

То	Company Announcements Office	Facsimile	1300 135 638
Company	ASX Limited	Date	16 February 2023
From	Helen Hardy	Pages	57
Subject	Investor Presentation for Half Year Results		

Please find attached the investor presentation relating to Origin Energy's Results for the half year ended 31 December 2022.

Regards

Authorised by: Helen Hardy

Company Secretary

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# Origin Energy 2023 Half Year Results

Half year ended 31 December 2022

Frank Calabria, CEO & Lawrie Tremaine, CFO

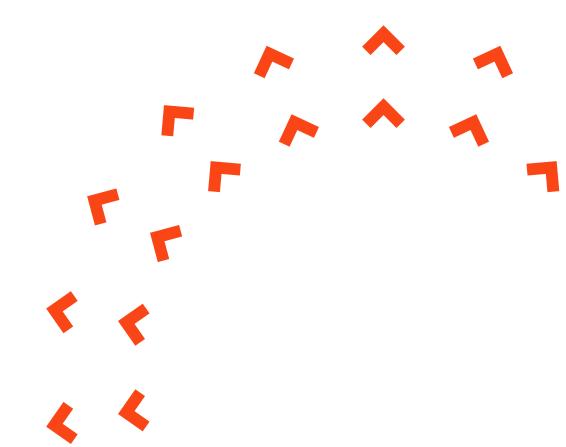
16 February 2023

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# Outline

- 1. Introduction
  - Frank Calabria
- 2. Financial Review
  - Lawrie Tremaine
- 3. Operational Review
  - Frank Calabria
- 4. Outlook
  - Frank Calabria



# Introduction

Frank Calabria, CEO





# Well placed to capture value from the energy transition

#### Advantaged portfolio

- ✓ Leading Retail business
- Competitive gas supply, largest thermal peaking fleet
- ✓ High quality, low cost APLNG gas resource

#### Positioned for growth

- ✓ Octopus opportunities to expand margin and grow its global utility software business
- ✓ Multi product offerings Broadband, EV, Origin Loop (Virtual Power Plant)
- ✓ Growth businesses Origin Zero and Community Energy Services

#### Platform for transition investment

- Key platform to enable investment retail scale, firming generation with gas supply and upcoming Eraring closure
- ✓ Large scale opportunity to invest in renewables and storage to accelerate transition
- ✓ Advancing opportunities in carbon products and hydrogen developments

# Financial highlights

#### **Statutory Profit**



million

Up \$530 million, with favourable derivative valuation and impairment in prior period

## **Underlying ROCE**



7.3%

Up from 4.9% in HY2022 **Energy Markets ROCE -3.9% Integrated Gas ROCE 19.8%** 

#### **Underlying Profit**



million (2.5 cps)

Down \$224 million due to Energy Markets earnings and tax on APLNG distributions

#### Adjusted Net Debt



billion

Up \$0.4 billion from June 2022

#### **Underlying EBITDA**



million

Down from \$1,099 million in HY2022

#### Interim dividend

16.5<sub>cps</sub>

100% franked

29cps (43% franked) FY2022 total

# Our ambition and strategy

# Our ambition

#### To lead the energy transition through cleaner energy and customer solutions



# Unrivalled customer solutions



# Accelerate renewable and cleaner energy



# Deliver reliable energy through the transition

#### Our strategic pillars

- 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

# Our value creation

Lower cost, greater product and service innovation, increased loyalty and customer value

Lower cost of energy and growth in cleaner and flexible energy supply

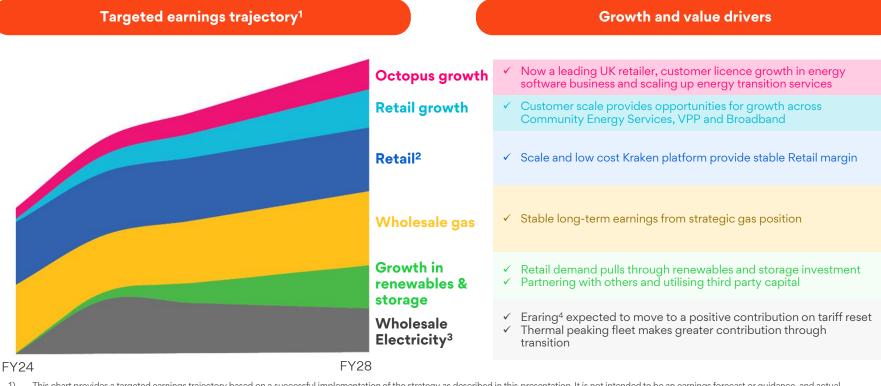
Maximise cash flow and value crystallisation

# Executing on our strategy

	Achieved to date	Ambition
Unrivalled customer solutions	<ul> <li>96% of Mass Market customer accounts on Kraken</li> <li>Positive strategic NPS¹ of +1</li> <li>Octopus now #2 UK energy retailer</li> <li>CES gross profit up 59% to \$70 million vs HY2022</li> <li>Origin Zero launched growing set of energy and low carbon solutions for large business customers</li> </ul>	<ul> <li>Strategic NPS +20 (FY2026)</li> <li>\$200 - \$250 million cash costs saving (FY2024 vs FY2018)</li> <li>600k Broadband customer accounts (FY2026)</li> <li>Octopus 100 million licensed customer accounts (2027)</li> <li>&gt; 1/3 C&amp;I customers on more than just energy supply (FY2026)</li> <li>5,000 EVs under management (FY2026)</li> </ul>
Accelerate renewables and cleaner energy	<ul> <li>Eraring battery - negotiations with selected contractors underway</li> <li>Acquired 60MW Yanco solar farm development (NSW)</li> <li>VPP connections up 75% to 449MW</li> <li>Progressed Hunter Valley hydrogen opportunity</li> <li>Initial investment in long term, nature based carbon credit supply</li> </ul>	<ul> <li>Multi GW renewables and batteries added to portfolio</li> <li>Grow VPP to 2 GW</li> <li>Domestic green hydrogen supply from mid 2020s</li> </ul>
Deliver reliable energy through the transition	<ul> <li>\$783 million half year cash distribution from APLNG</li> <li>Coal stockpile restored to &gt;1 million tonnes</li> <li>APLNG production recovery from wet weather impact underway</li> <li>Exit of upstream E&amp;A - Beetaloo sale completed, Canning executed</li> </ul>	Maximise cashflow and long term value from core business

12 month rolling average as at December 2022, commissioned research by third party

# Energy Markets targeted earnings trajectory based on strategy execution



- 1) This chart provides a targeted earnings trajectory based on a successful implementation of the strategy as described in this presentation. It is not intended to be an earnings forecast or guidance, and actual results will depend on a number of factors, including matters outside Origin's control, such as commodity prices, market conditions and regulatory environment
- 2) Core Retail includes LPG
- Does not include impacts from coal price cap legislation
- 4) Origin has submitted notice to AEMO to retire Eraring Power Station, potentially as early as August 2025. Origin will continue to assess the market over time, and this will help inform any final decisions on the timing for closure of all four units

# Purpose led organisation

# **Getting energy right**



#### **Our Customers**

- ✓ Positive strategic NPS¹ of +1
- APLNG remains a major supplier to east coast domestic market
- Continued to support our Power On hardship customers and acted to limit the impact of price increases on customers
- 96% of Mass Market customer accounts migrated to Kraken
- ✓ VPP grew to 449 MW from 258 MW at June 2022



#### **Our Communities**

- Regional procurement 18% of our total procurement spend
- \$13 million spent with Indigenous suppliers
- >3,700 hours of employee volunteering
- >\$1 million contributed by the Origin Energy Foundation
- Progressed Eraring community investment and engagement strategies



#### **Our Planet**

- Climate Transition Action Plan received 94.5% shareholder support
- New emissions reduction target and net zero ambition consistent with goals of Paris Agreement<sup>2</sup>
- √ 37 MW residential and business solar installations
- ✓ Flaring emissions down 37% from HY2022
- Launched a number of new electric vehicle products



#### **Our People**

- TRIFR down to 3.6¹ from 4.0 at June 2022
- Female Senior Leaders up from 40.8% to 44.1%
- Continuing to support our people at Eraring – 96 per cent of employees have Individual Support Plans in place
- Awarded gold for 'Best Pro-Bono/Workplace Volunteering<sup>3</sup>

1) 12 month rolling average as at December 2022, commissioned research by third party

2) Pursuant to the methodology outlined in the Climate Transition Action Plan

At the Workplace Giving Excellence Awards.

