



# Annual Meeting

2006





Michael Stiasny  
Chairman



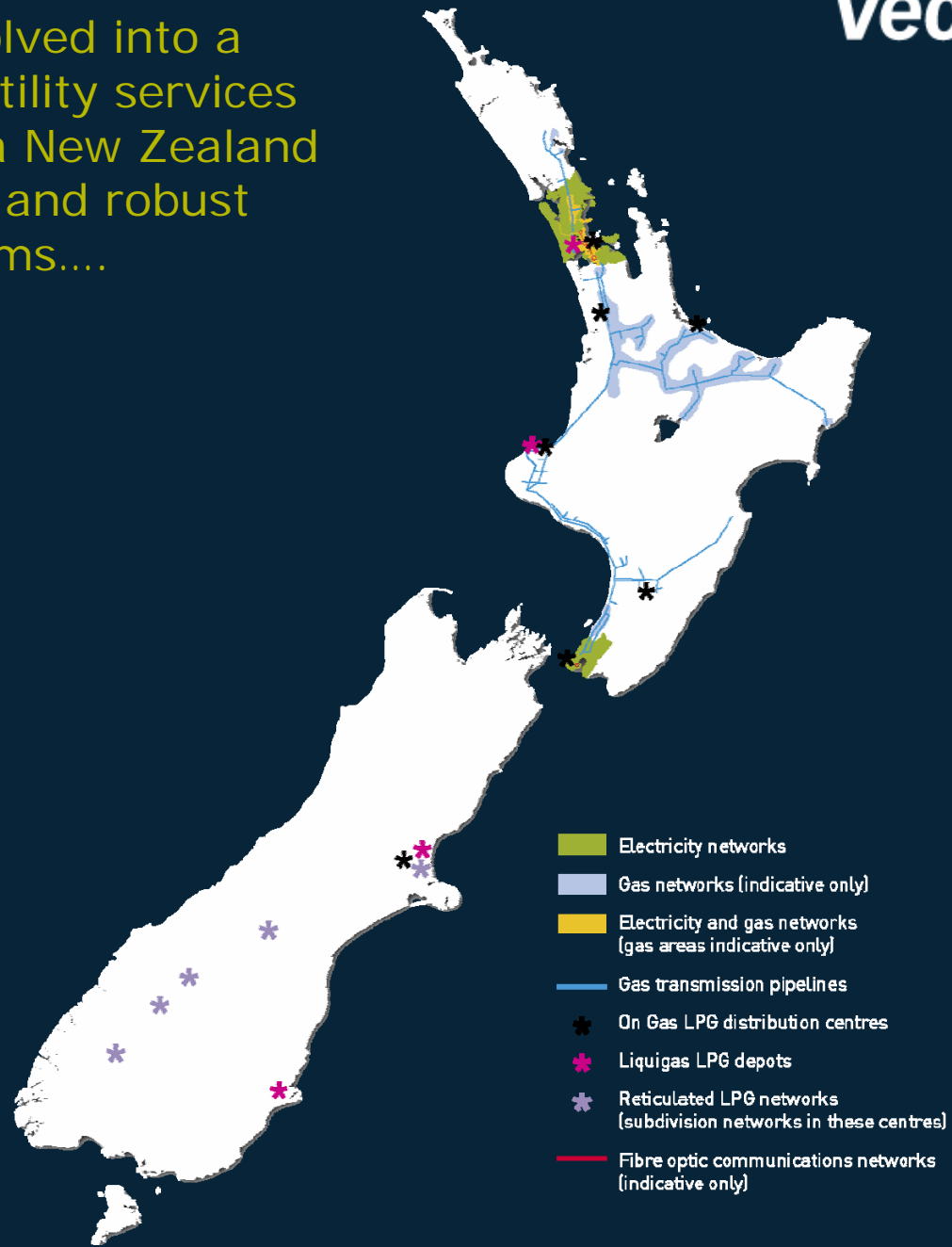
## Today's programme

- Chairman's address
- Chief Executive Officer's address
- Annual Report and Financial Statements discussion
- Formal business
- Voting
- General business

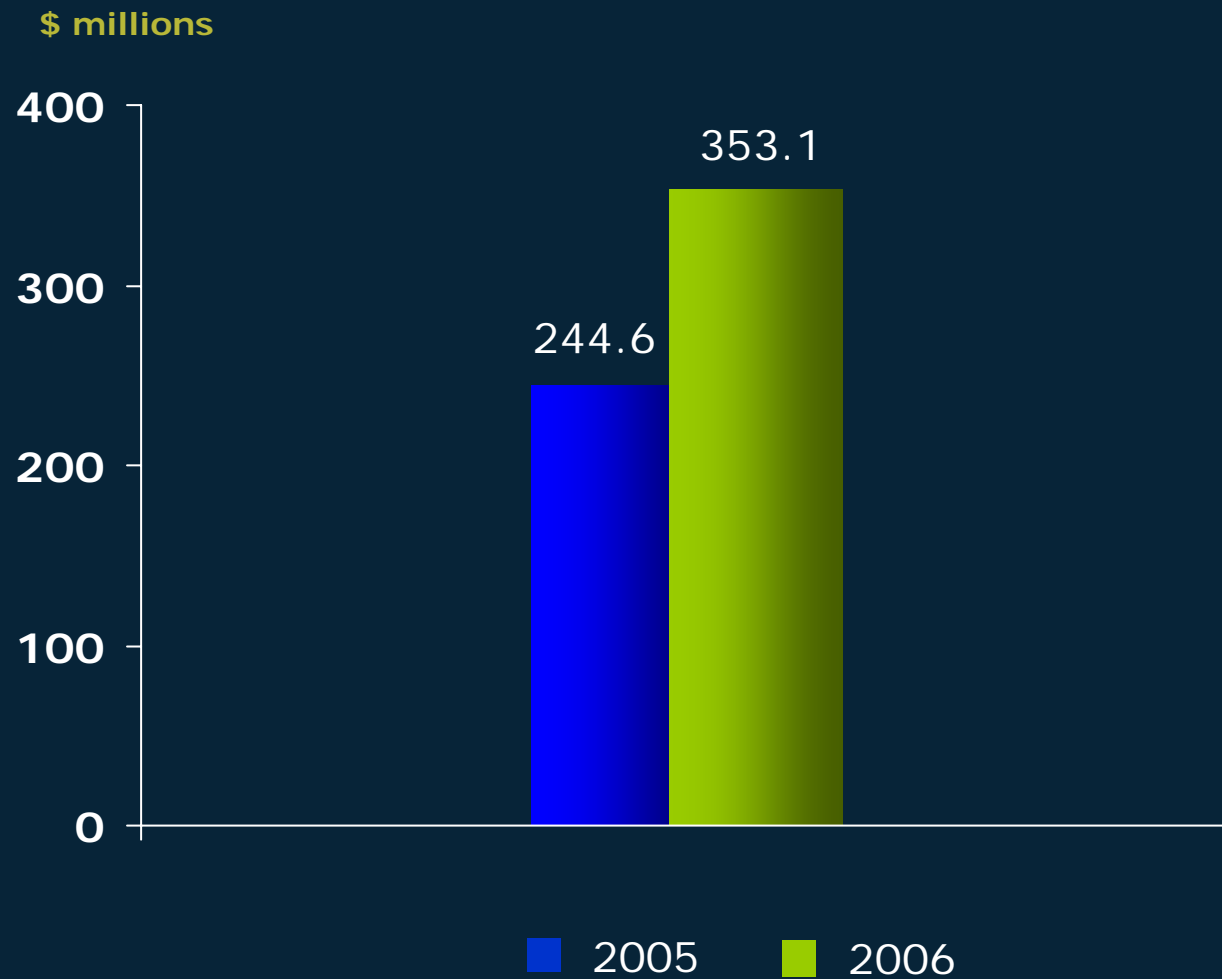
Since 2002, our strategy has grown our assets more than five-fold and significantly diversified our business mix....



