

ASX Announcement



13 November 2019

AusNet Services Half Year 2020 Results Release and Presentation

The following documents are attached:

1. AusNet Services Half Year 2020 Results Release; and
2. AusNet Services Half Year 2020 Investor Presentation.

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13 November 2019

AusNet Services Half Year 2020 Results

AusNet Services reported its half year results for the period ended 30 September 2019 (HY20), recording an interim dividend of 5.1cps (HY19 dividend of 4.86cps) up 5%, franked to 50% (HY19 franking 40%).

Financial performance for the half year, while slightly down half-on-half, was consistent with expectations, noting there are a number of one-off and pass-through items that have impacted the results. Revenues were in line with regulatory determinations and operating costs were restrained through the continued delivery of efficiency initiatives.

Excluding pass-through items and the sale of inventory relating to the transfer of certain electricity distribution field workforce functions to Downer EDI (Downer), revenues increased due to improved reliability and volume outperformance in electricity distribution.

EBITDA declined predominantly due to higher vegetation management costs (due to timing) and higher transmission use of system (TUOS) costs (to be recovered in future tariffs), however ongoing efficiency initiatives largely absorbed the impact of inflation during the period.

Cash flow from operations was impacted by higher income tax paid due to higher immediately deductible capital expenditure in the previous period. Cash flow from operations continues to underpin our ability to fund capital investment and grow dividends to shareholders.

Tony Narvaez, Managing Director of AusNet Services said, “AusNet Services’ role in the energy transition is to deliver positive outcomes for customers. Running our networks efficiently and safely, whilst investing selectively in growth opportunities, is at the core of our approach.”

A\$M	HY 2020	HY 2019	Variance
Revenues	1,020.7	995.8	↑ 2.5%
EBITDA	625.8	631.6	↓ 0.9%
Earnings before interest and tax	397.5	409.0	↓ 2.8%
Profit before income tax	245.5	259.6	↓ 5.4%
Net profit after tax	171.8	181.5	↓ 5.3%
Cash flow from operations	356.2	409.1	↓ 12.9%
Dividend (cps)	5.10	4.86	↑ 4.9%
Franking	50%	40%	↑ 10%

Operating & Financial Review

The \$24.9 million revenue increase arose due to the following:

- \$17.0 million increase in transmission easement tax revenue (collected on behalf of the Victorian State Revenue Office), which is a pass-through of higher expense;
- \$11.1 million revenue from sale of inventory to Downer as part of the transferring of our electricity distribution field workforce and scheduling function, which was sold at book value and resulted in an offsetting increase in operating costs;
- \$22.9 million increase in electricity distribution revenue, due to volume outperformance (\$4.1 million), higher incentive revenues in CY19 (\$5.4 million) and regulated price increases; partly offset by
- \$17.3 million reduction in Mondo as a result of scope changes to some low margin field services contracts and a change in lease accounting standard, which resulted in \$3.4 million of Mondo revenues becoming part of net finance charges; and
- \$9.5 million reduction in gas revenues as a result of prior year inclusion of Government grant income from Energy for the Regions program as well as phasing of gas tariffs in CY19 out of the winter peak.

Operating expenses (excluding easement tax and cost of inventory sale described above) increased by \$2.6 million. The regulated business recorded a \$12.3 million increase, due to higher vegetation management costs (\$7.0 million) associated with timing of cutting activities and higher TUOS costs (\$5.9 million), which will be recovered via future revenues. Partly offsetting the regulated cost increase, is a \$9.7 million decrease in Mondo, as a result of reduced costs following contract rationalisation.

Depreciation increased by \$6.4 million, due to the new lease accounting standard, as extra depreciation arose from right-of-use lessee assets, partly offset by a \$1.9 million depreciation reduction from the removal of lessor assets that were reclassified to other financial assets.

Capital expenditure is in line with the previous period, with no material change in capital expenditure levels in any of the four segments.

Please refer to the Interim Financial Report for further details of each reporting segment.

Outlook

For FY20, AusNet Services expects, subject to business conditions, to pay a total dividend of 10.2 cps, up 5% on FY19, franked 40 to 50%. AusNet Services will continue to determine future dividends by reference to operating cash flows (using EBITDA as a proxy) after servicing net finance costs, income tax, all maintenance capital expenditure and a portion of growth capital expenditure.

AusNet Services retains flexibility and levers to manage the impact of low interest rates and expected lower regulated revenues from future staggered regulatory resets. AusNet Services intends to continue its track record of prudently moderating dividend growth, subject to prevailing market conditions and financial performance in future years.

AusNet Services expects continued growth in its regulated asset base by around 3% per annum to FY22. The Mondo business remains focused on achieving its \$1.5bn contracted energy infrastructure asset target by FY24 (at appropriate risk adjusted rates of return). Net debt to regulated and contracted asset base is expected to remain below 70% to FY22.



Dividend Key Dates

The FY20 interim dividend of 5.1 Australian cps is 50% franked. The Dividend Reinvestment Plan (DRP) will be in operation for the FY20 interim dividend at a 2% discount to the average trading price. The average trading price will be the average of the volume weighted average price of shares sold in ordinary market transactions on the ASX between 21 November 2019 and 4 December 2019 (inclusive).

For further information please refer to the DRP rules at www.ausnetservices.com.au.

Relevant dates:

18 November 2019	Ex-date for interim dividend
19 November 2019	Record date to identify shareholders entitled to the interim dividend
20 November 2019	Last election date for participation in the DRP
19 December 2019	Payment of interim dividend

About AusNet Services

AusNet Services is the largest diversified energy network business in Victoria, owning and operating over \$10.5 billion of regulated and contracted assets. The company owns and operates three regulated networks - electricity distribution, gas distribution and the state-wide electricity transmission network. The company also has an unregulated business called Mondo, focusing on contracted infrastructure and energy services. Headquartered in Melbourne, Australia, AusNet Services employs around 1,700 people to service over 1.4 million consumers. For more information visit AusNet Services' website, www.ausnetservices.com.au.

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Half Year 2020 Results

For the period ended 30 September 2019



mission
zero

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Non-IFRS information

- Other than as indicated, the financial information contained in this document is directly extracted or calculated from the annual financial report. Throughout this document some non-IFRS financial information is stated (operating expenses excluding certain items and regulated and contracted asset bases). We believe these non-statutory measures provide useful information to understand the financial performance of the Group, but should not be considered as an indication of, or substitution for reported information.
- The non-IFRS financial information has not been audited by the Group’s auditors.

