FY20 Full Year Results Presentation

20 August 2020

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GENESIS ENERGY LIMITED

Deloitte. ENERGY EXCELLENCE 2019 AWARDS — ENERGY TECHNOLOGY OF THE YEAR WINNER

Deloitte. ENERGY EXCELLENCE 2019 AWARDS — COMMUNITY INITIATIVE OF THE YEAR WINNER

genesis

AGENDA

1. Year in Review

GENESIS ENERGY LIMITED

Results at a glance

EBITDAF [1]
$356m

NPAT
$46m

Final dividend
8.675 cps

Gross yield of
8%

As at 18 August 2020

Operating expenses down $1m
$250m

Finance expense down
9%

Retail

- Genesis' residential gross customer churn down 3.5 ppt to 24.1% and net churn down 1.6 ppt to 14.8%
- Continued Retail momentum - netbacks up in all fuels, Electricity up 7%, Gas up 10% and LPG up 10%
- Customers choosing to purchase more than 1 fuel grew to over 121,000, up 3%
- Over 77% of customers now choosing to interact digitally
- Launch of new customer Care Package for those most vulnerable post-COVID-19

Wholesale

- 2nd lowest January to June North Island inflow sequence in 95 years, hydro generation down 20% to 491 GWh
- Thermal generation up 12%, fuel portfolio costs up 20%
- Average FY20 thermal fuel cost up 7% but has commenced a decline and is down 3% on HY20 to $79/MWh
- Our adaptive flexible generation and fuels portfolio defended low hydrology and high fuel cost impacts
- Tekapo upgrades successfully completed and its intake gate capital project reached the half-way point

Kupe

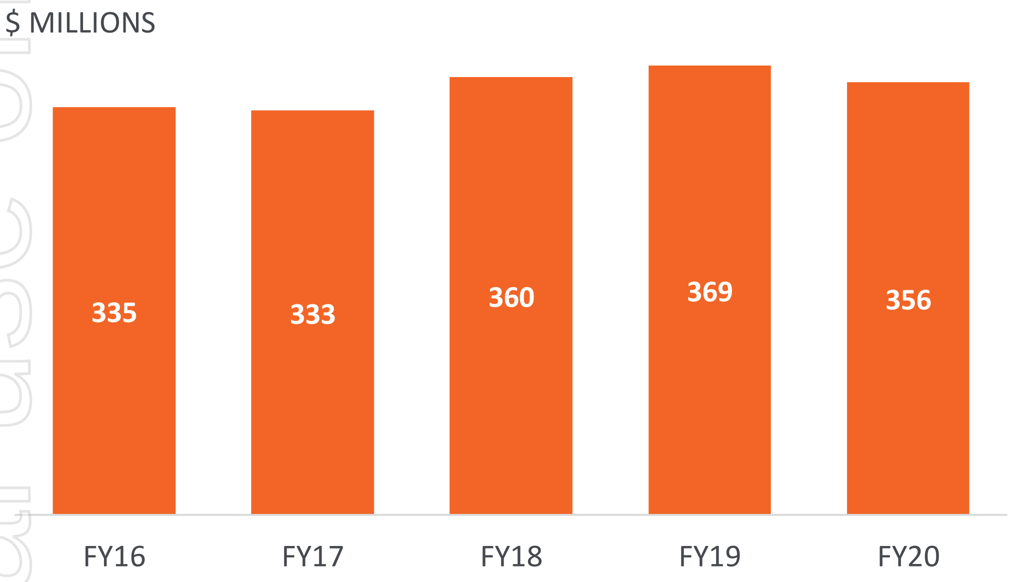
- Field production down 10% due to planned November 30-day outage and February perforation project
- Well perforation project completed successfully. Estimated total production uplift of 1.4 PJ over FY20/FY21
- Kupe's Inlet Compression Project on track for completion in mid-2021
- 1P reserve upgrade of 33% to 250 PJe, an uplift of 61.9 PJe, 2P reserve upgrade of 7%

[1] Earnings before net finance expenses, income tax, depreciation, depletion, amortisation, impairment, Fair Value changes and other gains and losses. Refer to consolidated comprehensive income statement in the 2020 annual report for a reconciliation from EBITDAF to Net Profit after tax.
Note: The prior comparable period (pcp) is defined as full year FY19, unless an alternative comparison is stated.

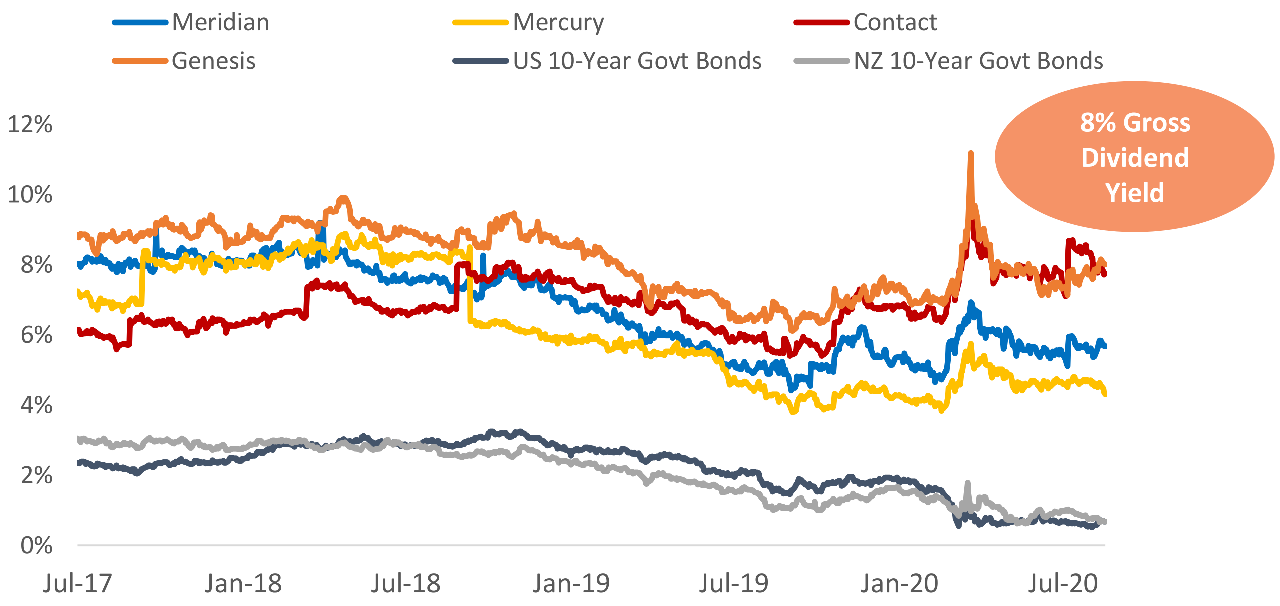
Earnings

— EBITDAF of $356m, gross dividend yield[1] of 8% remains near top of peers

EBITDAF[2]



GROSS DIVIDEND YIELD COMPARISON WITH PEERS AND LONG-TERM BOND YIELDS



Source: Bloomberg

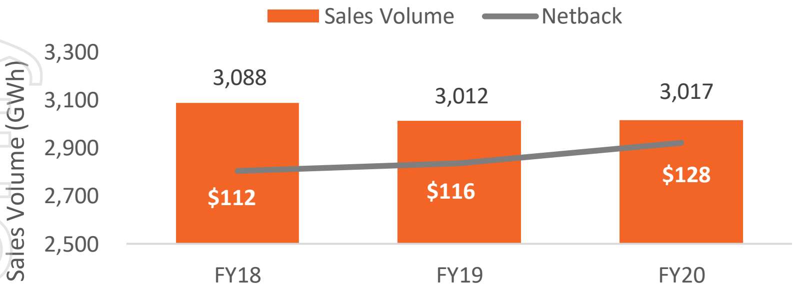
[1] Gross yield based on closing share price as at 18 August 2020, $2.80

[2] Due to the adoption of NZ IFRS 16 and changes to the segment reporting structure, as outlined in the notes to the audited financial statements contained in Genesis 2020 Annual Report, FY19 comparable financials have been restated in this presentation. As a result prior comparable period (FY19) metrics may also have changed. Reporting years FY16 to FY18 does not include impact of IFRS 16.

Continued momentum in building value within residential category

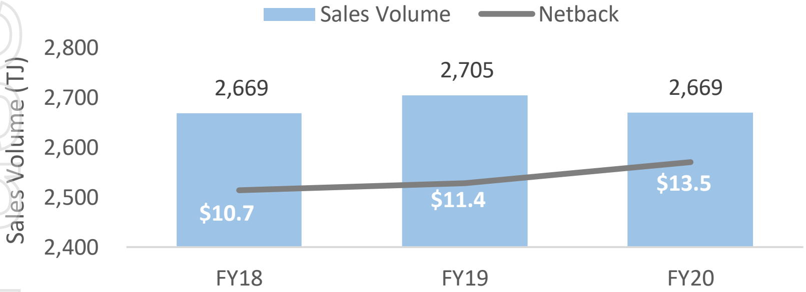
— Our dual fuel strategy is helping to deliver loyalty and drive churn down

RESIDENTIAL ELECTRICITY SALES VOLUMES (GWh) & NETBACK[1] ($/MWh)



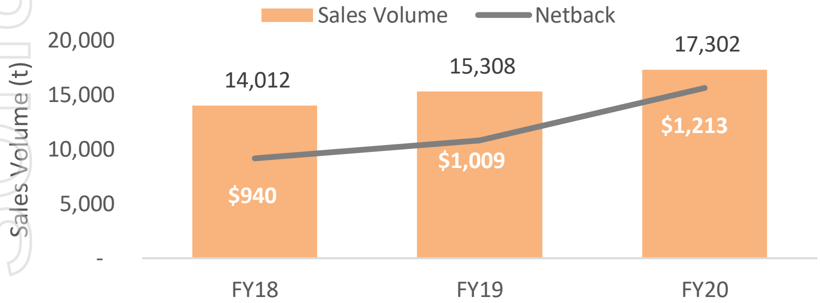
Volume/value mix

RESIDENTIAL GAS SALES VOLUMES (TJ) & NETBACK ($/GJ)



