

Infratil

OUTPERFORM

TLT Delivers Early Christmas Present

Tilt Renewables (TLT) has sold its Snowtown 2 wind farm for A\$1,073m, materially higher than the value embedded within our Infratil (IFT) net asset value assessment, which has resulted in a +24cps lift in our target price to \$5.20. In addition, we estimate there is ~A\$565m (NZ\$385m is IFT's share) of surplus capital in TLT following the completion of the ST2 sale, a large chunk of which we expect to be returned to IFT.

What's changed?

- **Net Asset Value:** Increased +24cps to \$5.96
- **Target Price:** Increased +24cps to \$5.20
- **Rating:** OUTPERFORM rating retained

Snowtown 2 sale results in TLT holding surplus capital

The sale of Snowtown 2 has come in materially higher than our embedded value of ~A\$700m. That is the main driver of our NAV assessment increasing +24cps to \$5.96 (partially offset by a stronger NZDAUD fx rate). In addition, we estimate that TLT will hold ~A\$565m of surplus capital following the completion of the transaction (expected before the end of 2019). With IFT owning 65.4% of TLT, IFT could conceivably ask for its share, NZ\$385m (58cps).

Following the 1H20 result, IFT's balance sheet looked a little stretched, but that will no longer be an issue.

Looking for an earlier increase in the dividend

We believe that the Snowtown 2 sale, and CDC undertaking an A\$1.5b debt refinancing (which frees up significant capital in CDC and means it is unlikely to need further equity injections from IFT to fund developments) will allow IFT to increase dividends earlier than previously envisaged. We have lifted our FY20, FY21 & FY22 dividend forecasts +0.25cps, +1.00cps & +0.75cps to 17.50cps, 18.25cps & 19.00cps respectively.

| NZX Code | IFT |
|------------------------|---------------------|
| Share price | NZ\$4.96 |
| Target price | NZ\$5.20 |
| Risk rating | Medium |
| Issued shares | 659.3m |
| Market cap | NZ\$3,267m |
| Average daily turnover | 602.2k (NZ\$2,704k) |

Share Price Performance



| Financials: March | 19A | 20E | 21E | 22E |
|-------------------|------|------|------|------|
| NPAT* (NZ\$m) | n/a | n/a | n/a | n/a |
| EPS* (NZc) | n/a | n/a | n/a | n/a |
| EPS growth* (%) | n/a | n/a | n/a | n/a |
| DPS (NZc) | 17.3 | 17.5 | 18.3 | 19.0 |
| Imputation (%) | 51 | 65 | 80 | 100 |

| Valuation (x) | 19A | 20E | 21E | 22E |
|--------------------------|-----|-----|-----|-----|
| EV/EBITDA | n/a | n/a | n/a | n/a |
| EV/EBIT | n/a | n/a | n/a | n/a |
| PE | n/a | n/a | n/a | n/a |
| Price / NTA | n/a | n/a | n/a | n/a |
| Cash dividend yield (%) | 3.5 | 3.5 | 3.7 | 3.8 |
| Gross dividend yield (%) | 4.2 | 4.4 | 4.8 | 5.3 |

*Historic and forecast numbers based on underlying profits

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Investment View

Our rating is OUTPERFORM. IFT has a solid core of investments that will perform well in a low interest rate environment. Near-term operational upside comes from CDC and Vodafone, with other core portfolio investments providing good downside protection. In addition, we expect a significant capital return from TLT will enable IFT to resume dividend growth.