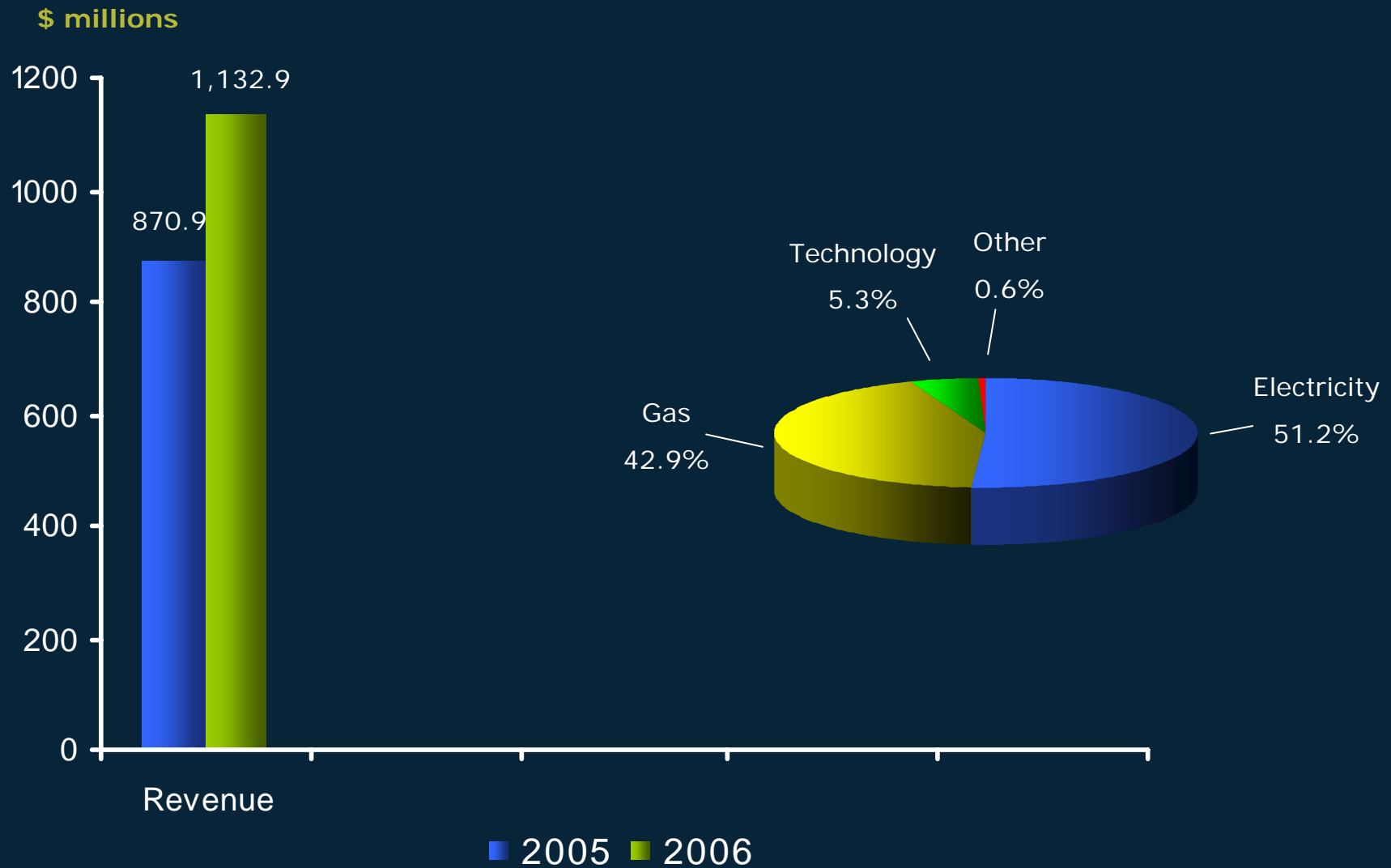
Vector has evolved into a unique multi-utility services provider with a New Zealand wide presence and robust earnings streams....



Operating cash flows increase by 44.3% ...