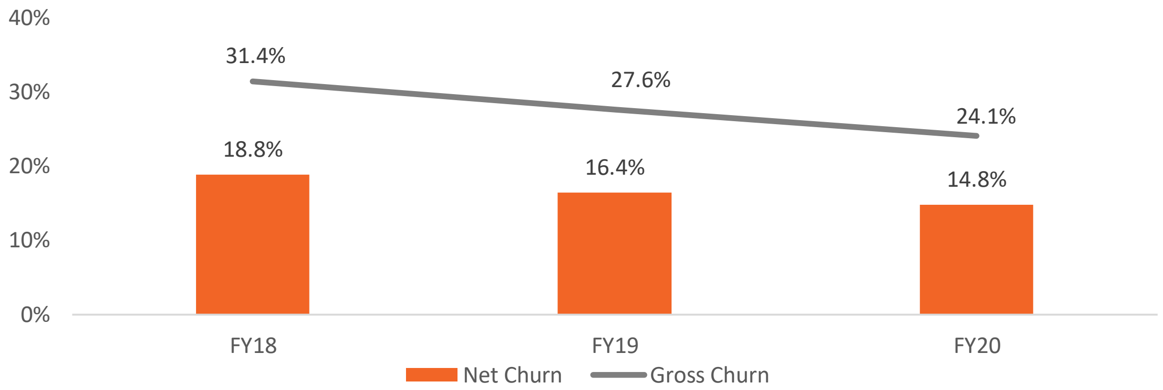
Volume/value mix

RESIDENTIAL LPG SALES VOLUMES (t) & NETBACK ($/t) [2]

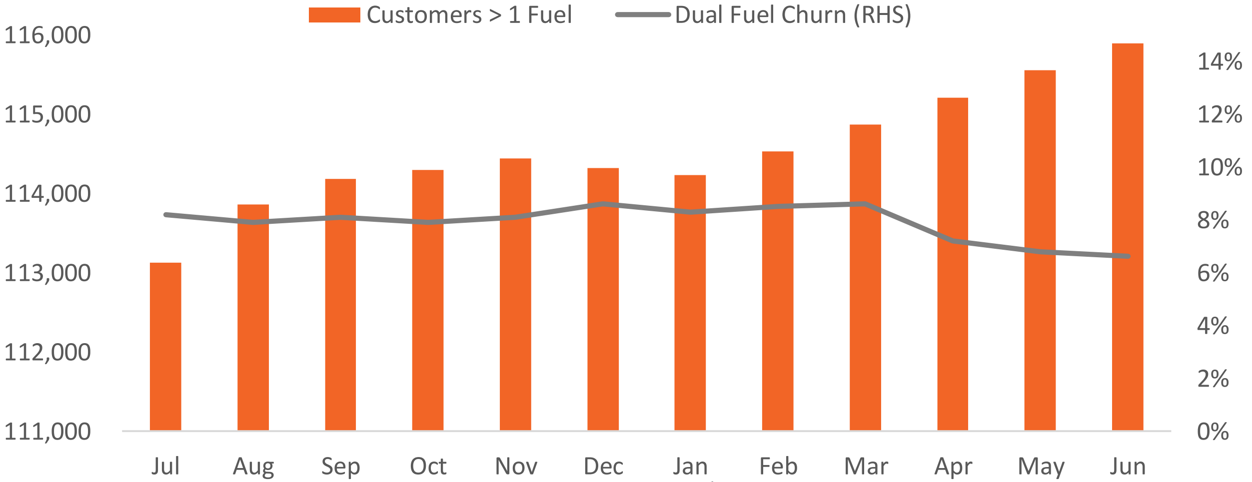


Volume/value mix

RESIDENTIAL CUSTOMER GROSS[3] CHURN DOWN 3.5 ppt, NET CHURN DOWN 1.6 ppt (ROLLING 12 MONTH AVG)



RESIDENTIAL DUAL FUEL CUSTOMERS UP 3%, CHURN DOWN TO 6.6% (ROLLING 3 MONTH AVG)



[1] Netback is defined as Retail EBITDAF by fuel type plus respective fuel purchase cost divided by total fuel sales volumes, stated in native fuel units and excluding Technology & Digital Costs (FY20 $30.6m) and corporate allocations

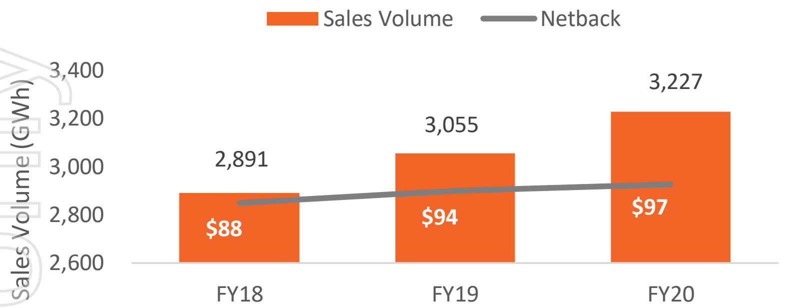
[2] Residential LPG Netback has been normalised for FY18 and FY19 to account for changes in the cost allocation methodology between customer types.

[3] Gross churn is defined as customers who instigated a trader switch or home move, whilst net churn is post home move save and retentions.

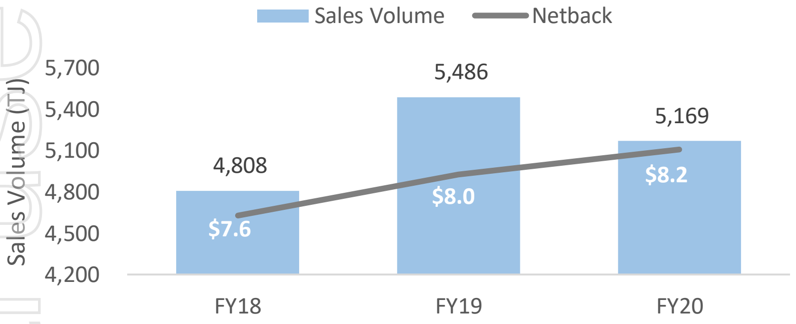
Optimising the business portfolio in a competitive market

— Our volume / value mix has increased on two of three fuel types, business volume now around 50% of portfolio

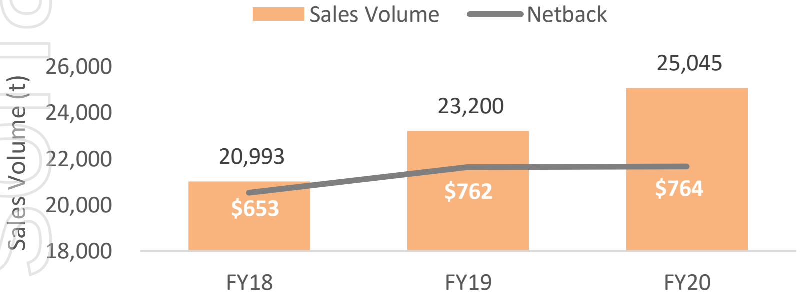
BUSINESS ELECTRICITY SALES VOLUMES (GWh) & NETBACK ($/MWh)



BUSINESS GAS SALES VOLUMES (TJ) & NETBACK ($/GJ)



BUSINESS LPG SALES VOLUMES (t) & NETBACK ($/t)

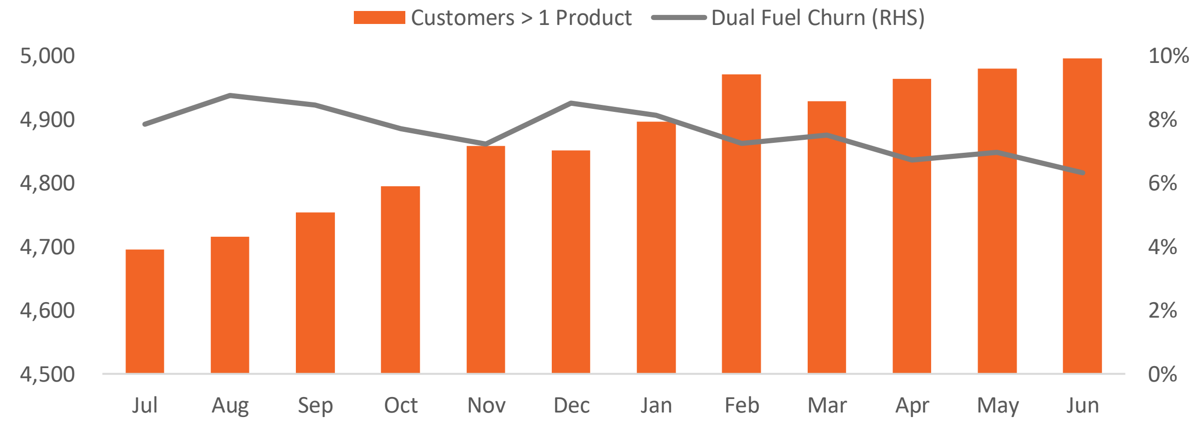


Volume/value mix

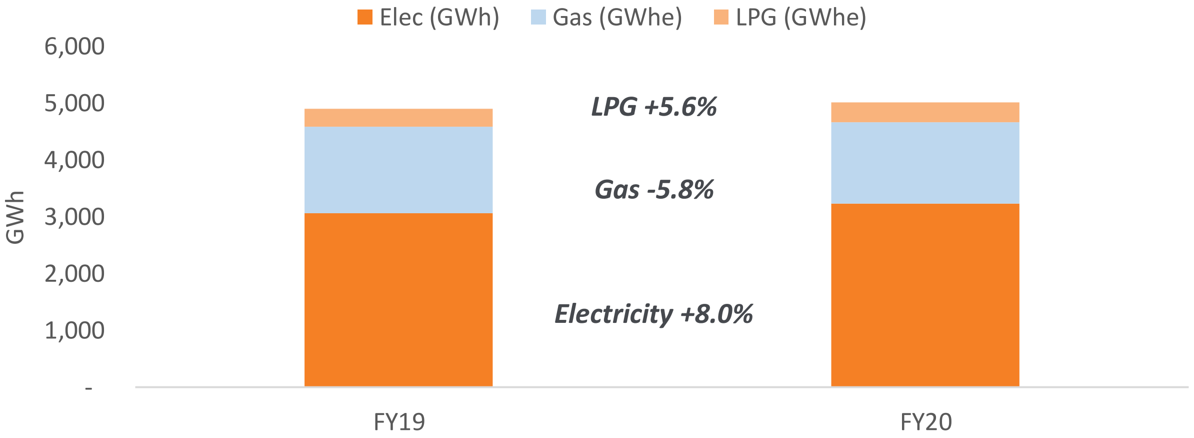
Volume/value mix

Volume/value mix

BUSINESS DUAL FUEL CUSTOMERS UP 7%, CHURN DOWN TO 6.3% (ROLLING 3 MONTH AVG)



BUSINESS SALES VOLUME UP 2.2% ON A GWh EQUIVALENT BASIS



[1] Netback is defined as Retail EBITDAF by fuel type plus respective fuel purchase cost divided by total fuel sales volumes, stated in native fuel units and excluding Technology & Digital Costs (FY20 $30.6m) and corporate allocations. LPG Netback has been normalised for FY18 and FY19 to account for changes in the cost allocation methodology between customer types.

