UBS Australasia Conference

November 2021

Disclaimer and important information

This presentation may contain projections or forward-looking statements regarding a variety of items. Such forward-looking statements are based upon current expectations and involve risks and uncertainties.

Actual results may differ materially from those stated in any forward-looking statement based on a number of important factors and risks.

Although management may indicate and believe that the assumptions underlying the forward-looking statements are reasonable, any of the assumptions could prove inaccurate or incorrect and, therefore, there can be no assurance that the results contemplated in the forward-looking statements will be realised.

EBITDAF, underlying profit, free cash flow and operating free cash flow are non-GAAP (generally accepted accounting practice) measures. Information regarding the usefulness, calculation and reconciliation of these measures is provided in the supporting material.

Furthermore, while all reasonable care has been taken in compiling this presentation, Contact accepts no responsibility for any errors or omissions.

This presentation does not constitute investment advice.

Numbers in the presentation have not all been rounded and might not appear to add.

All logos and brands are property of their respective owners. All company, product and service names used in this presentation are for identification purposes only.

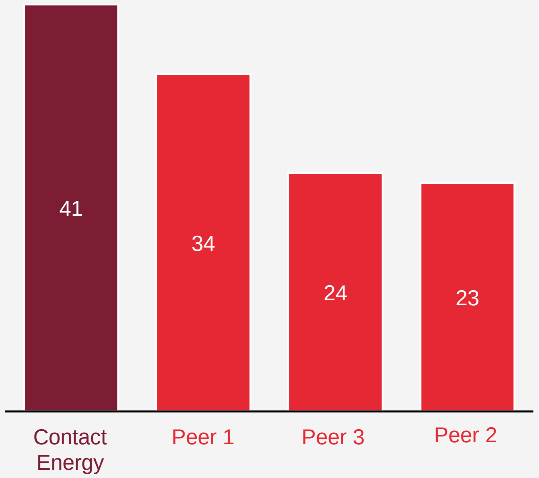
All references to $ are New Zealand dollars

Strategic evolution

Our previous strategy focused on efficient operations and use of capital which has delivered sector leading performance efficiency

Profitable operations

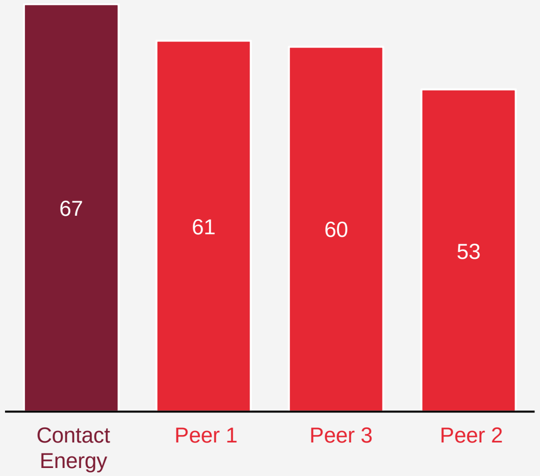
Operating free cash flows per MWh, $/MWh FY21



Strong cash flow generation per unit despite higher cost thermal generation assets in our portfolio

Strong cash conversion

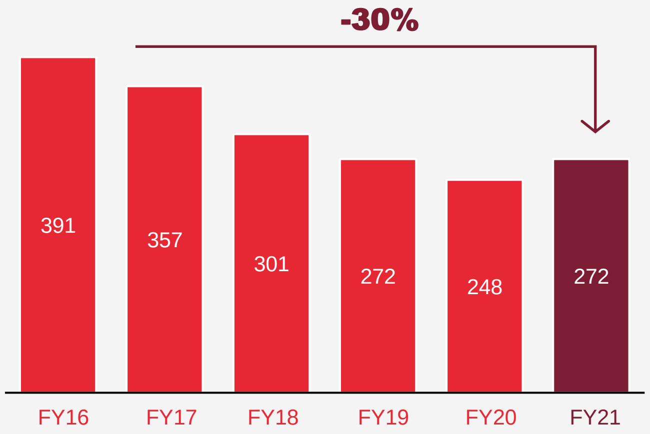
Operating free cash flows as a proportion of EBITDAF, %, 3-year average FY19-21



