

Progress on strategy

Strategic theme

Champion the benefits of competitive markets



Grow New Zealand retail



- EPR outcomes will support better outcomes for customers
- Market is responding to price signals with new generation
- And responding to smelter demand risk with new transmission
- · Carbon targets legislated, ETS reform next

- · 22% growth in sales volumes
- Stable mass market sales price
- Meridian retail churn improved to 16%
- Powershop and Meridian's high relative rankings in Consumer NZ survey

- Gas supply and pricing uncertainty persist as drivers of high wholesale prices
- Water and RMA reform and the role renewable generation plays in decarbonisation requires balance

- Wholesale prices are driving higher customer supply costs and shrinking mass market margins
- Intense competition with 40 brands and 20% market churn



Progress on strategy

trategic theme

Highlights

Support retail and protect our generation legacy



Grow overseas earnings



- Investment decision on Harapaki wind farm by mid 2020
- Access to additional 367GWh of storage in Lake Pukaki
- Expanding our development team and renewable options pipeline

- Strong Powershop Australia electricity and gas sales momentum
- New 115MW wind option secured in NSW
- Further 200K UK customers to be migrated to the Flux platform in 2020

- Consenting renewables is still a lengthy and complex process
- Smelter decision either way will change the electricity market
- · New decarbonisation demand is unclear

- Strong demand for development options in Australia
- Complexity and uncertainty of the npower E.ON merger
- High competition for domestic IT resources





Dividends

- Interim ordinary dividend declared of 5.70 cps, 86% imputed, unchanged from 1H FY19
- Capital management interim special dividend of 2.44 cps, unimputed
- Capital management distributions to \$625M since the programme began in August 2015
- Ordinary dividend and capital management update later in 2020

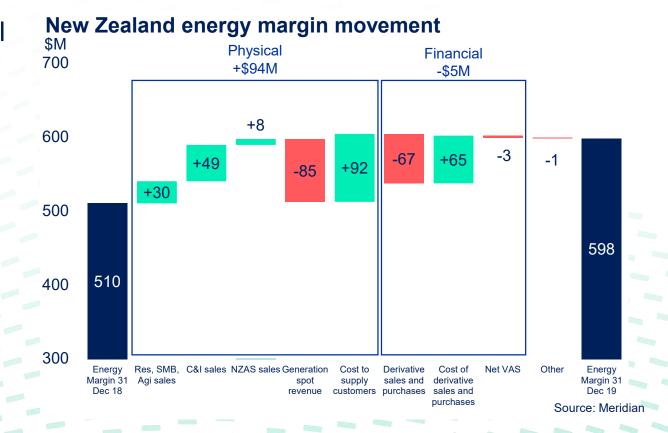


Source: Meridia

| Dividends declared | 1H FY20 | | 1H FY19 | | |
|--------------------------------------|-----------------|------------|-----------------|------------|--|
| | cents per share | imputation | cents per share | imputation | |
| Ordinary dividends | 5.70 | 86% | 5.70 | 86% | |
| Capital management special dividends | 2.44 | 0% | 2.44 | 0% | |
| Total | 8.14 | | 8.14 | | |



- Customer and sales volume growth across all segments
- Mass market average price flat, upward price pressure in corporate
- Financial contract, spot generation and hedging revenues all reflected lower wholesale prices
- Those lower prices also reduced costs in the portfolio
- Higher net physical and lower net financial positions



Refer to pages 38-39 for a further breakdown of New Zealand energy margin



New Zealand customers

- 5% sales volume growth in residential and 10% in small medium business while maintaining average sales price
- Residential, business, agri revenue increased
 \$30M (13%)
- 39% growth in corporate sales volume at a
 13% higher average sales price
- Corporate sales revenue increased \$49M (57%)
- Powershop was the top ranked electricity provider in Consumer NZ's annual survey
- Meridian was the top ranked large retailer

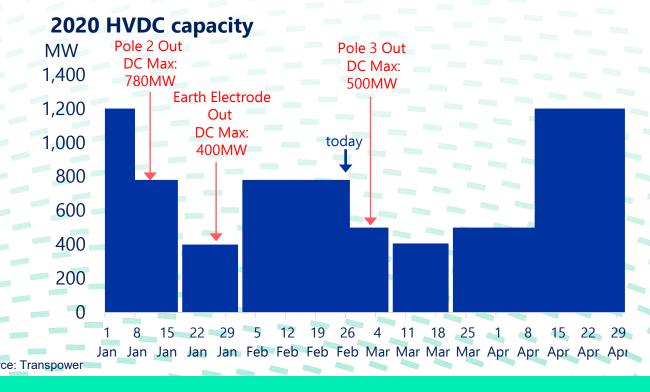
| Customer sales | Customer numbers (ICPs) | Sales volume (GWh) | Average price (\$/MWh) |
|-----------------------|-------------------------|-----------------------|------------------------|
| <u>1H FY20</u> | | | |
| Residential | 205,712 | 801 | |
| Small medium business | 42,308 | 546 | |
| Agricultural | 40,661 | 592 | |
| Large business | 21,605 | 248 | |
| Total Residential/SMB | 310,286 | 2,187 | \$116 |
| Corporate | 3,313 | 1,474 | \$93 |
| <u>1H FY19</u> | | | |
| Residential | 198,740 | 762 | |
| Small medium business | 38,781 | 496 | |
| Agricultural | 37,978 | 455 | |
| Large business | 18,658 | 223 | |
| Total Residential/SMB | 294,157 | 1,936 | \$116 |
| Corporate | 2,426 | 1,063 | \$82 |
| | | | |



New Zealand generation

- Record levels of hydro and wind generation for a first half financial year
- Major flood event in early December 2019 lifted Meridian's 1H FY20 inflows to 136% of average
- Some moderation in wholesale prices during
 1H FY20, concerns around gas supply remain
- Major outages on the HVDC between January and April 2020 for reconductoring and replacement works
- Meridian's North Island position managed through wind generation and financial contracting
- Actual level of HVDC transfer depends on North Island reserve availability and pricing