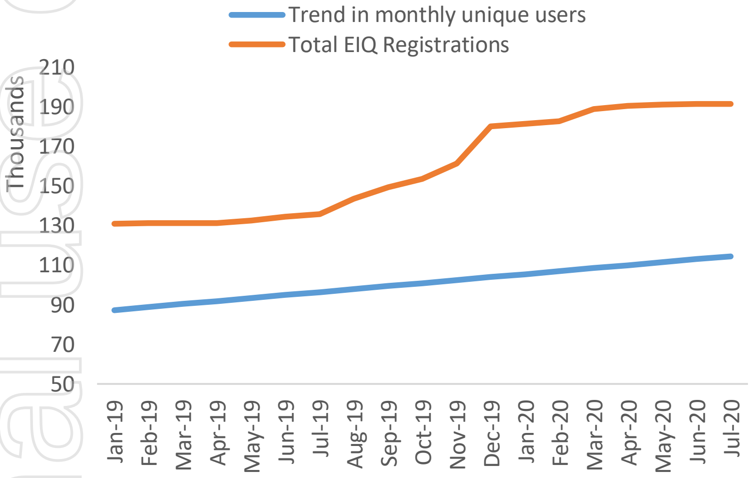
Analytics & insights are driving customer engagement and performance

GROWING CUSTOMER ENGAGMENT THROUGH ENERGYIQ

POWER SHOUT

Power Shout 8 delivered 2.1m hours of free power to 141,000 customers

EIQ registrations and unique users



91%

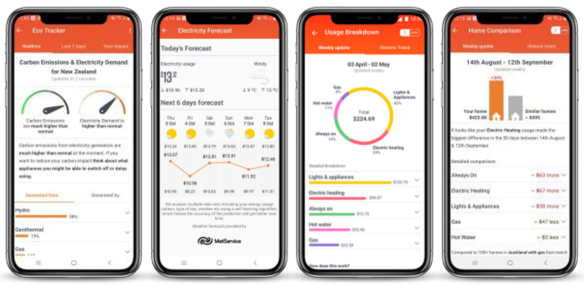
Of users either strongly agree (52%) or agree slightly (39%) that Energy IQ helps them to save money [1]

[1] Source: EIQ quantitative research May 2020

DATA, INSIGHTS & SURVEYS ALLOW US TO SHAPE DIGITAL EXPERIENCES TO CUSTOMER NEEDS

Based on completed profiles, we know:

- ✓ Hot water system: 35% gas, 63% electricity
- ✓ Fuel used to heat homes: 18% gas, 79% electricity
- ✓ Heating appliances preferred: 37% heat pumps, 4% underfloor heating, 29% electric heaters, 22% burners, 3% radiators
- ✓ Over 9,000 customers have spa pools and over 4,000 have a sauna



Why are customers using EIQ?

- ✓ 37% - say it helps them make smart choices
- ✓ 36% - it makes me feel in control
- ✓ 23% - it gives me a personalised experiences
- ✓ 22% - it give me peace of mind
- ✓ 19% - it helps me understand how I'm doing compared to others like me

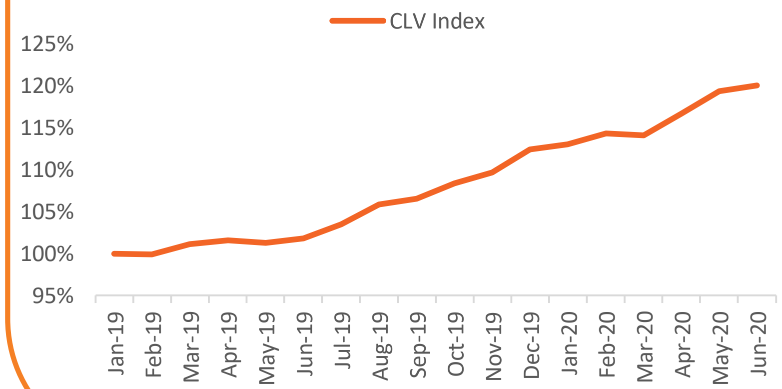
ADDING VALUE TO BOTH CUSTOMER AND THE BUSINESS

Customer needs and preferences change:

PRE-COVID	PRESENT
1. Reduce waste	1. Reduce spend
2. Reduce spend	2. Reduce waste
3. Environmental impact	3. Reduce bill shock
4. Reduce bill shock	4. Environmental impact
5. Save time	5. Save time

"I like the way you can get a projected bill –that means I can manage my budget. If it looks a bit high I'll make sure to nag the kids to turn things off." *Energy IQ user – May 2020*

Genesis' Customer Life Value (CLV[1]) up 20%



[1] Total Genesis Customer Lifetime Value is the sum of each customer's margin, discounted over its expected tenure.

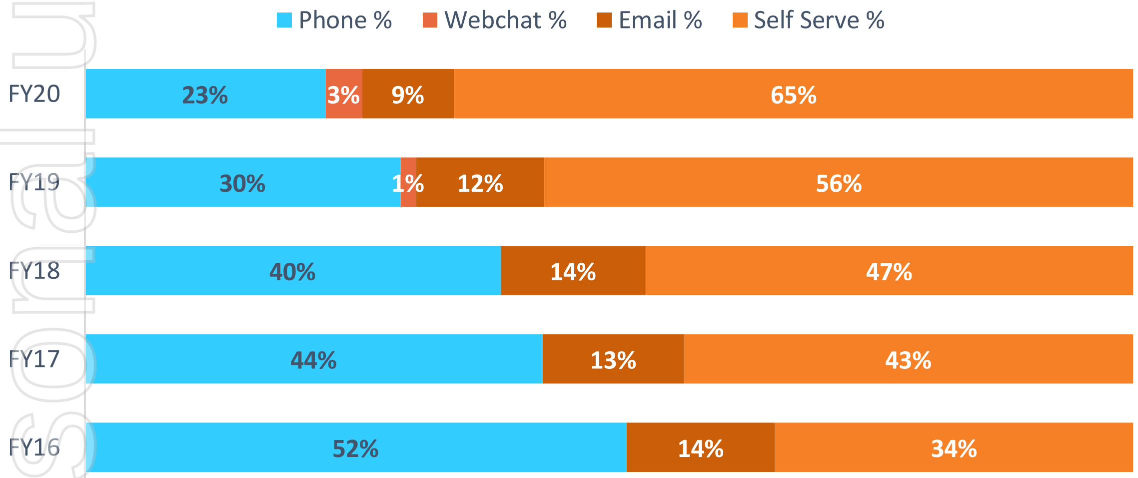
Customer centricity is key to service excellence

— Digitising our operations has driven cost to serve & cost to deliver lower

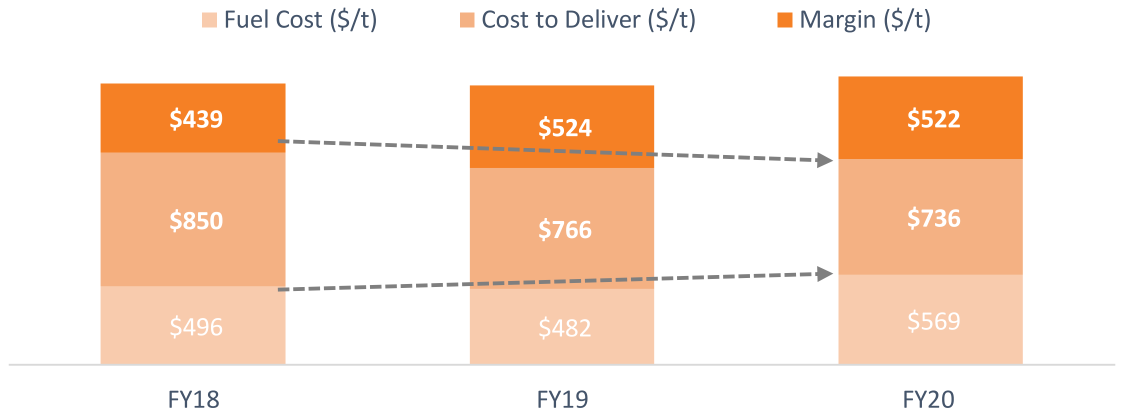
AN INCREASINGLY DIGITAL AND AUTOMATED SERVICE CONTINUES TO REDUCE COSTS

- Total interactions up 4% YoY, to 3.2m customer touch points in FY20. Digital interactions now make up the majority of all interactions:
  - Self Serve transactions are up 31 ppt since Jun16
  - Assisted phone transactions down 7 ppt on Jun19
- Genesis' "Care Package" offers additional support to those customers in financial hardship to ensure their homes are staying warm during winter, regardless of their situation
  - Genesis also pledged $250k with ERANZ to support customers through post-COVID winter
- School- gen trust released $80,000 for the purchase of 200 Chromebooks during lockdown

