

|         |                                                       |           |                |
|---------|-------------------------------------------------------|-----------|----------------|
| To      | Company Announcements Office                          | Facsimile | 1300 135 638   |
| Company | ASX Limited                                           | Date      | 17 August 2023 |
| From    | Helen Hardy                                           | Pages     | 63             |
| Subject | <b>Presentation to Analysts and Financial Markets</b> |           |                |

Please find attached a release on the above subject.

Authorised for lodgement by:



Helen Hardy  
Company Secretary  
02 8345 5000

# Origin Energy 2023 Full Year Results

Year ended 30 June 2023



**Frank Calabria**, CEO & **Lawrie Tremaine**, CFO

17 August 2023

# Outline

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



# Introduction

Frank Calabria, CEO



- 
- A background image showing several white wind turbines in a lush green field under a cloudy sky. The turbines are spaced out across the landscape, with some in the foreground and others further back. The overall scene is bright and clear, suggesting a sunny day with some light clouds.
- Strong earnings result and outlook
    - Recovery in FY2023 Energy Markets' earnings following a period of under recovery of wholesale costs
    - Further growth expected in Energy Markets' FY2024 earnings, with returns recovering to earn cost of capital
    - Step change earnings growth in Octopus Energy
    - APLNG production rebound on track, ongoing strong cash flow
  - Transaction: Consortium's ACCC and FIRB approval process underway
  - Well placed to capture value from the energy transition
    - Advantaged portfolio
    - Positioned for growth
    - Platform for transition investment
  - Executing strategy at pace
  - Policy must support investments and a sustainable transition

# Financial highlights

## Statutory Profit



**\$1,055**  
million

Up from \$1,429 million Statutory Loss in FY2022

## Underlying Profit



**\$747**  
million

Up from \$407 million in FY2022

## Origin ROCE<sup>1</sup>



**14.2%**

Energy Markets' ROCE 6.7%  
Integrated Gas ROCE 20.2%

## Adjusted Net Debt



**\$2.9**  
billion

Debt / EBITDA 1.2x

## Adjusted Free Cash Flow



**\$965**  
million

Down from \$1,062 million in FY2022

## Final Dividend



**20**<sub>cps</sub>  
fully franked

36.5 cps for the year ended 30 June 2023

All comparisons relate to FY2022 unless stated otherwise

1) ROCE has been adjusted to exclude the impact of FY2022 \$2.2 billion impairment of goodwill – Refer to slide 57 for details

# Our ambition and strategy

## Our ambition

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

## Our strategic pillars



### Unrivalled customer solutions

- 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 renewable and cleaner energy

- 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



### Deliver reliable energy through the transition

- 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

### Unrivalled customer solutions

- Kraken migration complete, remaining savings delayed to FY2025
- Octopus now #2 UK energy retailer, 9.7 million customer accounts and 32 million contracted Kraken customer accounts
- Large business customers on broader than energy only products doubled to ~4%
- >400 EVs under management, up from 58
- Customer Happiness Index<sup>1</sup> of 65%
- 96k broadband customers

### Accelerate renewables and cleaner energy

- Eraring battery 460 MW stage 1 FID
- Acquired New England REZ acreage for wind development
- Established JV for Gippsland offshore wind tender
- VPP connections up 557 MW to 815 MW
- Hunter Valley hydrogen opportunity, \$70 million government grant secured

### Deliver reliable energy through the transition

- Record cash distribution from APLNG
- Coal: stockpile restored to ~0.8 million tonnes, stable supply
- APLNG production rebound from La Niña weather
- Exit of upstream E&A – Beetaloo sale completed, Canning and Cooper-Eromanga Basin exit pending regulatory approval

## Ambition

- \$200 - \$250 million cost savings (FY2025 vs FY2018)
- Octopus 100 million licensed Kraken accounts (2027)
- > 1/3 large business customers on more than just energy supply (FY2026)
- 5,000 EVs under management (FY2026)
- Customer Happiness Index > 70% (FY2024)
- 600k Broadband customer accounts (FY2026)

- Grow renewables and storage capacity within our generation portfolio to 4 GW (2030)
- Grow VPP to 2 GW (FY2026)
- Domestic hydrogen supply from mid 2020s

- Maximise cashflow and long term value from core business

1) Customer Happiness Index (CHI) is a measure of customer satisfaction and is measured as the average for the 12 months  
7 17 August 2023 ○ 2023 Full Year Results Announcement

# Well placed to capture value from the energy transition

## **Advantaged portfolio**

- ✓ Leading Retail business
- ✓ Competitive gas supply, largest thermal peaking fleet
- ✓ High quality APLNG gas resource
- ✓ Simplified portfolio enabling focussed capital allocation

## **Positioned for growth**

- ✓ Origin Loop (Virtual Power Plant) – multiple value pools
- ✓ Multi product offerings – Broadband and EV
- ✓ Growth businesses – Origin Zero and Community Energy Services
- ✓ Octopus – step change in earnings growth delivered in this result, further potential to grow its global energy and utility software business

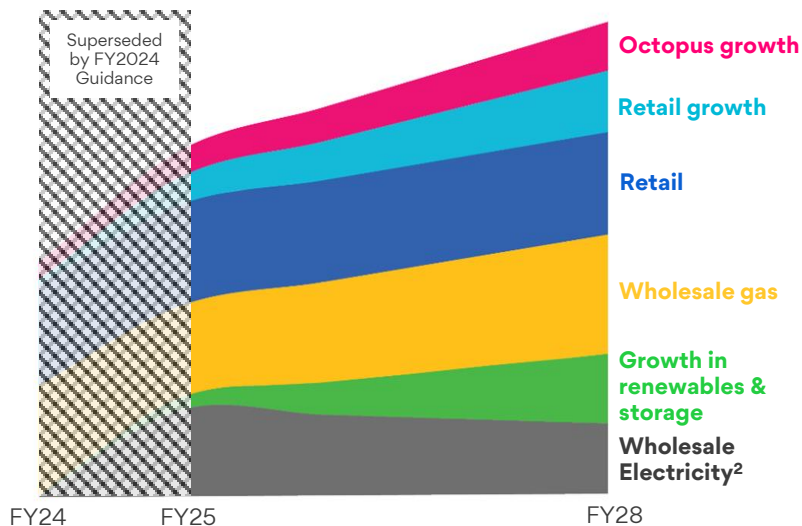
## **Platform for transition investment**

- ✓ 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

# Energy Markets and Octopus Energy targeted earnings trajectory

- FY2024 to FY2025 earnings trajectory as disclosed at the half year has been superseded by new FY2024 guidance (slide 45)
- FY2024 earnings guidance is now higher than previously expected
- We expect a reduction in electricity gross profit from FY2024 to FY2025
- Further upside potential from Octopus compared to trajectory shown below

## Targeted earnings trajectory<sup>1</sup>



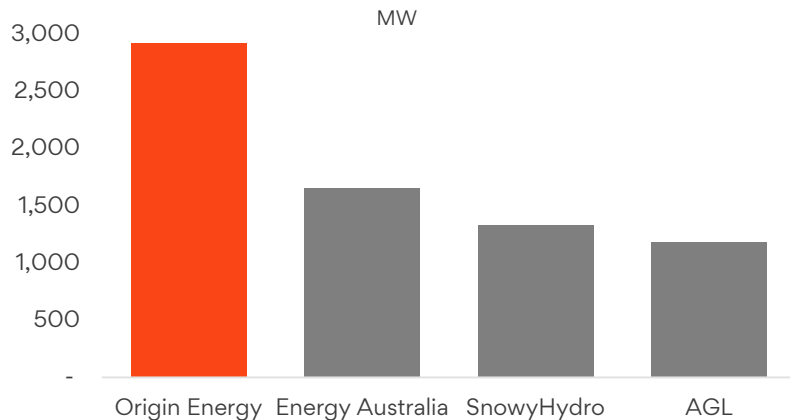
## Growth and value drivers

- ✓ Now #2 energy retailer in UK by customer accounts
- ✓ Kraken customer licence growth in energy software business
- ✓ Scaling up energy transition services
- ✓ Customer scale provides opportunities for growth across Community Energy Services, VPP and Broadband
- ✓ Scale and low-cost Kraken platform provide stable Retail margin
- ✓ Stable long-term earnings from strategic gas position
- ✓ Retail demand pulls through renewables and storage investment
- ✓ Partnering with others and utilising third party capital
- ✓ Positive contribution from Earing<sup>2</sup> on tariff reset
- ✓ Thermal peaking fleet expected to make strong contribution through transition

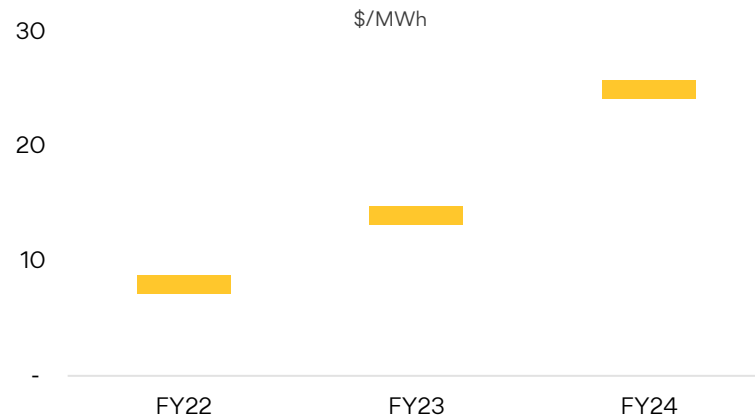
- 1) This chart was presented at HY2023 results, and provides a targeted earnings trajectory based on a successful implementation of the strategy as described in this presentation. It is not intended to be an earnings forecast or guidance, and actual results will depend on a number of factors, including matters outside Origin's control, such as commodity prices, market conditions and regulatory environment
- 2) Origin has submitted notice to AEMO to retire Earing 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

# Thermal peaking fleet is a growing source of earnings

## Capacity position



## NSW average capacity forward prices



Source: AEMO data as at 13 July 2023

- Thermal peaking fleet covers ~ 50% of our Retail load capacity requirement
- Thermal peaking fleet is underpinned by fixed price<sup>1</sup> gas supply contracts and transport flexibility
- FY2023 thermal peaking fleet start reliability was ~98%
- FY2024 capacity value has increased significantly reflecting higher market costs to build capacity
- Thermal peaking capacity expected to remain valuable as coal plants retire and are replaced with renewables

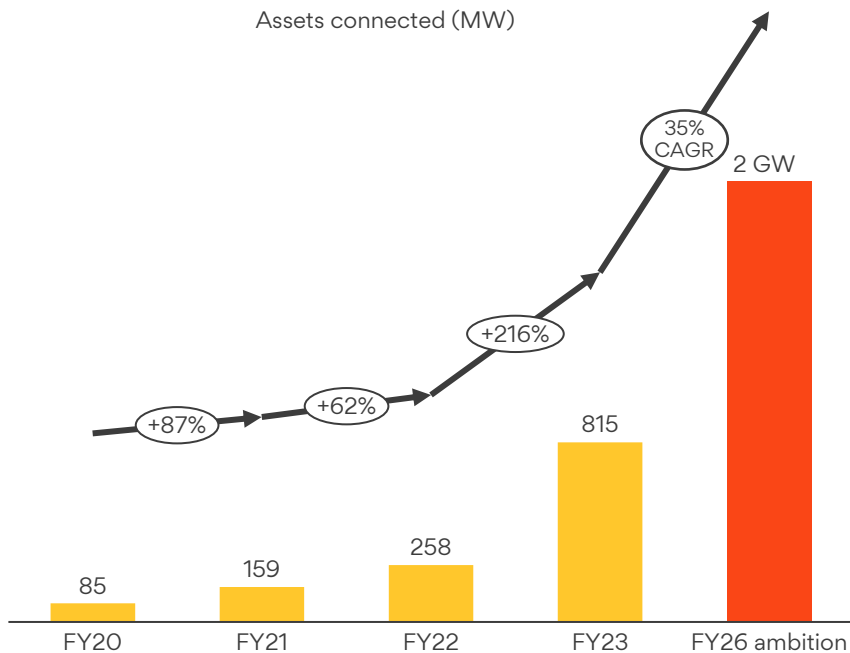
1) Subject to CPI adjustments

# In-house VPP (loop) has several value pools across wholesale and retail

## Targeting significant growth



## Virtual Power Plant value pools



### Wholesale

- Ability to move load to times of lower prices for a portion of assets
- Near zero capital and low short run marginal cost, benefits shared with counterparties

### Capacity

- Ability to add supply or reduce demand at short notice for a portion of assets
- Low short run marginal cost, benefits shared with counterparties

### FCAS

- Providing short bursts of capacity to Frequency Control and Ancillary Service (FCAS) markets

### Network

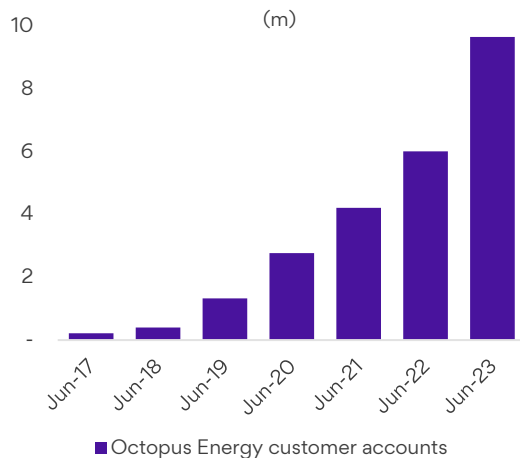
- Reduce network augmentation costs by avoiding expensive upgrades

### Customer

- Benefits shared with customers, delivering competitive advantage, higher customer engagement and less churn

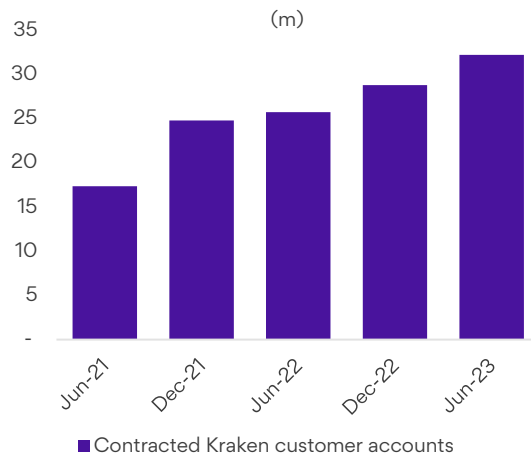
# Octopus has grown significantly with further value appreciation potential

## UK retail exceptional growth



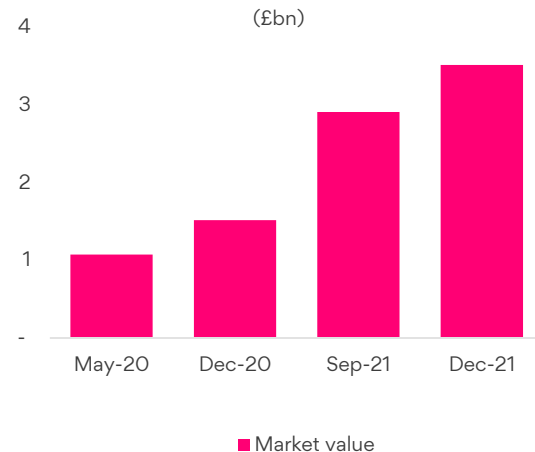
- Octopus now the 2<sup>nd</sup> largest UK energy retailer by customer accounts, and continuing to grow
- Retail market in the UK showing signs of stabilisation following volatile period in 2022
- Octopus maintaining its position as “Most Trusted Brand”

## Growing Kraken licensing



- Kraken contracting pipeline has grown strongly towards 2027 target of over 100 million customers
- Expanding into new utilities, with first water and broadband deals signed in July 2023
- Kraken now fully operational in 10 countries: UK, Australia, France, Germany, Italy, Spain, Belgium, Japan, NZ and US (Texas)