HALF YEAR 2020 RESULTS

- Introduction
- Financial Performance
- Regulated Energy Services
- Mondo
- Outlook

Energising Safety

IT'S IN OUR HANDS

26%

Reduction in Recordable
Injury Frequency Rate
(HY20 RIFR 3.44)








ZERO

Serious injuries
during HY20

Energising Futures Strategy

Energising Futures responds to industry transformation, which is characterised by a shift towards renewables, new technologies, changing customer expectations, policy uncertainty and pressure on energy affordability

	Objectives	Targeted Outcomes
Growth 	Accretive asset base growth	<ul style="list-style-type: none"> Stable, predictable long-term cash flows Support transition to clean energy future via strong partnerships
Cost Efficiency 	Improve efficiency and reduce costs	<ul style="list-style-type: none"> Top quartile of efficiency benchmarks for all networks Supporting affordable energy for customers Sustainable shareholder returns
Customer Centricity 	Enable customer choice and control	<ul style="list-style-type: none"> Deliver safe and reliable energy to customers Enhanced customer experience across the portfolio
Digital Utility 	Invest in digital tools and processes to improve performance	<ul style="list-style-type: none"> Improved efficiency, safety and customer outcomes Capabilities to strengthen cyber resilience
Future-ready Capabilities & Culture 	Ensure we have the right culture and capabilities for sustainable high performance and adapt to the future	<ul style="list-style-type: none"> Engaged employees and adaptive ways of working Invest in capabilities to ensure delivery of the strategy

Investment proposition

Stability



- Prudent financial metrics underpin long-term maintenance of A-range credit rating
- \$10.5bn diversified regulated and contracted asset base, representing critical energy delivery infrastructure
- Staggered regulatory resets reduces price review risk, next reset 1 July 2021 (Electricity Distribution)

Shareholder returns



- Predictable, inflation linked, long-term cash flows, supporting dividend growth
- Accretive regulated and contracted asset base growth, with exposure to large-scale transmission investment pipeline
- Delivering a sustainable cost base

Strategy



- Delivering value to our customers, communities and partners
- Building a truly customer-focused, modern energy business

Operational excellence



- Currently top-quartile efficiency in Electricity Transmission and Gas Distribution
- Targeting top-quartile for Electricity Distribution benchmarking
- AusNet Services wins 2019 Clean Energy Council Awards for community engagement & innovation

Financial Performance



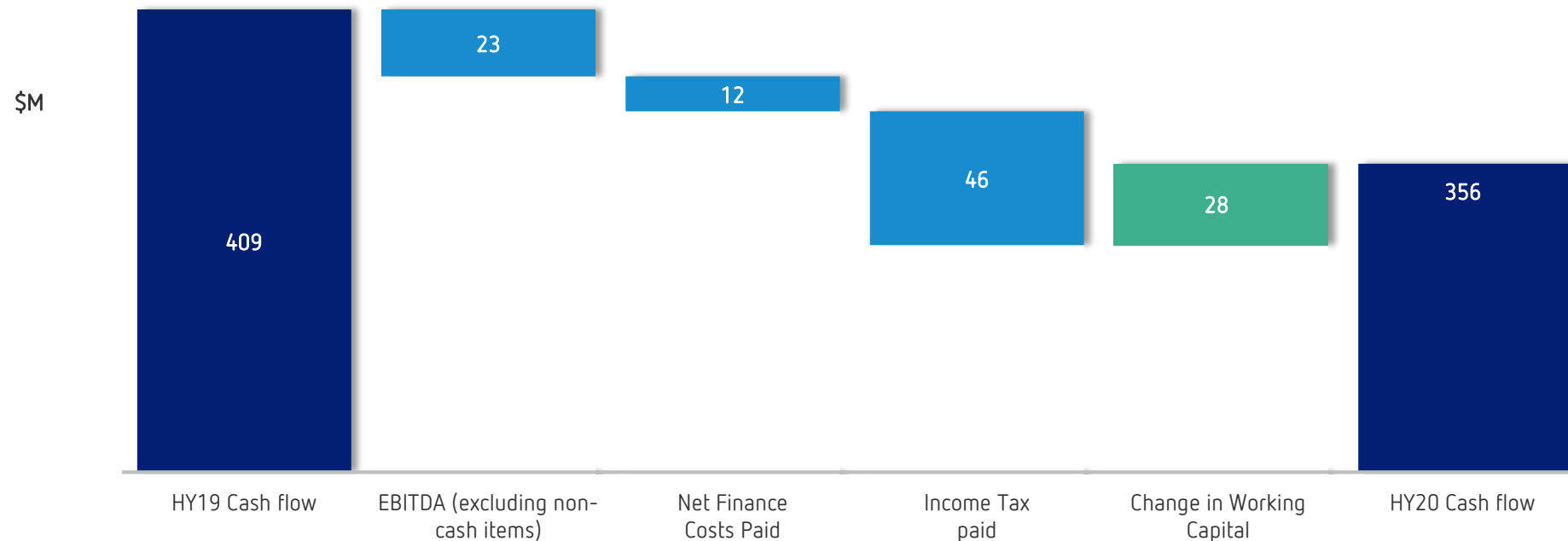
Financial performance

- Increases in pass-through items, easement tax (↑ \$17m) and TUOS (↑ \$6m)
- Sale of inventory at book value (↑ \$11m), due to expansion of electricity distribution operational and maintenance services contract with Downer EDI (Downer)
- Higher vegetation management costs (↑ \$7m) due to timing of program execution
- Continued delivery of cost efficiency program
- Interim 2020 dividend up 5%, 50% franked (HY19 40% franked)

A\$M	HY 2020	HY 2019	Variance
Statutory Result			
Revenues	1,020.7	995.8	↑ 2.5%
EBITDA	625.8	631.6	↓ 0.9%
EBIT	397.5	409.0	↓ 2.8%
PBT	245.5	259.6	↓ 5.4%
NPAT	171.8	181.5	↓ 5.3%
Cash flow from operations	356.2	409.1	↓ 12.9%
Dividends (cps)	5.10	4.86	↑ 4.9%

