

Investor Roadshow

November 2018

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GENESIS ENERGY LIMITED

Tokyo, Hong Kong, Singapore, New York, Boston, Chicago & Los Angeles



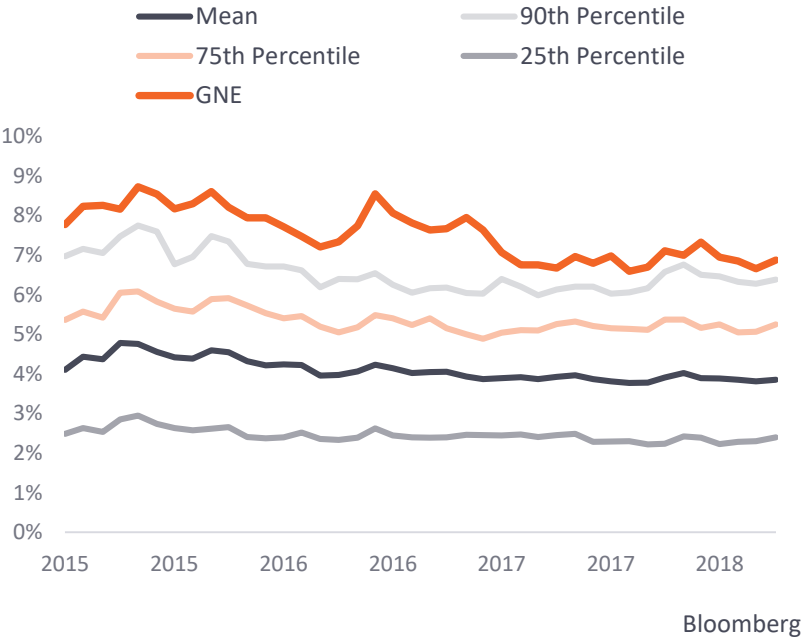
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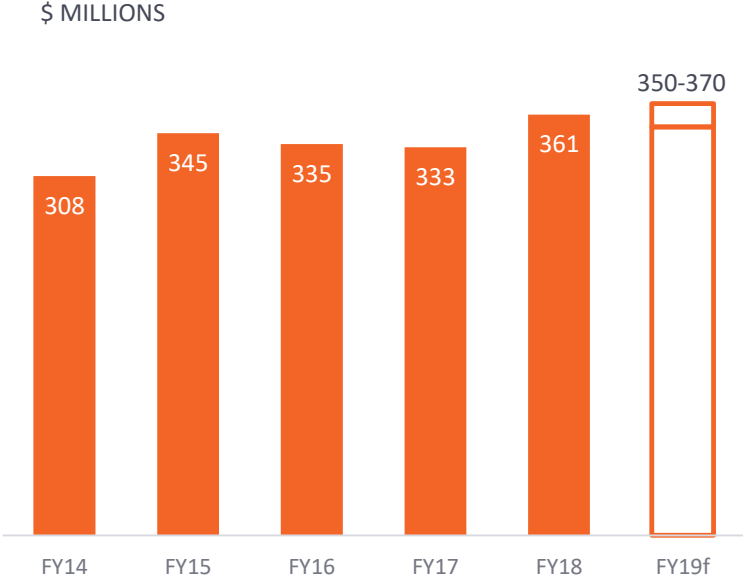
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Our investment proposition of strong yield is underpinned by growth

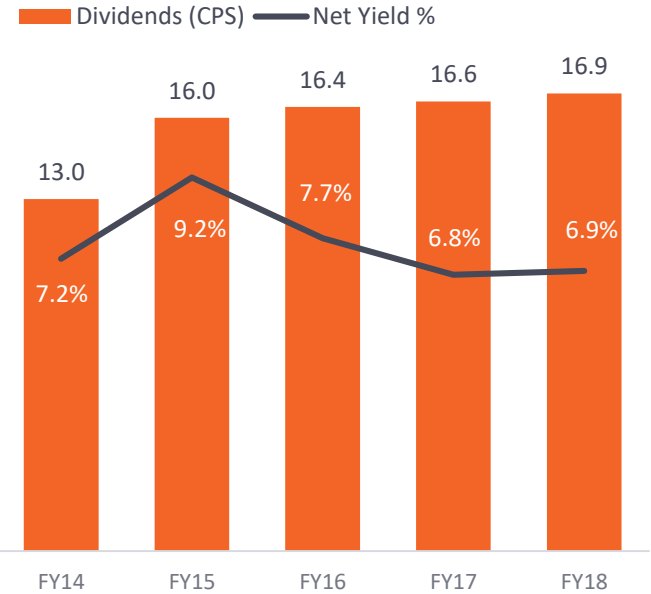
NZX 50 / ASX 100 YIELD COMPARISON



EBITDAF



DIVIDEND CENTS PER SHARE & YIELD



1. Net dividend yield based on year end closing share price as at 30 June (FY18 \$2.44)
2. FY18 full year dividend of 16.9 cps declared (up 1.8%), with 80% imputation, representing a 6.9% net yield. DRP offer remains in place with 2.5% discount



The New Zealand Market

About New Zealand

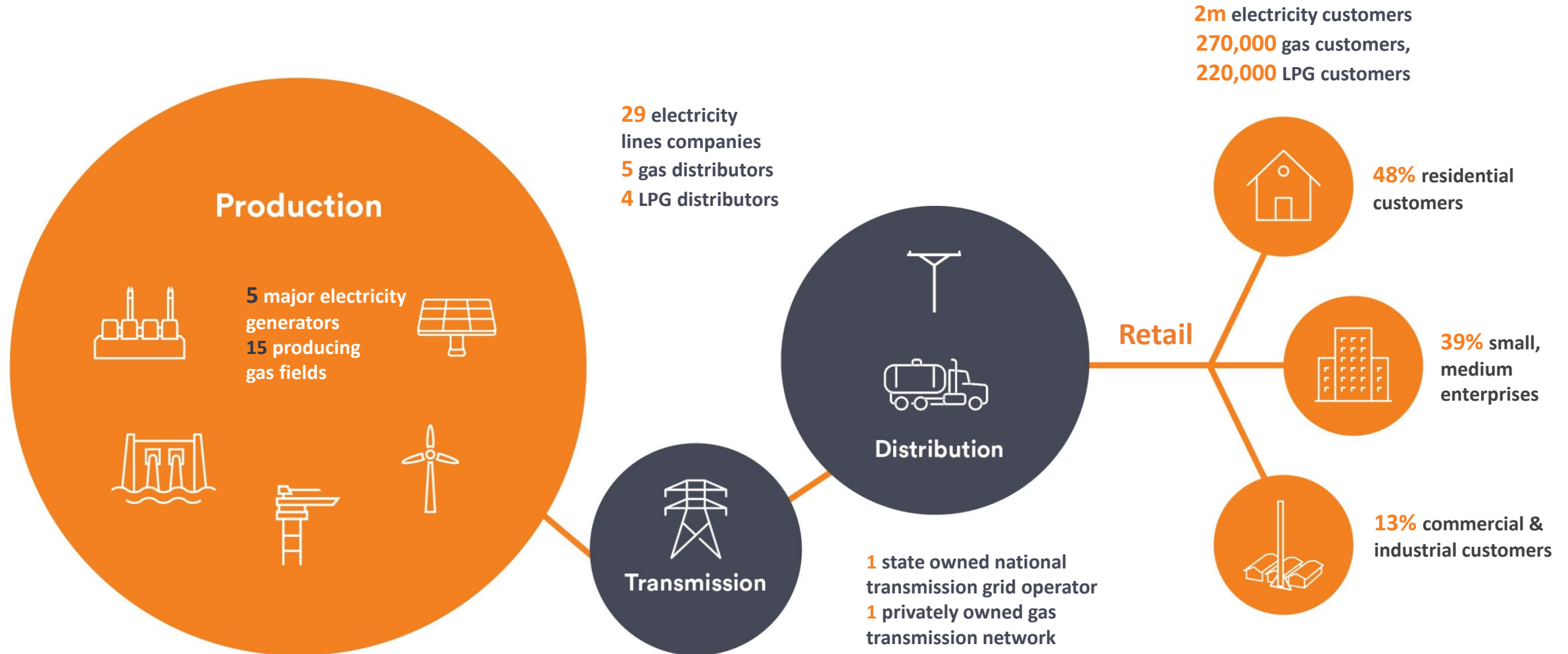
— Good growth in a stable political and regulatory environment



Source: Economy Rankings 2018 (The World Bank), The Heritage Foundation 2017, Legatum Prosperity Index 2017, Energy Architecture Performance Index 2017 (World Economic Forum)