Strong conversion of operating earnings into cash flow, highlighting capital discipline

Reducing our cost base

Other operating costs and SIB capex, $M

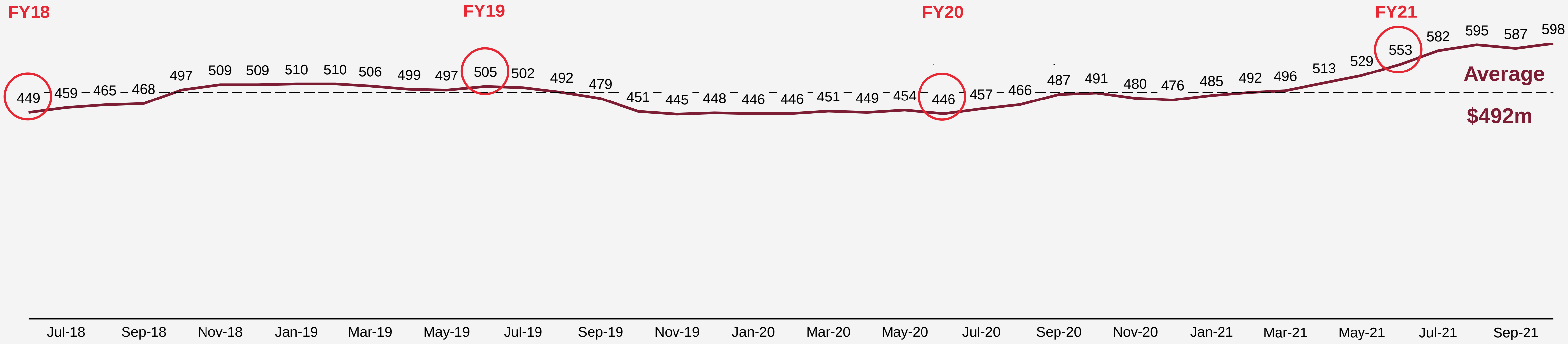


Controllable CAPEX and OPEX removed through our continuous improvement program

Strategic delivery

Our focus has delivered solid EBITDAF over the past four years despite volatile wholesale markets and rising thermal fuel costs. Contact is now positioned well for growth

EBITDAF, $M, continuing operations rolling 12 months average



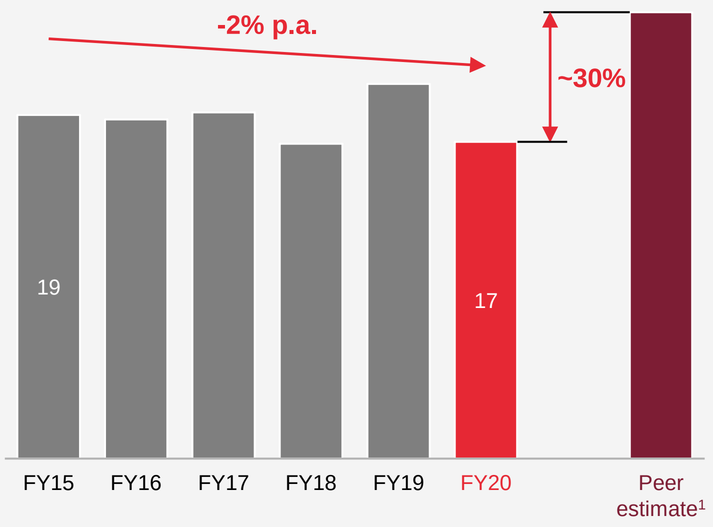
Financial year end circled

Net debt has reduced by $800m between 30 June 2018 and 31 June 2021 positioning us well. This includes the equity raise of $400m in February 2021 to support our capital investment programme.

