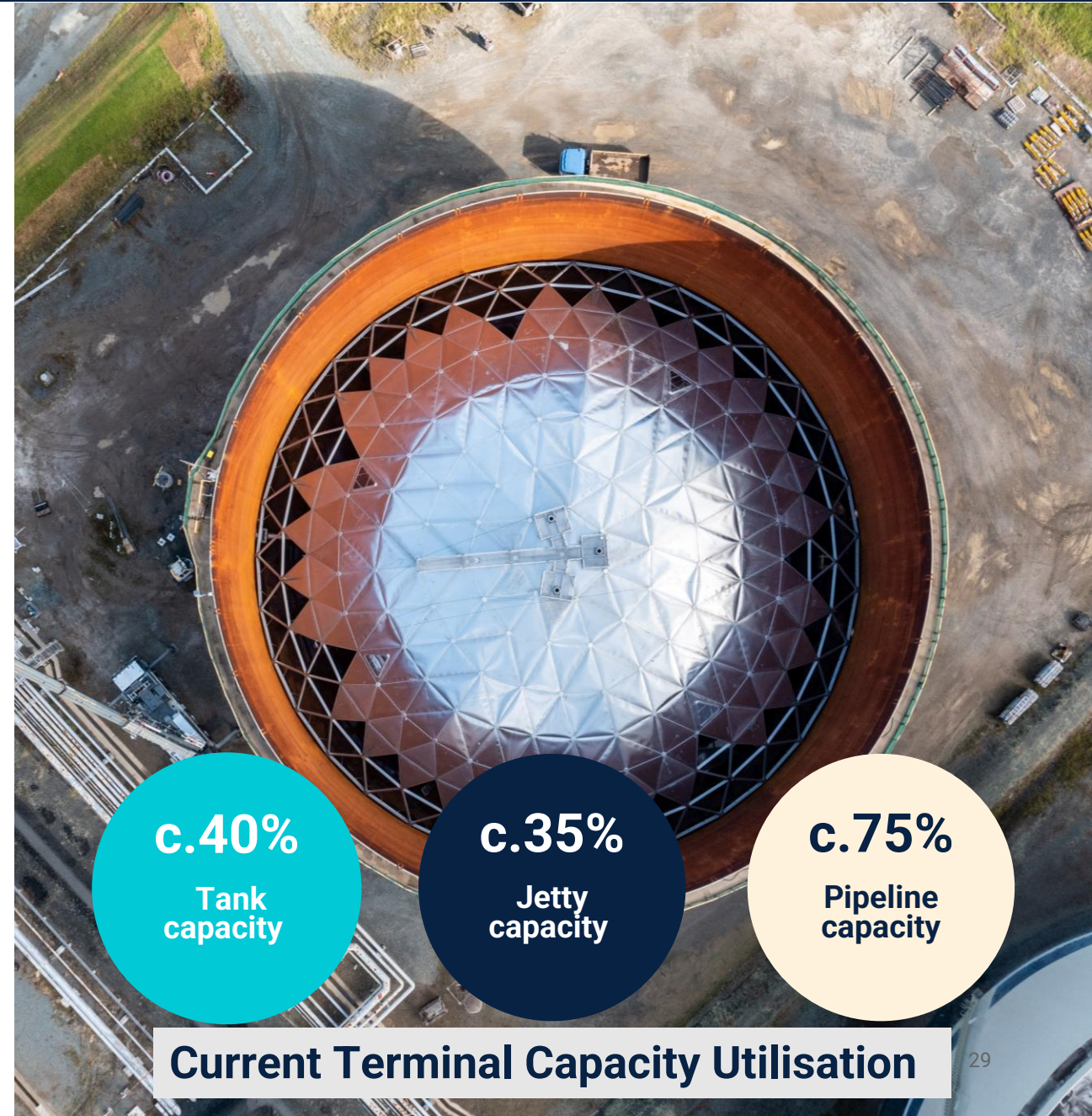
Government fuel security measures to support supply chain resilience

- NZ Government fuel resilience measures announced:
 - Government procurement of 70ML strategic diesel reserve
 - Minimum onshore fuel stockholding obligation for fuel wholesalers
- Channel well placed to support our customers and the Government with implementation of NZ's fuel security policy.