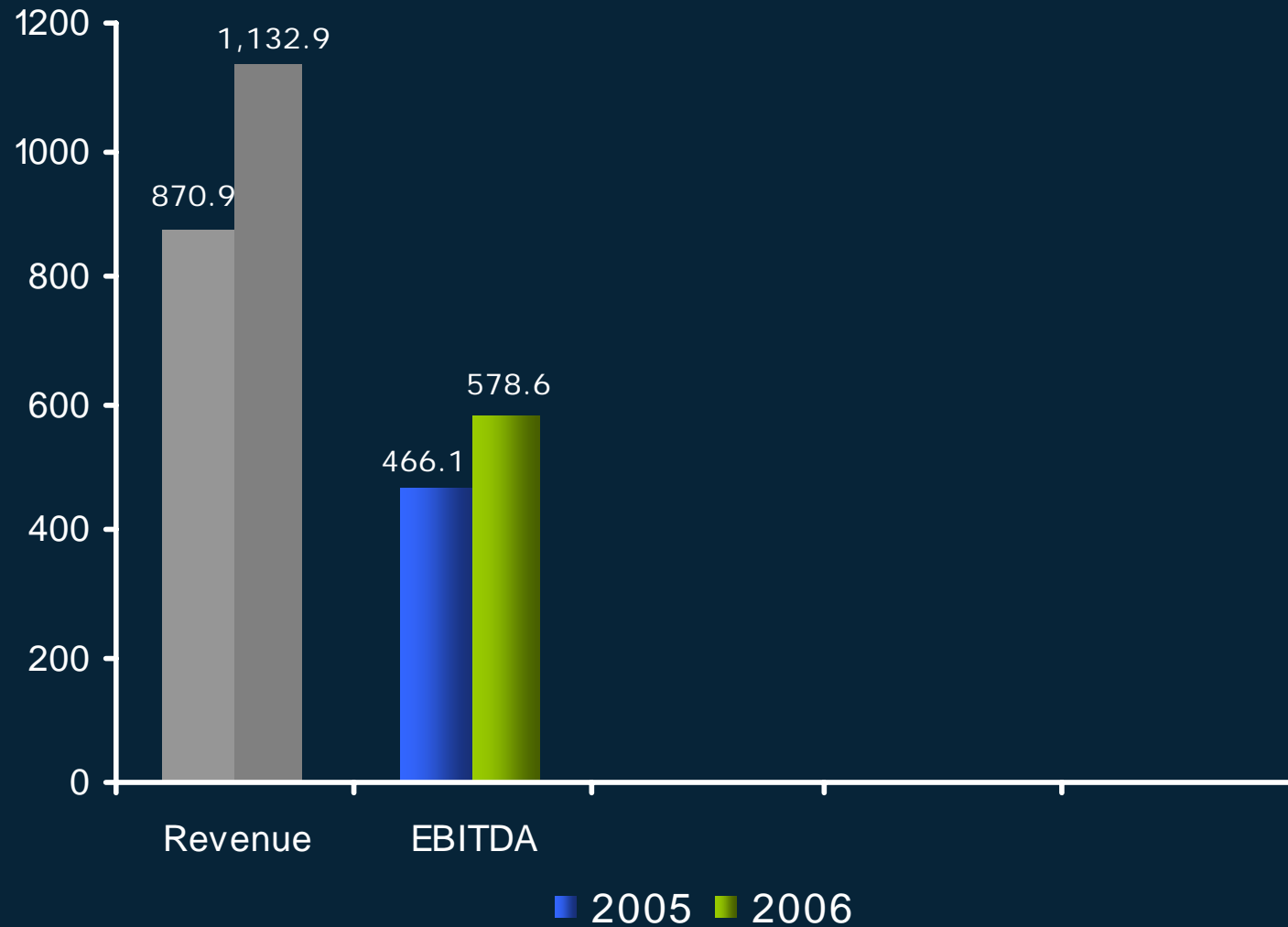


Our diversified businesses lift revenues by 30.1%...



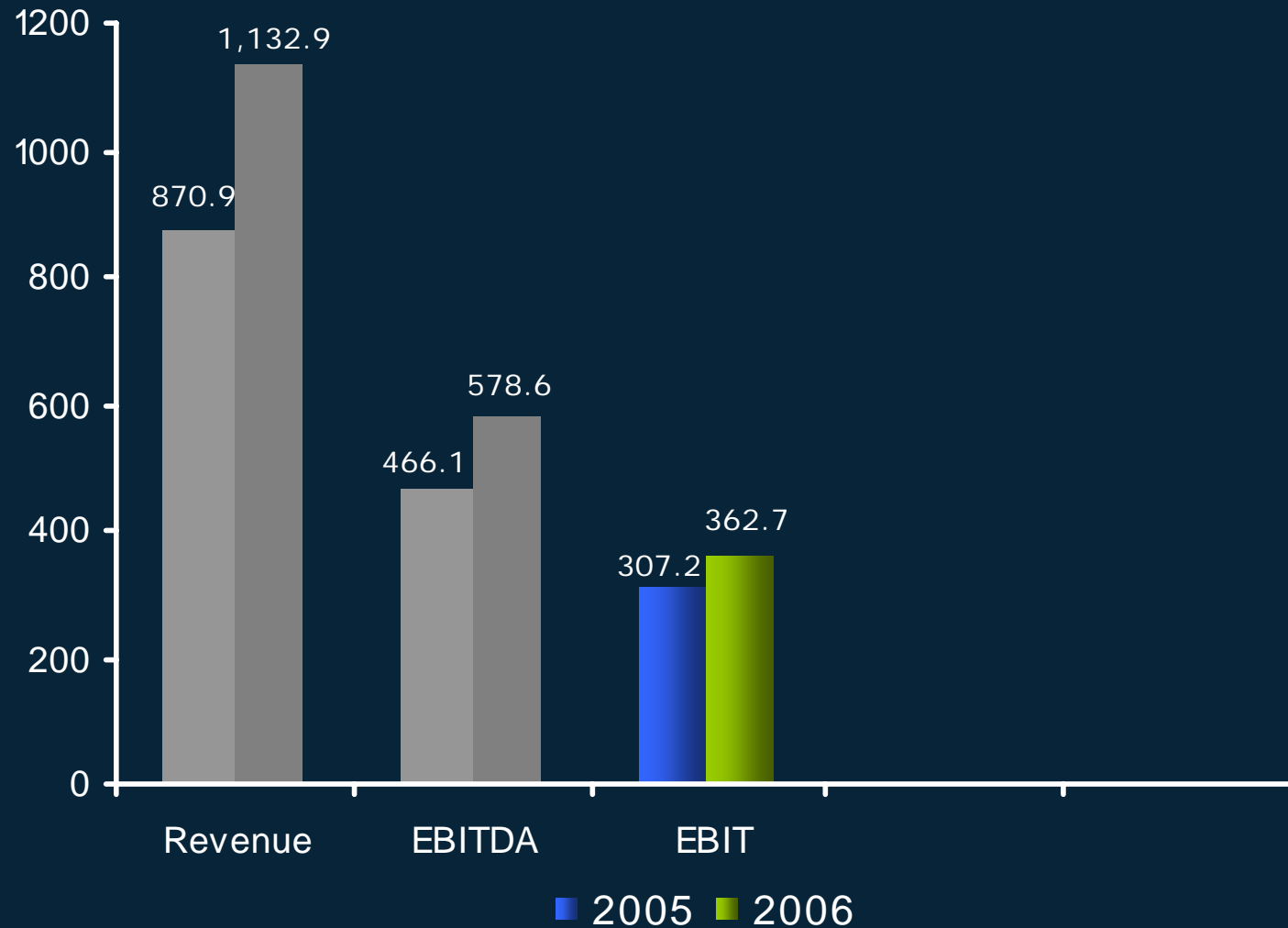
Although costs are also higher, EBITDA increases by 24.1%...

