

Origin Energy 2020 Investor Briefing



26 November 2020

Acknowledgement of Country

We acknowledge the Gadigal People of the Eora Nation as the traditional custodians of the land on which we gather today, and pay our respects to their Elders - past, present and emerging



Outline

1. **Overview**
 - Frank Calabria
2. **Integrated Gas**
 - Mark Schubert

Break

3. **Energy Markets - Supply**
 - Greg Jarvis
4. **Energy Markets - Retail**
 - Jon Briskin, Anthony Lucas
5. **Capital Management**
 - Lawrie Tremaine

Wrap-up / Q&A



Overview

Frank Calabria, CEO

A customer focused energy business positioned for a low carbon future

Market leading assets & capabilities

- ✓ Large domestic retail customer base
- ✓ Leading energy wholesale & trading capability
- ✓ Largest Australian CSG to LNG project
- ✓ Low cost operator



Preferred position for energy transition

- ✓ Most advanced digital customer strategy
- ✓ Short energy, covered for peak demand
- ✓ Unique capabilities to lead in renewable fuels



Robust capital framework

- ✓ Strong, diversified cash generation
- ✓ Moderate near term capex requirement
- ✓ 12-15% FCF yield estimated for FY2021



Maximise value and pursue growth

- ✓ Grow customer scale through low cost position and platform business model
- ✓ Opportunities in renewable fuels
- ✓ Crystallise value from upstream



Social purpose is more than just a license to operate

Getting energy right



Our Customers

- ✓ Bushfire, drought and COVID-19 relief
- ✓ Best ever Net Promoter Score FY2020
- ✓ Recorded highest ever reputation score



Our Communities

- ✓ Awarded Best Workplace to Give Back 2020
- ✓ Regional procurement increased to 14%
- ✓ >\$27 million contributed through our Foundation



Our People

- ✓ Top quartile staff engagement in FY2020
- ✓ Improved safety performance
- ✓ Embraced new, flexible ways of working



Our Planet

- ✓ Short term emissions target linked to executive remuneration
- ✓ Plan to update emission reduction targets
- ✓ Aim to achieve net zero emissions by 2050

Taking action on climate change

We unequivocally support the **Paris Agreement** to limit the world's temperature rise to well below **2°C** above pre-industrial levels and pursue efforts to further limit this increase to **1.5°C**

Origin's commitments and targets¹

- ✓ Origin announced Australia's first science-based emissions reductions targets, which include to:
 - Reduce **Scope 1 & 2 emissions** by **50%** by 2032 and **Scope 3 emissions** by **25%** by 2032
 - Reduce **Scope 1** emissions by **10%** on average over FY2021-23 (FY2021 target linked to executive remuneration)
- ✓ **Ambition to achieve net zero emissions by 2050** - Plan to update emission reduction targets to a 1.5°C pathway²
- ✓ Near term target **>25%** of owned and contracted generation capacity from **renewables** and **storage**

Origin's actions



61MW Residential and Business Solar installations in FY2020, an increase of **+22%** from FY2019 of 50MW



Scope 1 and **scope 2** GHG emissions reduced by **~9%** in FY2020 from 20.3Mt CO₂-e to 18.5Mt CO₂-e



Targeting **FEED** in **CY2021** for a green 300MW / 36ktpa **green hydrogen** export facility



~1,200MW renewable PPAs signed since March 2016, supporting further renewables growth via **Australia's largest flexible** gas powered generation fleet

Global energy trends represent growth opportunities

Renewable fuels and storage

- ✓ Renewables growth as coal retires
- ✓ Gas and storage to play a key 'firming' role
- ✓ Demand growth for renewable fuels (e.g. Hydrogen) and carbon offsets

Electrification

- ✓ Moving beyond mobility to buildings and industry
- ✓ Increased demand and new product opportunities



**Customers to become
the scarce resource**

Convergence of data and energy

- ✓ Virtual Power Plants unlocking customer value and bolstering wholesale capability
- ✓ Multiple service offerings on the same platform
- ✓ Data insights and automation of business process

Changing investment environment

- ✓ Government support and direct investment
- ✓ Abundance of capital and low interest rates

Our strategy to deliver value and grow

Connecting customers to the energy and technologies of the future



1

Maximise value of the existing businesses

2

Pursue growth in customer value and low carbon solutions

Integrated Gas

1

Maximise value of the existing businesses

Strong operating and reservoir performance at APLNG

- Upgraded FY2021 production guidance by 25 PJ and breakeven reduced to US\$25-29/boe
- Targeting 10-20% reduction in unit costs over FY2022-24 from previous outlook

Crystallise value from upstream

- Pursuing further value levers at APLNG
- Beetaloo appraisal and farm down opportunities

2

Pursue growth in customer value and low carbon solutions

Accelerate towards clean energy

- Leading proponent in commercialisation of renewable fuels (e.g. Hydrogen and Ammonia)
 - Customer led approach
 - Uniquely placed to deliver hydrogen at scale with capabilities across the value chain
 - Targeting first project FEED CY2021
- Reduce emissions from existing operations

Energy Markets

1

Maximise value of the existing businesses

Strong foundations in a changing landscape

- Low cost retailer today, targeting further cost reduction step change by FY2024
- Generation portfolio well placed for the transition
- Gas supply portfolio a competitive strength

Transform customer experience

- Increasing digital engagement, simplified products and new revenue streams
- Strategic partnership with Octopus to set us apart – differentiate customer experience and cost

2

Pursue growth in customer value and low carbon solutions

Lead the convergence of energy and data

- Grow in customer scale through low cost position and customer experience
- Grow customer offerings via platform business model delivering connected customer solutions
- 20% share in Octopus' energy and licensing prospects

Accelerate towards clean energy

- Potential to partner with government and others on generation investments

Financial performance and outlook

Recap on FY2020 results

Underlying Profit of \$1,023m (58.1 cps)

↔ Stable vs FY2019 with lower Corporate and LNG hedging costs partly offset by lower electricity margin

Free Cash Flow of \$1,644m

↑ 7% increase vs FY2019 including record production and cash distributions from APLNG

Adjusted Net Debt of \$4.6bn

↓ A\$773m decrease from June 2019 net debt, A\$5.2 billion, including lease liability under AASB 16

Total dividend of 25 cps for FY2020

↔ Stable vs FY2019 and implies an Origin dividend yield of 5.6%¹

FY2021 outlook



Reconfirming Energy Markets guidance for FY2021

Underlying EBITDA of A\$1,150 – 1,300 million



Upgrading Integrated Gas guidance for FY2021

Production of 675-705 PJ (vs prior guidance of 650-680 PJ), Distribution breakeven of US\$25-29/boe (vs prior guidance of US\$27-31/boe)²



FCF yield of 12-15% estimated for FY2021¹

Reflects resilient businesses with low cost operations and limited near term investment required



Dividend payout of 30-50% of Free Cash Flow

Surplus cash allocated based on greatest need and highest risk adjusted return (maintain target capital structure, invest in growth, additional returns to shareholders)

1) Free Cash Flow Yield and Dividend yield based on 30 day VWAP as at 23 November 2020 of \$4.48 per share

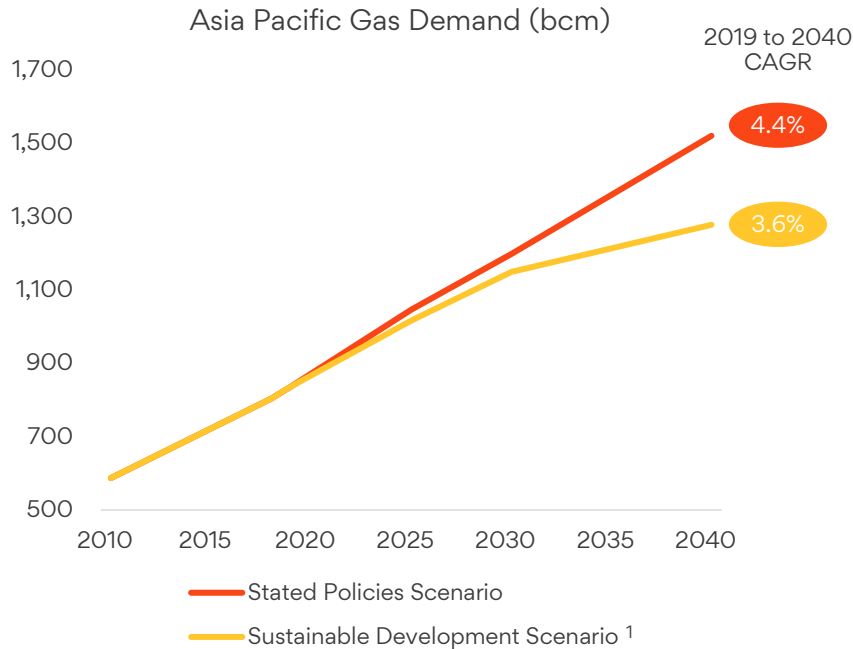
2) FX rate: 0.69 AUD/USD



Integrated Gas

Mark Schubert, EGM
Integrated Gas

Asia Pacific gas demand forecast to grow under low carbon environment



- Natural gas will play a vital role in energy transition in the Asia Pacific:
 - Critical to provide firming to intermittent renewables
 - Decarbonisation via coal to gas switching
 - High heat industrial energy which is hard to electrify
 - Petrochemicals feed stock; and
 - Low-cost energy for developing economies

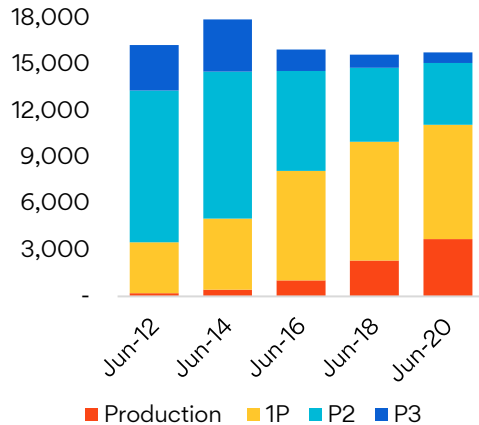
Source: IEA World Energy Outlook 2020

1) IEA sustainable development scenario seeks to limit the world's temperature rise to 1.65 °C with a 50% probability

APLNG continues to perform, building on strong foundations

Quality resource

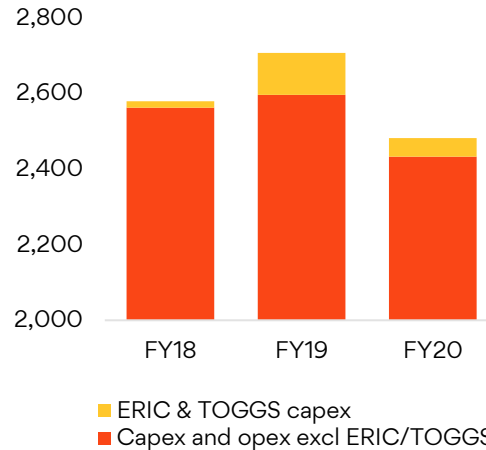
APLNG reserves and cumulative production¹ (PJ)



- ✓ Australia's largest CSG reserves²
- ✓ Long term supply plan exceeds contract requirements

Low-cost operator

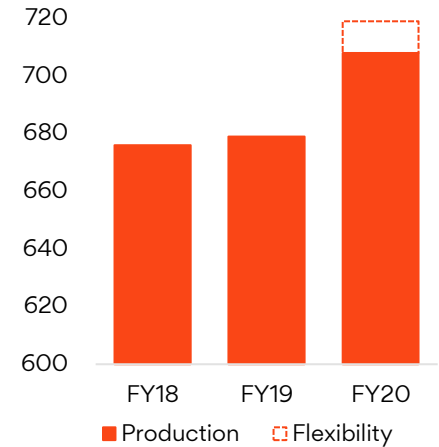
Capex + opex³ (\$m)



- ✓ Strong operating capability and cost focus
- ✓ Reduced development activity enabled by strong field performance

Record production

Production (PJ)



- ✓ Outperforming fields connected to available compression via infrastructure
- ✓ 99% Gas Processing Facility reliability⁴

¹ Some of APLNG's CSG reserves and resources are subject to reversionary rights and ongoing interest in favour of Tri-Star. Refer to section 7 of the Operating and Financial Review released to the ASX on 20 August 2020 for further information. ² As per EnergyQuest Energy Quarterly, September 2020. ³ Capex + opex excludes purchases and reflects royalties payable at the breakeven oil price. ⁴ Upstream operated electrified facilities

Targeting further value accretion at APLNG through five levers

Five value levers



1. Reduce well costs
2. Reduce field opex
3. Improve well reliability
4. Optimise production
5. Extend production plateau

Creating value



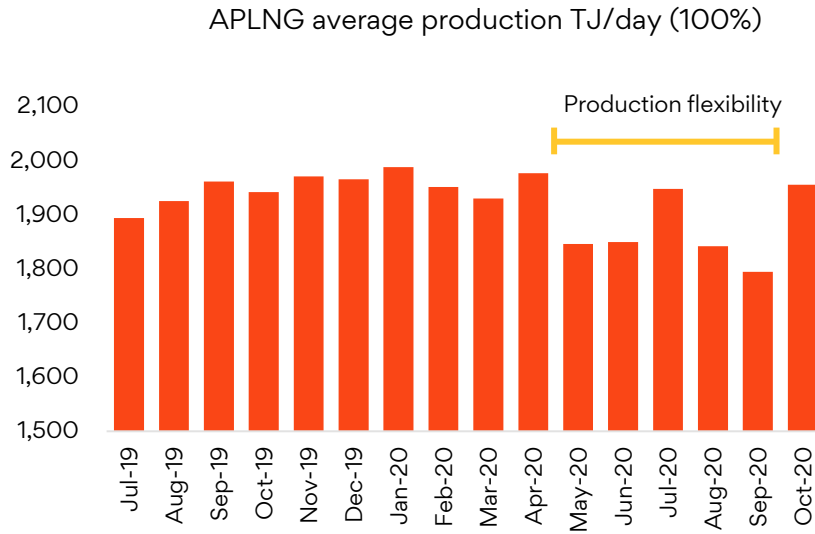
- Reduced current \$/well run rate from FY2019:
 - Workover down by ~11%
 - Fracture stimulation down by ~11%
 - Horizontal drilling down by ~15%
- Targeting further improvement in these areas