| Infratil (IFT) | | Priced as at 05 Dec 2019: NZ\$4.96 | | | | | March year end | | | | |
|--|--|------------------------------------|--|--|--|---------------------------------------|----------------|--|--|--|--|
| Forsyth Barr valuation | | | | | | Valuation Ratios | | | | | |
| Valuation methodology | | | | | | NAV less -20% discount | | | | | |
| 12-month target price (NZ\$)* | | | | | | EV/EBITDA (x) | | | | | |
| Expected share price return | | | | | | EV/EBIT (x) | | | | | |
| Net dividend yield | | | | | | PE (x) | | | | | |
| Estimated 12-month return | | | | | | Price/NTA (x) | | | | | |
| Key WACC assumptions | | | | | | Free cash flow yield (%) | | | | | |
| Risk free rate | | | | | | Net dividend yield (%) | | | | | |
| Equity beta | | | | | | Gross dividend yield (%) | | | | | |
| WACC | | | | | | Imputation (%) | | | | | |
| Terminal growth | | | | | | Pay-out ratio (%) | | | | | |
| NAV valuation summary (NZ\$m) | | | | | | Capital Structure | | | | | |
| Total firm value | | | | | | 2018A | | | | | |
| (Net debt)/cash | | | | | | 2019A | | | | | |
| Value of equity | | | | | | 2020E | | | | | |
| Shares (m) | | | | | | 2021E | | | | | |
| | | | | | | 2022E | | | | | |
| Profit and Loss Account (NZ\$m) | | | | | | NAV Calculation | | | | | |
| Sales revenue | | | | | | Interest cover EBIT (x) | | | | | |
| Normalised EBITDA | | | | | | Interest cover EBITDA (x) | | | | | |
| Depreciation and amortisation | | | | | | Net debt/ND+E (%) | | | | | |
| Normalised EBIT | | | | | | Net debt/EBITDA (x) | | | | | |
| Net interest | | | | | | Key Ratios | | | | | |
| Associate income | | | | | | 2018A | | | | | |
| Tax | | | | | | 2019A | | | | | |
| Minority interests | | | | | | 2020E | | | | | |
| Normalised NPAT | | | | | | 2021E | | | | | |
| Abnormals/other | | | | | | 2022E | | | | | |
| Reported NPAT | | | | | | Return on assets (%) | | | | | |
| Normalised EPS (cps) | | | | | | Return on equity (%) | | | | | |
| DPS (cps) | | | | | | Return on funds employed (%) | | | | | |
| | | | | | | EBITDA margin (%) | | | | | |
| | | | | | | EBIT margin (%) | | | | | |
| | | | | | | Capex to sales (%) | | | | | |
| | | | | | | Capex to depreciation (%) | | | | | |
| Growth Rates | | | | | | Investment | | | | | |
| Revenue (%) | | | | | | % Owned | | | | | |
| EBITDA (%) | | | | | | Value | | | | | |
| EBIT (%) | | | | | | % of IFT | | | | | |
| Normalised NPAT (%) | | | | | | Value/share | | | | | |
| Normalised EPS (%) | | | | | | Trustpower | | | | | |
| DPS (%) | | | | | | Vodafone | | | | | |
| | | | | | | CDC Data Centres | | | | | |
| | | | | | | Wellington Intl Airport | | | | | |
| | | | | | | Tilt Renewables | | | | | |
| | | | | | | RetireAustralia | | | | | |
| | | | | | | Longroad Energy | | | | | |
| | | | | | | Property/Other | | | | | |
| Cash Flow (NZ\$m) | | | | | | Total Assets | | | | | |
| EBITDA | | | | | | 6,035 | | | | | |
| Working capital change | | | | | | Less : Bank debt | | | | | |
| Interest & tax paid | | | | | | Less : Present value of mgmt contract | | | | | |
| Other | | | | | | Less : Infrastructure & Perp Bonds | | | | | |
| Operating cash flow | | | | | | Net Assets | | | | | |
| Capital expenditure | | | | | | 3,930 | | | | | |
| (Acquisitions)/divestments | | | | | | 5.96 | | | | | |
| Other | | | | | | | | | | | |
| Funding available/(required) | | | | | | | | | | | |
| Dividends paid | | | | | | | | | | | |
| Equity raised/(returned) | | | | | | | | | | | |
| Increase/(decrease) in net debt | | | | | | | | | | | |
| | | | | | | | | | | | |
| Balance Sheet (NZ\$m) | | | | | | | | | | | |
| Working capital | | | | | | | | | | | |
| Fixed assets | | | | | | | | | | | |
| Intangibles | | | | | | | | | | | |
| Other assets | | | | | | | | | | | |
| Total funds employed | | | | | | | | | | | |
| Net debt/(cash) | | | | | | | | | | | |
| Other non current liabilities | | | | | | | | | | | |
| Shareholder's funds | | | | | | | | | | | |
| Minority interests | | | | | | | | | | | |
| Total funding sources | | | | | | | | | | | |

* Forsyth Barr target prices reflect valuation rolled forward at cost of equity less the next 12-months dividend

Note: this assumes the successful sale of NZ Bus and Perth Energy and the successful acquisition of Vodafone NZ, none of which have been completed