## Value appreciation



- Since last valuation implied following CPPIB investment (~£3.5 billion, Dec 2021), Octopus Energy has:
  - More than doubled customer accounts, including Bulb acquisition
  - Delivered strong earnings in FY2023
  - Grown contracted Kraken customer accounts by over 50%

# Purpose led organisation

## Getting energy right



### Our Customers

- ✓ Customer Happiness Index<sup>1</sup> of 65%
- Strategic NPS declined from +5 to -2 in response to rising cost-of-living pressures
- ✓ APLNG remains a major gas supplier to east coast domestic market
- ✓ ~\$30 million in hardship customer support, increasing in FY2024
- ✓ Kraken migration complete



### Our Communities

- ✓ Regional procurement 20% of our total procurement spend
- ✓ \$24 million spent with Indigenous suppliers
- ✓ >7,000 hours of employee volunteering
- ✓ >\$2.1 million contributed by the Origin Energy Foundation
- ✓ NSW flood relief support
- ✓ Launched Eraring Community Fund



### Our Planet

- ✓ Climate Transition Action Plan received 94.5% shareholder support
- ✓ Achieved short-term Scope 1 emissions target<sup>2</sup>
- Total Scope 1 & 2 equity emissions up by 4% from prior period, reflecting increased electricity generation
- ✓ Final investment decision on 460 MW stage 1 Eraring battery
- ✓ Flaring emissions down 35%



### Our People

- ✓ TRIFR down to 3.8<sup>3</sup> from 4.0 at June 2022
- ✓ Employee engagement 7.7 (out of 10) – above sector average
- ✓ 46% Female Senior Leaders, up from 40.8% in FY2022
- ✓ Supporting our people at Eraring – 93% of employees have Individual Support Plans in place
- ✓ Launched our second Stretch Reconciliation Plan

1) Customer Happiness Index (CHI) is a measure of customer satisfaction and is measured as the average for the 12 months

2) Cumulative reduction of 9.1 mt CO<sub>2</sub>-e Scope 1 equity emissions over FY2021-2023, compared to target of 8 mt CO<sub>2</sub>-e, from an FY2017 baseline

3) Rolling 12 months at June 2023

# Policy must support investment and a sustainable transition

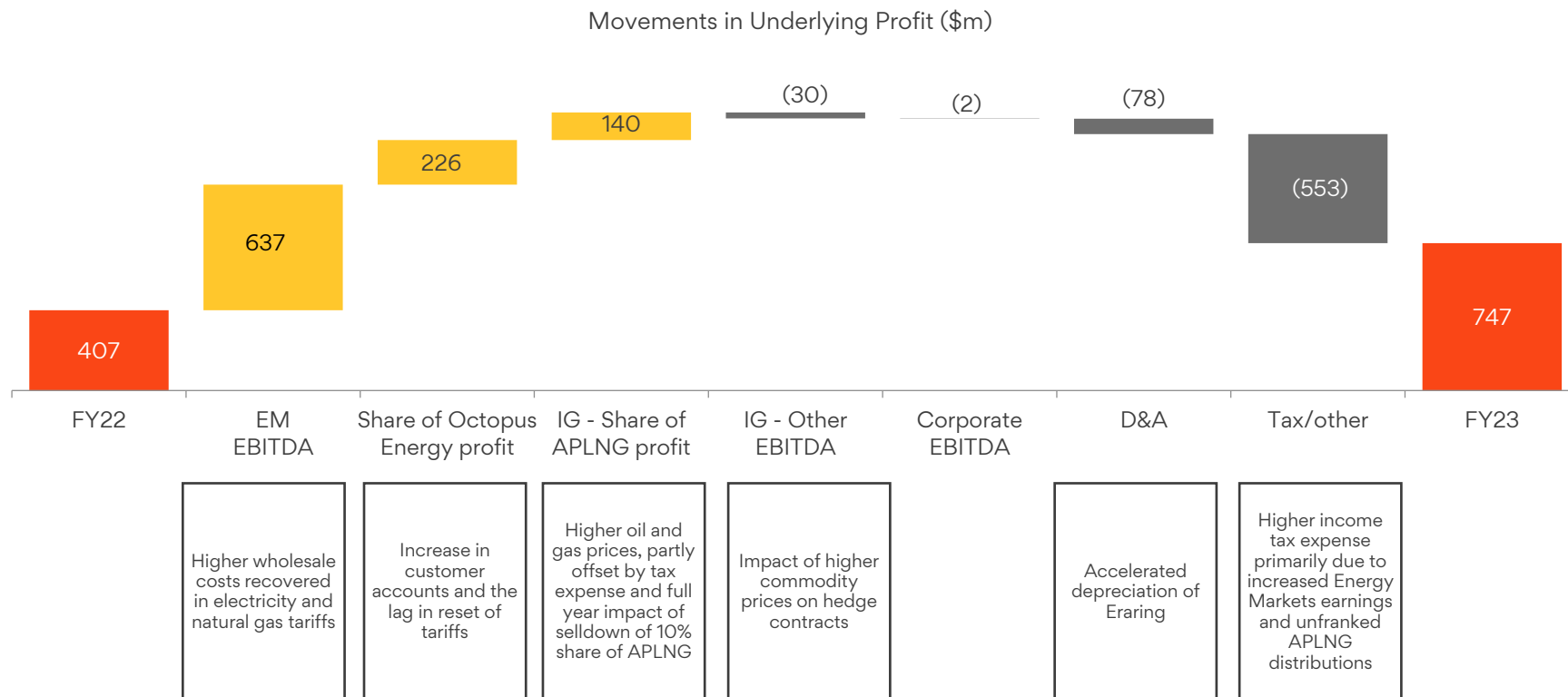
- Substantial investment is required to underpin the new energy system
  - Investors require stable policy and adequate returns reflecting the risk profile
- Investment in new gas supply is urgently needed
- Any further Government interventions will discourage investment if they create uncertainty
- Coal policy enacted during energy crisis was successful in placing downward pressure on electricity prices and ensuring supply to Eraring during a critical period
- 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



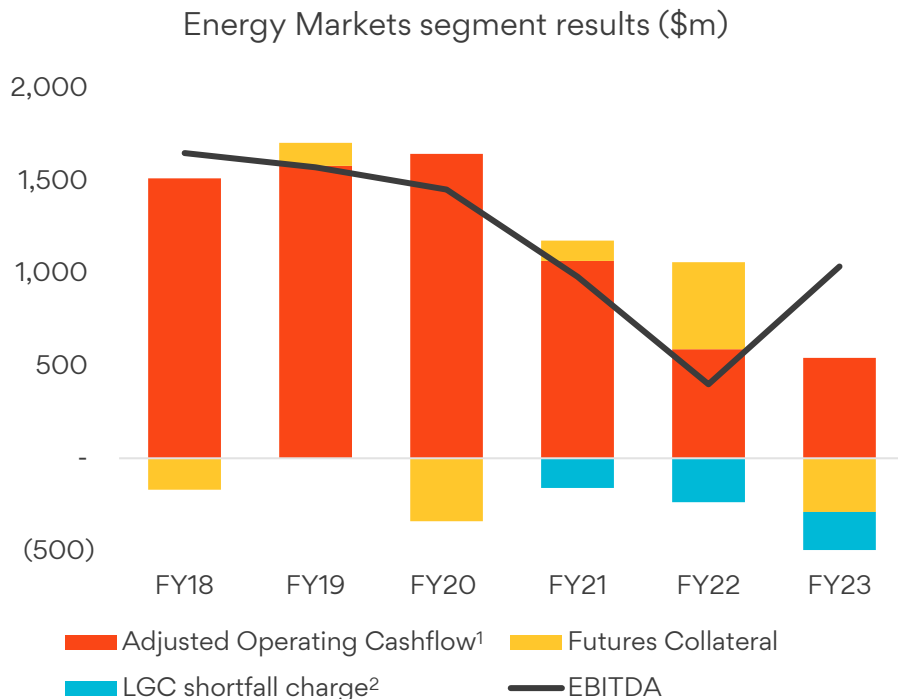
# Underlying Profit up \$340 million to \$747 million



# Cash flow improved from H1 FY2023

| (\$m)                                          | FY23         | FY22         | Change         |                                                                                                                                                                                                                                                                                                                                                                            |
|------------------------------------------------|--------------|--------------|----------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Underlying EBITDA, adjusted for non-cash items | 803          | 135          | 668            | <ul style="list-style-type: none"> <li>Higher earnings from Energy Markets (up \$637 million)</li> </ul>                                                                                                                                                                                                                                                                   |
| Change in working capital                      | (771)        | 119          | (890)          | <ul style="list-style-type: none"> <li>Energy Markets impacts from the extreme wholesale price environment in June 2022:                             <ul style="list-style-type: none"> <li>Unwind of higher priced net payables on wholesale energy from short to pool position</li> </ul> </li> <li>Higher customer tariffs impacting outstanding receivables</li> </ul> |
| Futures exchange collateral                    | (290)        | 471          | (761)          |                                                                                                                                                                                                                                                                                                                                                                            |
| Tax/other                                      | (375)        | (194)        | (181)          |                                                                                                                                                                                                                                                                                                                                                                            |
| <b>Cash from operating activities</b>          | <b>(633)</b> | <b>531</b>   | <b>(1,164)</b> |                                                                                                                                                                                                                                                                                                                                                                            |
| Cash distributions from APLNG                  | 1,783        | 1,595        | 188            | <ul style="list-style-type: none"> <li>Higher tax payments primarily due to unfranked dividends (\$166 million)</li> <li>Restructuring costs and 2022 LGC shortfall charge</li> </ul>                                                                                                                                                                                      |
| Capital expenditure                            | (475)        | (336)        | (139)          |                                                                                                                                                                                                                                                                                                                                                                            |
| Acquisitions/disposals                         | (133)        | 1,571        | (1,704)        |                                                                                                                                                                                                                                                                                                                                                                            |
| Net interest paid                              | (120)        | (189)        | 69             |                                                                                                                                                                                                                                                                                                                                                                            |
| <b>Free Cash Flow</b>                          | <b>422</b>   | <b>3,172</b> | <b>(2,750)</b> |                                                                                                                                                                                                                                                                                                                                                                            |
| Major growth                                   | 253          | 318          | (65)           | <ul style="list-style-type: none"> <li>Octopus/Kraken (\$226 million)</li> <li>Eraring battery (\$27 million)</li> </ul>                                                                                                                                                                                                                                                   |
| APLNG 10% stake sale proceeds                  | -            | (1,957)      | 1,957          |                                                                                                                                                                                                                                                                                                                                                                            |
| Futures exchange collateral                    | 290          | (471)        | 761            |                                                                                                                                                                                                                                                                                                                                                                            |
| <b>Adjusted Free Cash Flow</b>                 | <b>965</b>   | <b>1,062</b> | <b>(97)</b>    |                                                                                                                                                                                                                                                                                                                                                                            |

# Energy Markets cash conversion – expected to recover in FY2024

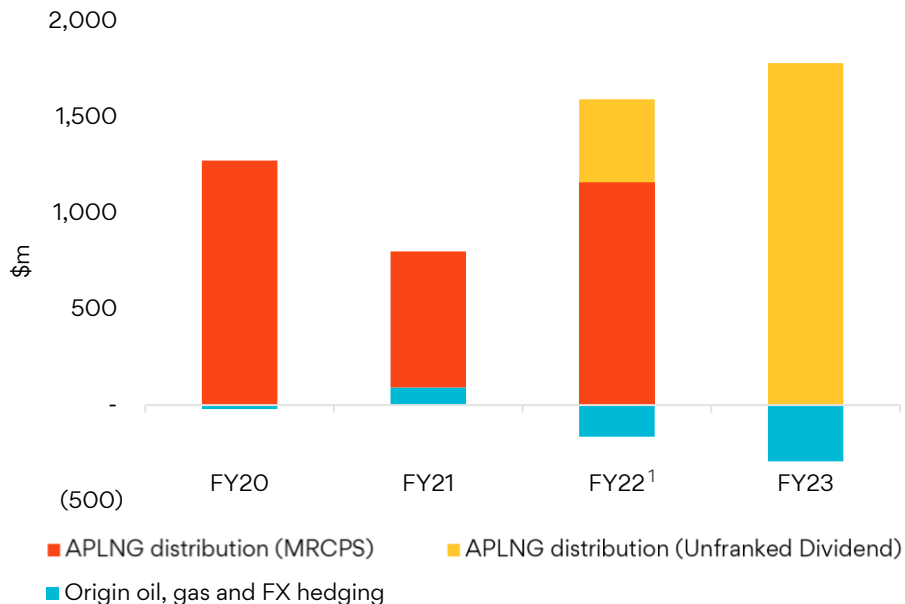


- Price volatility positively impacted working capital and collateral in FY2022 (see previous slide)
- This position moved towards more normal levels in FY2023 as wholesale prices abated, adversely impacting cash flow
- Assuming price volatility does not increase materially, we anticipate improved cash conversion in FY2024
- 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
  - FY2024 LGC net refund of **\$114 million** expected

1) Adjusted Operating Cashflow represents reported Energy Markets operating cashflow, excluding the impact of Futures Collateral and LGC shortfall charge  
2) Refer to Appendix slides 50 and 51

# Record APLNG cash distribution

APLNG distribution and Origin oil, gas and FX hedging



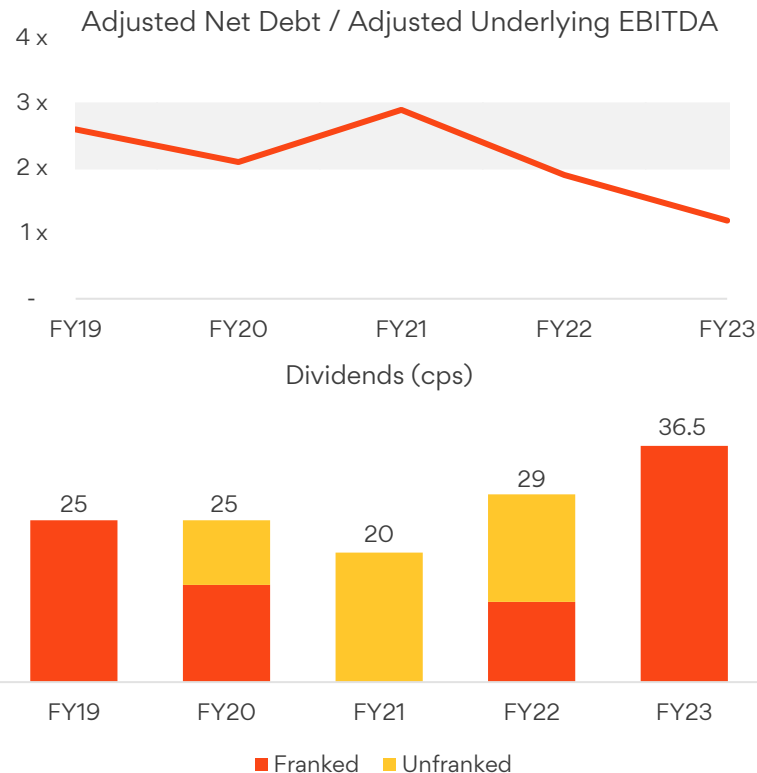
- APLNG **distributed \$1,783 million cash** to Origin by way of unfranked dividends in FY2023, **\$1,489 million net of Origin hedging**
- Strong operating cash flow of \$8.2 billion after \$0.9 billion Queensland royalties
- APLNG repaid US\$0.5 billion (A\$0.8 billion) of project finance debt. Project finance debt balance at 30 June 2023 of US\$4.9 billion
- APLNG held \$1,720 million of cash at 30 June 2023 (\$1,544 million at 30 June 2022)
- Hedge losses in FY2023 largely pertain to hedges executed prior to APLNG 10% stake sale, when balance sheet protection was a focus