Creating alignment



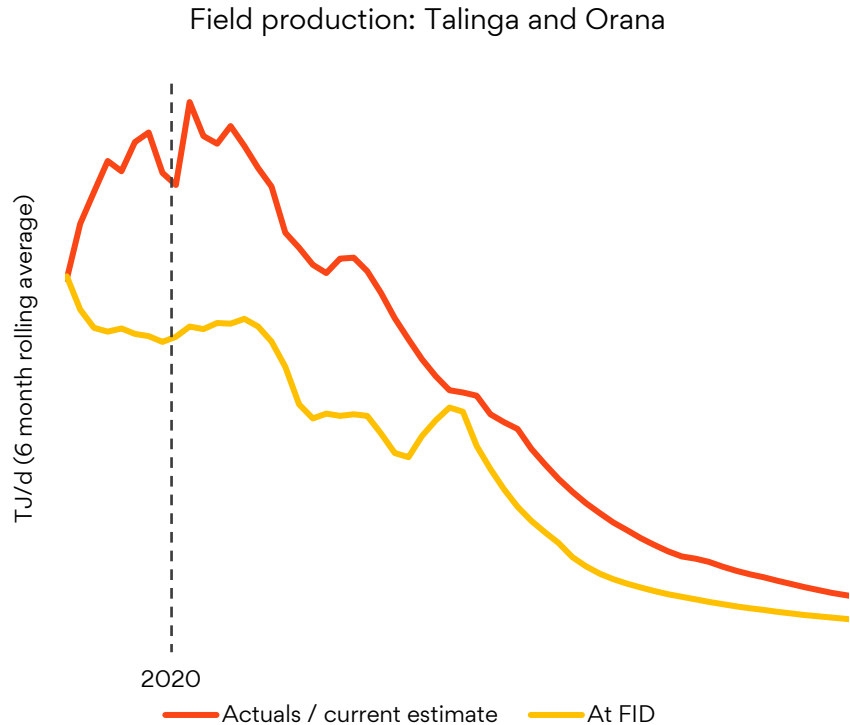
- Focused the organisation around delivering activities that provide the greatest value:
 - Linked employee remuneration to value, cashflow and decarbonisation
 - Gamification through monthly trophy for highest value initiative

APLNG responding to recent market demand outlook for FY2021



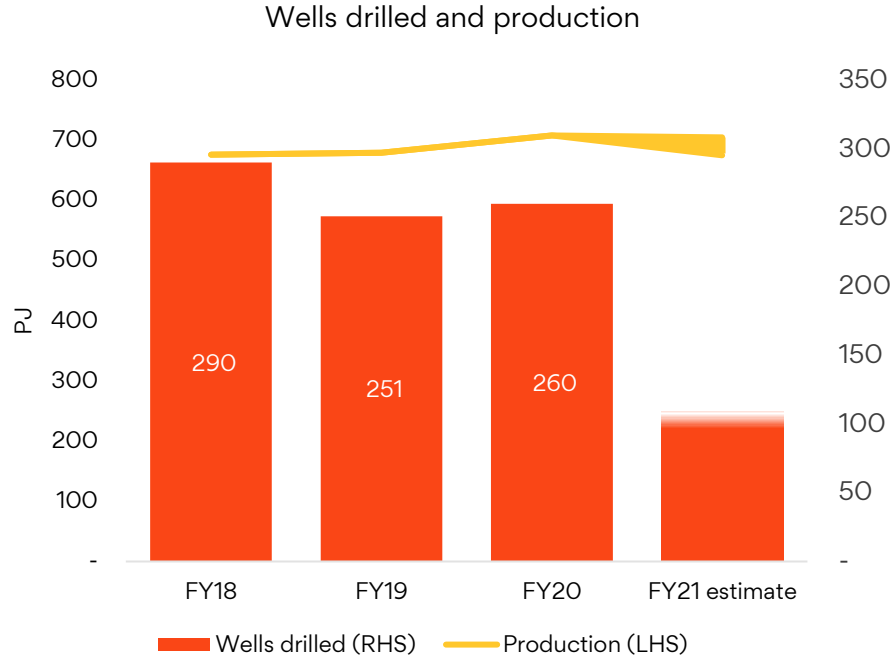
- Ability to ramp up to meet market demand with record operated asset production of 1,614 TJ/day achieved in November 2020
 - strong well recovery post production curtailment supported by artificial intelligence
- Stronger demand due to:
 - global LNG supply outages
 - increased northern hemisphere winter demand, China demand recovery post COVID-19 and higher demand from Korea due to nuclear generation outages
- We currently expect strong demand into long-term contracts for calendar year 2021
- Resulting in **increased FY2021 production guidance of 675–705 PJ**, up from 650–680 PJ

APLNG CSG resource base continues to improve



- **Talinga / Orana fields:**
 - improved reservoir performance in developed areas
 - prioritised highest value areas
 - optimised online wells
- **Reedy Creek / Combabula fields:**
 - improved reservoir performance in developed areas
 - increased coal connectivity in fracture stimulated wells
 - better than expected reservoir testing outcomes of future development areas
- Other operated fields inline with expectations
- **Investment in field interconnectivity** (TCIP/ERIC/TOGGS) linking productive areas to existing processing infrastructure

Strong APLNG field performance enables less capex to sustain production



- Strong operated field performance coupled with reserve increases enables:
 - a reduction in drilling rigs from three shallow rigs in FY2020 to one
 - deferral or non-participation in less economic non-operated developments
 - deferral of E&A, sufficient long term contract coverage exists
 - reduced labour cost based on lower development activity

FY2022-24 outlook:

- **Current production levels to be maintained on average**
- **Targeting average total capex + opex¹ <\$3.5/GJ, a 10% to 20% reduction from previous outlook**

1) Capex + opex excludes purchases and reflects royalties payable at the breakeven oil price

Updating FY2021 guidance & re-setting medium term outlook

APLNG (100%)	FY19	FY20	FY21 previous guidance	FY21 updated guidance
Production (PJ)	679	708	650-680	675-705
Capex + opex, excl. purchases ¹ (A\$b)	2.7	2.5	2.0-2.2	2.1-2.3
Unit capex + opex, excl. purchases ¹ (A\$/GJ)	4.0	3.5	2.9-3.4	3.0-3.4
Distribution breakeven (US\$/boe)	36	29	27-31 ²	25-29 ²

FY2021 guidance:

- Stronger than expected demand resulting in **increased production guidance of 675-705 PJ**
- **Cost guidance increased** driven by new royalty regime
- **Breakeven reduced to US\$25-29/boe:** Higher production volumes driven by demand
 - includes ~US\$11/boe project finance principal and interest payments
- Expect H1 FY2021 distributions from APLNG of **~A\$270 million**

FY2022-24 outlook:

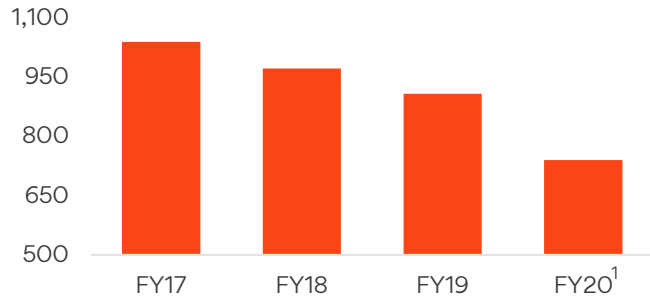
- Current production levels to be maintained on average
- Targeting average total capex + opex¹ <A\$3.5/GJ, a 10% to 20% reduction from previous outlook of ~A\$3.9-4.4/GJ

1) Operating cash costs excludes purchases and reflects royalties payable at the breakeven oil price
 2) FY2021 FX rate 0.69 AUD/USD

APLNG actively reducing operational emissions

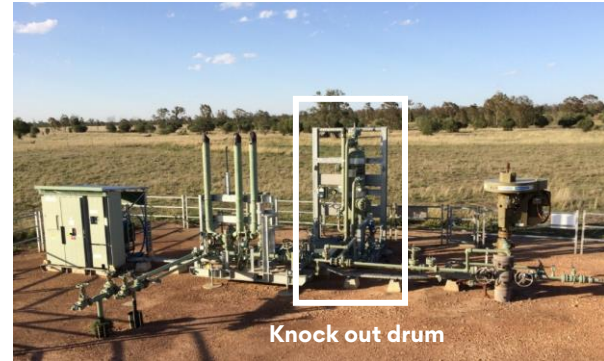
Successful Scope 1 emissions reduction activities

APLNG Scope 1 operational emissions (kt CO₂e)



- **29% reduction in Scope 1** operational emissions from FY2017 to FY2020, while production increased 16%
- Emissions reduction achieved through:
 - reduced flaring including using artificial intelligence to optimise well turndown
 - upgrading equipment and retrofitting facilities to reduce venting

Further opportunity to reduce emissions

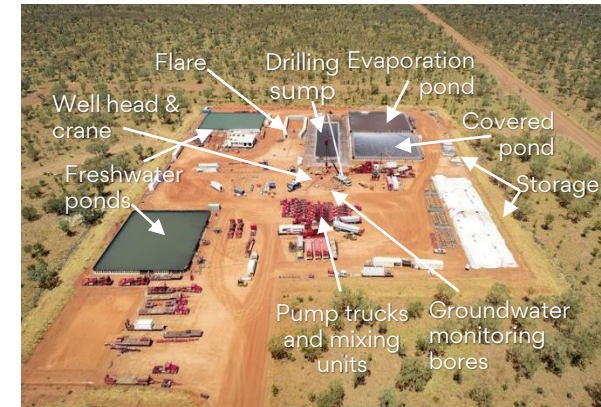


- Emissions reduction program continues, some examples:
 - Knock out drum installations improve gas and water separation, reducing fugitive emissions
 - Exploring options to reduce methane stripping gas usage in the gas dehydration process
 - Replacing the use of methane activated instruments with air activated instruments on wells

1) Reduction in FY2020 attributable to reductions in flaring as well as the divestment of the Denison asset

Beetaloo – adding value through E&A, focused on liquids-rich gas plays

- Kyalla 117 well successfully drilled and fracture stimulated
 - mud logs indicate liquids-rich¹ gas
 - 11-stage fracture stimulation executed to plan - extensive fracture network
 - core analysis ongoing - good porosity and permeability
- Currently flowing back stimulation fluid with some gas shows present, but without a significant gas breakthrough likely due to:
 - Elevated salinity in flowback fluid from the formation
 - Bottom hole pressure greater than reservoir pressure
- Plan to re-enter the well with coil tubing and nitrogen lift, timing may be subject to wet season access
 - If the well is temporarily suspended, operations would resume in early 2021
- Elevated salinities and nitrogen lift techniques not uncommon for wells of this type (undertaken for the successful Amungee NW1 1H well)
- Velkerri well: civil construction complete, drill and fracture approvals in place. Drill timing depends on Kyalla results



1) Liquids-rich gas is primarily methane and ethane, and includes propane, butane, and light condensates

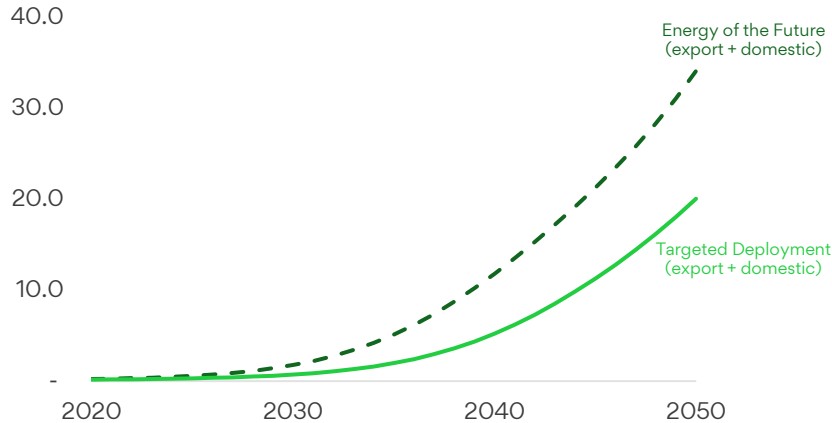
Beetaloo – engaging with host Traditional Owners

- We recognise and respect the connection of all Aboriginal and Torres Strait Islander peoples have to their country
- Our relationship and engagement with our Native Title holders and host Traditional Owners (those who speak for the areas where we operate) is fundamental to how we work
- The Northern Land Council (NLC) facilitates engagement with host Traditional Owners
 - Engagement is site specific and activity based - sharing work programs in advance and participating in on-country meetings
 - Host Traditional Owners continue to support our work
- Host Traditional Owners visited the Kyalla site during fracking operations
- We work with the NLC and Native Title holders to ensure sacred, significant and cultural heritage sites are protected
 - Host Traditional Owners are part of decision making about where activity can take place, with sacred site surveys undertaken for every location
 - All locations are certified by the Aboriginal Areas Protection Authority (AAPA) – without the certification work cannot proceed
 - There are no sacred or significant sites at any of Origin's existing well locations



