

Origin Energy Reverse Pitch

Free Electrons 2026
10th edition



At a glance



WHY ENERGY?

Constantly evolving industry with many urgent challenges.

At the core of every economy and everyone's lives.

Transition from centralized to decentralized systems; data and energy increasingly converging.

Boundless opportunities to make a difference.



WHY ORIGIN?

Largest energy retailer in Australia, an incredibly competitive and dynamic electricity market.

Tackling the coal-to-renewables transition head-on with customer-focused, data-driven innovation.

Major player in gas, renewables, data, and VPPs.

We're not afraid to move fast where we have conviction.



WHY FREE ELECTRONS?

Unique program, connects multiple global utilities and startups in one space.

Fast-tracks innovation by giving startups access to real customers and multiple markets.

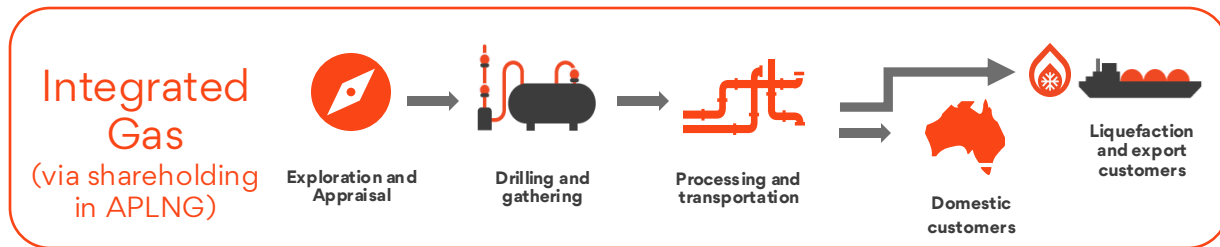
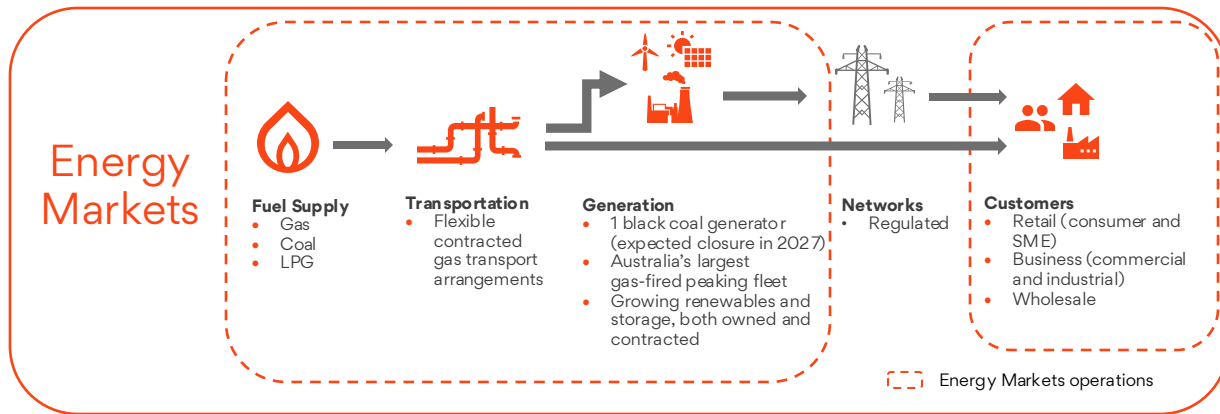
Proven track record of deploying cutting-edge energy solutions.

Built on rare global collaboration.



Origin is one of Australia's leading energy companies with integrated operations across the supply chain

Areas of the energy supply chain where we operate



Our company at a glance

- ASX Top 50 company
- >5,000 employees
- 4.7million customer accounts across electricity, gas, LPG and internet
- 7.6GW generation portfolio, including 1.7GW owned and contracted renewables and storage
 - Targeting 4-5GW by 2030
- 27.5% shareholding in Australia Pacific LNG (APLNG)
- ~23% interest in Octopus Energy & Kraken Technologies

We are leading through differentiated assets & capabilities



Customer

- Leading customer position, brand and low cost to serve
- Trusted partner for transition
- World class platforms – Kraken, Loop (VPP) and data and analytics capability
- Developing and deploying connected home solutions, including rapid adoption of AI



Energy supply

- 3GW gas fired generation fleet, very difficult and costly to replicate
- 1.5GW committed battery projects
- 1.5GW Yanco Delta wind development
- Flexible wholesale gas supply position underpins our generation fleet and customer demand
- Core DNA in electricity and gas markets and managing flexibility



Energy resource

- APLNG world class asset – Australia's largest CSG to LNG export project, low-cost base
- Supplies domestic and international gas markets



Global growth & Innovation

- Exposure to global energy transition growth through strategic interest in Octopus Energy & Kraken Technologies
- Exposure to international startups and scale ups through Free Electrons and other innovation ecosystem channels

But we can't stand still, so we are always looking for innovative solutions to deliver upon our priorities



**Unrivalled
customer solutions**



**Accelerate renewable
and cleaner energy**

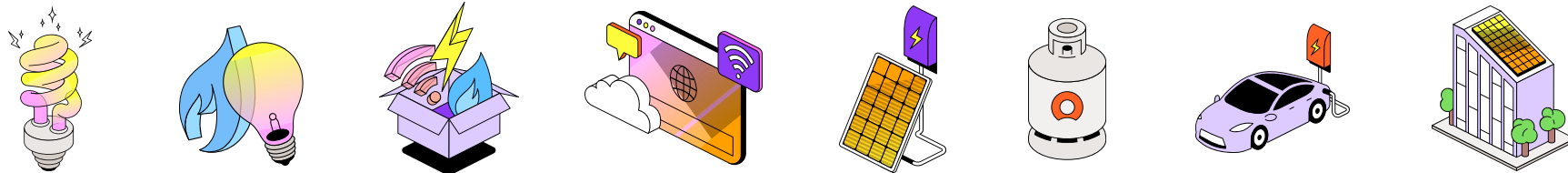


**Deliver reliable energy
through the transition**

- Be Australia's most loved energy retailer & provide an exceptional experience for all our customers;
- Build personalised solutions for the electrified home & business that are competitive, reliable & flexible;
- Help our customers achieve their net zero ambitions, whilst maintaining progress on reaching our own climate targets;
- Grow our Broadband, Embedded Networks, Electric Vehicle (EV) & Virtual Power Plant (VPP) customer bases;
- Progress our wind, energy storage and firming development opportunities;
- Continuously improve our operations to deliver reliable and low-cost energy.

We believe that collaboration is key, and that together, we can help accelerate the energy transition

- The Australian energy system is one of the most dynamic, de-regulated markets in the world and could be the ideal place to trial your solution;
- We have a track record of successfully working with startups at varying stages of maturity and we have expertise across many functions to provide guidance and mentorship as you scale your business in Australia;
- We also appreciate that your resources are limited, so we try to be honest and set clear expectations from the outset;
- Whilst we are not a traditional corporate venture firm, we have historically and will continue to consider investment in solutions that offer a compelling strategic advantage.



We look forward to collaborating with you!