Strategic capability

Additionally, we have developed, acquired, or partnered with distinctive capabilities to position us for growth

Strong geothermal capabilities Geothermal generation cash-costs excluding transmission, $/MWh



Geothermal fixed costs believed to ~30% less than major peers

Operational excellence program achieved 2% p.a. cost reduction off-setting carbon price increase and inflation

Strategic acquisitions and partnerships to build capability

Simply Energy powered by contact

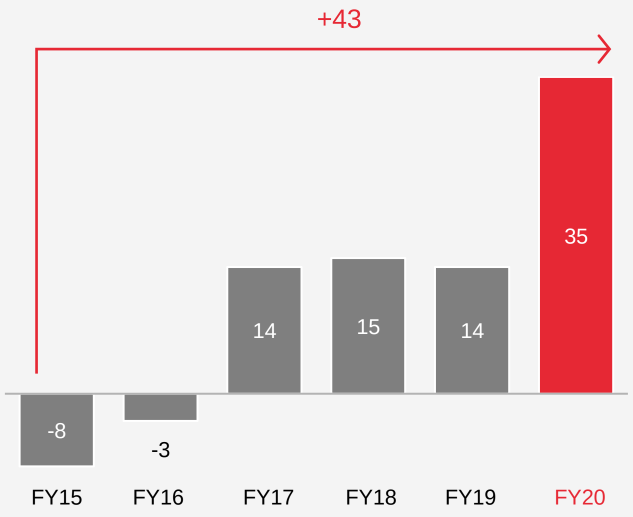
Roaring40s Wind Power

Western Energy

DRYLAND CARBON

Strategic acquisitions and partnerships with distinctive capabilities to meet our electrification and development targets

Enhanced customer experiences driving highly engaged customers Retail NPS, %



Digitisation of key touchpoints and growth into new adjacencies supporting rapid net promoter score (NPS) growth

1. Based on annual reports total generation cash-costs weighted by the relative capacity of each generation type

Two structural shifts impact the NZ electricity market

1 Decarbonising the economy

+

2 End of NZAS supply agreement

① Decarbonising the economy

Decarbonisation imperatives and technology improvements will accelerate electricity demand growth

Key drivers of decarbonisation

Increased focus on climate change globally including from the NZ government and consumers, e.g. Climate Change Commission