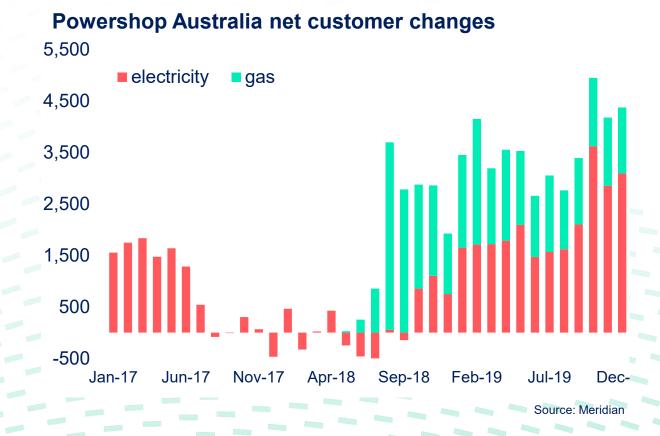






Australian customers

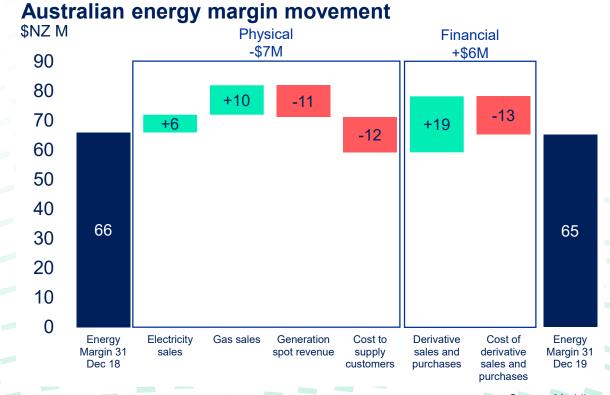
- Electricity and gas customer growth in all states and white label channels
- Reported average electricity sales price decline reflects higher amounts paid to customers for solar export
- Average gas sales price decline reflects competitive repositioning
- Powershop Australia winner of Roy Morgan's Electricity Provider of the Year





Australian energy margin

- Electricity and gas sales have lifted physical margin
- Drought conditions and wind farm availability impacted total generation, 13% lower than 1H FY19
- Higher net financial position



Source: Meridian

Refer to page 40 for a further breakdown of Australian energy margin



Operating costs

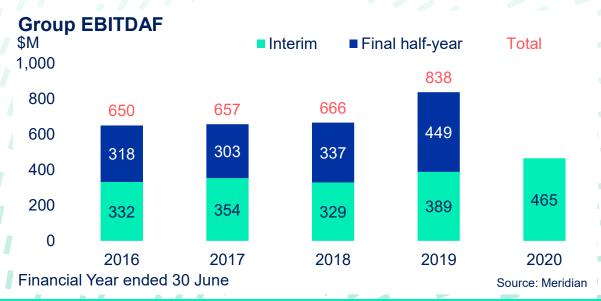
- Operating costs 6% higher in 1H FY20
- Ōhau refurbishment programme expanded, now \$75M (multi-year opex and capex) and allows a 10-year deferral of other works
- Growth in Flux UK spend, revenue recovery
- FY20 operating costs expected at the top of the \$280M to \$286M range previously indicated
- FY20 capex expected at the lower end of the \$70M to \$80M range previously indicated
- IFRS 16 reduction in full year FY20 operating costs of \$6M (compared to FY19)
- Offsetting increase in lease costs and depreciation (below EBITDAF)



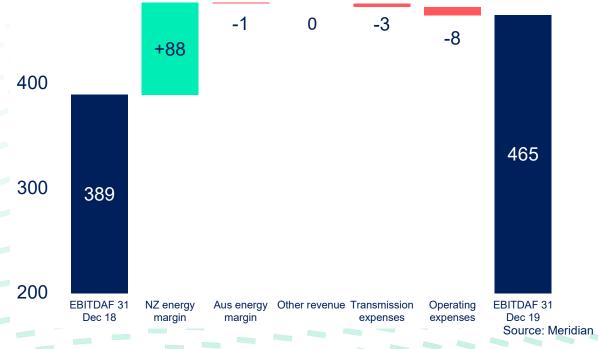


EBITDAF

- Record level of 1H FY20 EBITDAF¹, +20% on 1H FY19 supported by higher customer sales
- Higher asset maintenance/refurbishment costs and lower Australian generation
- Transmission costs include \$5M Clutha Upper Waitaki Lines Project support
- Lower 2H FY20 wholesale prices and HVDC outages will weigh on NZ earnings run rate





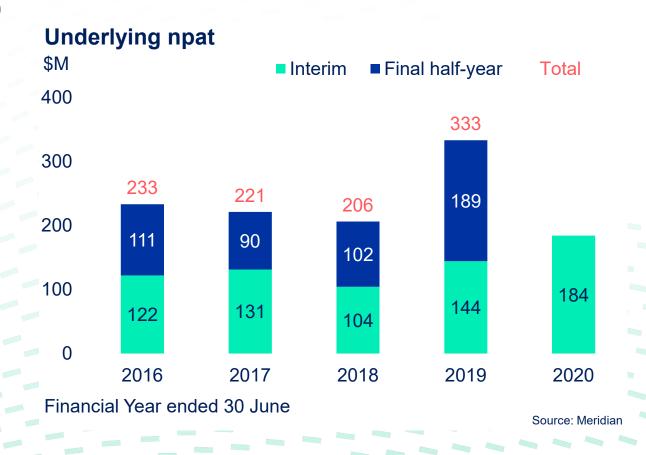


¹Earnings before interest, tax, depreciation, amortisation, changes in fair value of hedges and other significant items



Below EBITDAF

- 15% increase in depreciation from June 2019 revaluation (+\$1B)
- \$6M decrease in NPBT¹ from fair value of electricity hedges from changing forward electricity prices (\$20M increase in 1H FY19)
- \$6M increase in NPBT from fair value of treasury instruments (\$15M decrease in 1H FY19)
- Significant 1H FY20 increases in NPAT (+26%) and Underlying NPAT² (+28%)
- Net debt EBITDAF stable at 1.7 times
- IFRS 16 now adopted, no restatement of comparatives, \$6M full year EBITDAF increase



²Net profit after tax adjusted for the effects of non-cash fair value movements and other one-off items