\$ millions



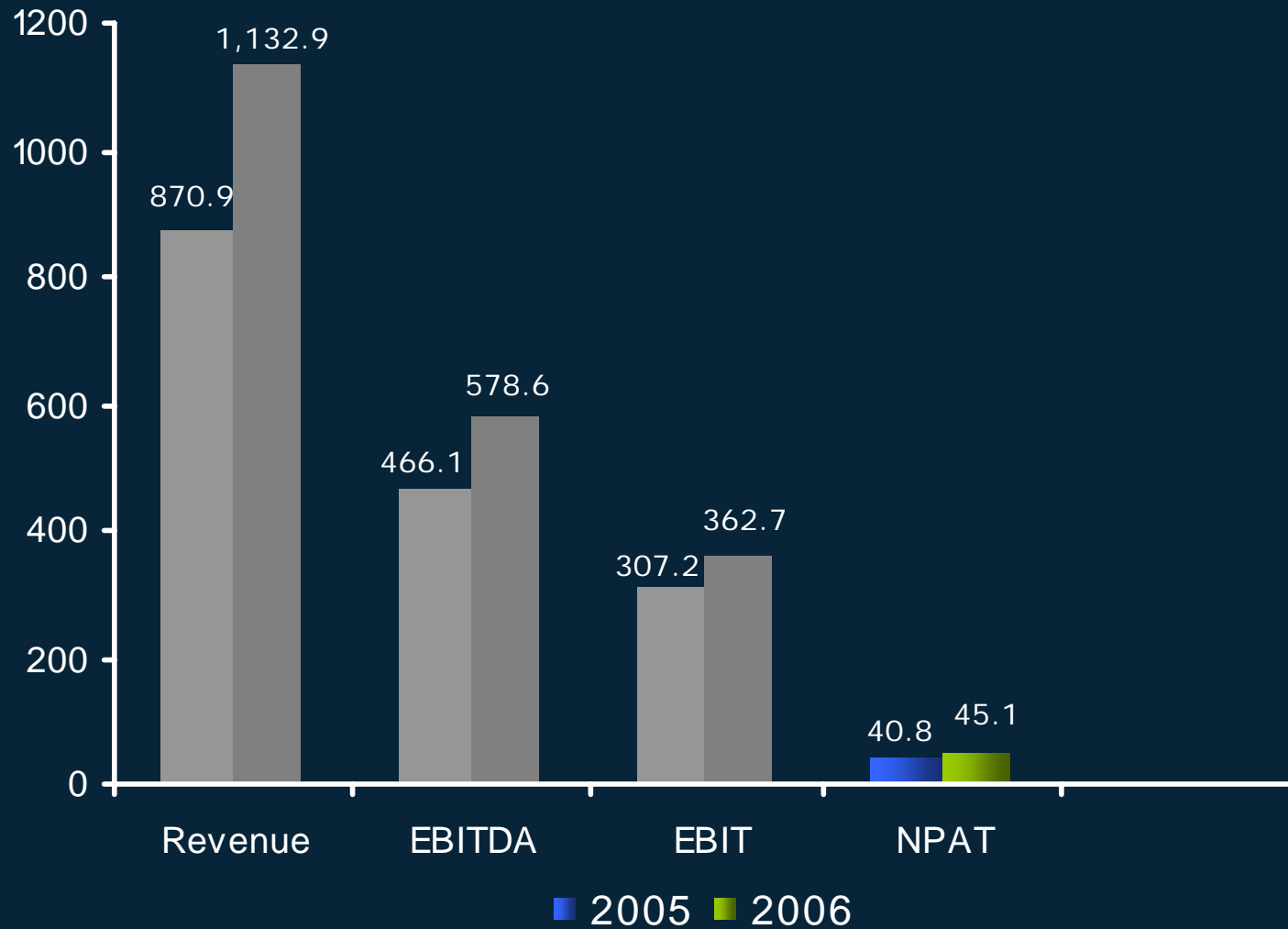
EBIT increases by 18.1% after allowing for higher depreciation and amortisation...

\$ millions



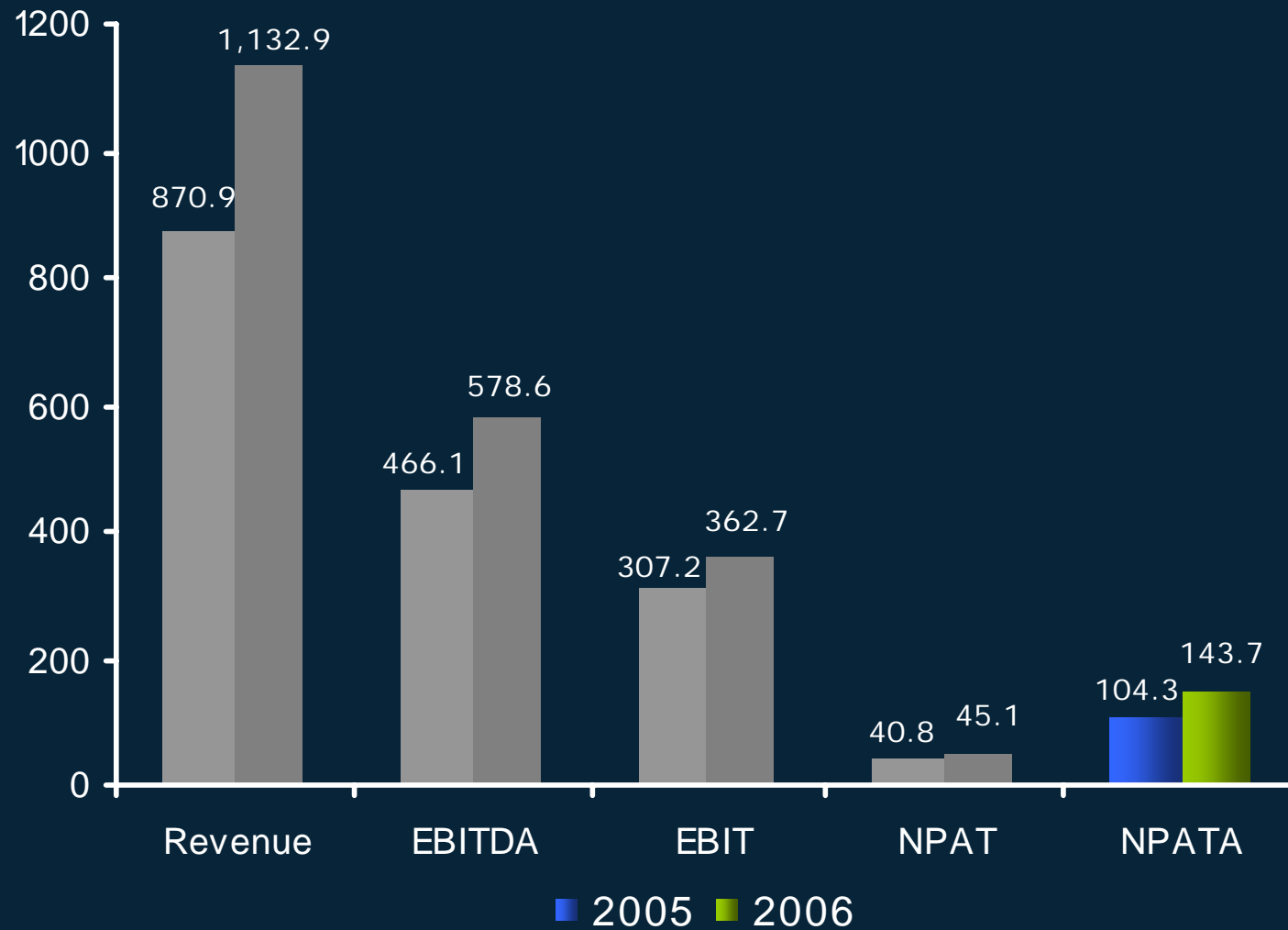
NPAT increase of 10.5% reflects astute interest cost management, and early move to full NGC ownership...