## Policies must support investment and a sustainable transition

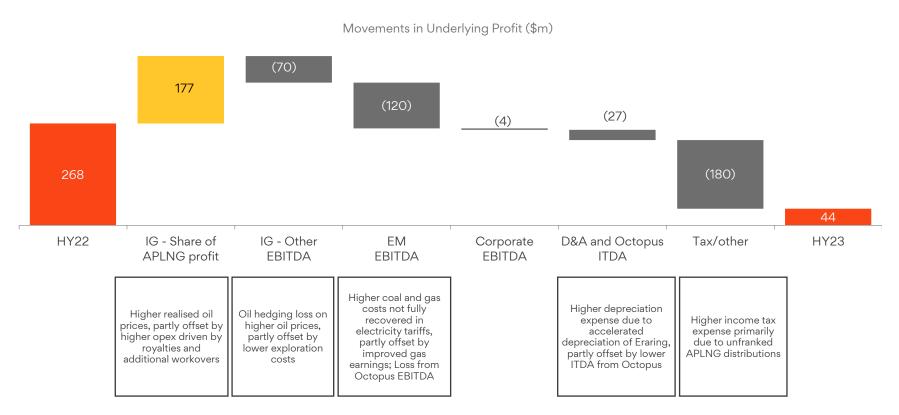
- Substantial investment is required to underpin the new energy system
  - Investors require stable policy and adequate returns reflecting the risk profile
- Investment in new gas supply is urgently needed
  - Government and regulatory interventions create uncertainty
- Capacity Mechanism is critically important
  - Further work required to ensure orderly transition from coal and investment in gas fired generation
- We support bill relief for customers most in need and are playing our part

# **Financial Review**

Lawrie Tremaine, CFO



# Underlying Profit down \$224 million to \$44 million driven by lower Energy Markets' earnings and increased tax expense



# Volatile markets materially impacting financial results

Item	Impact		
Energy Markets' Electricity Gross Profit	<ul> <li>Under recovery of high wholesale prices in customer tariffs. Cost recovery via tariffs accelerating through to FY2O24</li> </ul>	<b>→</b>	Reduced HY2023 Electricity gross profit
Working Capital	<ul> <li>High June 2022 net creditors related to short pool position unwound in H1 FY2023</li> <li>Coal inventory built at high prices, following delivery constraints in FY2022</li> </ul>	<b>&gt;</b>	Higher working capital, lower Free Cash Flow
Derivatives	<ul> <li>High June 2022 derivatives partially settled (charged to earnings) and revalued lower</li> <li>Continued inflated collateral movements</li> </ul>	<b>&gt;</b>	Lower net assets
Octopus Energy	<ul> <li>Tariff reset mechanism under-recovered high wholesale prices</li> <li>UK regulator moved to more frequent customer tariff reset mechanism, recovery expected in H2 FY2023</li> </ul>		Reduced HY2023 EBITDA

# Cash flow expected to improve in second half

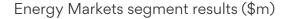
(\$m)	HY23	HY22	Change
Underlying EBITDA, adjusted for non-cash items	35	154	(119)
Change in working capital, excluding futures exchange collateral	(757)	(269)	(488)
Futures exchange collateral	196	102	94
Tax/other	(260)	(66)	(194)
Cash from operating activities	(786)	(79)	(707)
Cash distributions from APLNG	783	555	228
Capital expenditure	(269)	(215)	(54)
Acquisitions/disposals	(103)	(261)	158
Net interest paid	(54)	(112)	58
Free Cash Flow	(429)	(112)	(317)
Major growth (Octopus/Kraken)	186	297	(111)
LNG cargo adjustment	-	150	(150)
Futures exchange collateral	(196)	(102)	(94)
Adjusted Free Cash Flow	(439)	233	(672)

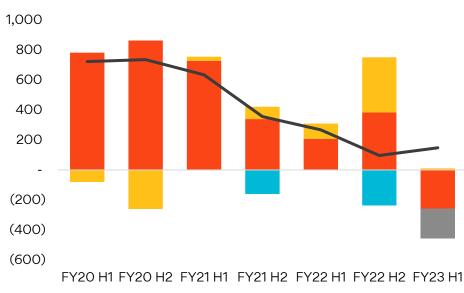
- Lower earnings from Energy Markets (\$120 million)
- Oil hedge and LNG trading losses on higher commodities prices (\$84 million)
- Energy Markets impacts from the extreme wholesale price environment in June 2022:
  - Unwind of higher priced net payables on wholesale energy from short to pool position
  - Build up of the Eraring coal stockpile
  - Higher customer tariffs impacting outstanding receivables
- Higher tax payments associated with APLNG partial divestment and unfranked dividends (\$130 million)

#### Outlook

Expect improvement in Free Cash Flow in second half of FY2023 driven by higher Energy Markets earnings and continued strong distributions from APLNG partly offset by ~\$200 million LGC shortfall charge

# Energy Markets cash conversion - FY22 H2 benefits largely unwound





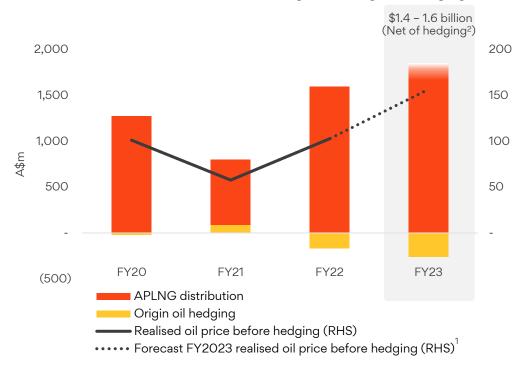
- Adjusted Operating Cashflow<sup>1</sup> LGC shortfall charge<sup>2</sup> Futures Collateral Coal stockpile build up -EBITDA

- H2 FY2022 Energy Markets operating cashflow benefited from high wholesale prices leading to a significant increase in net creditors (lower net working capital)
- In H1 FY2023, this position moved towards more normal levels, as wholesale prices abated
- ~\$200 million invested in Eraring stockpile this half
- Value accretive LGC short surrender strategy results in shortfall charge in 2021 - 2023. A net amount of ~\$420 million is expected to be refunded over 2024-2026
- Earnings and cashflow are expected to improve in H2 FY2023

Adjusted Operating Cashflow represents reported Energy Markets operating cashflow, excluding the impact of Futures Collateral, LGC shortfall charge and Eraring stockpile replenishment in H1 FY23 Refer to Appendix slides 43 and 44

# Strong APLNG half year cash distribution

#### APLNG estimated distribution to Origin and Origin oil hedging



- Strong operating cash flow of \$3.9 billion after \$0.4 billion Queensland royalties
- APLNG distributed \$783 million cash to Origin by way of unfranked dividends in HY2023
- HY2023 Realised oil price was US\$109/bbl (A\$163/bbl)
- APLNG repaid US\$258 million (A\$399 million) of project finance debt
- APLNG held \$1,840 million of cash at 31 December 2022
- \$1.4 to \$1.6 billion<sup>1</sup> distributions in the form of unfranked dividends estimated to Origin in FY2023, net of Origin oil hedging

- 1) Assuming realised JCC oil price of US\$105/bbl before hedging and an average AUD/USD rate of 0.67 and all APLNG debt serviceability tests are met
- 2) Origin hedge losses including premium expense estimated to be \$283 million based on forward price as at 30 January 2023.