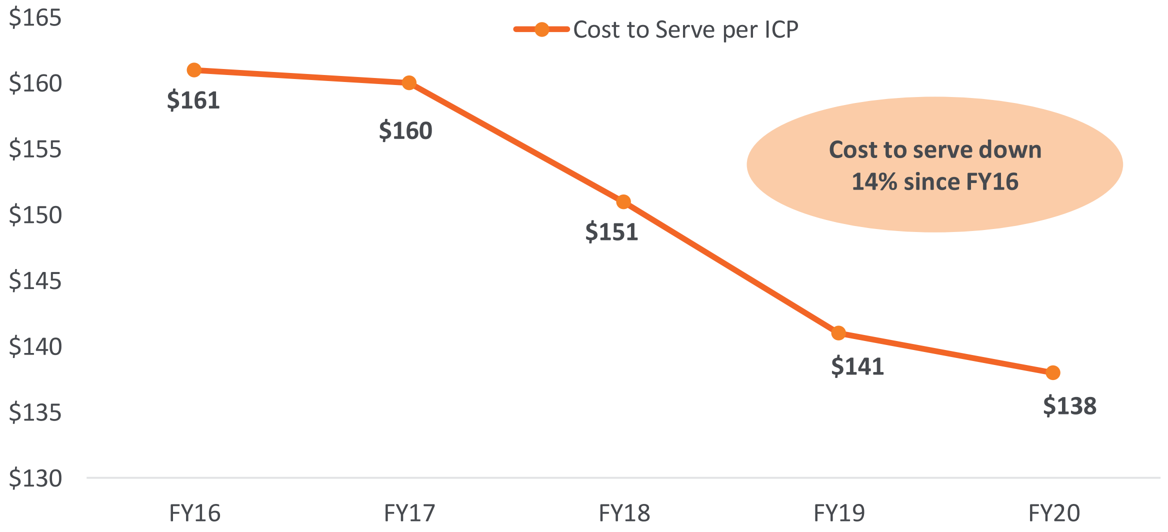
SELF SERVE INTERACTIONS UP A FURTHER 9 ppt FROM FY19



LPG COST TO DELIVER[1] CONTINUES TO BE OPTIMISED, DOWN 4% ON FY19



COST TO SERVE DOWN A FURTHER $3/ICP YoY, DOWN 14% SINCE FY16

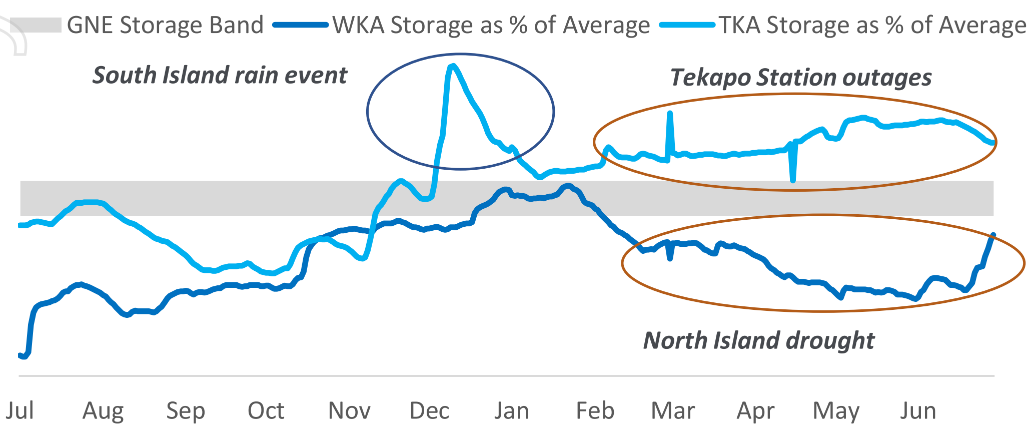


[1] Cost to Deliver excludes a one-off cost, circa $1.1m, relating the ISO leak at Picton, January 2020. Including this costs results in a cost to deliver $762/t

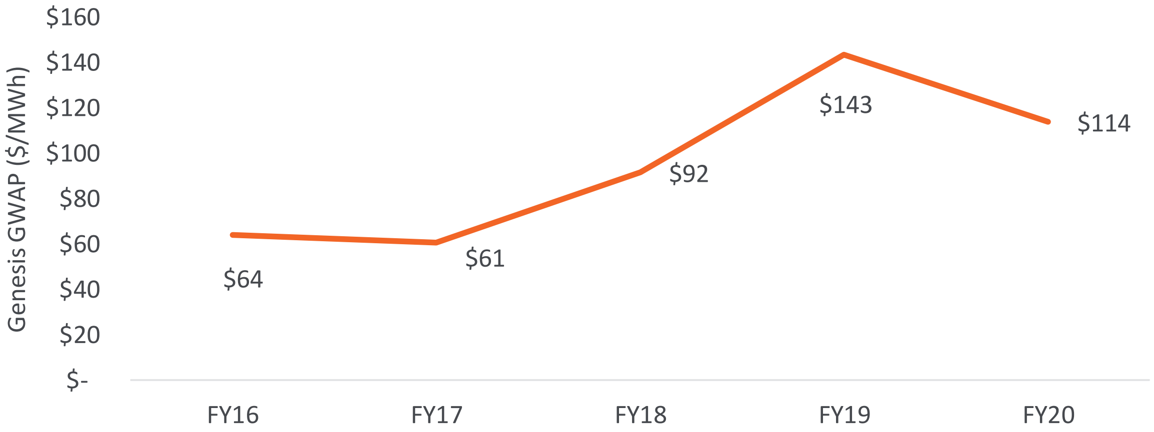
2nd lowest January to June North Island hydro sequence in 95 years

— Our generation portfolio proves adaptive to both low and high priced wholesale market conditions

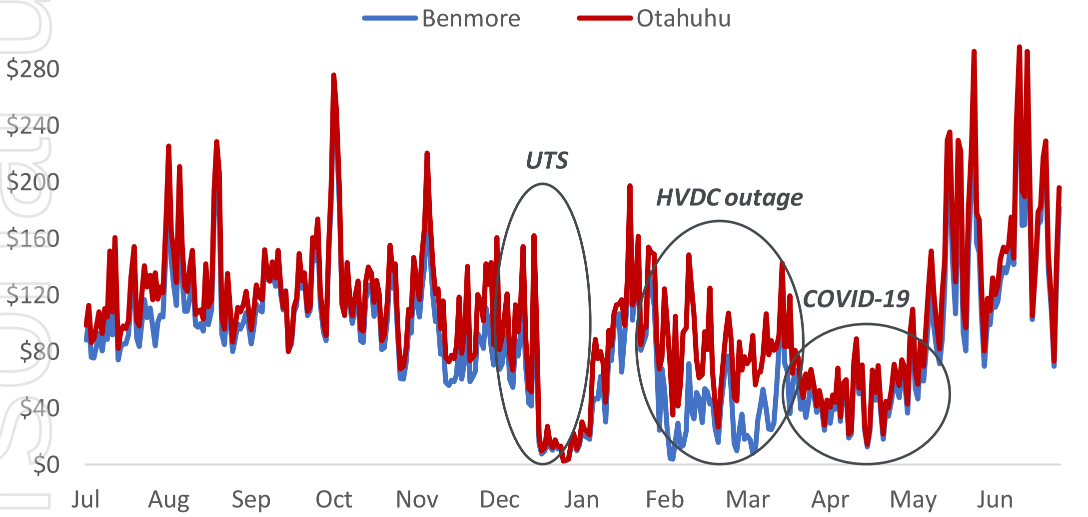
LOW NORTH ISLAND INFLOWS & TEKAPO PLANT OUTAGES CONSTRAIN PRODUCTION



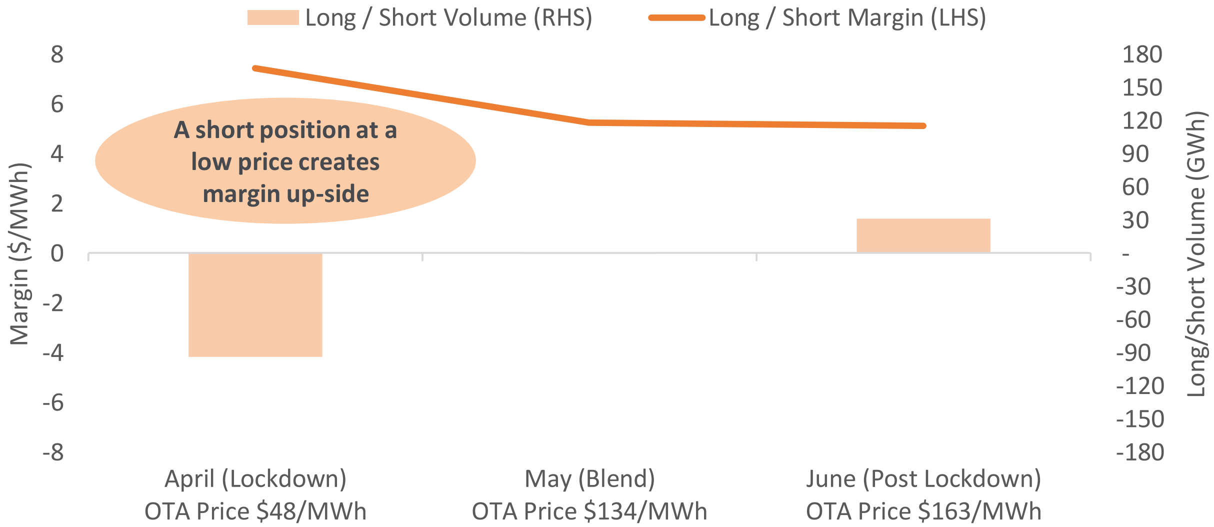
GWAP[1]($/MWh) DOWN 21% TO $114, BUT REMAINED ELEVATED



GAS AND HYDRO SHORTAGES, HVDC OUTAGE DRIVE WHOLESALE PRICE VOLATILITY



DISCRETIONARY THERMAL CREATES VALUE IN A LOW-PRICED WHOLESALE MARKET



[1] GWAP is the average price received for generation, $/MWh.

