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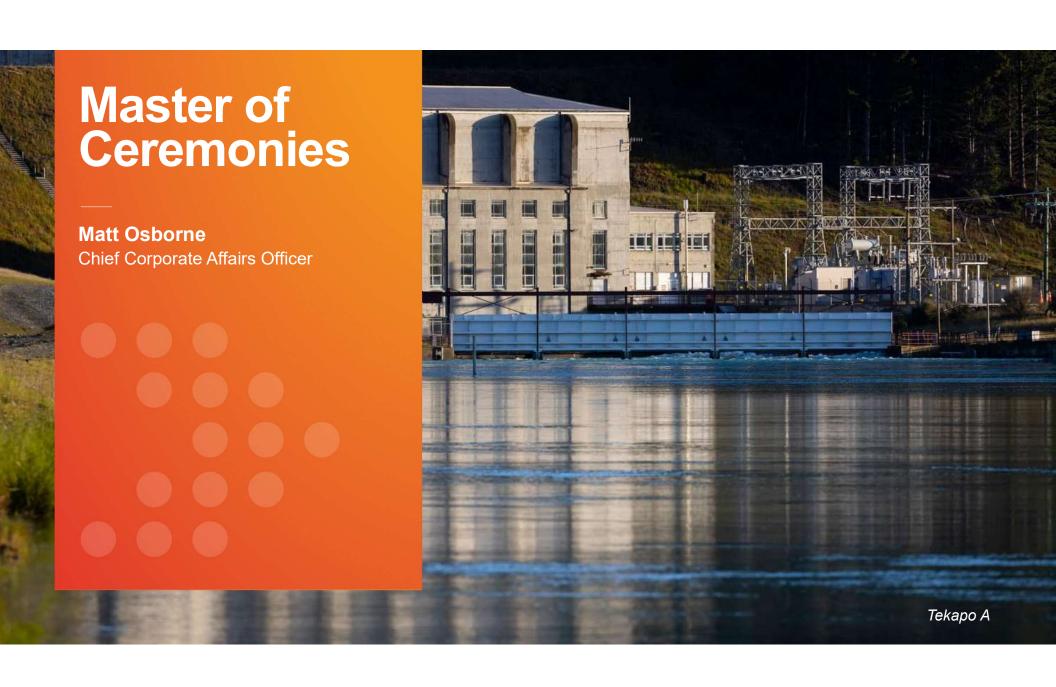
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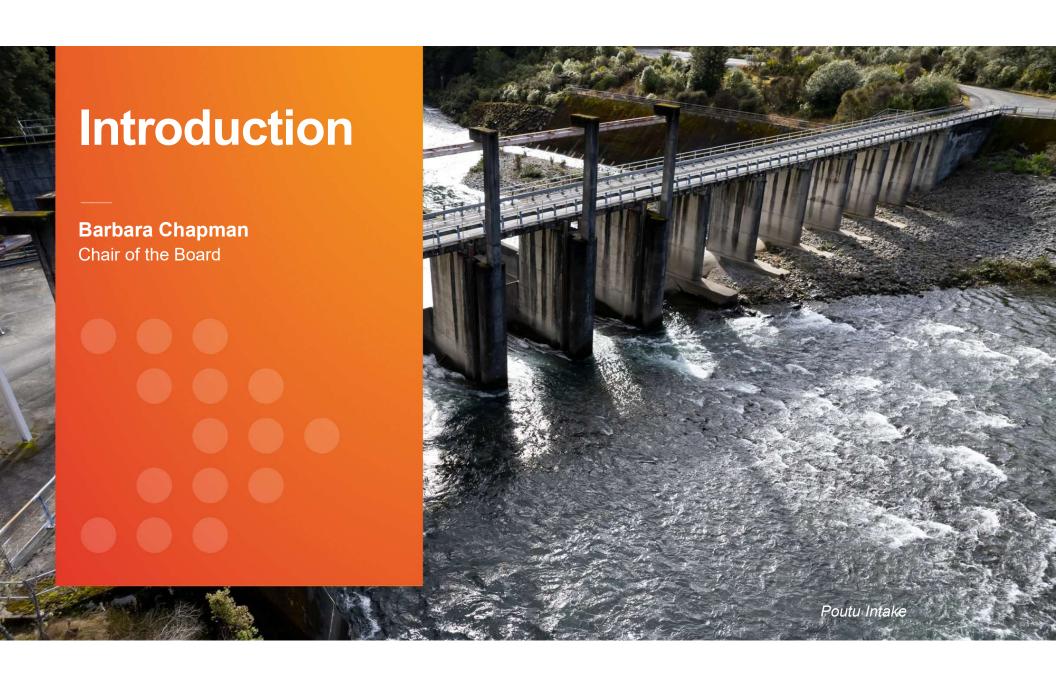
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# **Agenda**

		DAY 1	
Start	Mins	Agenda	Presenter
11:00	15	Registration	
11:15	5	Opening Karakia	
11:20	10	Welcome	Matthew Osborne
11:30	15	Introduction from the Chair of the Board	Barbara Chapman
11:45	20	Gen 35 - Getting Future Fit	Ed Hyde
12:05	45	Buffet Lunch in the Cellar	
12:50	40	Gen 35 – Accelerating Transition	Tracey Hickman Stephen England-Hall
13:30	20	Capital Management	Julie Amey
13:50	20	Gen 35 - The Future State	Malcolm Johns
14:10	50	Q&A	Executive Team
15:00	15	Afternoon Tea	
15:15	105	Breakout Area	Artificial Intelligence, Biomass, Electrification, Culture & Community
17:00	45	Free time	
17:45	45	Join us for Drinks and Canapés	
18:30	30	Dinner conversation on Fuels	Angela Ogier
19:00	90	Buffet Dinner	

DAY 2			
Start	Mins	Agenda	
From 06:15		Check-in & PPE Gear Collection (Library)	
07:15	15	Board Buses (Lower Hilton carpark)	
07:30	60	Buses Depart – Taupō	
08:30	80	Rangipo Site Tour	
09:50	40	Buses depart – Rangipo	
10:30	45	Arrive Lake Rotoaira, Opataka  Engage with local iwi, Ngāti Tūwhretoa on the cultural significance and importance of Lake Rotoaira over morning tea.	
11:15	10	Buses depart Lake Rotoaira	
11:25	15	Arrive Tokaanu	
11:40	15	Site overview & safety briefing	
11:55	35	Tokaanu Site Tour	
12:30	60	Lunch at Tokaanu and Hydro talk	
13:30	60	Buses depart - Tokaanu	
14:30	-	Bus back to Hilton, Lake Taupō	