\$ millions

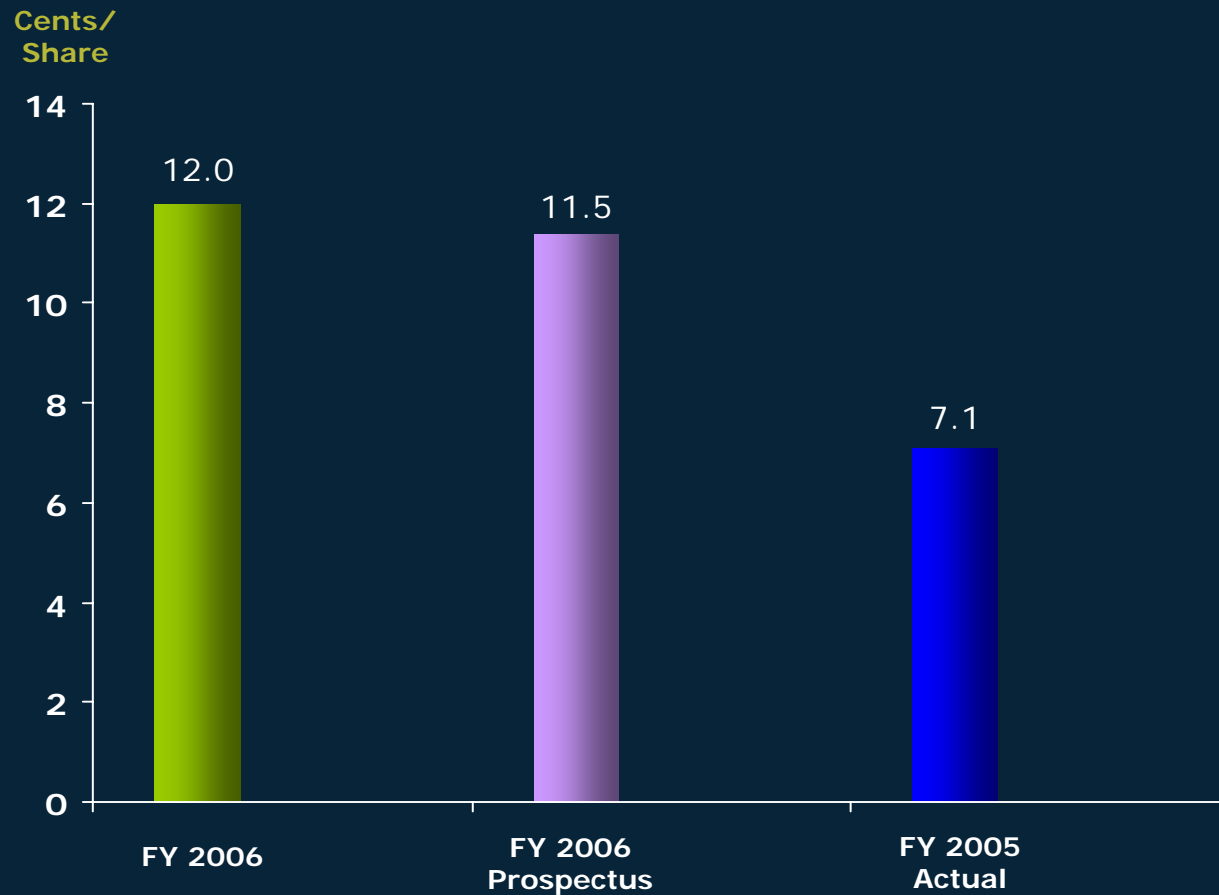


## NPATA increases by 37.8%...

\$ millions



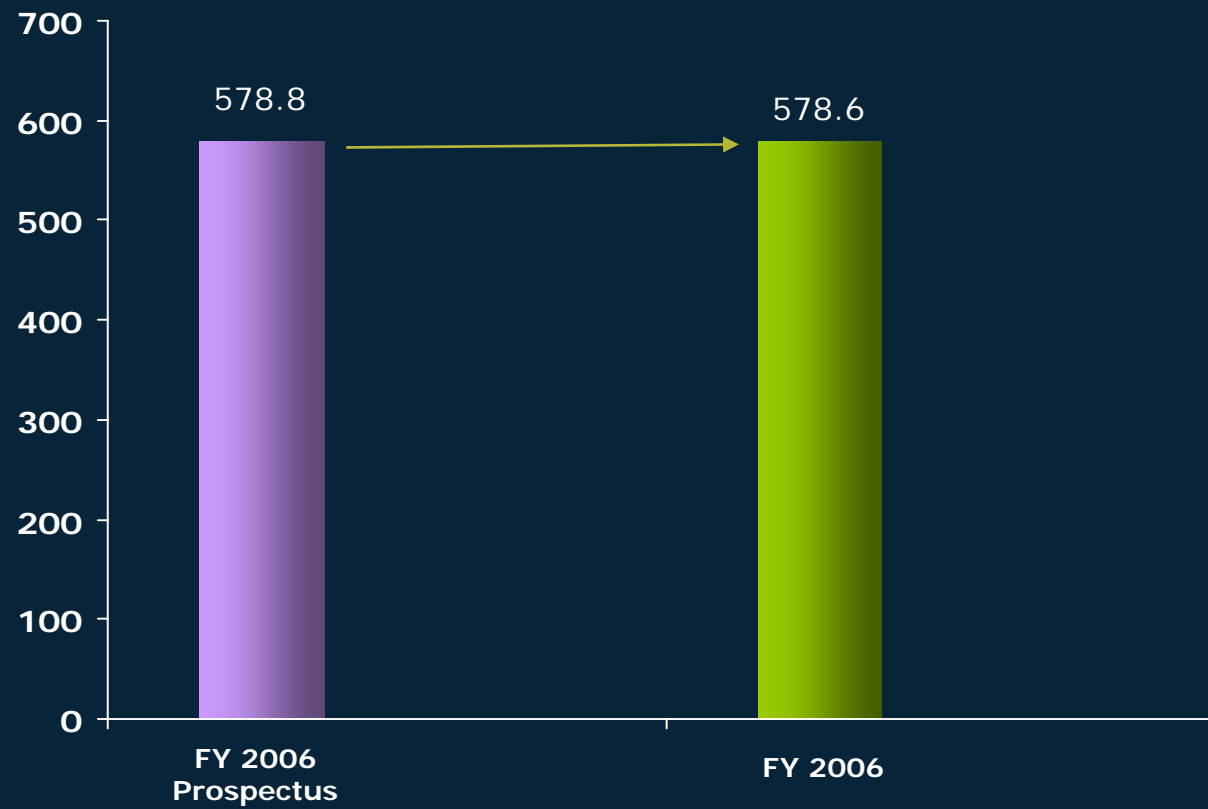
12 cps total dividend amounts to \$120 million – or 83.5% of NPATA...