Net asset value changes

Figure 1. Net asset value changes

| | Old \$m | New \$m | Change \$m Chg | Old \$/share | New \$/share | Change \$/share | % chg |
|----------------------------|--------------|--------------|-------------------|-----------------|-----------------|--------------------|-----------|
| Trustpower | 1,213 | 1,213 | - | \$1.84 | \$1.84 | \$- | 0% |
| Vodafone NZ | 1,114 | 1,114 | - | \$1.69 | \$1.69 | \$- | 0% |
| CDC Data Centres | 1,156 | 1,118 | (38) | \$1.75 | \$1.70 | (\$0.06) | -3% |
| Wellington Airport | 825 | 825 | - | \$1.25 | \$1.25 | \$- | 0% |
| Tilt Renewables | 874 | 1,089 | 215 | \$1.33 | \$1.65 | \$0.33 | 25% |
| RetireAustralia | 370 | 358 | (12) | \$0.56 | \$0.54 | (\$0.02) | -3% |
| Longroad Energy | 132 | 128 | (4) | \$0.20 | \$0.19 | (\$0.01) | -3% |
| Other | 190 | 190 | - | \$0.29 | \$0.29 | \$- | 0% |
| Total Assets | 5,874 | 6,035 | 160 | \$8.91 | \$9.15 | \$0.24 | 3% |
| less PV of corporate costs | (393) | (393) | - | (\$0.60) | (\$0.60) | \$- | 0% |
| less Net debt | (1,711) | (1,711) | - | (\$2.60) | (\$2.60) | \$- | 0% |
| Net Assets | 3,770 | 3,930 | 160 | \$5.72 | \$5.96 | \$0.24 | 4% |

Source: Forsyth Barr analysis

Investment summary

Our rating is **OUTPERFORM**. Infratil (IFT) has a solid core of investments that will perform well in a low interest rate environment. Near-term operational upside comes from CDC with other core portfolio investments providing good downside protection.

Business quality

- **Chasing low risk, high growth assets:** IFT’s strategy is to invest in infrastructure-like assets that exhibit strong underlying demand. Recent investments include Vodafone (mobile data), CDC (data centres), and Longroad Energy (renewable electricity generation projects).
- **Strong track record over the past decade:** IFT’s recent track record buying and selling assets is strong, having crystallised significant gains with Z Energy, Lumo Energy and ANU Student Accommodation. In addition, new investment CDC is performing well.
- **Diversified risk:** Key sectors in IFT’s asset portfolio are data/telco (~41%), renewable electricity (~37%) and airports (~20%). Its largest assets are CDC, Trustpower and Vodafone, each at ~20% of its portfolio. Assets are also diversified across New Zealand, Australia and North America.

Earnings and cash flow outlook

- **Growth coming from new investments:** Most of IFT’s earnings growth is expected to come from its newer investments: Vodafone NZ, CDC, Longroad Energy, and Tilt Renewables developing new wind farms.

Company description

IFT is an investment company that invests in assets of a utility/infrastructure nature. Key investments are Trustpower (51%), Tilt Renewables (65%), Wellington International Airport (66%), Perth Energy (82%), NZ Bus (100%), Canberra Data Centres (48%), RetireAustralia (50%), and Longroad Energy (40%). It is also in the process of acquiring 50% of Vodafone NZ. The largest investments are Trustpower and Wellington Airport which combined equate to ~44% of IFT’s NAV. IFT prefers to invest in assets where it can have significant influence or control of the Board.

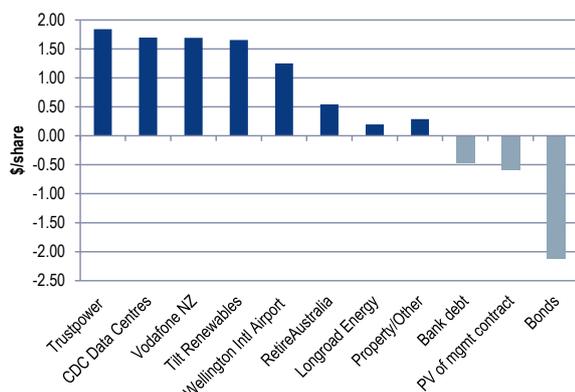
Financial structure

- **Limited spare balance sheet capacity:** Recent investments mean IFT has limited spare balance sheet capacity. IFT is selling some low growth/low return assets to provide room for higher growth/ return options.
- **Strong historic dividend growth:** IFT has increased dividends +13% p.a. over the past eight years. Future growth is expected to be tempered as IFT’s portfolio shifts towards high growth but more capital hungry assets.