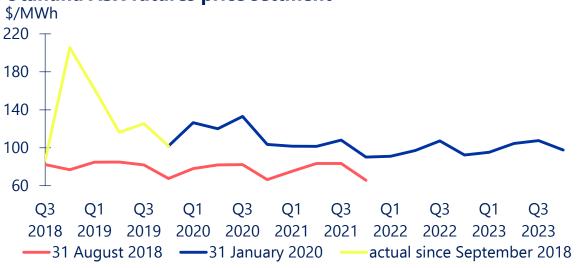
¹Net profit before tax



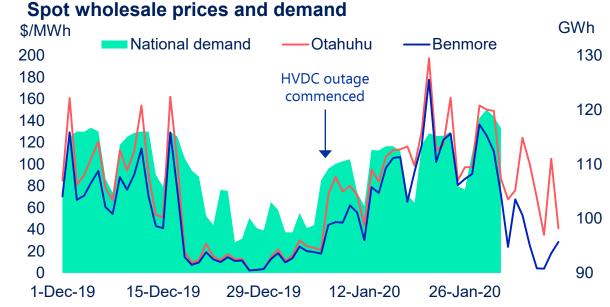
New Zealand wholesale prices

- Wholesale electricity market continues to price in gas supply concerns
- Notably OMV's January 2020 announcement of further, unplanned issues with Pohokura supply
- Early December 2019 inflow event required significant flood management in both catchments
- Late December 2019 to early January 2020 wholesale price declines in line with Christmas demand reduction
- Some price separation since commencement of HVDC outages, most notable in February 2020

Otahuhu ASX futures price settment



Source: ASX

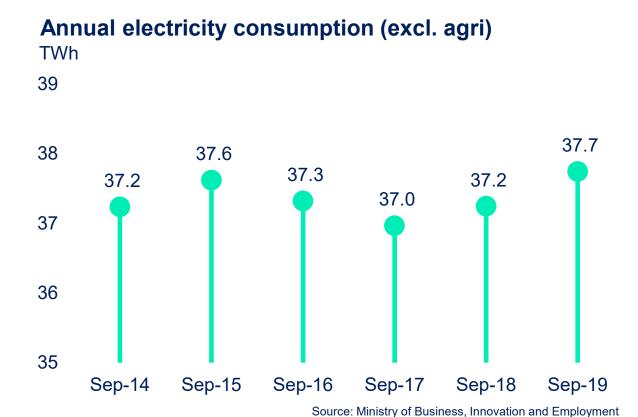


Source: Electricity Authority, Meridian



New Zealand demand

- Demand growth of 1.3% in 2019
- Continuing trend of annual increases in demand (excluding agricultural)
- Agricultural load (2.5TWh) reasonably flat annual consumption with variable seasonal usage
- Tighter demand supply balance and higher wholesale prices are encouraging new generation to market





Renewable development

- Harapaki windfarm investment decision expected by the middle of 2020
- Access to lower Lake Pukaki storage (to 513.0m), providing 367GWh of additional storage
- Early stage development licenses purchased for a new 115MW wind farm in northern NSW
- Hume 20MW battery storage proposal in development



New Zealand policy and regulation

EPR

- Final Report of the Electricity Price Review and Government's response released in October 2019
- Government will progress almost all the 32 recommendations

TPM

- Submissions and cross submissions heard during Q4 2019
- Further supplementary consultation in Q1 2020, including prudent discounts
- Final decision on the EA's TPM guidelines expected in Q2 2020

Electricity Price Review key recommendations

| within 3 months | within 12 months | within 18 months | in 3 years |
|--|---|--|--|
| End Prompt Payment Discounts, reasonable late payment fees allowed | Mandatory ASX futures market making unless industry incentive-based scheme | Generator- retailers to report separately on financial performance of retail and generation segments | Further review of industry in Government's second term to ensure savings for customers |
| Introduce moratorium on saves and win- backs | | Establish a pilot scheme to help non-switching customers | |
| | | Phase out low fixed charge tariff regulations over 5 years commenced | |



New Zealand policy and regulation

Zero Carbon Bill

- Passed into law as part of the Climate Change Response Act
- Sets a 2050 emissions target of net zero greenhouse gases, excluding methane
- Establishes a Climate Change Commission

Emissions Trading Reform Bill

- Brings agriculture emissions into the ETS by 2025 (initially with 95% free allocation)
- Removal of current \$25 fixed price option
- Supply of emissions units to be set through auctions and capped
- Phase-down of free allocation from 2021

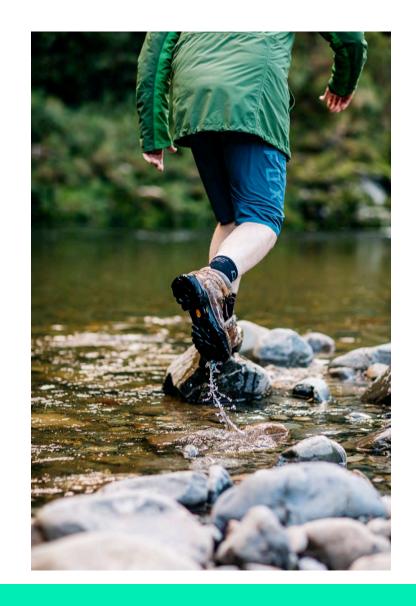




New Zealand policy and regulation

Action for Healthy Waterways

- The Government's proposals for water reform, prioritising the health of waterways
- RMA changes to speed up water planning processes and set national standards
- A new National Policy Statement for Freshwater Management
- Six large hydro schemes (including Meridian's) are explicitly recognised as crucial to energy and climate change
- Councils are still required to improve water health in those catchments





Rio strategic review

- In October 2019, Rio Tinto announced a strategic review of the Tiwai smelter
- Rio Tinto have indicated the review will consider all options, including curtailment and closure
- The review is expected to be completed by the end of the first quarter in 2020
- Meridian has offered contract changes to Rio Tinto for 622MW and 450MW of electricity
- Significant future transmission cost savings for the smelter are possible
- Potential closure impacts multiple stakeholders and all generators
- Numerous mitigants, including new South Island transmission and demand sources, however an orderly exit will need time

