

Commercial & Industrial Year end wrap up

December 2023



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Acknowledgement of Country

EnergyAustralia acknowledges the Traditional Owners and Custodians of this Country. We pay our respects to Elders past, present and emerging and we recognise and respect their connection to cultures, lands and waters.

Artwork by Mandy Nicholson, Wurundjeri-willam artist and Traditional Custodian of Melbourne and surrounds

Agenda

- EnergyAustralia's long term strategy and thinking – Vaughan Furniss, Head of Commercial and Industrial
- El Niño and its effect on supply demand balance over the summer period – Simon Liuzzi, Head of Physical Trading
- Supporting our customers with demand response programs and renewable PPA's - Jacqui Hiller - Renewables Business Development Manager
- Grid-scale storage projects – Daniel Nugent, Head of Portfolio Development

EnergyAustralia's long term strategy

December 2023

Vaughan Furniss

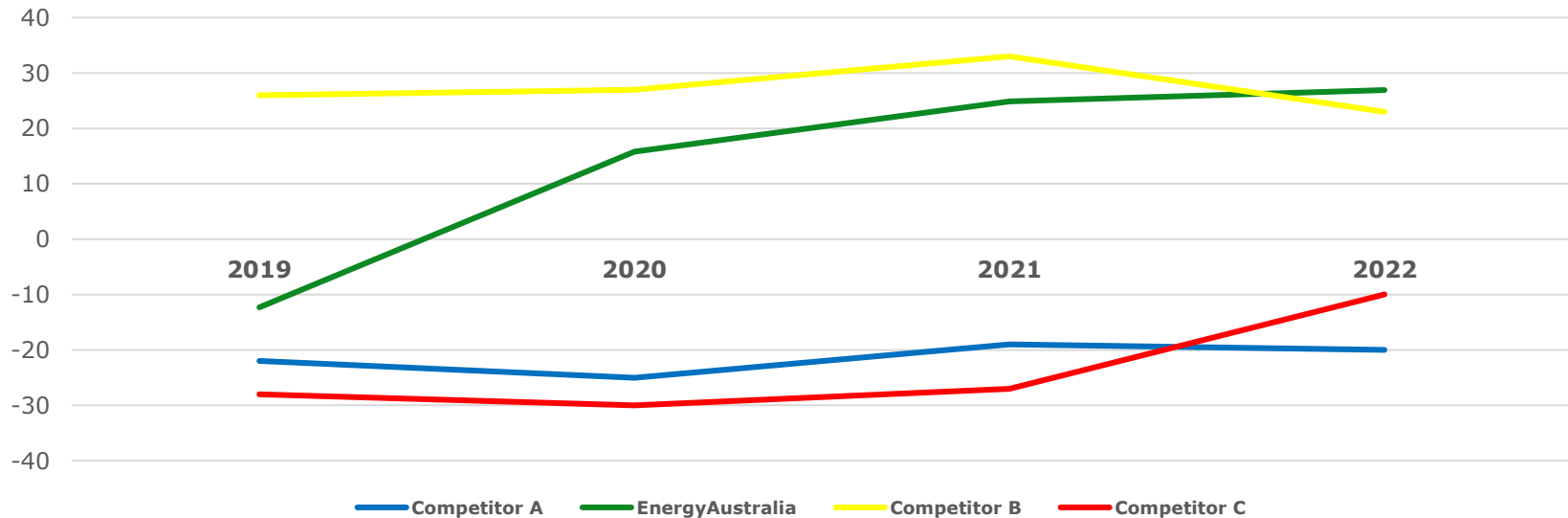


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Our journey of improvements for our C&I customers

Strategic Net Promoter Score by C&I Retailer



Our C&I retail business of the future: "Connecting our C&I customers to Australia's cleaner energy future"

What our C&I business will look like:



Making the energy experience simple for customers

We start with the customer at the centre of what we do, supported by brilliant basics, investments in our portfolio, people and technology, and being nimble in a dynamic and volatile environment.



Helping our customers to win the energy transition

Winning in the energy transition together with our C&I customers, by offering competitive products linked to our renewable & flexible portfolio, that solve their energy needs.



We are C&I customers' energy partner of choice

Helping C&I customers control and manage their energy needs and costs, providing behind the meter solutions, combined with reliable, affordable and sustainable grid energy.