Australian green hydrogen demand to be customer led

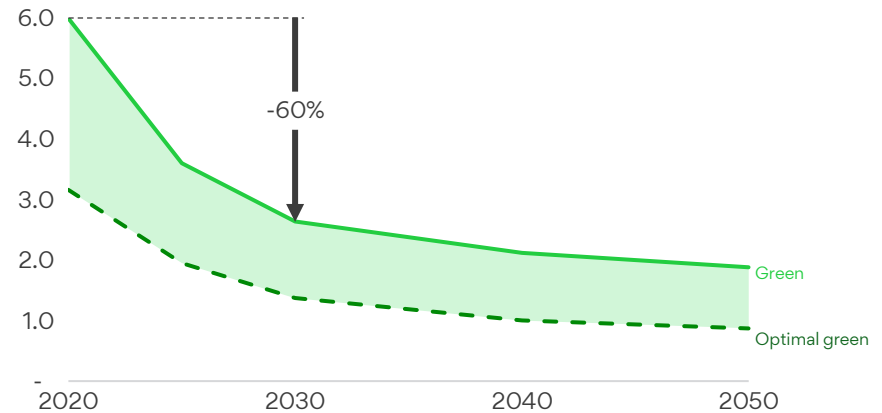
National Hydrogen Strategy - hydrogen demand (mtpa)



Source: Australian National Hydrogen Strategy (NHS) 2019
 Energy of the Future - NHS High Case scenario, strong adoption
 Targeted Deployment - NHS Mid Case scenario targeted growth in high value areas

- Australia is a likely supplier of renewable fuels given renewable energy potential and geographic proximity to growing Asian markets
- Customer led: export demand exists across Asia in the 2030s and in Japan from the mid-2020s

Green gaseous hydrogen production cost (US\$/Kg)



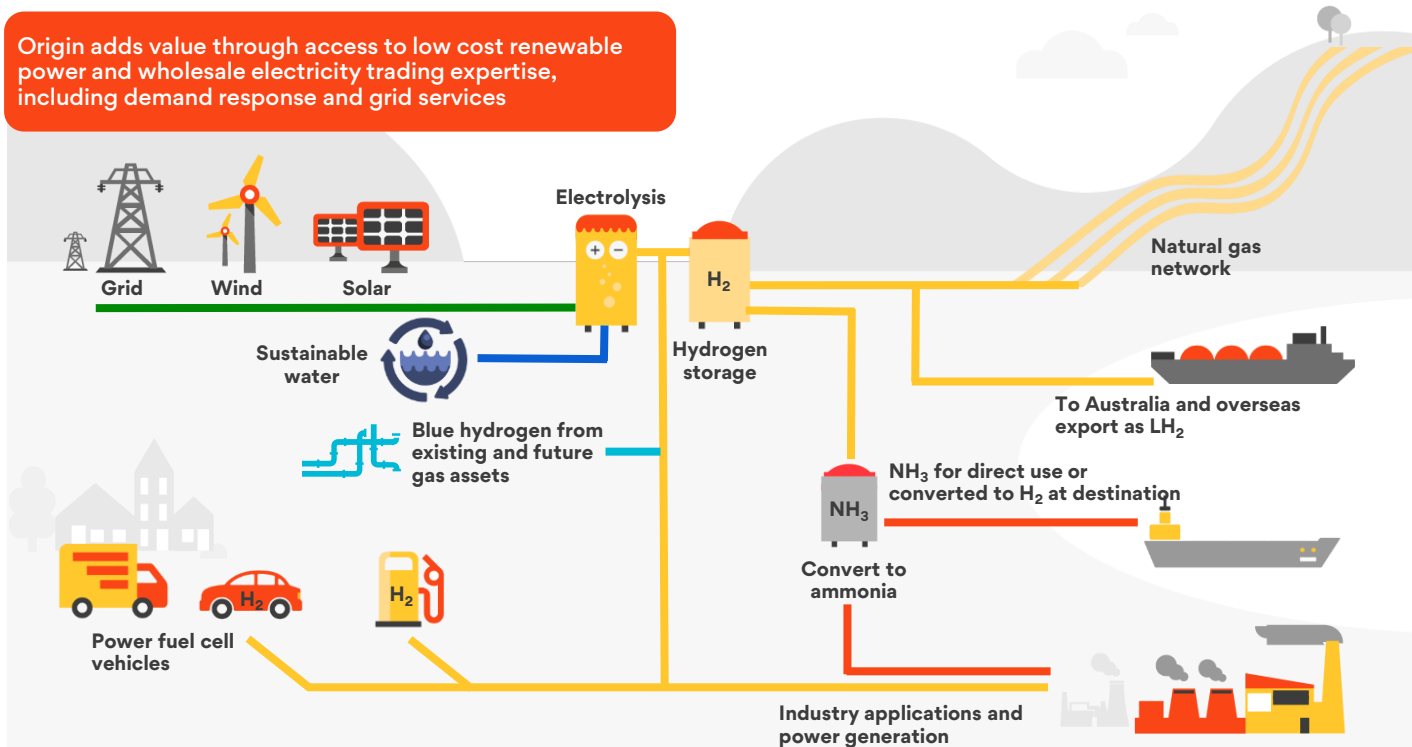
Source: McKinsey Gaseous Hydrogen Production Cost
 Optimal green - can be achieved in places with good solar and wind conditions
 Green - can be the most competitive alternative in markets with average resources, but there is an opportunity to leverage global hydrogen trading

- Origin is progressing opportunities in green hydrogen and ammonia using renewable power and sustainable water sources
- Collaborating with future customers and technology partners and applying low-cost operator approach

Participating in hydrogen is a natural extension of Origin's core capabilities

Green hydrogen and ammonia value chain

Origin adds value through access to low cost renewable power and wholesale electricity trading expertise, including demand response and grid services



Origin can utilise its:

- domestic & international customer base
- experience in operating complex facilities
- energy export and logistics experience
- existing asset footprint

Green hydrogen and ammonia partnerships and projects underway

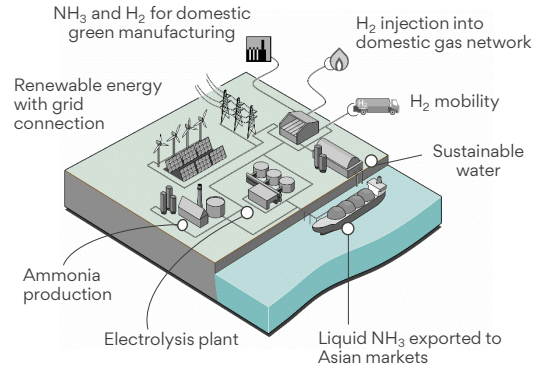
Green liquid hydrogen export



Source: Kawasaki Heavy Industries

- Collaborating with Kawasaki Heavy Industries on a project in Townsville
- Initial scale 300MW / 36ktpa hydrogen export and domestic supply
- Feasibility study successfully completed in 2020
- Targeting to commence FEED in CY2021

Green ammonia for export



- Developing a program of demand led, export scale green ammonia projects, supporting domestic offtake
- \$3.2 million feasibility study in Bell Bay, half funded by Tasmanian Government:
 - >500MW / >420ktpa ammonia export and domestic supply
 - Targeting FEED in CY2022

Green hydrogen – domestic demonstration



- Collaborating with Jemena on innovative Western Sydney Green Gas Project (WSGGP)
- Producing green hydrogen and demonstrating connection across gas and electricity grids
- \$15 million program, funded by Jemena and the Australian Renewable Energy Agency

Integrated Gas value opportunities

APLNG Asset



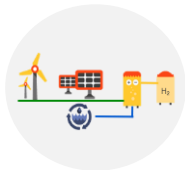
- Improved gas recovery and field performance
- Upgraded FY2021 production guidance
- Targeting 10% - 20% reduction in capex + opex unit costs over FY2022-24 from previous outlook
- Pursuing further value creation through APLNG lever program

E&A Assets



- Kyalla well in the Beetaloo flowing back stimulation fluid with some gas shows present
- Developing Beetaloo farm down options

Renewable Fuels



- Uniquely placed to deliver hydrogen at scale
- Continue engagement with customers and take a demand led approach
- Targeting FEED on hydrogen projects (multi-100MW scale) from CY2021



Break



Energy Markets – Supply

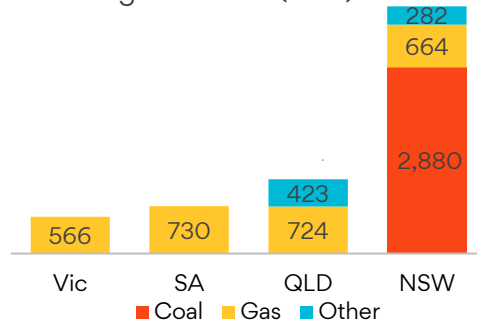
Greg Jarvis, EGM
Energy Supply and
Operations



Strong assets, capabilities and market position

Flexible generation assets

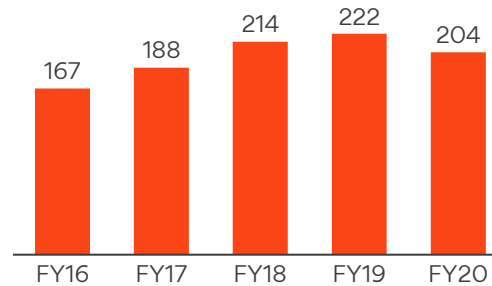
Owned/contracted dispatchable generation (MW)



- ✓ 3,389 MW peaking portfolio well positioned for future
- ✓ Eraring is one of the most flexible coal generators in the NEM
- ✓ Progressing development opportunities

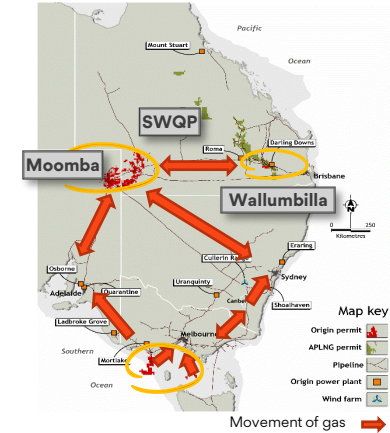
Competitive gas supply

External gas sales (PJ)



- ✓ Key to firming renewable generation as we move to a lower emissions future
- ✓ Well positioned with options to incorporate new supply

Leading trading capability



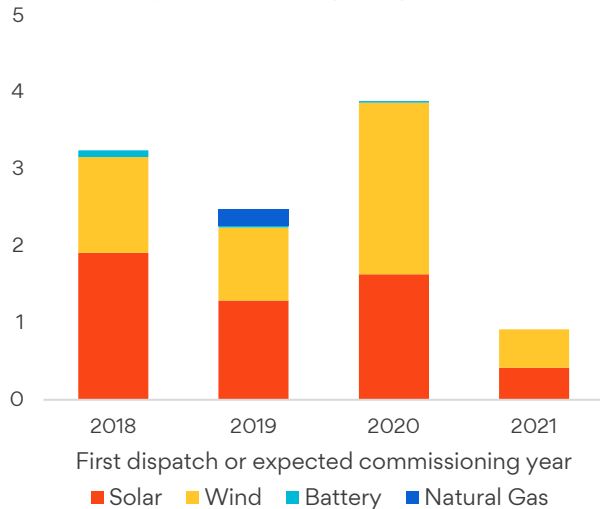
- ✓ Scale, integration and trading capability are key strengths
- ✓ Integration between electricity and gas portfolios decreases risk and provides trading opportunities



Market is going through transition

Strong investment in renewables...

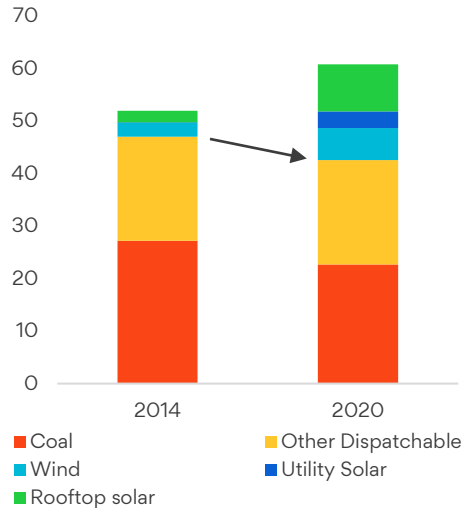
Recently commissioned and committed NEM generation capacity (GW)



Source: AEMO Generation Information; AER

... but not matched by investment in dispatchable capacity

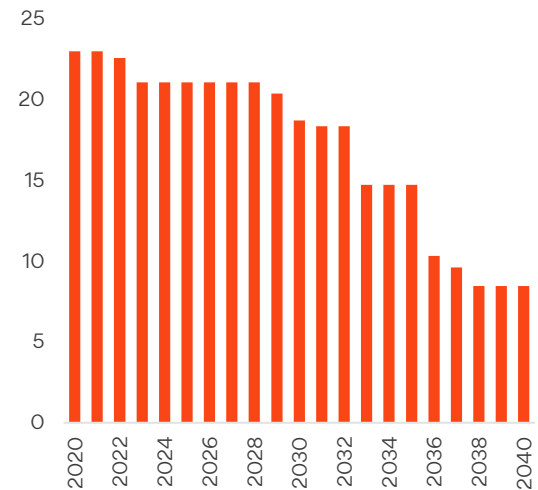
NEM generation capacity by type (GW)



Source: AER, State of the Energy Market 2020

... and the ageing coal fleet is approaching retirement

Forecast NEM coal capacity (GW)

