



Australia's Leading Energy Retailer

4.2 million gas, electricity and LPG customer accounts



Large and flexible gas supply

Contract length, cost and transportation flexibility



Growing Renewable Supply

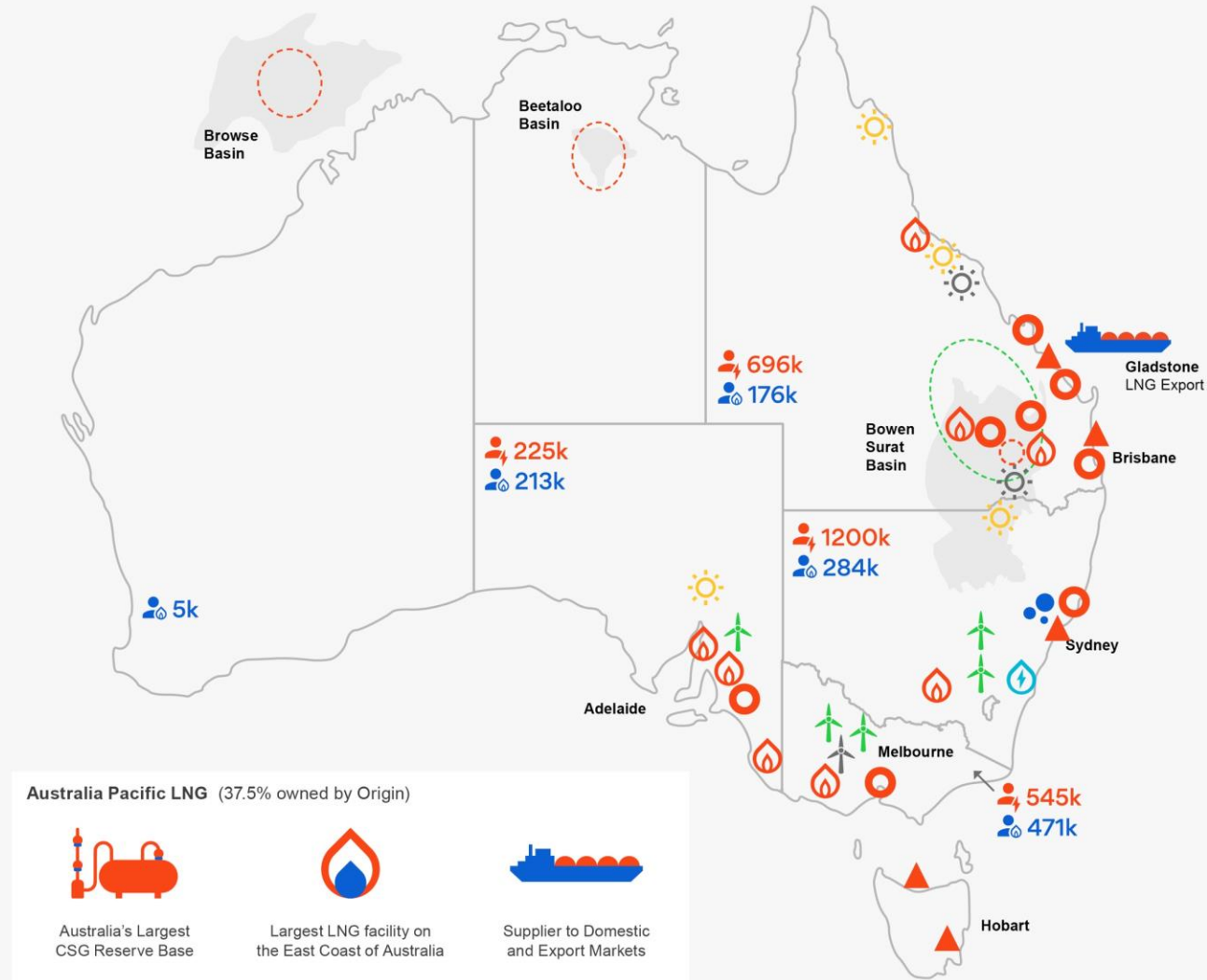
From ~ 19% of Origin's owned and contracted generation capacity today to more than 25% by 2020



Growth Opportunities

- Increase generation flexibility and capacity - brownfield growth and integrate storage
- New revenue streams – centralised energy services, adjacencies

Origin is one of Australia's leading energy companies



Where we operate

Generation

- Gas
- Pumped hydro
- Solar (contracted)
- Wind (contracted)
- Coal
- Under construction

