



origin





## Australia's leading energy retailer

4.2 million gas, electricity and LPG customer accounts



## Ensuring domestic gas supply

Delivering around 30% of all gas on the east coast with APLNG



## Driving future energy innovation

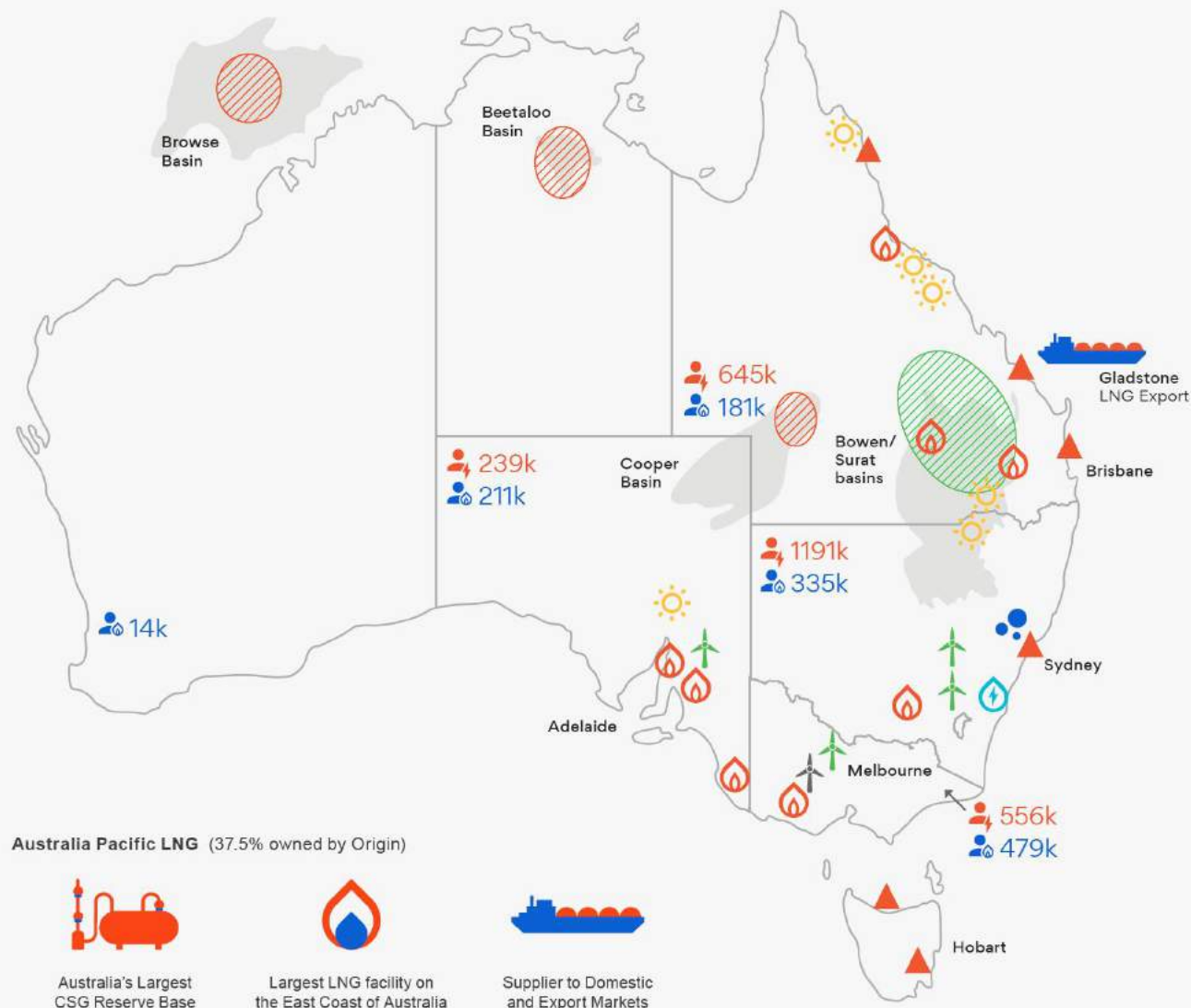
Investing in new technology, start-ups and future fuels