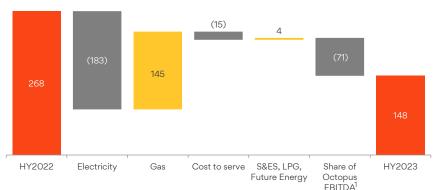
# Dividend and capital management

#### Interim FY2023 dividend of 16.5 cps, fully franked

- Consistent with prior period, and considers the improved second half FY2023 outlook for the business
- Further capital management initiatives will be considered by the Board during FY2023 and beyond, taking into account franking balances, business conditions, growth opportunities, and the status of the Brookfield/EIG non-binding, indicative offer

# Energy Markets Underlying EBITDA impacted by under recovery of wholesale costs in customer tariffs





	HY2023	HY2022	Change
Underlying EBITDA (\$m)	148	268	(120)
Electricity			
Volumes sold (TWh)	18.1	17.1	1.0
Gross profit (\$m)	39	222	(183)
Gross Profit (\$/MWh)	2.1	13.0	(10.8)
Gas			
External volumes sold (PJ)	108.4	96.3	12.2
Gross profit (\$m)	393	248	145
Gross Profit (\$/GJ)	3.6	2.6	1.0

#### Electricity gross profit down \$183 million to \$39 million

- Margin impacts (-\$184 million):
  - Higher wholesale prices flowing into customer tariffs (+\$350 million)
  - Increased coal and gas costs (-\$341 million), and higher procurement costs (-\$193 million) due to higher net unit pool costs and market contracts' cost
- Higher business volumes due to net customer wins, minimal margin impact

#### Gas gross profit up \$145 million to \$393 million

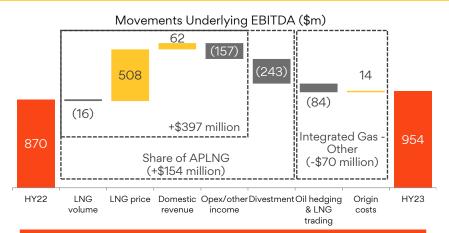
- Margin impact (+\$113 million):
  - Customer tariffs repricing (+\$199 million), reflecting the recovery of higher costs
  - Higher procurement costs (-\$102 million)
  - Net benefit from oil and JKM price movements (+\$16 million)
- Higher business volumes due to net customer wins (+\$32 million)

**Cost to serve** up \$15 million, primarily driven by higher payroll related on-costs and higher bad and doubtful debt expense due to higher bill sizes

**Octopus** earnings impacted by higher cost of energy due to extreme UK market volatility, recovery expected in H2 FY2O23, with regulator allowing quarterly tariffs reset (previously semi-annually) to assist retailers recovering costs faster

<sup>1)</sup> Following CPPIB's investment in Octopus Energy during December 2021, Origin accounted for its interest in Octopus Energy at 18.7 per cent from December 2021 until July 2022, then 20 per cent from August 2022 when an additional \$163 million (£94 million) was invested to restore its 20 per cent interest

# Integrated Gas Underlying EBITDA up 10% on higher export LNG prices



	HY2023	HY2022	Change
Share of APLNG <sup>1</sup> (\$m)	1,193	1,039	154
Integrated Gas - Other (\$m)	(239)	(169)	(70)
Underlying EBITDA (\$m)	954	870	84
APLNG 100%			
Sales volumes (PJ)			
Domestic Gas	84	95	(11)
LNG Realised price (A\$/GJ)	238	242	(4)

#### 1) Origin's interest is 27.5 per cent. Prior to 8 December 2021 it was 37.5 per cent

# Share of APLNG EBITDA up \$397 million, excluding the impact of the sell down:

- Higher realised oil prices of US\$109/bbl (A\$163/bbl) vs US\$68/bbl (A\$93/bbl) in HY2022
- Higher opex reflecting higher royalties on higher revenue, cyclical maintenance spend and gas purchases
- 10% APLNG ownership sale reduced EBITDA by \$243 million compared to maintaining a 37.5 per cent stake up to December 2021

# Integrated Gas – Other costs increased \$70 million to net loss of \$239 million:

- Commodity hedging and trading: \$180 million net loss mainly due to higher oil prices, compared to a \$96 million loss in HY2022
- Origin costs \$14 million lower primarily driven by lower exploration costs

LNG

Domestic Gas

10.14

21.42

6.61

13.67

3.53

7.75

# **Operational Review**

Frank Calabria, CEO



# **Energy Markets**



# Electricity margin supressed over last 18 months but outlook improving

#### FY2022

- Low customer tariffs reflecting record low wholesale prices during FY2021 due to COVID
- Coal supply disruption, coupled with unprecedented market conditions in Q4 FY2022, resulted in exposure to high prices
- · Responded by increasing gas generation output

#### **HY2023**

- · Increased customer tariffs, but still not allowing for full cost recovery
- Improved coal deliveries reduced exposure to high prices
- Market conditions eased in Q2 FY2023

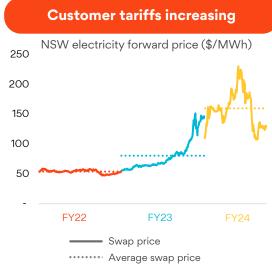
#### Improved outlook

- Lower spot prices as a result of mild summer and temporary price caps<sup>1</sup>
- Customer tariffs expected to increase in FY2024 to recover higher costs incurred
- Impact of coal price cap still being worked through

## Electricity margin impacted by higher cost of energy under recovered in tariffs

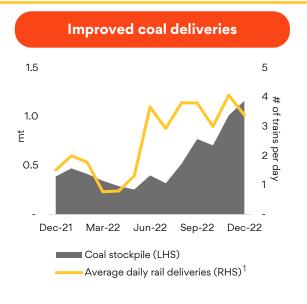


- Negative margin in the half at Eraring high coal costs not recovered in tariffs
- Eraring expected to move to a positive contribution on tariff reset



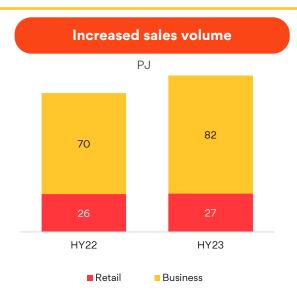
Source: AEMO/Bloomberg as at 10 February 2023

- Rising energy costs partially priced in FY2023 tariffs
- Expecting uplift in FY2024 tariffs due to high prices from April to December 2022, albeit forward prices fell in response to gas and coal price cap



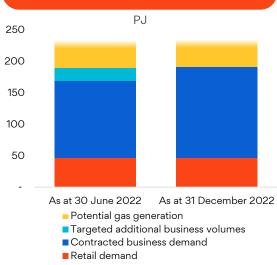
- Coal deliveries improved over HY2023
- Stockpile increased to over ~1 million tonnes
- Lower purchases from elevated electricity spot market