New Zealand's energy market

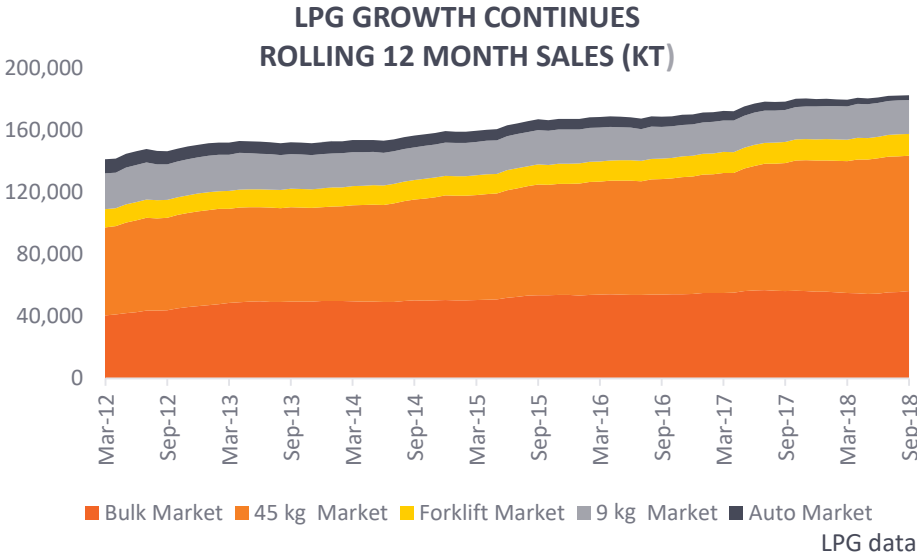
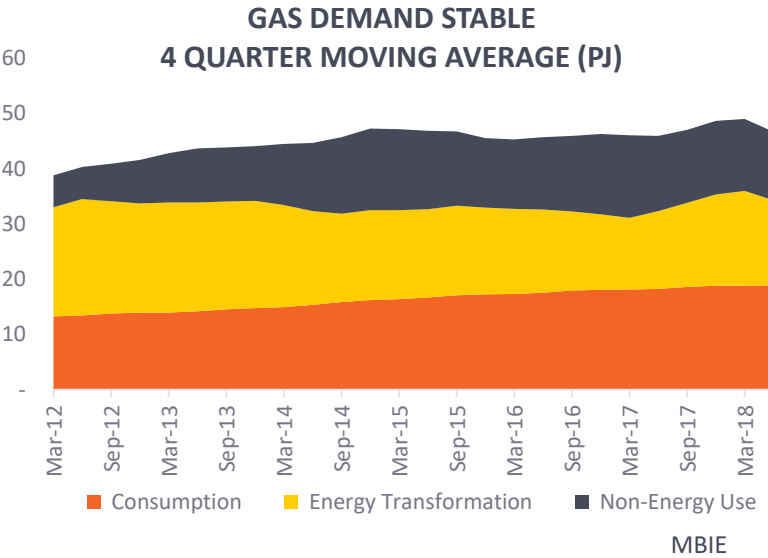
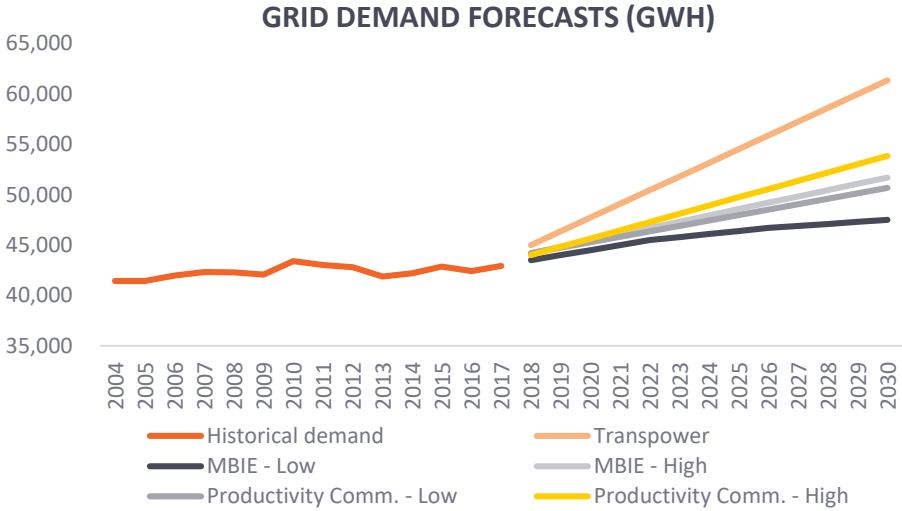
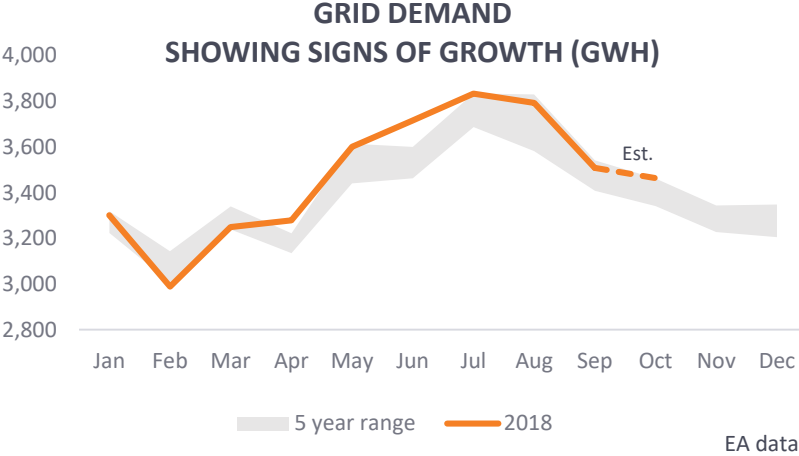
— Deregulated unsubsidised market with an established operating system



Core markets stable or growing

Growth is forecast in NZ energy demand

LPG 45 kg market grew 6% in last 12 months

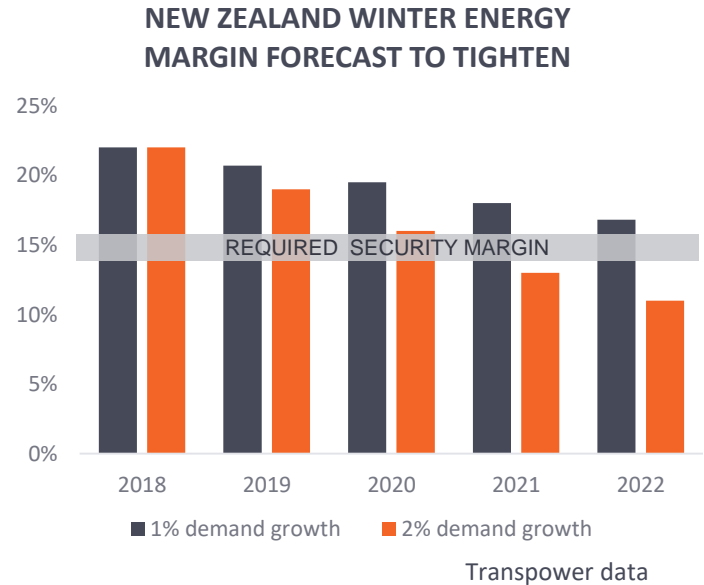
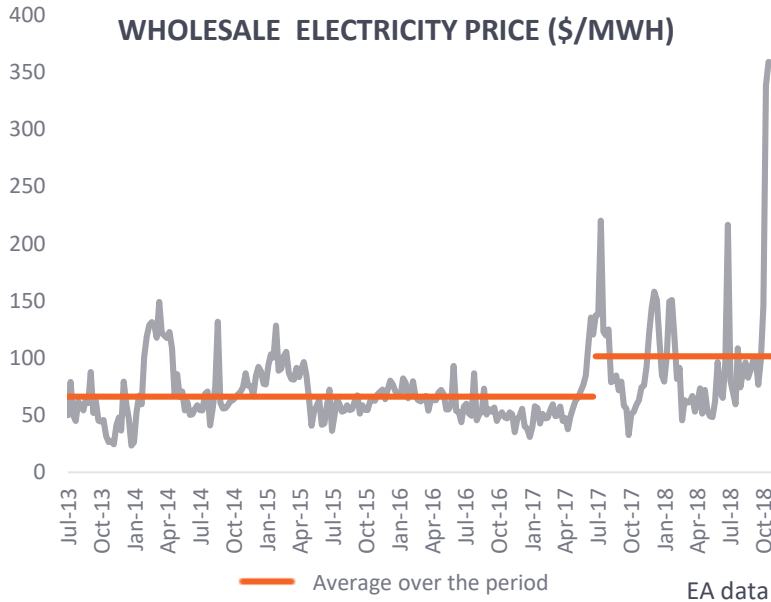
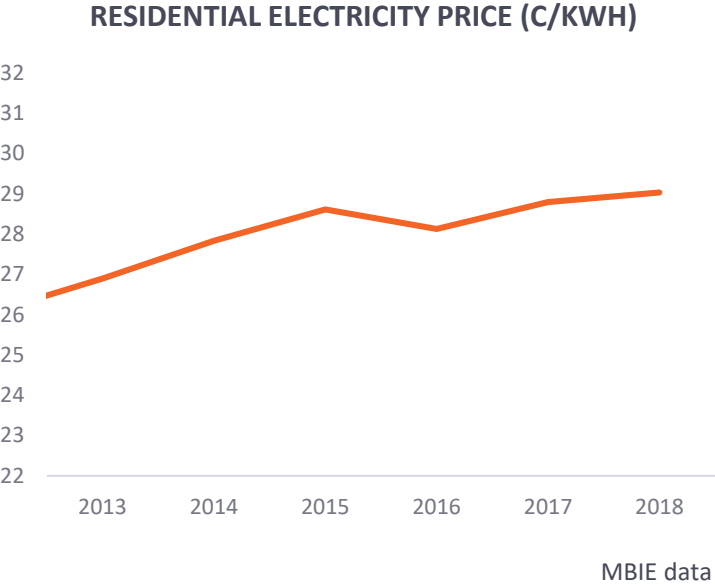


...with electricity markets reflecting tighter capacity margins

Regulatory review of electricity prices underway

Energy and capacity shortages showing

Tiwai 4th potline adds to demand

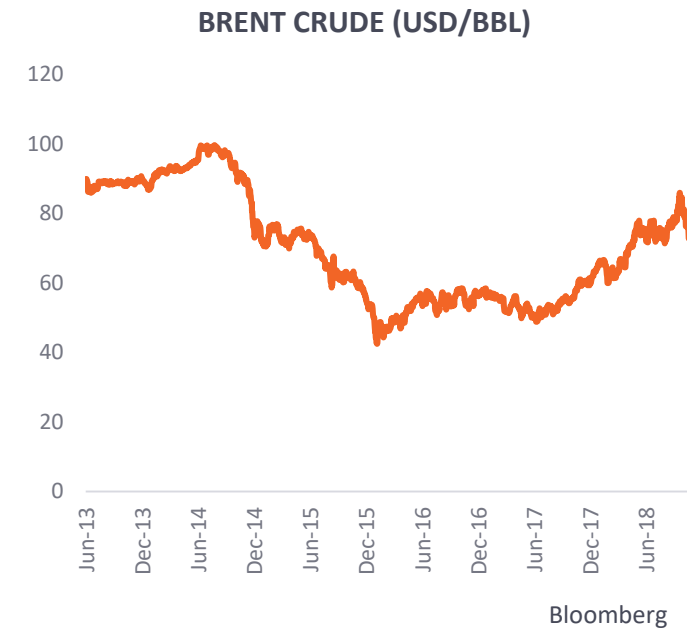
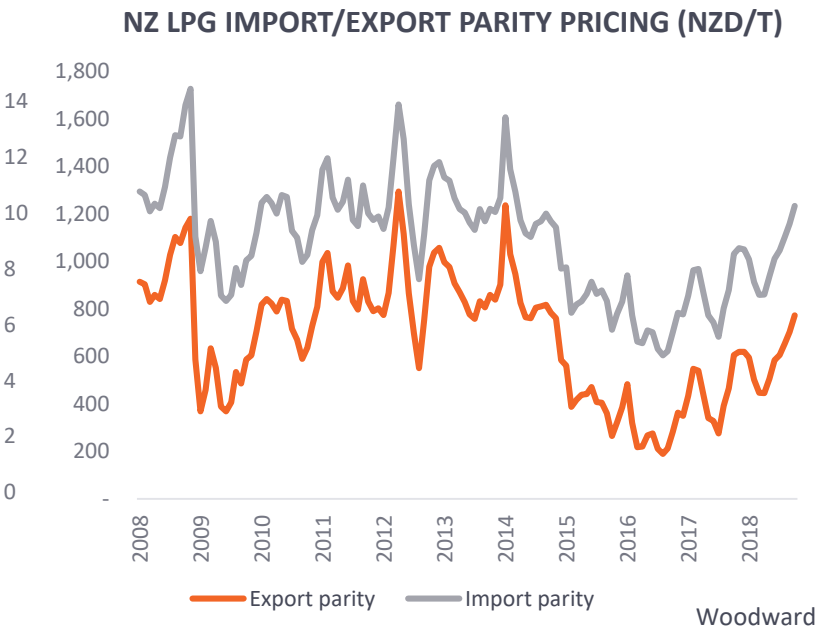
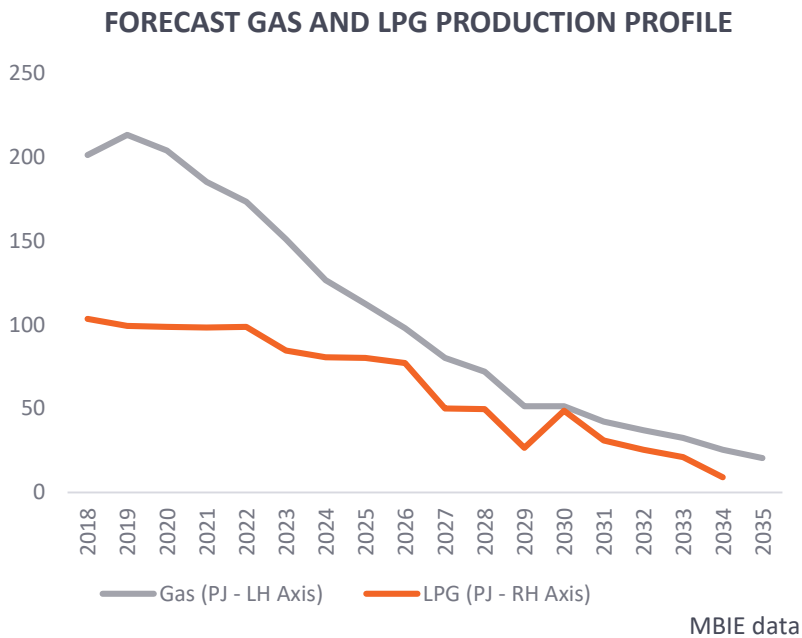