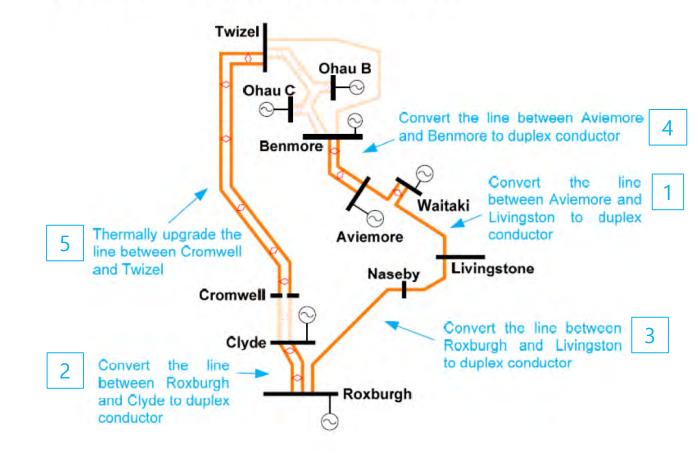




Clutha Upper Waitaki Lines Project

- Agreement reached with Transpower to support recommencement of Clutha Upper Waitaki Lines Project
- Projects 1-2 have been completed
- Projects 3-5 were previously on hold pending a smelter exit
- Should see lower South Island transmission constraints alleviated by June 2022

Figure 2: schematic of proposed programme of works



Flux

- Now supports 400,000 customers across 3 geographies
- Terms agreed with npower to add an additional 200,000 customers by end of 2020
- 55,000 Meridian customers migrated from legacy systems at end of January 2020



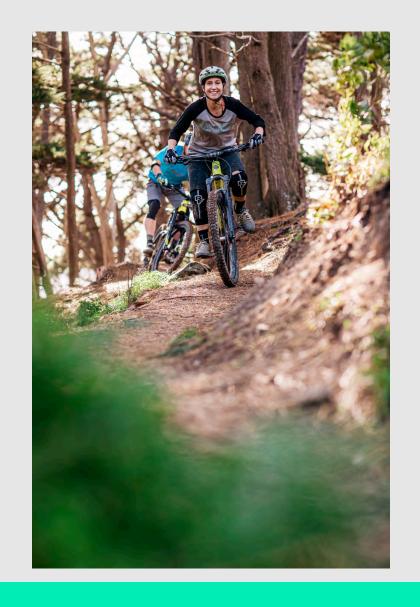
End-to-end energy retailing software.

Run an innovative energy business that you and your customers love.



Closing comments

- 1H FY20 result had market and weather tailwinds, however execution was excellent
- Customer growth in all geographies
- New Zealand gas market remains tight, with further field outages in 2020
- Solid January 2020 operating result
- HVDC outages are constraining discretionary generation, strong North Island wind has helped
- Harapaki windfarm decision by mid 2020
- Implementation of the major environmental policies of the coalition Government will support future renewable generation





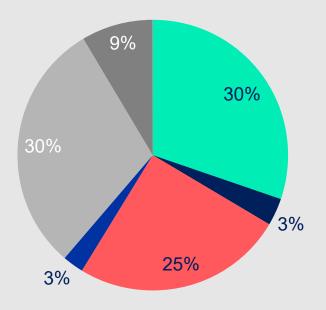


Debt and funding

- December 2019 total borrowings of \$1,557M
- Committed bank facilities of \$665M, of which \$525M were undrawn
- \$170M of commercial paper issued on an uncommitted basis
- Net debt to EBITDAF at 1.7x

Sources of Funding - 31 December 2019

- NZ\$ bank facilities drawn/undrawn
- EKF Danish export credit
- Retail Bonds
- Floating rate notes
- US private placement
- Commercial paper

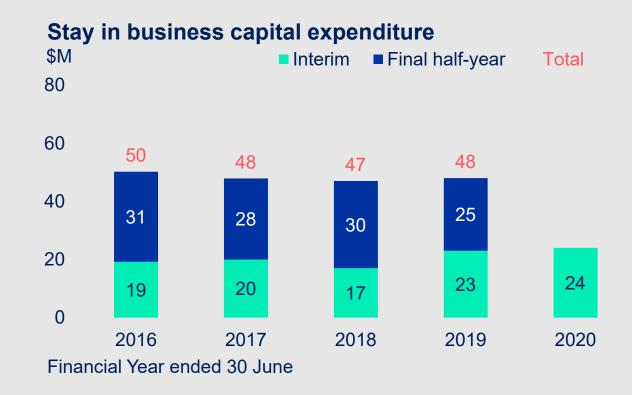


Debt maturity profile as at 31 December 2019 \$M Available facilities maturing 900 Drawn debt maturing (face value) 800 700 600 500 400 767 300 105 175 200 225 100 160 160 60 0 **CY20 CY21** CY22 CY23 CY24 CY25+



Capital expenditure

- Consistent level of stay in business capex
- Largely consists of system and generation asset enhancement spend
- Total capex for 1H FY20 of \$32M
- Expecting FY20 Group capex of between \$70M and \$80M
 - \$50M to \$55M of stay in business capex
 - \$20M to \$25M of currently approved investment spend





Segment results

Flux Federation and Powershop UK included in 'other and unallocated' segment

| \$M | Whole | <u>sale</u> | Reto | <u> </u> | Austr | <u>alia</u> | Other & un | <u>allocated</u> | Inter-sec | <u>gment</u> | <u>Toto</u> | ᆀ |
|---------------------------------|---------|-------------|---------|----------|---------|-------------|------------|------------------|-----------|--------------|-------------|---------|
| | 1H FY20 | 1H FY19 | 1H FY20 | 1H FY19 | 1H FY20 | 1H FY19 | 1H FY20 | 1H FY19 | 1H FY20 | 1H FY19 | 1H FY20 | 1H FY19 |
| Contracted sales | 246 | 249 | 391 | 312 | 97 | 70 | - | - | - | - | 734 | 631 |
| Cost to supply customers | (842) | (1,005) | (298) | (233) | (79) | (60) | - | - | 343 | 296 | (876) | (1,002) |
| Net cost of hedging | 32 | 76 | - | - | (2) | (4) | - | - | - | - | 30 | 72 |
| Generation spot revenue | 727 | 812 | - | - | 49 | 60 | - | - | - | - | 776 | 872 |
| Inter-segment electricity sales | 343 | 296 | - | - | - | - | - | - | (343) | (296) | - | - |
| Virtual asset swap margins | 3 | 6 | - | - | - | - | - | - | - | - | 3 | 6 |
| Other market revenue/(costs) | (4) | (4) | - | 1 | - | - | - | - | - | - | (4) | (3) |
| Energy margin | 505 | 430 | 93 | 80 | 65 | 66 | - | - | - | - | 663 | 576 |
| Other revenue | 1 | 2 | 6 | 6 | 2 | 1 | 15 | 13 | (11) | (9) | 13 | 13 |
| Dividend revenue | - | - | - | - | - | - | 27 | - | (27) | - | - | - |
| Energy transmission expense | (65) | (63) | - | _ | (3) | (2) | - | | - | - | (68) | (65) |
| Gross margin | 441 | 369 | 99 | 86 | 64 | 65 | 42 | 13 | (38) | (9) | 608 | 524 |
| Operating expenses | (48) | (44) | (50) | (49) | (25) | (24) | (26) | (23) | 6 | 5 | (143) | (135) |
| EBITDAF | 393 | 325 | 49 | 37 | 39 | 41 | 16 | (10) | (32) | (4) | 465 | 389 |