# **Today's presenters**



**Master of Ceremonies Matthew Osborne** Chief Corporate Affairs Officer



1. Introduction **Barbara Chapman** Chair of the Board



2. Getting Future Fit Ed Hyde Chief Transformation & **Technology Officer** 



3. Accelerated Transition -Renewables and Flexibility **Tracey Hickman** Chief Operating Officer



4. Accelerated Transition -Portfolio and trading **Stephen England-Hall** Chief Revenue Officer



5. Capital Management Julie Amey Chief Financial Officer

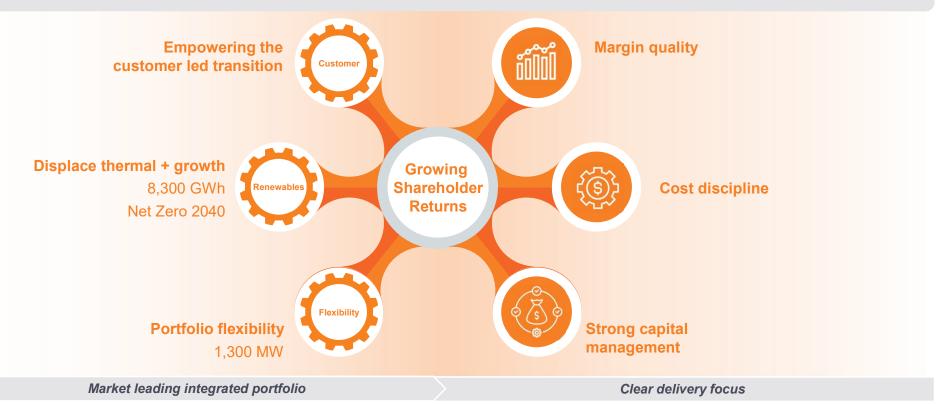


6. The Future State **Malcolm Johns** Chief Executive

### **Gen35 Investor value proposition**

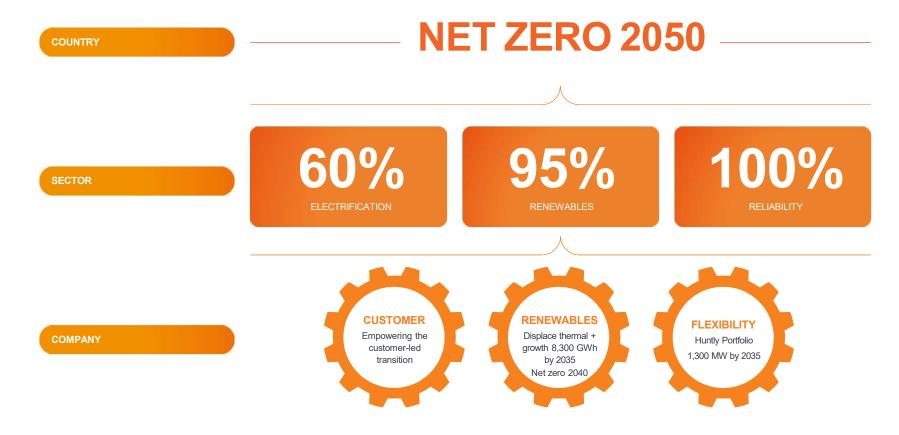
— Genesis 2.0: Energy that never stops!

We're delivering margin quality, cost discipline and strong capital management across an integrated portfolio with a large customer book, growing renewables, market leading flexibility



# Our Gen35 strategy

— Global energy transition: more electrons, more energy storage and data driven systems



### Government energy package response

— Genesis is well-positioned to respond to the Government Energy Package through its strategic investments in Huntly's capacity and a potential gas storage opportunity



#### Dispatchable firming capacity

- ✓ **Long duration:** Investment to extend the life of Huntly Power Station & actively exploring options to build a new peaking plant (Unit 7)
- ✓ **Short duration:** Huntly BESS 1 construction underway, plans for BESS 2



#### **Fuel security**

- Genesis' thermal assets are all capable of running on LNG, which would benefit from LNG imports in the long-term
- ✓ Prosecution of biomass as an alternative fuel source enhances fuel security and flexibility
- ✓ Genesis has secured exclusive rights to negotiate up to 10 PJ gas storage at Tariki



#### **Firming products**

✓ Increased availability of Huntly risk management products will improve access to firming capacity for independent retailers, generators and industrial end users



#### Renewables

- ✓ Executing near-term solar pipeline to free up Huntly's capacity for reserve operations
- Actively exploring and in consenting phase for onshore wind opportunities
- ✓ Early discussions for an offshore wind opportunity

Market security and more affordable electricity for New Zealand



# We're continuing to deliver against our Gen35 strategy

#### What we said

Horizon 1 'Getting Future Fit' Horizon 2 'Accelerated Transition' Horizon 3 'The Future State'

FY24

Focused on sweeping our own front yard at a group

and business unit level

Focused on electrifying New Zealand one customer at a time, activating Gen35 at a business unit level and monetising NZ's energy transition

Moving past the transition and into the next generation of Genesis

### **Delivery and ongoing focus**

Reset retail and set up the right foundations

Building pipeline, capability and improve productivity

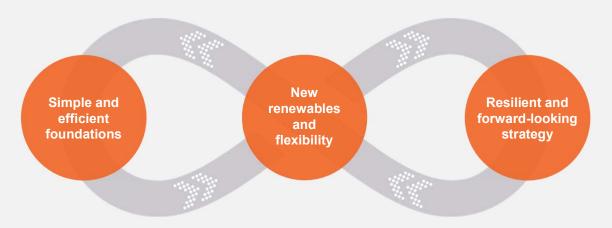
**Delivery of** mid to upper \$500m **EBITDAF in FY28** 

Long term earnings growth

# **Key messages**



- Horizon 1 achieved future fit for growth through to 2035 with solid foundations
- Demonstrated resilience against external market and supply chain challenges beyond our control
- Technology transformations are well underway, driving the next phase of growth in digital capability



### Horizon 1 - foundations established for growth

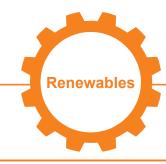
#### — From strength to momentum



#### Retail business simplified and reset

- √ ~200 FTE reduction
- ✓ All brands unified into a single Genesis brand
- √ Broadband launched
- √ >50 MW of distributed demand response
- ✓ Portfolio reshaped for long-term growth

**Margin growth** 



#### Robust pipeline established

- ✓ Lauriston Solar Farm COD and Edgecumbe Solar Farm FID achieved
- ✓ Internal capability established and pipeline accelerated via strategic acquisitions
- ✓ Invested in existing assets to enhance efficiency and resiliency (Waikaremoana, Tekapo and Tongariro upgrades)
- √ Generation sources diversified (Tauhara PPA operational, Kaiwaikawe PPA secured 2027)

Thermal displacement



#### Monetisation underway; flexibility enhanced

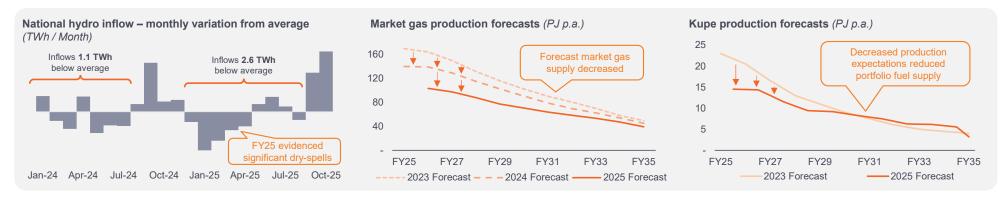
- √ 2-year and 10-year Huntly Firming Options executed
- √ First 100 MW / 200 MWh BESS under construction
- √ Gas storage rights on Tariki
- √ Biomass supply options progressed
- Additional fuel security secured via coal and gas contracts