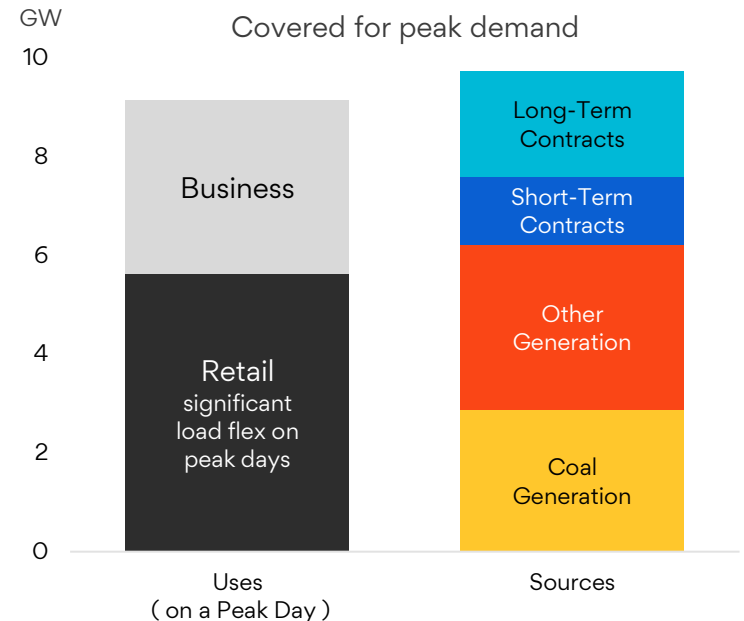
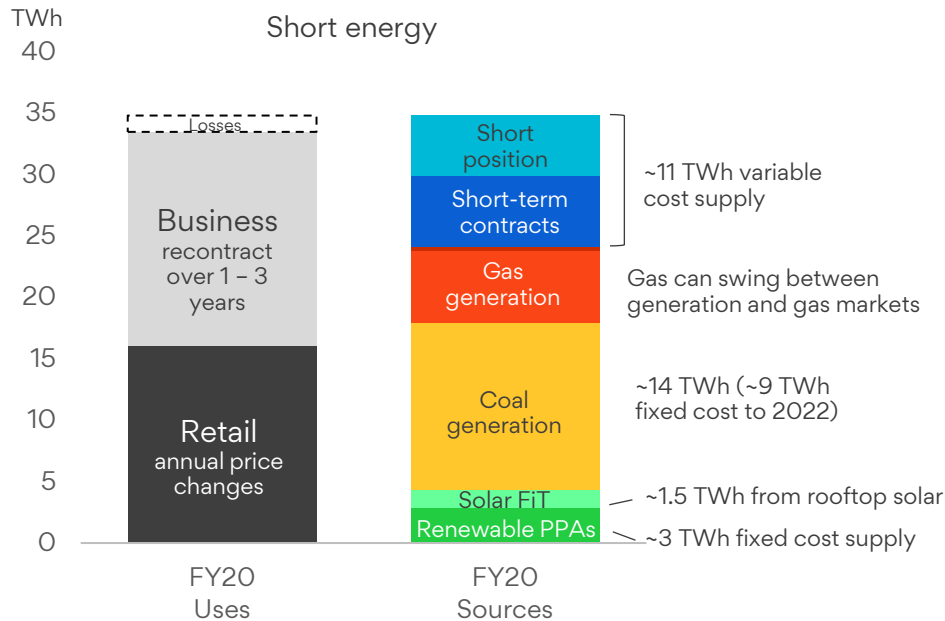


Source: AEMO 2020 ISP





Preferred portfolio for the transition: short energy, balanced capacity



- Investigating operating modes at Eraring to better position it for increasing renewable penetration
- Stockyard Hill PPA expected to contribute a further ~2 TWh of renewable supply (now expected in CY2021)

- Opportunities over next decade to invest in capacity (building or contracting) to replace
 - ~2.1 GW of long-term capacity contracts
 - ~2.9 GW from Eraring





Evolving Eraring to better position it for increasing renewables

Operational strategies and their timing will be dependent on changes in market conditions

	TODAY	NEAR TERM	MEDIUM TERM
Operation	Increased intra-day ramping of 4 units with potential for a 3 unit run profile outside of summer	Greater intra-day ramping with potential for 2-3 unit run profile outside of summer	Units phased out of operation
	Minimum generation of 210 MW per unit (~30% capacity) and ramp capability of >10 MW every minute per unit	Potential for lower minimum generation and improved ramp rates	
Cost	Capital spend on outages and ash storage closely monitored	Only essential capital spend	Minimised capital spend
Availability / Reliability	High availability of 3-4 units	Some impact to reliability - based on impacts of greater ramping	Lower reliability

Savings in maintenance capital spend can be redeployed to growth opportunities as they arise



Peaking portfolio is well placed but with enhancement opportunities

Origin firming portfolio today



Thermal peaking generation

- 3,149 MW of thermal peaking assets providing long duration fast start firming capability
- Backed by competitive gas supply portfolio
- Brownfield expansion opportunities at most generation sites



Pumped hydro

- 240 MW of pumped hydro long duration firming capability at Shoalhaven in NSW
- Can shift large volumes of low priced energy to peak periods
- Opportunities to expand under targeted NSW government process

Future opportunities

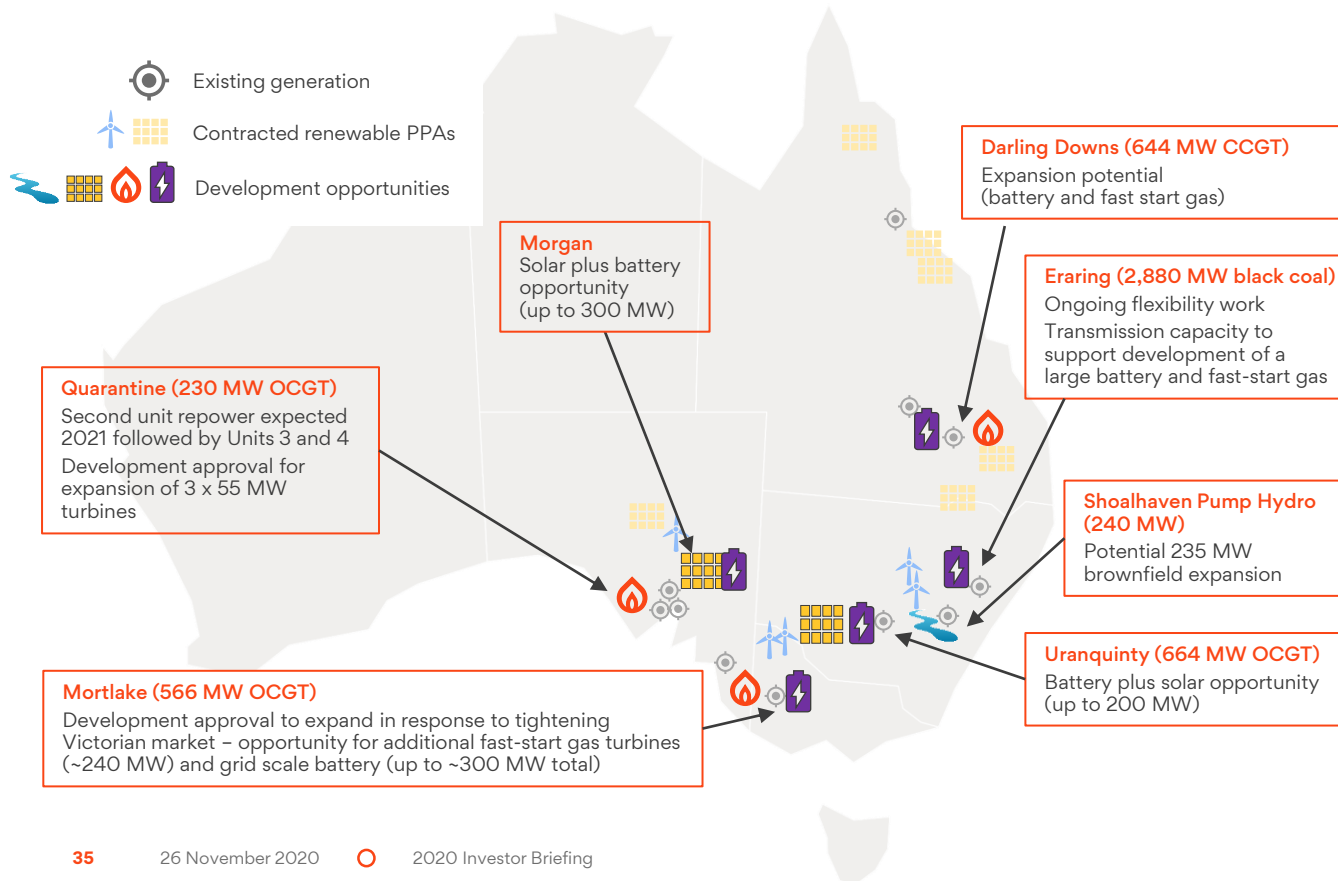


Batteries

- Provide very fast start short duration firming, capturing price spikes and providing grid support
- Continuing to explore opportunities to invest where economic and supplements our existing firming portfolio
- Brownfield expansion opportunities at most generation sites



Progressing development opportunities to enhance our portfolio

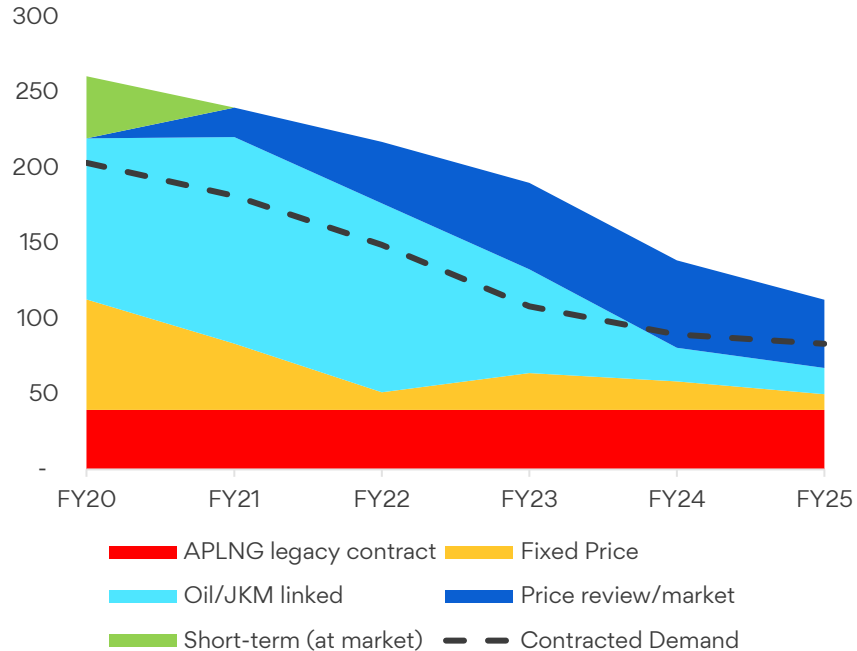


- Government taking an active role in underwriting and direct energy market investment
- Origin ready to work with governments and other partners



Competitive gas supply

Energy Markets contracted gas (PJ)



Scale, integration and trading ability are our key strengths

- Scale to contract with major supply fields and commit to large capacity (transport and storage), enabling us to shift gas to where it is needed most
- Integration with the electricity portfolio decreases risk management costs and provides trading opportunities

Well positioned in an uncertain market

- Price reviews now agreed with two of three suppliers
- Competitive gas supply key to transition to low emissions future by firming renewables as coal plants retire
- Options to incorporate new supply and capacity from Queensland, Victoria or LNG imports

Maximising value and pursuing growth opportunities

Maintain competitive cost of energy

- Maintain short energy position to benefit from low-cost renewables
 - Evolving Eraring to better position it for increasing renewables
-

Gas portfolio a competitive strength

- Strong gas supply underpinned by contract length and transportation flexibility
 - Options to incorporate new gas supply and capacity
-

Bringing forward development options

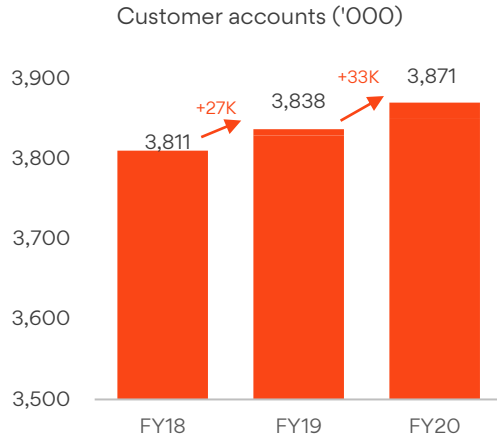
- Progressing development opportunities
 - Actively engaging with Government to participate in renewable and firming initiatives
-

Energy Markets - Retail

Jon Briskin, EGM Retail
Anthony Lucas, EGM
Future Energy and
Technology

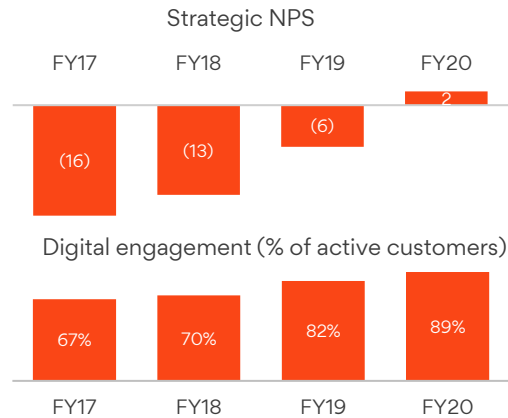
Delivering the fundamentals of a great retail business