New Zealand retail

Customers

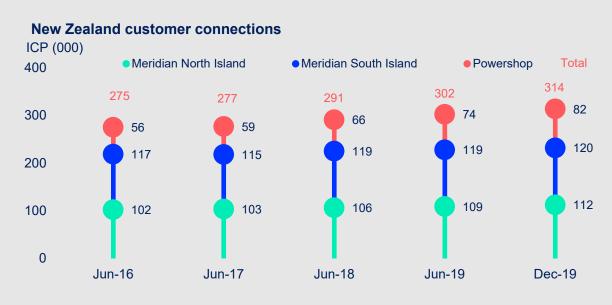
4% increase in customers since June 2019

Residential, business, agri segment

- 5% increase in residential volumes
- 10% increase in small business volumes
- 11% increase in large business volumes
- 30% increase in agri volumes
- Constant average sales price

Corporate segment

- 39% increase in volumes
- 13% increase in average sales price







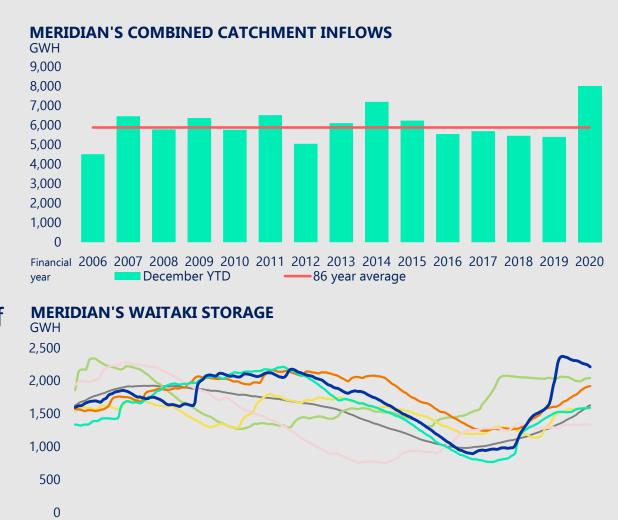
New Zealand hydrology

<u>Inflows</u>

- 1H FY20 inflows were 136% of average
- January 2020 inflows were 71% of average

Storage

- Meridian's Waitaki storage 31 December 2019 was 136% of average
- By 31 January 2020, this position was 118% of average



1-Jan 1-Feb 1-Mar 1-Apr 1-May 1-Jun 1-Jul 1-Aug 1-Sep 1-Oct 1-Nov 1-Dec

2013

2015 — 2016

——Average 1979-



2017

2018 ——2019

New Zealand generation

Volume

 1H FY20 generation was 10% higher than 1H FY19, with higher hydro and higher wind generation

Price

- 1H FY20 average price Meridian received for its generation was 19% lower than 1H FY19
- 1H FY20 average price Meridian paid to supply customers was 21% lower than 1H FY19





Australian retail

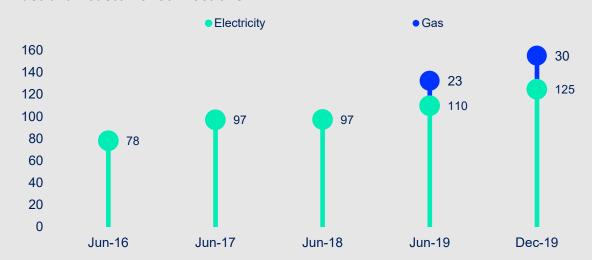
Customers

- 14% growth in electricity customers since June 2019
- 35% growth in gas customers since June 2019

Sales volume

- 18% growth in electricity sales volume in 1H FY20
- 773TJ in gas sales in 1H FY20

Australian customer connections



Australian retail sales volume





Australian generation

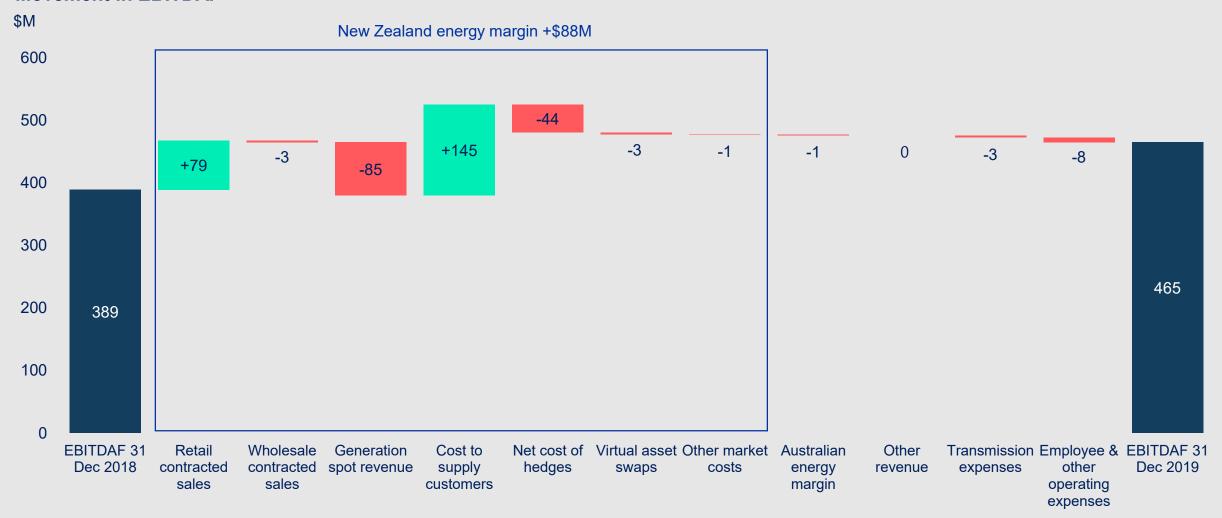
Volume

- 1H FY20 generation was 13% lower than 1H FY19
- 1H FY20 wind generation was 2% lower than
 1H FY19
- 1H FY20 hydro generation was 37% lower than 1H FY19