- All dividends shown are fully imputed
- FY 2005 based on 751 million shares
- FY 2006 based on 1 billion shares

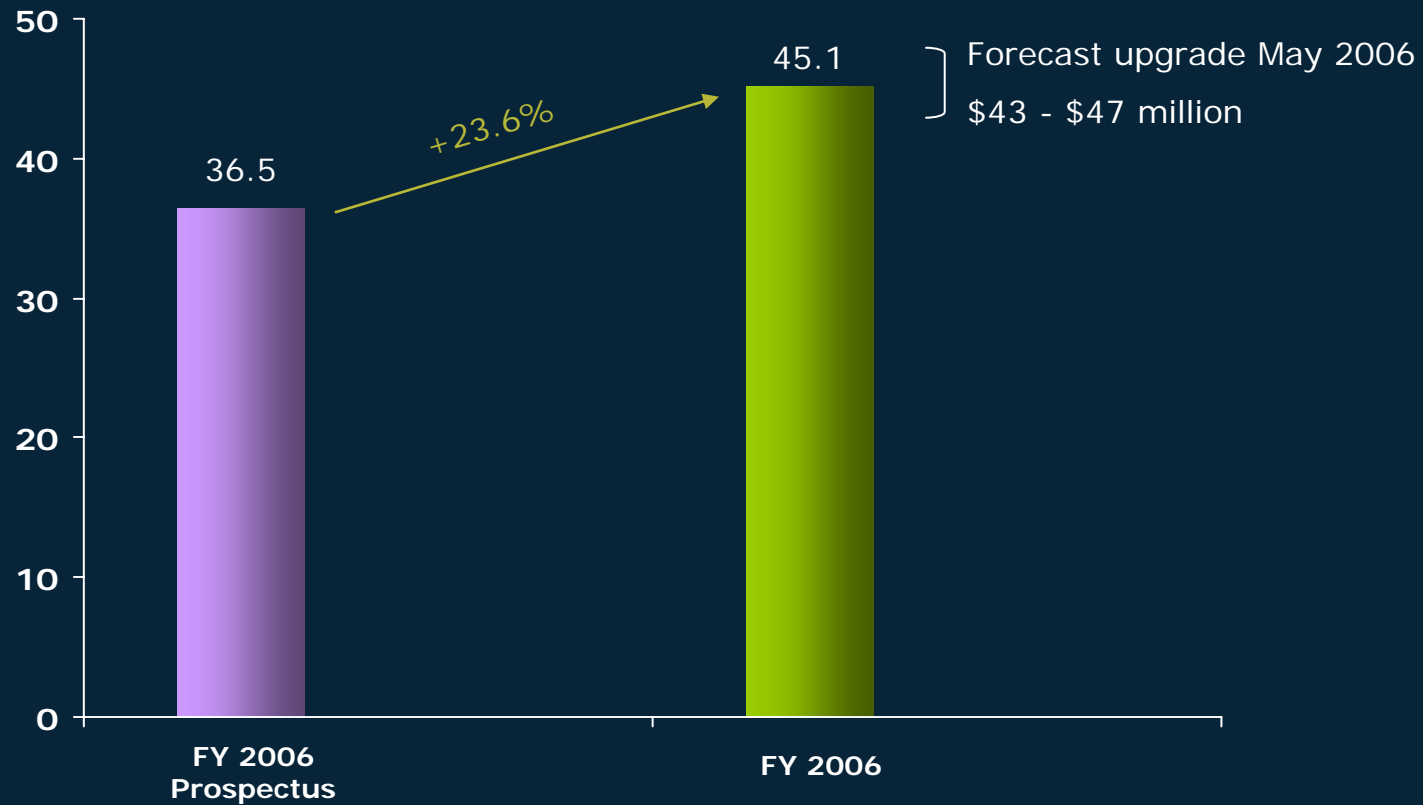
EBITDA in line with prospectus forecast...

\$ millions



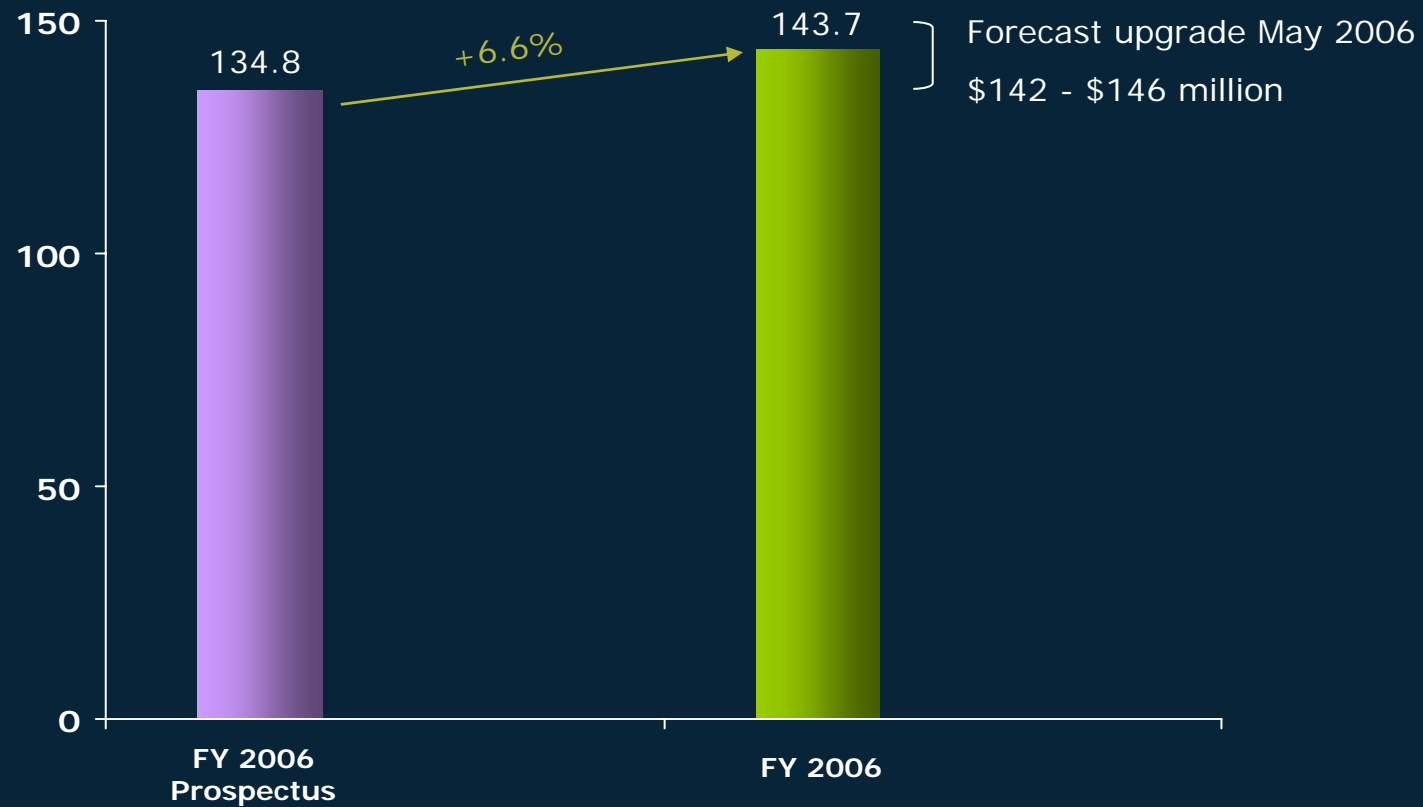
NPAT 23.6% above prospectus forecast and in the mid-range of the May '06 upgrade...

\$ millions



NPATA 6.6% above prospectus forecast and also in the mid-range of the May '06 upgrade...

\$ millions



Vector has implemented an active capital management programme...

- IPO proceeds used to repay \$354.4 million pre-IPO securities
- Refinanced \$1 billion acquisition facilities and NGC debt
- Issued 10, 12 and 15 year credit wrapped floating rate notes at attractive rates
- Capital management programme continues:
  - reset of \$307.2 million capital bonds in December 2006
  - \$200 million of medium term notes due for repayment on 7 April 2007

Our gearing of 61.5% is well within our target range and appropriate for a company of our size...