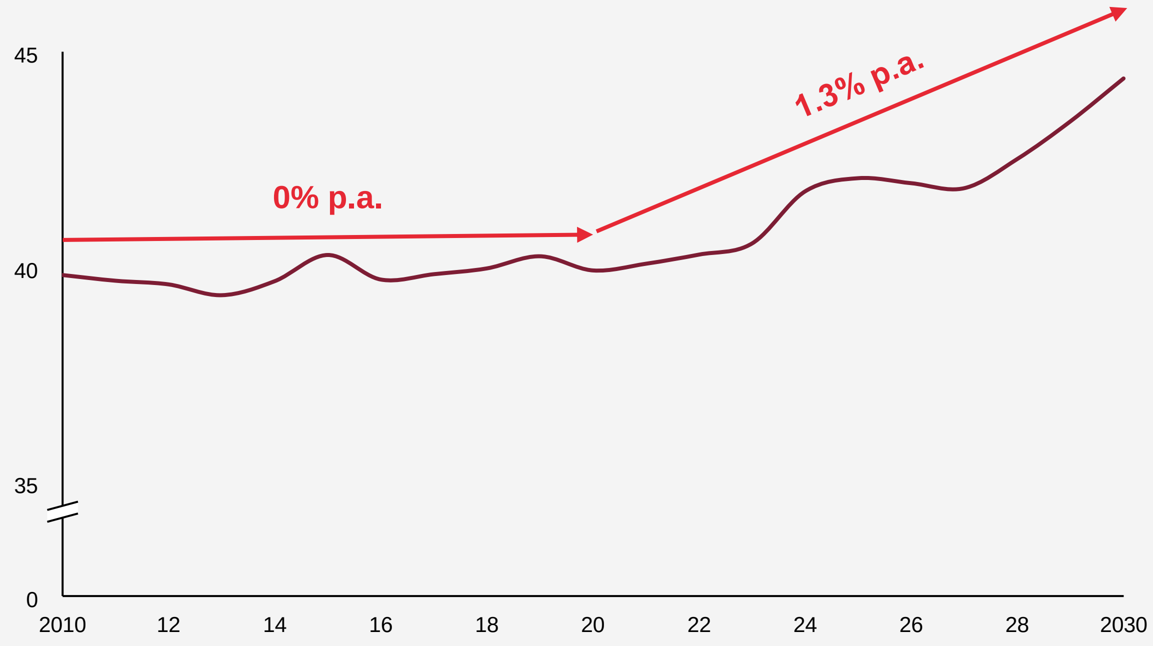
Increasing carbon and gas prices

Competitive electricity costs against alternatives

Falling technology costs including renewables, electric boilers, electrolysers and electric vehicles (EVs)

The Climate Change Commission expects electricity demand to grow to meet climate targets

Electricity demand, TWh[1]



Key drivers

~40% EVs

~40% Industry

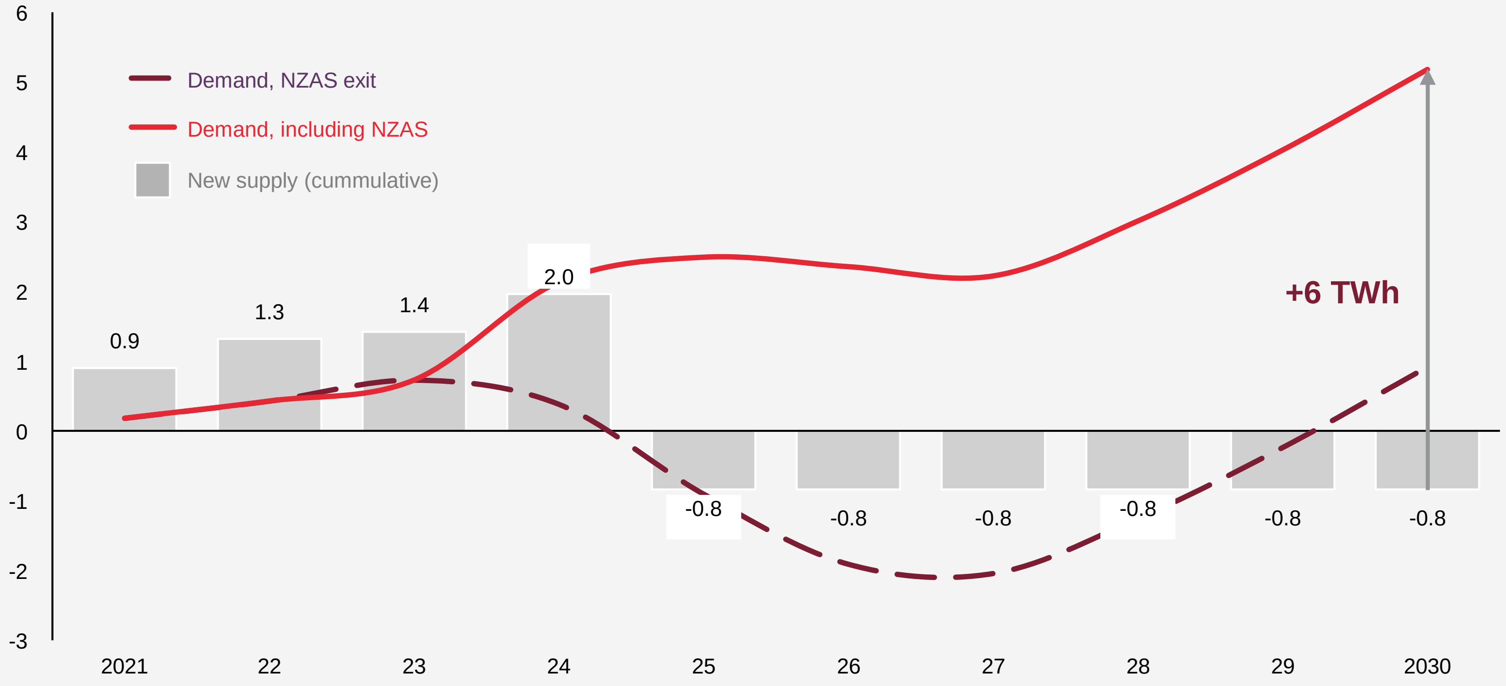
~20% Buildings

1. Assumes NZAS is retained or replaced through hydrogen, process heat conversion and data centres etc. Source: Climate Change Commission 2021, Contact Energy analysis