Wholesale Segment impacted by hydro conditions & high fuel costs

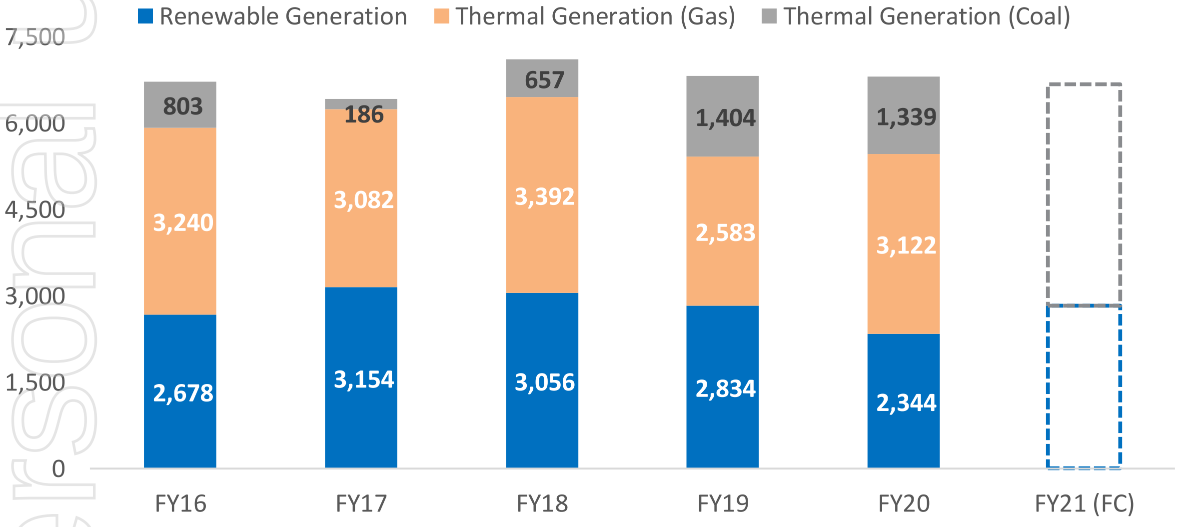
— Hydro generation down 18% year on year, thermal fuel cost up 7%, but commences decline, down 3% on HY20

LOW INFLOWS AND PLANT OUTAGES CONSTRAIN HYDRO GENERATION:

- Total generation of 6,805 GWh, renewable generation down 17% to 2,344 GWh
  - North Island hydro inflows were at the 15th percentile for the year, with inflows from January to June the second lowest since records began in 1926
  - Generation at Tekapo was also constrained, due to a dry first four months of the year, inflows 85% of average, followed by planned outages for most of the second half of the year
  - Tekapo B Stations outages were successfully completed in June 2020, with the 190 MW station returned to full capacity with stored water at 131% of average

RENEWABLE vs THERMAL GENERATION VOLUMES (GWh)

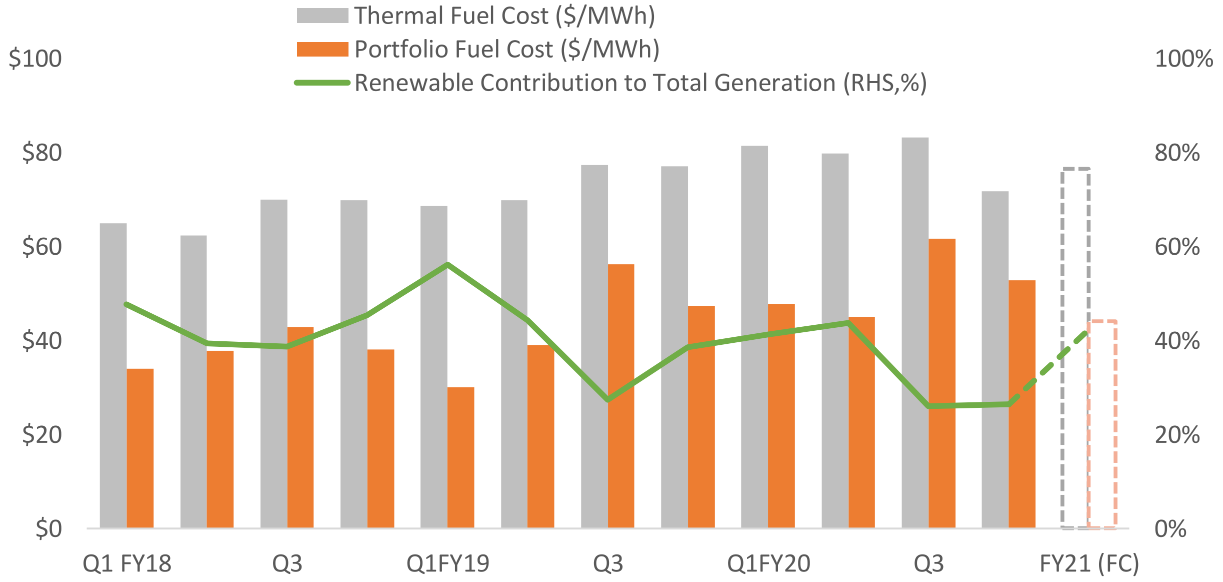
Hydro generation volume down 491 GWh on FY19



THERMAL GENERATION UP 12%, PORTFOLIO FUEL COST UP 20% TO $52/MWh:

- Thermal fuel costs up 7% year on year however has begun to decrease in the second half of the year, and forecast to reduce further in FY21 due to decline in weighted average cost of coal stockpile and gas contract roll-offs
  - Year on year, weighted average coal burn cost was up 7% to $6.8/GJ, weighted average gas burn cost up 4% to $9.0/GJ
  - The full-year weighted average coal burn cost was down 4% on HY20, and weighted average gas burn cost was down 5% on HY20
- Portfolio fuel costs are expected to return to around $44/MWh as the renewable contribution to total generation returns to "normal conditions" in FY21

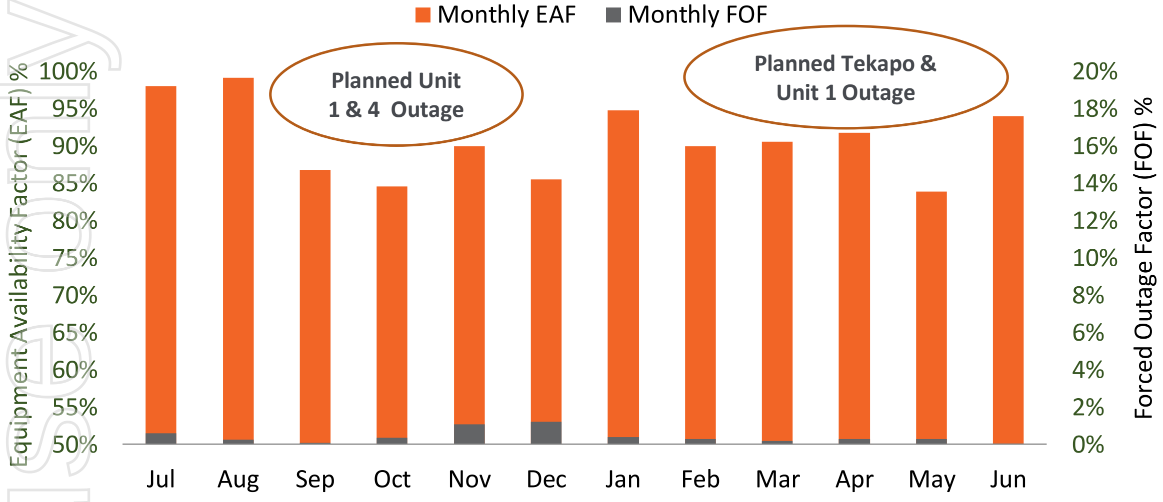
AVERAGE FUEL COSTS (EXCLUDING CARBON) AND RENEWABLE GENERATION CONTRIBUTION TO GENERATION PORTFOLIO



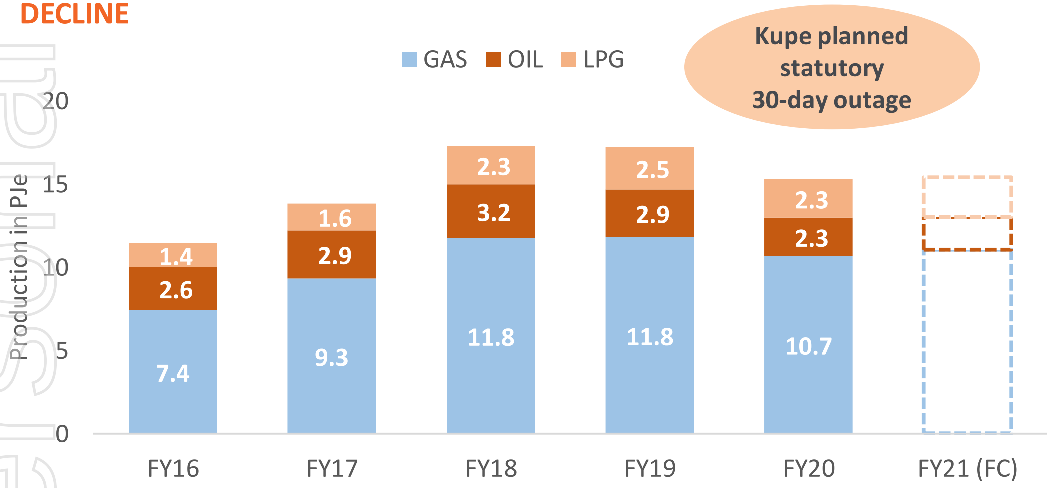
33% 1P Reserve Upgrade at Kupe, significant Tekapo investment underway

— Planned maintenance and Kupe development work, positions assets well to deliver future value

FORCED OUTAGES AT 0.5%



KUPE PRODUCTION (GENESIS SHARE, PJe), DOWN 10% DUE OUTAGES & NATURAL DECLINE



KUPE RESERVE UPGRADES AND INVESTMENT IN GENERATION ASSETS

- Kupe reserves updated, 1P reserves up 33% to 250 PJe and 2P up 7% to 340.5 PJe
- Successful completion of Kupe's 30- day statutory outage in November 2019, and the Inlet Compression Project on target for completion mid-2021
- Kupe's well perforation project estimated total production uplift is 1.4 PJ over FY20/FY21
- Successful completion of Tekapo B generator upgrades and installation of new Intake Gate project passed half-way point
  - Tekapo commences FY21 with a lake at 131% of average and its full 190 MW capacity available for winter
- A third Huntly Rankine unit temporarily certified for winter running as national hydro levels fall to around 70% of average

KUPE RESERVE ESTIMATE UPGRADE AND RECONCILIATION

Kupe field reserves (PJe) as at 30 June 2020*	Proved, (1P) 2020 PJe	Proved (1P) 2019 PJe	Proved & probable (2P) 2020 PJe	Proved & probable (2P) 2019 PJe
Developed	83.5	93.3	140.2	126.5
Undeveloped	166.5	94.8	200.3	192.5
Closing remaining field reserves	**250.0**	**188.1**	**340.5**	**319.0**

*Further investment will be required to access the undeveloped field reserves disclosed above.