Large customer base



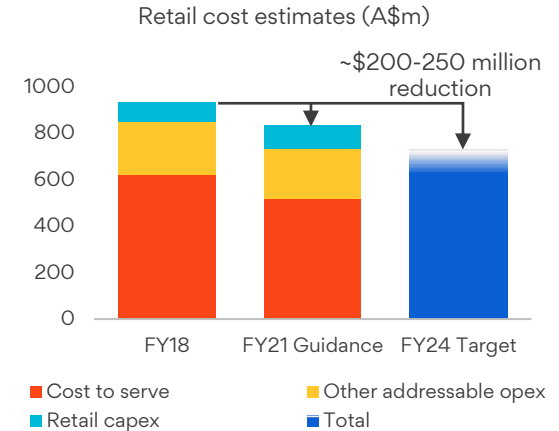
- ✔ Churn rate 4% below market
- ✔ Value based approach – products, pricing, channels and renewals
- ✔ Underpinned by leading brand, strong data and analytics

Leading customer experience



- ✔ Best ever Strategic, Interaction and Journey NPS in FY2020
- ✔ Leading mobile apps and digital capability
- ✔ Simple, rewarding, flexible products (Go, Everyday Rewards, Home Assist)

Low-cost operator

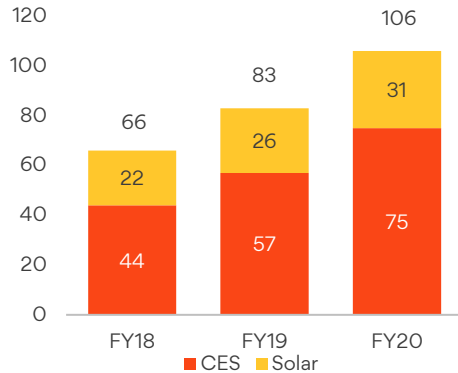


- ✔ Targeting \$200-250 million cash cost savings by FY2024, with \$100 million on track for FY2021
- ✔ FTE down 34% and targeting call volumes down 37% on FY2018

Growing revenue streams

Community Energy Services & Solar

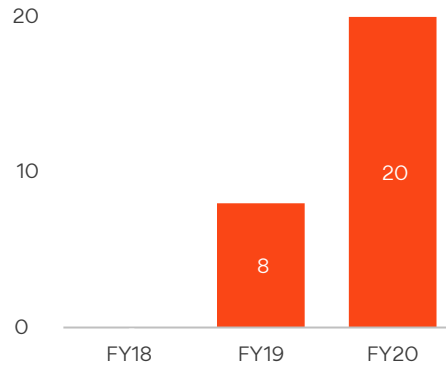
CES and Solar gross profit (\$m)



- ✓ CES gross profit up 70% since FY2018
- ✓ Largest installer of commercial solar (10 to 100KW)¹
- ✓ More than doubled solar sales and installs (KWs) since FY2018

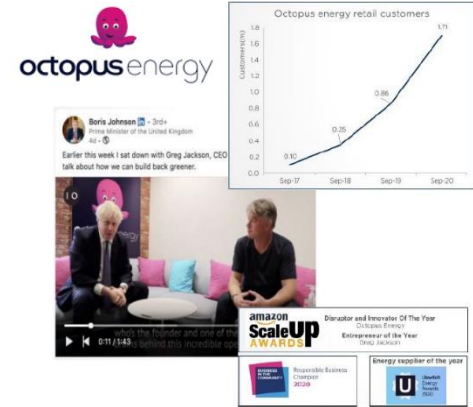
Broadband

Broadband customer accounts ('000)



- ✓ Evolving customer value proposition
- ✓ Low cost and multi product bundling opportunity

20% share in Octopus Energy



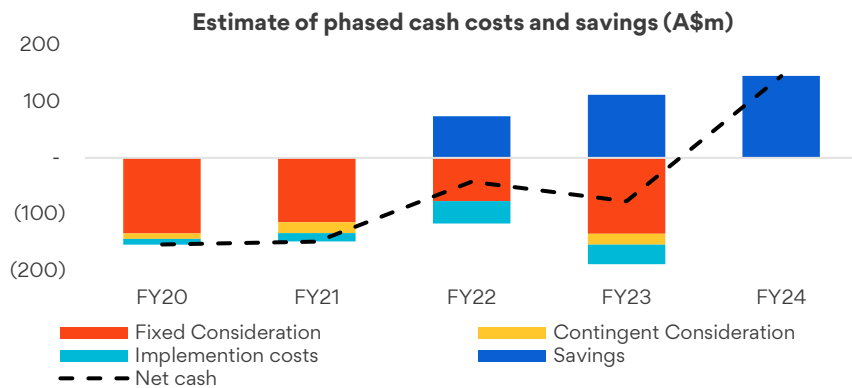
- ✓ ~1.8 million UK customers (~3 million accounts)
- ✓ >£300 million in licensing revenue over the next 3 years
- ✓ Targeting 100 million accounts on Kraken by 2027

¹ Sunwiz, October 2020

Strategic partnership with Octopus Energy to accelerate our strategy

Adopting Octopus' disruptive operating model and proven IT platform ("Kraken")

- Delivering a radical improvement in customer experience and driving a material reduction in costs
- Targeting pre-tax cash savings of ~\$70-80 million in FY2022, and \$100-150 million from FY2024
- Staged consideration¹ of ~\$500 million FY2020-23



Significant upside potential from 20% equity interest in Octopus Energy

Energy business

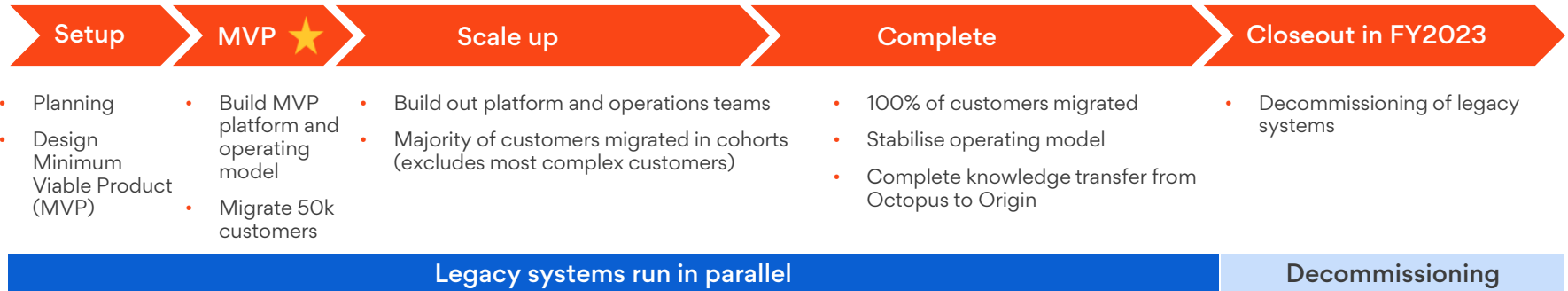
- Rapid growth of customers in the UK, up >200,000 in the last 6 months
- US\$5m acquisition of Silicon Valley based Evolve Energy to establish Octopus US
- Launch of Electric Juice Network (EV charging solution)
- Awarded USwitch supplier of the year

Technology business

- Kraken technology contracted to 17 million customer accounts. Further opportunities under review
- E.ON license deal in the UK for 6 million customers (10m customer accounts) well progressed.
- Acquisition of UK based Upside Energy, a leading energy software company

1) £265 million total; £240 million hedged at average AUD/GBP rate of 0.523; £70 million in FY2023 may be accelerated to FY2022 if the 6 month lagged average Brent price is >US\$50/bbl from August 2021

On track for 50,000 customer migrations to Kraken in 2020



- Standalone business established ('Retail X') to undertake bottom-up build of Octopus' operating model, tech platform and distinctive culture
- Joint leadership team with Octopus established
- First customers migrated within 3 months, serviced by Origin people



[Click here to learn more about our partnership with Octopus Energy](#)

<https://youtu.be/PBu4paOISX0>

Changing energy landscape as Data and Energy converge

Current market trends

- Market remains highly competitive
- Increasingly variable and decentralised generation (rooftop solar)
- Increased digital take-up during COVID-19
- Predominantly one-way energy flows
- Limited data flows

Emerging market trends

- Greater customer empowerment and engagement
- Electrification of other sectors
- Decentralisation of supply to increase
- Increased digital disruption
 - Two-way energy flows
 - Control at appliance and device level (IoT)
 - High fidelity and high frequency data flows

Scale and access to customers is a key asset into the future

Platform business to fundamentally transform the customer relationship

Traditional Business

Platform Business



Customer

- 4 interaction points per year (quarterly bills)

- Customers home **continually interacting** with the platform
- Level of engagement **driven by customer**
- Relationship **not defined by energy**



Products

- 1-2 **static** energy products

- **Ecosystem** of energy and non-energy products
- **Customisable** product offering
- Each subsequent product builds off previous one and has **increased appeal**
- Cost of deployment continues to reduce



Control

- Centralised assets
- Balance managed through wholesale supply

- Control of **distributed** energy assets and IoT devices
- Level of control **dictated by customer**
- Enables **integration** of more renewables and lower cost of energy
- Balance managed through supply **AND demand**



Digital engagement
Layer



AI Orchestration
layer (VPP)



Flexible, low cost
CRM and billing
layer

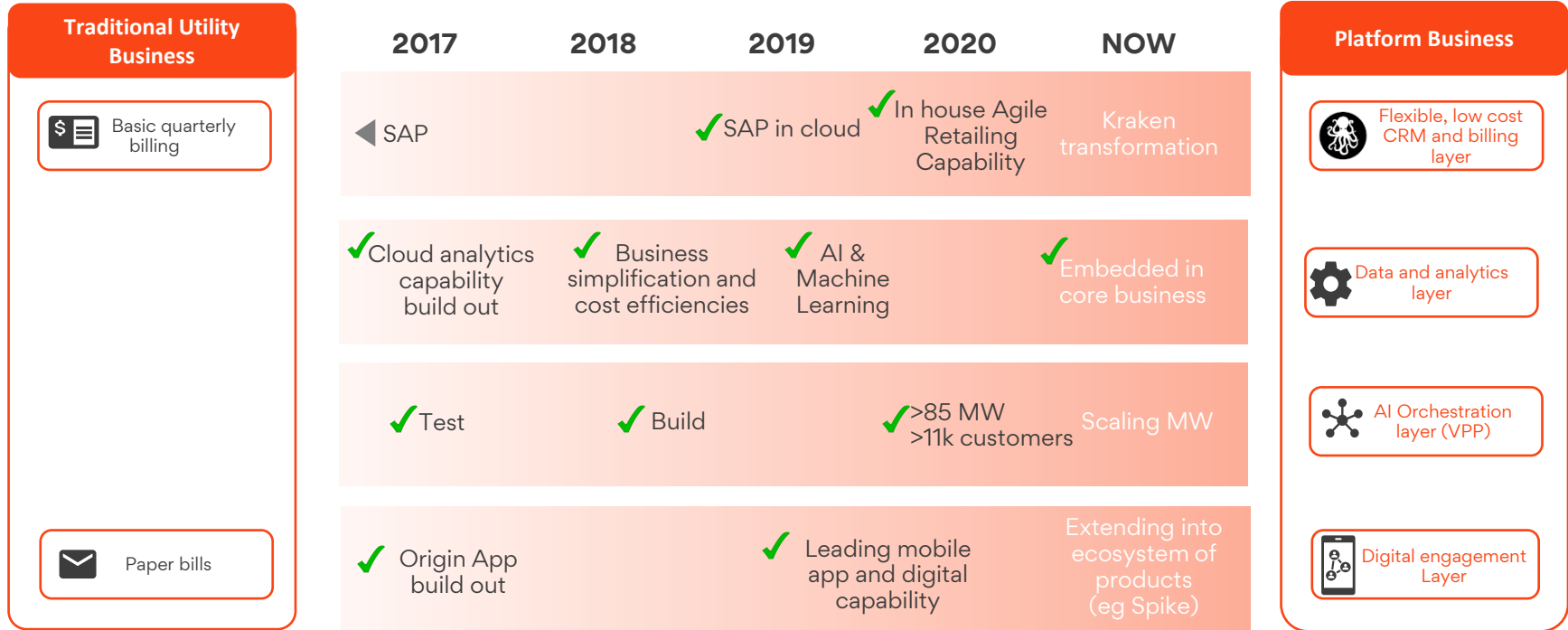


Data and analytics
layer

A place where we interact and transact with the customer

A way for our customer to develop a relationship with energy and their home

Core elements for a world class platform business and customer experience



Origin developing leading connected customer **Engagement Layer**

spike

In market
20k customers

- Behavioural gamified demand response program with rewards, launched in August
- High customer engagement – 70% participation rate in 1,600 spike hours, 50% energy reduction
- Ongoing product evolution including device integration and orchestration



Market testing

Electric Vehicles

- Smart charging trial (up to 1MW on VPP)
- New solutions across fleet and residential customers



Market testing

Usage insights and control

- Updated disaggregation insights for customers
- Control options for appliances (electric hot water and A/C)



Market testing

Battery solutions

- Gamified and incentivised 'self sufficiency' management
- Multiple purchase models including BYO battery
- Customer incentives for VPP integration



In market

Solar solutions

- Solar monitoring and insights
- Performance guarantees
- Incentives for solar self consumption
- Move emphasis away from FIT