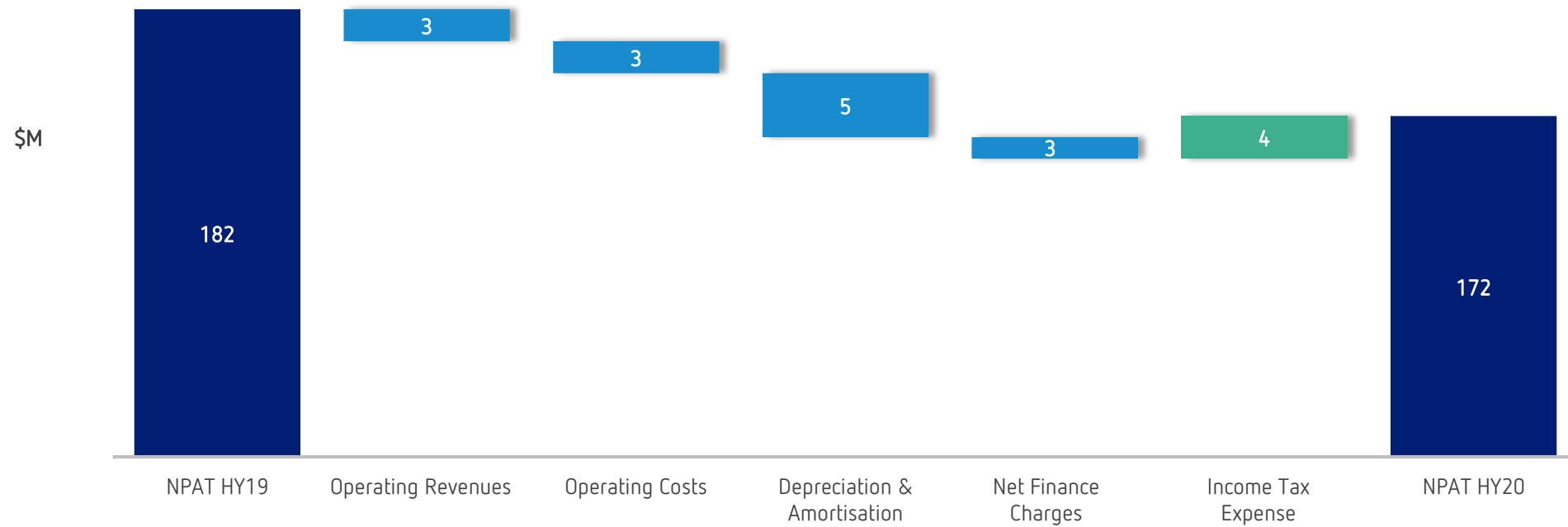
Cash Flow from Operations

- Higher income tax paid due to higher immediately deductible capital expenditure in the previous period, including \$28m payment for finalisation of FY19 tax return
- Includes \$20m of payments due to expansion of electricity distribution operational and maintenance services contract with Downer (\$13m employee entitlements & \$7m mobilisation costs)



NPAT performance

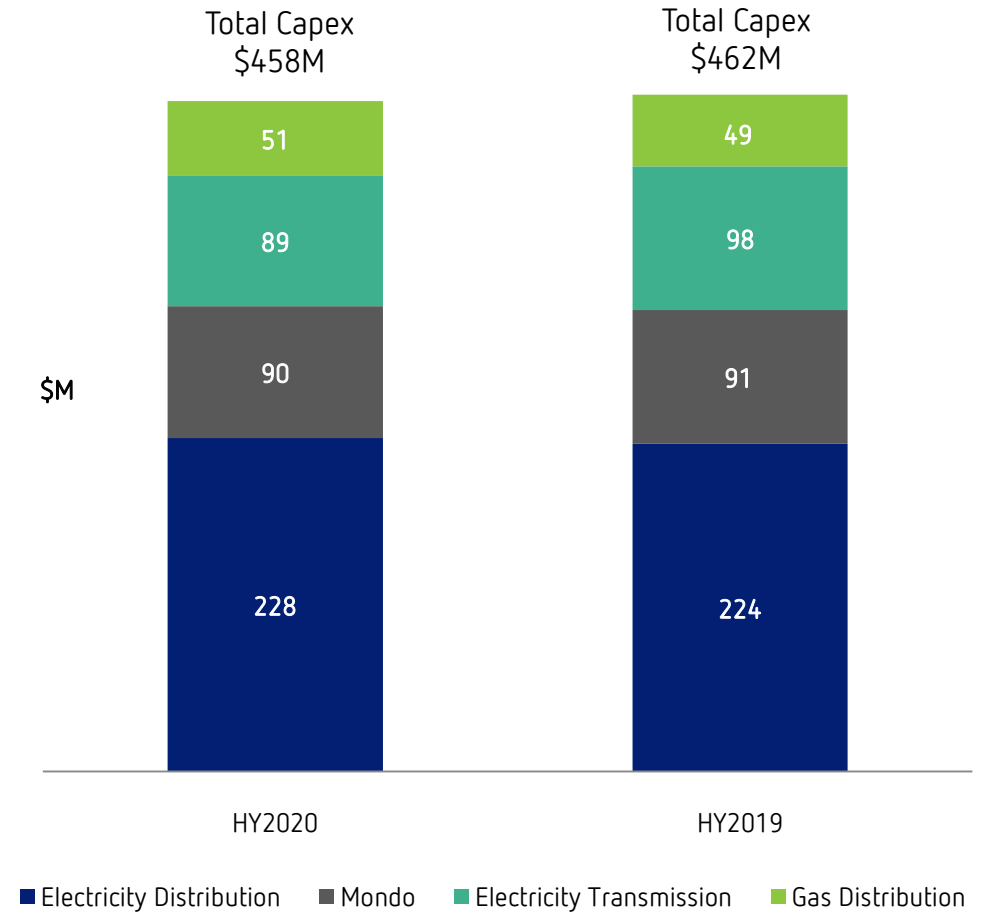
- Continued focus on restraining growth in operating costs



Note: Excludes easement tax which is a pass-through (HY20: \$85m, HY19: \$68m) and \$11m sale of inventory to Downer at book value