...and fuel markets tightening

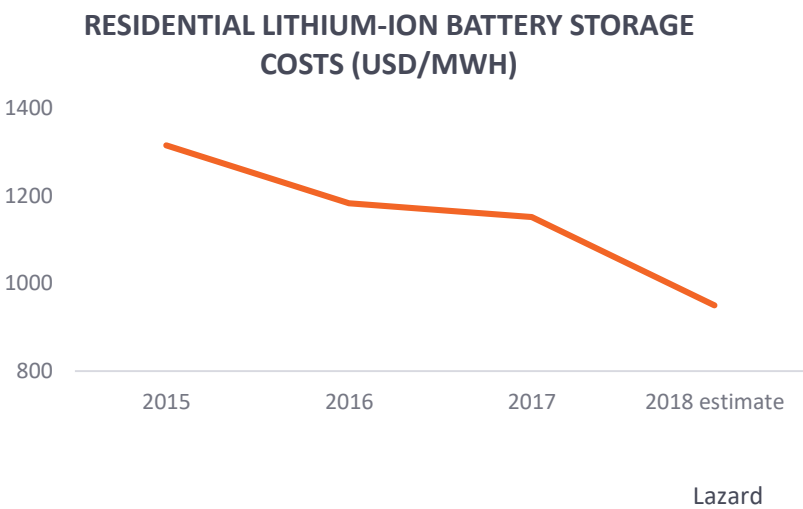
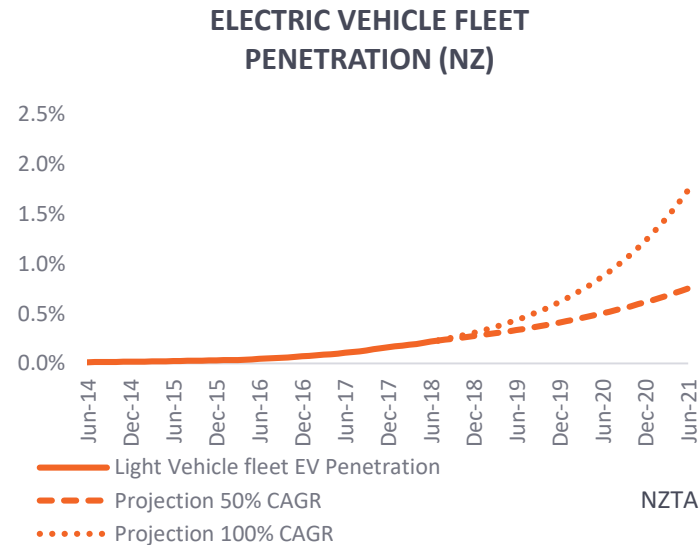
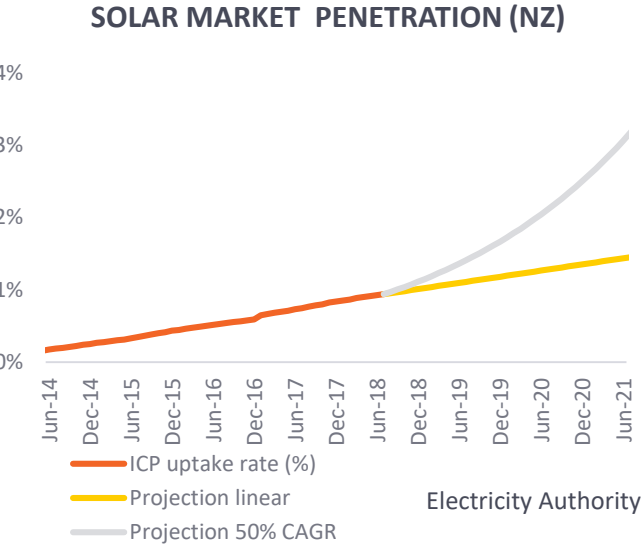
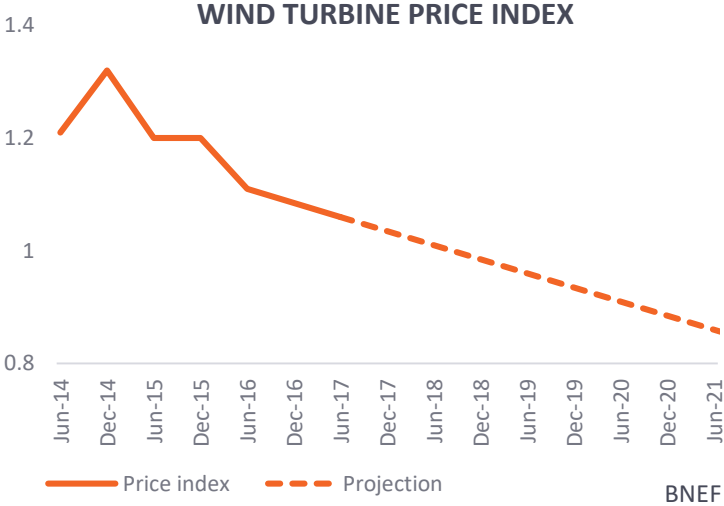
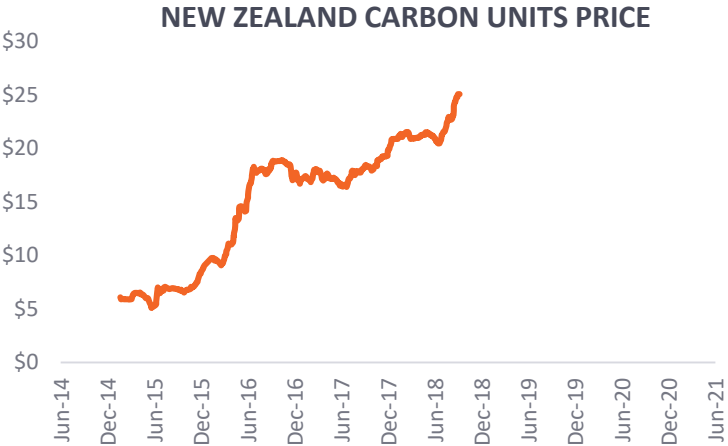
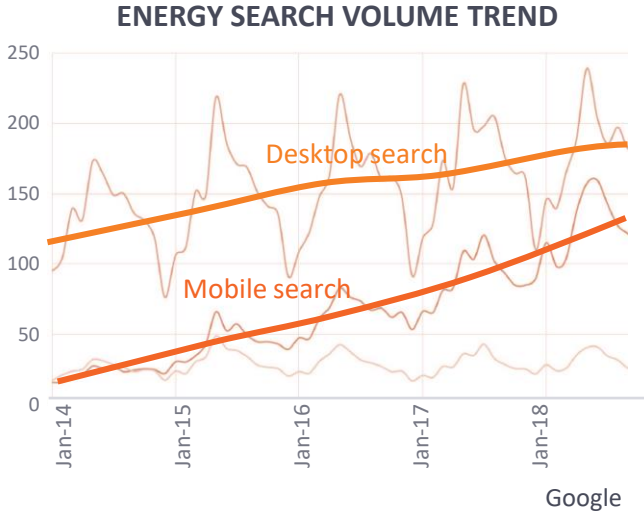
Oil and gas exploration to be restricted

LPG market moves to net import

International oil prices have increased



Energy transformation is creating opportunities



Regulatory environment

— Policy cohesion is key, underpinned by principles of collaboration and customer-centric approach

Our focus is on making thoughtful contributions to meaningful solutions



KEY OBSERVATIONS / RECOMMENDATIONS	
Retail market	<ul style="list-style-type: none">• Competition is working to deliver choice & innovation• Strong trend toward more meaningful transparency for customers around their energy use and choices.• EnergyIQ is a good example of this.• More targeted solutions in collaboration with Government are key to 'energy hardship'• Drivers of usage (i.e. quality of housing) must be addressed to improve affordability for the truly vulnerable
Electricity industry	<ul style="list-style-type: none">• The sector is delivering secure, reliable, and affordable electricity• Improved transparency across all segments will drive trust, confidence and more efficient investment, especially in the monopoly segments
Transition to low emissions economy	<ul style="list-style-type: none">• The electricity sector has a key role to play in further decarbonising the economy. Its stability is key• The transition must be well managed to ensure costs are contained and avoid unintended consequences

¹ Gives effect to the Government's announcement to cease issuing permits for new offshore oil and gas exploration



Genesis Energy Overview

About Genesis Energy

— Our vision is to be customers' first choice for energy management

KEY INFORMATION

Revenue (FY18): NZ\$2.3 billion

EBITDAF (FY18): NZ\$361 million

Dividend Yield (FY18): 6.9%

Share Price: NZ\$2.50

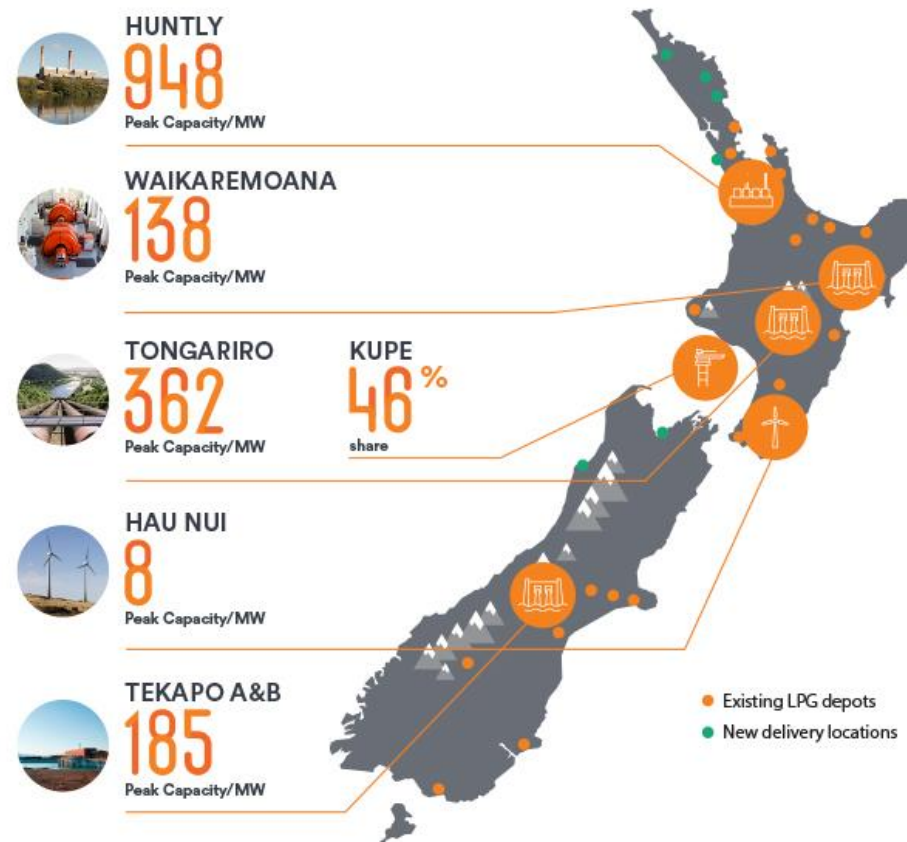
Market Capitalisation: NZ\$2.5 billion

Enterprise Value (FY18): NZ\$3.7 billion

Average Daily Turnover: 610,000 shares

Credit Rating: BBB+ (Standard & Poors)

Genesis Energy is a large, fully integrated energy management company. It is New Zealand's largest energy retailer, generates electricity from a diverse portfolio of thermal and renewable assets located throughout the country, and has an interest in the Kupe oil and gas field offshore of Taranaki.