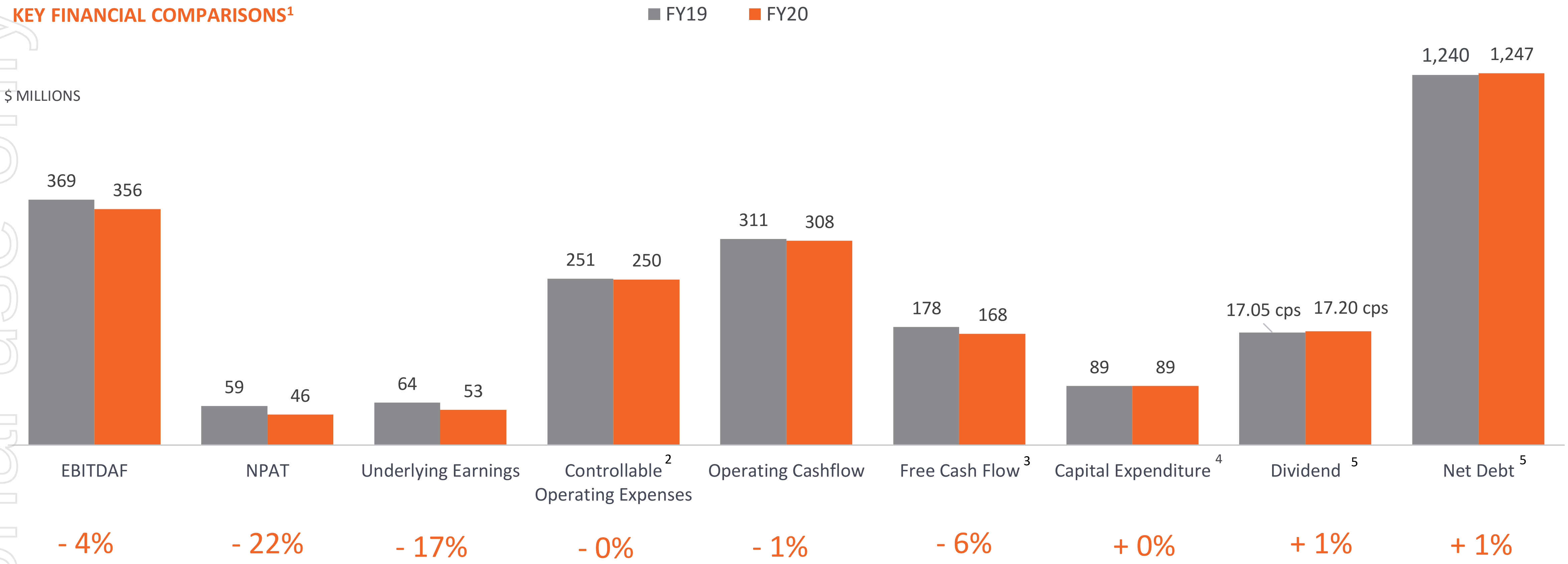
2. Financial Performance

GENESIS ENERGY LIMITED

FY20 financial highlights

— EBITDAF of $356m, controllable operating expense and capital expenditure held flat

KEY FINANCIAL COMPARISONS[1]



[1] Due to the adoption of NZ IFRS 16 and changes to the segment reporting structure as outlined in the notes to the audited financial statements, FY19 comparable financials have been restated in this presentation. As a result prior comparable period metrics may also have changed.

[2] Controllable Operating Expenses refer to Employee Benefits plus Other Operating Expenses.

[3] Free Cash Flow represents EBITDAF less cash tax paid, net interest costs and stay in business capital expenditure.

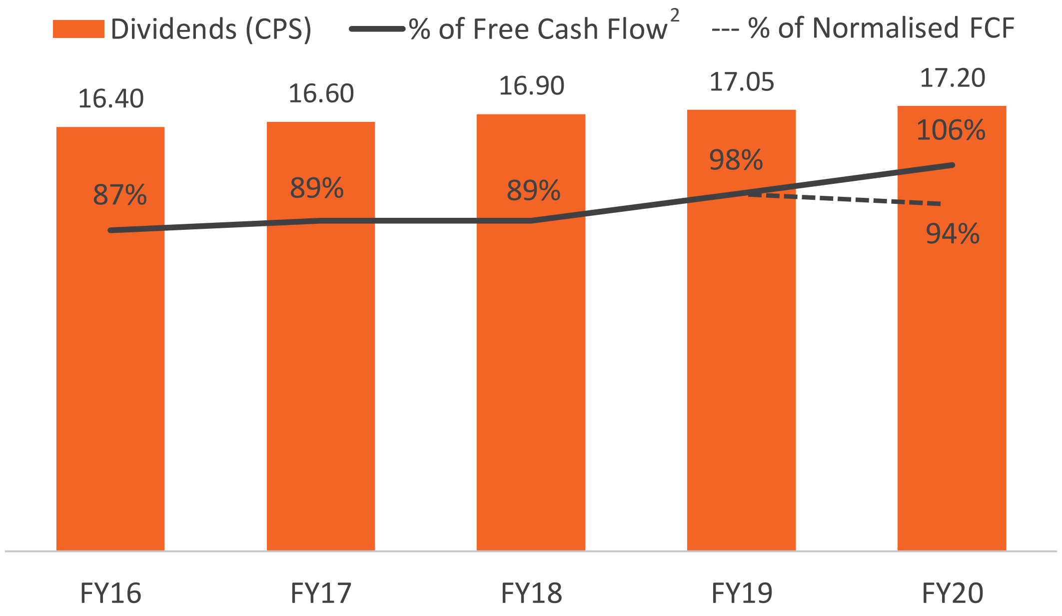
[4] Capital Expenditure amounts differ from amounts stated in the financial statements due to exclusion of capital expenditure relating to Huntly U5's Long Term Maintenance contract (LTMA).

[5] Net Debt and dividends are shown on a separate scale to other financial comparisons..

Dividends

— A final dividend of 8.675 cps declared, resulting in a full year dividend of 17.20 cps, representing a 8% gross yield[1]

FY16 TO FY20 DIVIDEND CENTS PER SHARE & PAY-OUT HISTORY



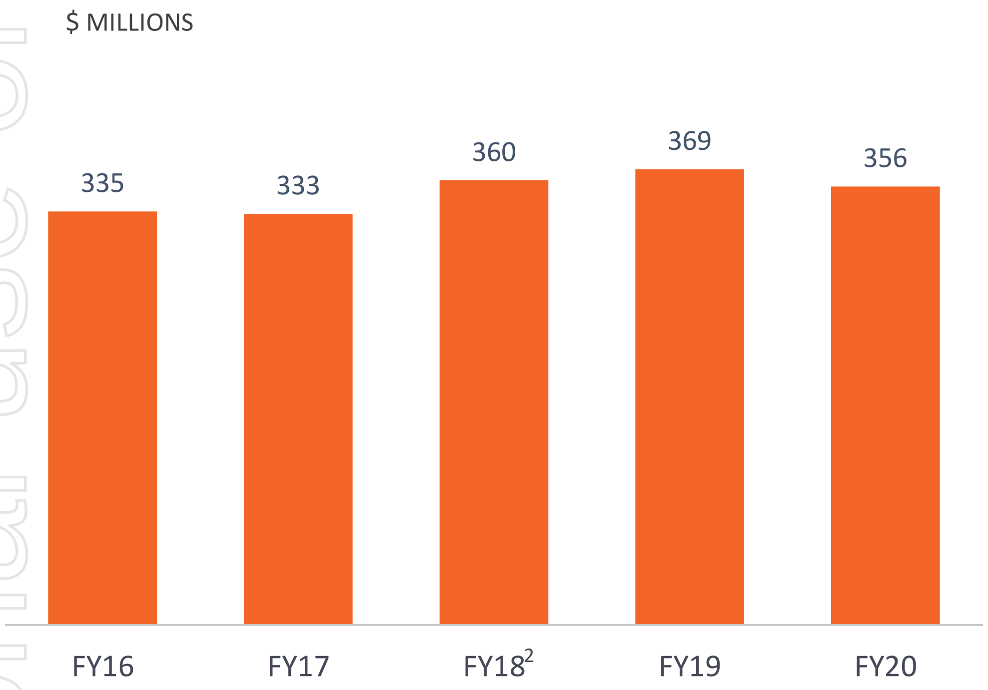
[1] Gross yield based on closing share price as at 18 August 2020, $2.80.
[2] Free cash flow represents EBITDAF less tax paid, net interest and stay in business capital expenditure.
[3] Large one-off items include the Tekapo gate, Tekapo turbine overhaul and Tekapo turbine runners upgrades.

- The total FY20 dividend has been increased to 17.20 cps, a 1% increase over FY19.
- Normalised for 'one-off[3]' levels of SIB capex, pay-out ratio was 94% of Free Cash Flow. An unadjusted pay-out ratio as a percentage of free cash flow[2] is 106%.
- A final dividend of 8.675 cps, 80% imputed, will have a record date of 11 September 2020, payable to shareholders on 25 September 2020.
    - Supplementary dividend of 1.2247 cps payable to non-resident shareholders.
- The Dividend Reinvestment Plan (DRP) continues to be offered at 2.5% discount, with an opt-in cut-off date as at 14 September 2020. DRP pricing will be notified to shareholders on 17 September 2020.

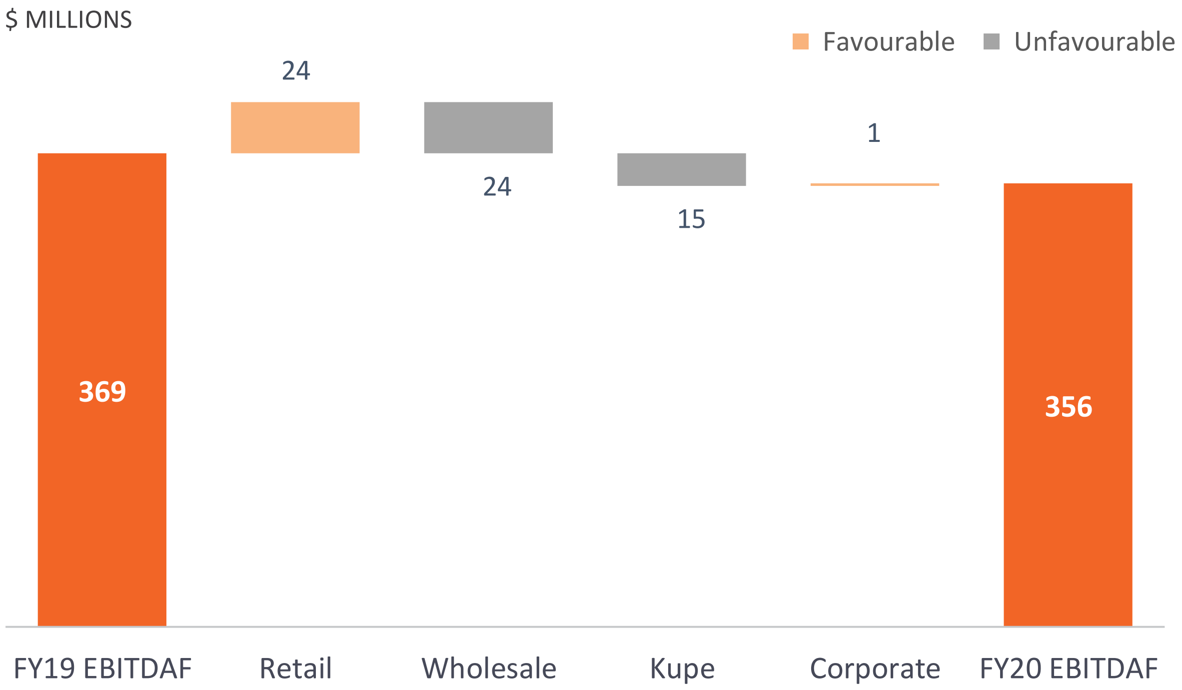
FY20 EBITDAF

— EBITDAF down $14m versus prior year, a strong Retail result offset by reduced hydro generation and a planned 30-day statutory Kupe outage