② NZAS supply agreement

Decarbonisation provides the opportunity for growth

Change in electricity demand and supply, TWh



Implication for Contact

Our imperative is to deliver on our commitment to decarbonisation and grow demand by electrifying NZ and decarbonising new global industrial supply chains

Note: New supply includes Turitea (2021, 2022),, Tauhara (2023), and Harapaki (2024). Assumes decommissioning of TCC (2023) and Huntly (2025).
Source: Climate Change Commission Draft Report 2021, Contact Energy analysis

Positioning Contact for the future

Decarbonisation and the end of the NZAS supply agreement could leave the electricity market looking very different by 2030

How the electricity market will change?

Baseload thermal exits with low utilisation for remaining thermal assets

Intermittent renewables will dominate the generation mix, with geothermal as the only baseload generation source

Batteries and large-scale demand flexibility will supplement existing hydro reservoirs and thermal peaking plant to maintain the energy balance

Long-term PPAs secured to supply large sources of demand

The energy transition will be bumpy with periods of increased volatility.

Winners will attract new demand with long-term PPAs recovering investment costs.

Leading decarbonisation

We are best positioned to enable decarbonisation

Proven decarbonisation growth platform

Combining Simply Energy with our deep market knowledge, and strong retail brand brings the experience and capability to lead the energy transition with innovative customer-led solutions

New Zealand's best renewable development pipeline

We have a pipeline of options for high-quality renewable developments unmatched by peers, with the added benefit of NZ's only baseload renewable pipeline of ~3 TWh geothermal*

Leading NZ thermal generation transition

We have led the economic substitution of almost 3 TWh of thermal generation over the last 15 years (twice as much as all our peers combined), while developing advanced trading capabilities and systems to manage changes to our commodity risk position

Low-cost, innovative operations

We have a track record of sustainably reducing costs across the business, with lowest cost geothermal and retail cost-to-serve

Largest NZ electricity brand

We are NZ's largest electricity brand, catering to changing customer needs with a great customer experience

Future-focused capabilities

Our capabilities will support our growth with major projects, business development and digital & analytics skills recently added

* Includes Tauhara which is currently under construction

Contact26 Our strategy to lead NZ's decarbonisation

	Grow demand	Grow renewable development	Decarbonise our portfolio	Create outstanding customer experiences
Strategic theme / Objective	Attract new industrial demand with globally competitive renewables	Build renewable generation and flexibility on the back of new demand	Lead an orderly transition to renewables	Create NZ's leading sustainable energy brand that will support renewable development ambitions

Enablers	**ESG** Create long-term value through our strong performance across a broad set of environmental, social and governance factors	**Operational excellence** Continuously improving our operations through innovation and digitisation	**Transformative ways of working** Create a flexible and high-performing environment for NZ's top talent
Outcomes	**Growth** Pivot our business to a new growth era that captures the value unlocked by decarbonisation	**Resilience** Deliver sustainable shareholder returns, aligned with our ESG commitment	**Performance** Realise a step-change in performance, materially growing EBITDAF through strategic investments

Contact26 Our ambitious measures of success

Strategic theme	Grow demand	Grow renewable development	Decarbonise our portfolio	Create outstanding customer experiences
Metrics & measures	Senior in-house capability to support industry electrification partnerships by 2021 613 GWh p.a. of new commercial and industrial demand by 2025[3] Identified 300+ MW of market-backed demand opportunities, replacing NZAS in the lower SI by end of 2024 (e.g., hydrogen)	Tauhara online by 2023 FID on next renewable build (Wairākei, wind, and/or solar) by 2024 Decision on North Island battery by end of 2023, for delivery in 2024 100 MW demand response capacity by 2025	Complete thermal review in 2021, and executed by the end of 2022 TCC decommissioned by end of 2023 Reduce Scope 1 and 2 GHG emissions 45% compared to 2018 baseline by 2026[2]	Top 10 'most trusted retailer' by 2025[1] 650,000 customer connections by 2025 Cost to serve (CTS) < $120 per connection 75% of customer interactions through digital channels