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

# Dividend and capital management

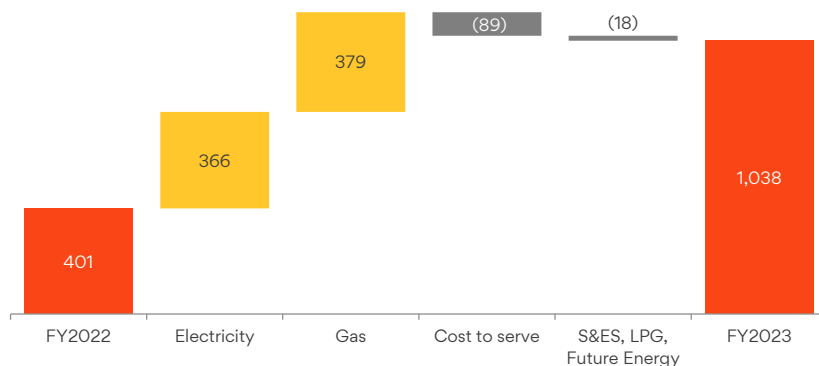
## Final FY2023 dividend of 20 cps, fully franked, determined for a total FY2023 dividend 36.5cps

- 66% Adjusted Free Cash Flow payout ratio
- Payout ratio is above the target range, reflecting:
  - improved earnings outlook;
  - strong balance sheet; and
  - significant one-off increase in working capital



# Energy Markets Underlying EBITDA up \$637 million to \$1,038 million

Movements in Underlying EBITDA (\$m)



## Electricity gross profit up \$366 million to \$574 million

- Higher wholesale prices flowing into business (+\$395 million) and retail (+\$366 million) customer tariffs
- Increased fuel costs, primarily coal (-\$303 million), and higher procurement costs (-\$91 million) largely reflecting higher net pool costs
- Higher business volumes due to net customer wins, minimal impact

## Gas gross profit up \$379 million to \$943 million

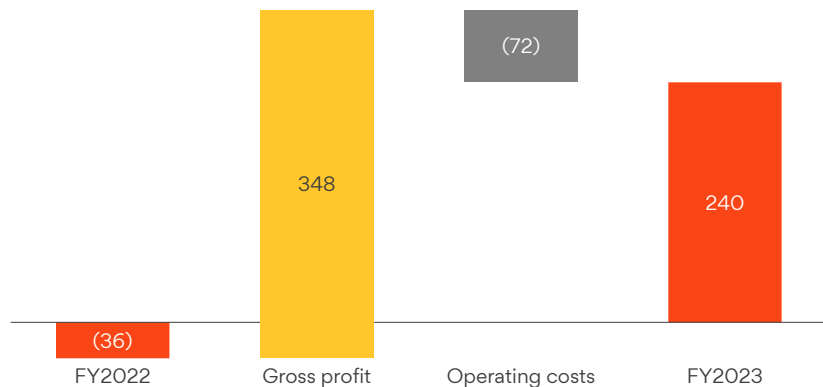
- Business (+\$297 million) and retail (+\$180 million) customer tariffs repricing, reflecting higher current and prior period costs
- Higher net JKM and oil supply costs (-\$63 million)
- Higher procurement costs on other supply contracts (-\$32 million)
- Lower business volumes due to expiration of customer contracts with minimal margin impact

|                                | FY2023       | FY2022     | Change     |
|--------------------------------|--------------|------------|------------|
| <b>Underlying EBITDA (\$m)</b> | <b>1,038</b> | <b>401</b> | <b>637</b> |
| <b>Electricity</b>             |              |            |            |
| Volumes sold (TWh)             | 35.8         | 35.5       | 0.4        |
| Gross profit (\$m)             | 574          | 207        | 366        |
| Gross Profit (\$/MWh)          | 16.0         | 5.8        | 10.2       |
| <b>Gas</b>                     |              |            |            |
| External volumes sold (PJ)     | 186.5        | 188.1      | (1.5)      |
| Gross profit (\$m)             | 943          | 564        | 379        |
| Gross Profit (\$/GJ)           | 5.1          | 3.0        | 2.1        |

**Cost to serve** up \$89 million, primarily driven by an increase in bad and doubtful debt expense due to higher bill sizes, cost of living pressures, slower aged debt collection and the non-repeat of a \$26 million release/utilisation of COVID-19 provisions in FY2022

# Share of Octopus Energy increased to significant positive contribution

Movements in Underlying EBITDA (\$m)



|                                            | FY2023     | FY2022      | Change     |
|--------------------------------------------|------------|-------------|------------|
| <b>Underlying EBITDA (\$m)<sup>1</sup></b> | <b>240</b> | <b>(36)</b> | <b>276</b> |
| <b>Retail</b>                              |            |             |            |
| UK customer accounts (000's)               | 9,176      | 5,885       | 3,291      |
| International customer accounts (000's)    | 481        | 238         | 243        |
| <b>Licensing</b>                           |            |             |            |
| Contracted customer pipeline (m)           | 32.2       | 25.7        | 6.5        |
| <b>Services</b>                            |            |             |            |
| Smart meter installations (000's)          | 604        | 473         | 131        |
| Electric vehicle fleet (000's)             | 8.5        | 1.7         | 6.8        |

## Retail

- The result reflects an increase in customer accounts and the lag in reset of tariffs
  - Prior year loss resulted from incurring higher cost of energy with an inability to pass onto customers due to the lag in reset of regulated tariffs
  - Ofgem's tariff reset period changed to quarterly during FY2023 allowing costs incurred in H1 to be recouped in H2
  - 6-month contribution from the Bulb Energy acquisition
- Octopus maintained their cost-to-serve advantage

## Kraken licensing

- Licensing revenue down as prior period included higher milestone and performance payments
- Recurring revenue will increase as customer accounts go live on the Kraken platform

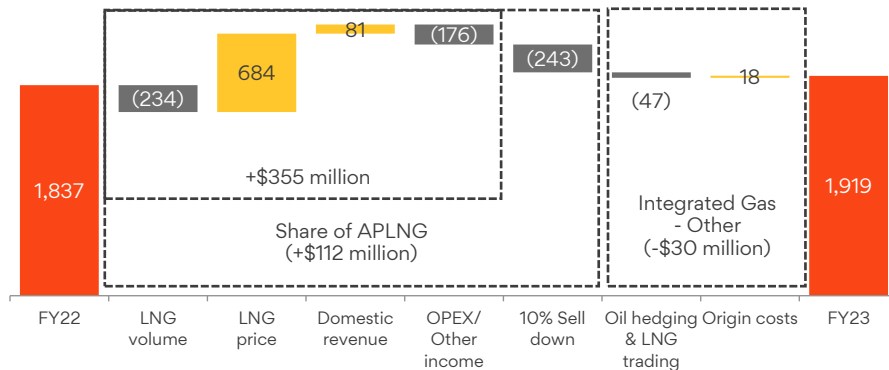
## Investment

- Origin paid \$173 million in FY2023 to maintain its 20% share

1) Following CPPIB<sup>1</sup> investment in Octopus Energy during December 2021, Origin accounted for its interest in Octopus Energy at 18.7% from December 2021 (previously 20%), with subsequent investment of \$173 million during FY2023 to maintain its 20% interest from August 2022

# Integrated Gas Underlying EBITDA up 4% on higher export LNG prices

Movements Underlying EBITDA (\$m)



## Share of APLNG EBITDA up \$355 million, excluding the impact of the sell down:

- Higher realised oil prices of US\$103/bbl (A\$154/bbl) vs US\$74/bbl (A\$103/bbl) in FY2022 drove record revenue
- Lower LNG volume mix reflecting lower production and prioritisation of domestic market sales
- Higher opex driven by increased gas purchases/swaps to manage the portfolio, increased workovers to address wet weather backlog, multi-year gas processing cyclical maintenance program, higher royalties as a result of higher revenue and exploration asset write off

|                                   | FY2023       | FY2022       | Change    |
|-----------------------------------|--------------|--------------|-----------|
| Share of APLNG <sup>1</sup> (\$m) | 2,246        | 2,134        | 112       |
| Integrated Gas - Other (\$m)      | (327)        | (297)        | (30)      |
| <b>Underlying EBITDA (\$m)</b>    | <b>1,919</b> | <b>1,837</b> | <b>82</b> |

## APLNG 100%

|                         |       |       |      |
|-------------------------|-------|-------|------|
| Sales volumes (PJ)      |       |       |      |
| Domestic Gas            | 150   | 159   | (9)  |
| LNG                     | 495   | 505   | (10) |
| Realised price (A\$/GJ) |       |       |      |
| Domestic Gas            | 8.54  | 6.23  | 2.31 |
| LNG                     | 20.01 | 16.36 | 3.65 |

## Integrated Gas - Other costs increased by \$30 million to net loss of \$327 million:

- Commodity hedging and trading of \$235 million net loss:
  - \$294 million oil, gas and fx hedging loss (\$165 million in FY2022)
  - partially offset by a \$58 million gain in LNG trading (\$23 million loss in FY2022)
- Origin costs down by \$18 million reflecting lower exploration costs and higher APLNG cost recovery
- LNG trading EBITDA in FY2024 is expected to be \$40 million to \$60 million, and for FY2025 and FY2026, \$450 million to \$650 million in total

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

# Operational Review

Frank Calabria, CEO



# Energy Markets



# Electricity margin was suppressed in H1 FY2023, now improving

## 1H FY2023

- Customer tariffs did not allow for full wholesale cost recovery
- Improved coal deliveries reduced exposure to high spot prices, but coal costs remained high
- Market volatility high in Q1 FY2023

## 2H FY2023

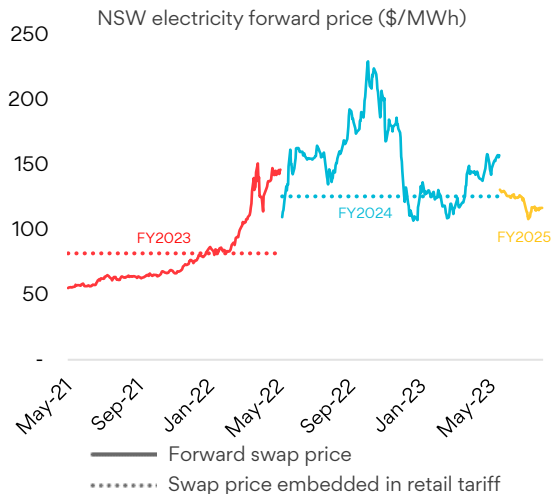
- No change in mass market customer tariffs, business tariffs begin to reprice
- Coal price cap<sup>1</sup> introduced in December 2022, moderating Eraring fuel costs
- Lower electricity and gas spot prices as a result of a mild summer and price caps on coal and gas

## Outlook

- Mass market customer tariffs increase in FY2024 to recover higher costs incurred in prior periods
- Coal price cap continues to 30 June 2024, and coal to be purchased at market prices for FY2025
- Moderation of tariffs expected in FY2025 based on current forward price curve

# Electricity margin recovery driven by higher tariffs and lower fuel costs

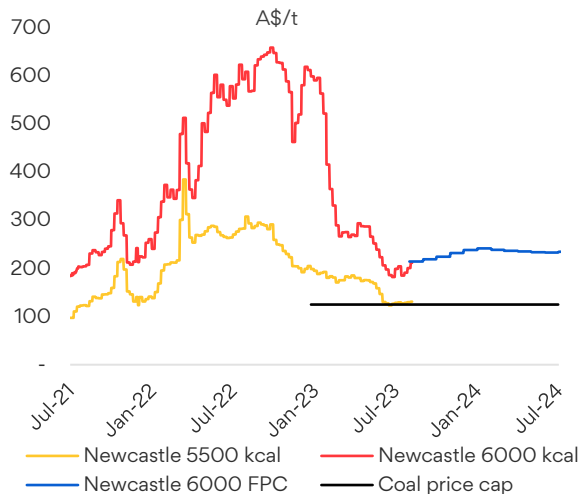
## Customer tariffs increasing



Source: AEMO/Bloomberg as at 7 August 2023

- Uplift in FY2024 tariffs due to high prices from April to December 2022
- Early indications based on the forward curve suggest moderation of tariffs in FY2025

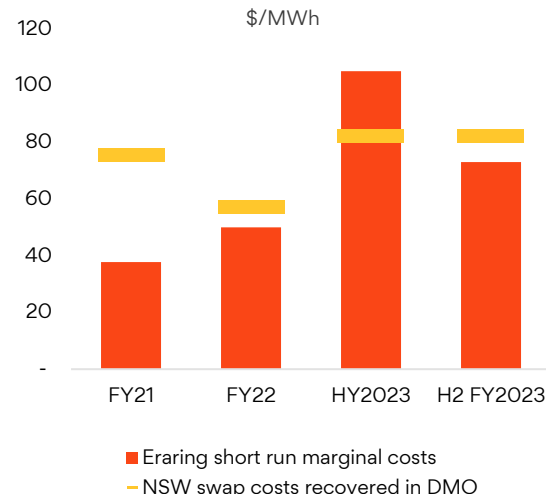
## Coal prices have moderated



Source: Bloomberg as at 7 August 2023

- Significant moderation in Eraring coal cost in H2 FY2023 with introduction of coal price cap. Coal market prices also reduced
- Continued coal price cap out to 30 June 2024

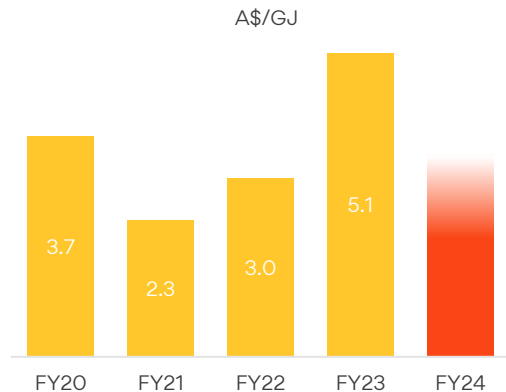
## Eraring contribution improved



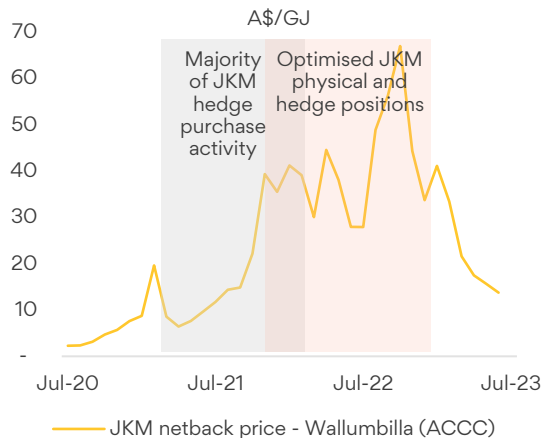
- Improved contribution from Eraring in the second half of FY2023 on lower fuel costs and tariff reset

# Gas margin higher on tariffs repricing and trading gains

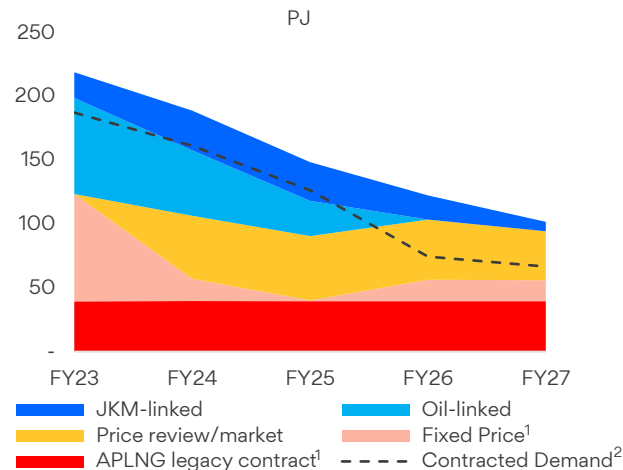
## Gross profit



## Trading gains on JKM supply



## Energy Markets contracted gas supply



- Higher gross profit from:
  - business and retail customer tariffs repricing, reflecting the recovery of higher wholesale costs
  - trading gains in FY2023, not expected to fully repeat in FY2024