500,000 +

customers

⚡ 25% electricity market share

🏠 38% gas market share

💧 19% LPG market share

1.3
products per customer

PURPOSE:

reimagine energy to put control in our customers' hands

Why Genesis?

1

Genesis is accelerating the pace of change, powered by people, culture and agile processes

2

A transformed customer platform is delivering growth opportunities

3

Our diverse generation portfolio ensures stability and benefits from market volatility

4

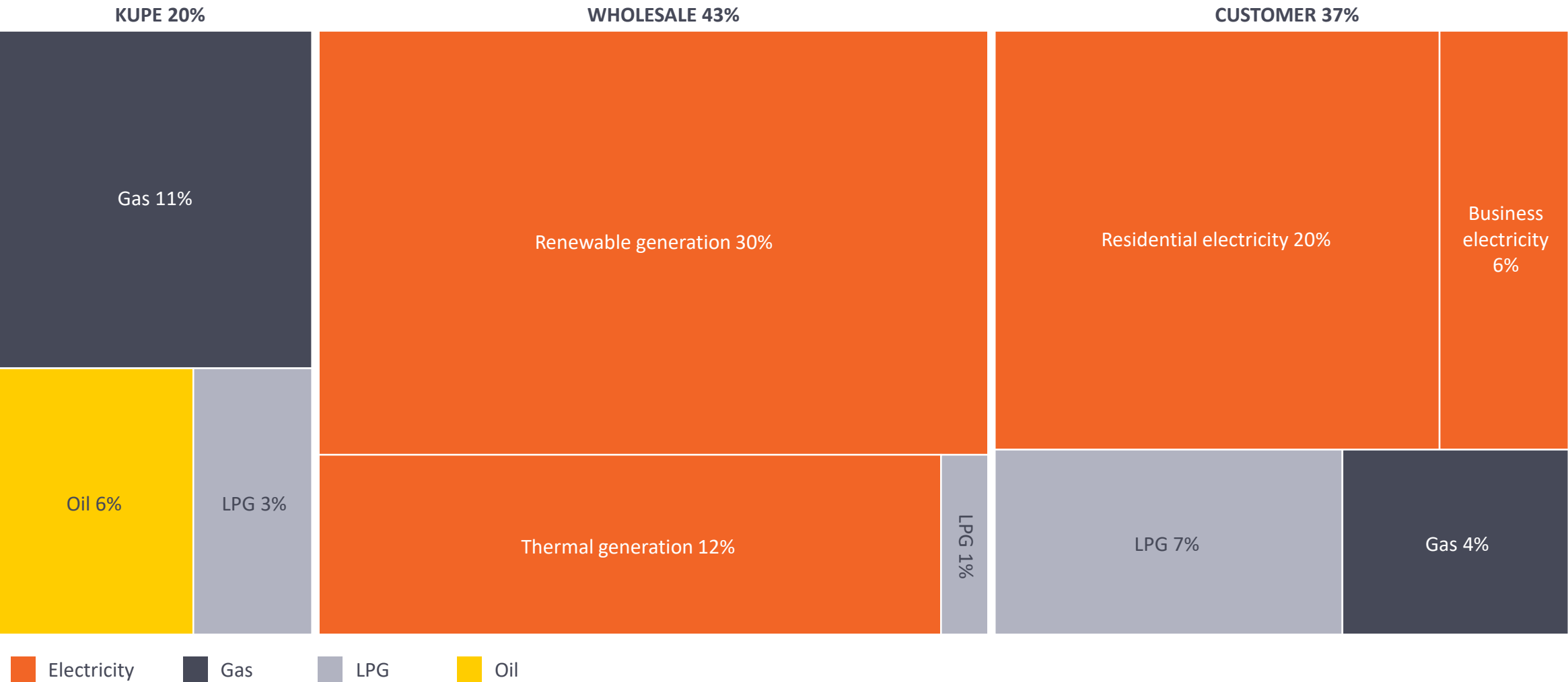
The Kupe stake and fuel contract position provide commercial upside

5

Top quartile TSR and \$400-430m EBITDAF in FY21 remain achievable

Diversity of earnings across sectors, fuels and markets

GROSS MARGIN CONTRIBUTION (FY18)



FY18 Results at a glance

EBITDAF
\$ 361m Up 8%
FY17 \$333m

NPAT
\$ 20m Down 83%
due to generation revaluations
FY17 \$119m

\$ 331m Up 33%
Operating cashflow
FY17 \$249m

FY18 total dividend
16.9cps Up 2%
FY17 16.6c
Imputation 80%

Total generation
7,105 GWh Up 11%
supports volatile market

Record
25.5 PJ Up 5%
Kupe gas production

Brand revitalised



New Zealand's 2018 # 1
energy utility (Colmar
Brunton & Reptrak)



Energy IQ
launched with
over 100,000
unique users
engaged

Excellence in execution on foundational investment

1 integrated **LPG**
distribution platform.
Genesis now servicing
around 60,000 LPG
customers.

1 billing platform servicing
EOL & Genesis brands.
100,000+ EOL customers
successfully migrated.

1 integrated operations
centre delivering
operational
efficiencies, digital
interactions up 46%.



Outlook and guidance

— Guidance for FY19 EBITDAF is \$350 to \$370 million

- FY19 EBITDAF guidance range is \$350 to \$370 million subject to hydrological conditions, any material events, one-off expenses or other unforeseeable circumstances. Key assumptions include:
 - \$10 million negative impact from Huntly Unit 5 mid-life inspection
 - Return to normal hydrology
 - Increase in emissions costs through higher carbon prices (average of \$6/tCO₂ achieved FY18) and change to ETS¹
 - Growth in Customer segment
- FY19 capital expenditure guidance of up to \$85 million
- FY20 EBITDAF to be impacted by planned Kupe 25-30 day outage and increased emissions costs
- FY21 target remains to deliver \$400+ million EBITDAF

1. Reflects change to the Emissions Trading Scheme to move to a one-for-one unit obligation from 1 January 2019



Our Company Strategy

We are performing while transforming

Our **VISION** is to be customers' first choice for energy management

Our **PURPOSE** is to reimagine energy to put control in our customers' hands

Our **STRATEGY** is to maximise value through our market position

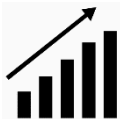
Wholesale & Kupe segment

- Our integrated fuel position minimises costs for us and our customers
- Our generation mix gives us flexibility to maximise value in the energy markets
- We are leading the way to transition the NZ energy sector successfully to a more renewable future

Customer segment

- We offer a full three fuel (electricity, gas and LPG) solution for our customers
- We aim to differentiate our products with seamless service, useful insights and digital tools
- Our ambition is to change how consumers engage with their energy

PERFORMING



Grow our earnings and deliver top quartile shareholder returns



Be #1 or #2 in every product market



Energise our people and improve engagement



Keep our people healthy and safe



Maximise the value of our assets, products and businesses

TRANSFORMING



Increase # of customers using energy management tools and increase digital interactions



Be New Zealand's most loved brand



Move toward a lower carbon future



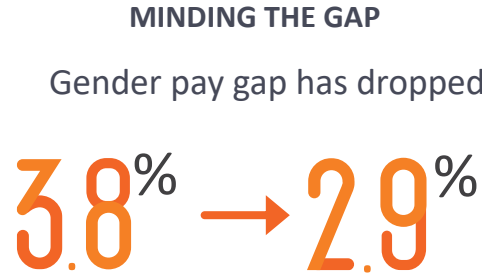
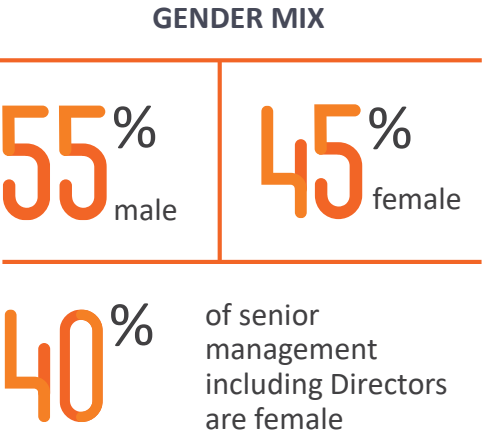
Employees are engaged advocates for our brands and products



Embrace diversity of thought

Our diversity and culture drive our successful strategy delivery

Commitment to being an inclusive and diverse employer



Engagement and confidence in business success on the rise

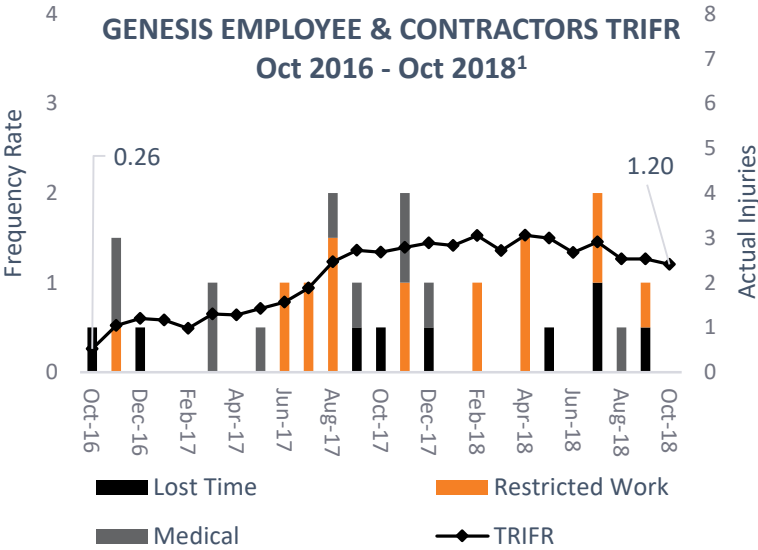
38% of employees have bought nearly \$1 million of shares through Genesis' employee share scheme



Wellbeing and safety is more than just a responsibility



Two thirds of employees engaged into **Genesis R U OK** programmes



¹ LPG business purchased August 2017

Genesis Sustainability Framework launched FY19

Caring for our environment



Emissions



Water and Wildlife

Our ambitions include

2019 on – Reduce and offset our non-generation carbon emissions

2020 - 100% EV / hybrid light fleet by 2020, 50% EV/hybrid heavy fleet by 2025

Our intention is to phase out coal completely by 2030 (and to use only in abnormal market conditions after 2025)