**Monetising flexibility** 

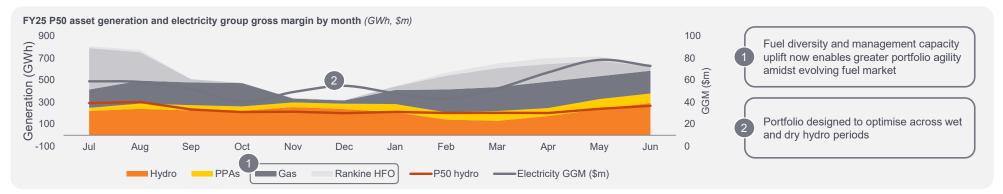
### Portfolio set up to withstand challenging market conditions

— Huntly's existing fuel flexibility ensures earnings resiliency amidst volatile market conditions

#### Challenging market conditions...



#### ...successfully navigated with a resilient and flexible portfolio



# Transformation to a focused, simplified business is well underway

— New capabilities accessed to deliver on long-term goals

#### **H1** priorities

#### **Progress**

# Budget on track with re-phased spending

#### **Platform**

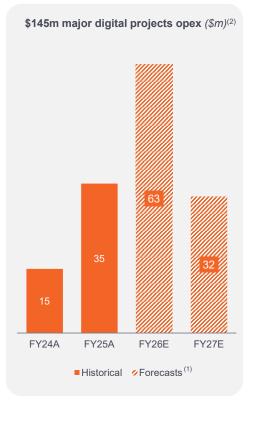
- Digitise core services to drive efficiency
- · A simpler, faster and cheaper landscape
- · Ability to leverage world class partners
- √ 3 core data platform changes underway
- ✓ Outsourced IT Operations
- ✓ Leveraging international partners

### **Delivery**

- Deliver across time, cost and quality dimensions
- Focused on billing / CRM, trading capability and general ledger
- Leveraging the strengths of others less inhouse
- ✓ Partnering model has reshaped delivery with clear improvements
- ✓ Clear improvements in time, cost, and quality
- ✓ Transformation program on track

#### Data

- Using data to enhance customer lifetime value and CX
- Data to optimise our generation and fuels portfolio
- Enabling smarter decision making across supply and demand
- ✓ Significant data preparatory work to enable AI
- ✓ Early AI use case implementations demonstrating value



Notes: (1) Forecasts are subject to phasing changes; (2) Excludes stay in business technology spend of ~\$15m per annum.

# Major technology projects being delivered

#### — Technology transformations will step up digital capability

# Gross margin uplift<sup>(1)</sup>

- Simplifies and modernises core retail systems
- Lowers costs and accelerates efficiency, innovation and customer autonomy
- Go-live achieved with initial customers transitioned to Gentrack 2.0 platform
- Release 2.0 and 2.1 build underway (Complex Electricity and Gas / LPG)

# Recurring annual cost benefits<sup>(2)</sup>

- Modernises finance through a cloud-based platform to unlock greater value from future system upgrades
- Streamlines processes to enhance reporting and analytics
- Workday Core Finance System Implementation Underway – on track for Q3 FY26

# Commercial Improvements<sup>(2)</sup>

- Optimises portfolio and commercial decision-making in an increasingly volatile energy market
- New trading, risk-management and market and portfolio modelling systems will improve visibility of risk
- · New derivatives tooling complete
- Energy Trading Risk Management and Market Modelling being implemented calendar year 26





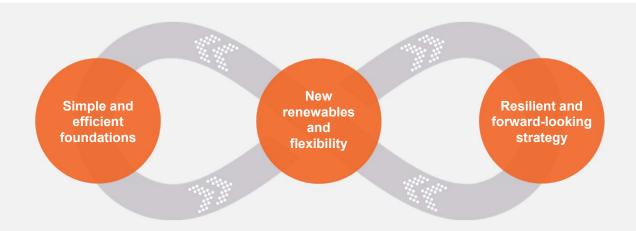


Wholesale markets programme

Notes: (1) Project spend in FY26 and FY27, moving to SIB technology spend from FY28; (2) Project spend expected to finish in FY26. Programs move into SIB technology spend from FY27.

# An efficient, future fit and forward-looking business

— We are growth ready...



#### Simple and efficient **foundations**

- · Strong core business
- · Efficient retail operations

#### **New renewables** and flexiblity

- Monetisation of capacity
- Enhanced flexibility

#### Resilient and forwardlooking strategy

- · New ways to connect with customers
- · Continued digital growth

# HORIZON 2 Accelerated transition

Renewables and flexibility

**Tracey Hickman**Chief Operating Officer



# **Key messages**



- Established development capability, exemplified by progress on pipeline delivery
- Monetising flexibility and driving value through proactive investments in our generation portfolio
- Enhancing resilience today whilst strategically positioning to unlock value in an evolving energy market

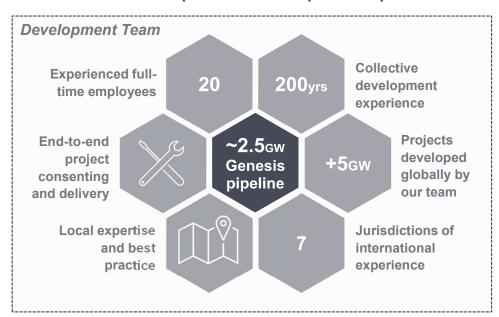


# **Delivering**

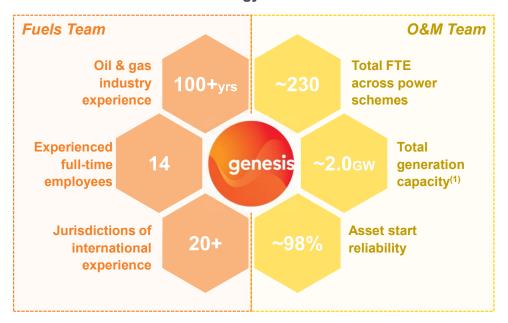


#### — Strong internal development capability built by attracting leading local and international talent

#### Well-resourced development team with proven capabilities...



#### ...and a dedicated fuels strategy and O&M team



17.5 new FTEs added to the Development team since November 2023

Fuels team set up for portfolio optimisation and long-term value creation

Committed, highly skilled, in-house engineering, O&M teams on our generation sites delivering strong levels of plant reliability

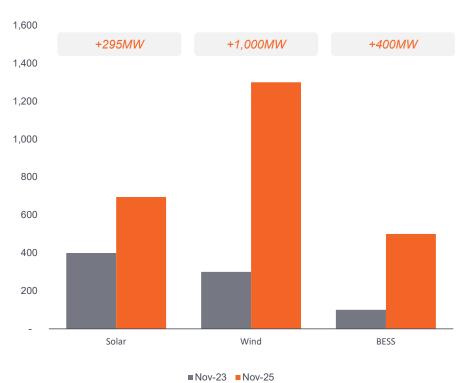
Notes: (1) Name plate capacity.

# **Demonstrable delivery**

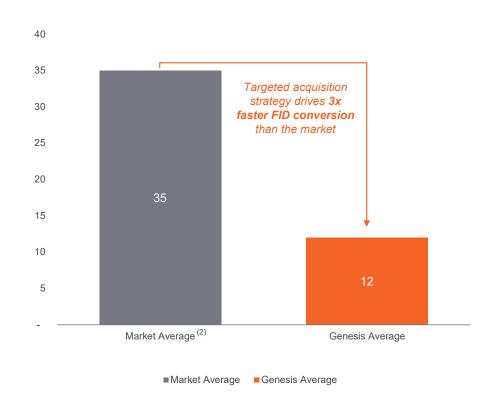
#### — Delivering significant progress on development pipeline



#### Genesis development pipeline progress since Nov-2023 (MW)<sup>(1)</sup>



#### Time from project announcement to FID (Months)



Notes: (1) Wind pipeline includes Genesis owned options and Yinson exclusivity options; (2) Based on average time from announcement to FID for recent solar and wind projects.