FY16 TO FY20 EBITDAF[1]



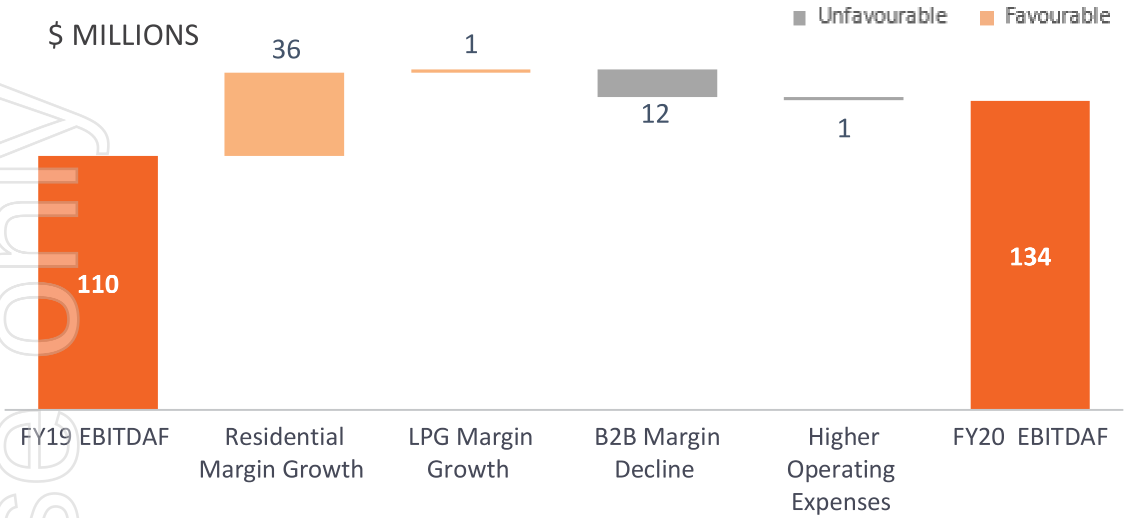
FY20 vs FY19 EBITDAF



[1] Due to the adoption of NZIFRS16 and changes to the segment reporting structure as outlined in the notes to the audited financial statements, FY19 comparable financials have been restated in this presentation (+$6.0m). No other prior periods have been restated.
[2] Full year impact of LPG distribution business acquisition and increased 15% share in Kupe.

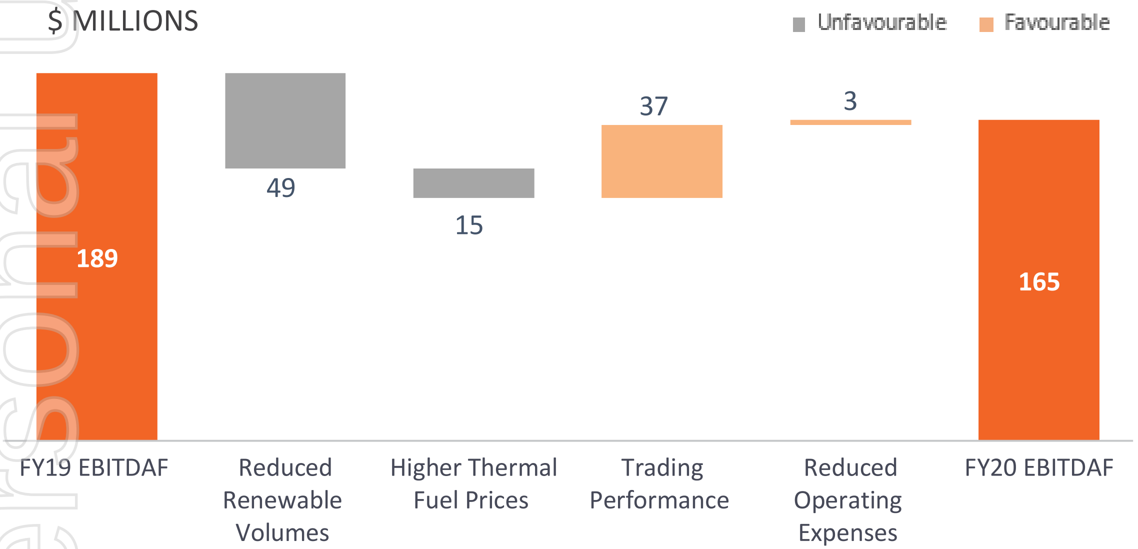
Segment EBITDAF

FY19 TO FY20 RETAIL EBITDAF

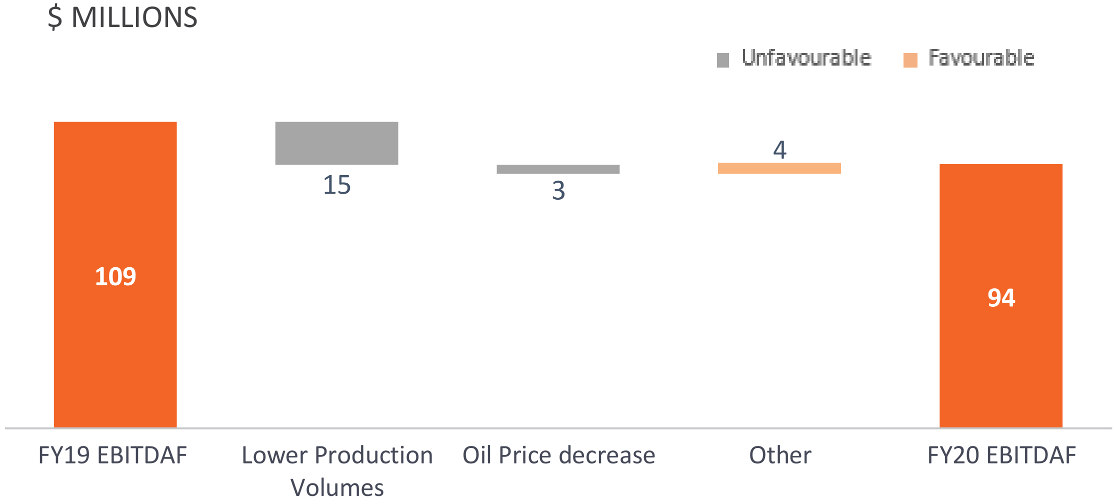


- **Retail** result improved by continued Residential momentum, offset by softer B2B margins from competitive markets and COVID-19 demand impacts
- **Wholesale** result was impacted by dry hydro conditions lowering renewable generation and replacing it with thermal generation at higher fuel costs
- **Kupe** result is impacted by **l**ower production from planned 30-day statutory outage, well perforation project and natural decline in the field
- **Corporate** result is favourable by $1m due to lower costs