# Stronger gas outlook with cost of supply largely locked in and tariffs repricing

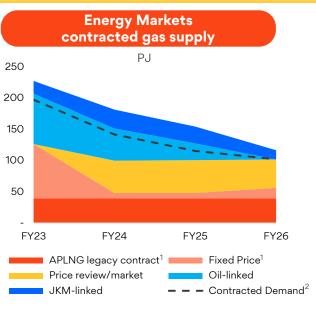


- Higher gas sales volumes from net business customer wins
- Higher gross profit from business and retail customer tariffs repricing, reflecting the recovery of higher wholesale costs



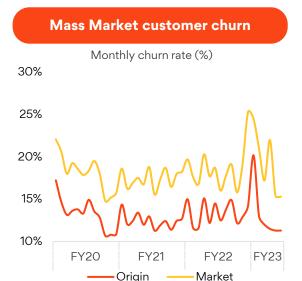


- HY2023 contracting activity reduces price exposure
- No material impact in FY2023 of the \$12/GJ price cap, as sales and purchases were largely contracted before its introduction



- FY2023 and FY2024 JKM exposure fully hedged
- Portfolio strength underpinned by fixed price<sup>1</sup> supply contracts and transport flexibility. Next price review on 1 July 2023
- Subject to CPI adjustments
- Excluding gas to generation

## Retail market environment and value management

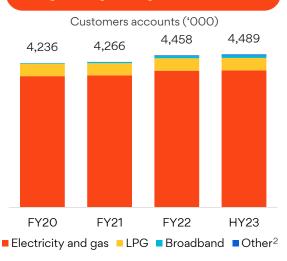






 4 Retailer of Last Resort (ROLR) events<sup>1</sup> since June 2022. A total of 7 since May 2022 when challenging market conditions presented





- Leading multi-product retailer with a large and growing customer base
- Simple, flexible product offerings
- Rated 4.7 stars on TrustPilot with more 5 star reviews than any other Tier 1 or Tier 2 energy retailer in Australia

customers seek secure and reliable providers

Elevated market churn in June 2022 with

customers seeking new offers as retailers

communicated new tariffs. Market churn

Origin churn largely flat since August as

remained high across HY2023

Power Club, Mojo Power East, Social Energy and Elysian Energy
 Largely relates to Origin Home Assist customers

## Scale up growth opportunities

#### **Community Energy Services**

# Gross Profit (\$m) 70 42 40 44 H1 H2 H1 H2 H1 FY21 FY22 FY23

- Community Energy Services achieved 413k customer accounts, with a full year contribution of earnings in FY2023 from WINconnect
- Strong contracted growth profile with low churn

#### Broadband





 Broadband customer accounts grew to 74k and named as Australia's best-rated NBN provider of 2022 by Canstar Blue

#### **Origin Loop (VPP)**



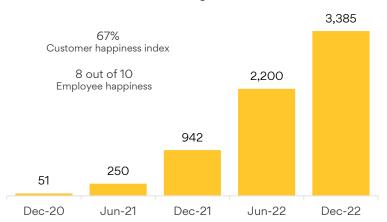


- Origin Loop (our in-house VPP) increased to 449 MW connected assets, including 94 MW added for large business customers
- Spike (demand response) grew to 85k customers

## Retail X migration near completion



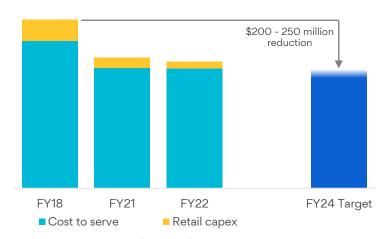
Customer accounts migrated to Kraken ('000)



- 96% of Mass Market customer accounts migrated to Kraken as at 31 December 2022, with completion expected by the end of March 2023
- Currently in the final, most complex stage of the migration
- Customer happiness index performing well with operational staff gaining confidence under the new operating model

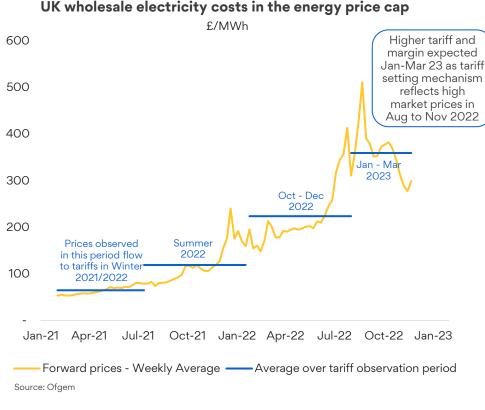
#### Low cost operator

Cash cost savings (\$m)



- Continue to target \$200 \$250 million cash cost savings from FY2018 baseline by FY2024, \$170 million cash cost savings achieved as at FY2022
- Expect higher cost to serve in FY2023, with further savings related to the adoption of the Kraken platform and operating model expected in FY2024

# Octopus' earnings recovery expected in H2 FY2023



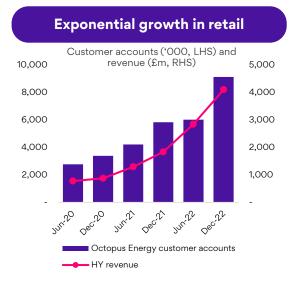
#### H1 earnings lower:

- Customer tariffs reset mechanism under-recovered wholesale prices, with customers switching products following introduction of Energy Price Guarantee
- Unseasonal weather patterns and changing customer behaviour reduced customer usage, resulting in a long energy position particularly in October, which Octopus sold to spot market at a loss

#### H2 outlook improved:

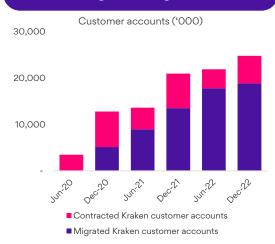
- UK regulator moved to more frequent, quarterly customer tariff reset mechanism to assist recovery
- Bulb acquisition was completed in December 2022 with earnings contribution expected in H2 FY2023

## Octopus - leading UK energy retailer with a global enterprise software business



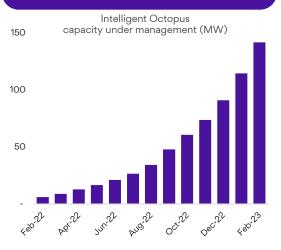
- Following acquisition of Bulb, now the 2<sup>nd</sup> largest energy retailer in UK by customer accounts with a cost to serve advantage
- Ability to grow margin as UK customer growth strategy completed
- Maintained 4.8 Trustpilot rating and awarded the prestigious Which? Energy Supplier of the Year for 6<sup>th</sup> consecutive year

#### Growing licensing business



- Strong global sales pipeline to achieve the 100 million licensed customer account ambition
- Expanding into new utilities, such as water and broadband

#### **Developing integrated offering**

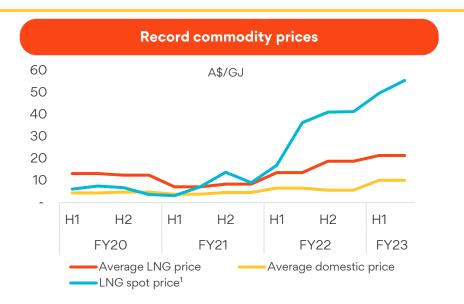


- Kraken Flex over 4.6 GW of assets contracted, with 1.2 GW already online<sup>1</sup>
- Intelligent Octopus over 140 MW of flexible EV battery capacity under management
- Octopus Electric Vehicles one of the largest specialist EV leasing businesses in UK
  - 1) As at 1 February 2023