1. As per Colmar Brunton Rep Track report, 2021 ranked 44th
2. Science Based Targets Initiative (Sbti) target at 1.5 degrees.
3. Equivalent to 100MW of new demand at a 70% capacity factor (mix of data centres and process heat conversions

Financial strategy

Our strategy grows shareholder value by generating cash flows from strategic investments, backed by new demand

Grow our business

Build a pipeline of demand

Capabilities and endowments

Collaborate with customers across industry to generate new demand opportunities

Use our high-quality renewable resources and distinctive capabilities to capture value from new projects

Generate returns on our capital investments

Operate our assets to meet NZ's evolving energy needs

Actively manage channels to balance fuel risk and returns

Continue to operate efficiently through our operational excellence program

Invest in a portfolio of projects with returns above the cost of capital

Fiscal discipline to maximise returns

Return capital to shareholders

Pay out **stable and predictable dividends to shareholders** with dividends between 80—100% of operating free cash flows over the preceding 4 years

$326m

4-year average operating free cash flows (FY18 – 21)

$273m

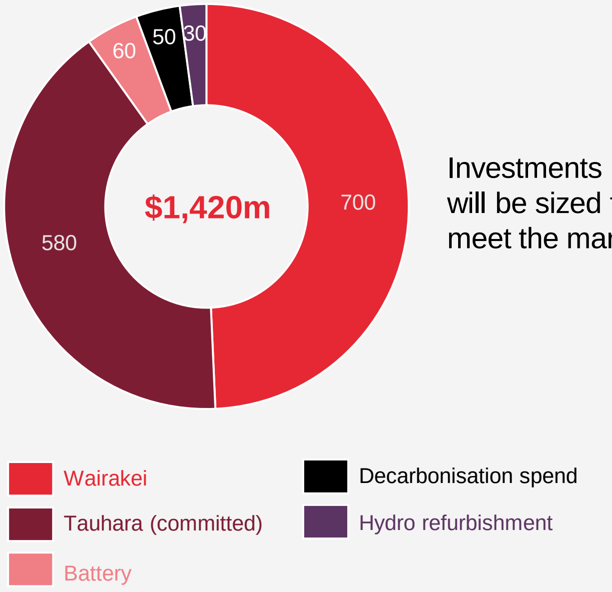
Expected FY22 ordinary dividend (35 cps)

FY22 payout of 84% at DPS of 35 cps

Growth investment funding strategy

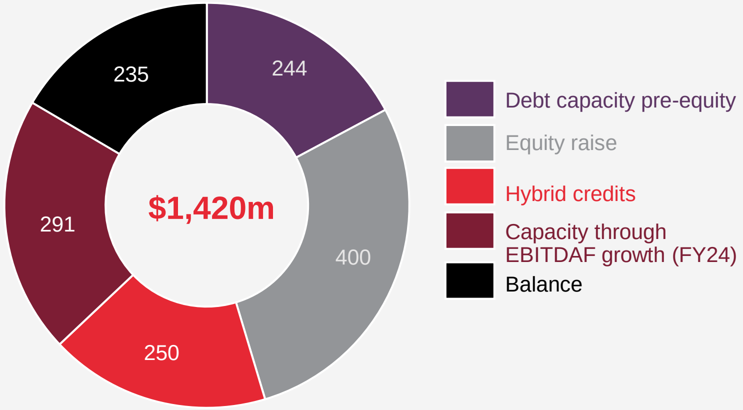
Complementing conventional debt funding and hybrid debt instruments, Contact has already accessed equity funding to support our base case investment programme

Medium-term capital investment programme
(uncommitted)



Investments will be sized to meet the market

Potential sources of funding



Long-life renewable generation assets are capital intensive and require equity support

Wairakei investment decision provides balance sheet flexibility

Balance includes dividend reinvestment plan take-up, which can be increased to support upside demand growth, and retained operating free cash flow in excess of the ordinary dividend.