Ecosystem of energy and non-energy products and customisation

Rendered as an integrated connected experience for the customer

Sticky and engaged customers provide up-sell and cross-sell opportunities

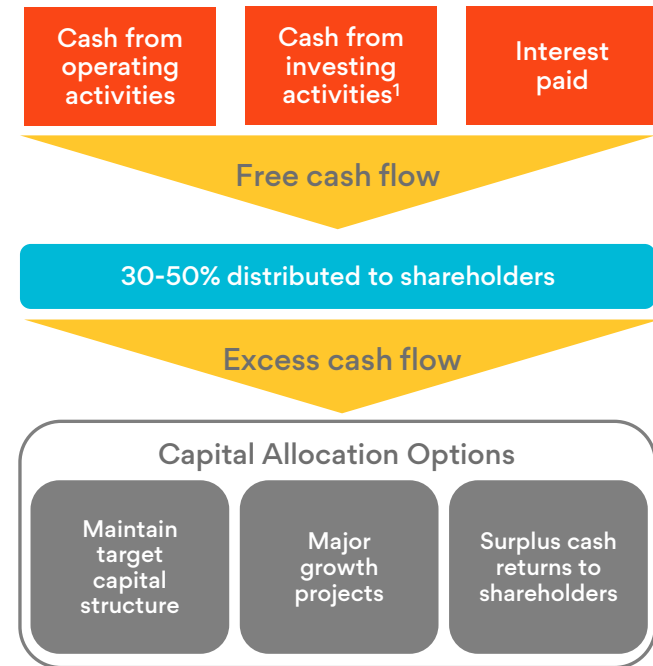


Capital management

Lawrie Tremaine, CFO

Consistent approach to Capital Management

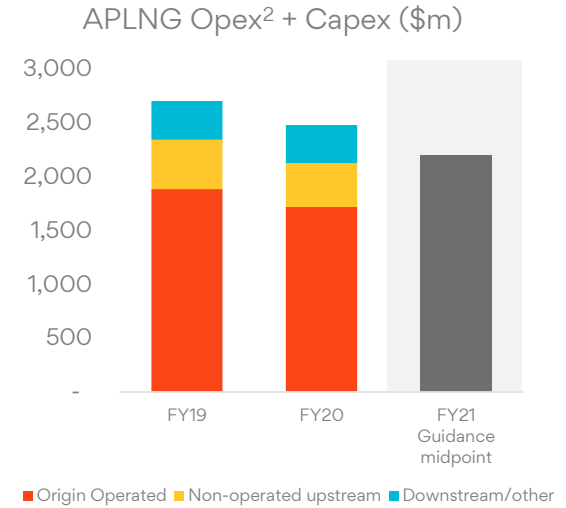
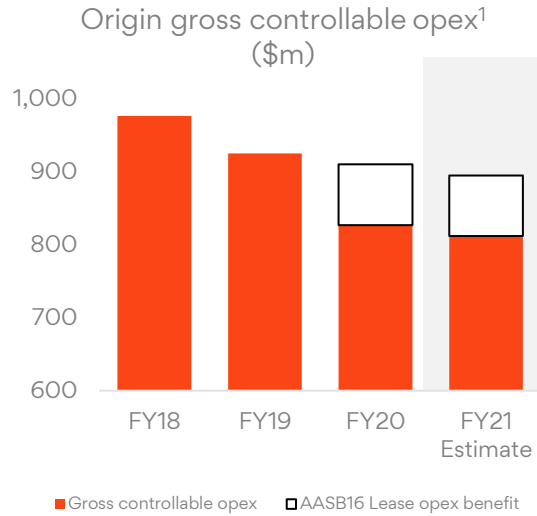
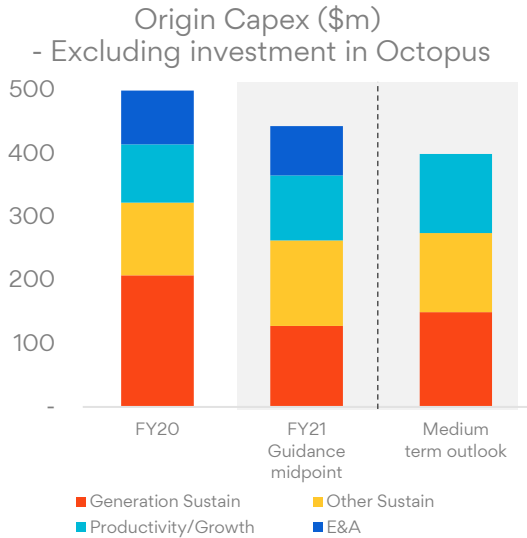
- Strong free cash flow generation
- Asset portfolio well positioned for energy transition
- Dividend policy of 30-50% of free cash flow unchanged
- Maintain target capital structure
 - Investment grade rating remains top priority
 - Requires Net Debt/EBITDA 2-3x
- Capital allocation based on highest risk-adjusted return
 - Invest in growth via a disciplined framework
 - Additional returns to shareholders



Responding to the current economic and policy environment

- 1 Reducing sustaining capital and APLNG development spend
- 2 Lowering operating costs and managing commodity price risk
- 3 Managing debt book to lower cost and eliminating funding risk
- 4 Investigating new models to capture investment opportunities
- 5 Continually assessing portfolio for value accretive opportunities

Responding to commodity cycle by managing our spend down



- Capex managed at ~\$400 million, excluding E&A
- FY2021 down ~10%
- Targeting reduced maintenance capital spend at Eraring

- Origin gross controllable costs, excluding growth initiatives, generation opex and one off items, declining ~\$80 million from FY2018

- FY2021 APLNG spend down ~13% reflecting improved field performance and operational efficiency

1) Origin gross controllable costs exclude generation opex, APLNG recoveries, growth initiatives such as Solar and Energy Services and other one off items such as FX gains, ERP and non-cash provision movements
 2) Operating cash costs excludes purchases and reflects royalties payable at breakeven oil prices

Managing oil price exposure

Oil hedging program designed to preserve cash and protect capital structure against commodity cycles

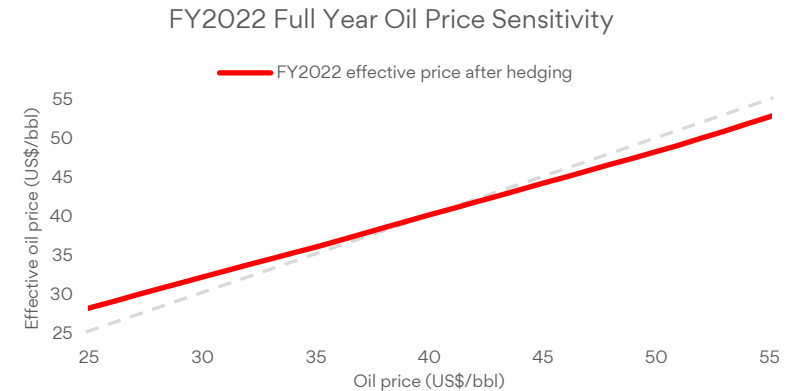
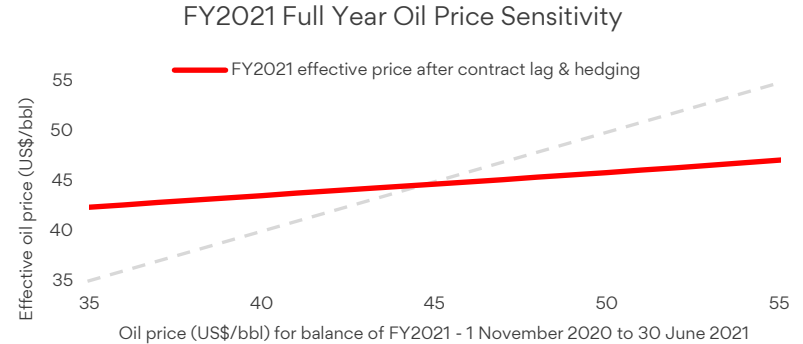
FY2021

- Origin share of APLNG JCC oil price exposure is ~24 mboe
 - 6.4 mmbbl of this exposure hedged (\$9 million premium)
 - \$103 million estimated hedging gain at current market prices¹
- At 31 October 2020 77% of oil exposure fixed via contract lags or hedging at an average price of ~US\$45/bbl

FY2022-23 Origin hedging

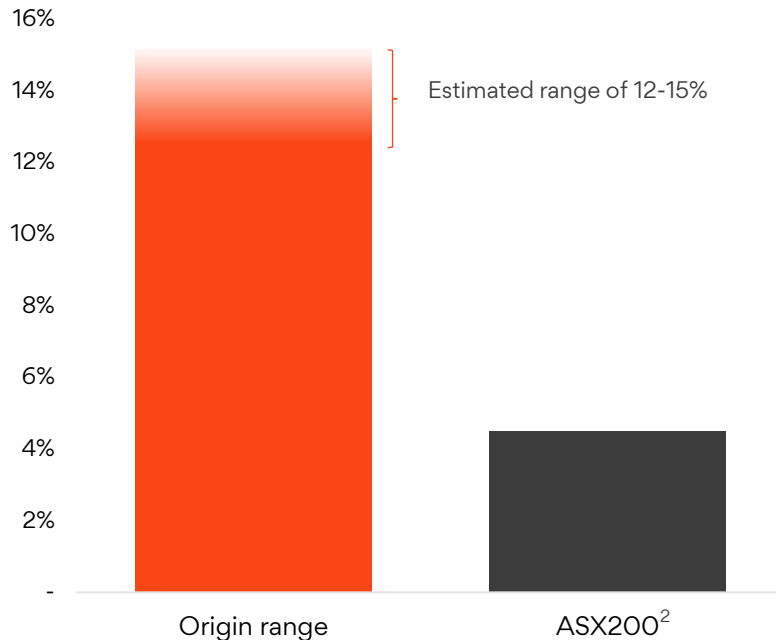
- 6.0 mmbbl hedged in FY2022 and 3.1 mmbbl in FY2023 via a combination of swaps, producer collars and put options.
- Premium costs of \$18 million in FY2022 and \$10 million in FY2023

1) As at 23 November 2020



Generating significant cash even at current low commodity prices

Estimated FY2021 Origin Free Cash Flow Yield¹



- Continuing strong free cash flow
- Reflects resilience of our businesses
 - Low cost operations
 - Limited near-term investment required
 - Diversification of portfolio

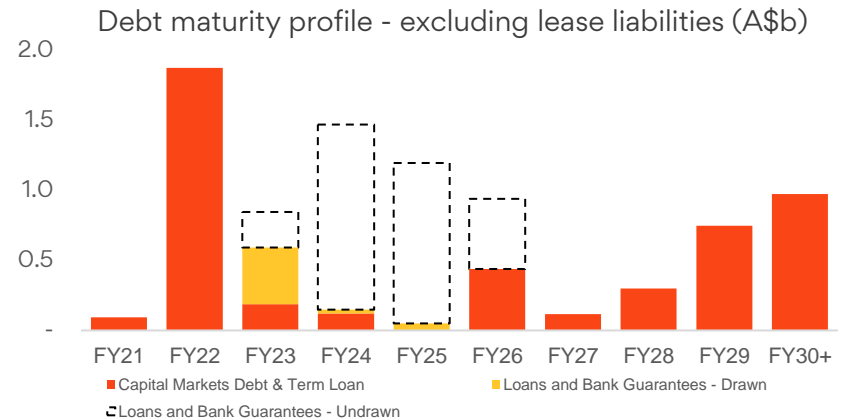
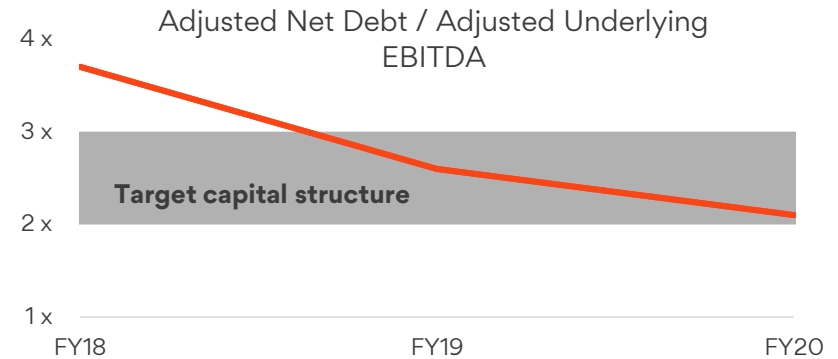
Estimated FY2021 Free Cash Flow based on:

- FY2021 EBITDA, breakeven and capex guidance
- A tax loss resulting in minimal corporate tax paid
- Net interest of \$230 - \$250 million
- JCC oil price range of US\$35-55/bbl (1 Nov-20 to 30 Jun-21)
- Assumes no cash lock-up of distributions from APLNG

1) Free Cash Flow is cash from operating activities and investing activities (excluding major growth projects), less interest paid. Free Cash Flow Yield based on 30 day VWAP as at 23 November 2020 of \$4.48 per share
 2) Source: Factset. Calculated using the average of ASX200 CY20 and CY21 FCF consensus estimates relative to the ASX200 index, as at 23 November 2020

Managing capital structure and debt book

- Committed to investment grade credit rating through cycle
 - Target BBB/Baa2
 - Gearing of 20-30%
 - Net Debt/EBITDA 2-3x
- Achieved low end of target capital range in FY2020
- Expect increase towards upper end of range in FY2021 reflecting lower earnings
- Continued optimisation of debt book
 - Average debt term to maturity 4.0 years¹
 - More than 36 months committed and undrawn liquidity
 - \$50-70 million reduction in net interest expense in FY2021
 - Average interest rate of <4.4%, down from 4.8%



1) Drawn and undrawn debt and bank guarantee facilities as at 30 October 2020

Committed to shareholder returns

Dividends

- Dividend policy of 30-50% of Free Cash Flow reaffirmed
- ~\$880 million of dividends paid since dividends recommenced
- FY2020 dividend yield of 5.6%¹ (ASX200 3%²)