1H FY20 EBITDAF

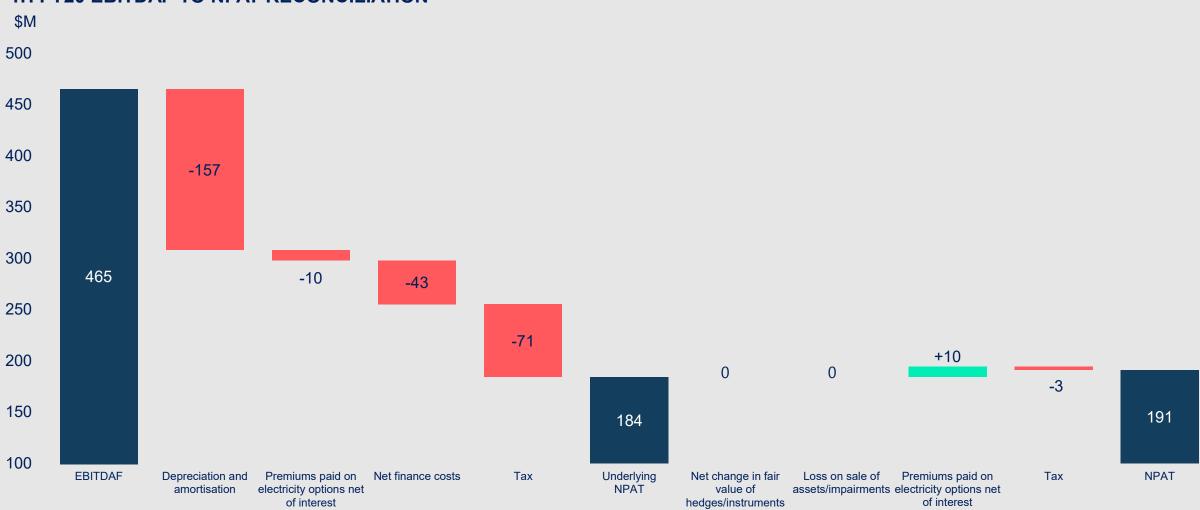
Movement in EBITDAF





EBITDAF to NPAT

1H FY20 EBITDAF TO NPAT RECONCILIATION





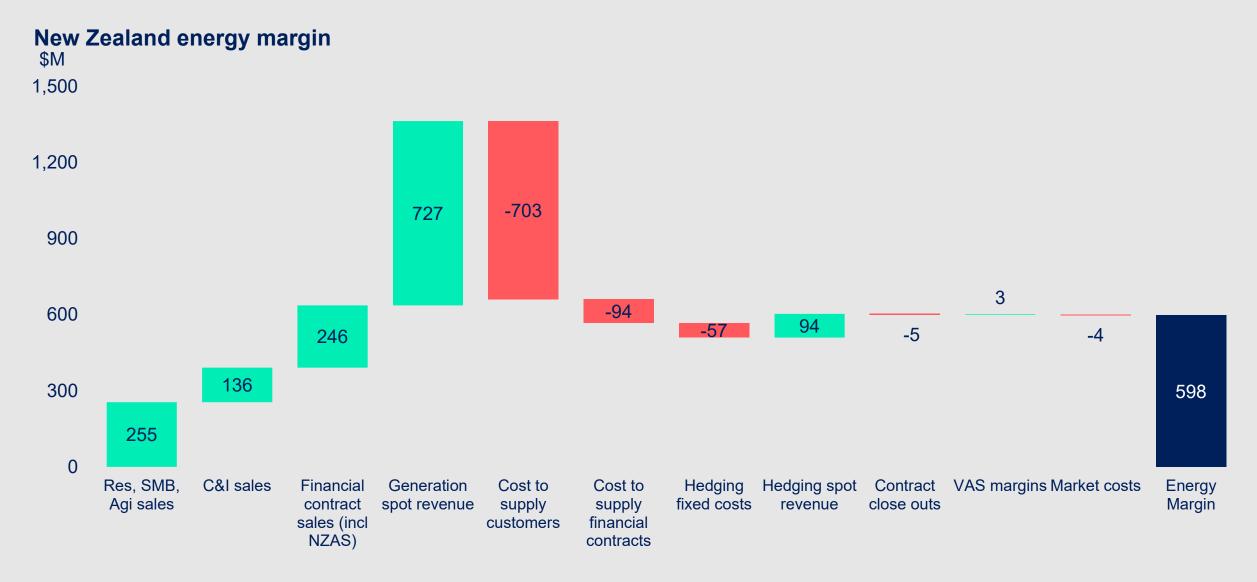
Energy margin

- A non-GAAP financial measure representing energy sales revenue less energy related expenses and energy distribution expenses
- Used to measure the vertically integrated performance of the retail and wholesale businesses
- Used in place of statutory reporting which requires gross sales and costs to be reported separately, therefore not accounting for the variability of the wholesale spot market and the broadly offsetting impact of wholesale prices on the cost of retail electricity purchases