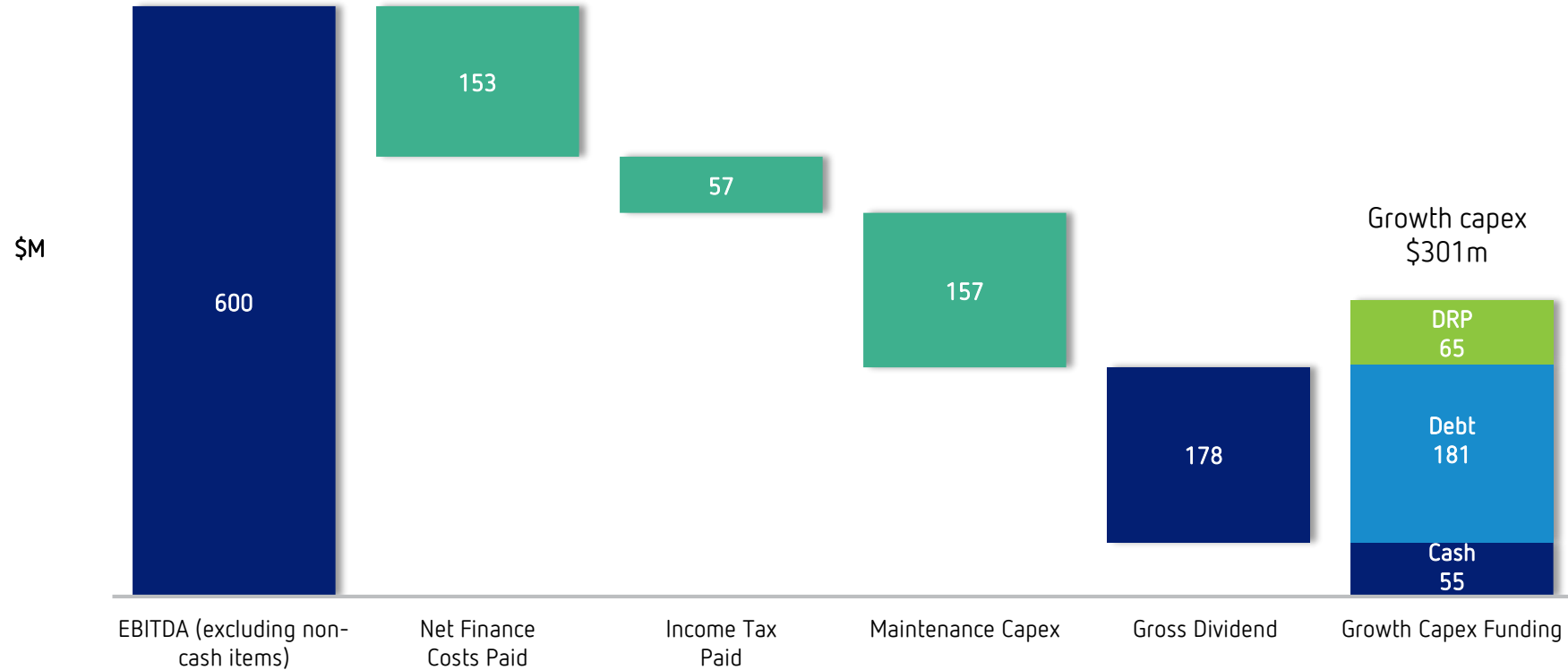
Capital investment

- Lower electricity transmission spend due to completion of Richmond Terminal Station rebuild in prior period
- Continued significant investment in bushfire mitigation \$68m (HY19: \$59m) and other safety measures
- Growth / maintenance capex split approximately 65/35
- HY20 capital investment includes customer contributions of \$48m (HY19: \$42m)



Dividend and capital investment funding

- Dividends remain fully covered by strong operating cash flows by 1.31x (EBITDA is used as a proxy when considering dividends)



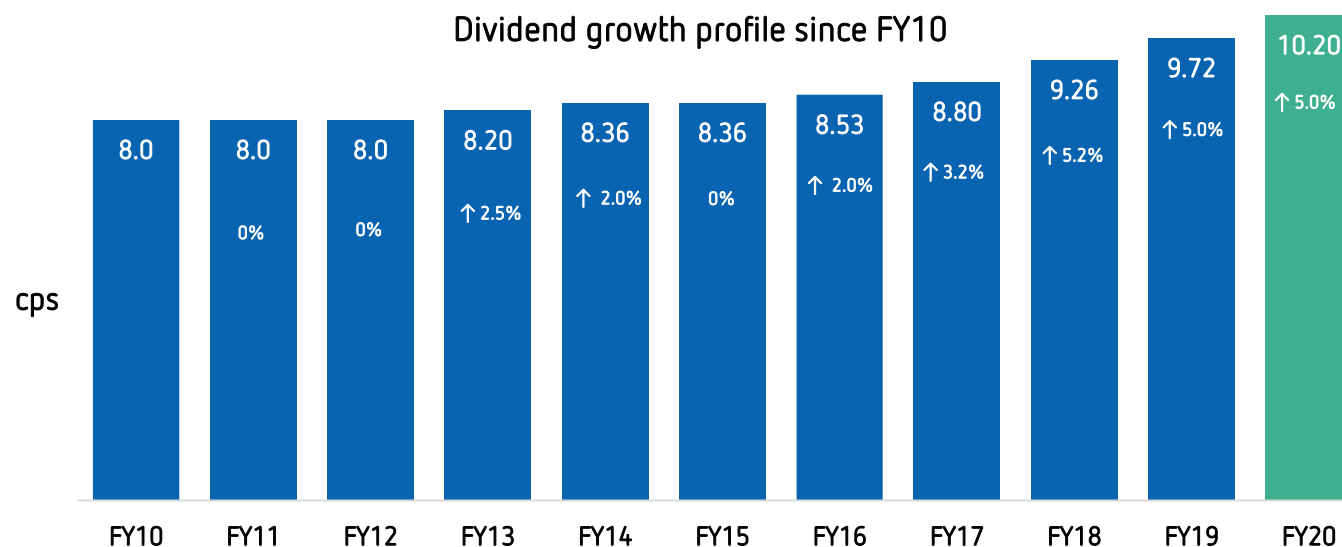
Note: Capital investment as per cash flow statement \$459m. Estimated net regulatory depreciation \$133m (Indexation \$109m)

Dividends

- FY20 dividend guidance of 10.2 cents per share
- Retain flexibility and levers to manage the impact of low interest rates and expected lower regulated revenues from future staggered resets
- Intend to continue track record of prudently moderating dividend growth, subject to prevailing market conditions and financial performance in future years
- Continue to determine future dividends by reference to operating cash flows (after servicing finance costs, income tax, maintenance capex and a portion of growth capex)

Levers available:

- Operating control & cost efficiency
- Growth in unregulated revenues
- Staggered regulatory resets
- Capital program selection and timing
- Headroom in debt / credit rating metrics
- Strong dividend cash flow coverage



Note: Chart excludes FY17 special dividend of 1cps

Capital Management

- Maintained 'A' range credit rating
- \$7,126m net debt (face value) hedged against movements in interest rates (94%)
- Issued \$350m 10-year Australian Dollar medium term note in July 2019
- As at 30 September 2019 maintain:
 - \$650m of undrawn committed non current bank debt; and
 - \$100m of working capital facilities
- Key financial metrics remain strong. Refer appendices.

