



10 May 2011  
Kris Sipe - Sr. Business Relationship Manager/Acting Corporate Sales Manager

Commercial in Confidence

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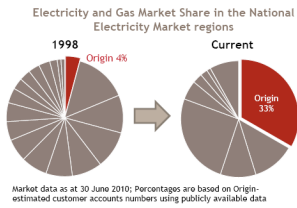
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### Origin's purchase of NSW Energy Assets was completed in March 2011.



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### Origin Energy

- Australia's leading integrated energy company
  - Largest retail energy customer base
  - Large and diversified generation portfolio across the National Electricity Market
  - Diversified fuel supply position with substantial equity gas and long term contracts for supply and transportation
- Australia's largest CSG reserves base and CSG to LNG project
  - High quality 2P reserves covering domestic and export contracts with significant upside
  - Strong and well aligned joint venture with unrivalled expertise in CSG development and construction of Optimised Cascade LNG liquefaction technology
- An expanding portfolio of diversified energy resource opportunities
  - Domestic and overseas gas exploration opportunities
  - Clean energy development opportunities including wind, geothermal, hydro and solar

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In addressing the world's future energy needs Origin is identifying, creating and adding value to new resource positions



- WIND**
  - Owns and operates Callerin Range wind farm in NSW
  - Holds around 3,500 MW of wind development sites across Australia
- GEOTHERMAL**
  - Exposure to 290 MW of geothermal generation and 364 MW of geothermal development through Contact Energy in New Zealand
  - Holds interests in Australian geothermal opportunities through Inmaninka JV's
  - Pursuing the untapped potential of geothermal opportunities in growing markets including Indonesia
- HYDRO**
  - Holds interests in 750 MW of hydro through Contact Energy in New Zealand
  - Evaluating the development of a hydro-electric scheme in PNG and exporting energy into Queensland
- SOLAR**
  - Installs solar photovoltaic and solar hot water systems in homes and businesses across Australia
  - A 50:50 JV partner in TransForm with Hicron Technology to develop the SLIVER photovoltaic technology

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**Origin Energy Business Customers**

- **Origin Business Centre**
  - <160 MWh
  - Call Centre
- **Business Direct**
  - Between 160 MWh to 20 GWh
  - Telephone Account Management
- **Corporate Sales**
  - Between 20 GWh to 200 GWh
  - Face to Face account management
- **Portfolio Sales**
  - Above 200 GWh
  - Large Commodity customers
  - Tailored Products
  - "Origination" Key Account Management

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**Origin Business Center**

- State standard ( Market Based)
- Tariff Rates with Discount

**Business Direct**

- Tailored Energy Rates
- Standard Terms and Conditions
- Metering Solution (Accumen)
- EnCompass ( Reporting)

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## Corporate Sales

- Tailored Energy Rates
- Negotiated T&Cs
  - Volume Cap
  - Roll Ins
  - ToP
  - Renewable Products
- Technical Advice
- Electronic Billing
- Consolidated Billing
- Half Hourly Data Reporting
- Energy Solutions
- Customer Advocacy
- Metering Solution (Accumen)
- EnCompass ( Reporting)

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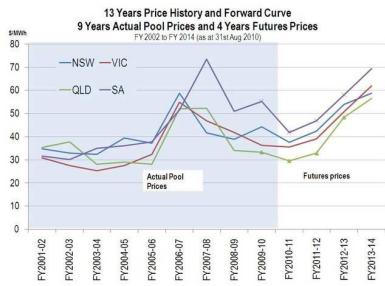
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## NSW Cal 2012



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## Carbon

- Mandatory Renewables (LRET)
  - Variable (Business Direct, Corporate and Portfolio Sales)
  - Fixed (Corporate and Portfolio Sales)
  - RPP Product (Corporate and Portfolio Sales)

Annual Targets 2011-2020

Year	Target (GWh)
2011	12,250
2012	12,250
2013	12,250
2014	12,250
2015	12,250
2016	12,250
2017	12,250
2018	12,250
2019	12,250
2020-2020	12,250

- Cost of carbon is covered as Change of Law

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Together we can make a difference.™



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