# Integrated Gas



# Record high commodity prices sustain high revenue

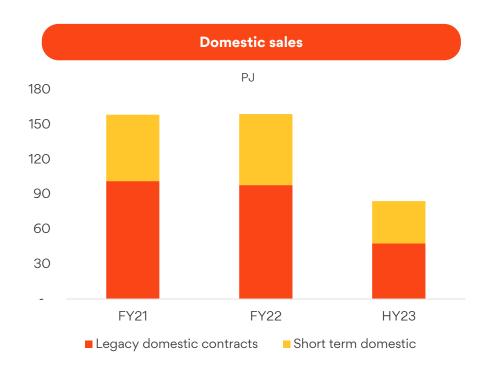




- LNG production averaged 105%<sup>2</sup> of downstream nameplate capacity
- Three spot cargoes delivered in H1 FY2023 capturing high commodity prices
- Higher revenue primarily driven by higher oil prices on export contracts

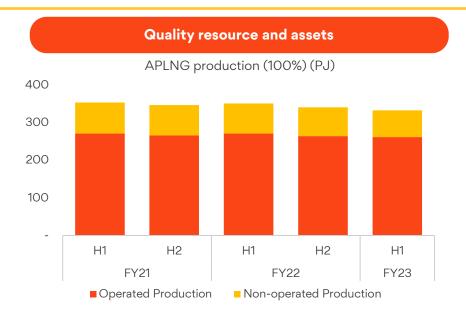
<sup>2)</sup> Adjusting for planned maintenance period during August 2022

### APLNG is a major supplier to the east coast domestic market



- Of the three LNG projects, APLNG is the largest net supplier to the domestic market and has supplied over 1,400 PJ of gas since the project was sanctioned
- Gas is supplied at average prices well below those paid by international customers
- APLNG paid ~\$800 million in royalties to the Queensland government over the past 12 months

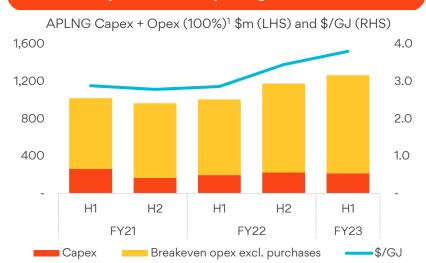
## APLNG production resilient but impacted by prolonged wet weather period





- Cumulative wet weather impacts and unplanned non-operated outage
- Upstream planned cyclical maintenance at gas processing facilities commenced early FY2023, impacting both production and costs

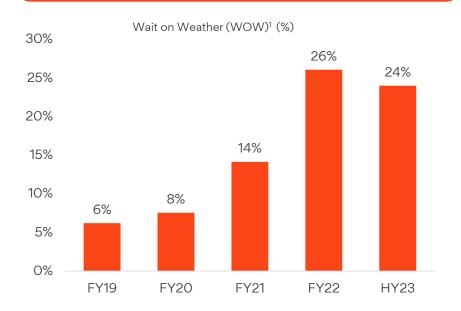
#### Cyclical costs impacting cost base



- Higher operating costs driven by:
  - Increased workover activity as workovers are prioritised over new drilling
  - Higher power costs

# Production recovery underway

#### H1 FY2023 production impacted by three-year La Niña cycle



1) Wait on Weather (WOW) is the percentage of time a workover rig is stood-down for wet weather on average for that period of time.

#### Wet weather impacts

- Delays to workovers and drilling, and lower rig utilisation
- Restricted site access for brownfields project execution and well optimisation
- FY2023 production now expected to be 660 680 PJ

#### Production recovery plan underway

- Number of online wells to increase with additional well commissioning, workover activity ramping up and improved field access
- Talinga Condabri North Pipeline ramped to full capacity in December 2022, and Orana South Loop Line is expected to come online in H2 FY2023 providing greater operational flexibility
- Recent drier weather saw Wait on Weather reduce in November and December 2022

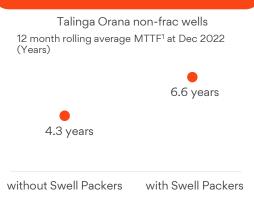
## Continued focus on operational improvements

### **Production Optimisation**

Reedy Creek well package Well bottomhole pressure Gas production per well (GJ/day) (kpag) 900 3,000 800 2.500 700 2,000 600 1.500 500 1.000 Aug Sep Oct Nov Dec

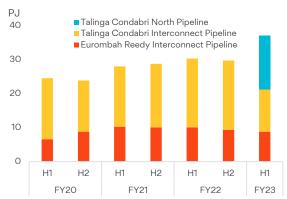
- Targeting lower well pressures to improve gas flow rates
- Further opportunity via increased wells online following ramp up in workover activity
- Optimising pump speeds and gathering network to achieve optimum flow rates

#### **Improving Mean Time to Failure**



- Program to increase Mean Time to Failure – reducing cost and improving production
- New well completions and pump design demonstrating higher reliability
- Successful strategy to deploy swell packers<sup>2</sup> to improve well reliability
- ) Mean Time to Failure (MTTF) represents the length of time the well lift system has operated before having a failure
- 2) A swell packer is an isolation device which limits the introduction of solids from non-producing zones into the flow stream

#### Network infrastructure investment



- Infrastructure enabling greater operational flexibility and low-cost production acceleration
  - TCNP ramped to full capacity by December 2022
  - Condabri, Talinga and Orana field achieved highest-ever daily production (783 TJ/d on 20<sup>th</sup> December)
  - Supported by strong performance from new areas (Murrungama)
  - Orana South Loop Line to be online in H2 FY2023

## Strategic review of Non-APLNG exploration assets

Conducted a strategic review of all remaining non-APLNG exploration permits with a view to exiting those permits over time. Enables greater flexibility to allocate capital towards growing cleaner energy and new customer solutions, and supporting delivery of reliable energy through the transition.

#### **Beetaloo**

- The sale of Beetaloo was completed in November 2022
- Received upfront consideration of \$60 million and a royalty agreement covering future production over the life of field was executed

## Canning

- Agreements have been executed with Buru Energy Limited to exit Origin's interest in Canning Basin
- This transaction is expected to settle in the second half FY2023

## Cooper-Eromanga

 Origin will transfer its interest in five permits back to Bridgeport, the remaining 12 permits remain under review

# Outlook

Frank Calabria, CEO



## Guidance - Energy Markets

The following guidance is consistent with prior guidance, and is provided on the basis that market conditions and the regulatory environment do not materially change

#### FY2023

- Since providing guidance in January 2023, operating and trading performance, including at Octopus Energy, has continued to improve with Energy Markets' underlying earnings now expected to be towards the higher end of the guidance range
- Energy Markets' EBITDA is expected to be \$600 730 million, excluding the potential impact of the introduction of the legislated coal price cap
- The guidance reflects expected higher gas and electricity gross profit due to good operating and trading performance, as well as improved coal delivery under legacy contracts and earnings recovery from Octopus Energy
- Cash flow expected to improve in second half of FY2023 driven by higher earnings partly offset by ~\$200 million LGC shortfall charge
- No material impact is expected on FY2023 earnings as a result of the introduction of the \$12/GJ cap on uncontracted gas
- The FY2023 Energy Markets' return on capital employed is expected to be less than 4 per cent at the top end of the above guidance range, well below the company's estimated cost of capital