### Asset Backing and Capital Structure

		2005	Prospectus <sup>(1)</sup>	2006
Net Debt	\$m	3,147.6 <sup>(2)</sup>	3,067.8	3,081.1
Equity/Total assets	%	21.6	28.0	33.7
Debt*/Debt* + Equity	%	75.1	67.9	61.5
Interest (net) cover	X times	1.6	1.6	1.6

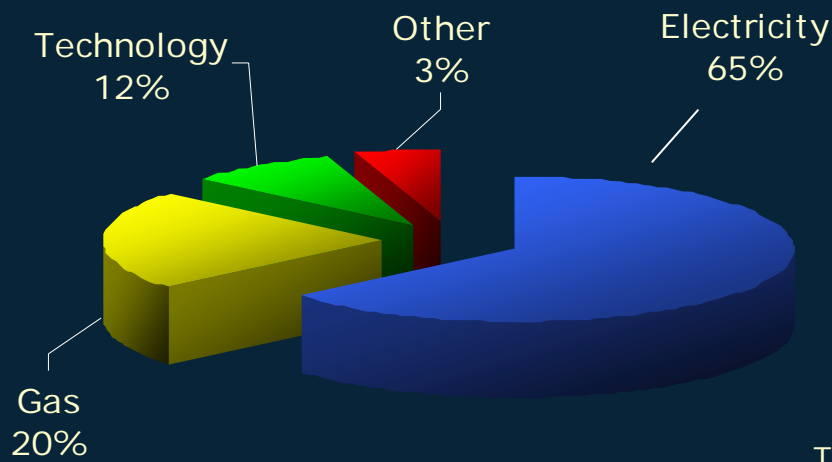
\* net debt

(1) Prospectus as at 30 June 2006

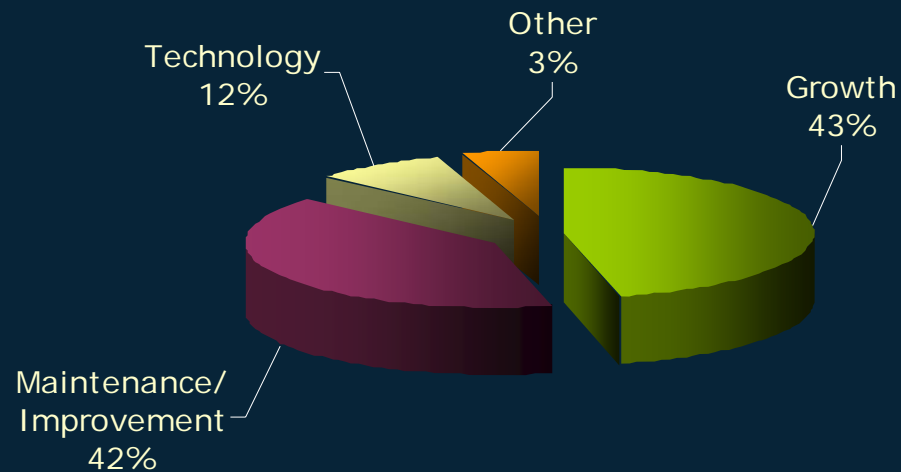
(2) Includes PIPES \$354 million as debt under NZ GAAP

Our commitment to improving our utility service reliability and to meet demand growth is reflected in unprecedented capital expenditure of \$225.2 million...

**Capital expenditure – by business**



**Capital expenditure – by type**



# Regulatory Developments



Mark Franklin  
Chief Executive Officer

We have successfully brought together two major companies through a carefully phased integration programme...

### NGC/Vector

- Separate businesses
- Same reporting lines

August 05



### Phase One

- Organisation structure
- Senior exec consultation and appointments
- Integration projects scoping

### ONETEAM

- Single business
- Different reporting lines

October 05



### Phase Two

- Specific functional accountabilities
- DR consultation and appointments
- Integration projects continue