Defined as

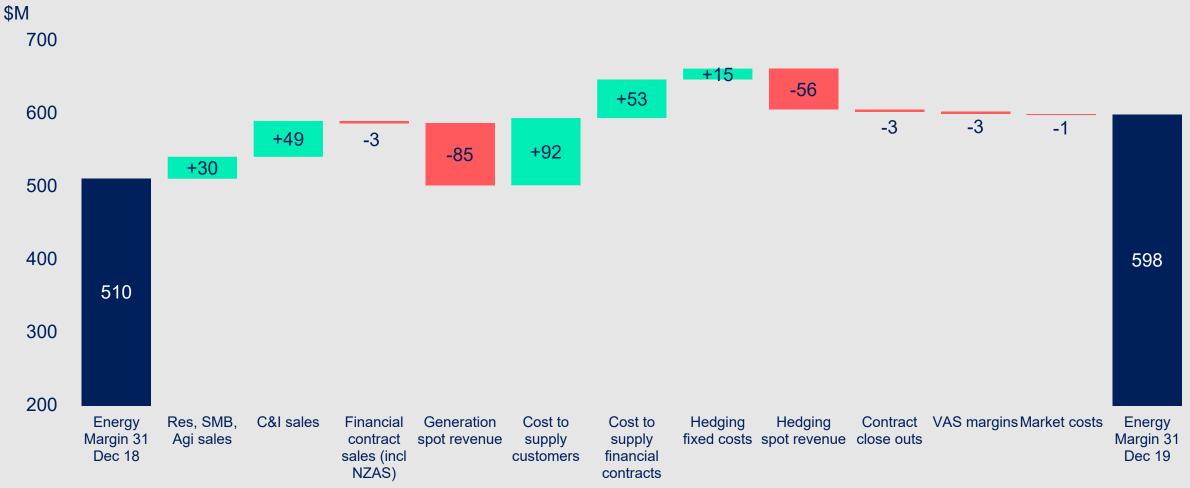
- Revenues received from sales to customers net of distribution costs (fees to distribution network companies that cover the costs of distribution of electricity to customers), sales to large industrial customers and fixed price revenues from financial contracts sold (contract sales revenue)
- The volume of electricity purchased to cover contracted customer sales and financial contracts sold (cost to supply customers)
- The fixed cost of derivatives used to manage market risks, net of spot revenue received from those derivatives (net cost hedging)
- Revenue from the volume of electricity that Meridian generates (generation spot revenue)
- The net margin position of virtual asset swaps with Genesis Energy and Mercury New Zealand
- Other associated market revenues and costs including Electricity Authority levies and ancillary generation revenues, such as frequency keeping







New Zealand energy margin movement





| | <u>1H FY20</u> | | | <u>1H FY19</u> | | |
|--|----------------|--------|-------|----------------|--------|-------|
| | Volume | VWAP | NZD M | Volume | VWAP | NZD M |
| Res, business, agri sales | 2,187 | \$116 | 255 | 1,936 | \$116 | 225 |
| Corporate and industrial sales | 1,474 | \$93 | 136 | 1,063 | \$82 | 87 |
| Retail contracted sales | 3,661 | \$107 | 391 | 2,999 | \$104 | 312 |
| NZAS sales | 2,746 | | | 2,608 | | |
| Financial contract sales | 902 | | | 1,234 | | |
| Wholesale contracted sales | 3,648 | \$67 | 246 | 3,842 | \$65 | 249 |
| Cost to supply retail customers | 3,829 | -\$112 | (429) | 3,160 | -\$148 | (467) |
| Cost to supply wholesale customers | 2,746 | -\$100 | (274) | 2,608 | -\$126 | (328) |
| Cost of financial contracts | 902 | -\$105 | (94) | 1,234 | -\$119 | (147) |
| Cost to supply customers and contracts | 7,476 | -\$107 | (797) | 7,002 | -\$134 | (942) |
| Hedging costs | 891 | -\$64 | (57) | 1,051 | -\$68 | (72) |
| Hedging spot revenue | 891 | \$106 | 94 | 1,051 | \$143 | 150 |
| Close-outs | | | (5) | | | (2) |
| Net cost of hedging | | | 32 | | | 76 |
| Hydro generation | 6,408 | | | 5,925 | | |
| Wind generation | 779 | | | 621 | | |
| Generation revenue | 7,187 | \$101 | 727 | 6,546 | \$124 | 812 |
| Virtual asset swap margins | 529 | | 3 | 529 | | 6 |
| Other | | | (4) | | | (3) |
| Energy margin | | | 598 | | | 510 |



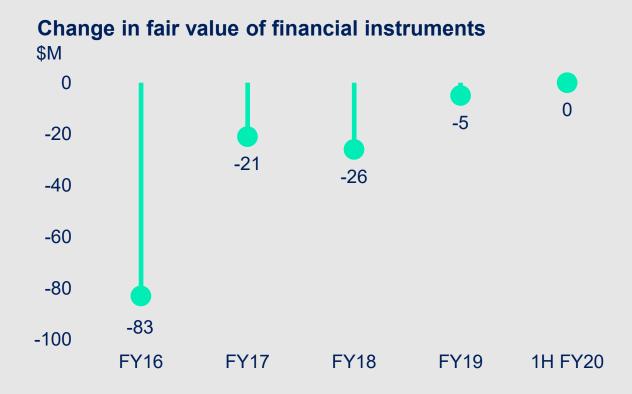
Australian energy margin (AUD)

| | | <u>Dec-19</u> | | | <u>Dec-18</u> | |
|---|--------|--------------------|-------|--------|--------------------|-------|
| | Volume | <u>YTD</u> VWAP | AUD M | Volume | <u>YTD</u> VWAP | AUD M |
| Retail electricity sales, net of distribution | 329 | \$153.9 | 51 | 280 | \$157.8 | 44 |
| Retail gas sales, net of distribution | 773 | \$14.6 | 11 | 143 | \$17.O | 2 |
| Financial contract sales | 353 | \$82.8 | 29 | | | 19 |
| Contracted Sales | | | 91 | | | 65 |
| Cost to supply electricity customers | 329 | -\$108.1 | -36 | 280 | -\$108.8 | -30 |
| Cost to supply gas customers | 773 | -\$10.8 | -8 | 143 | -\$11.3 | -2 |
| Cost of financial contracts | 353 | -\$85.1 | -30 | | | -23 |
| Cost to supply customers and contracts | | | -74 | | | -55 |
| Hedging costs | 258 | -\$99.5 | -26 | | | -20 |
| Hedging spot revenue | 258 | \$90.7 | 23 | | | 16 |
| Close-outs | | | 1 | | | 0 |
| Net cost of hedging | | | -1 | | | -4 |
| Wind generation | 290 | \$117.9 | 34 | 296 | \$151.0 | 45 |
| Hydro generation | 77 | \$85.5 | 7 | 123 | \$91.2 | 11 |
| PPA generation received, net of costs | 190 | \$27.0 | 5 | 65 | -\$17.4 | -1 |
| Generation revenue | | | 46 | | | 55 |
| Other | | | 0 | | | 0 |
| Energy margin | | | 61 | | | 61 |