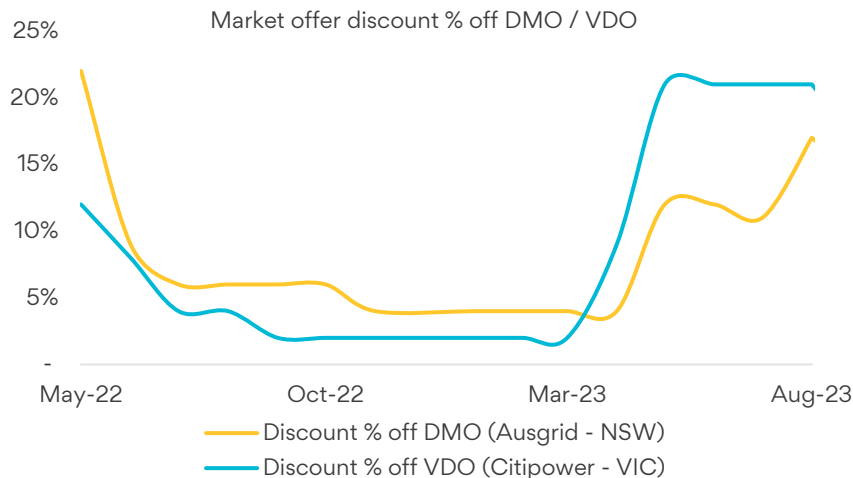
- Timing of JKM hedge execution resulted in trading gains
- Majority FY2024 JKM exposure hedged at higher prices than FY2023

- Origin supply and demand balanced with limited market exposure
- Portfolio strength underpinned by fixed price¹ supply contracts and transport flexibility
- Beach price review ongoing, effective 1 July 2023

1) Subject to CPI adjustments  
2) Excluding gas to generation

# Competition trending higher, continuing to grow customer base

## Competition

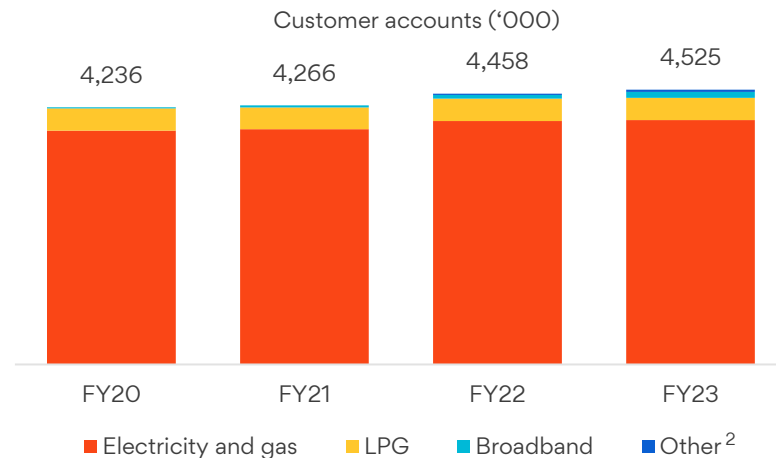


- Competition was muted during FY2023 with a strong return to headline discounts in FY2023 Q4 and into FY2024
- Origin churn rate 6% below market. Overall market churn lower than FY2022
- 10 Retailer of Last Resort (ROLR) events since May 2022 when challenging market conditions presented. 3 since December 2022<sup>1</sup>

1) Mojo Power, QEnergy and Mojo Power East

2) Relates to Origin Home Assist customers

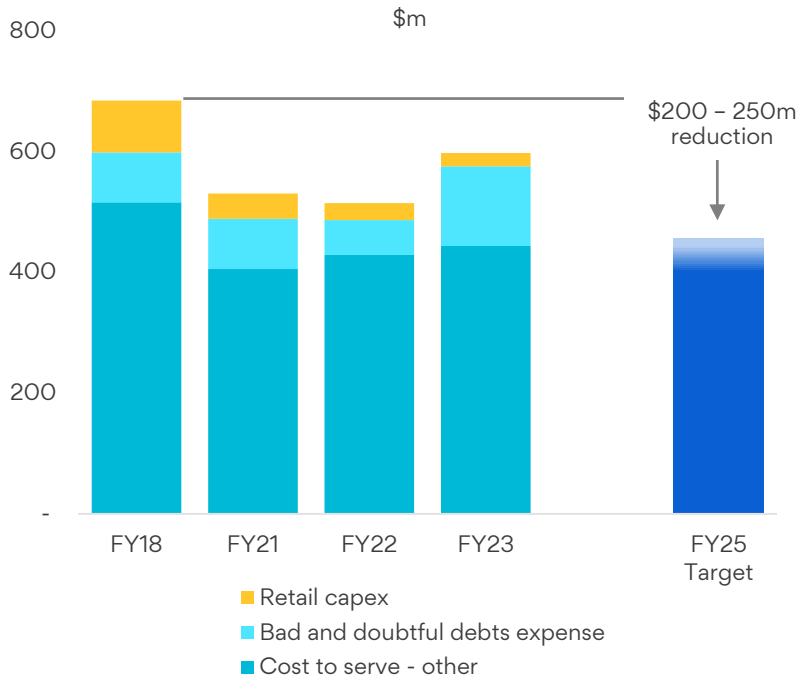
## Large and growing customer base



- Leading multi-product retailer with a large and growing customer base
- Value based approach – products, pricing, channels and renewals
- Rated 4.6 stars on TrustPilot with more 5-star reviews than any other Tier 1 or Tier 2 energy retailer in Australia
- Customer Happiness Index (CHI) score of 65%

# Kraken migration complete, savings targeted for FY2025

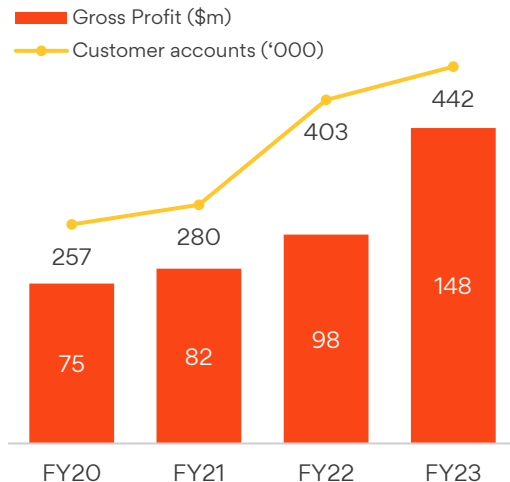
## Cost savings



- Successful migration of all mass market customers to Kraken, currently in a period of operations stabilisation
- Kraken platform and unique operating model are designed to enable the delivery of exceptional customer experience at low cost
- Continuing to support customers experiencing cost-of-living pressures, provided ~\$30 million in support to vulnerable customers in FY2023
- Bad and doubtful debts up \$74 million year on year reflecting cost-of-living pressures
- ~\$150 million cost savings realised as at FY2023 from FY2018 baseline, excluding impact of rising bad and doubtful debts expenses
- **Targeting \$200 - \$250 million cost savings** from FY2018 baseline delayed into FY2025

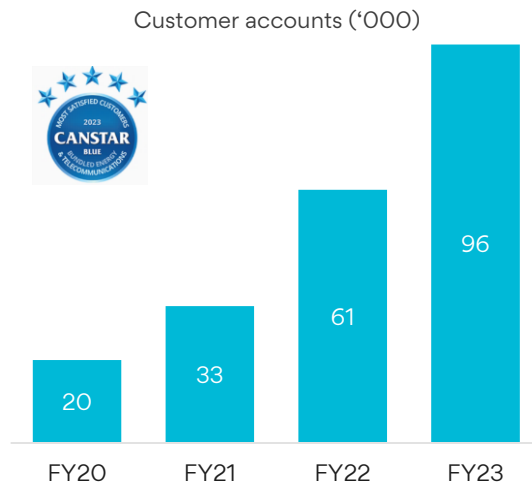
# Scaling up growth opportunities

## Community Energy Services



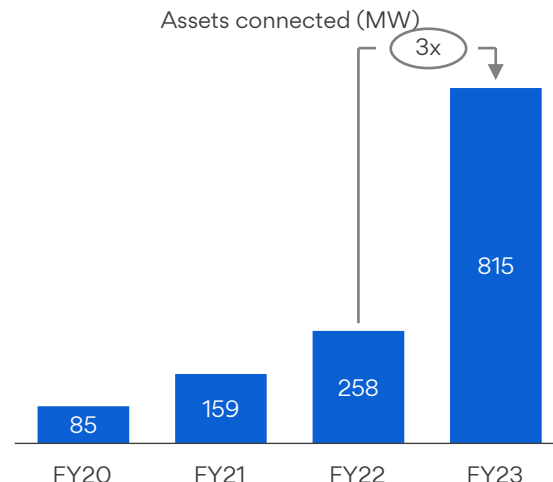
- Community Energy Services grew to 442k customer accounts, with a full year contribution of earnings from WINconnect in FY2023
- Strong contracted growth profile with low churn

## Broadband



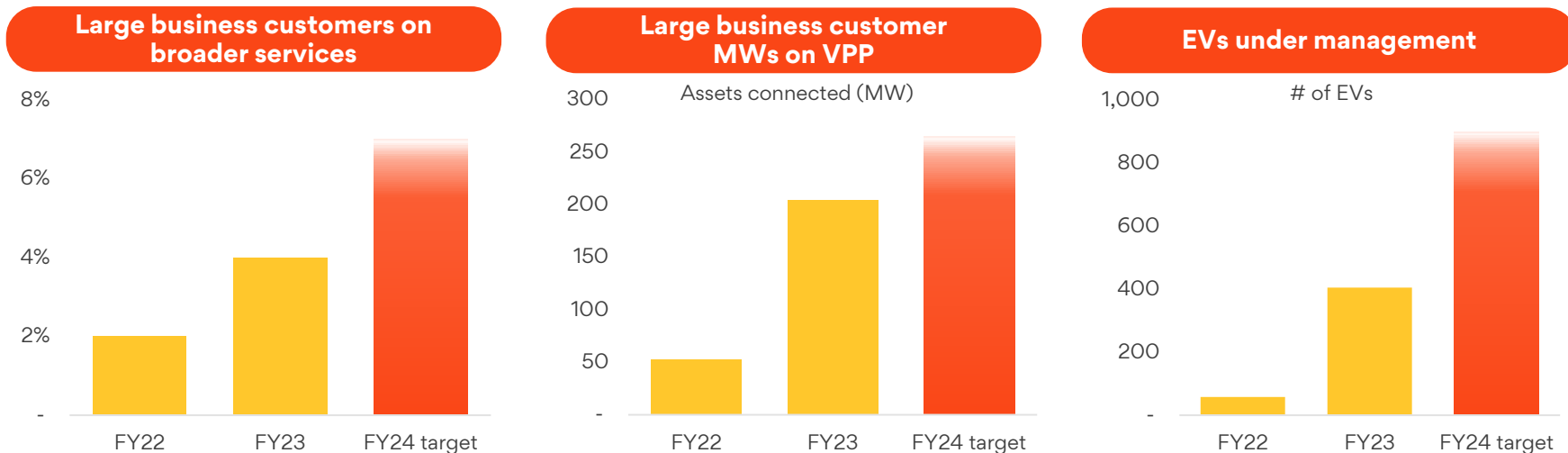
- Broadband customer accounts grew to 96k as we continue to scale
- Won 2023 Canstar Blue Best-Rated Bundled Energy & Telecommunications award

## Origin Loop (VPP)



- Origin Loop (our in-house VPP) more than tripled connected assets to 815 MW over FY2023
- Connected services grew to 276k

# Origin Zero – Accelerating large business customers to net zero



## Gaining momentum in new products and services

- Growing the number of large business customers engaging in non-commodity products
- Launched several new products with strong early demand (EV subscription, solar PPA and new digital tools)
- Growing digital engagement with upgrade to My Business Account

## Supporting large business customers through a challenging commodity market

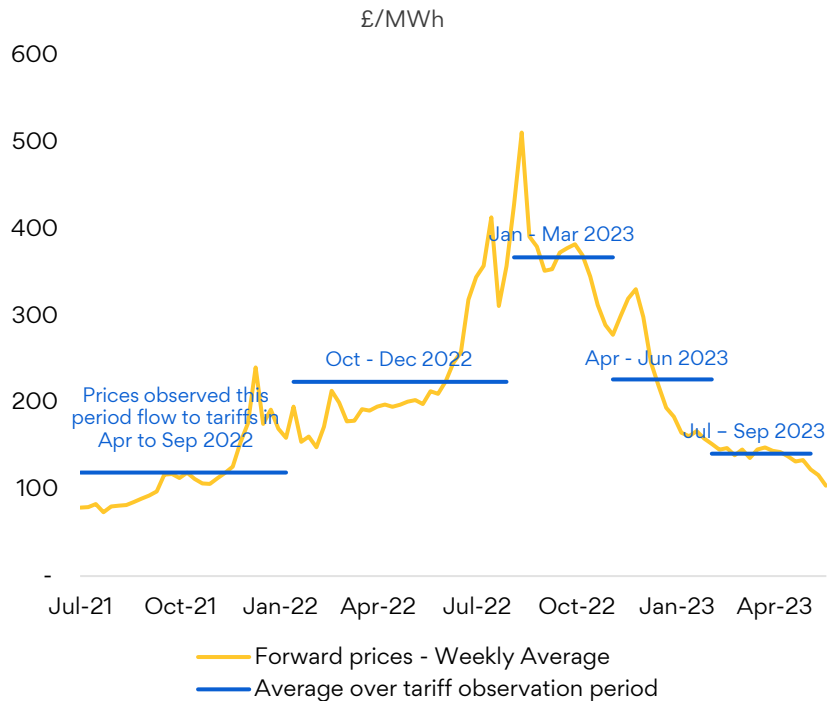
- Electricity volumes stable and gas volumes up 6.5 PJ from FY2022
- Strategic NPS up 13 points to -14 and Customer Satisfaction (CSAT) stable year on year despite challenging environment

# Octopus Energy



# Octopus Energy successfully navigated unprecedented market volatility

## UK wholesale electricity volatility



Source: Ofgem

## UK market volatility

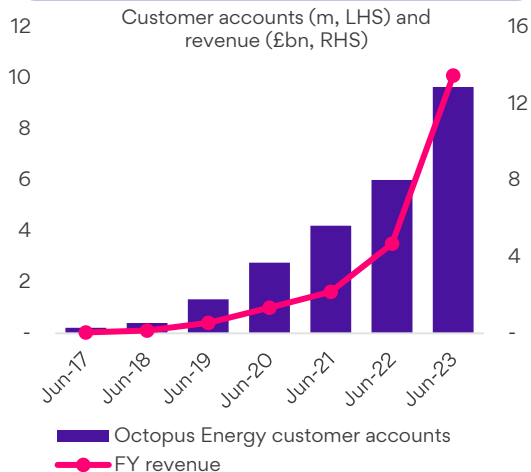
- War in Ukraine resulted in gas shortages and energy price spikes across Europe
- Significant market consolidation as unhedged retailers unable to sustain higher wholesale prices
- Ofgem's quarterly tariff reset enabled higher wholesale costs in H1 to be recouped in H2

## Octopus navigated challenging market conditions well

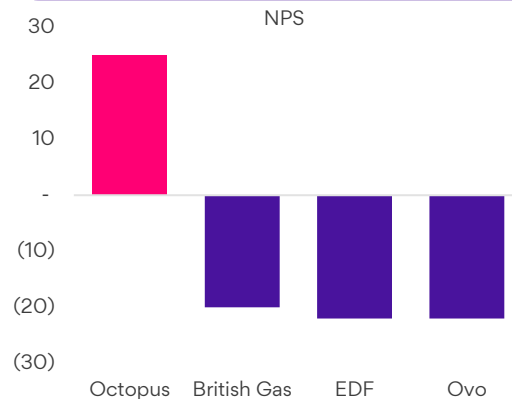
- Prudent risk management enabled Octopus to withstand market events, and come out stronger
- Since the start of the energy crisis, Octopus has lifted customer accounts in the UK by ~150% to 9.7 million
  - Includes acquisition of Avro Energy in September 2021 and Bulb Energy in December 2022
  - Most customers on variable tariffs with quarterly reset, priced at a discount to the Ofgem price cap, following a decision made to protect customers from rising prices
- Strong brand positioning, despite wider industry challenges
- Ongoing cost-to-serve advantage maintained