El Niño and its effect on supply demand balance

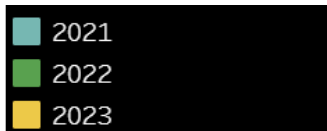
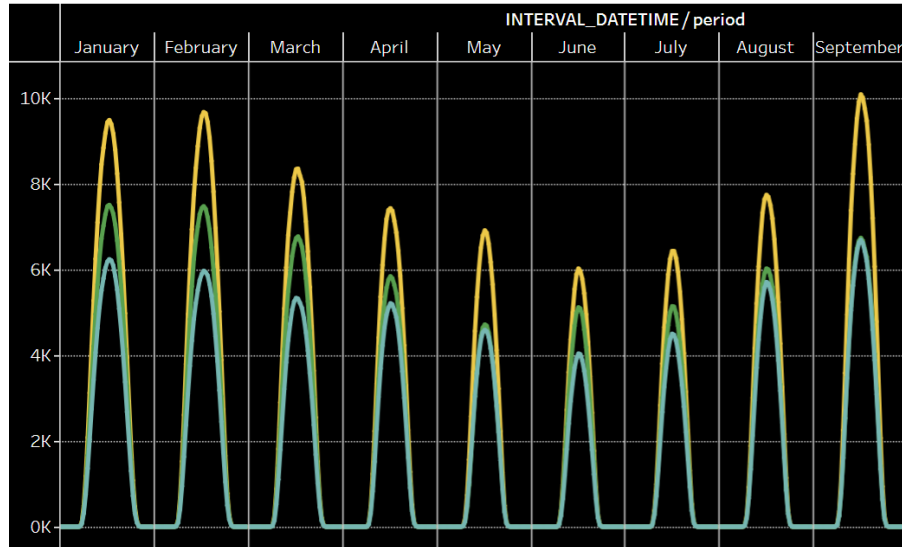
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Simon Liuzzi



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Extraordinary increase in rooftop solar!



Simply remarkable increase in rooftop solar compared to 12 months prior

Absolute standout was September with an average daily maximum increase of 3.5 GW!

It is perhaps not quite a like for like comparison given La Nina in 2022 but still a massive jump

Result in the consistent drop in middle of the day demands

A number of new minimum demand records set including for the system

Demand Response & Renewable PPA's

December 2023

Jacqui Hiller



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Demand Response & Renewable PPA's

Demand Response

- Hot, dry summer - first one without Liddell
- Demand response critical to grid stability

C&I Renewables

- Existing suite of PPA offtakes
- Diversity of products to suit all C&I

Portfolio Development Update

December 2023

Daniel Nugent



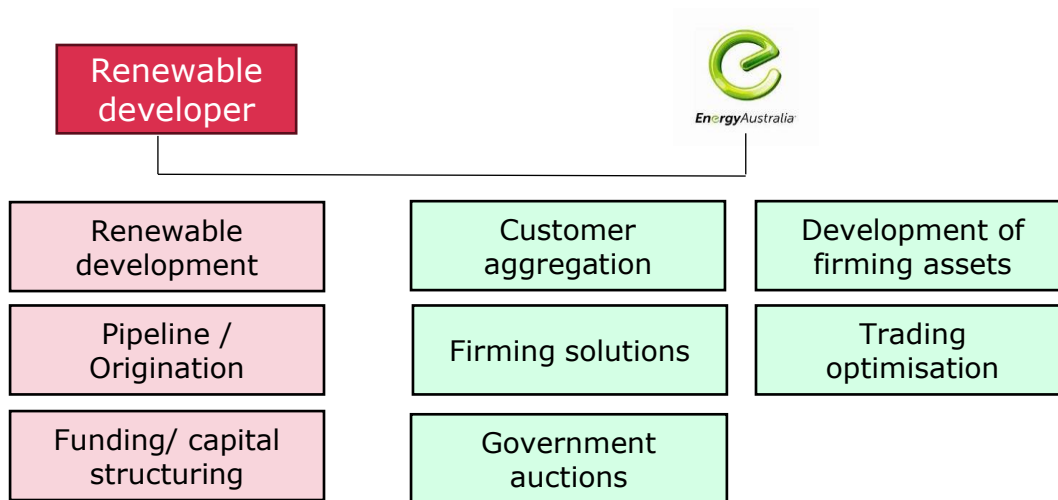
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We are exploring strategic partnerships to access earlier stage renewable opportunities



Working with partners, as outlined in [Section 6.2](#), we aim to expand our renewable portfolio to include up to 3 GW of renewable energy, with a focus on large-scale wind-generation assets. Our ambition is for it to be committed or operational by 2030.

- Through working with partners, and delivering decarbonisation solutions for customers, EnergyAustralia can deliver value through our CTAP commitments



- ✓ ESG and decarbonisation goals
- ✓ Fully firming energy
- ✓ Term flexibility
- ✓ Simplified solution

Thank you