

# Free Electrons 2024

## Origin Energy

### Reverse Pitch



# Originality

If originality is the ability to do things differently, Origin was created with that in mind.

We were the first energy company in Australia to span retail, power generation and upstream gas production. And, we've kept our eye on a **low-carbon future**.

Since listing on the ASX in 2000, Origin has grown into a leading Australian energy company. It is a **privilege** to provide **reliable energy** to millions of homes and businesses every day and make a strong contribution to communities.

We've come a long way, but we've got a long way to go. Energy generation is changing rapidly as the energy transition accelerates. And with this, the needs and preferences of our customers are changing. Our communities need our support as much as ever.

We're a company that **embraces opportunities and leans into challenges**.

And that's how we create value.

# We are one of Australia's leading energy companies

ASX TOP  
50

## Leading integrated energy company

Listed on the Australian Securities Exchange in 2000



## 27.5% interest in Australia Pacific LNG

Continue to be a significant contributor to the east coast gas market



## 4.5 million customer accounts

Electricity, gas, LPG<sup>1</sup> and broadband customers across Australia and the Pacific



## Climate ambitions embedded in our strategy

Emissions intensity target consistent with 1.5°C pathway envelope<sup>2</sup>



## Powering Australia

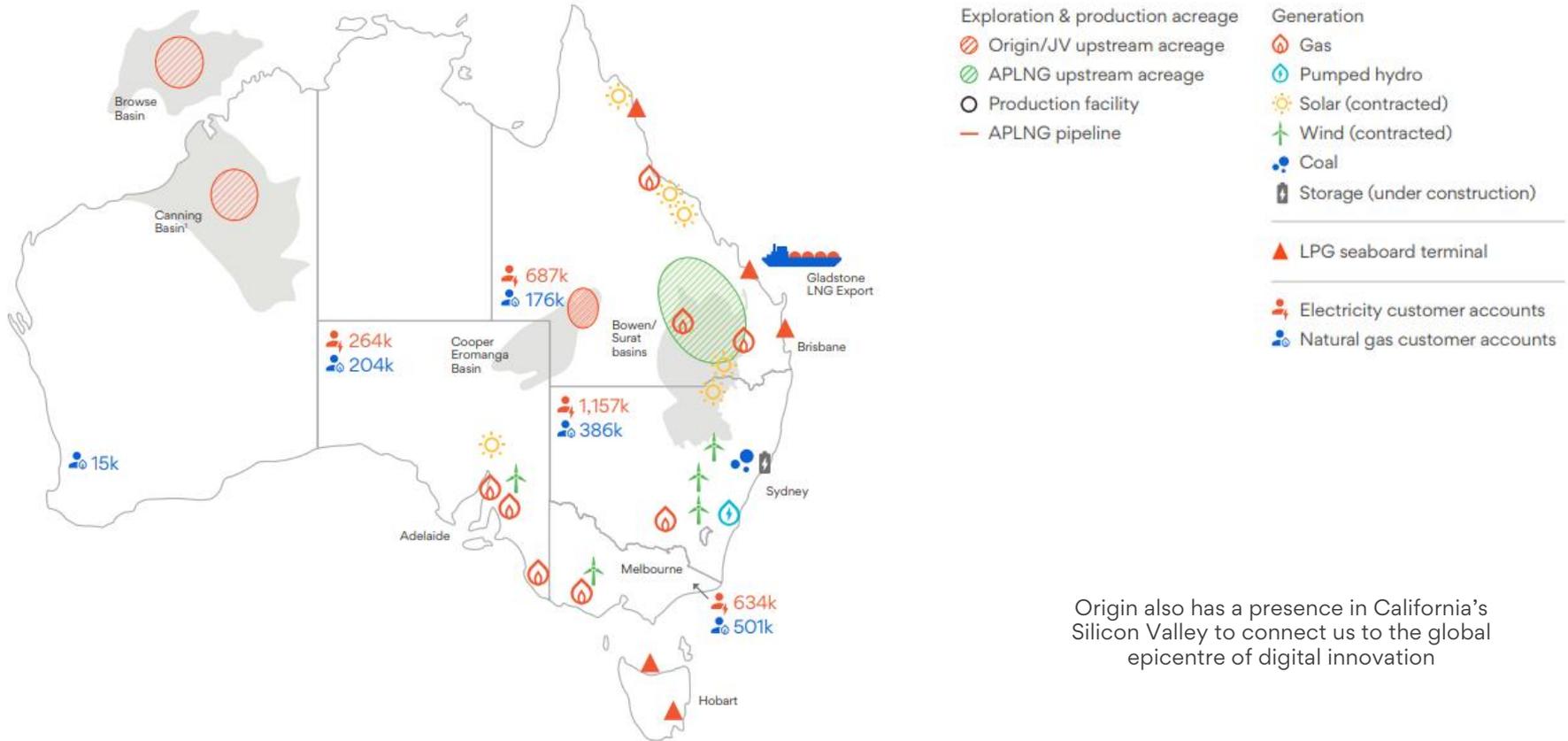
7,800 MW generation portfolio, including 1,515 MW owned and contracted renewables and storage



## Driving future energy innovation

20% interest in Octopus Energy, investing in new technologies, start-ups and future fuels

# We operate across the energy value chain



Origin also has a presence in California's Silicon Valley to connect us to the global epicentre of digital innovation

# Our ambition is to lead the energy transition through cleaner energy and customer solutions

## Strategic pillars



Unrivalled customer solutions



Accelerate renewable and cleaner energy



Deliver reliable energy through the transition

## Key priorities

- Leading brand providing lowest cost and superior customer experience
- Smart, connected and low carbon solutions to enable customers' transition to net zero
- Significantly grow customer scale and breadth of offering

- Accelerate growth in renewable energy supported by peaking generation
- Invest in storage to support growth of renewable energy
- Grow in-house Virtual Power Plant
- Develop scalable domestic and export hydrogen business

- Provide the energy customers require at competitive cost
- Decarbonise portfolio consistent with 1.5°C pathway
- Any new gas supply to be consistent with our net zero aims

## Decarbonisation

**ENABLE** customers to decarbonise

**GROW** our portfolio of renewables and cleaner energy

**REDUCE** emissions of our existing operations

# We want to work with innovative startups who can help us achieve our ambitions

- We have a track record of successfully working with start-ups and have evaluated thousands of applications over the years - this means we have become efficient at evaluating ideas and helping you distil what you do into terms that our business units can easily relate to;
- We also appreciate that speed and agility is important, so we can provide access to the relevant teams and get them engaged from the outset;
- We have expertise across many functions to provide guidance and mentorship to scaling businesses;
- We can pilot your solution with a subset of our extensive customer base;
- Whilst we are not a traditional corporate venture firm, we have and will consider future investment in solutions that offer a compelling strategic advantage for both parties;
- Last but not least, we recognise that we don't have all the answers and so we are ready to listen and collaborate to shape the future of energy!



Where all **good change** starts