FINANCIAL DISCIPLINE			
OBJECTIVE	Maintain 'A-range' credit rating and financial flexibility	Manage financial risk	Fund capital expenditure efficiently
TARGETS	<ul style="list-style-type: none"> • Target credit metrics over medium term: <ul style="list-style-type: none"> • FFO/Debt • FFO/Interest • Debt / RAB 	<ul style="list-style-type: none"> • Hedge interest rate exposure (90%-100%) • Manage maturity risk (timing & quantum) • Hedge FX risk (100%) • Transition to 10yr trailing average hedge portfolio • Maintain appropriate counterparty credit limits 	<ul style="list-style-type: none"> • Cover 100% maintenance capex and a portion of growth capex from internal cash flows • Utilise funding options for growth to support credit metrics (e.g. DRP, Hybrid capital, etc.)
DELIVER SUSTAINABLE DIVIDEND GROWTH			

Regulated Energy Services

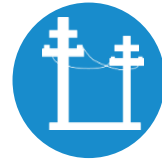


Operational highlights



Electricity Transmission

- West Melbourne terminal station rebuild 62% complete
- North West Communications Loop project 87% complete with 478km of new fibre rolled out and link between Horsham and Red Cliffs digitised
- Continue to support Western Victoria RIT-T with firm offers made
- Connected 400MW solar and wind farms
- AEMO forecasting tight summer supply. Continued progress on network summer resilience program



Electricity Distribution

- REFCL* Tranche 1- all 8 zone substations in service for this summer. 6 out of 8 zone substations conditionally compliant. Seeking time extensions for the two remaining zone substations to achieve full compliance
- Awarded operational and maintenance services contract to Downer, expanding footprint from 70% to 100% of network
- Working with Victorian Government to facilitate solar subsidy implementation
- ARENA part funded the Distributed Energy Resources marketplace trial in the Hume region to develop Distribution System Operator capabilities in partnership with AEMO and Mondo



Gas Distribution

- Continued network expansion, with 71km of new gas pipelines and 3% customer growth
- Awarded Downer a five-year extension on Gas Services Contract commencing April 2021
- Improved customer satisfaction by 8%

* Rapid Earth Fault Current Limiter

Industry developments



EDPR 2021-26

Submission to be lodged with AER before end of January 2020. Draft decision expected September 2020, final decision April 2021

Customer Forum process has delivered the following to date:

- implementation of a customer satisfaction incentive scheme (subject to AER approval); and
- zone substation works and augmentation reflecting customer reliability preferences

Establishment of a customer experience team and improved DER process, at no additional cost to customers



Market reforms

AEMC 2019 Frameworks Review recommended work to reform distribution access and charging for the purpose of distributed energy integration

For large scale generators and storage, AEMC is proposing:

- dynamic regional pricing (effectively locational marginal pricing); and
- financial transmission rights regime



Integrated System Plan

Energy Security Board preparing rules to make AEMOs Integrated System Plan actionable. It will:

- establish the ISP in the framework;
- integrate national strategic planning and regional transmission planning; and
- in conjunction, AEMC is reviewing the role of and approaches relating to Renewable Energy Zones

Large scale transmission investment to facilitate the transition to renewables presents \$2bn-\$4bn of capex opportunities for Regulated Energy Services, Mondo and substantial long-term benefits for customers

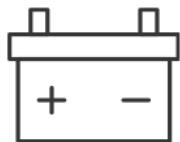
Opportunities for regulated energy services

1. Augmentation of shared network non-contestable components
2. Expedited Interconnector investment
3. KerangLink brought forward from 2035 to 2029
4. Marinus Link accelerated – VIC component to be determined

Opportunities for Mondo

1. Contestable transmission augmentation
2. Further connection investment from new generation sources

Key insights:



More storage required



Strengthen NEM Transmission backbone



Hedge against early coal fired generator closure



Interstate interconnectors deliver benefits

Mondo



Contracted infrastructure



As Australia transitions to renewables, this remains our core focus. A strong and diversified pipeline of opportunities supports Mondo's target to grow its Contracted Asset Base to \$1.5B by 2024

TODAY

Constructing and connecting grid-scale projects in FY20



226MW
**Murra Warra
Wind Farm**

Stage 1 completed FY20



336MW
**Dundonnell
Wind Farm**

FY20 forecast
completion



530MW
**Stockyard Hill
Wind Farm**

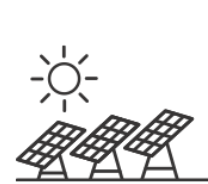
FY20 forecast
completion

2021 AND BEYOND

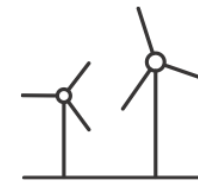
A healthy pipeline of grid-scale projects

Large pipeline exists for future projects, including large-scale projects

- 8,100MW of projects are in Preliminary Works
- >20% of the pipeline is interstate