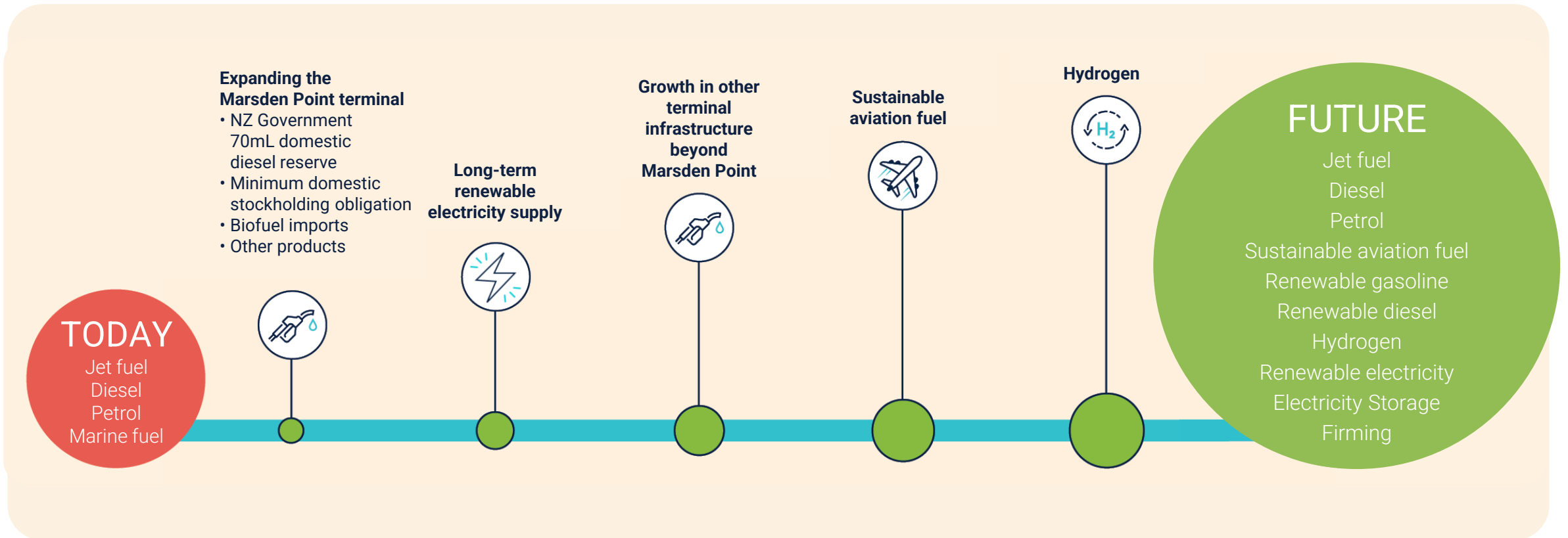


New business model and demand outlook positions us well for growth

- Largest fuel terminal in NZ with scale benefits
- Sustainable financial profile
- Highly strategic assets adjacent to a natural deep-water port and pipeline to Auckland
- Significant unutilised tank capacity (over 400ML) and 177ha of land available at Marsden Point
- Strong, capable team, with proven execution capability
- Opportunity to leverage our financial profile and capability to provide terminal services beyond Marsden Point
- Fuel supply chain able to decarbonise over time through renewable fuels
- Now considering how we can play a part in NZ's broader decarbonization efforts



Our long-term growth opportunities will support NZ's decarbonisation





EBITDA

\$82-86M



**Indicative Normalised
Free Cash Flow**

\$56-60M



Indicative dividend range

9-11 cps

2023 priorities



Safe, reliable, and cost-efficient terminal operation and maintenance



On-budget and on-time completion of the remaining conversion project works



Work with Customers and Government to improve supply chain resilience



Deliver on near-term growth opportunities (strategic diesel reserve, DSO, electricity)



Deliver increasing returns to shareholders through dividends in an inflationary environment



Resolutions and Voting

James Miller



Resolution 1:

