

# OUR VISION

Re-imagining energy  
to be customers'  
first choice for  
energy management.



Marc England

Chief Executive  
Genesis Energy

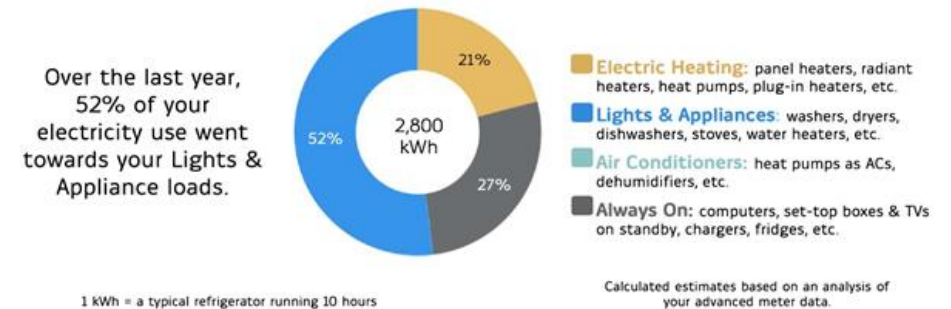
EMANZ Conference  
24 May 2017

# Energy Management relevant for residential consumers

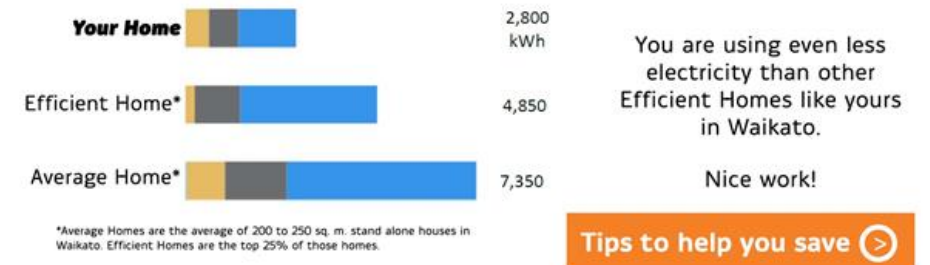


## In partnership with Ecotagious

- An 'energy disaggregation' pilot program with 10,000 customers ran in 2016 - to be expanded in 2017
- Participants in the pilot had high levels of engagement and a 14.1% annualised churn reduction improvement
- Feedback provided being leveraged across business for marketing, customer targeting and innovation purposes



## Other Stand Alone Houses Like Yours

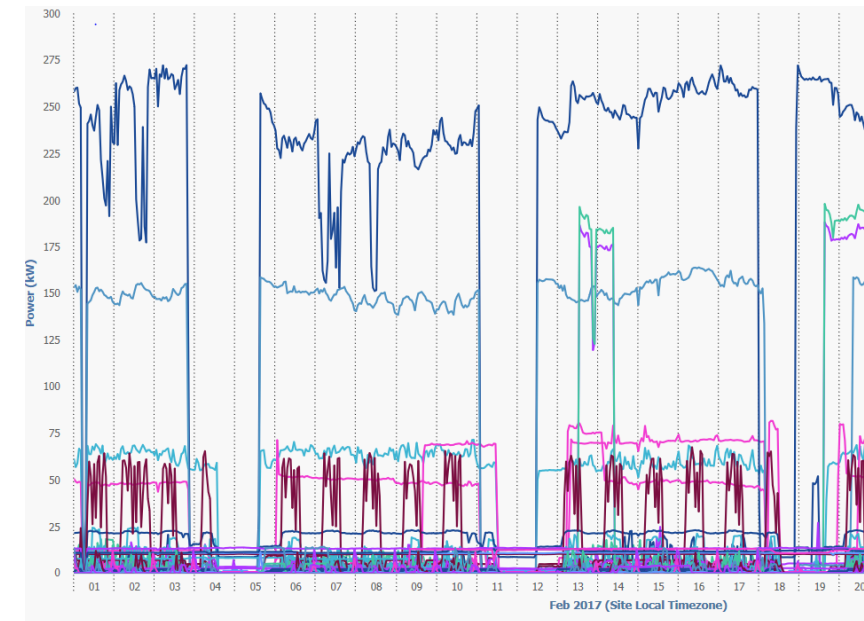


# Energy Management relevant for business consumers



## Through the 'Panoramic Power' platform

- Measure real time data at device level
- Unobtrusive sensors with quick deployment
- Set alerts tailored to specific site needs
- Regular automated reporting
- 6 monthly energy audit based on insights



# Transforming an incumbent by leveraging our strengths



## Leveraging a strong brand, balance sheet, customer knowledge and relationships

### Customer Centric

- **Brand strength** and **largest customer base** provides strong platform for growth
- Leveraging technology to **improve the energy experience** for customers

### Generation Flexibility

- Closer integration of maintenance, operations and wholesale activities will **optimise asset base**
- Large retail market share and long retail South Island position **reduces price risks of Tiwai closure**

### Integrated Fuel Position

- **Flexibility over fuel supply** to support generation and retail needs
- Access to increased LPG production provides **strong alignment** with growth aspirations

### Leading Market Disruption

- **Defining new approaches** to energy management
- Accelerating change through **agile ways of working**
- **Embracing unpredictability** to develop resilience in rapidly evolving market

# Questions?