#### FY2024

- We anticipate further earnings growth in FY2024 driven by customer tariffs raising to reflect wholesale energy costs, earnings growth from Octopus Energy and cash cost savings associated with the Retail transformation program
  - Assumes current forward energy prices are maintained and priced into customer tariffs
  - Subject to coal contracting risk and ~50PJ gas price review outcome
  - Excluding the potential impact of the introduction of the legislated coal price cap
  - Return on capital employed is calculated as Adjusted EBIT / Average Capital Employed

## FY2023 Guidance - Integrated Gas

The following guidance is provided on the basis that market conditions and the regulatory environment do not materially change

Integrated Gas - APLNG 100%		FY22	FY23 guidance
Production	PJ	693	660 - 680
Capex and opex, excluding purchases <sup>1</sup>	A\$b	2.2	2.5 - 2.7
Unit capex + opex, excluding purchases <sup>1</sup>	A\$/GJ	3.2	3.7 - 4.1

- Production guidance of 660 680 PJ, reflecting the cumulative impact of the La Niña weather event restricting site access
- Capex and opex guidance of \$2.5 \$2.7 billion, higher than FY2O22 reflecting commencement of a multi-year upstream gas processing plants maintenance program, increased well workover, higher power costs and drilling program
- Approximately 97 per cent<sup>2</sup> of Origin's 17 MMboe share of APLNG's FY2023 JCC oil price exposure has been priced at US\$105/bbl before hedging, based on the long-term LNG contract lags
- Based on forward market prices<sup>2</sup> we estimate losses in FY2023 on oil hedging and hedging premium expense of \$283 million
- \$1.4 to \$1.6 billion<sup>4</sup> distributions estimated to Origin in FY2023, net of Origin oil hedging.

LNG Trading Guidance <sup>3</sup>		Guidance
FY2023 - FY2024	A\$m	40 - 80
FY2025 - FY2026	A\$m	450 - 650

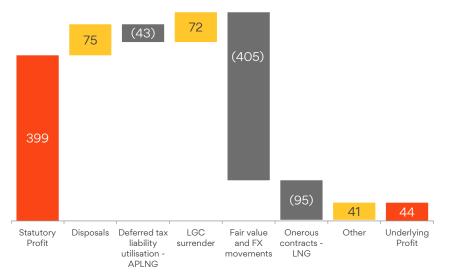
- Opex excludes purchases and reflects royalties at the breakeven oil price
- As at 30 January 2023
- LNG trading result subject to market prices on unhedged volumes, operational performance and delivery risk of physical cargoes, and shipping and regasification costs
- Assuming realised JCC oil price of US\$105/bbl before hedging and an average AUD/USD rate of 0.67 and all APLNG debt serviceability tests are met

# Appendix



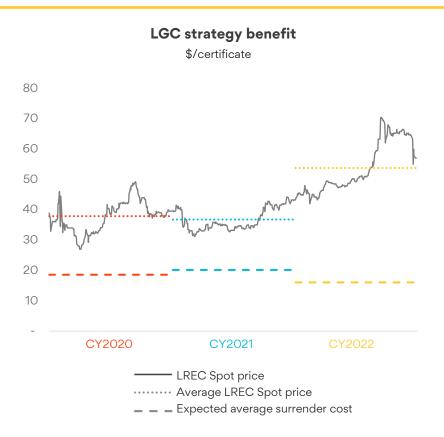
## Items excluded from Underlying Profit

Reconciliation from Statutory to Underlying Profit (\$m)



- \$75 million relating to loss on disposal of interests in the Beetaloo Basin
- \$43 million non-cash utilisation of recognised deferred tax liability for dividends paid out of APLNG's retained earnings
- \$72 million relating to a decision to defer the surrender of large-scale generation certificates (LGCs) - discussed on slide 43 and 44
- \$405 million gain in fair value / FX changes in financial instruments valuation
- \$95 million non-cash benefit relating to LNG onerous contracts
- Other items are discussed in section 3.1 of the Operating and Financial Review

## Large-scale Generation Certificates strategy – refund of shortfall charge



- Over FY2021 to FY2023, we deferred the surrender of ~9 million certificates, incurring a shortfall charge of \$65/certificate or \$587 million in total
- This shortfall charge was included in Statutory profit
- The estimated future cost of the certificates was recorded in Underlying profit for each of FY2021, FY2022 and FY2023
- We estimate this strategy resulted in a benefit of \$218 million over FY2021 to FY2023, with expected future position materially closed out
- Over FY2024 to FY2026 we will receive a cash refund of the shortfall charge paid less the actual cost of the certificates
- Net cash refund of \$421 million over FY2024 to FY2026
  - FY2024 **\$114** million
  - FY2025 **\$163** million
  - FY2026 \$144 million
- The refund will be reflected in Statutory profit
- The gross refund of \$587 million is non-assessable for tax to align with the shortfall charge non-deductible treatment

## Large-scale Generation Certificates (LGC) strategy

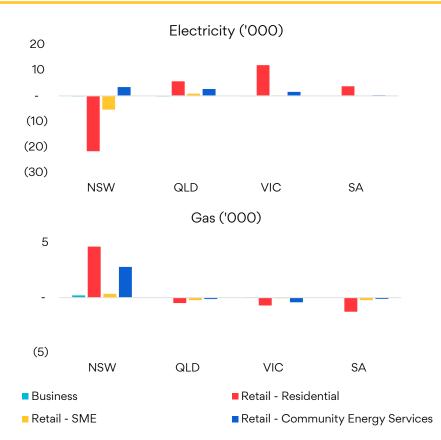
Impact a	cross various financial years (\$m)	Statutory Profit	Shortfall charge/(refund)	CY2020	Statutory Profit CY2021 surrender cost	CY2022 surrender cost	Underlying Profit
FY2021	CY2020 and CY2021 certificates shortfall  Shortfall charge (~4.1 million certificates x \$65)*  Expected surrender cost (~2.5 million CY2020 certificates x \$19)  Expected surrender cost (~1.6 million CY2021 certificates x \$12)	(262)	262	(46)	(18)		(64)
FY2022	Reassessment of FY2021 impact, remaining CY2021 certificates shortfall and CY2022 certificates shortfall Shortfall charge (~3.5 million certificates x \$65)*  Expected surrender cost (~3.6 million CY2021 certificates x \$15)  Expected surrender cost (~1.4 million CY2022 certificates x \$14)	(225)	225		(54)	(20)	(74)
FY2023	Remaining CY2022 certificates shortfall Shortfall charge accrued (~1.5 million certificates x \$65)* Expected surrender cost (~1.5 million certificates x \$18)	(99)	99			(27)	(27)
FY2024	CY2020 certificates surrender Surrender (~2.5 million certificates x \$19)* Shortfall refund (~2.5 million certificates x \$65)*	114	(160)	46			-
FY2025	CY2021 certificates surrender Surrender (~3.6 million certificates x \$20)* Shortfall refund (~3.6 million certificates x \$65)*	163	(235)		72		-
FY2026	CY2022 certificates surrender and shortfall refund Surrender (~2.9 million certificates x \$16)* Shortfall refund (~2.9 million certificates x \$65)*	144	(191)			47	-
	Total cost of ~9.0 million certificates	(166)	-	-	-		(166)

<sup>\*</sup> Recognised in Statutory Profit on an accruals basis

- Backwardation of forward curve provides opportunity to reduce LGC procurement costs by deferring surrender refundable shortfall charge of \$65/certificate if surrendered within 3 years
- Deferred surrender of ~2.5 million CY2020 certificates, ~3.6 million CY2021 certificates and ~ 2.9 million CY2022 certificates
- Weighted average future cost of certificates recognised in Underlying Profit based on current forward prices and purchases to date
- LGC price embedded in FY2023 retail tariff reflects forward prices over the past one to three years
- Shortfall refund of \$65/certificate non-assessable for tax to align with the non-deductible treatment of the shortfall charge
- **\$421 million net refund** (shortfall refund less surrender cost) over FY2024 to FY2026