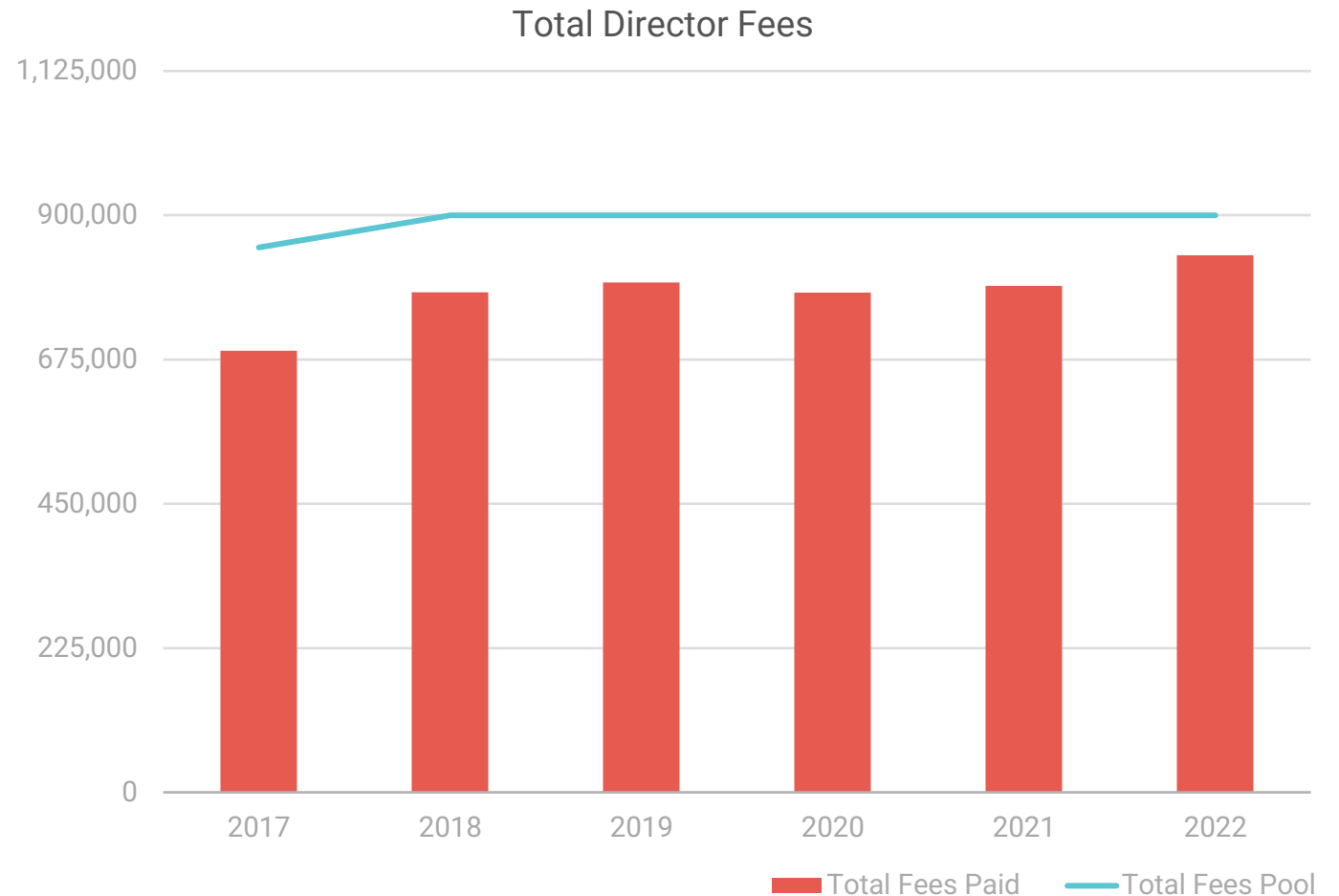
That Directors be authorised to fix the fees and expenses of EY as auditors to the Company for the year ending 31 December 2023.