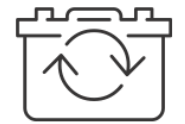
Solar



Wind



**Pumped
hydro**



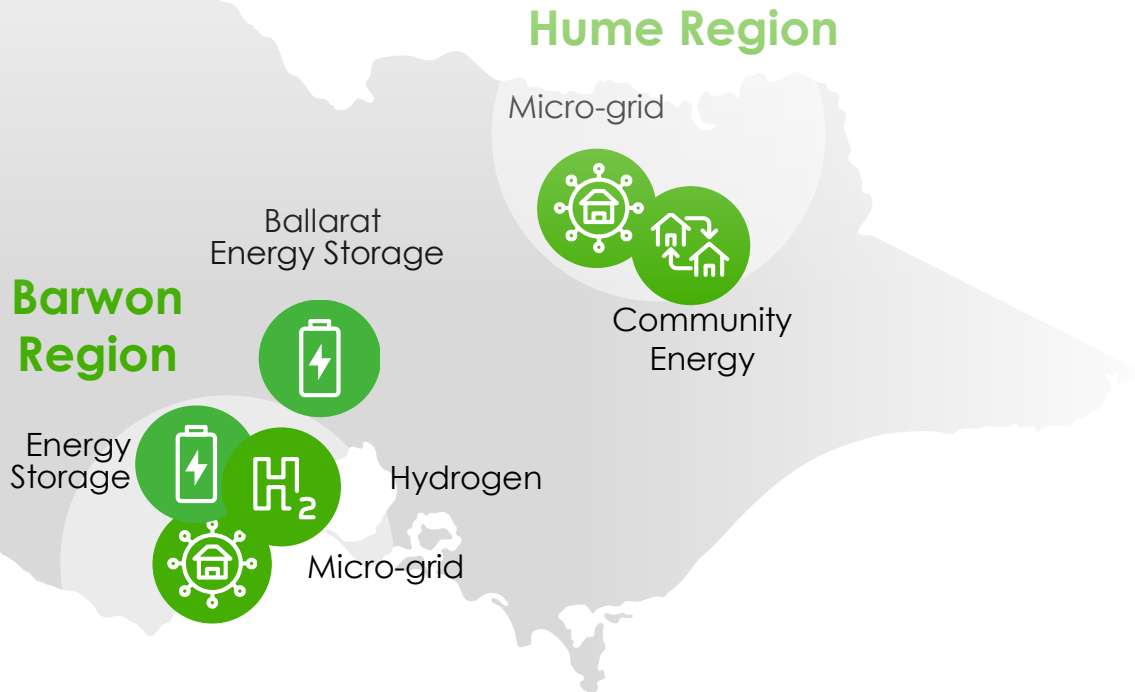
Storage

Building capabilities to develop new energy solutions for customers



Existing unregulated operations are being leveraged to enter new markets. Disrupted by renewable energy and technology, Mondo is working with customers to develop new energy solutions that are reliable and cost effective

Mondo is targeting growth in a future where up to 45% of all electricity is generated by customers in 2050¹



 Emerging business model focuses on infrastructure ownership and energy services

PARTNERSHIP

Partnering with global companies and Universities



COMMUNITIES AND BUSINESSES

Developing technical capability whilst supporting customers reach their renewable goals



¹ Electricity Network Transformation Roadmap: Final Report

Outlook

Dividends



- FY20 dividend guidance of 10.2cps, up 5% expected to be franked 40% to 50% (subject to business conditions)
- Retain flexibility and levers to manage the impact of low interest rates and expected lower regulated revenues from future staggered resets
- Intend to continue track record of prudently moderating dividend growth, subject to prevailing market conditions and financial performance in future years

Asset Base and Capital Management



- Regulated Asset Base growth forecast at around 3% p.a. to FY22
- Targeting \$1.5bn of contracted energy infrastructure assets by FY24 (at appropriate risk adjusted rates of return)
- Forecast Net Debt to Regulated and Contracted Asset Base of <70% to FY22

Energising Futures Strategy

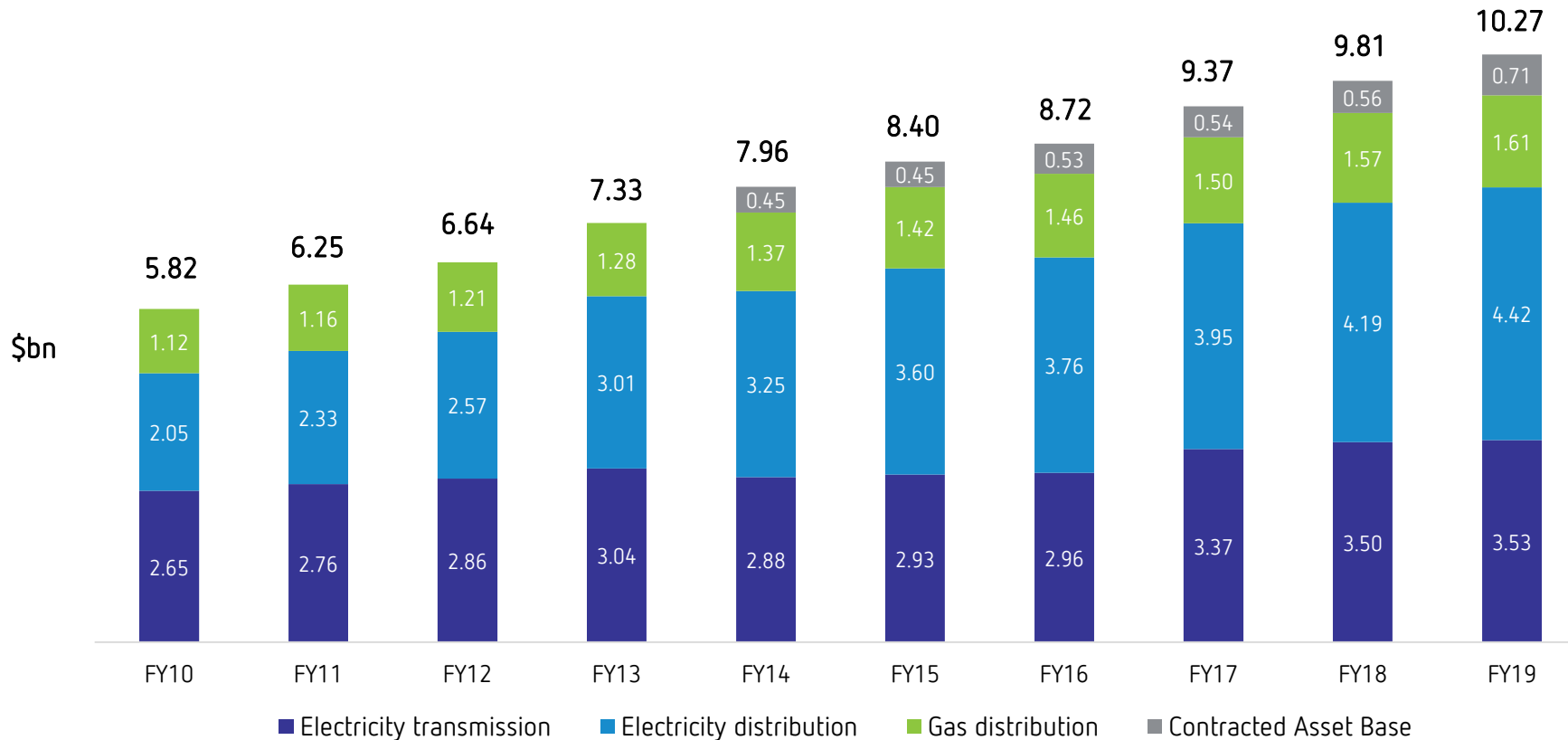


- Continue to focus on operational efficiency
- Deliver value for customers
- Develop people and capabilities for the future