## Customer account movements

Customer accounts as at ('000)	31 December 2022	30 June 2022	Change
Electricity	2,736	2,733	3
Business	30	31	(1)
Retail - Residential	2,242	2,243	(O)
Retail – SME	287	291	(4)
Retail - Community Energy Services	176	168	8
Gas	1,282	1,277	4
Business	1	1	Ο
Retail - Residential	962	960	2
Retail – SME	81	81	(O)
Retail - Community Energy Services	237	235	2
Broadband	74	61	14
LPG	368	368	Ο
Other <sup>1</sup>	29	20	9
Total customer accounts	4,489	4,458	30



Largely relates to Origin Home Assist customers

## Origin Zero - Partnering with large business to achieve their sustainable energy goals



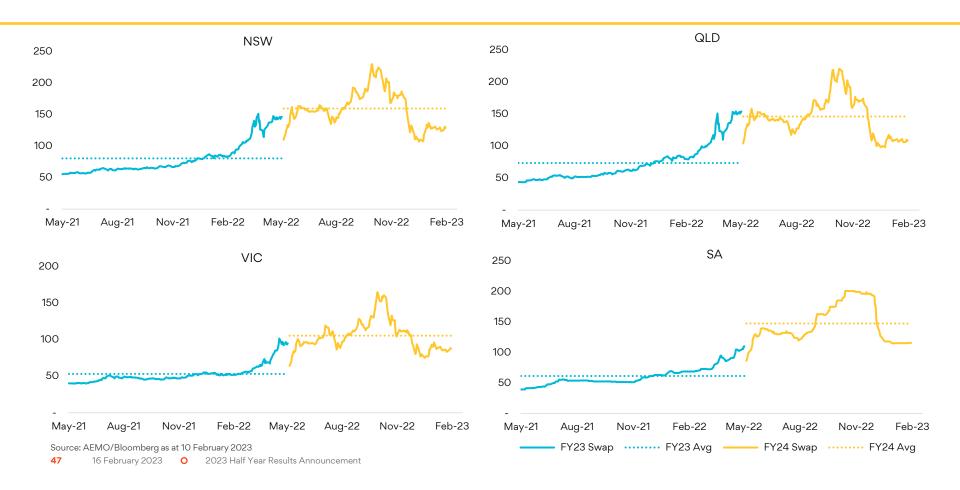
#### Supporting large business customers through a challenging commodity market

- C&I gas volume up 3.2 PJ from HY2022
- C&I elec volume up 1.0 TWh from HY2022
- NPS up 17% year on year
- Customer Satisfaction (CSAT) stable year on year despite challenging environment

#### Early momentum in low carbon services

- Launched several new EV products with strong early demand
- 94 MW added to VPP for large business customers
- Growing the number of large business customers engaging in non-commodity products

## Electricity forward price by State (A\$/MWh)



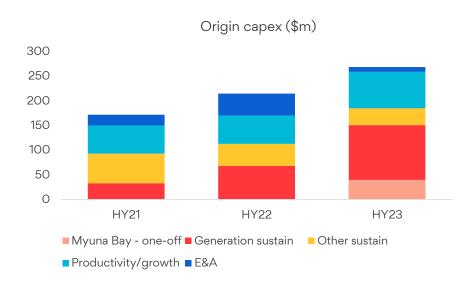
## Energy Markets segment revenue reconciliation

The table below reconciles the difference between segment revenue and customer revenue disclosed in the Electricity, Natural Gas, LPG and Solar & Energy Services tables.

	HY23	HY22	Change	Change
	(\$m)	(\$m)	(\$m)	(%)
Energy Markets segment revenue	8,000	6,086	1,914	31%
Less pool and other revenue:				
Internal generation	(1,592)	(702)	(890)	127%
Renewable PPAs <sup>1</sup>	(12)	(4)	(8)	199%
Other PPAs <sup>1</sup>	(9)	-	(9)	n/m
Pool revenue	(1,612)	(706)	(906)	128%
Other <sup>2</sup>	(25)	(29)	4	(13%)
Total customer revenue	6,362	5,350	1,012	19%

Gross settled PPAs only. Net settled Renewable PPAs for HY2023 amount to \$130 million (HY2022: \$41 million) and are presented in cost of sales on a net basis. There were no net settled Other PPAs Other includes ancillary services, and reclassifications between segment revenue and other accounts in order to present a management view of customer revenue

## Capex



	HY23	HY22	Change
Capex	269	215	(54)
Investments	178	267	89

#### **HY23 Capex**

- Managing sustaining capex on key assets: one-off costs associated with the Myuna Bay Recreation Centre (\$40 million), and Ash Dam at Eraring; along with other maintenance activities across the fleet
- Other sustaining capital: LPG, CES and other assets
- Productivity/growth: Octopus Energy licensing,
   Kraken implementation costs, Eraring Battery and CES
- Exploration and appraisal: primarily Beetaloo prior to divestment

#### **HY23 Investments**

- Investing in growth and executing on our strategy:
  - Octopus Energy (\$163 million)
  - Yanco Solar Farm (\$6 million)

# Segment summary

	Energy N	Energy Markets		Integrated Gas		Integrated		Corporate		al
(\$m)			- Share of	APLNG	Gas - C	Other				
	HY23	HY22	HY23	HY22	HY23	HY22	HY23	HY22	HY23	HY22
Underlying EBITDA	148	268	1,193	1,039	(239)	(169)	(43)	(39)	1,059	1,099
Underlying EBIT	(107)	38	642	465	(249)	(181)	(43)	(34)	243	288
Underlying Profit/(Loss)	(107)	38	642	465	(249)	(144)	(242)	(91)	44	268
Operating cash flow	(445)	310	-	-	(139)	(333)	(202)	(56)	(786)	(79)
Investing cash flow	(428)	(424)	-	-	841	506	22	(3)	435	79
Interest paid	-	-	-	-	-	-	(78)	(112)	(78)	(112)
Free Cash Flow including major growth	(873)	(114)	-	-	702	173	(258)	(171)	(429)	(112)
Exclude major growth spend	186	297	-	-	-	-	-	-	186	297
Remove LNG Cargo impacts	-	-	-	-	-	150	-	-	-	150
Remove impact of Futures Exchange Collateral	(11)	(102)	-	-	(185)	-	-	-	(196)	(102)
Adjusted Free Cash Flow	(698)	81	-	-	517	323	(258)	(171)	(439)	233

# Underlying ROCE - 12 month rolling

As at	31 December 2022	30 June 2022	Change	Change
	(\$m)	(\$m)	(\$m)	(%)
Capital Employed				
Net Assets	8,679	10,022	(1,343)	(13%)
Adjusted Net Debt	3,280	2,838	442	16%
Net derivative (assets) / liabilities	(1,198)	(2,935)	1,737	(59%)
Origin's share of APLNG net debt (project finance less cash)	1,588	1,734	(146)	(8%)
Capital employed	12,349	11,659	690	6%
Origin's Underlying EBIT	482	527	(45)	(9%)
Origin's equity share of associates interest and tax	596	596	-	-
Adjusted EBIT	1,078	1,123	(45)	(4%)
Average capital employed - continuing operations	14,802	14,766	36	0%
Underlying ROCE	7.3%	7.6%		(0.3%)
Energy Markets	(3.9%)	(1.5%)		(2.4%)
Integrated Gas	19.8%	15.2%		4.6%