# **Delivery track record**





#### **Project identification and acquisition**

**Edgecumbe Solar Farm** 

Capacity: 136 MW<sub>DC</sub> FID: Delivered

Estimated COD(1): Early FY28

Capex: \$236m



Rangiriri Solar Farm

Capacity: 271 MW<sub>DC</sub> Estimated FID: Mid FY27 Estimated COD(1): Mid CY29 Capex: \$470m - 490m



- Optimal solar resources with high capacity factors
- Premium solar proposition with grid connection
- Strategic North Island locations near high demand centres
- Complements and accelerates Huntly BESS 1.0 & 2.0
- Demonstrates Genesis' competitiveness for quality assets

#### **Project delivery**

Huntly BESS Stage 1(2)

Capacity: 100 MW / 200 MWh FID: Delivered

Estimated COD(1): Early FY27

Capex: \$135m



Huntly BESS Stage 2(2)

Capacity: 100 MW / 200 MWh Estimated FID: FY27 Estimated COD(1): FY28

Capex: \$110 -120m



- Development with a significant cost advantage
- Lowest cost BESS in the NZ market
- Future-proofed capacity
- Thermal optimisation and enhanced portfolio value
- Wholesale market arbitrage

Notes: (1) Commercial operations date; (2) Illustrations shown are conceptual only.

# **Driving optionality into wind development strategy**





#### Wind pipeline - broad range of options

Project	Capacity	Development status		
Discretionary growth opportunities: ~500 MW				
Castle Hill wind farm	300 MW	<ul><li>Core windfarm consents</li><li>Land secured</li><li>Connection underway</li></ul>		
Early-stage wind prospects	~200 MW	Early stage prospecting		
	<b>PPA</b> : 7	73 MW		
Kaiwaikawe wind farm	73 MW	Under construction		
Joint Equity/PPA: ~1,000 MW				
Yinson wind pipeline	~1,000 MW	Early-stage equity options		

MOU with Taranaki Offshore Partners to explore offshore wind opportunities

#### Castle Hill wind farm



- World class wind resource with 10 years of supporting data with average capacity factor above 50%
- Working with Transpower on connection arrangement
- Clear route to commercialisation

# Delivering an agile and flexible development strategy



— Agile development pipeline that is continually evaluated against Genesis' capital allocation framework

#### Genesis' development pipeline

Project	Capacity / Duration	Status	Capex	
Operational	63 MW		\$104m	
Lauriston solar farm	63 MW <sub>DC</sub>	Operating	\$104m <sup>(1)</sup>	
Committed growth capex	236 MW		\$371m	
Huntly BESS stage 1	100 MW / 2Hrs	Under construction	\$135m	
Edgecumbe solar farm	136 MW <sub>DC</sub>	FID delivered	\$236m	
Progressed growth opportunities <sup>(2)(3)</sup>	638 MW		\$1,000 <b>–</b> 1,080m	
Huntly BESS stage 2	100 MW / 2Hrs	Consented	\$110 –130m	
Leeston solar farm	67 MW <sub>DC</sub>	Consented	\$100 - 120m	
Rangiriri solar farm	271 MW <sub>DC</sub>	Consented	\$470 – 490m	
Foxton solar farm	200 MW <sub>DC</sub>	Fast-track consenting	\$320 - 340m	
Discretionary growth opportunities	~550 <b>–</b> 600 MW		\$820 <b>–</b> 1,100m	
Gas storage	N/A	Under active review		
Biomass	N/A	Under active review	**************************************	
Huntly unit 7 peaker	~50 – 100 MW	Under active review		
Castle hill wind farm	300 MW	Consented		
Early-stage wind prospects	~200 MW	Early-stage prospecting		
Early-stage hydro enhancement	N/A	Early-stage prospecting		
PPA	136 MW			
Tauhara geothermal	63 MW <sup>(4)</sup>	Operating		
Kaiwaikawe wind farm	73 MW	Under construction		
Joint Equity/PPA	~1,000 MW			
Yinson wind pipeline	~1,000 MW	Early-stage equity options		

Notes: (1) Project financed with ~\$13m equity funding by Genesis; (2) Genesis is targeting 500 MW of solar opportunities; (3) Huntly Rankine Extension included in SIB capex; (4) Genesis' share.

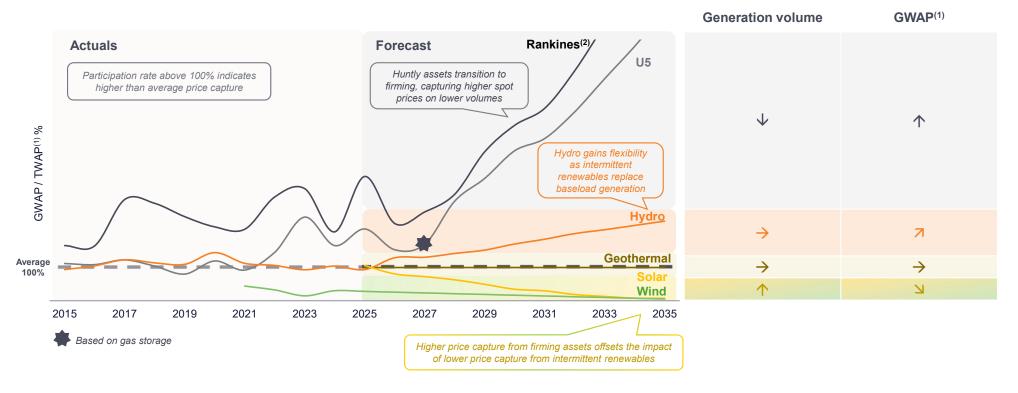
# **Driving renewables value unlock**



 Strategic solar and wind investments replace baseload generation from hydro and thermal assets, enhancing asset flexibility

Genesis assets' price participation (%)

#### Impact of renewables on Genesis' portfolio



Notes: (1) GWAP refers to generation weighted average price. TWAP refers to time weighted average price.

#### Horizon 2 - FlexGen

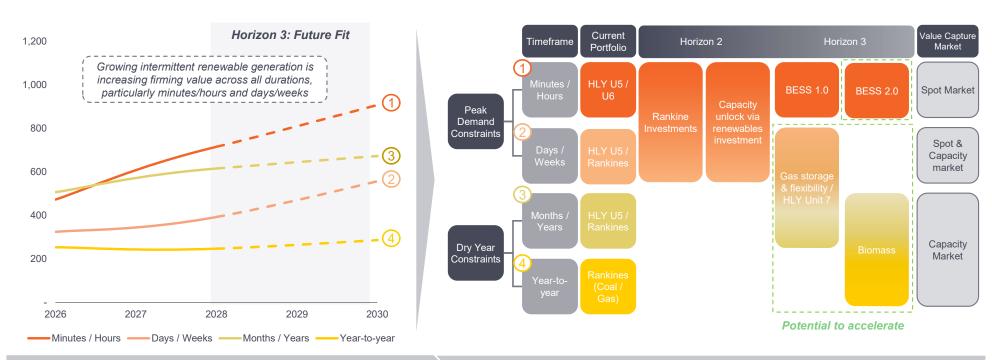
# Unlocking growing value pools through Huntly



— We are making tangible progress against Horizon 2 targets to maximise value from flexible generation across all horizons

Market value of flexibility reward pool (\$m p.a.)