Building strong communities



Our Communities



Our People

Our ambitions include

Living wage in place by 2020

Mobilise Genesis people to volunteer: 2019 onwards

School-gen website used by over 50% of NZ schools by 2020

Powering New Zealand



Putting control in our customers' hands



Delivering New Zealand's energy future

Our ambitions include

40% of customers using information and insight via our digital tools to make active choices about their day-to-day energy use by 2025

At least 2 new sustainable products for customers by 2020

200,000 customers actively providing more information about their homes to access advanced energy services by 2021

Our purpose is to reimagine energy to put control in our customers' hands



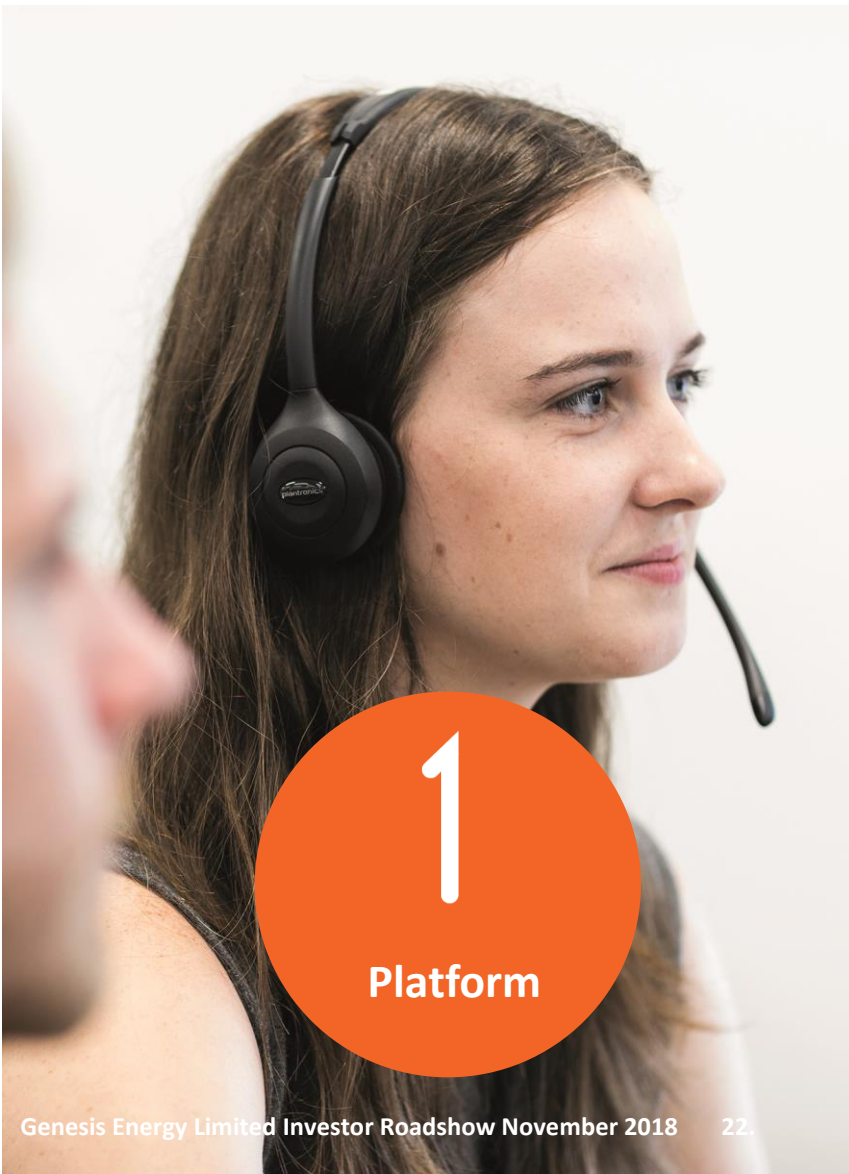
3

Fuels



2

Brands



1

Platform

Our brand re-launch has helped us regain market leadership



WHEN ASKED, PEOPLE
RECOGNISED GENESIS AS:

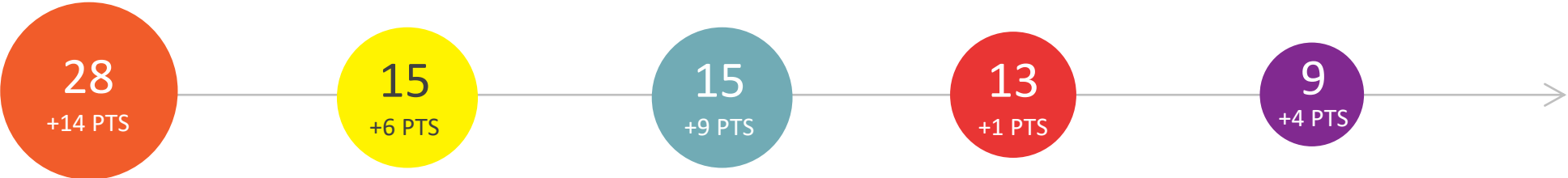
“THE MARKET LEADER”



“PUTTING PEOPLE IN CONTROL
OF THEIR ENERGY USE”



“LEADING THE WAY WITH
NEW TECHNOLOGY”

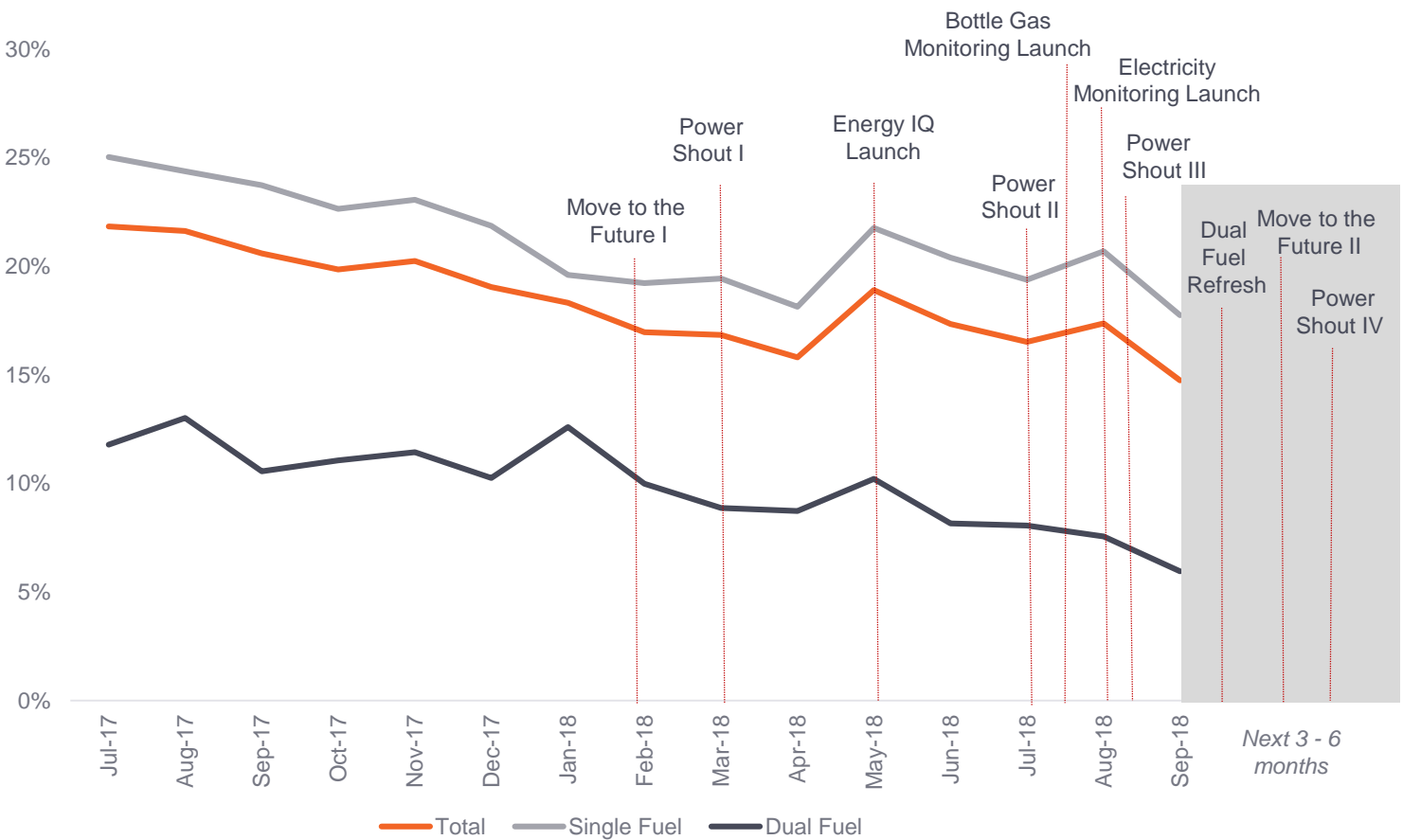


Change in score from May 2017 to August 2018

Focusing on enhancing loyalty

— FY19 will deliver product differentiation at scale

GENESIS CUSTOMER CHURN RATE (BY MONTH, ALL FUELS)¹



1% price increase
equals ~\$7-8m
EBITDAF per
annum²

1% churn equals
~\$1-2m EBITDAF
per annum²

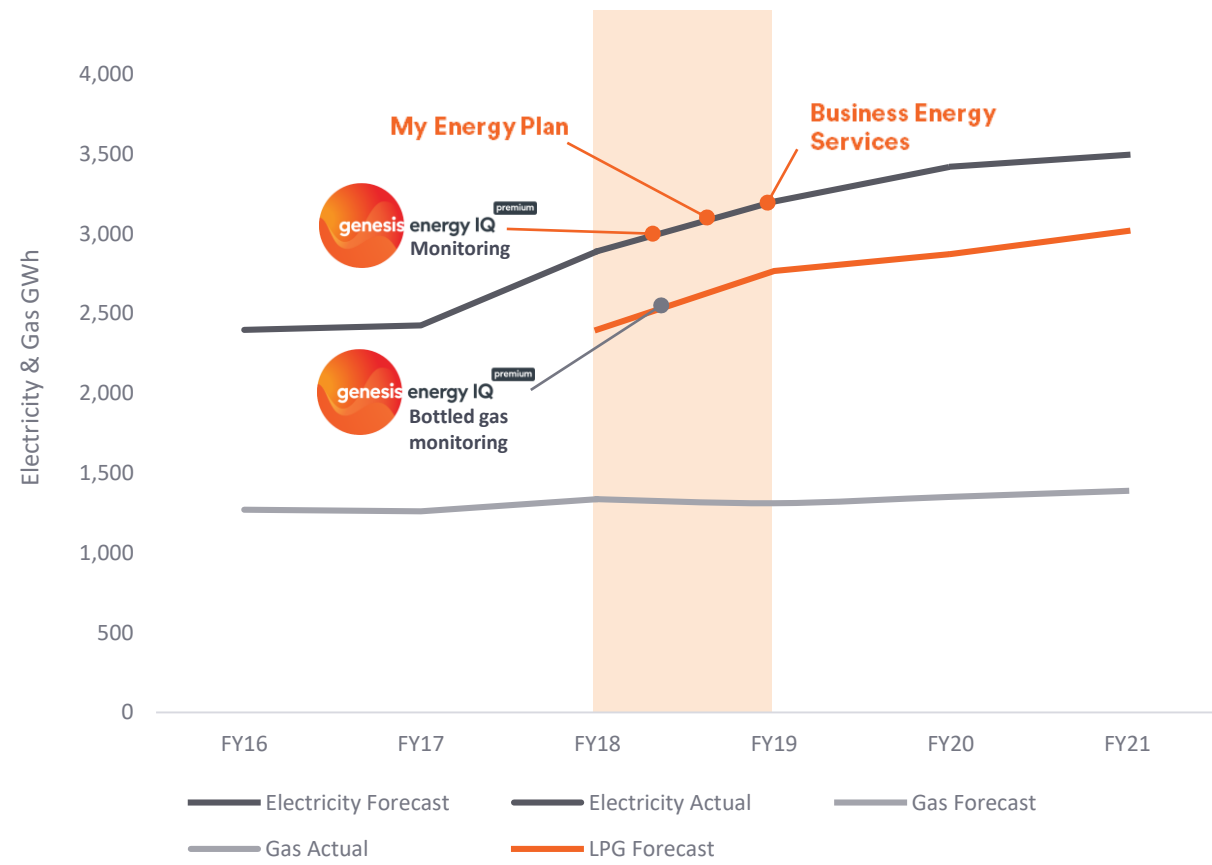
¹ Monthly Churn Annualised (most recent 2 months are estimated on EOM losses and may change)