# Exceptional growth, underpinned by outstanding customer satisfaction

## Exponential growth in retail

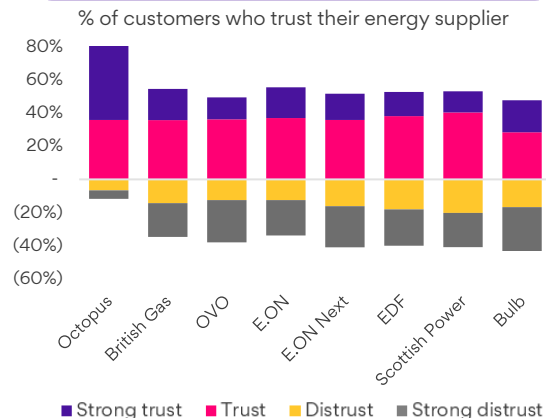


## Outstanding customer satisfaction



Source: UK Consumer Trends Study 2023 with NPSx by Bain & Company

## Trusted brand



Source: YouGov

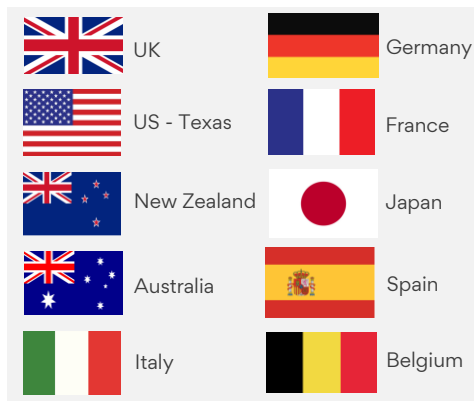
- Following acquisition of Bulb, now the 2<sup>nd</sup> largest energy retailer in UK by customer accounts with a cost to serve advantage
- Octopus Electric Vehicles is now the largest electric car specialist leasing company in the UK
- Growing international presence
- Octopus had the highest difference (+39) versus the industry average of any of the 200 brands surveyed across all industries
- Maintained 4.8 Trustpilot rating and awarded the prestigious Which? Energy Supplier of the Year for 6<sup>th</sup> consecutive year
- Massive price rises caused consumers to lose trust in energy, Octopus was the exception
- Low churn – customer gains exceed losses by 10x

# Kraken: Next-gen technology platform for the energy and utility sectors

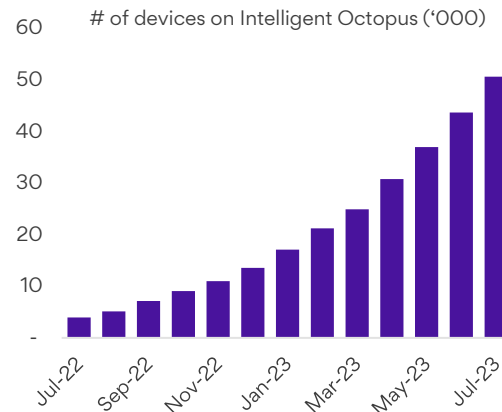
## Kraken tech licensing



## Customers on Kraken today



## Kraken flexibility



- Strong global sales pipeline to achieve the 100 million licensed customer account ambition by 2027
- Successfully expanding into adjacent utility sectors, with first water and broadband deals signed in July 2023

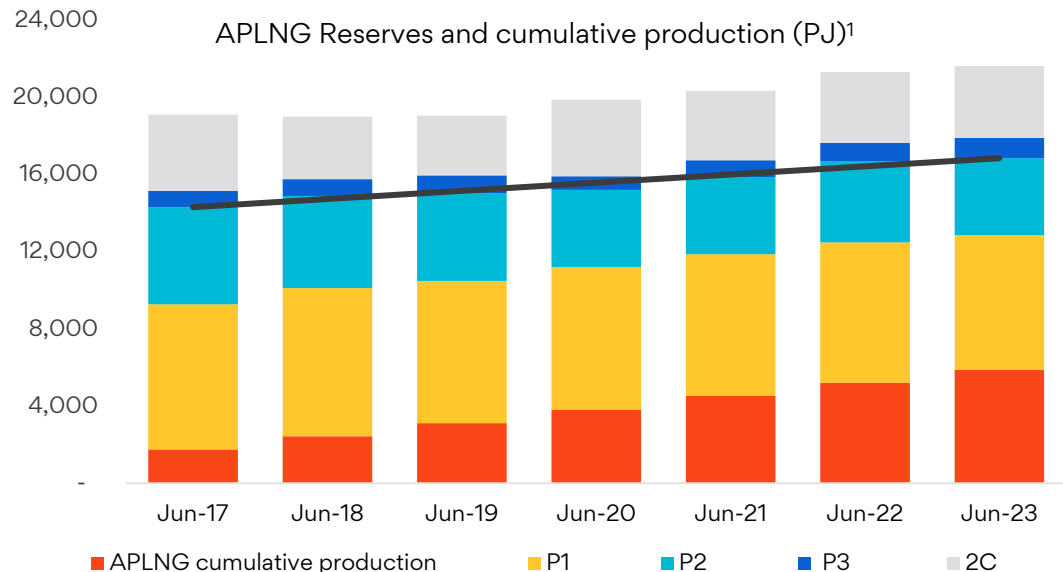
- Significant international contracts signed with Plenitude (France and Southern Europe)
- Kraken runs energy retail operating systems for ~50% of the UK market and ~30% of Australia

- True multi-asset platform covering grid scale (storage and generation) and domestic (EVs, heat pumps, AC units), contracted >5 GW dispatchable power globally
- Over 380 MW of flexible EV battery capacity under management – one of Europe's largest virtual power plants

# Integrated Gas



# Strong resource base



- **Continuing confidence in resource base** with net positive reserves revision before production
- Non-operated positive reserves revision (219PJ) reflecting better than expected performance
- **Reserve base significantly de-risked:** 1P remains at ~60% of 3P
- Large contingent resource base near existing infrastructure provides opportunity for low-cost tie in of new wells. Targeting plays proximal to Condabri, Peat and Spring Gully fields.

| 2P reserves (PJ) | 2P<br>30 Jun 2022 | Revisions/<br>extensions | Production   | 2P<br>30 Jun 2023 |
|------------------|-------------------|--------------------------|--------------|-------------------|
| Operated         | 9,721             | (44) <sup>2</sup>        | (534)        | 9,144             |
| Non-Operated     | 1,726             | 219                      | (140)        | 1,806             |
| <b>Total</b>     | <b>11,448</b>     | <b>175</b>               | <b>(674)</b> | <b>10,949</b>     |

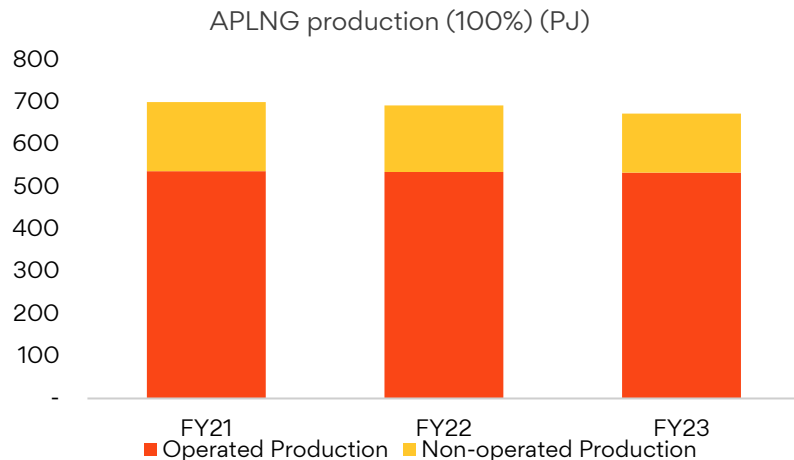
<sup>1</sup> Some of APLNG's CSG reserves and resources are subject to reversionary rights and ongoing interest in favour of Tri Star. Refer to Section 8 of the Operating and Financial Review released to the ASX on 17 August 2023

<sup>2</sup> 0.5% of Operated 2P Reserve base and primarily driven by access considerations

38 17 August 2023 ○ 2023 Full Year Results Announcement

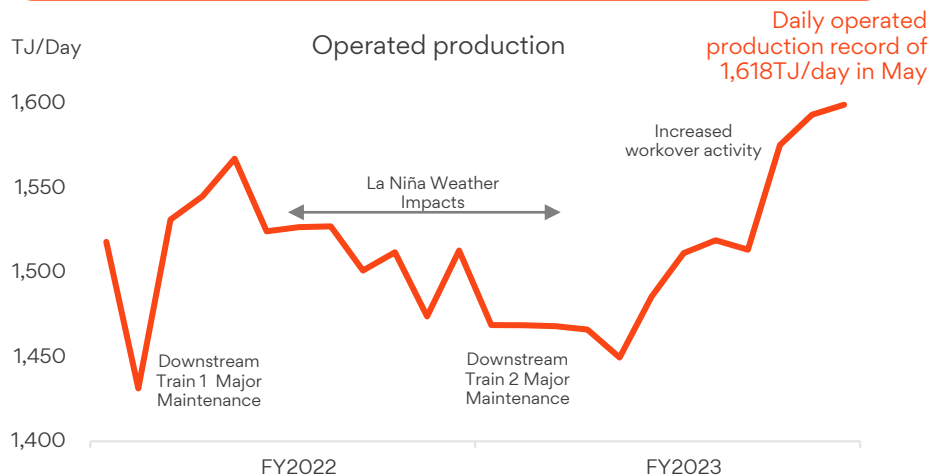
# Strong production rebound following La Niña weather

## Stable production from quality assets



- FY2023 production down 3% compared to FY2022:
  - Cumulative La Niña weather impacts over 1H FY2023 on operated and non-operated fields
  - Unplanned outages in non-operated assets
  - Commencement of planned multi-year upstream gas processing maintenance program (FY2023 - FY2025)

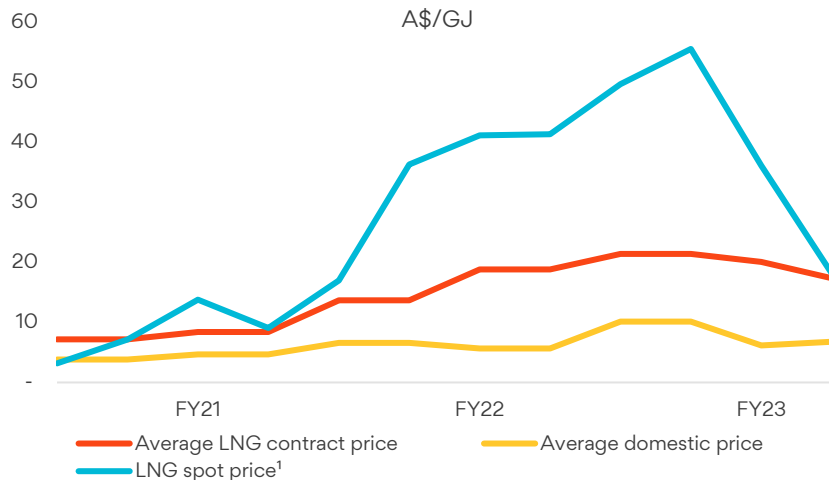
## Production rebound



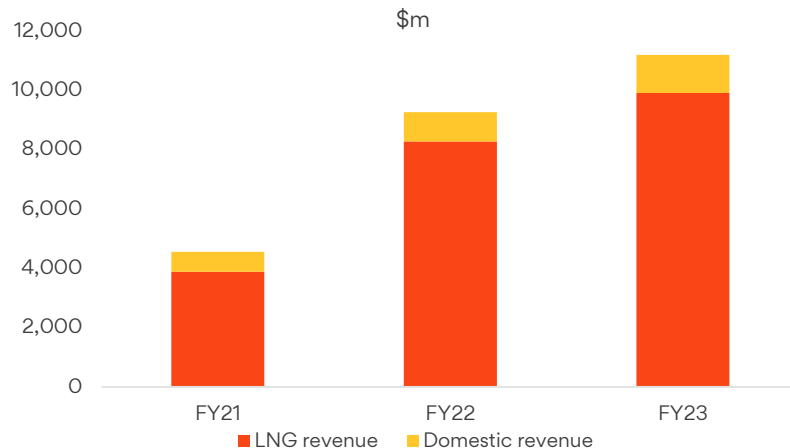
- Drier weather from December 2022 has improved field access allowing more workovers, with 5% increase in wells online
- Production optimisation activities to drive lower well pressures and higher gas flow rates
- Talinga Condabri North Pipeline ramped to full capacity and Orana South Loop Line completed, enabling field production uplift and greater operational flexibility

# Record revenue driven by higher average oil prices on export contracts

## Higher commodity prices over 1H FY2023



## Record revenue

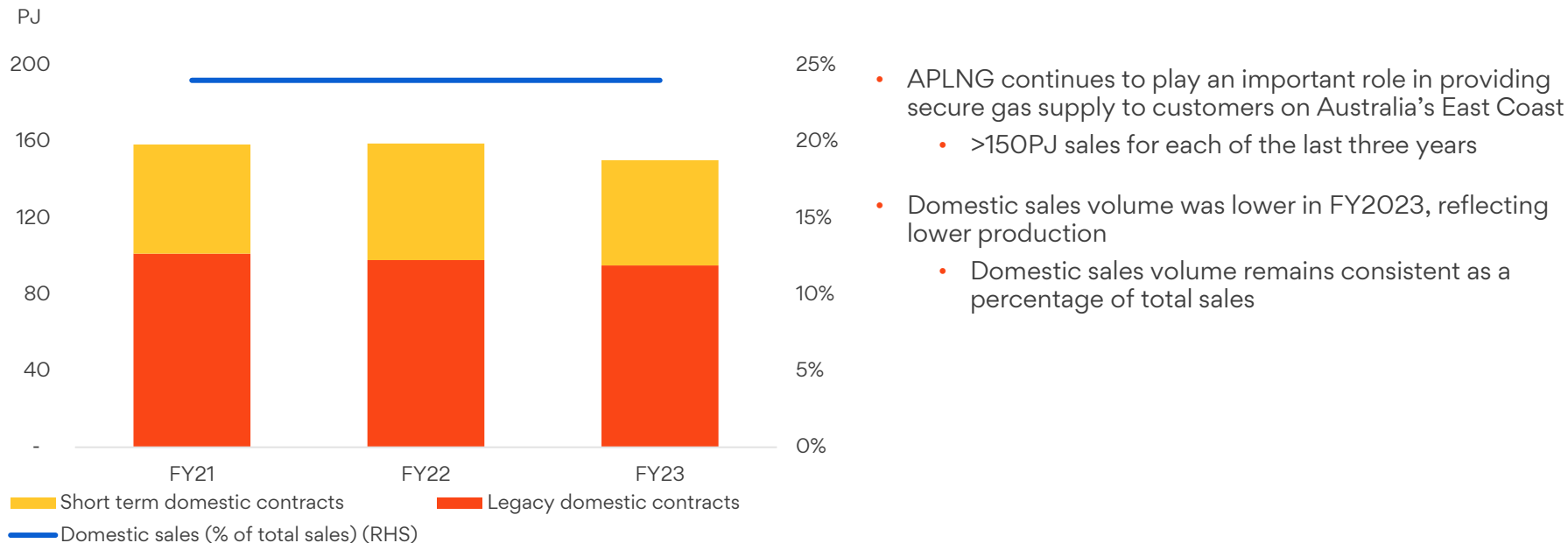


- Higher revenue primarily driven by higher oil prices on LNG export contracts (realised oil price of US\$103/bbl in FY2023 compared to US\$74/bbl in FY2022)
- Seven spot cargoes delivered in FY2023, down from 15 cargoes in FY2022, reflecting the impact of La Niña weather on production and prioritisation of domestic market sales
- Average realised domestic sale price remains below international netback price