Huntly portfolio energy & capacity coverage



Significant value capture opportunity emerging for firming...

...For which Huntly is well-positioned

**Source:** Concept Consulting and Genesis internal views.

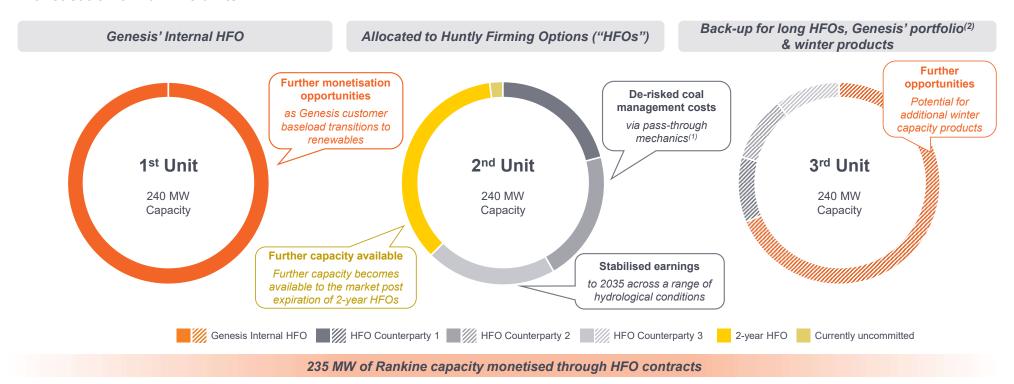
#### Horizon 2 - FlexGen

# Monetising flexibility for the next decade



 — Significant progress in monetising Huntly's capacity and ensuring Rankine units availability to 2035

#### **Monetisation of Rankine units**



Notes: (1) HFO holders pay an annual premium to secure the option and must order fuel to provide the energy required for their capacity calls; (2) Genesis has discretion to turn on the third Rankine ("3rd Unit") if it is economically feasible.

#### Horizon 2 – FlexGen

# Gas flexibility is key to managing challenges and opportunities



— Huntly's flexible electricity generation and flexible gas supply are essential elements in a secure energy transition for New Zealand

Huntly's value capture opportunities across various gas market scenarios

Huntly portfolio		Gas market scenario			Value impact of gas	
		Low price / high supply (e.g. <\$5/GJ)	High price / low supply (e.g. >\$40/GJ)	- LNG import facility (Under all market scenarios)	storage (Under all market scenarios)	Key value driver
Existing assets	Unit 5	•		<b>^</b>	<b>^</b>	<ul> <li>NZ's most efficient gas-fuelled electricity generator and costs ~25% less than any other gas generator</li> </ul>
	Unit 6			<b>^</b>	<b>^</b>	Opportunistic use of gas – shifting to highest value use (generation vs. customer portfolio)
	Rankine units			<b>^</b>	<b>^</b>	Fuel diversity creates optionality to buy more gas or utilise more coal / biomass
Pipeline assets	Unit 7	•		<b>^</b>	<b>^</b>	Huntly has existing grid connection and site to build peaking plant if commercially viable
Relative value capture opportuni	ty High Medium	Low			GNE is actively explori opportunities (e.g. Tari	

# Established capability, flexibility and continued proactivity

— We are accelerating...



# Proven development capability

- Local and global best practice
- End-to-end project delivery

# Growing portfolio value and flexibility

- · Monetisation of flexibility
- · Capitalising on fuel diversity

# Proactive investment strategy

- Enhancing generation resilience
- Agile in an evolving energy market

# HORIZON 2 Accelerated transition

Portfolio and trading

**Stephen England-Hall**Chief Revenue Officer

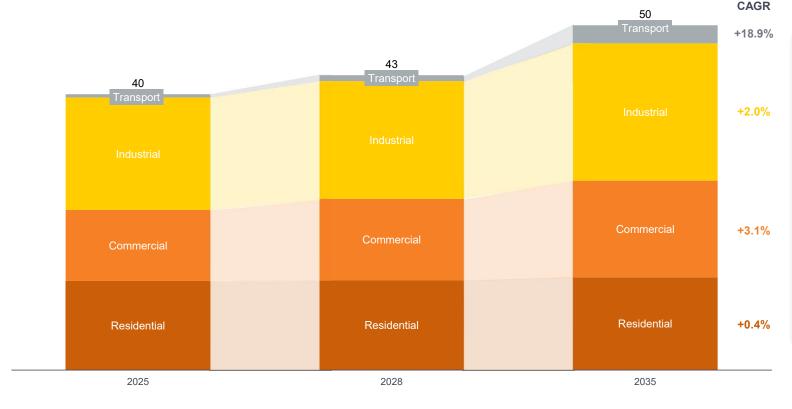


Moawhango Dam

# **Electricity is a growth market**

— Underlying organic growth and increasing electrification in mass market and transport sectors drive Genesis' view of demand

New Zealand forecast electricity TAM<sup>(1)</sup> (TWh)





# Genesis opportunity

- Total electricity demand in New Zealand is projected to rise by ~25% from 2025 to 2035
- · Growth is driven by:
  - EV uptake
  - Data centre growth
  - Commercial & industrial electrification
- Genesis plans to capitalise on these shifts by targeting high-margin and high-growth segments

# **Key messages**



- Driving operational cashflow uplift through value over volume
- Integrating customer, portfolio and trading teams under one cost centre to optimise GGM<sup>(1)</sup>
- Positioned for transition Resilient, flexible and profitable

One commercial group - different roles, one objective - total portfolio value



Notes: (1) Group gross margin.

# Already delivering, with more to come

— Commercial leadership team delivered Horizon 1, now executing Horizon 2



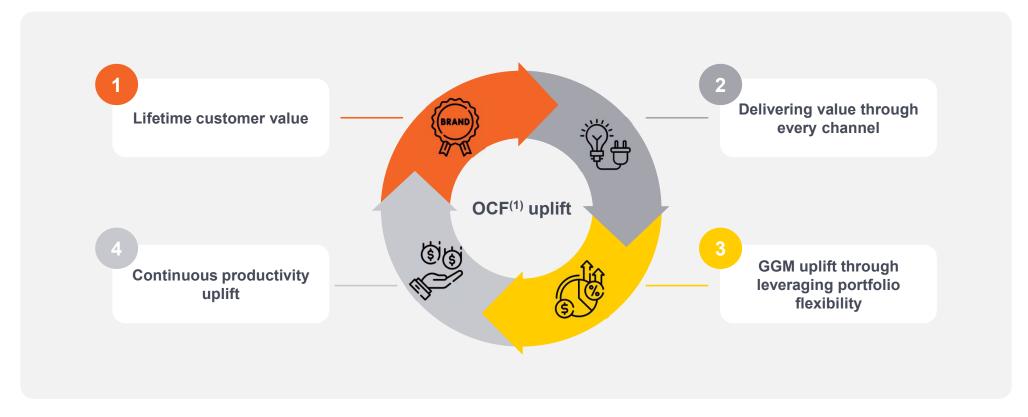


People, people, people

# Driving OCF<sup>(1)</sup> uplift through value over volume focus



— Driving demand growth: Electrifying New Zealand, one customer at a time



Notes: (1) OCF refers to operational cashflow.