² Based on Total Residential ICPs for electricity, gas and LPG

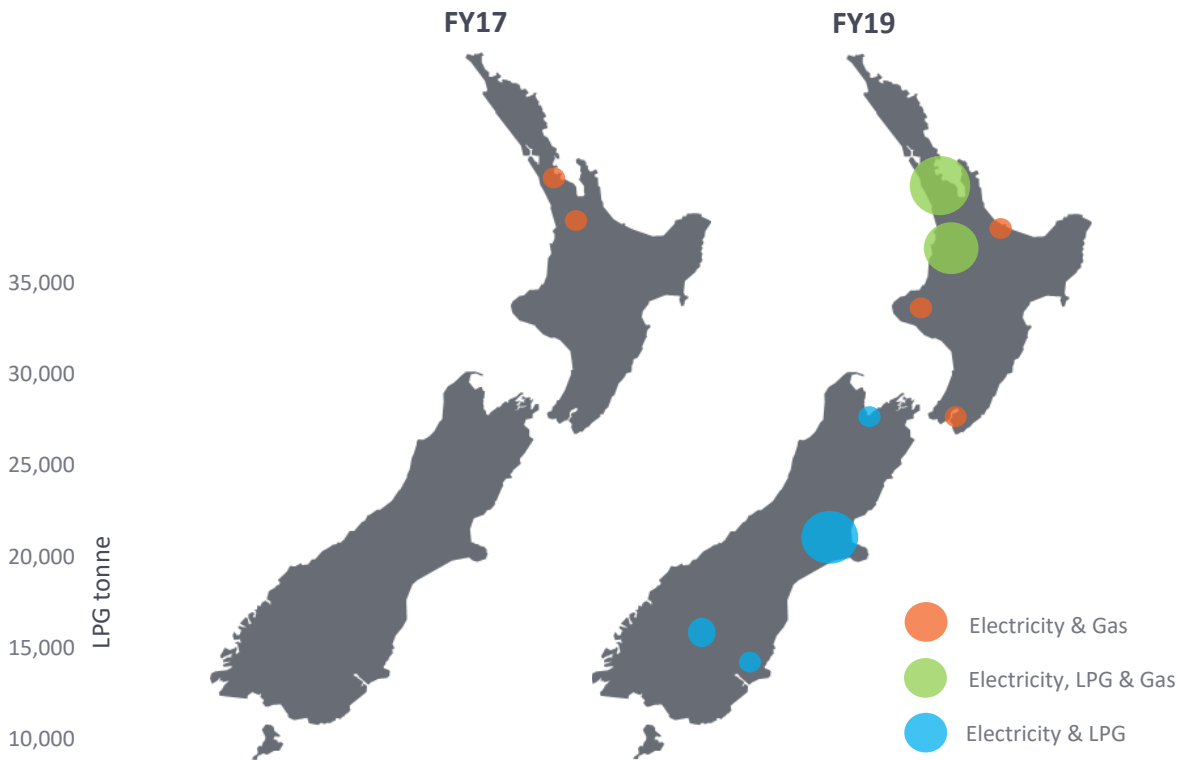
Focus on growing business volume

— Targeted growth in agriculture and hospitality

BUSINESS BILLED VOLUME



BUSINESS SALES TEAM COVERAGE

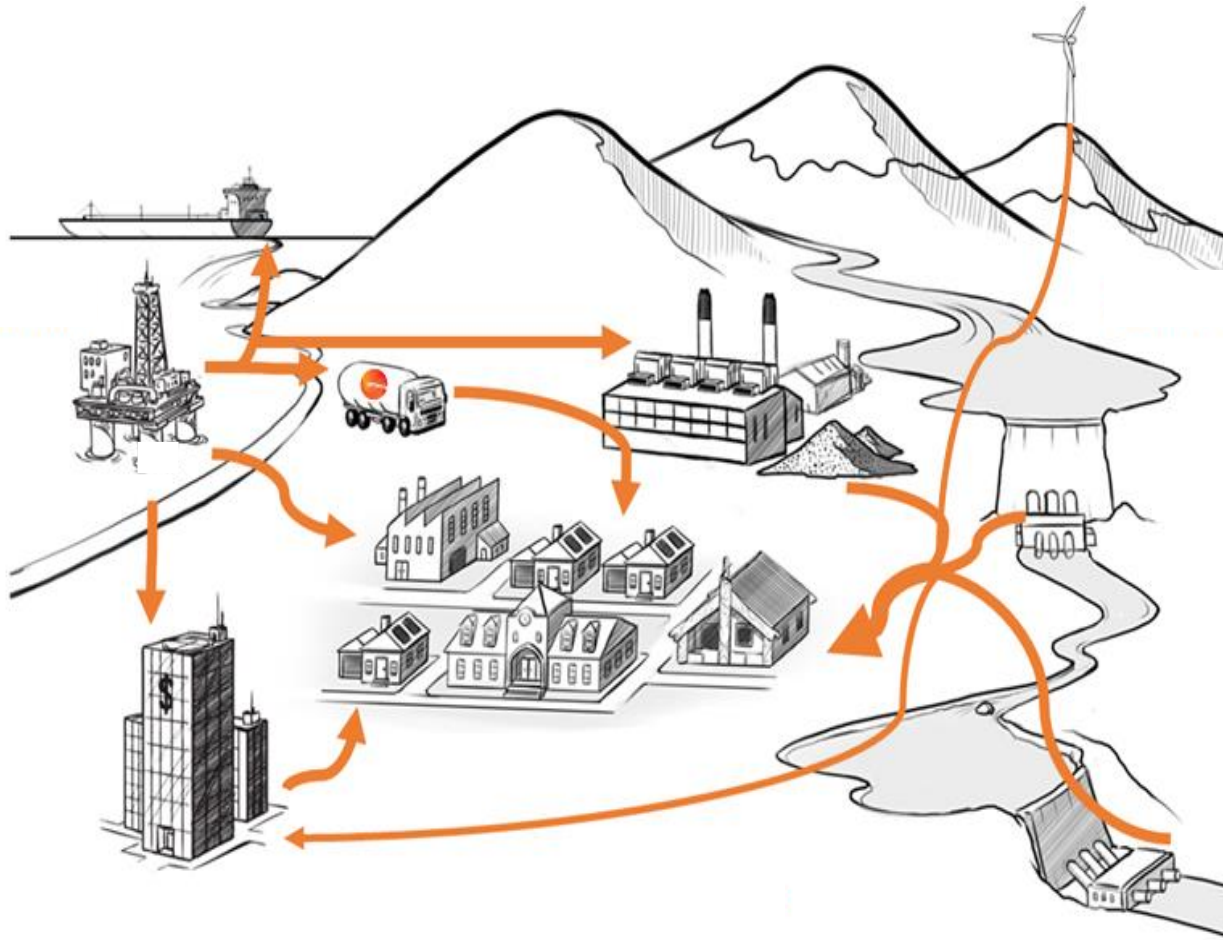


BUSINESS NETBACK

	FY17	FY18	FY19 (f)
Electricity (\$/MWh)	88.5	87.7	88 - 91
Gas (\$/GJ)	7.8	7.6	8 - 9
LPG (\$/Tonne)	n/a	755	850 - 900

Integrated portfolio provides flexibility

— Maximising value as NZ transitions to a low carbon future



**Securing low cost
renewable electricity**



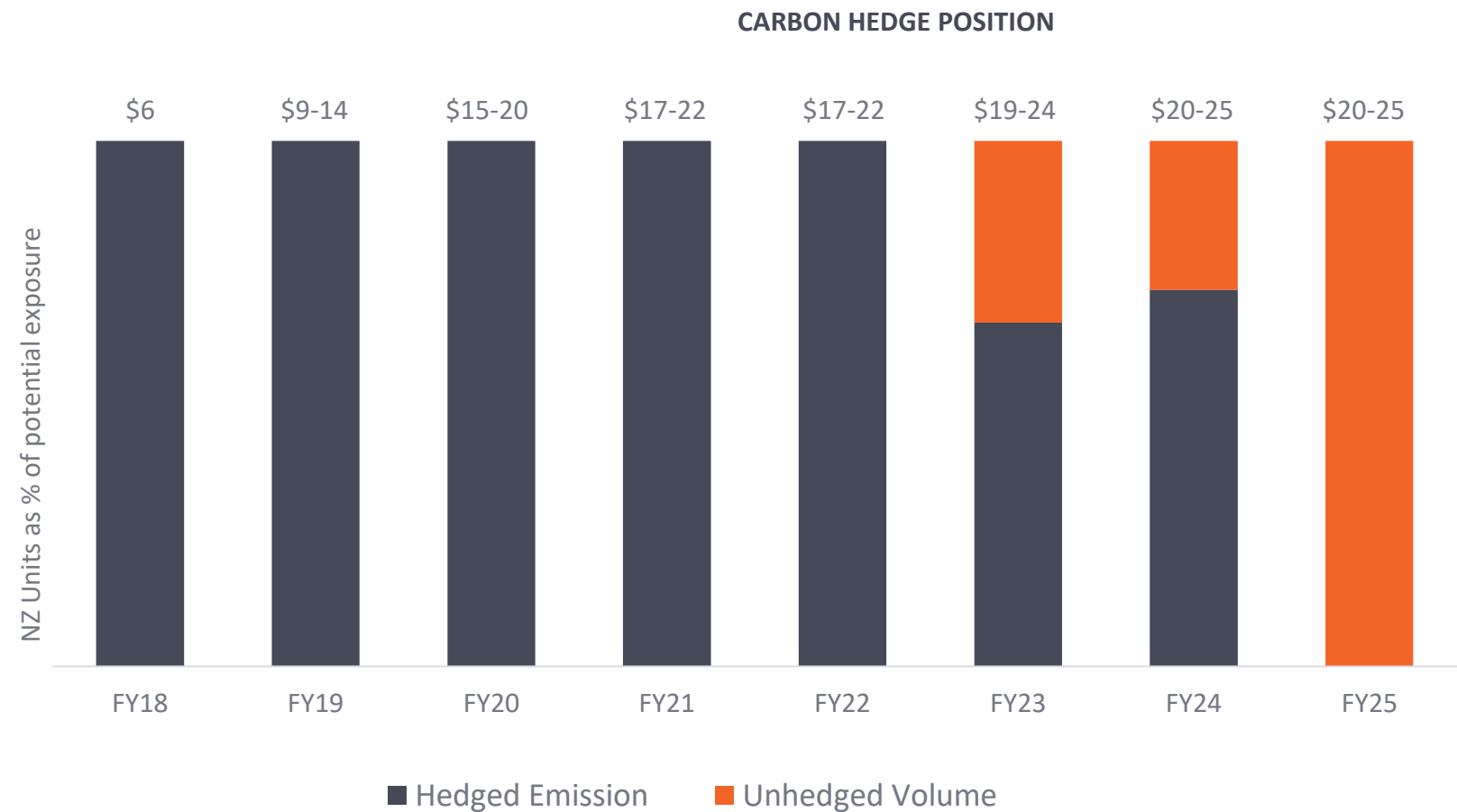
**Flexibility from fuels and
working towards a
transition from coal**