<sup>1</sup>) Source: ICE. Quarterly average

# APLNG is a reliable & significant contributor to domestic markets

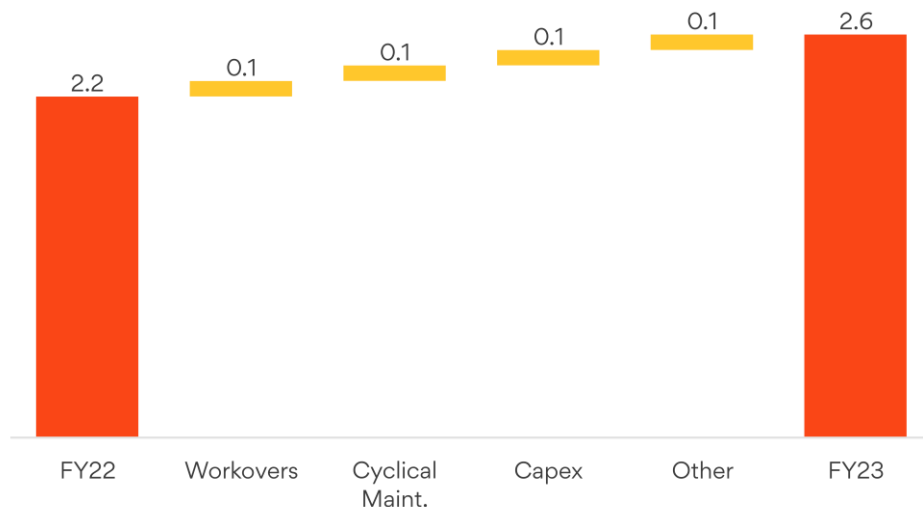
## Domestic sales



# Costs up due to increased activity and cyclical maintenance

## Cyclical costs impacting cost base

APLNG Capex + Opex (100%)<sup>1</sup> \$bn



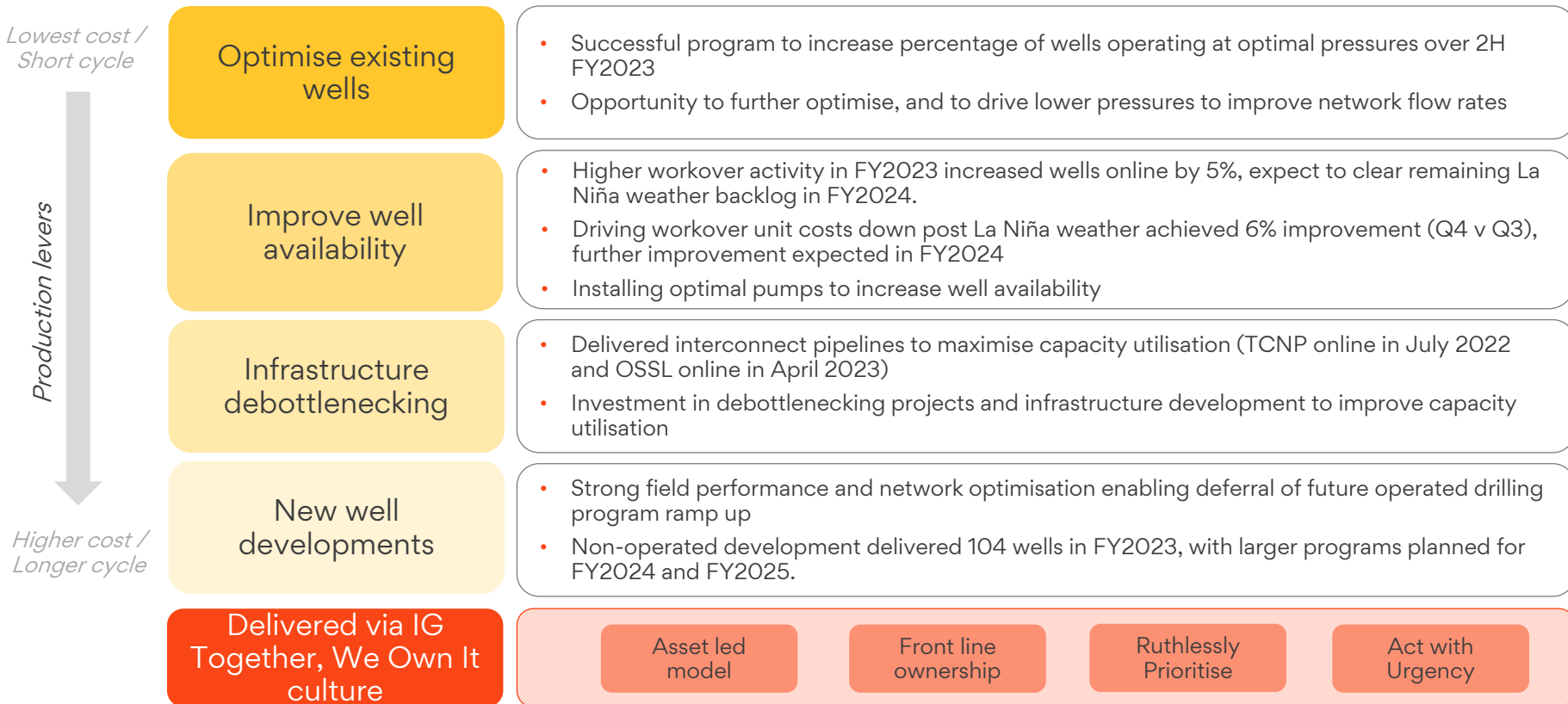
<sup>1)</sup> Opex excludes purchases, one-time write-off and reflects royalties at the breakeven oil price

Higher costs from FY2022 predominantly driven by:

- Increased workover activity focused on reducing La Niña weather inventory backlog. Final year of elevated workover program in FY2024
- Commencement of planned multi-year upstream gas processing maintenance program. Program complete in FY2025
- Increased operated and non-operated well development activity and cost impacts due to La Niña weather
- Broad economy-wide inflation impacting operating costs

Continued focus on prioritising lowest cost of supply, optimising maintenance strategies and front-line cost ownership culture

# Strategy focused on short cycle, low-cost supply initiatives



# Outlook

Frank Calabria, CEO



# Guidance – Energy Markets and Octopus Energy

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

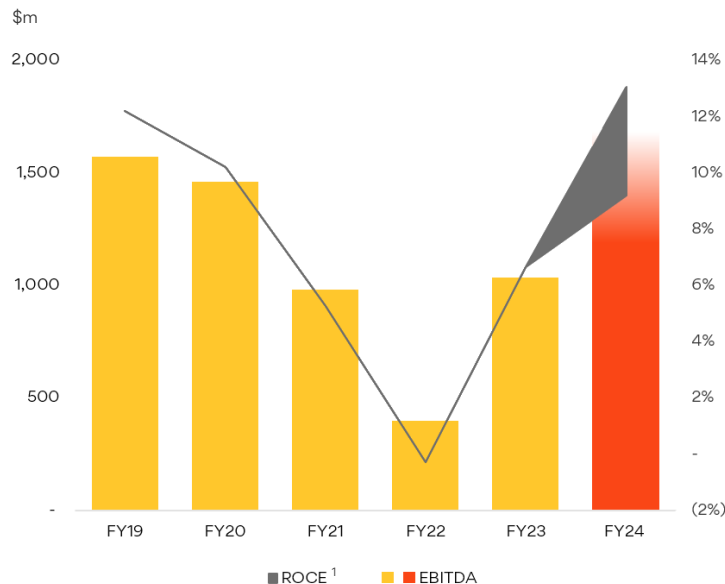
## FY2024

- **Energy Markets** EBITDA is expected to be **\$1,300 – \$1,700 million**, excluding Octopus Energy
  - Electricity gross profit expected to increase due to regulated tariffs repricing, reflecting higher energy procurement costs and capacity prices in recent periods. Coal price caps are also expected to continue to 30 June 2024
  - Gas gross profit expected to moderate as energy procurement costs increase from supply contracts repricing and higher JKM linked supply costs
- **Octopus Energy** is in a rapid growth phase and continues to invest in international growth, technology platform developments and services offerings. Origin's share of Octopus Energy EBITDA is expected to be lower with a wide range of possible outcomes reflecting stronger retail competition. FY2024 will include a full year contribution from Bulb.

## FY2025

- In Energy Markets, we anticipate a reduction in electricity gross profit in FY2025 compared to FY2024 as regulated customer tariffs decline in line with wholesale costs following government intervention in late 2022
  - Assumes current forward energy prices are maintained and priced into customer tariffs
- We expect to deliver on our commitment of \$200 - \$250 million cost reduction by FY2025, from an FY2018 baseline

*Energy Markets returns are recovering towards cost of capital*



1) ROCE has been adjusted to exclude the impact of FY2022 \$2.2 billion impairment of goodwill – Refer to slide 57 for details

# 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%                         |        | FY2023 | FY2024 guidance |
|-----------------------------------------------------|--------|--------|-----------------|
| Production                                          | PJ     | 674    | 680 – 710       |
| Capex and opex, excluding purchases <sup>1</sup>    | A\$b   | 2.6    | 2.8 – 3.0       |
| Unit capex + opex, excluding purchases <sup>1</sup> | A\$/GJ | 3.9    | 3.9 – 4.4       |

- Production guidance in FY2024 of 680 - 710 PJ, reflecting a return to stable operations
- Unit capex and opex<sup>1</sup> guidance of \$3.9 - \$4.4/GJ in FY2024, higher than FY2023 reflecting higher power costs, wet weather workover catch-up and higher non-operated development partially offset by lower cyclical maintenance and base production optimisation programs
- Unit capex and opex<sup>1</sup> over FY2025 and FY2026 is expected to be lower at \$3.6 - \$4.1/GJ following delivery of production optimisation and cost of supply initiatives, completion of upstream cyclical maintenance program and expected lower power costs<sup>2</sup>
- Approximately 41 per cent<sup>3</sup> of Origin's ~17 MMboe share of APLNG's FY2024 JCC oil price exposure and 23 per cent of Origin's ~18 tBtu share of APLNG's FY2024 JKM price exposure have been priced at ~US\$84/bbl and ~US\$11/MMBtu respectively, before any hedging
- Based on forward market prices<sup>3</sup> we estimate a loss in FY2024 on oil, gas and FX hedging of \$27 million including premium

| LNG Trading <sup>4</sup> |      | Guidance  |
|--------------------------|------|-----------|
| FY2024                   | A\$m | 40 – 60   |
| FY2025 – FY2026          | A\$m | 450 – 650 |

1) Opex excludes purchases and reflects royalties at the breakeven oil price

2) Based on contractual pricing and wholesale electricity forward curves as at 7 August 2023

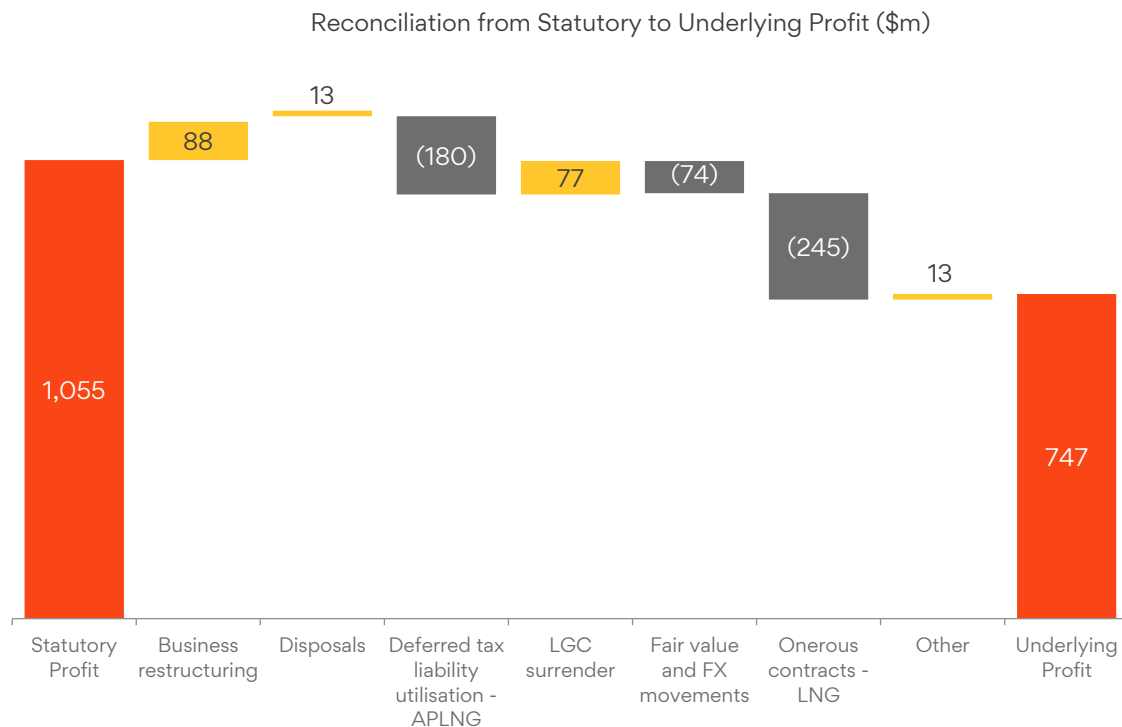
3) As at 7 August 2023

4) LNG trading result subject to market prices on unhedged volumes, operational performance and delivery risk of physical cargoes, and shipping and regasification costs

# Appendix



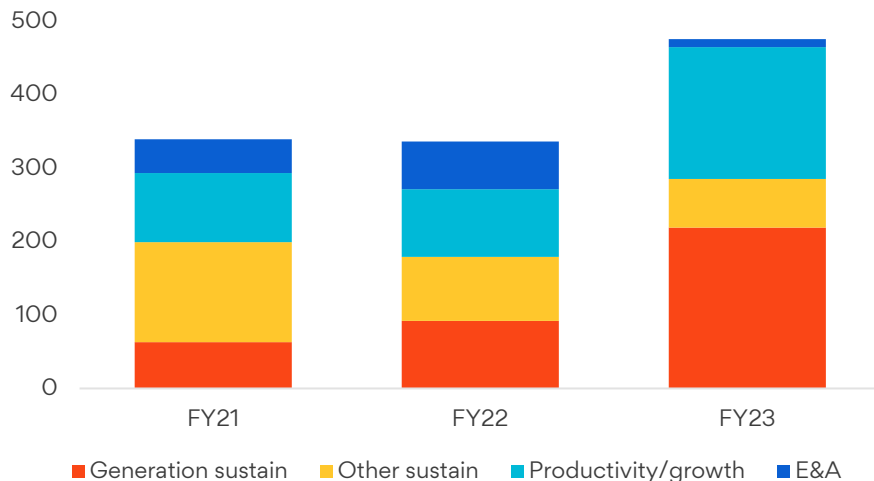
# Items excluded from Underlying Profit



- \$88 million business restructuring costs, including \$55 million relating to the Kraken implementation
- \$13 million relating to disposals - loss on disposal of interests in the Beetaloo Basin (\$75 million), partly offset by the recycling of the FCTR on wind-up of legacy international development entities (\$62 million)
- \$180 million non-cash utilisation of recognised deferred tax liability for dividends paid out of APLNG's retained earnings
- \$77 million relating to a decision to defer the surrender of large-scale generation certificates (LGCs) - discussed on slides 50-51
- \$74 million gain in fair value / FX changes in financial instruments valuation
- \$245 million non-cash benefit relating to LNG onerous contracts
- Other items are discussed in section 5.1 of the Operating and Financial Review

# Capex

Origin capex (\$m)



## FY23 Capex

- **Managing sustaining capex on key assets:** costs associated with the Ash Dam at Eraring (\$69 million); Darling Downs Power Station capital spares and major outage along with other maintenance activities across the fleet. Spend in FY2021 and FY2022 was minimised reflecting the COVID-19 environment
- **Other sustaining capital:** LPG, CES and other assets
- **Productivity/growth:** Octopus Energy licensing, Kraken implementation costs, Eraring Battery, early stage renewable and storage projects, Origin Zero and CES
- **Exploration and appraisal:** primarily Beetaloo prior to divestment