# From strong retail foundations to an integrated value engine



— We've connected Trading, Portfolio and Customer to unlock end-to-end value and lift our group margin position



#### Sharper insight, stronger returns

- · Al assisted forecasting
- Reduced MM cost
- HFOs
- · Active trading strategies

#### Finding the highest margin channel to market

- · Securing new offtakes
- · Aligning hedges and assets
- · Flexibility monetisation
- · Dry year resilience

#### **Turning scale into** sustained margin

- Single brand strategy lifting average netback
- · Efficiencies through digital transformation
- · Adjacency growth

Pathway to mid to upper \$500m EBITDAF by FY28

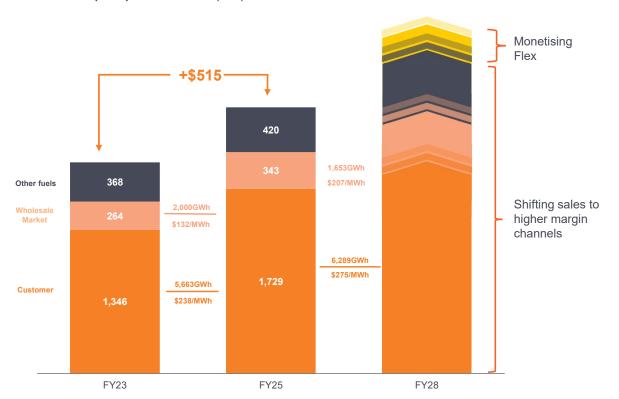
Notes: (1) EBITDAF estimates assume average hydrology.

# Quality growth through channel optimisation



— Rebalancing sales to high-margin channels and monetising flexibility to lift portfolio value

#### Contracted (Sell) Revenue<sup>(1)</sup> (\$m)



#### Unlocking value through highermargin channels

- \$515 m uplift FY23–25 driven by channel mix optimisation
- 16% improvement in realised price since FY23 through disciplined customer selection and stronger alignment with market value
- Shifting sales to higher-margin customer segments and monetising wholesale flexibility
- Next growth horizon aligns customer demand with renewables to maximise portfolio value

Notes: (1) FY23 and FY25 contracted revenues or FY28 forecast contracted revenues on sell position through Customer and Wholesale channels. Includes external sales only, not including joint venture profit share i.e. ChargeNet or Kupe.

#### Horizon 2

# Future fit foundations delivering strong netback growth



### — Re-engineered retail platform unlocking quality growth in netback

#### **Horizon 1: Future Fit** Horizon 2: Channel & portfolio monetisation Optimising pricing, shape, and cost across one commercial portfolio Reset cost, structure and systems ✓ Leaner operating model:~200 core FTE reduction<sup>(1)</sup> ✓ Margin over volume: focus on margin quality: achieved though pricing optimisation, portfolio shape & LPG ✓ Simplified business: core cost reduction through simplification: \$11m baseline opex out ✓ Grow adjacencies: extend relationships in broadband and other opportunities ✓ Single Brand: unifying Frank, Ecotricity brands into Genesis ✓ **R2G2 benefits**: lower cost to serve, unified platforms, digital workforce ✓ Customer Flex: 50MW added: pathway to 150MW established Total netback for all fuels (\$m) +10-15% +22% 1,203 934

FY25A

Margin quality

Notes: (1) Achieved 67 FTE reduction in H1 FY2025, with 130 FTE reduction in FY2024.

Margin quality

Simplification

**Ecotricity** 

FY23A

FY28E

Adjacent value pools Digital transformation

#### Horizon 2 - Renewables

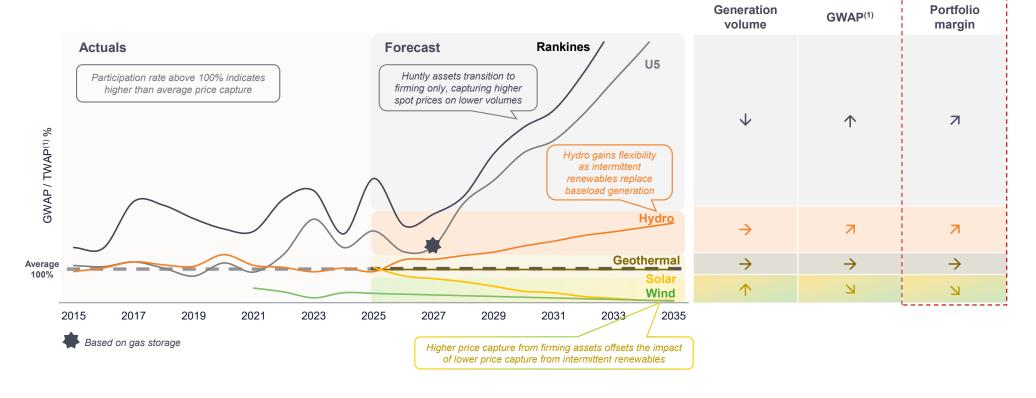
# Earnings maximisation through unlocking flexibility



— Strategic investments to replace baseload generation, enhancing asset flexibility to maximise earnings

Genesis assets' price participation (%)

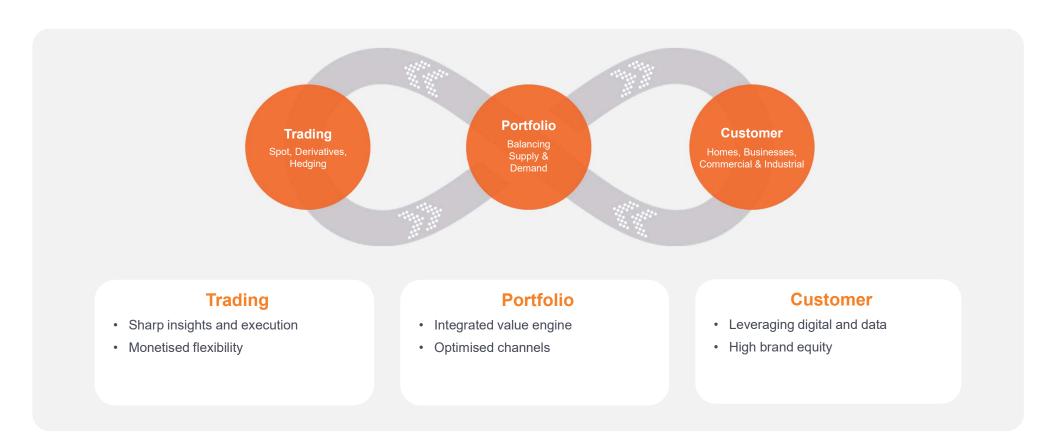
#### Impact of renewables on portfolio



#### Horizon 2

# Positioned for resilient, flexible and profitable growth

— We are ready to scale...