Commitment to maintaining S&P investment grade credit rating continued.

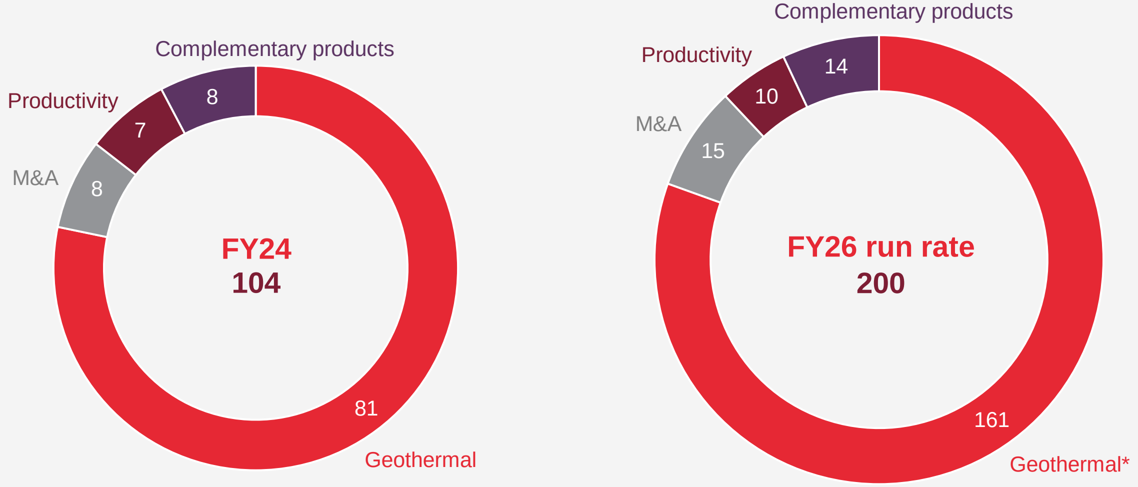
Delivering on strategic capital deployment

The base business earnings in the short-term are leveraged to fuel availability. In the medium-term to NZAS retention or replacement success. Longer term, strategic capital deployment will drive earnings growth.

Assumptions

1. NZAS load has not been fully replaced. FY26 is a recovery phase
2. Ambition to maintain South Island demand at current levels provides the upside of firmer prices and a further 3.5TWh of renewable development opportunities
3. Value from thermal strategic review will be additive
4. Will see higher operating costs to support development

EBITDAF from strategic capital deployment $m



*Includes full value from WRK investment but only 0.6 GWh of the 1.4 TWh is incremental to current Wairakei generation.

Our operational plan

What you can expect in the next 18 months

Strategic theme	H1-FY22	H2-FY22	H1-FY23
Grow Demand	Hydrogen registration of interest followed by request for proposals Advance data centre partnerships Engage on industrial electrification	Assess hydrogen position Build data centres Lock in major industrial user electrification	Develop hydrogen option Data centres online Commence boiler electrification
Grow renewable development	Build Tauhara Prepare further geothermal consents Secure solar partnership or add capability	Build Tauhara Further geothermal consenting Secure and consent wind sites Complete battery feasibility	Complete Tauhara Tauhara phase II consent Secure solar consents
Decarbonise our portfolio	Complete thermal review and design principles for structure Engage 3rd party to structure 'ThermalCo'	Align future-state thermal structure Agree structure with owners and regulators Execute 'ThermalCo' and buy back PPAs	Prepare for end of TCC scheduled hours
Create outstanding customer experiences	Launch time of use offer, with extension into EVs AI-driven optimised service channels Implications of sale of Trustpower retail to Mercury Customer technology upgrade	Pilot launch of wireless broadband Launch data driven energy monitoring Customer technology upgrade (cont.)	Pilot complementary products Customer technology upgrade (cont.)