Franking credits

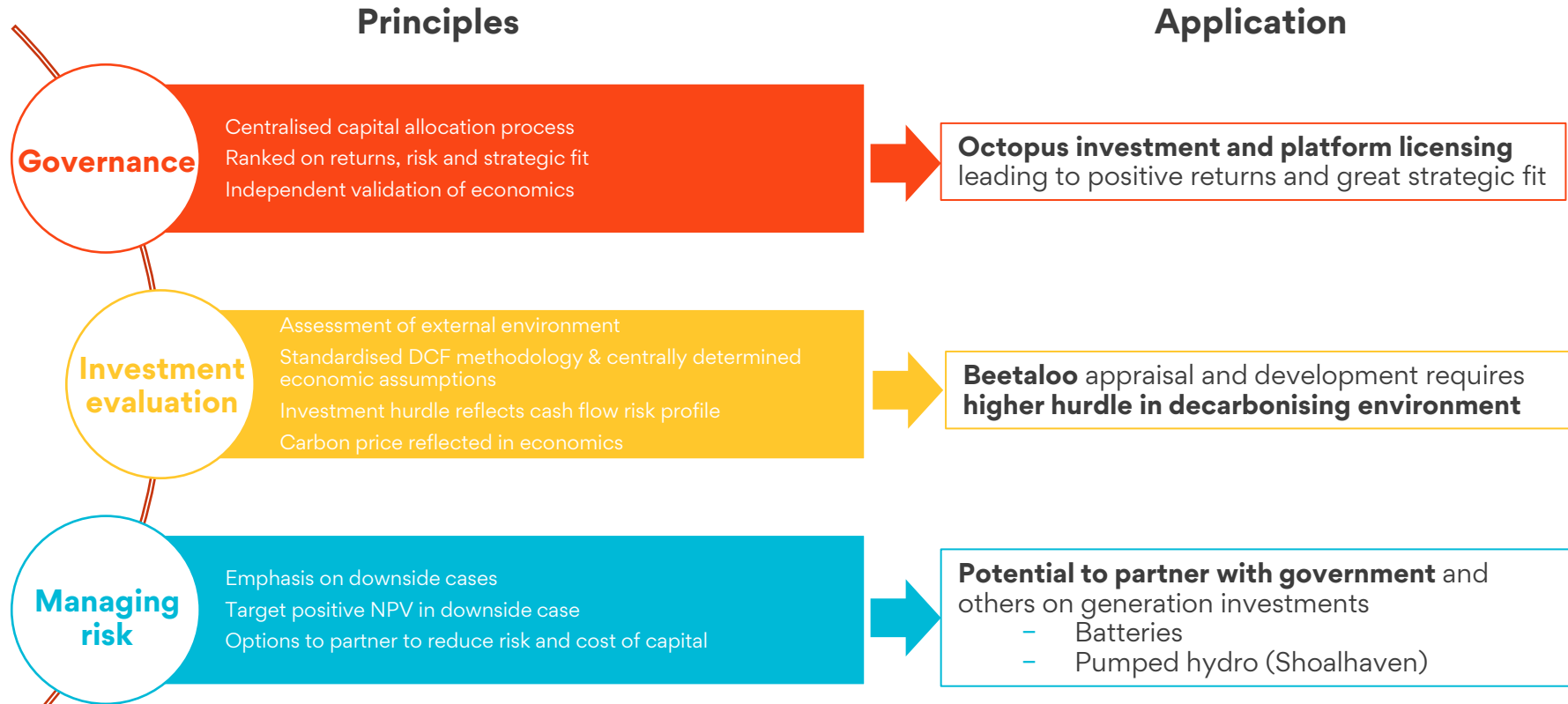
- \$800 million of incremental tax deductions FY2020 tax year
 - Accelerated depreciation of Poseidon field
 - Realised exchange loss on foreign currency denominated bonds
- Minimal corporate tax payments expected FY2021
- FY2021 dividends will only be partially franked
- Several years before full franking restored

Dividends declared	FY19	FY20
Interim dividend	10cps	15cps
Final dividend	15cps	10cps
Total dividends declared	25cps	25cps

1) Based on 30 day VWAP of \$4.48 per share.

2) Source: Factset as at 23 November 2020. Calculated using the LTM dividend per share paid relative to the ASX200 index.

Investment framework supports value accretive decisions



Wrap-up

Frank Calabria, CEO

FY2021 guidance update

Provided on the basis that market conditions and the regulatory environment do not materially change, adversely impacting operations. Considerable uncertainty exists relating to potential ongoing impacts of COVID-19 and this guidance is subject to any further material impact on demand and customer affordability.

		FY20	FY21	
			Previous guidance	Updated guidance
Energy Markets				
Underlying EBITDA	A\$m	1,459	1,150 – 1,300	1,150 – 1,300
Integrated Gas – APLNG 100%				
Production	PJ	708	650 – 680	675 – 705
Capex + opex, excl. purchases ¹	A\$m	2,482	2,000 – 2,200	2,100 – 2,300
Unit capex + opex, excl. purchases ¹	A\$/GJ	3.5	2.9 – 3.4	3.0 – 3.4
Distribution breakeven ²	US\$/boe	29	27 – 31	25 – 29
Integrated Gas – Origin costs				
LNG/Oil hedging & trading gain/(loss)	A\$m	(92)	50	54 ³
Corporate				
Net corporate costs	A\$m	(59)	(75 –85)	(75 –85)
Capex (excluding investments)	A\$m	(500)	(420 – 470)	(420 – 470)

Higher production in response to increased demand, partially offset by higher royalty costs results in overall reduction in breakeven

- 1) Operating cash costs excludes purchases and reflects royalties payable at the breakeven oil price
- 2) FY20 FX rate: 0.67 AUD/USD, excludes Ironbark acquisition costs; FY21 FX rate: 0.69 AUD/USD
- 3) Includes net hedging gain of \$103 million based on forward market prices as at 23 November 2020

A customer focused energy business positioned for a low carbon future

Energy Markets

Grow customer scale through low cost position and **leverage platform** to sell a broader suite of products and services

Exposure to **Octopus Energy's growth prospects** in energy and technology licensing prospects

Opportunity to work with government and other partners to invest in generation through the transition

Electrification to provide increased demand and new product opportunities

Integrated Gas

Strong operating and reservoir performance at APLNG driving the unit cost base lower again

Focus on **5 key value levers at APLNG**, optimising costs and production

Developing opportunities to realise value via **farm down of the Beetaloo**

Opportunities to leverage unique capabilities to **lead in commercialisation of renewable fuels**

Questions

Appendix

Origin: our business



Leading Australian energy retailer, with **4.2 million** accounts and a low-cost, customer centric delivery model



Preferred short energy position, but covered for peak demand via >7,400MW of owned and contracted generation



37.5% interest in **APLNG** which is a **9Mtpa** integrated LNG project, backed by JV partners **ConocoPhillips** and **Sinopec**



APLNG has **>11,000PJ** of remaining 2P Reserves and a **distribution break-even of US\$25-29/bbl in FY2021**



Committed to investing in **new technology** to **grow customer scale and experience** and provide solutions in **future fuels**



Energy sales to 4.2 million customer accounts



Renewable energy 1,400MW owned and contracted renewables and storage



Gas exploration & production Supplying **~30%** of Australia's **east coast gas** demand

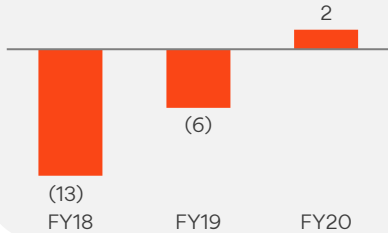


Power generation Australia's largest peaking gas fleet

FY2020 sustainability performance

Customers

Strategic Net Promoter Score

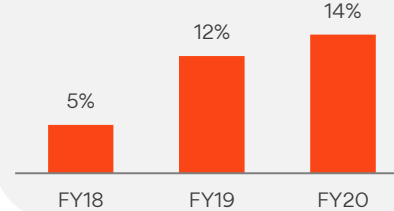


33,100

Customers successfully completed our Power On hardship program

Communities

Regional procurement spend as % of total spend



>\$2.9m

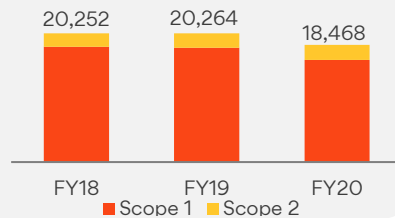
Contributed by the Origin Energy Foundation

Planet

61 MW

Residential and business solar installations, up from 50 MW in FY2019

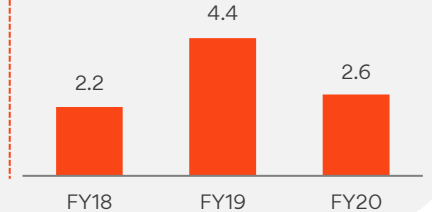
Scope 1 & Scope 2 GHG Emissions¹ (kt CO₂-e)



People

75%
Staff engagement

Total Recordable Injury Frequency Rate



1) Operational Control basis

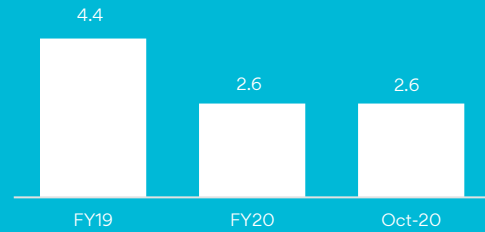
HS&E

- Pandemic response plans implemented Origin wide to protect the health and safety of our employees, contractors, and customers, and maintain energy continuity as an essential service
- Strengthened our focus on supporting the mental and physical health and wellbeing of our people and their families
- Continued focus on Actual Serious Incidents, and Learning Incidents where actions and measures are taken to prevent serious harm
- Process safety and TRIFR YTD performance has improved on previous year

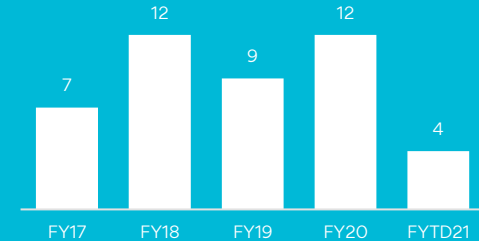


Committed to keeping our people safe and engaged

TRIFR



Process Safety Tier 1 & 2 Incidents

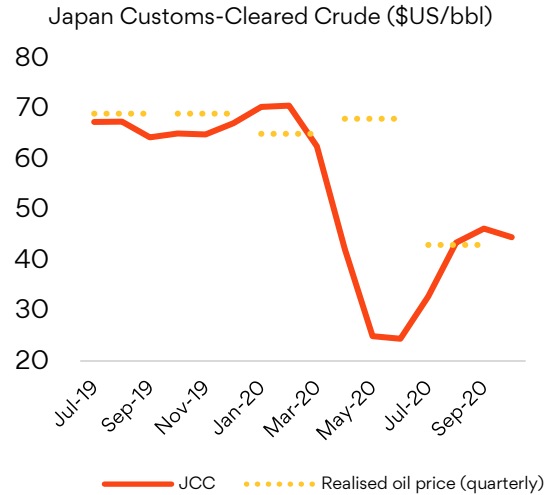


Sustainability Report

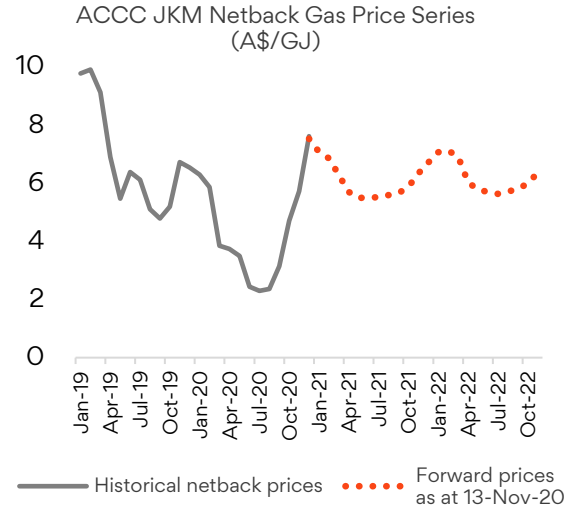
- More information can be found in our [FY2020 Sustainability Report](#)
- Our Sustainability Report includes our TCFD and UN Sustainable Development Goals disclosures



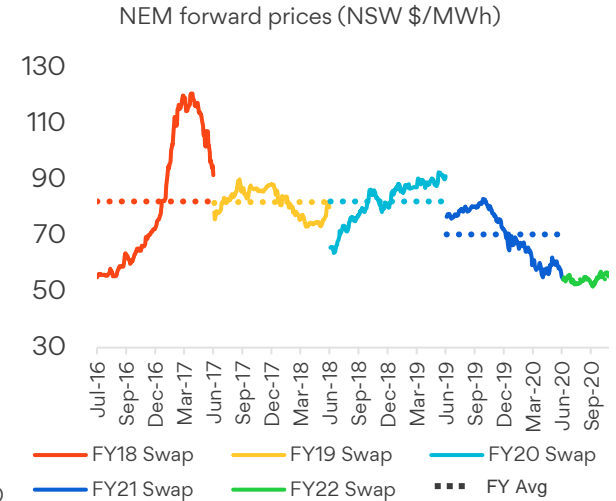
COVID-19 has contributed to near term commodity headwinds



Source: Petroleum Association of Japan, Refinitiv



Source: ACCC



Source: AEMO/Bloomberg

- Origin share of APLNG related JCC exposure is ~24 mmbœ in FY2021
- At 31 October 2020, 77% of oil exposure priced via contract lags or hedging at an average price of ~US\$45/bbl
- Majority of APLNG domestic sales are under long term contracts
- Relatively fixed cost generation position of ~15-20 TWh
- Wholesale prices are below the cost of new build generation