Fair value movements

- Meridian uses derivative instruments to manage interest rate, foreign exchange and electricity price risk
- As forward prices and rates on these instruments move, non-cash changes to their carrying value are reflected in NPAT
- Accounting standards only allow hedge accounting if specific conditions are met, which creates NPAT volatility
- \$6M decrease in NPBT from fair value of electricity hedges from changing forward electricity prices (\$20M increase in 1H FY19)
- \$6M increase in NPBT from fair value of treasury instruments (\$15M decrease in 1H FY19)





Income statement

| Net change in fair value of electricity and other hedges | (6) | 20 |
|--|------------------|------------------|
| Gain/(loss) on sale of assets | - | - |
| Depreciation and amortisation Impairment of assets | (107) | (137) |
| EBITDAF Depresiation and amortication | 465 (157) | 389 (137) |
| Employee and other operating expenses | (143) | (135) |
| Energy transmission expense | (68) | (65) |
| Other revenue | 13 | 13 |
| Australia energy margin | 65 | 66 |
| \$M New Zealand energy margin | 598 | 510 |
| Six months ended 31 December | 2019 | 2018 |
| | | |



Underlying NPAT reconciliation

| Six months ended 31 December | 2019 | 2018 |
|--|------|----------|
| \$M | | |
| Net profit after tax | 191 | 152 |
| Underlying adjustments | | |
| Hedging instruments | | |
| Net change in fair value of electricity and other hedges | 6 | (20) |
| Net change in fair value of treasury instruments | (6) | 15 |
| Premiums paid on electricity options net of interest | (10) | (7) |
| <u>Assets</u> | | |
| (Gain)/loss on sale of assets | - | - |
| Impairment of assets | - | <u> </u> |
| Total adjustments before tax | (10) | (12) |
| Taxation | | |
| Tax effect of above adjustments | 3 | 4 |
| Underlying net profit after tax | 184 | 144 |



Cash flow statement

| Six months ended 31 December | 2019 | 2018 |
|---|---------|---------|
| \$M | | |
| Receipts from customers | 1,803 | 1,690 |
| Payments to suppliers and employees | (1,372) | (1,305) |
| Interest paid | (41) | (41) |
| Income tax paid | (124) | (82) |
| Operating cash flows | 266 | 262 |
| Sale of property, plant and equipment | - | - |
| Sales of subsidiaries and other assets | - | - " |
| Purchase of property, plant and equipment | (23) | (23) |
| Purchase of intangible assets and investments | (11) | (12) |
| Investing cash flows | (34) | (35) |
| Term borrowings drawn | 141 | 89 |
| Term borrowings repaid | (55) | (5) |
| Lease liabilities paid | (4) | - |
| Dividends | (337) | (292) |
| Financing cash flows | (255) | (208) |



Balance sheet

| Six months ended 31 December | 2019 | 2018 |
|--|-------|-------|
| \$M | | |
| Cash and cash equivalents | 55 | 78 |
| Trade receivables | 265 | 259 |
| Customer contract assets | 23 | 20 |
| Other current assets | 196 | 141 |
| Total current assets | 539 | 498 |
| Property, plant and equipment | 8,776 | 7,809 |
| Intangible assets | 58 | 59 |
| Other non-curent assets | 217 | 200 |
| Total non-current assets | 9,051 | 8,068 |
| Payables, accruals and employee entitlements | 291 | 304 |
| Customer contract liabilities | 18 | 15 |
| Current portion of term borrowings | 183 | 512 |
| Current portion of lease liabilities | 7 | 1 |
| Other current liabilities | 84 | 82 |
| Total current liabilities | 583 | 914 |
| Term borrowings | 1,374 | 1,049 |
| Deferred tax | 1,944 | 1,668 |
| Lease liabilities | 99 | 45 |
| Other non-current liabilities | 278 | 226 |
| Total non-current liabilities | 3,695 | 2,988 |
| Net assets | 5,312 | 4,664 |



Glossary

Hedging volumes

Average generation price

Average retail contracted sales price

Average wholesale contracted sales price

Combined catchment inflows

Cost of hedges

Cost to supply contracted sales

Contracts for Difference (CFDs)

Customer connections (NZ)

FRMP GWh

Historic average inflows

Historic average storage

HVDC

ICP

ICP switching

TOT OWNORMING

National demand

NZAS

TJ

MWh

Retail sales volumes

Financial contract sales

Virtual Asset Swaps (VAS)

buy-side electricity derivatives excluding the buy-side of virtual asset swaps

the volume weighted average price received for Meridian's physical generation

volume weighted average electricity price received from retail customers, less distribution costs

volume weighted average electricity price received from wholesale customers (including NZAS) and financial contracts

combined water inflows into Meridian's Waitaki and Waiau hydro storage lakes

volume weighted average price Meridian pays for derivatives acquired

volume weighted average price Meridian pays to supply contracted customer sales and financial contracts

an agreement between parties to pay the difference between the wholesale electricity price and an agreed fixed price for a specified

volume of electricity. CFDs do not result in the physical supply of electricity

number of installation control points, excluding vacants

financially responsible market participant

gigawatt hour. Enough electricity for 125 average New Zealand households for one year

the historic average combined water inflows into Meridian's Waitaki and Waiau hydro storage lakes over the last 84 years

the historic average level of storage in Meridian's Waitaki catchment since 1979

high voltage direct current link between the North and South Islands of New Zealand

New Zealand installation control points, excluding vacants

the number of installation control points changing retailer supplier in New Zealand, recorded in the month the switch was initiated

megawatt hour. Enough electricity for one average New Zealand household for 46 days

Electricity Authority's reconciled grid demand www.emi.ea.govt.nz

New Zealand Aluminium Smelters Limited

contract sales volumes to retail customers, including both non half hourly and half hourly metered customers

sell-side electricity derivatives excluding the sell-side of virtual asset swaps

Terajoules

CFDs Meridian has with Genesis Energy and Mercury New Zealand. They do not result in the physical supply of electricity



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The information contained in this presentation should be considered in conjunction with the company's condensed financial statements for the six months ended 31 December 2019, available at:

www.meridianenergy.co.nz/investors

All currency amounts are in New Zealand dollars unless stated otherwise.