**Creating flexibility from
existing assets.
Weekly and seasonal flex**

Our emissions are largely hedged through to 2025

— We are also investigating longer term hedging options



Short-hedging has been successful to date

For longer term hedging, we are investigating the full spectrum of possible options, ranging from direct ownership of forests to off-take agreements

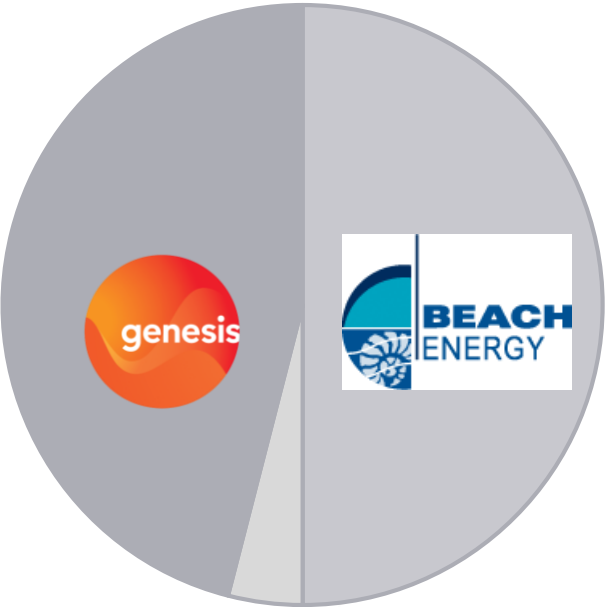


**The Kupe stake and fuel contract position
provide commercial upside**

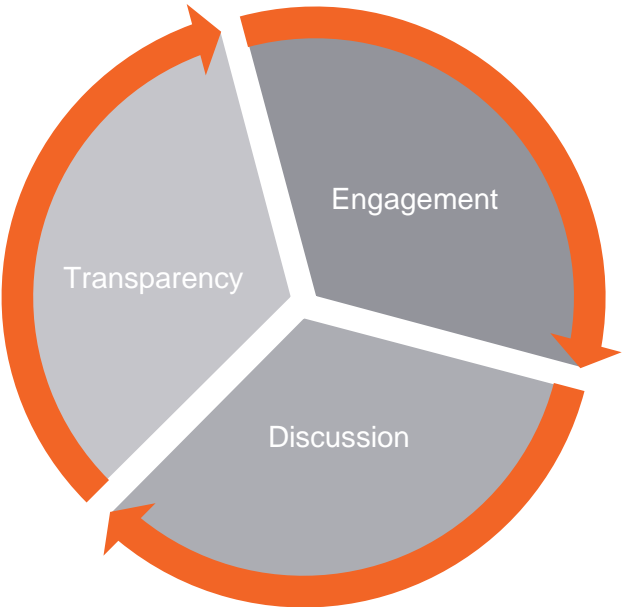
Kupe Gas Project

— Settled joint venture focused on enhancing Kupe’s value

Economic interests
aligned



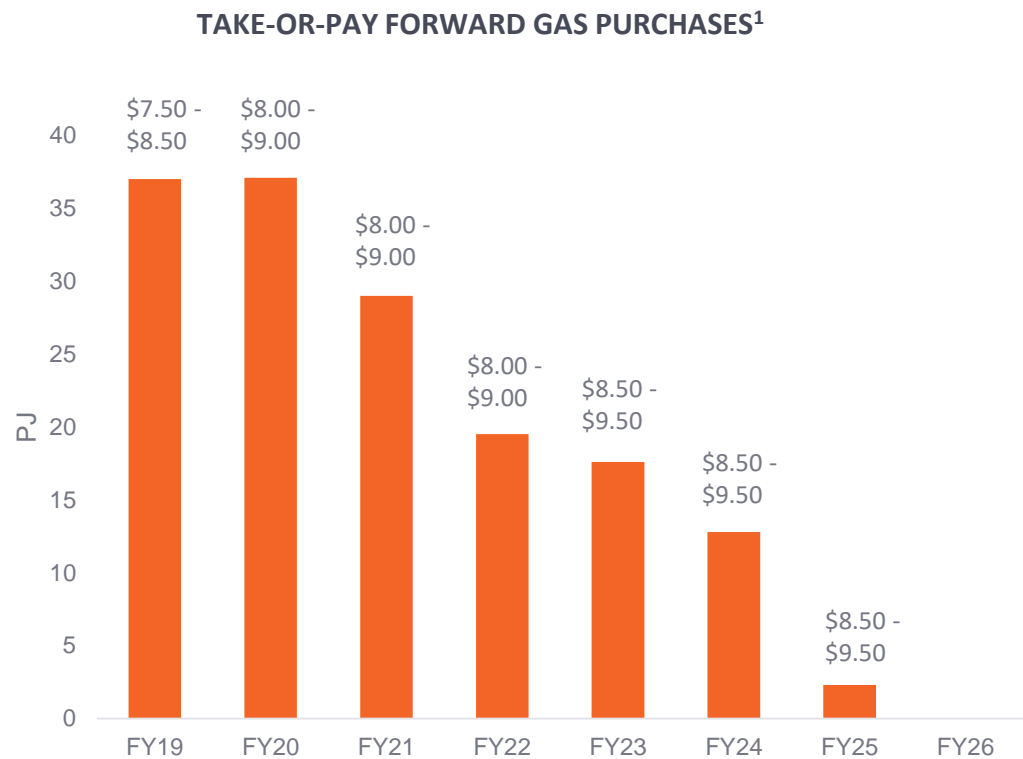
Improved
Collaboration



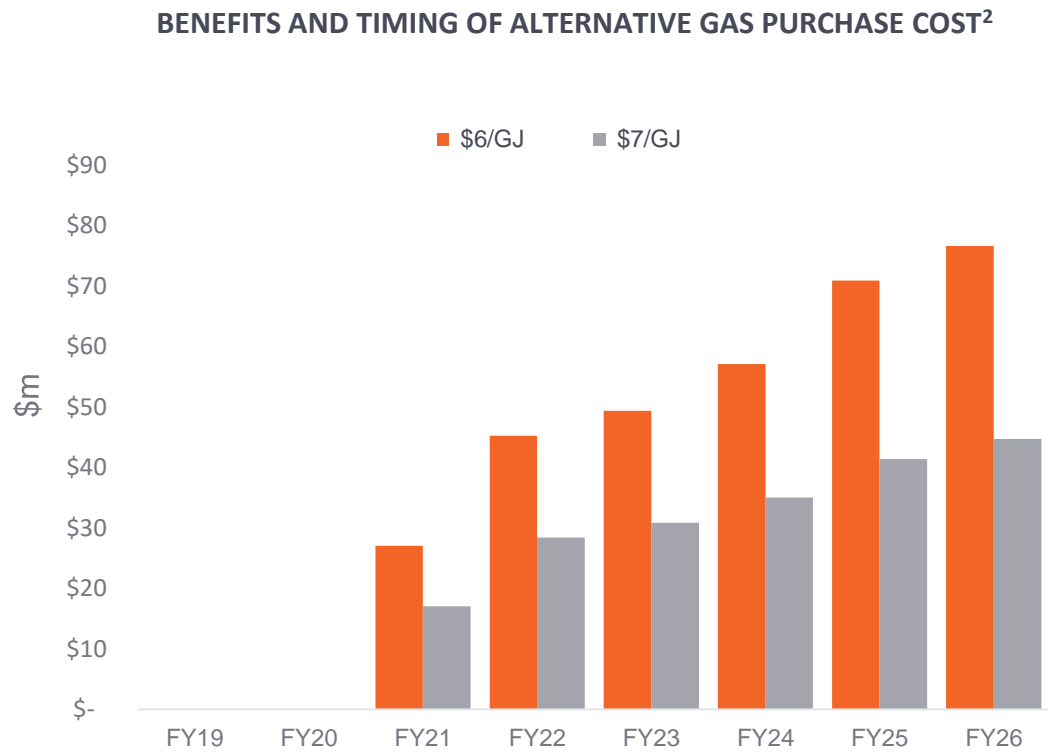
Phase Two Development
Two distinct projects



Long-term Gas Contract Position



¹ Represents gas contracts under which Genesis is required to take the product or pay a penalty. Includes Kupe and Producer Price Index adjustments



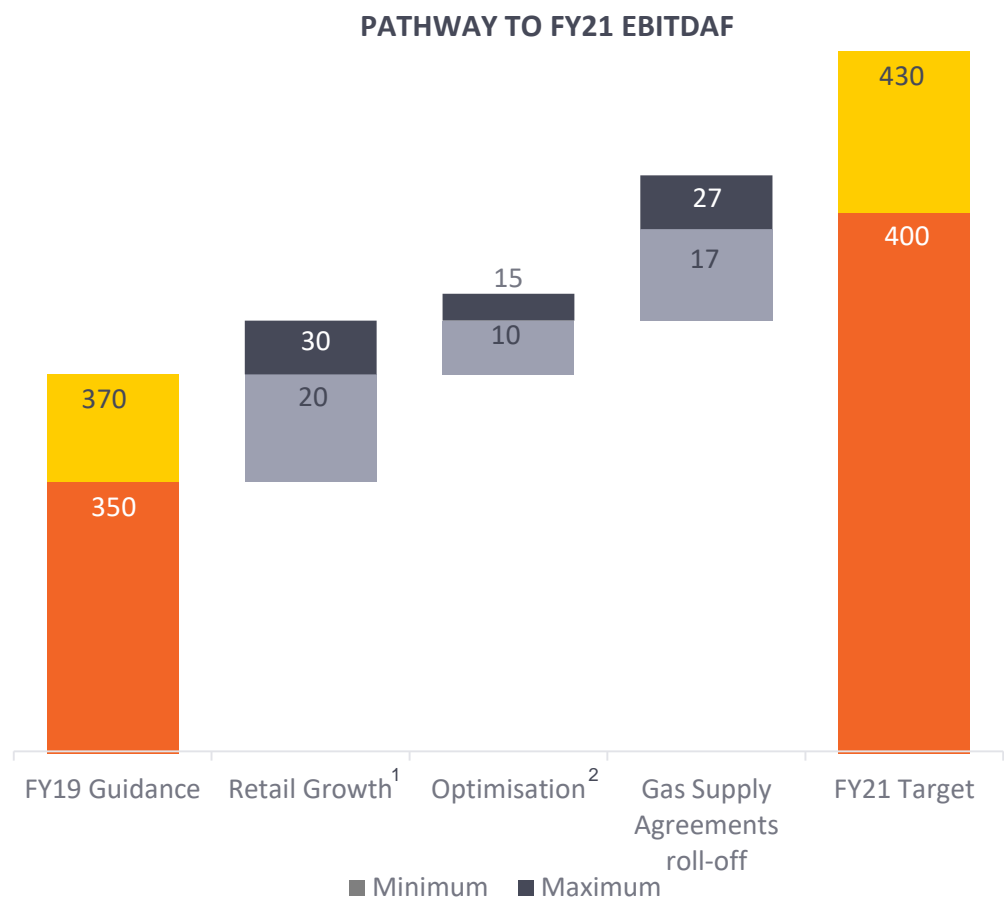
² Assumes approx. 37PJ of gas continues to be procured over the timeframe FY21 to FY26, at indicative gas market prices ranging from \$6/GJ to \$7/GJ (in real terms)