LPG Seaboard Terminal

- Electricity Customer Accounts
- Natural Gas Customer Accounts

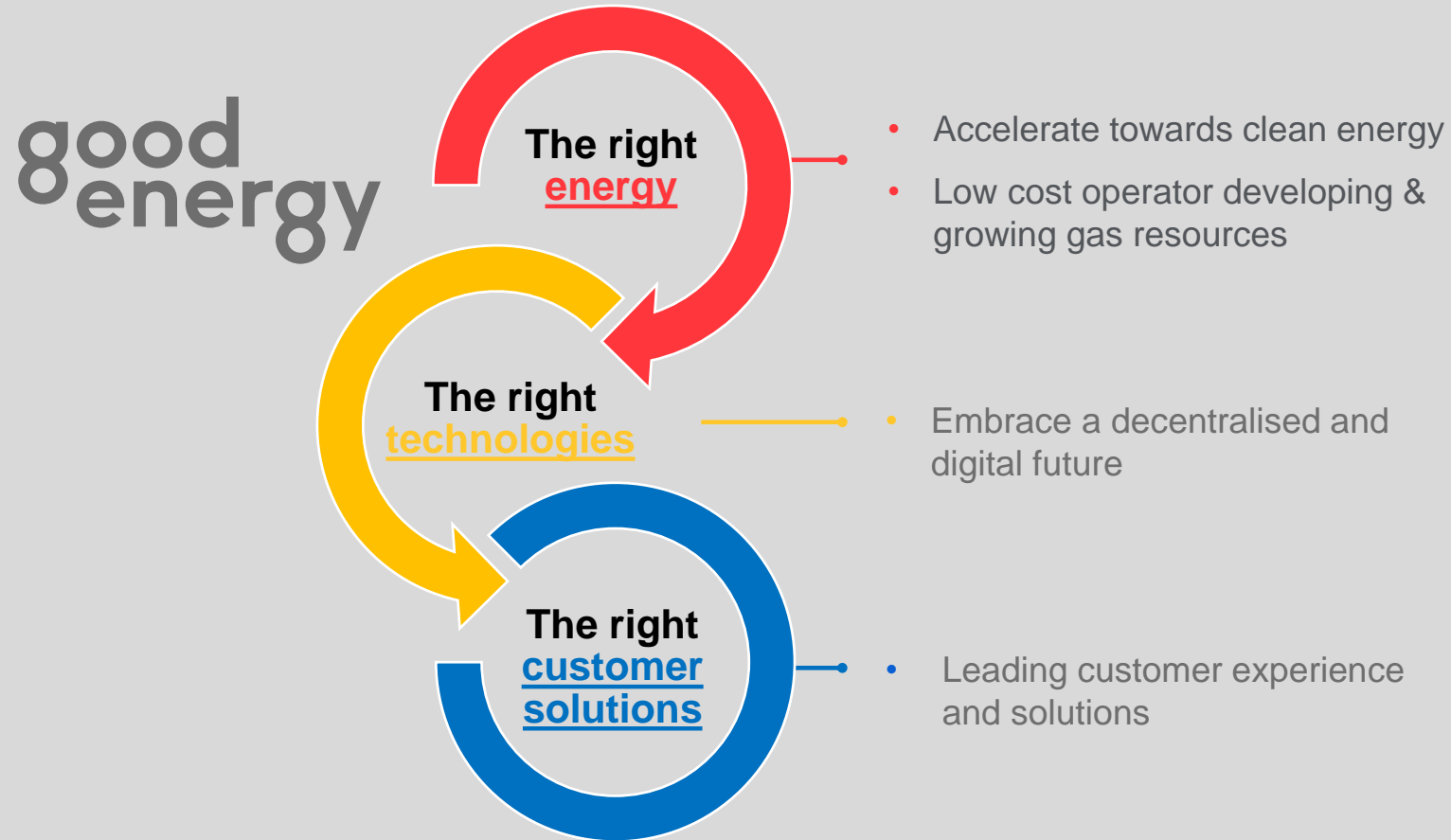
Exploration Acreage

- Origin Upstream Acreage
- APLNG Upstream Acreage
- Production Facility
- Office

Origin also has a presence in California's **Silicon Valley** to better connect us to the global epicentre of digital innovation, and an LPG business throughout the Pacific islands

Strategy to deliver value in the future energy world

Connecting customers to the energy and technologies of the future



Based on our strategic priorities we are looking for innovative ideas in the following areas

Accelerate towards clean energy

- ✓ Innovations that improve the integration of renewables into the existing transmission / distribution network and market structures
- ✓ Integrated inverter / battery solutions for business customers
- ✓ Solutions for the integration of behind the meter assets, compatibility with BMS systems and major asset brands

Embrace a decentralised and digital future

- ✓ Data and algorithms to analyse competitor behaviour and optimise our energy trading portfolio accordingly
- ✓ Propensity modelling of customer take up of batteries and electric vehicles
- ✓ Low cost hardware for customer homes that send sensor data

Leading customer experience and solutions

- ✓ How might non-tech-savvy consumers make their home smart and connected
- ✓ How can energy companies build deep engagement and trust with customers?
- ✓ Data Driven Business Models

Open Innovation

- ✓ New ideas that we haven't thought of !

Broad Categories of Interest

Customer Solutions / Experience B2B & B2C

Energy Storage

Energy Management

Clean Energy

Energy Efficiency

Mobility

IoT

AI / Machine Learning

Origin is open for innovation business



Energy markets around the world are transforming and Australia is no exception

The continued penetration of distributed assets, combined with the rise of IoT devices, are changing the way our customers use energy

Origin believes significant opportunity exists in the transformative impact of decarbonisation, decentralisation and digitisation on the energy sector

Innovation is at the heart of seizing this opportunity

- ✓ We have been **scouting** and **evaluating** hundreds of start ups across a wide range of areas
- ✓ We have been **trailing** a number of technologies and solutions across a range of areas - smart home, IoT devices, storage, demand response, virtual power plants, energy management, AI/machine learning
- ✓ We have **partnered** with and **invested** in a number of start ups in the areas of energy management, renewables, storage, digital rights management, distributed transactions
- ✓ We have a mandate to continue these activities in order to find the right technologies and solutions for our customers