



Z Energy Ltd (NZX: ZEL)

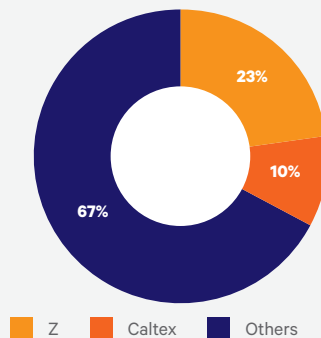
Fact Sheet 2021

Z is one of three vertically integrated participants in New Zealand's downstream fuel market. Operations span crude oil and refined product procurement, contracted refining, national distribution and commercial and retail marketing.

At a Glance

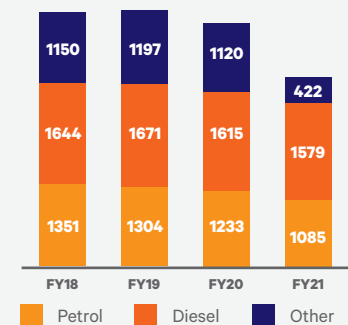
Z has a 15% strategic stake in Refining New Zealand, a 50% stake in COLL and a 70% investment in Flick Electric. We own and operate 10 terminals across New Zealand. Over FY21, a year heavily impacted by Covid-19 lockdowns, our terminals provided 191 million litres of capacity across NZ. We also imported 19.5 million barrels of crude and refined oil to 197 Z Sites, 133 Caltex sites and 151 Truckstops across New Zealand.

Market Share (Year to December 20)



Retail Petrol volumes based on internal estimates

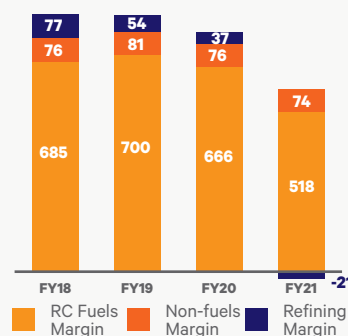
Sales by Product Type (ml)



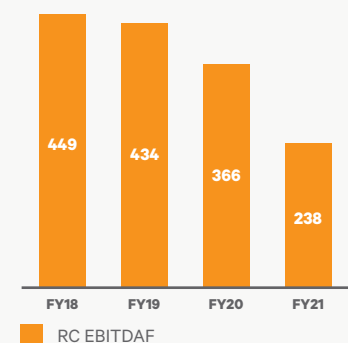
Operating Margins

Optimising margin and volume throughout the business is a key focus for Z. The market demand for transport fuel is largely driven by changes in population and economic growth, partially offset by technological advances in fuel efficiency. Over the long term, alternative forms of energy like electricity or hydrogen will affect demand for our core product in passenger and light commercial vehicles. We do not see the same level of substitution occurring in heavy commercial transport.

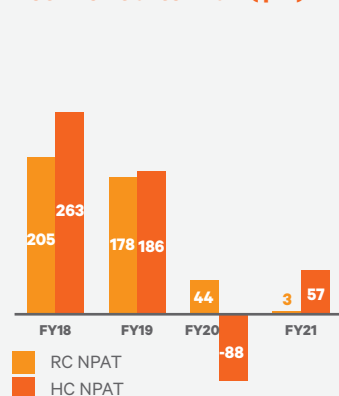
RC Gross Margin



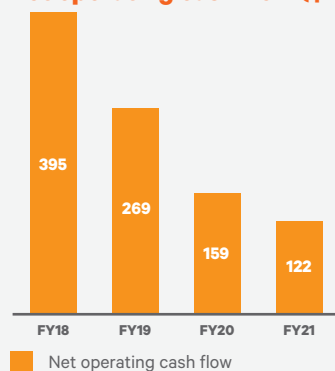
RC EBITDAF (\$m)



Net Profit after Tax (\$m)



Net operating cash flow (\$m)



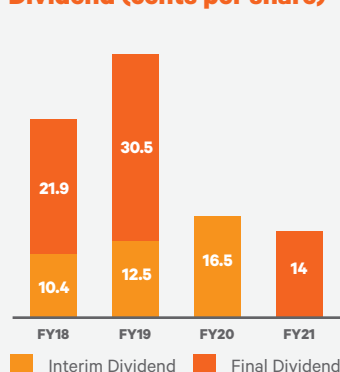
Capital allocation

Z's strategic shift from being asset-led to capability-led means that we will limit the base of capital employed in the core fossil fuels business. We will spend ~\$50m a year on 'integrity' capex to ensure a safe operating environment. To fund growth capex capital will come from churning the least productive assets. Our stated aim is to reduce leverage to our target of 1.5x gross debt/EBITDA.

Dividend Policy

At Z Energy we have a pretty simple view on dividends; better with you than with us. Subject to Z's performance and other relevant factors, the Directors expect to pay a dividend of 70 – 85 percent of operating free cash flow, with operating cashflow defined as RC EBITDAF less RC tax and financing costs, less integrity capex. Since listing in August 2013, Z has paid cash dividends of \$780 million.

Dividend (cents per share)



Sustainability

Z does not dispute the human effects on global warming. We will be bold and provide leadership and solutions to enable our customers, stakeholders and communities to join us in moving towards a low-carbon future.

Specifically, we're setting a minimum energy standard for shipping, investing in permanent forests and collecting data on our waste.

To find our more [click here](#).

Governance

Z is committed to the highest standards of corporate governance and to ensuring diversity, within the board and the leadership of Z. Z's board believes it should

relentlessly focus on four matters: **context, strategy, risk, and assurance**. With the aim to better understand and test our assumptions about Z's future strategic options. Our board is entirely comprised of non-executive directors

and leads a highly credible and capable management team with significant international experience in downstream petroleum and a breadth of international and domestic experience in all segments of the supply chain.

Our Board of Directors

Abby Foote
Chair

Mark Cross
Independent Director

Mark Malpass
Independent Director

Blair O'Keffe
Independent Director

Julia Raue
Independent Director

Stephen Reindler
Independent Director

Our Executive Team

Mike Bennetts
Chief Executive Officer

Lindis Jones
Chief Financial Officer

Andy Baird
GM Retail

Dave Binnie
GM Supply

Debra Blackett
Chief Governance Officer

Figen Ulgen
Chief Customer Officer

Helen Sedcole
Chief People Officer

Julian Hughes
GM Transition

Mandy Simpson
Chief Digital Officer

Nicola Law
GM Commercial

Nicolas Williams
GM Strategy and Risk

Investor Relations Contact

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E: Matt.Hardwick@z.co.nz

Z Energy Share Information

(as at 31 March 2019)
NZX Main Board Code: ZEL
ASX Code: ZEL
Shares on issue: 520,136,969
Financial year-end: March 31
Indices: NZX50, SPNZX50

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New Zealand

Shareholder support

View or update your holdings and other investor details on the website of our Registry, Link Market Services:

www.linkmarketservices.co.nz

Alternatively, contact our Registry at:

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