## Powering Australia

Almost 7,500 MW of gas, coal and renewables generation and storage across the east coast

# 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

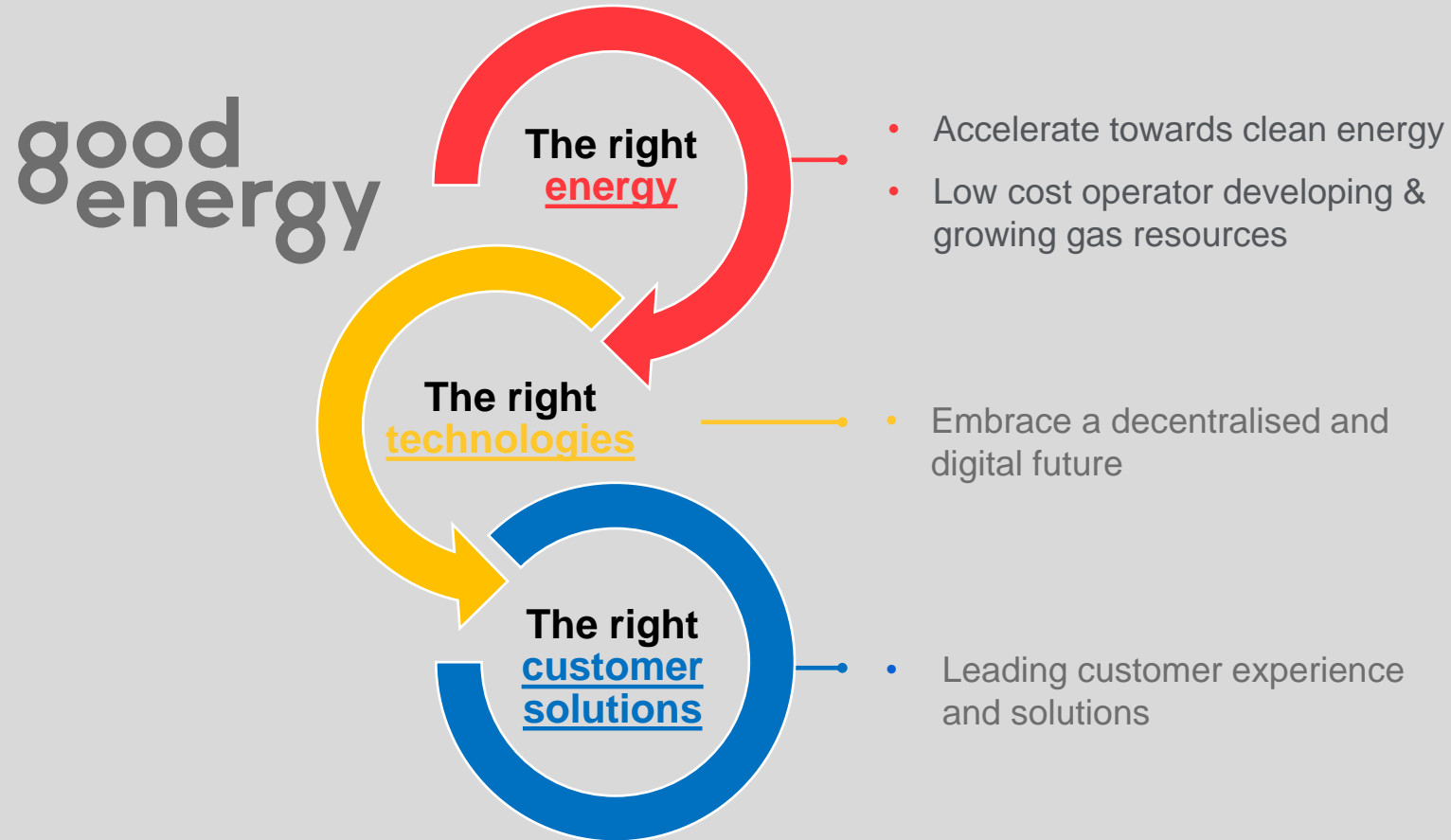
### Exploration & production acreage

- Origin upstream acreage
- APLNG upstream acreage
- Production facility
- APLNG pipeline

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

Connectivity/Communication Solutions

# 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