# Reconciliation of Adjusted Net Debt

\$m	Issue Currency	Issue Notional	Hedged Currency	Hedged Notional	AUD \$m	AUD \$m AUD \$m	
					Dec-22	Dec-22	Dec-22
					Interest bearing liabilities <sup>2</sup>	Debt & CCIRS F adjustments	V Adjusted net debt
AUD debt	AUD	1,276	AUD	1,276	1,261	-	1,261
USD Debt left in USD	USD	610	USD	610	899	-	899
EUR debt swapped to AUD	EUR	750	AUD	1,159	1,176	(21)	1,155
Total					3,336	(21)	3,315
Lease Liabilities					513	-	513
Total (including lease liabilitie	es)				3,849	(21)	3,828
Cash and cash equivalents less	operator cash <sup>1</sup>						(548)
Adjusted Net Debt							3,280

Excludes \$130 million cash held on behalf of APLNG as upstream operator Includes transaction costs

# Financial Instruments and fair value adjustments

			Bal	ance Sheet Imp	act	Income	e Statement Impact		
	Financial asso	et/(liability)	Inc/(dec) in	Inc/(dec) in	Total inc/(dec)	Gain/(loss) included in	Pre-tax Gain/(loss)	Post-tax Gain/(loss)	
(\$m)	31 Dec 2022	30 Jun 2022	financial instrument	other net assets	in net assets	Underlying Profit	Gain/(loss) excluded from e Underlying Profit	Underlying	
Oil and gas derivatives							Profit	Profit	
Oil and gas hedges - Integrated Gas	183	(554)	737	(262)	) 475	(287)	762	533	
Oil and gas hedges - Energy Markets	762	1,239	(477)	916	439	489	(50)	(35)	
Other commodity hedges	(3)	9	(12)	19		7	0	0	
	942	694	248	673	921	209	712	498	
Electricity derivatives									
Electricity swaps and options	388	1,831	(1,443)	2,323		458	422	295	
Power purchase agreements <sup>1</sup>	(186)	314	(500)	56		56	(500)	(350)	
Environmental derivatives	137	138	(1)	0.270	(1)	0	(1)	(1)	
FX and interest rate derivatives	339	2,283	(1,944)	2,379	435	514	(79)	(56)	
	(52)	(50)	(2)	(1)	) (3)	(1)	(2)	(1)	
Foreign exchange contracts Foreign currency debt hedges	(11)	(12)	(2)	(15)		(14)	(2)	(1)	
Interest rate swaps	(11)	(1)	1	(10,		(14)	1	1	
interest rate swaps	(63)	(63)	0			(15)	(1)	0	
Equity derivatives	(,	(/		(,	, , , , , , , , , , , , , , , , , , , ,	(,	(-/		
Share warrants	1	1	_	-	-	-	-	_	
Increase in fair value of derivatives (financial statement	nts Note A1(a))						632	442	
Other financial assets/liabilities									
Environmental certificates / surrender obligation	22	27	(5)	(386)	(391)	(406)	15	11	
Settlement Residue Distribution Agreement units	166	179	(13)	12	2 (1)	39	(40)	(28)	
Other investments	264	471	(207)	205		8	(10)	(7)	
Futures collateral	(497)	(301)	(196)	196	5 0	0	0	0	
Net gain/(loss) from financial instruments measured a	at fair value (financia	l statements No	te A1(a))				(35)	(24)	
Exchange loss on foreign denominated debt (financial							(18)	(13)	
Total Fair value and foreign exchange movements (fin		ote A1(a))					579	405	
Reconciliation of net derivative asset/(liability) to final									
Derivative assets	2 712	6 2/19							

 Derivative assets
 3,712
 6,249

 Derivative liabilities
 (2,494)
 (3,334)

 Net derivative asset/(liability)
 1,219
 2,915

## Important notices

#### Forward looking statements

This presentation contains forward looking statements, including statements of current intention, statements of opinion and predictions as to possible future events. Such statements are not statements of fact and there can be no certainty of outcome in relation to the matters to which the statements relate. These forward looking statements involve known and unknown risks, uncertainties, assumptions and other important factors that could cause the actual outcomes to be materially different from the events or results expressed or implied by such statements. Those risks, uncertainties, assumptions and other important factors are not all within the control of Origin and cannot be predicted by Origin and include changes in circumstances or events that may cause objectives to change as well as risks, circumstances and events specific to the industry, countries and markets in which Origin and its related bodies corporate, joint ventures and associated undertakings operate. They also include general economic conditions, exchange rates, interest rates, regulatory environments, competitive pressures, selling price, market demand, energy transition and impacts related to climate change and conditions in the financial markets which may cause objectives to change or may cause outcomes not to be realised. For a more complete explanation of risks relating to the achievement of Origin's strategies and plans, please refer to Origin's Operating and Financial Review in its Annual Report.

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All figures in this presentation relate to businesses of the Origin Energy Group (Origin, or the Company), being Origin Energy Limited and its controlled entities, for the reporting period ended 31 December 2021 (the period) compared with the reporting period ended 31 December 2021 (the prior corresponding period), except where otherwise stated.

Origin's Financial Statements for the reporting period ended 31 December 2022 are presented in accordance with Australian Accounting Standards. The Segment results, which are used to measure segment performance, are disclosed in note A1 of the Financial Statements and are disclosed on a basis consistent with the information provided internally to the Chief Executive Officer. Origin's Statutory Profit contains a number of items that when excluded provide a different perspective on the financial and operational performance of the business. Income Statement amounts presented on an underlying basis such as Underlying Consolidated Profit, are non-IFRS financial measures, and exclude the impact of these items consistent with the manner in which the Chief Executive Officer reviews the financial and operating performance of the business. Each underlying measure disclosed has been adjusted to remove the impact of these items on a consistent basis. A reconciliation and description of the items that contribute to the difference between Statutory Profit and Underlying Consolidated Profit is provided in the Operating and Financial Review.

This presentation also includes certain other non-IFRS financial measures. These non-IFRS financial measures are used internally by management to assess the performance of Origin's business and make decisions on allocation of resources. Further information regarding the non-IFRS financial measures and other key terms used in this presentation are included in the Operating and Financial Review Appendix. Non-IFRS measures have not been subject to audit or review.

Certain comparative amounts from the prior corresponding period have been re-presented to conform to the current period's presentation.

A reference to Australia Pacific LNG or APLNG is a reference to Australia Pacific LNG Pty Limited in which Origin holds a 27.5% shareholding. A reference to Octopus Energy or Octopus is a reference to Octopus Energy Group Limited in which Origin holds a 20% shareholding. Origin's shareholding in Australia Pacific LNG and Octopus Energy is equity accounted.

A reference to \$ is a reference to Australian dollars unless specifically marked otherwise.

All references to debt are a reference to interest bearing debt only. Individual items and totals are rounded to the nearest appropriate number or decimal. Some totals may not add due to rounding of individual components. When calculating a percentage change, a positive or negative percentage change denotes the mathematical movement in the underlying metric, rather than a positive or a detrimental impact. Measures for which the numbers change from negative to positive, or vice versa, are labelled as not applicable.

## For more information

#### **Peter Rice**

General Manager, Capital Markets

Email: <u>peter.rice@originenergy.com.au</u>

Office: +61 2 8345 5308 Mobile: +61 417 230 306

### **Lindsay Donnelly**

Group Manager, Investor Relations

Email: <u>lindsay.donnelly@originenergy.com.au</u>

Office: +61 2 8345 5502 Mobile: +61 414 697 070

originenergy.com.au