Resilience through an accelerated transition

Julie Amey

**Chief Financial Officer** 



# **Key messages**

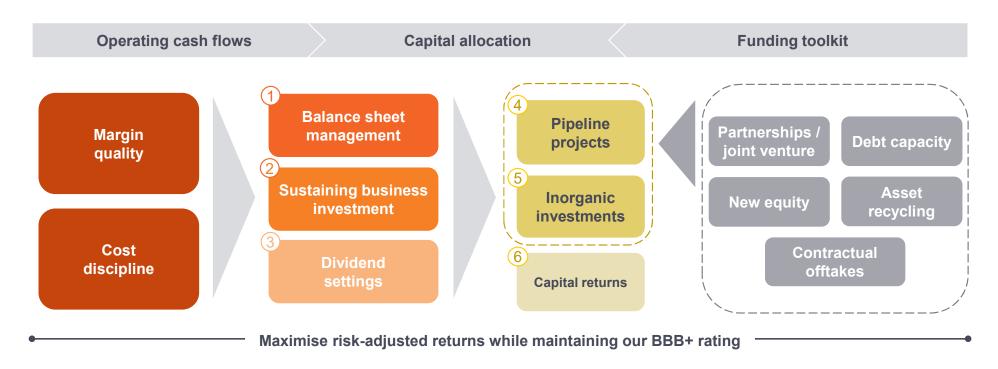
- Optimising margin quality and cost discipline through strategy, productivity and delivery
- Ensuring strong capital management and quality investment decisions
- Delivering EBITDAF growth and competitive shareholder returns



#### **Capital Management**

### **Strong capital management**

— An enduring framework, with capital allocation prioritisation specifically targeting Gen35 Horizon 2 objectives to enable an accelerated transition



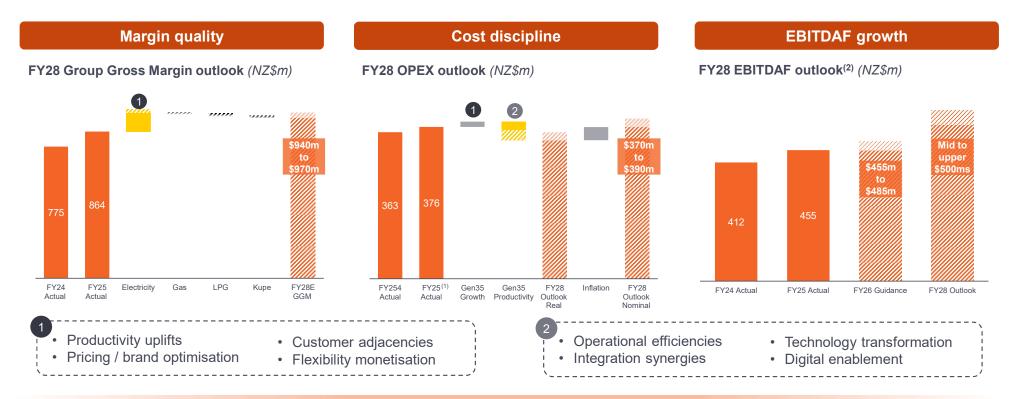
Reflects Genesis prioritisation of capital allocation during Gen35 Horizon 2 - from Getting Future Fit to an Accelerated Transition

Operating Cash Flow Capital Allocation Funding Toolkit

#### **Capital Management**

## Operating cash flow generation

— Gen35 Horizon 1 and 2 delivering sustainable uplifts that grow EBITDAF and Operating Cashflows



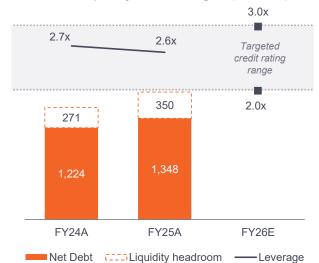
#### Locking in the pathway to FY28 EBITDAF of mid to upper \$500m

## **Capital allocation**

### — Gen35 Horizon 2 prioritisation ensures a strong foundation of resilience, reliability and returns

#### 1 Balance sheet management

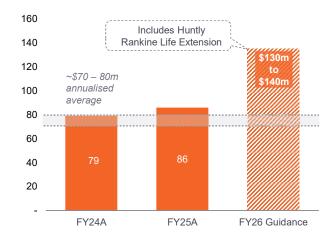
#### Net debt, liquidity and leverage<sup>(1)</sup> (NZ\$m, x)



- Investment Grade BBB+ rating
- · Working capital value realisation
- Volatility resilience with diversification

### 2 Sustaining business investment

#### Stay-in-business (SIB) capex (NZ\$m)



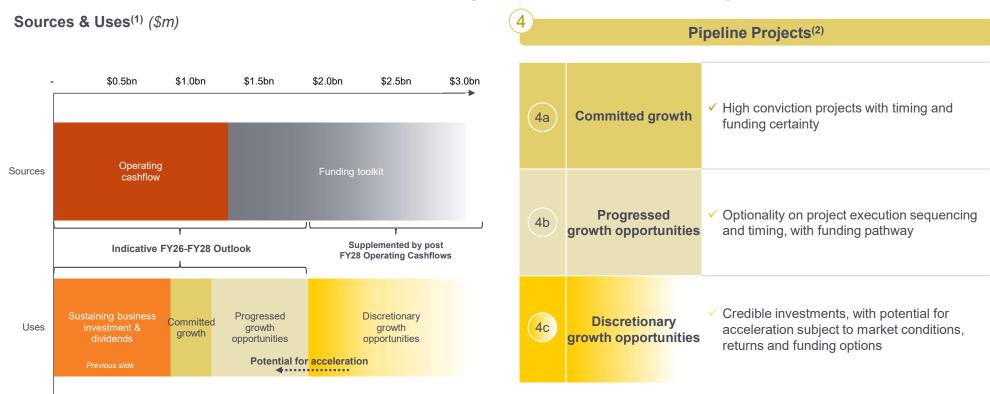
- Plant reliability
- Asset life extension
- Risk management



- Prioritisation of consistent distributions is a key shareholder value proposition
- Dividend settings for Gen35 Horizon 2 are currently considered to remain appropriate
- Well-positioned for a Horizon 3 returns proposition aligned with earnings growth

# Capital allocation: sources & uses

— Operating cashflow outlook for Horizon 2 is supplemented by a credible funding toolkit and future cashflows to enable the acceleration of growth opportunities through the pipeline funnel



Notes: (1) Indicative as at Nov-25; (2) Refer to development pipeline on page 27 for projects.

# **Quality investment decisions**

— Multiple considerations ensure risk-adjusted returns are maximised across the Genesis portfolio

Our investment principles and metrics...