Appendices

Asset base (full year basis)

- Long-term accretive asset base growth of around 6.5% CAGR
- Regulated & contracted asset base of \$10.5bn as at 30 September 2019



Electricity Transmission Network

- Regulated revenues increased to \$291m from \$270m due to higher easement tax pass-through (\$17m)
- Excluded revenues \$31m (HY19: \$39m), decrease due to relocation projects in prior period
- FY20 revenue cap \$581m. Increase due to higher easement land tax in FY20 of \$176m (FY19: \$143m), which is a pass-through item

	HY 2020	HY 2019	Variance
Revenue	322.8	311.9	↑ 3.5%
EBITDA	193.7	201.5	↓ 3.9%
EBITDA Margin	60.0%	64.6%	↓ 4.6%
EBIT	140.3	154.7	↓ 9.3%
EBIT Margin	43.5%	49.6%	↓ 6.1%
Regulated Asset Base	3,577	3,519	↑ 1.1%

Electricity Distribution Network

- CY19 revenue cap \$728m (includes TUOS pass-through of around \$80m and \$9m STPIS revenue)
- Estimated CY20 revenue cap \$788m (includes estimated TUOS pass-through* of around \$114m and \$5m STPIS revenue)
- HY20 metering revenue \$25m (HY19: \$26m)
- Expect CY19 and CY20 metering revenues of \$49m and \$46m respectively
- Customer contributions \$37m (HY19: \$33m). Increase due to new housing estates
- Excluded revenues \$13m (HY19: \$13m)

	HY 2020	HY 2019	Variance
Revenue	484.8	446.4	↑ 8.6%
EBITDA	297.9	277.2	↑ 7.5%
EBITDA Margin	61.4%	62.1%	↓ 0.7%
EBIT	169.4	136.7	↑ 23.9%
EBIT Margin	34.9%	30.6%	↑ 4.3%
Volumes (GWh)	3,950	3,937	↑ 0.3%
Connections	747,740	732,523	↑ 2.1%
Regulated Asset Base	4,544	4,293	↑ 5.8%

* Based on AST pricing submission. Subject to AEMO grid fees being finalised prior to July 2020.

Gas Distribution Network

- Lower revenues due to reduction in winter peak tariffs, replaced by higher fixed charges, smoothing tariffs over the course of the year.
- Excluded services revenue of \$2m, unchanged
- Customer contributions \$3m (HY19: \$5m)
- Other revenues of \$1m (HY19: \$5m) primarily relates to Bannockburn gas new towns in prior period

	HY 2020	HY 2019	Variance
Revenue	143.1	152.6	↓ 6.2%
EBITDA	111.0	122.1	↓ 9.1%
EBITDA Margin	77.6%	80.0%	↓ 2.4%
EBIT	78.1	97.3	↓ 19.7%
EBIT Margin	54.6%	63.8%	↓ 9.2%
Volume (PJ)	43.6	42.8	↑ 1.9%
Connections	722,458	701,682	↑ 3.0%
Regulated Asset Base	1,647	1,587	↑ 3.8%



- Continued contract rationalisation, \$17m decline in revenues with minimal EBITDAaL impact
- Adoption of new lease accounting standards impacting infrastructure assets. Changes include:
 - › Dedicated customer connection assets now treated as a finance lease, with previous revenue streams now split between interest income, principal repayment and operating revenue
 - › Mondo's key performance metrics being EBITDAaL and EBITDAaL margin are a better reflection of business performance
- Expect second half FY20 capex of around \$71m on Stockyard Hill, Dundonnell and Murra Warra 2 wind farm connections, currently under construction

	HY 2020	HY 2019	Variance
Revenue	75.0	92.3	↓ 18.7%
EBITDA	23.2	30.8	↓ 24.7%
Lease Interest Income	11.4	5.7	↑ 100.0%
EBITDA after lease income (EBITDAaL)	34.6	36.5	↓ 5.2%
EBITDAaL margin	40.0%	37.2%	↑ 2.8%
EBIT	21.1	26.0	↓ 18.8%
EBIT Margin	28.1%	28.2%	↓ 0.1%
Contracted Infrastructure Asset Base	779	637	↑ 22.3%

Sound Fundamentals



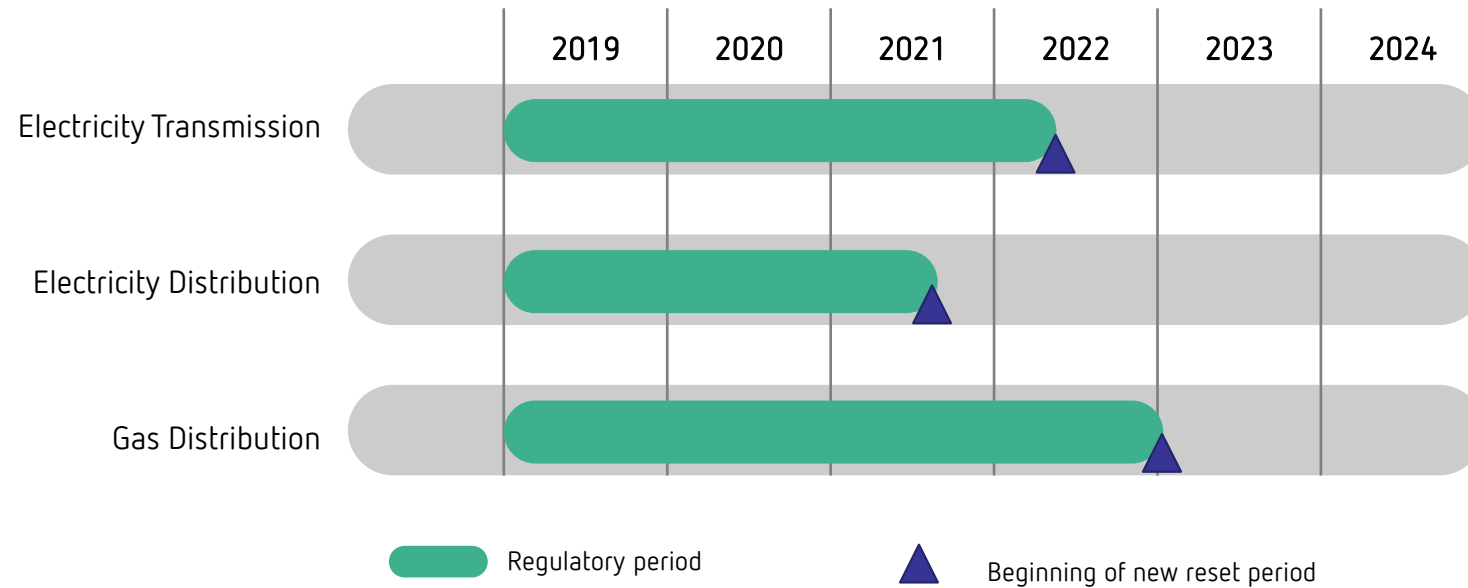
Financial Metrics	HY2020	HY2019
Market Capitalisation	\$6.7bn	\$5.9bn
Total Assets	\$13.2bn	\$12.4bn
Regulated / Contracted Asset Base	\$10.5bn	\$10.0bn
Total Borrowings (Face Value)	\$7.3bn	\$6.9bn
Net Debt ¹	\$8.1bn	\$7.3bn
Net Gearing (Carrying Value) ²	72%	67%
Net Debt (Face Value) to Regulated / Contracted Asset Base ³	68%	67%
Interest Cover ⁴	3.3x	3.7x
Credit Ratings (S&P / Moody's)	A- / A3	A- / A3