## FY23 Investments

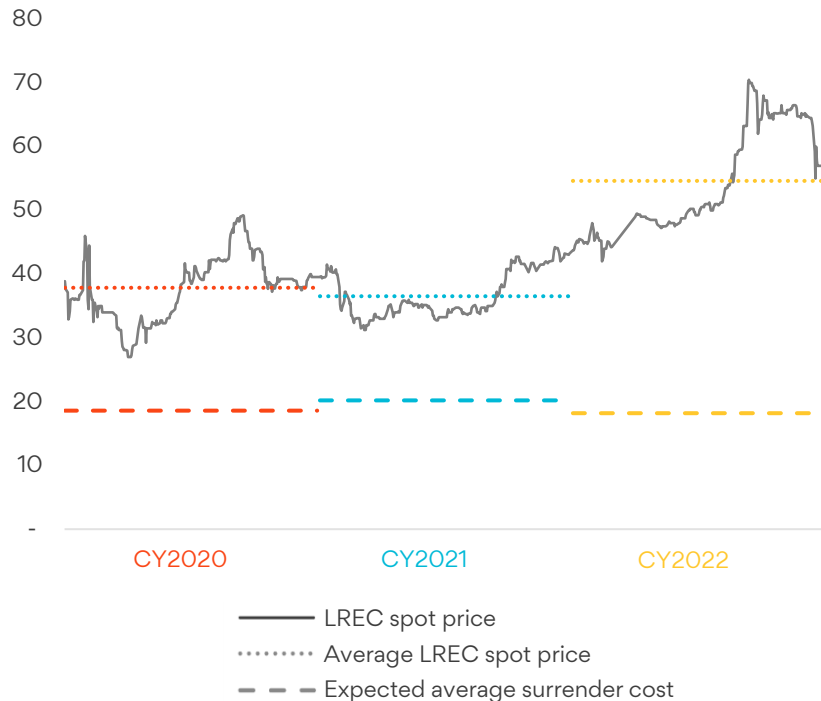
- **Investing in growth and executing on our strategy:**
  - Octopus Energy (\$173 million)
  - CAM Nature Based Carbon Fund investment (\$13 million)
  - Yanco Solar Farm (\$6 million)

|             | FY23 | FY22 | Change |
|-------------|------|------|--------|
| Capex       | 475  | 336  | 139    |
| Investments | 205  | 392  | (187)  |

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

## LGC strategy benefit

\$/certificate



- Over FY2021 to FY2023, we deferred the surrender of ~9 million certificates, incurring a shortfall charge of \$65/certificate or \$602 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 \$221 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 \$425 million** over FY2024 to FY2026
  - FY2024 **\$114 million**
  - FY2025 **\$163 million**
  - FY2026 **\$148 million**
- The refund will be reflected in Statutory profit
- The gross refund of \$602 million is non-assessable for tax to align with the shortfall charge non-deductible treatment

# Large-scale Generation Certificates (LGC) strategy

| Impact across various financial years (\$m) |                                                                                                                                                                                                                                                                                                                                                                                                               | Statutory Profit | Adjustments to Statutory Profit |                       |                       |                       | Underlying Profit |
|---------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|---------------------------------|-----------------------|-----------------------|-----------------------|-------------------|
|                                             |                                                                                                                                                                                                                                                                                                                                                                                                               |                  | Shortfall charge/(refund)       | CY2020 surrender cost | CY2021 surrender cost | CY2022 surrender cost |                   |
| FY2021                                      | CY2020 and CY2021 certificates shortfall<br>Shortfall charge (~4.1 million certificates x \$65) <sup>1</sup><br>Expected surrender cost (~2.5 million CY2020 certificates x \$19)<br>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<br>Shortfall charge (~3.5 million certificates x \$65) <sup>1</sup><br>Reassessment of CY2021 shortfall recorded in FY2021 (~1.6 million certificates x \$8)<br>Expected surrender cost (~2 million CY2021 certificates x \$20)<br>Expected surrender cost (~1.4 million CY2022 certificates x \$14) | (225)            | 225                             |                       | (54)                  | (20)                  | (74)              |
| FY2023                                      | Reassessment of FY2022 impact and remaining CY2022 certificates shortfall<br>Shortfall charge (~1.8 million certificates x \$65) <sup>1</sup><br>Reassessment of CY2022 shortfall recorded in FY2022 (~1.4 million certificates x \$4)<br>Expected surrender cost (~1.8 million certificates x \$18)                                                                                                          | (114)            | 114                             |                       |                       | (38)                  | (38)              |
| FY2024                                      | CY2020 certificates surrender<br>Surrender (~2.5 million certificates x \$19) <sup>1</sup><br>Shortfall refund (~2.5 million certificates x \$65) <sup>1</sup>                                                                                                                                                                                                                                                | 114              | (160)                           | 46                    |                       |                       | -                 |
| FY2025                                      | CY2021 certificates surrender<br>Surrender (~3.6 million certificates x \$20) <sup>1</sup><br>Shortfall refund (~3.6 million certificates x \$65) <sup>1</sup>                                                                                                                                                                                                                                                | 163              | (235)                           |                       | 72                    |                       | -                 |
| FY2026                                      | CY2022 certificates surrender and shortfall refund<br>Surrender (~3.2 million certificates x \$14) <sup>1</sup><br>Shortfall refund (~3.2 million certificates x \$65) <sup>1</sup>                                                                                                                                                                                                                           | 148              | (206)                           |                       |                       | 58                    | -                 |
| Total cost of ~9.3 million certificates     |                                                                                                                                                                                                                                                                                                                                                                                                               | (177)            | -                               | -                     | -                     | -                     | (177)             |

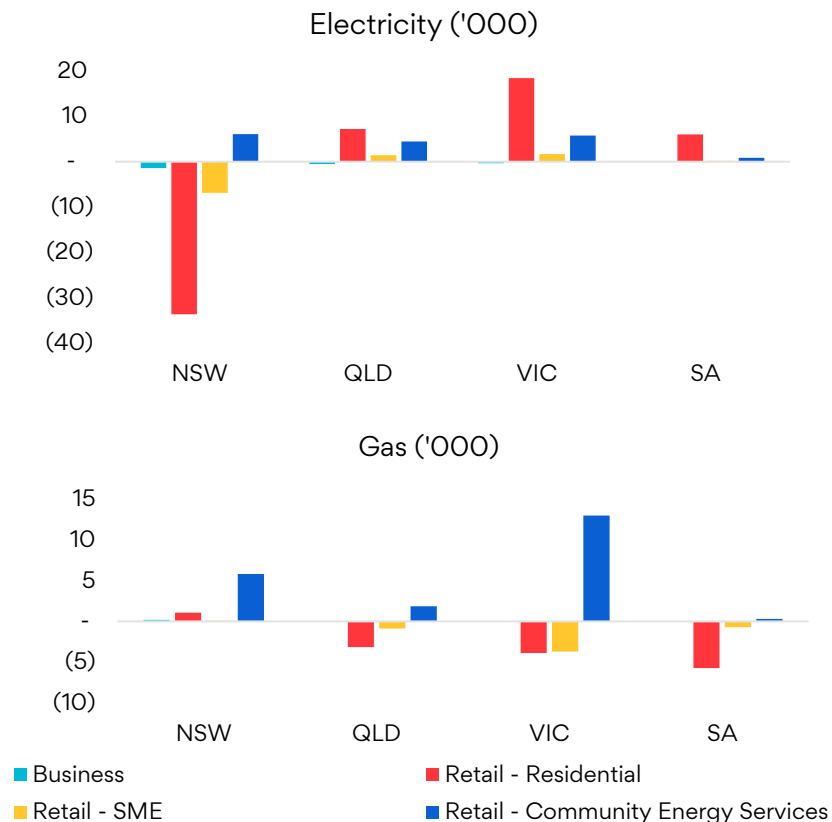
- Backwardation of forward curve provides opportunity to reduce LGC procurement costs by deferring surrender – refundable shortfall charge of \$65/certificate if surrendered within 3 years
- Deferred surrender of ~2.5 million CY2020 certificates, ~3.6 million CY2021 certificates and ~3.2 million CY2022 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
- **\$425 million net refund** (shortfall refund less surrender cost) over FY2024 to FY2026

1) Recognised in Statutory Profit on an accrual basis

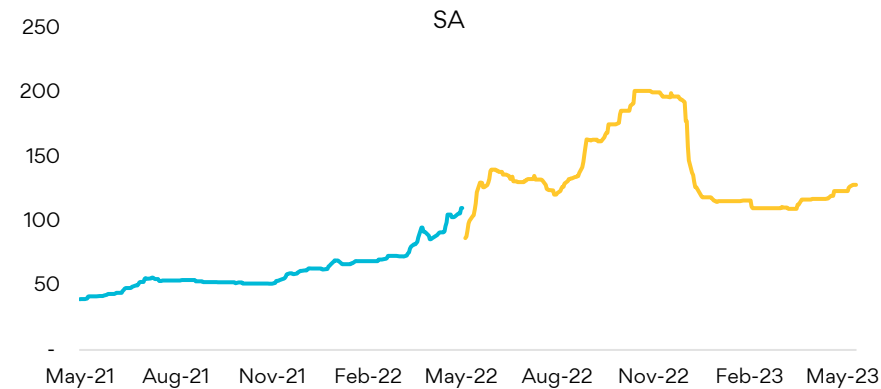
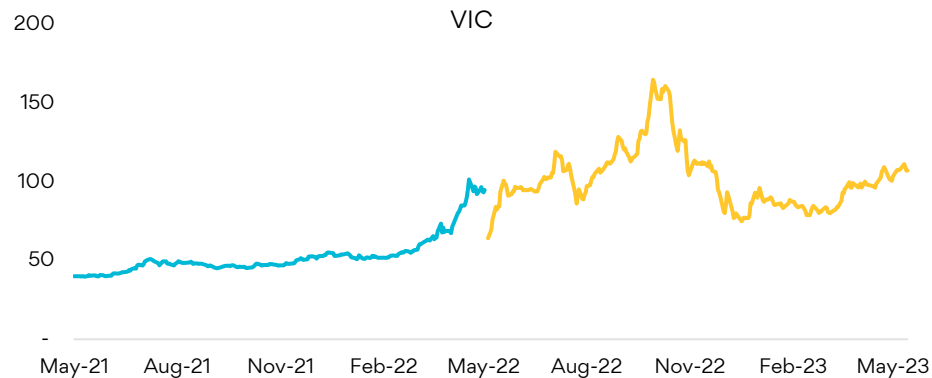
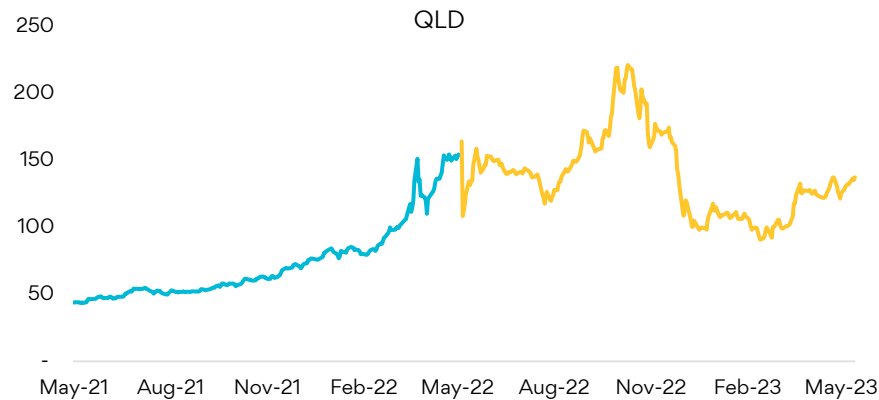
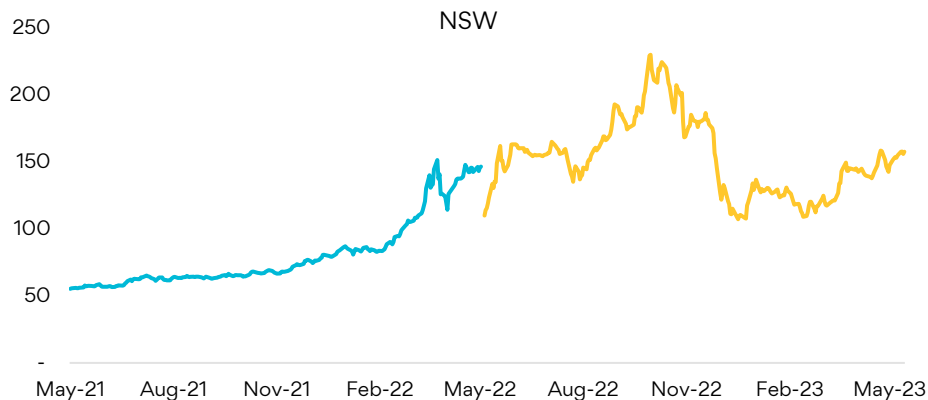
# Customer account movements

| Customer accounts ('000) as at     | 30 June 2023 | 30 June 2022 | Change    |
|------------------------------------|--------------|--------------|-----------|
| <b>Electricity</b>                 | <b>2,742</b> | <b>2,733</b> | <b>9</b>  |
| Business                           | 28           | 31           | (2)       |
| Retail – Residential               | 2,240        | 2,243        | (2)       |
| Retail – SME                       | 288          | 291          | (4)       |
| Retail – Community Energy Services | 185          | 168          | 17        |
| <b>Gas</b>                         | <b>1,282</b> | <b>1,277</b> | <b>4</b>  |
| Business                           | 1            | 1            | 0         |
| Retail – Residential               | 948          | 960          | (12)      |
| Retail – SME                       | 76           | 81           | (5)       |
| Retail – Community Energy Services | 256          | 235          | 21        |
| Broadband                          | 96           | 61           | 35        |
| LPG                                | 368          | 368          | 1         |
| Other <sup>1</sup>                 | 37           | 20           | 17        |
| <b>Total customer accounts</b>     | <b>4,525</b> | <b>4,458</b> | <b>66</b> |

1) Relates to Origin Home Assist customers



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



Source: AEMO/Bloomberg

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17 August 2023



2023 Full Year Results Announcement

— FY23 Swap

— FY24 Swap

# 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.

|                                       | FY23<br>(\$m)  | FY22<br>(\$m)  | Change<br>(\$m) | Change<br>(%) |
|---------------------------------------|----------------|----------------|-----------------|---------------|
| <b>Energy Markets segment revenue</b> | <b>15,405</b>  | <b>13,636</b>  | <b>1,770</b>    | <b>13%</b>    |
| <i>Less pool and other revenue:</i>   |                |                |                 |               |
| Internal generation                   | (2,772)        | (2,571)        | (201)           | 8%            |
| Renewable PPAs <sup>1</sup>           | (12)           | (26)           | 14              | (53%)         |
| Other PPAs <sup>1</sup>               | (12)           | (11)           | (1)             | n/m           |
| <b>Pool revenue</b>                   | <b>(2,796)</b> | <b>(2,608)</b> | <b>(188)</b>    | <b>7%</b>     |
| <b>Other<sup>2</sup></b>              | <b>(30)</b>    | <b>(19)</b>    | <b>(11)</b>     | <b>60%</b>    |
| <b>Total customer revenue</b>         | <b>12,579</b>  | <b>11,009</b>  | <b>1,570</b>    | <b>14%</b>    |

- 1) Gross settled PPAs only. Net settled Renewable PPAs for FY2023 amount to \$231 million (FY2022: \$234 million) and are presented in cost of sales on a net basis. There were no net settled Other PPAs  
 2) Other includes ancillary services, and reclassifications between segment revenue and other accounts in order to present a management view of customer revenue