...underpin quality, competitive investment decisions



Operating Cash Flow Capital Management Funding Toolkit **Capital Management** 

### Capital management: financing the business

— Credible funding options, enabling diversification and value realisation within key financial settings



Partnering structures with potential for equity investment that consider synergies, governance and targeted value capture

#### **New equity**

Strategic growth acceleration with resilience that considers business cycle, commercials and market conditions

#### Contractual offtake

Capital-light commercial arrangement to secure generation or supply to meet demand or enable a value chain

#### Asset recycling

Strategic assessment of capital optimisation opportunities to unlock higher-value uses

#### **Debt capacity**

**Funding** 

toolkit

Prudent, affordable and timely borrowing that enables value capture from on-balance sheet propositions, with close management of opportunities and risks

Genesis welcomes the clarity from the Government's response to the Frontier report, and is well positioned to support many of the Government's objectives and priorities through Gen35

#### **Capital Management**

# Capital management delivering growth, resilience and returns

— Accelerating towards our future state



#### **EBITDAF** growth

- · Value over volume focus
- · Margin quality uplift with cost discipline
- · Maximising synergies across the portfolio

#### Shareholder returns

- Growing cash generation enabled by delivery of Gen35
- Enduring growth with a competitive returns profile

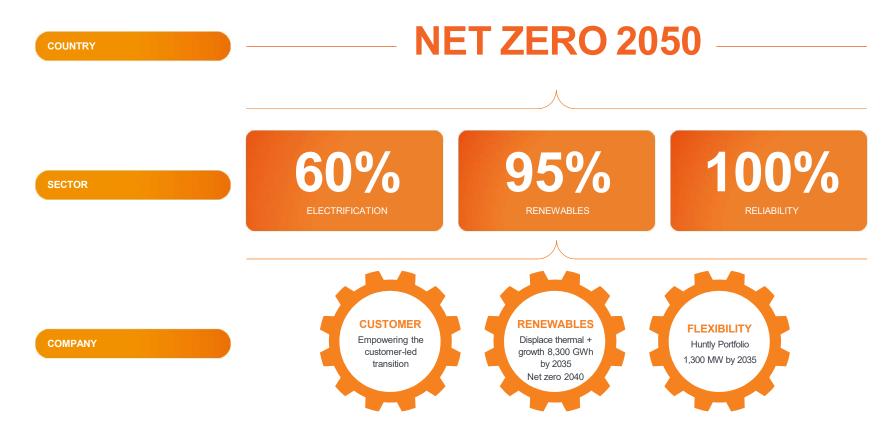
#### **Balance sheet resilience**

- · BBB+ credit rating
- Prudent liquidity with cycle flexibility
- · Self-sustaining capital management strategy



### Our Gen35 strategy

— Global energy transition: more electrons, more energy storage and data driven systems

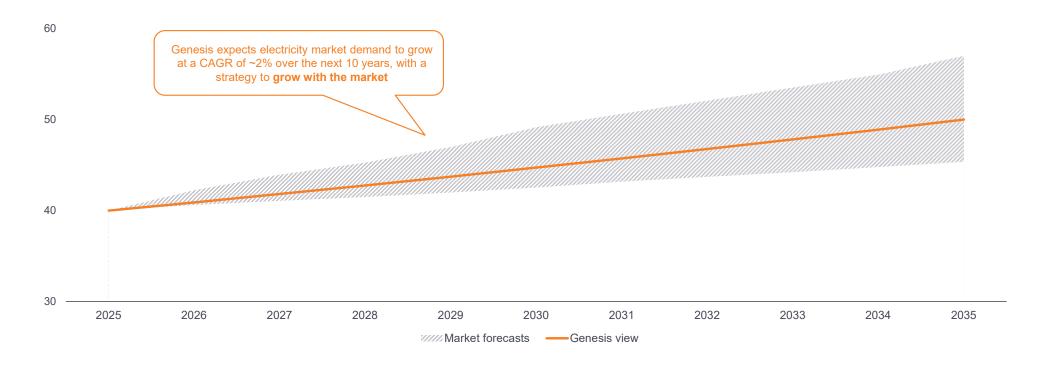


#### Horizon 3 - Future State

### **New Zealand electricity market growth to 2035**

— New Zealand's electricity market demand is expected to grow at a CAGR between ~1% to 4%, predominantly driven by electrification of C&I processes and transport

Market forecast range of annual electricity demand (TWh)



**Source:** MBIE EDGS 2024. Genesis internal assumptions.

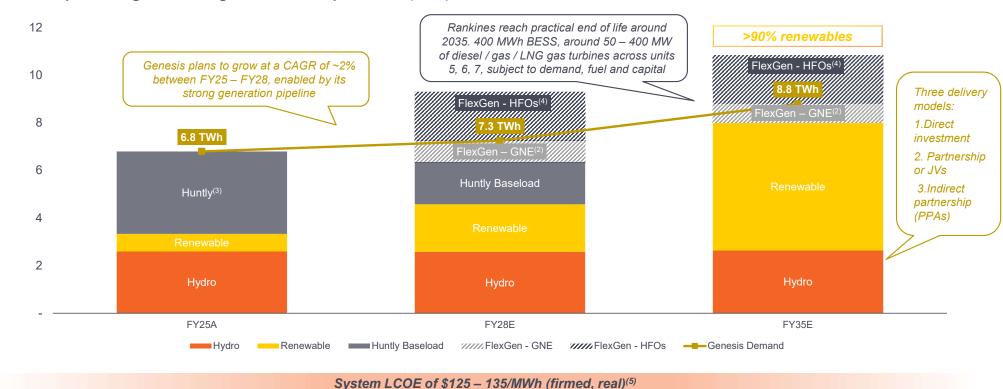
#### Horizon 3 - Future State

### Genesis portfolio growth and evolution

— Driving renewable growth to retain market share through solar, wind and partnerships to achieve a matched generation and long capacity portfolio

Notes: (1) P50 generation composition; (2) Refer to page 57; (3) Does not include firming options; (4) FlexGen HFOs are based only on current capacity sold; (5) System level long-run cost of electricity (system LCOE).

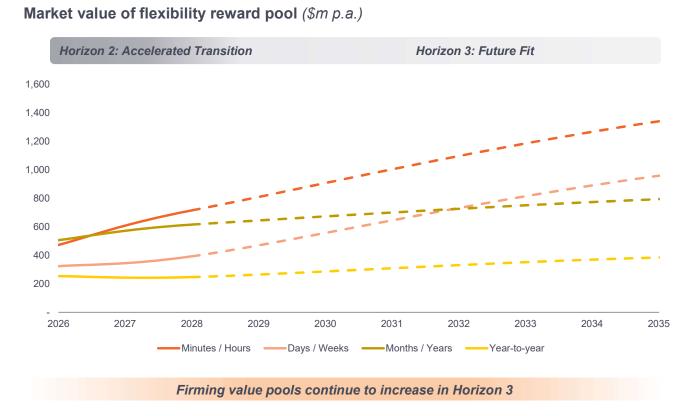
Forecast portfolio growth and generation composition<sup>(1)</sup> (*TWh*)



#### Horizon 3 - Future State

## Significant opportunity in market value of flexibility

— Significant value capture opportunity for Genesis: ~8x growth in volatility value pools by 2035



#### Illustrative valuation of firming

Net FlexGen MW



Firming value (\$ / MW)



Net annual firming revenue (\$)

Asset value = NPV over life of the asset

Market approach to valuing firming products

Source: Concept Consulting and Genesis internal views.

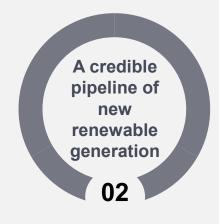
#### Horizon 3 – Future State

# **Gen35 Competitive Advantage**

— Resilient Demand + Growing Renewables + Firming Across Every Time Scale = Reliable and Growing **Earnings** 



- 500.00 customers across New Zealand
- · Confidence to make long term investments in growing renewables.



- · 2.5 GW of new renewable development options
- · Commitment to investing in new renewables.



- · A firming long portfolio
- · Existing assets that can firm new renewables across minutes, hours, days, weeks and months.

### **Gen35** investor value proposition

- Genesis 2.0

Energy that never stops! We're delivering margin quality, cost discipline and strong capital management across an integrated portfolio with a large customer book, growing renewables, market leading flexibility