Resolution 2:

That the total amount of Directors' fees that may be payable annually to all Directors in aggregate be increased with effect from the commencement of the current financial year by 3% from \$900,000 to \$927,000, such sum to be divided among the Directors as the Directors deem appropriate

Proposing a fee pool increase for Director Fees

- Director fee pool limit last increased in 2018
- No change sought through a significant period of business transformation and workload
- Following transition to the new operating model, a review of director fees has been undertaken
- Proposing a 3% fee pool increase from \$900,000 to \$927,000 to allow for:
 - additional remuneration of a reconstituted Health, Safety, Environment and Operations (HSEO) board sub-committee
 - maintain level of headroom in pool to pay additional fees as appropriate to manage any board succession changes and pay directors for ad hoc committees for special projects
- The proposed increase is modest relative to inflation of c.7%



Resolution 2:

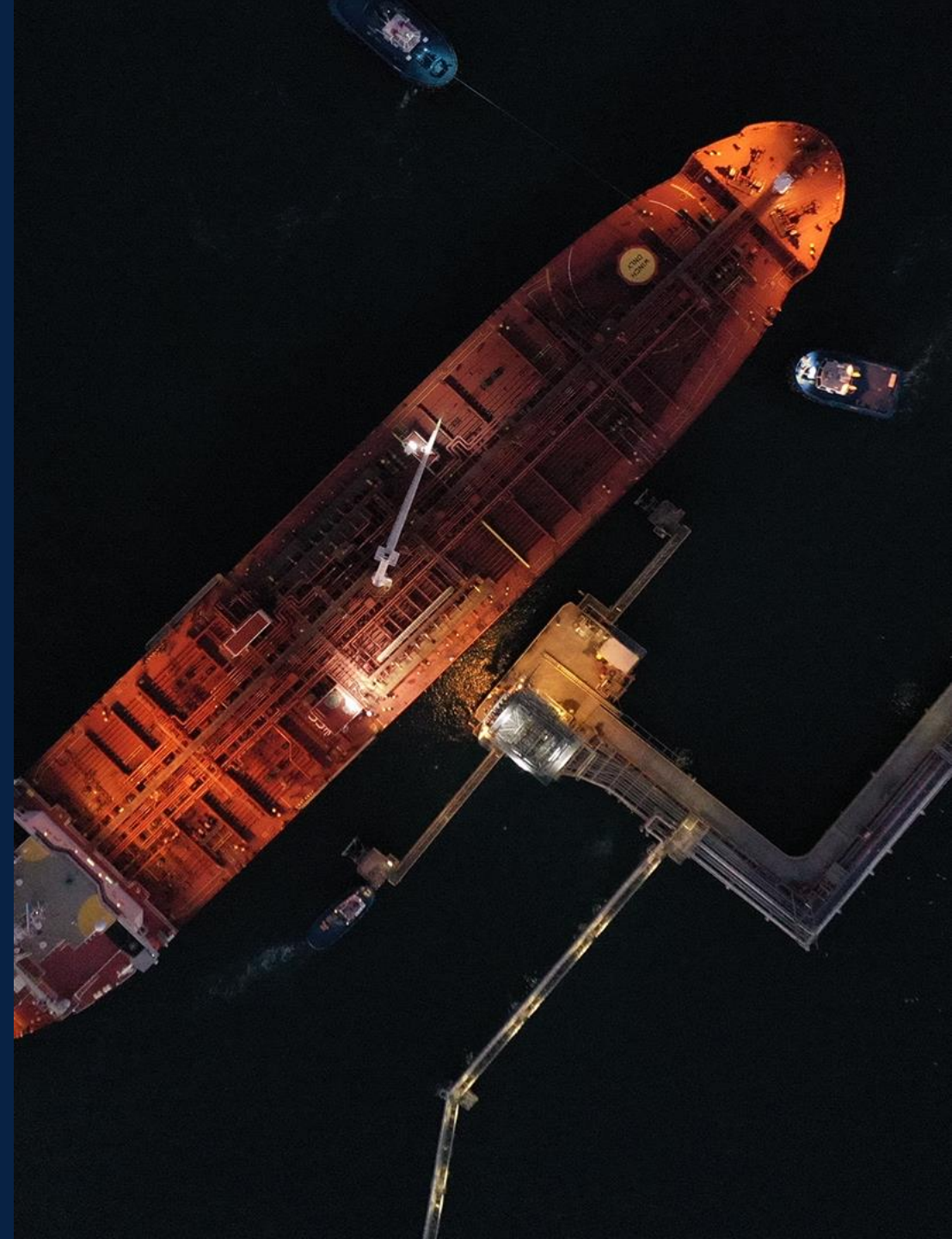
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Channel

Infrastructure NZ

General Business





Channel

Infrastructure NZ

**This concludes the 2023 Annual
Shareholders' Meeting.
Thank you for attending.**