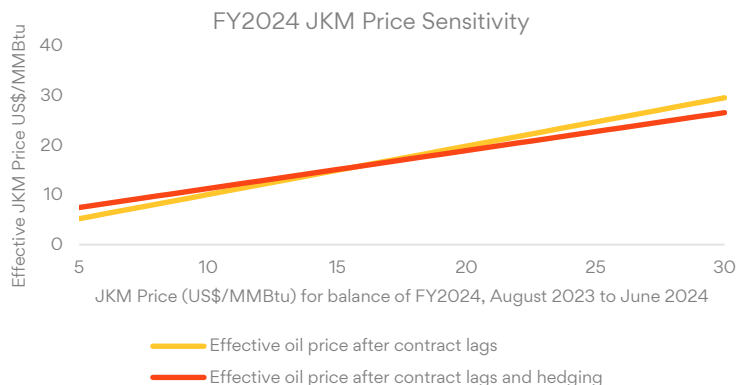
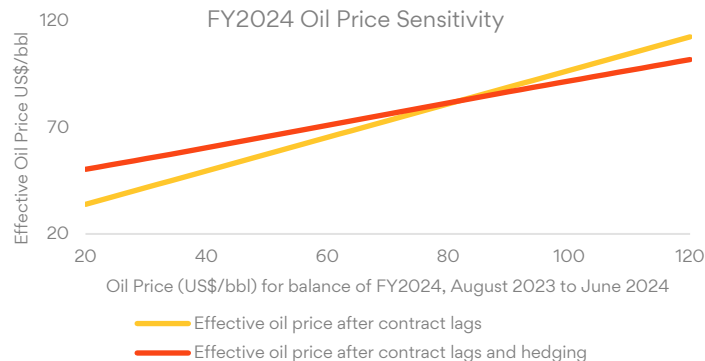
# Managing oil price exposure

## FY2024

- Origin share of APLNG JCC oil price and JKM gas price exposure is ~17 MMboe and ~18 tBtu
- As at 7 August 2023, we estimate that 41 per cent of JCC and 23 per cent of JKM FY2024 exposure has been priced (based on LNG contract lags) at approximately US\$84/bbl and US\$11/MMBtu respectively, before any hedging
- Origin has separately hedged to provide downside protection for FY2024 oil and gas exposure
- As at 7 August, 3.7 MMbbl of oil and 0.4 tBtu of JKM hedge contracts have been priced at US\$86/bbl and US\$15/MMBtu, the effective prices of the remaining 4.5 MMbbl of oil hedging and 3.8 tBtu JKM hedging are US\$82/bbl and US\$16/MMBtu respectively
- US\$205 million FX forwards hedged at a fixed price of 0.70
- This results in an effective price on the company's FY2024 approximate 17 MMboe oil exposure and 18 tBtu JKM exposure of US\$85/bbl and US\$15/MMBtu respectively including hedges

## FY2025

- 6.2 MMbbl oil swaps hedged at a fixed price of US\$76/bbl
- 3.5 tBtu JKM futures hedged at a fixed price of US\$14/MMBtu
- US\$162m FX forwards hedged at a fixed price of 0.69



# Segment summary

| (\$m)                                        | Energy Markets |            | Share of Octopus Energy |              | Integrated Gas - Share of APLNG |          | Integrated Gas - Other |              | Corporate    |              | Total      |              |
|----------------------------------------------|----------------|------------|-------------------------|--------------|---------------------------------|----------|------------------------|--------------|--------------|--------------|------------|--------------|
|                                              | FY23           | FY22       | FY23                    | FY22         | FY23                            | FY22     | FY23                   | FY22         | FY23         | FY22         | FY23       | FY22         |
| Underlying EBITDA                            | 1,038          | 401        | 240                     | (36)         | 2,246                           | 2,134    | (327)                  | (297)        | (90)         | (88)         | 3,107      | 2,114        |
| Underlying EBIT                              | 535            | (24)       | 139                     | (87)         | 1,184                           | 1,044    | (347)                  | (316)        | (94)         | (90)         | 1,417      | 527          |
| Underlying Profit/(Loss)                     | 535            | (24)       | 139                     | (87)         | 1,184                           | 1,044    | (347)                  | (268)        | (764)        | (258)        | 747        | 407          |
| Operating cash flow                          | 48             | 824        | -                       | -            | -                               | -        | (391)                  | (193)        | (290)        | (100)        | (633)      | 531          |
| Investing cash flow                          | (483)          | (379)      | (173)                   | (268)        | -                               | -        | 1,833                  | 3,483        | 41           | (4)          | 1,218      | 2,832        |
| Interest paid                                | -              | -          | -                       | -            | -                               | -        | -                      | -            | (163)        | (191)        | (163)      | (191)        |
| <b>Free Cash Flow including major growth</b> | <b>(435)</b>   | <b>445</b> | <b>(173)</b>            | <b>(268)</b> | <b>-</b>                        | <b>-</b> | <b>1,442</b>           | <b>3,290</b> | <b>(412)</b> | <b>(295)</b> | <b>422</b> | <b>3,172</b> |
| Exclude major growth spend                   | 80             | 50         | 173                     | 268          | -                               | -        | -                      | -            | -            | -            | 253        | 318          |
| Remove APLNG proceeds                        | -              | -          | -                       | -            | -                               | -        | -                      | (1,957)      | -            | -            | -          | (1,957)      |
| Remove impact of Futures Exchange Collateral | 290            | (471)      | -                       | -            | -                               | -        | -                      | -            | -            | -            | 290        | (471)        |
| <b>Adjusted Free Cash Flow</b>               | <b>(65)</b>    | <b>24</b>  | <b>-</b>                | <b>-</b>     | <b>-</b>                        | <b>-</b> | <b>1,442</b>           | <b>1,333</b> | <b>(412)</b> | <b>(295)</b> | <b>965</b> | <b>1,062</b> |

# Underlying ROCE – 12 month rolling

| As at                                                               | 30 June 2023<br>(\$m) | 30 June 2022<br>(\$m) | Change<br>(\$m) | Change<br>(%) |
|---------------------------------------------------------------------|-----------------------|-----------------------|-----------------|---------------|
| <b>Capital Employed</b>                                             |                       |                       |                 |               |
| Net Assets                                                          | 8,911                 | 10,022                | (1,111)         | (11%)         |
| Adjusted Net Debt                                                   | 2,877                 | 2,838                 | 39              | 1%            |
| Net derivative (asset)/liability                                    | (601)                 | (2,915)               | 2,314           | (79%)         |
| Origin's share of APLNG net debt (project finance less cash)        | 1,555                 | 1,734                 | (179)           | (10%)         |
| Adjusted: Impaired goodwill                                         | 2,196                 | 2,196                 | -               | -             |
| <b>Capital employed</b>                                             | <b>14,938</b>         | <b>13,875</b>         | <b>1,063</b>    | <b>8%</b>     |
| Origin's Underlying EBIT                                            | 1,417                 | 527                   | 890             | 169%          |
| Origin's equity share of associates interest and tax                | 622                   | 596                   | 26              | 4%            |
| <b>Adjusted EBIT</b>                                                | <b>2,039</b>          | <b>1,123</b>          | <b>916</b>      | <b>82%</b>    |
| <b>Average capital employed - continuing operations<sup>1</sup></b> | <b>14,407</b>         | <b>15,874</b>         | <b>(1,467)</b>  | <b>(9%)</b>   |
| <b>Underlying ROCE</b>                                              | <b>14.2%</b>          | <b>7.1%</b>           |                 | 7.1%          |
| Energy Markets                                                      | 6.7%                  | (0.3%)                |                 | 7.0%          |
| Integrated Gas                                                      | 20.2%                 | 15.2%                 |                 | 5.0%          |

- 1) Capital Employed has been adjusted for the FY2022 impairment of \$2,196 million. Extraordinary market conditions in FY2022 caused a temporary uplift in the value of derivative assets associated with hedging high wholesale electricity and gas prices which drove an impairment to goodwill. Given the temporary nature of the uplift, and inability to reverse an impairment to goodwill, the impact of the impairment on Capital Employed has been adjusted

# Reconciliation of Adjusted Net Debt

| \$m                                                       | Issue<br>Currency | Issue<br>Notional | Hedged<br>Currency | Hedged<br>Notional | AUD \$m<br>Jun-23                            | AUD \$m<br>Jun-23              | AUD \$m<br>Jun-23 |
|-----------------------------------------------------------|-------------------|-------------------|--------------------|--------------------|----------------------------------------------|--------------------------------|-------------------|
|                                                           |                   |                   |                    |                    | Interest bearing<br>liabilities <sup>2</sup> | Debt & CCIRS FV<br>adjustments | Adjusted net debt |
| AUD debt                                                  | AUD               | 826               | AUD                | 826                | 814                                          |                                | 814               |
| USD Debt left in USD                                      | USD               | 610               | USD                | 610                | 919                                          |                                | 919               |
| EUR debt swapped to AUD                                   | EUR               | 600               | AUD                | 973                | 980                                          | (11)                           | 969               |
| <b>Total</b>                                              |                   |                   |                    |                    | <b>2,713</b>                                 | <b>(11)</b>                    | <b>2,702</b>      |
| Lease Liabilities                                         |                   |                   |                    |                    | 545                                          |                                | 545               |
| <b>Total (including lease liabilities )</b>               |                   |                   |                    |                    | <b>3,258</b>                                 | <b>(11)</b>                    | <b>3,247</b>      |
| Cash and cash equivalents less operator cash <sup>1</sup> |                   |                   |                    |                    |                                              |                                | (370)             |
| <b>Adjusted Net Debt</b>                                  |                   |                   |                    |                    |                                              |                                | <b>2,877</b>      |

1) Excludes \$93 million cash held on behalf of APLNG as upstream operator

2) Includes transaction costs

# Financial Instruments and fair value adjustments

| (\$m)                                                                                                   | Financial asset/(liability) |              | Balance Sheet Impact              |                               |                               | Income Statement Impact                   |                                                     |                                                      |
|---------------------------------------------------------------------------------------------------------|-----------------------------|--------------|-----------------------------------|-------------------------------|-------------------------------|-------------------------------------------|-----------------------------------------------------|------------------------------------------------------|
|                                                                                                         | 30 Jun 2023                 | 30 Jun 2022  | Inc/(dec) in financial instrument | Inc/(dec) in other net assets | Total inc/(dec) in net assets | Gain/(loss) included in Underlying Profit | Pre-tax Gain/(loss) excluded from Underlying Profit | Post-tax Gain/(loss) excluded from Underlying Profit |
| <b>Oil and gas derivatives</b>                                                                          |                             |              |                                   |                               |                               |                                           |                                                     |                                                      |
| Oil and gas hedges - Integrated Gas                                                                     | 404                         | (554)        | 958                               | (314)                         | 644                           | (347)                                     | 991                                                 | 694                                                  |
| Oil and gas hedges - Energy Markets                                                                     | (26)                        | 1,239        | (1,265)                           | 1,280                         | 15                            | 633                                       | (618)                                               | (433)                                                |
| Other commodity hedges                                                                                  | (10)                        | 9            | (19)                              | 25                            | 6                             | 6                                         | -                                                   | -                                                    |
|                                                                                                         | <b>368</b>                  | <b>694</b>   | <b>(326)</b>                      | <b>991</b>                    | <b>665</b>                    | <b>292</b>                                | <b>373</b>                                          | <b>261</b>                                           |
| <b>Electricity derivatives</b>                                                                          |                             |              |                                   |                               |                               |                                           |                                                     |                                                      |
| Electricity swaps and options                                                                           | 270                         | 1,831        | (1,561)                           | 2,619                         | 1,058                         | 713                                       | 345                                                 | 242                                                  |
| Power purchase agreements                                                                               | (212)                       | 314          | (526)                             | 69                            | (457)                         | 69                                        | (526)                                               | (368)                                                |
| Environmental derivatives                                                                               | 205                         | 138          | 67                                | -                             | 67                            | -                                         | 67                                                  | 47                                                   |
|                                                                                                         | <b>263</b>                  | <b>2,283</b> | <b>(2,020)</b>                    | <b>2,688</b>                  | <b>668</b>                    | <b>782</b>                                | <b>(114)</b>                                        | <b>(79)</b>                                          |
| <b>FX and interest rate derivatives</b>                                                                 |                             |              |                                   |                               |                               |                                           |                                                     |                                                      |
| Foreign exchange contracts                                                                              | -                           | (50)         | 50                                | (54)                          | (4)                           | (3)                                       | (1)                                                 | (1)                                                  |
| Foreign currency debt hedges                                                                            | (31)                        | (12)         | (19)                              | (6)                           | (25)                          | (25)                                      | -                                                   | -                                                    |
| Interest rate swaps                                                                                     | -                           | (1)          | 1                                 | -                             | 1                             | -                                         | 1                                                   | 1                                                    |
|                                                                                                         | <b>(31)</b>                 | <b>(63)</b>  | <b>32</b>                         | <b>(60)</b>                   | <b>(28)</b>                   | <b>(28)</b>                               | <b>-</b>                                            | <b>-</b>                                             |
| <b>Equity derivatives</b>                                                                               |                             |              |                                   |                               |                               |                                           |                                                     |                                                      |
| Share warrants                                                                                          | 1                           | 1            | -                                 | -                             | -                             | -                                         | -                                                   | -                                                    |
| <b>Increase/(decrease) in fair value of derivatives (financial statements Note A1)</b>                  |                             |              |                                   |                               |                               |                                           | <b>259</b>                                          | <b>182</b>                                           |
| <b>Other financial assets/liabilities</b>                                                               |                             |              |                                   |                               |                               |                                           |                                                     |                                                      |
| Environmental certificates / surrender obligation                                                       | (20)                        | 27           | (47)                              | (536)                         | (583)                         | (541)                                     | (42)                                                | (29)                                                 |
| Settlement Residue Distribution Agreement units                                                         | 129                         | 179          | (50)                              | 29                            | (21)                          | 49                                        | (70)                                                | (50)                                                 |
| Other investments                                                                                       | 281                         | 170          | 111                               | (99)                          | 12                            | 14                                        | (2)                                                 | (1)                                                  |
| <b>Net gain/(loss) from financial instruments measured at fair value (financial statements Note A1)</b> |                             |              |                                   |                               |                               |                                           | <b>(114)</b>                                        | <b>(80)</b>                                          |
| <b>Exchange gain/(loss) on foreign denominated debt (financial statements Note A1)</b>                  |                             |              |                                   |                               |                               |                                           | <b>(40)</b>                                         | <b>(28)</b>                                          |
| <b>Total Fair value and foreign exchange movements (financial statements Note A1)</b>                   |                             |              |                                   |                               |                               |                                           | <b>105</b>                                          | <b>74</b>                                            |
| <b>Reconciliation of net derivative asset/(liability) to financial statements</b>                       |                             |              |                                   |                               |                               |                                           |                                                     |                                                      |
| Derivative assets                                                                                       | 2,676                       | 6,249        |                                   |                               |                               |                                           |                                                     |                                                      |
| Derivative liabilities                                                                                  | (2,075)                     | (3,334)      |                                   |                               |                               |                                           |                                                     |                                                      |
| <b>Net derivative asset/(liability)</b>                                                                 | <b>601</b>                  | <b>2,915</b> |                                   |                               |                               |                                           |                                                     |                                                      |

# 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 30 June 2023 (the period) compared with the reporting period ended 30 June 2022 (the prior corresponding period), except where otherwise stated.

Origin's Financial Statements for the reporting period ended 30 June 2023 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.

Origin reports its Scope 1 and Scope 2 emissions under the National Greenhouse and Energy Reporting Act, 2007 (NGER)<sup>1</sup>. Origin calculates Scope 3 emissions based on the Greenhouse Gas Protocol's Corporate Value Chain (Scope 3) Accounting and Reporting Standard<sup>2</sup> and Scope 3 guidance documents<sup>3</sup>.

Due to the inherent uncertainty and limitations in measuring emissions under the calculation methodologies used in the preparation of such data, all emissions data or references to emissions volumes (including ratios or percentages) in this presentation are estimates. Where data is not available due to timing, Origin applies a reasonable estimation methodology. Where applicable, Origin revises prior year data to update prior estimates and align with external reporting requirements such as NGER.

- 1) National Greenhouse and Energy Reporting NGER ([cleanenergyregulator.gov.au](http://cleanenergyregulator.gov.au))
- 2) Corporate Value Chain (Scope 3) Standard | Greenhouse Gas Protocol ([ghgprotocol.org](http://ghgprotocol.org))
- 3) Scope 3 Calculation Guidance | Greenhouse Gas Protocol ([ghgprotocol.org](http://ghgprotocol.org))

# For more information

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