Note

1. Net debt is debt at carrying value. Includes full amount of \$A706m in Hybrids, despite receiving 50% equity credit.
2. Calculated as net debt at carrying value divided by net debt at carrying value plus equity.
3. Debt at face value less cash divided by Regulated / Contracted Asset Base. Demonstrates how AusNet Services funds its capex in terms of debt vs. income generating assets. Includes full amount of \$A706m in Hybrids, despite receiving 50% equity credit.
4. Calculated as EBITDA (including lease income) less customer contributions and tax paid, divided by net interest expense. This is how interest cover is measured for internal management purposes, as it provides an accurate reflection of how after-tax operating cash flows are used to meet interest payments. Includes full amount of \$A706m in Hybrids, despite receiving 50% equity credit.

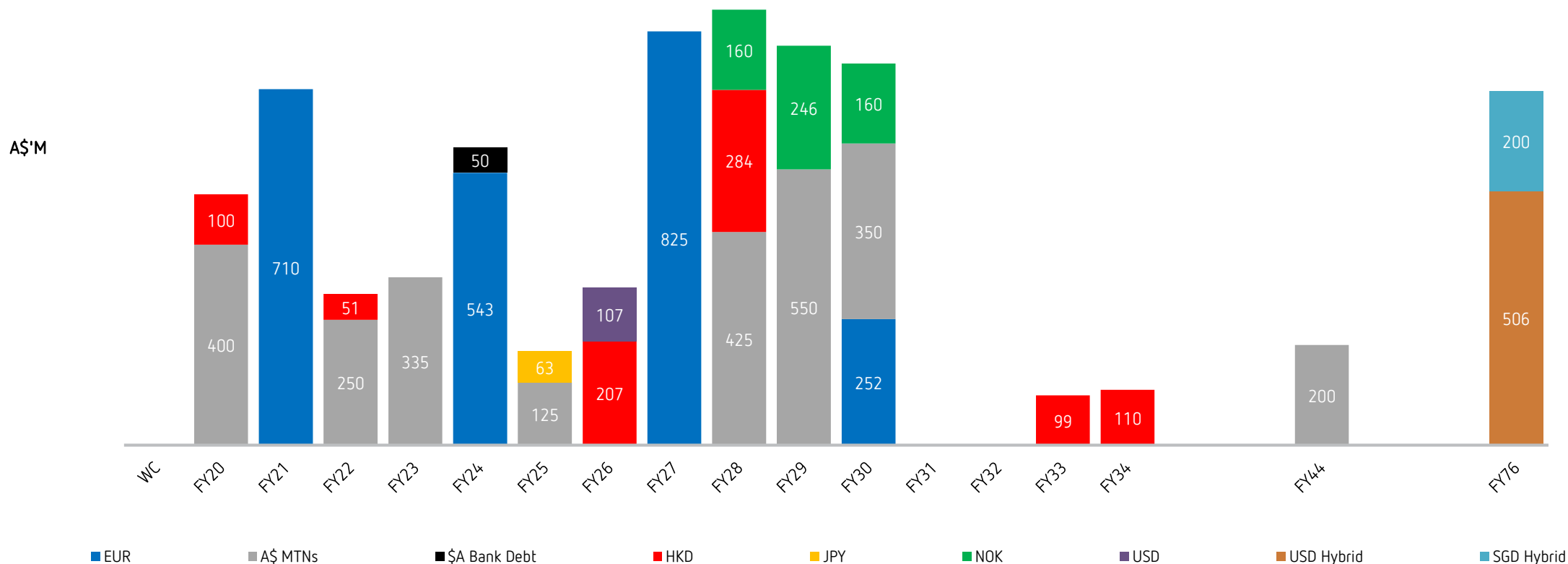
Regulatory Reset Summary

- New electricity distribution pricing period commences 1 July 2021 (previously 1 January 2021)



Diversified debt portfolio

- Net debt = Debt at face value (\$7,307m) less cash of \$181m
- Offshore debt shown at hedged rates (face value). First call date for SGD and USD hybrid securities is September 2021
- Weighted average maturity of 6.3 years (HY19: 6.5 years)



Current regulatory determinations

Regulatory period	Gas distribution 2018-22	Electricity distribution 2016-20	Electricity transmission 2017-22
Beta	0.70	0.70	0.70
Risk Free Rate	2.73%	2.93%	2.52%
Cost of Debt	5.04%	5.52%	4.94%
Gamma	0.40	0.40	0.40
Market Risk Premium	6.50%	6.50%	6.50%
Nominal Vanilla WACC	5.94%	6.31%	5.80%
Return on Equity	7.30%	7.50%	7.10%
Net Capex (Nominal)	\$522m	\$1,788m	\$780m
Opex (Nominal)	\$293m	\$1,355m	\$1,225m
Revenue (Nominal)	\$1,040m	\$3,524m	\$2,742m

Note: Data in table is based on original regulatory determinations

Further information and contacts

AusNet Services is the largest diversified energy network business in Victoria, owning and operating over \$10.5 billion of regulated and contracted assets.

The company owns and operates three regulated networks - electricity distribution, gas distribution and the state-wide electricity transmission network. The company also has an unregulated business called Mondo, focusing on contracted infrastructure and energy services.

Headquartered in Melbourne, Australia, AusNet Services employs around 1,700 people to service over 1.4 million customers.

For more information visit www.ausnetservices.com.au

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