**Targeting FY21 EBITDAF of \$400-430m &
top quartile TSR**

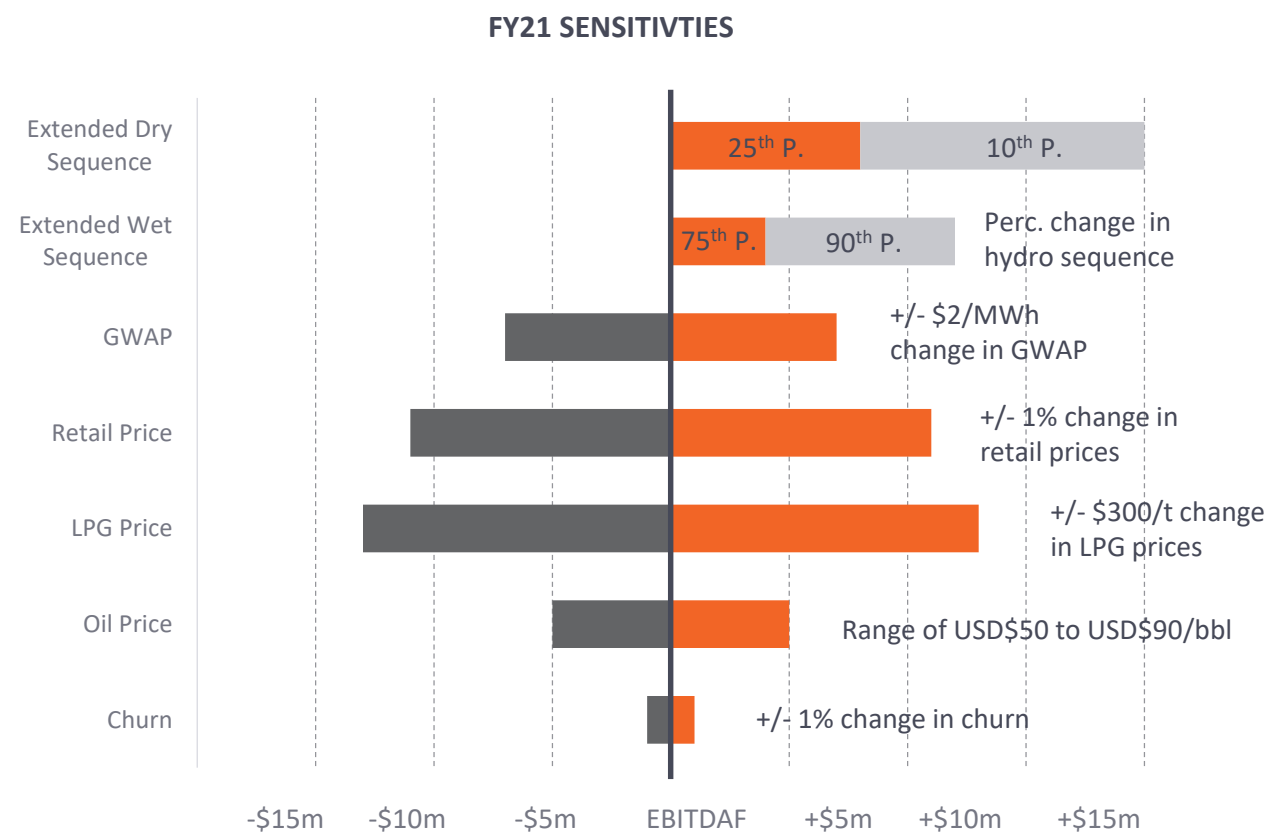
The plan is in place to FY21 and beyond

— Driven by retail growth, optimisation and rolling off of legacy contracts



¹ Retail growth represents gross margin improvements in the Customer segment through volume and value growth.

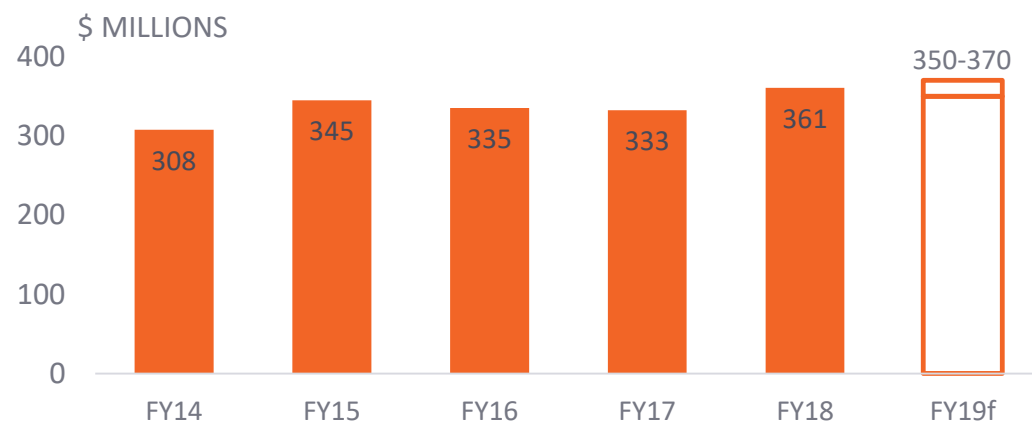
² Optimisation represents value creation from reduced operating expenses, enhanced wholesale revenues through improved plant and fuel efficiency



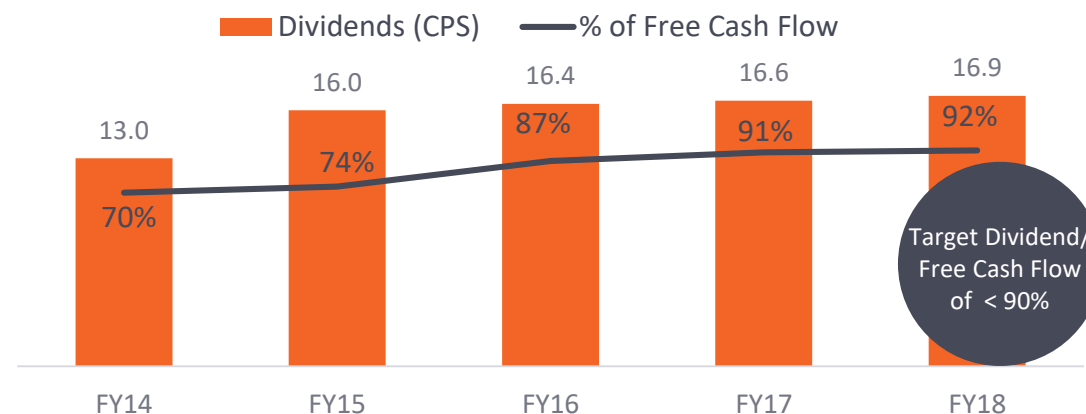
Sustained earnings and dividend growth

— Underpinned by long dated debt book

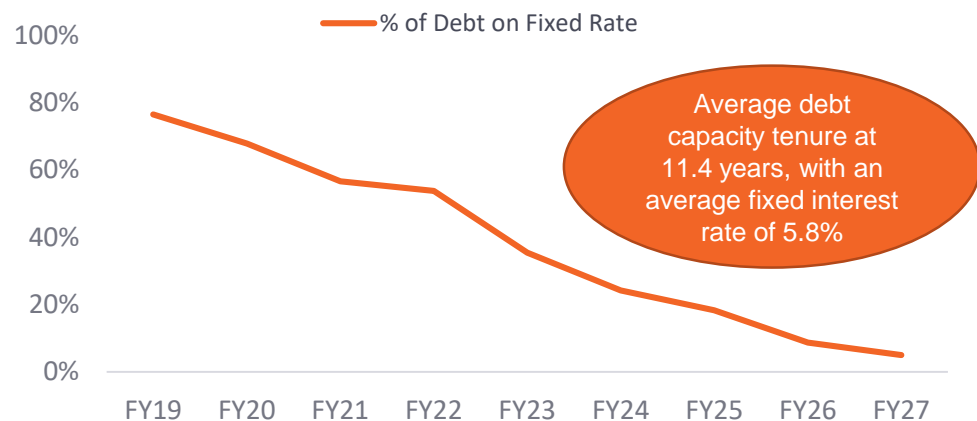
EBITDAF



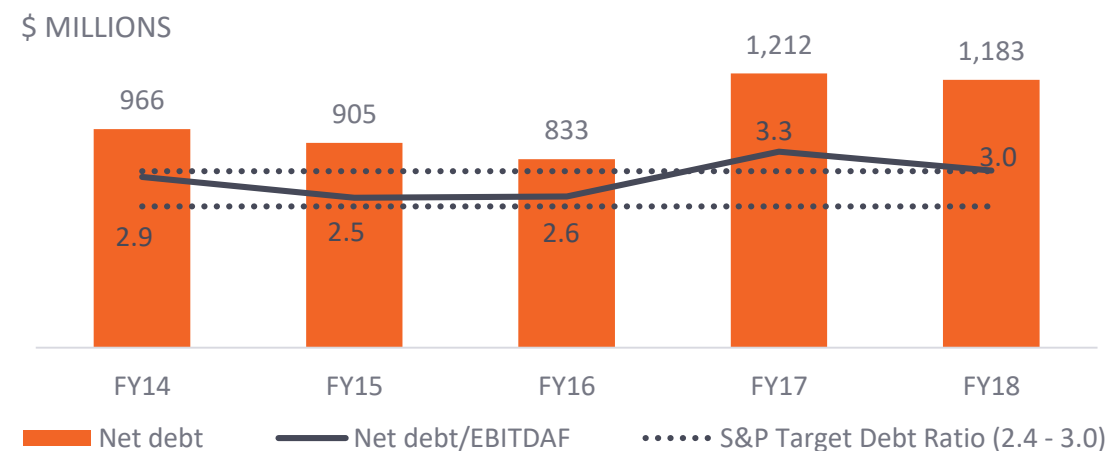
DIVIDEND CENTS PER SHARE & PAYOUT HISTORY¹



AVERAGE FIXED RATE DEBT TENURE



NET DEBT AND NET DEBT/EBITDAF RATIO (S&P BBB+ RATED)



¹ DRP supported by 29% of holders and has raised \$38m of new capital since February 2018



WITH YOU.
FOR YOU.