February 06



### Phase Three

- Wider organisation roles and appointments
- Employee consultation

### ONETEAM

- Single business
- Organisational structure & reporting lines implemented

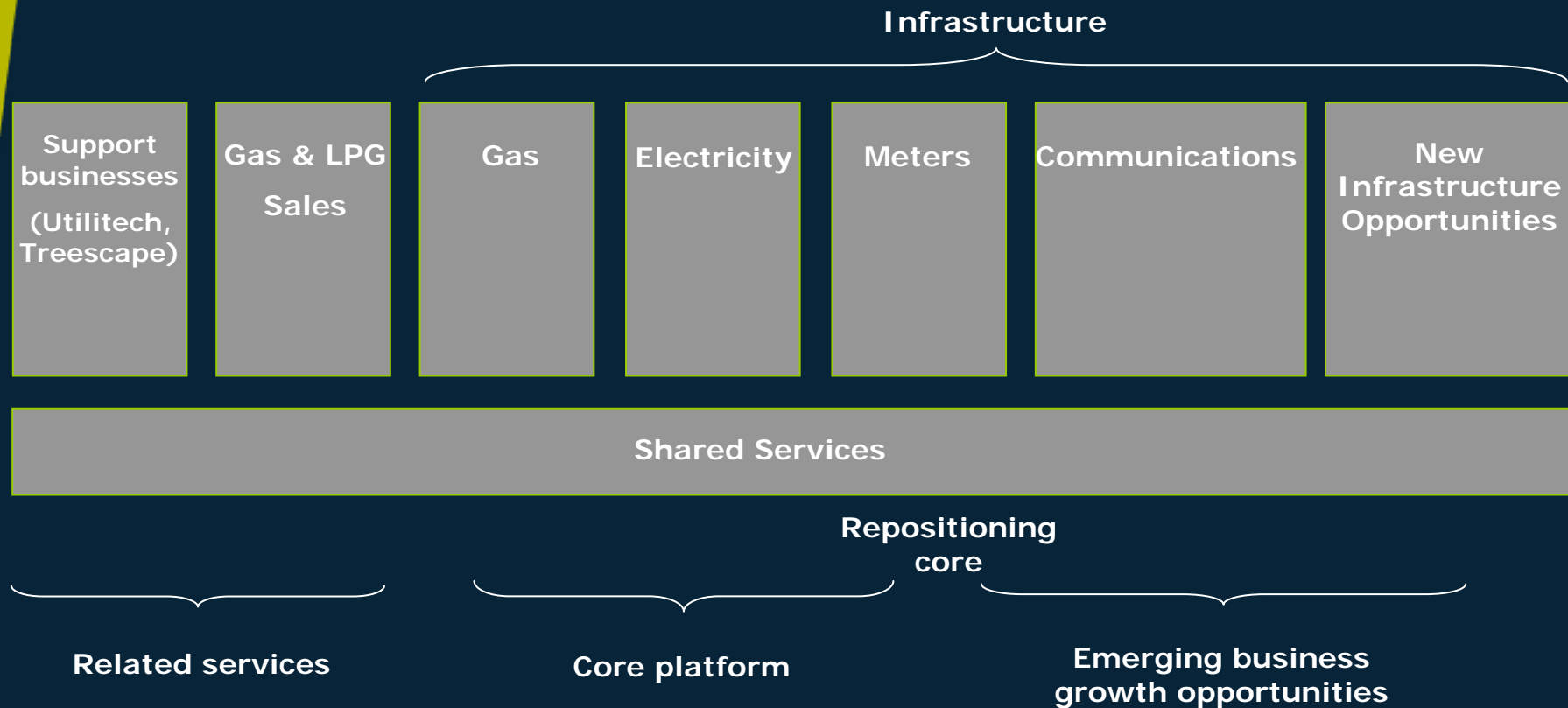
April 06 onwards

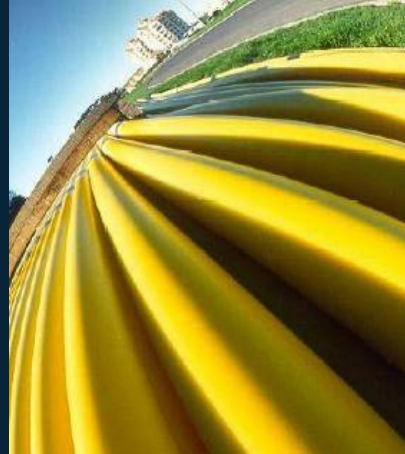


### Phase Four

- Branding
- Support systems
- Policy
- staff development
- cultural alignment etc....

Our organisation structure is designed to meet the needs of today as well as the next stage of our development...





## Business Unit Performance



Urban spread and increased population density place greater demands on our electricity networks...

- Although affected by the warm 2005 winter, increased throughput, new customer connections and cost containment contribute to a 4% EBITDA increase to \$364.5 million



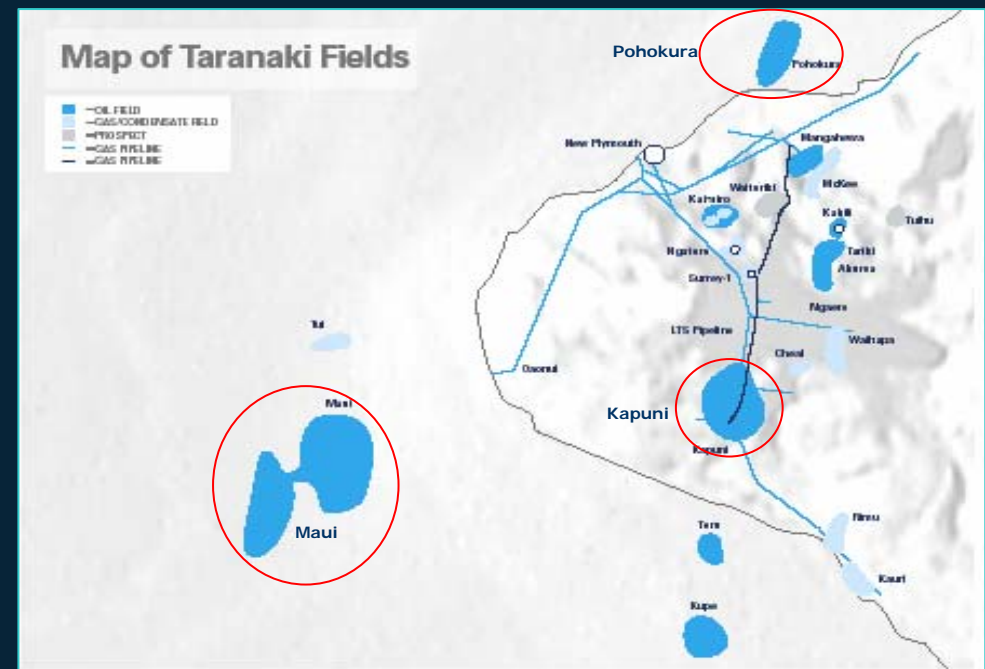
Our expanded gas sector interests have significantly increased the earnings contribution from the gas business...

- EBITDA increases by 59.5% to \$207.1 million, on 79.2% higher revenues of \$486.1 million



We have a robust portfolio of natural gas entitlements from New Zealand's three largest fields ...

- Industrial and large commercial customers provide a solid natural gas sales base



Our significant LPG activities provide flexibility in our ability to offer gas solutions to customers...

- LPG customers have increased by 12.8% to 15,489



Our gas treatment plant at Kapuni is strategically placed to assist further gas field development in Taranaki...

- Performance improvement initiatives have led to record plant availability and utilisation levels



We have replaced our multiple gas market brands...



...with a new national brand that makes it easier for customers to get onto gas...



Our advanced telecommunications and metering technologies will help shape our future development...

- Technology businesses contributed 75.9% higher EBITDA of \$41.9 million
- \$12.6 million was invested in our fibre optic telecommunications network development in 2005/06
- Higher global energy costs create a need for demand-side management solutions through intelligent metering



Utilitech is expanding its training facilities and courses to overcome an industry skills shortage...

- Demand for training services lifts Utilitech's revenue by 50%



Key policies and practices are now adopted on a company-wide basis...

- Ensuring consistent risk assessment and management
- Targeted safety programmes under a one-company HSE regime
- Focus on IT systems crucial to our technology-oriented future



We maintain electricity supplies for 99.98% of the time and constantly seek to enhance network reliability...

- We are working with the industry to find enduring electricity supply security solutions for Auckland
- Reserves development and import options underpin gas supplies





Mark Franklin  
Chief Executive Officer



Michael Stiasny  
Chairman



## Agenda Item 1

Discussion –  
Annual Report  
Financial Statements  
Audit Report

## Agenda Item 2

# Election of Directors

## Agenda Item 2 – Election of Directors

*i. to re-elect Michael Stiassny as a director*

<b>Proxy Voting</b>	
For	806,080,535
Against	1,813,091
Abstain	1,322
Discretionary	1,642,862
Additional discretionary held by the Chairman	894,932



## Agenda Item 2

# Election of Directors

## Agenda Item 2 – Election of Directors

*ii. to elect Shale Chambers as a director*

<b>Proxy Voting</b>	
For	805,674,911
Against	2,106,048
Abstain	---
Discretionary	1,638,661
Additional discretionary held by the Chairman	1,013,122

## Agenda Item 2 – Election of Directors

*iii. to elect Karen Sherry as a director*

<b>Proxy Voting</b>	
For	805,642,145
Against	2,180,740
Abstain	---
Discretionary	1,636,885
Additional discretionary held by the Chairman	972,972

## Agenda Item 3

# Appointment and Remuneration of the Auditor

## Agenda Item 3 – Appointment and Remuneration of the Auditor

Proxy Voting	
For	807,681,585
Against	86,705
Abstain	---
Discretionary	1,649,599
Additional discretionary held by the Chairman	1,014,853

## Agenda Item 4

# Alteration to the Constitution



## Agenda Item 4 – Alteration to the Constitution

Proxy Voting	
For	807,238,641
Against	277,413
Abstain	---
Discretionary	1,688,363
Additional discretionary held by the Chairman	1,228,325



Michael Stiasny  
Chairman





# Annual Meeting

2006





# General Business