Risk factors

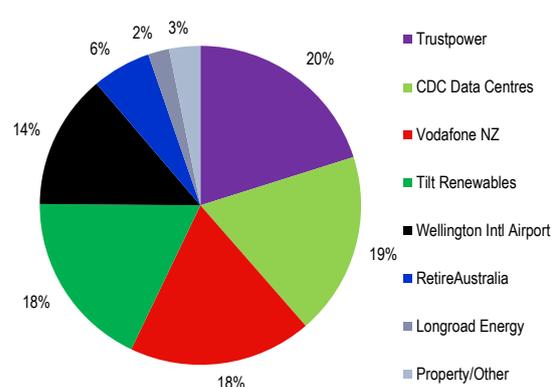
- **Valuation transparency:** IFT favours investments in unlisted assets. It can be difficult to get a clear view on the value of the unlisted assets and this is a factor in IFT trading at a discount to NAV. An investment in IFT is backing the management team to deliver results similar to its track record.
- **Governance:** IFT manager, Morrison & Co, has several investment mandates outside IFT, potentially resulting in competition for investment opportunities. Governance is important to ensure IFT is not disadvantaged.

Figure 2. Net asset value breakdown



Source: Forsyth Barr analysis

Figure 3. Net asset value share



Source: Forsyth Barr analysis

Figure 4. Substantial Shareholders

| Shareholder | Latest Holding |
|-------------|----------------|
| ACC | 6.1% |

Source: NZX, Forsyth Barr analysis, NOTE: based on SSH notices only

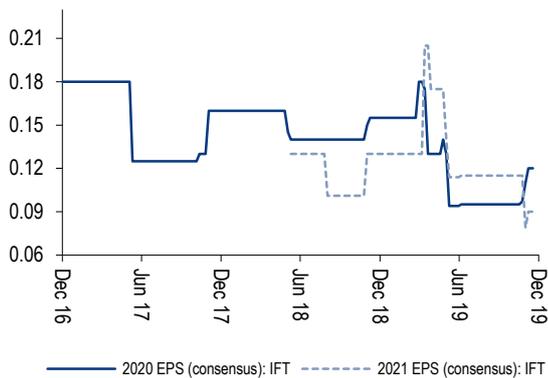
Figure 5. International Compcos

| Company | Code | Price | Mkt Cap (m) | PE | | EV/EBITDA | | EV/EBIT | | Cash D/Yld |
|----------|--------|----------|-------------|----------------|-------|-----------|-------|---------|-------|------------|
| | | | | 2020E | 2021E | 2020E | 2021E | 2020E | 2021E | |
| Infratil | IFT NZ | NZ\$4.96 | NZ\$3,267 | n/a | n/a | n/a | n/a | n/a | n/a | 3.7% |
| | | | | Compc Average: | | n/a | n/a | n/a | n/a | n/a |
| | | | | IFT Relative: | | n/a | n/a | n/a | n/a | n/a |

EV = Current Market Cap + Actual Net Debt

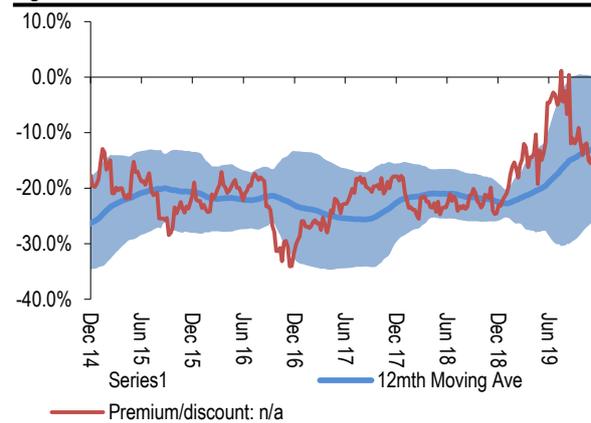
Source: *Forsyth Barr analysis, Bloomberg Consensus, Compc metrics re-weighted to reflect headline (IFT) companies fiscal year end

Figure 6. Consensus EPS Momentum



Source: Forsyth Barr analysis, Bloomberg

Figure 7. Historic discount to NAV



Source: Forsyth Barr analysis, Bloomberg

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