Oil hedging

FY2021 Origin hedging

As at 31 October 2020 Hedge Instrument	Realised		Unrealised	
	Volume (mmbbl)	Average Price	Volume (mmbbl)	Average Price
Brent AUD swaps	3.8	A\$85/bbl	0.6	A\$61/bbl
Brent USD Swaps	0.2	US\$57/bbl	0.2	US\$57/bbl
Brent producer collars	0.5	US\$35-90/bbl	0.3	US\$35-90/bbl
Brent puts	0.3	US\$35/bbl	0.5	US\$35/bbl
Total hedged	4.8		1.6	

FY2022-23 Origin hedging

Hedge Instrument	FY2022		FY2023	
	Volume (mmbbl)	Average Price	Volume	Average Price
Brent AUD swaps	1.1	A\$62/bbl	-	-
Brent USD Swaps	3.3	US\$44/bbl	1.5	US\$43/bbl
Brent producer collars	0.7	US\$35-90/bbl	1.6	US\$35-90/bbl
Brent puts	0.8	US\$35/bbl	-	-
Total hedged	6.0		3.1	

FY2021

- Origin share of APLNG JCC oil price exposure is ~24 mmboe
 - At 31 October 2020, ~18 mmboe priced at ~US\$41/bbl before hedging, based on contract lags
 - 6.4 mmbbl hedged (\$9 million premium)

FY2022-23 Origin hedging

- 6.0 mmbbl hedged in FY2022 and 3.1 mmbbl in FY2023 via a combination of swaps, producer collars and put options.
- Premium costs of \$18 million in FY2022 and \$10 million in FY2023

APLNG sales mix and domestic legacy contracts

Legacy domestic contracts:

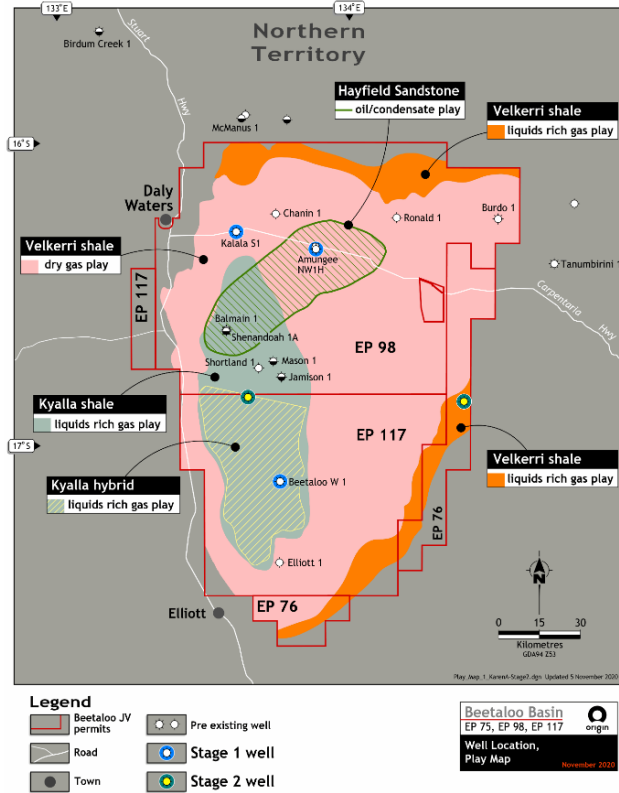
- ~40 PJ p.a. to Origin ending 2034
- 472 PJ over 21 years to Rio Tinto ending 2031
- ~16 PJ p.a. to QAL ending 2041
- 25 PJ p.a. to AGL ending 2020
- ~25 PJ p.a to QGC ending 2035, oil linked

Contract LNG:

- Flexibility for both the buyer and the seller
 - Sellers maintenance flexibility
 - Buyers Downward Quantity Tolerance option

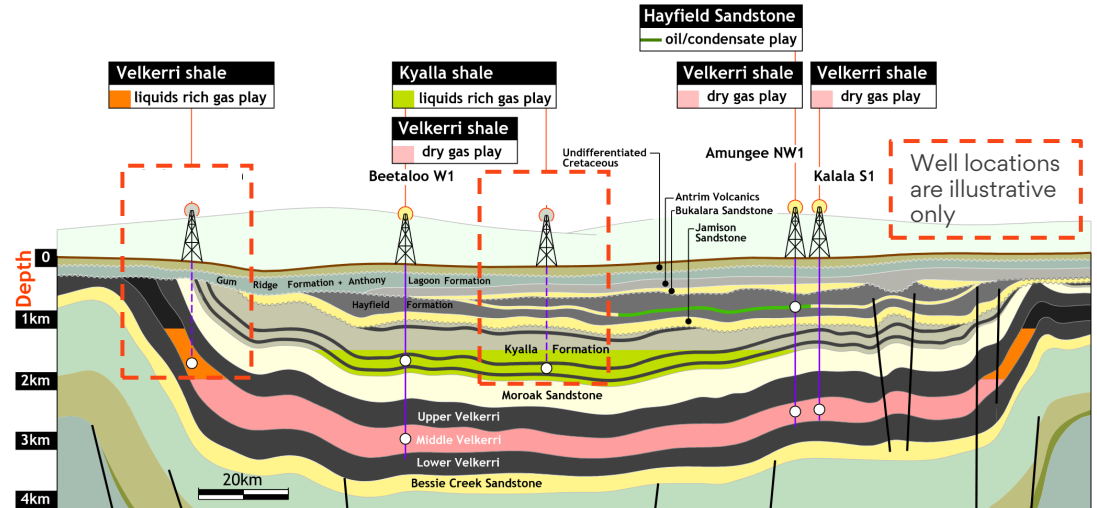
Sales mix (100%)	FY2020		FY2019	
	PJ	%	PJ	%
Contract LNG	449	67%	464	69%
Legacy domestic contracts	126	19%	127	19%
Short term domestic	61	9%	68	10%
Spot LNG	32	5%	17	2%
Total	668		676	

Beetaloo Basin E&A – multiple stacked plays



Facts:

- 77.5% interest in 18,500km² permit
- Four, stacked, unconventional hydrocarbons plays identified
- Booked 6.6 TCF contingent resource relating to Velkerri B shale dry gas play
- Undertaking Stage 2 appraisal, currently targeting Kyalla and Velkerri liquids-rich gas plays



'Firming' technologies will have differing roles in the future portfolio



Batteries



Pumped Hydro



Gas Peakers

Role	Batteries	Pumped Hydro	Gas Peakers
	Supplier of grid security services	Shifts large volumes of low-priced energy to peak periods	Cap price exposure in peak periods and during prolonged low renewable periods
	Daily firming	Daily and seasonal firming	Daily and seasonal firming
	Benefits from short duration price spikes and negative pricing events	Benefits from short duration price spikes and negative pricing events	Short-run cost based on gas price, does not benefit from lower pool prices
Greenfield Cost¹	~\$1.2 – 2.0 M/MW (varies based on duration of storage)	~\$1.6 – 3.5 M/MW (varies based on duration of storage)	~\$1.4 M/MW (brownfield options will be cheaper)
Duration	Typically 2 - 4 hr	Typically 6 hr +	Capable of long run-times
Start-Time	Very Fast	Fast	Fast-Medium
Economic Life	15 – 20 years	50 – 100 years	25- 35 years
Origin Options	Brownfield expansion opportunities at most generation sites	Shoalhaven Expansion	Mortlake Expansion Quarantine Expansion Quarantine Repower Darling Downs Expansion

1) Source: AEMO/CSIRO GenCost 2019-20 Report

Glossary

Financial Term	Meaning
Adjusted Net Debt	Net Debt adjusted to remove fair value adjustments on hedged borrowings.
Adjusted Underlying EBITDA	Underlying EBITDA – Share of APLNG Underlying EBITDA + net cash from APLNG
CAGR	Compound annual growth rate
CPS	Cents Per Share
Free Cash Flow	Net cash from operating and investing activities (excluding major growth projects), less interest paid.
Gearing	Adjusted Net Debt / Adjusted Net Debt + Total equity
Underlying EBITDA	Underlying earnings before underlying interest, underlying tax, underlying depreciation and amortisation (EBITDA) as disclosed in note A1 of the Origin Consolidated Financial Statements for the year ended 30 June 2020.
Underlying ROCE	Underlying ROCE (Return on Capital Employed) is calculated as Adjusted EBIT / Average Capital Employed. Average Capital Employed = Shareholders Equity + Origin Debt + Origin's Share of APLNG project finance - Non-cash fair value uplift + net derivative liabilities. The average is a simple average of opening and closing in any year. Adjusted EBIT = Origin Underlying EBIT and Origin's share of APLNG Underlying EBIT + Dilution Adjustment = Statutory Origin EBIT adjusted to remove the following items: a) Items excluded from underlying earnings; b) Origin's share of APLNG underlying interest and tax; and c) the depreciation of the Non-cash fair value uplift adjustment. In contrast, for remuneration purposes Origin's statutory EBIT is adjusted to remove Origin's share of APLNG statutory interest and tax (which is included in Origin's reported EBIT) and certain items excluded from underlying earnings. Gains and losses on disposals and impairments will only be excluded subject to Board discretion.
VWAP	Volume Weighted Average Price
WACC	Weighted Average Cost of Capital
Non-financial Term	Meaning
1P	Proved Reserves are those reserves which analysis of geological and engineering data can be estimated with reasonable certainty to be commercially recoverable. There should be at least a 90 per cent probability that the quantities actually recovered will equal or exceed the estimate.
2P	The sum of Proved plus Probable Reserves. Probable Reserves are those additional reserves which analysis of geological and engineering data indicate are less likely to be recovered than Proved Reserves but more certain than Possible Reserves. There should be at least a 50 per cent possibility that the quantities actually recovered will equal or exceed the best estimate of Proved plus Probable Reserves (2P).
3P	Proved plus Probable plus Possible Reserves. Possible Reserves are those additional Reserves which analysis of geological and engineering data suggest are less likely to be recoverable than Probable Reserves. The total quantities ultimately recovered from the project have at least a 10 per cent probability of exceeding the sum of Proved plus Probable plus Possible (3P), which is equivalent to the high estimate scenario.
ACCC	Australian Competition and Consumer Commission
AEMO	Australian Energy Market Operator
AER	Australian Energy Regulator
AI	Artificial Intelligence
APLNG	A reference to Australia Pacific LNG or APLNG is a reference to Australia Pacific LNG Pty Limited (and its related entities), an incorporated Joint Venture between Origin, ConocoPhillips and Sinopec in which Origin holds a 37.5% shareholding. Origin's shareholding in Australia Pacific LNG is equity accounted.
Bbl	Barrel – An international measure of oil production. 1 barrel = 159 litres
Boe	Barrel of oil equivalent
CCGT	Combined cycle gas turbine
CES	Community Energy Services
CO ₂ e	Carbon dioxide equivalent is a measure for describing how much global warming potential a given type and amount of greenhouse gas may cause, using the functionally equivalent amount or concentration (CO ₂) as the reference.

Glossary

Non-financial Term	Meaning
CSG	Coal Seam Gas
CY	Calendar Year
DCF	Discounted Cash Flow
DMO	Default Market Offer
DQT	Downward Quantity Tolerance
E&A	Exploration and Appraisal
ERIC	Eurombah Reedy Creek Interconnect
ERP	Enterprise Resource Planning
EV	Electric Vehicle
FEED	Front End Engineering Design
FID	Final Investment Decision
FY	Financial Year
GHG	Greenhouse Gas
GJ	Gigajoule = 10^9 joules
GPF	Gas Processing Facility
GW	Gigawatt = 10^9 watts
GWh	Gigawatt hour = 10^3 megawatt hours
IoT	Internet of Things
JCC	Japan Customs-cleared Crude
JKM	Japan Korea Marker
kT	kilo tonnes = 1,000 tonnes
LNG	Liquefied Natural Gas
mmbbl	Million barrels
mmbtu	Metric million British thermal units
mtpa	Million tonnes per annum
MW	Megawatt = 10^6 watts
MWh	Megawatt hour = 10^3 kilowatt hours
NEM	National Electricity Market
NPS	Net Promoter Score
NPV	Net Present Value
OCGT	Open cycle gas turbine
P2	2P reserves less 1P reserves
P3	3P reserves less 2P reserves
PJ	Petajoule = 10^{15} joules
PPA	Power Purchase Agreement
SRMC	Short run marginal cost
TCIP	Talinga to Condabri Interconnect Pipeline
TJ/d	Terajoules per day (Terajoule = 10^{12} Joules)
TOGGS	Talinga Orana Gas Gathering Station
TWh	Terawatt hour = 10^9 kilowatt hours
VPP	Virtual Power Plant

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Disclosures of Origin and APLNG's reserves and resources are as at 30 June 2020. These reserves and resources were announced on 20 August 2020 in Origin's Annual Reserves Report for the year ended 30 June 2020. Petroleum reserves and contingent resources are typically prepared by deterministic methods with support from probabilistic methods. Petroleum reserves and contingent resources are aggregated by arithmetic summation by category and as a result, proved reserves (1P reserves) may be a conservative estimate due to the portfolio effects of the arithmetic summation. Proved plus probable plus possible (3P reserves) may be an optimistic estimate due to the same aforementioned reasons.

Some of APLNG's reserves and resources are subject to reversionary rights and an ongoing royalty interest in favour of Tri-Star. Refer to Section 7 of the Operating and Financial Review released on 20 August 2020 for further information.

Figures

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 2020 (the period) compared with the reporting period ended 30 June 2019 (the prior corresponding period), except where otherwise stated.

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 down the page due to rounding of individual components.

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