FY19 TO FY20 WHOLESALE EBITDAF



FY19 TO FY20 KUPE EBITDAF

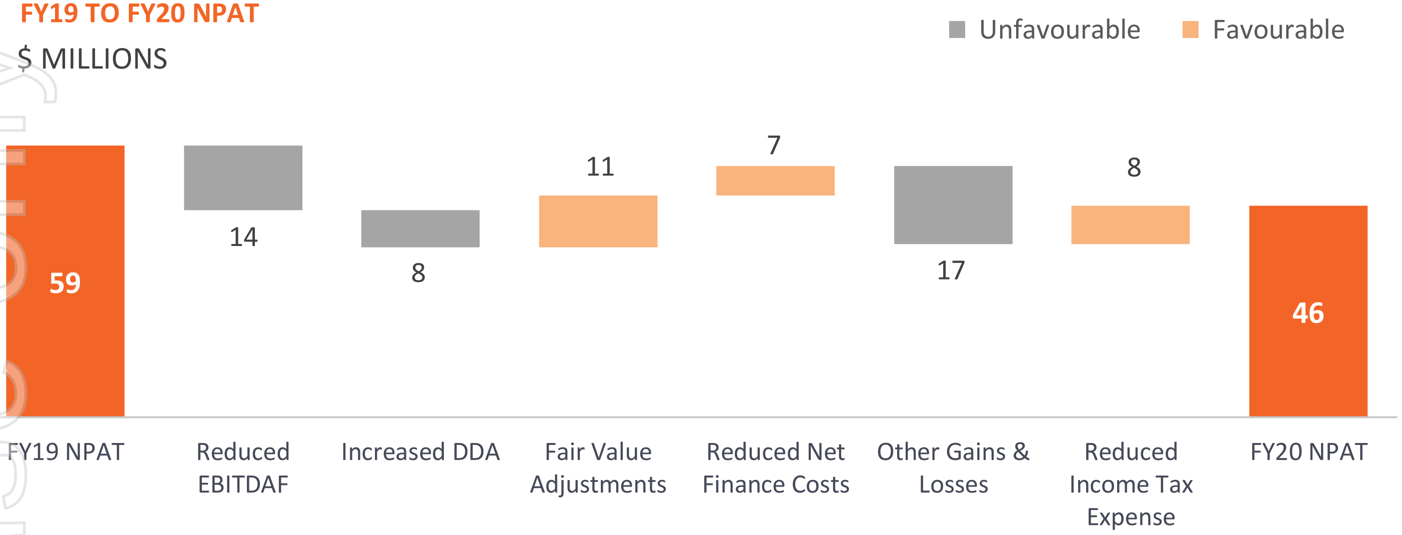


NPAT & Underlying Earnings

— Decrease in NPAT and Underlying Earnings

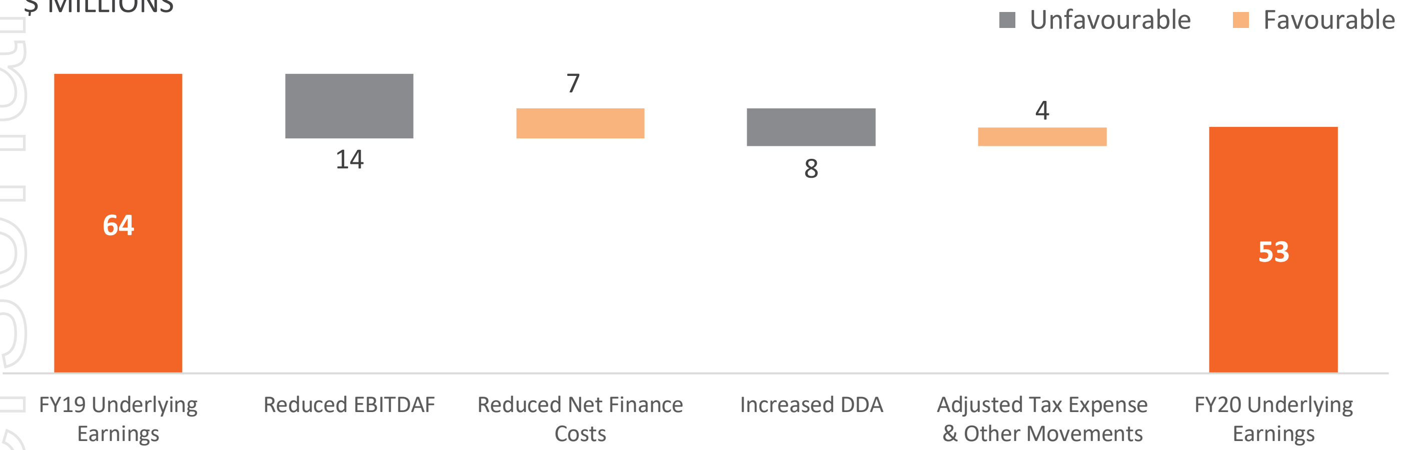
FY19 TO FY20 NPAT

$ MILLIONS



FY19 TO FY20 UNDERLYING EARNINGS

$ MILLIONS



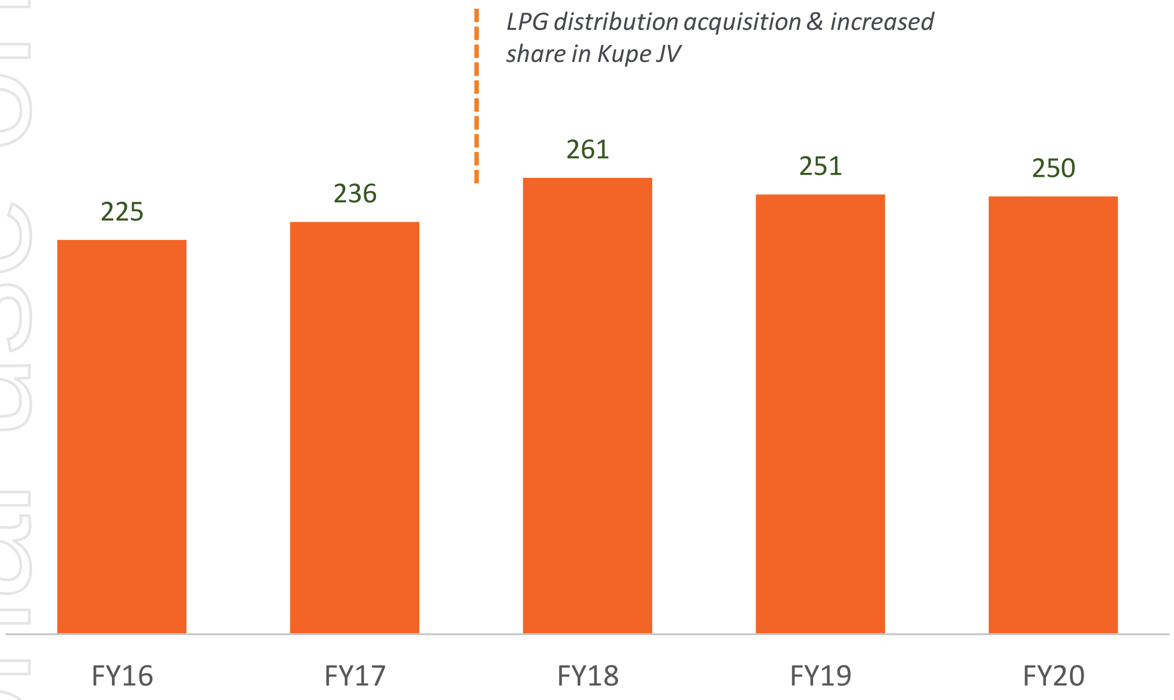
- Increased DDA relates to the June 2019 increase in valuation of generation assets, partly offset by increase in Kupe reserves
- The movement in Fair Value adjustments is related to the change in Fair Value of the Waipipi Wind Farm as it is no longer hedge accounted. Future valuations are expected to fluctuate in line with changes in underlying price and inflation over the duration of the contract
- Finance costs have reduced by $7m due to lower interest rates
- The movement in other gains and losses relates to unrealised carbon trading loss caused by the reversal of unrealised gains posted in the prior year. When units are sold the cost of the units is recorded in operating expenses
- Income tax reduced based on lower profit

Controllable operating expenses

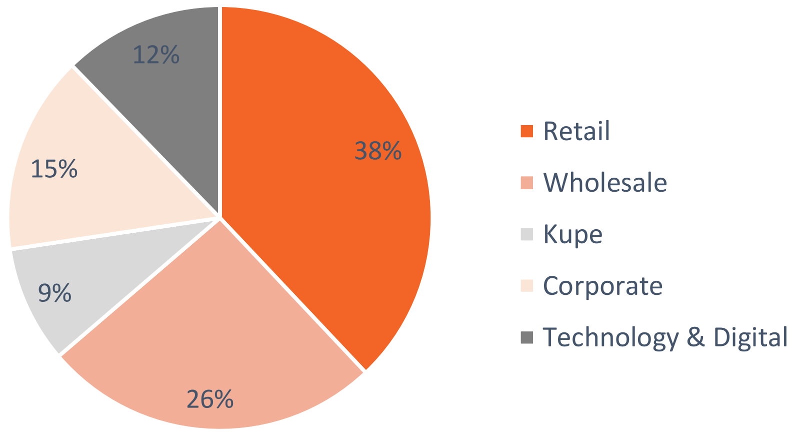
— Continued drive for efficiency, operating expenses down $1.2m

FY16 TO FY20 CONTROLLABLE OPERATING EXPENSES[1]

$ MILLIONS



FY20 CONTROLLABLE OPERATING EXPENSES SPLIT



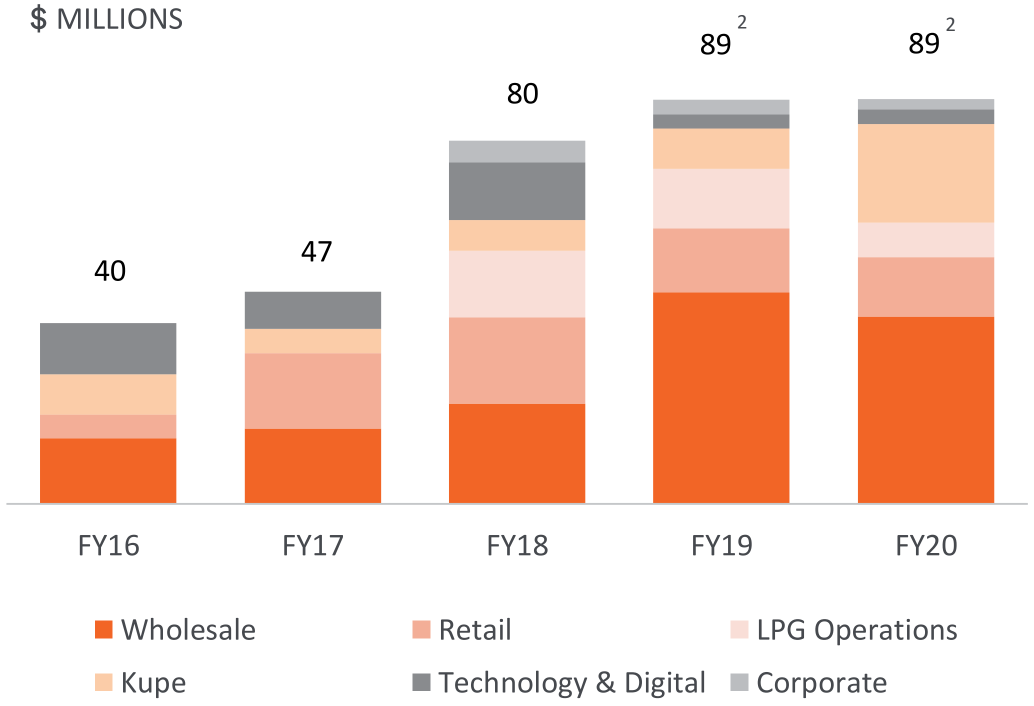
- Customer acquisition costs down $2.8m
- Increased wholesale labour costs due to lower labour capitalisation in FY20. FY19 included one-off labour intensive projects capitalised against generation assets.
- Increase in Bad Debt provision in relation to current economic situation ($1m)
- Kupe operating expenses up ($2m) due to planned outage works and higher routine operating costs

[1] Controllable operating expenses refer to Employee Benefits plus Other Operating Expenses. In FY20 Genesis updated its segment reporting and this included realigning the Technology & Digital function previously in Corporate to the Retail Segment. All comparable periods have been adjusted to reflect the new segment note structure.

Capital expenditure

— Total capital expenditure was $89m, deferral of some projects due to COVID-19

FY16 TO FY20 CAPITAL EXPENDITURE[1]



- Stay in business capex (SIB) was $69m. Significant maintenance projects includes:
  - Tekapo Intake Gate Installation ($11m), Tekapo Turbine Overhaul ($7m) and Runner Replacement ($4m), Tuai Generator Refurbishment ($3m)
  - Kupe planned statutory outage ($6m)

Other capex includes:

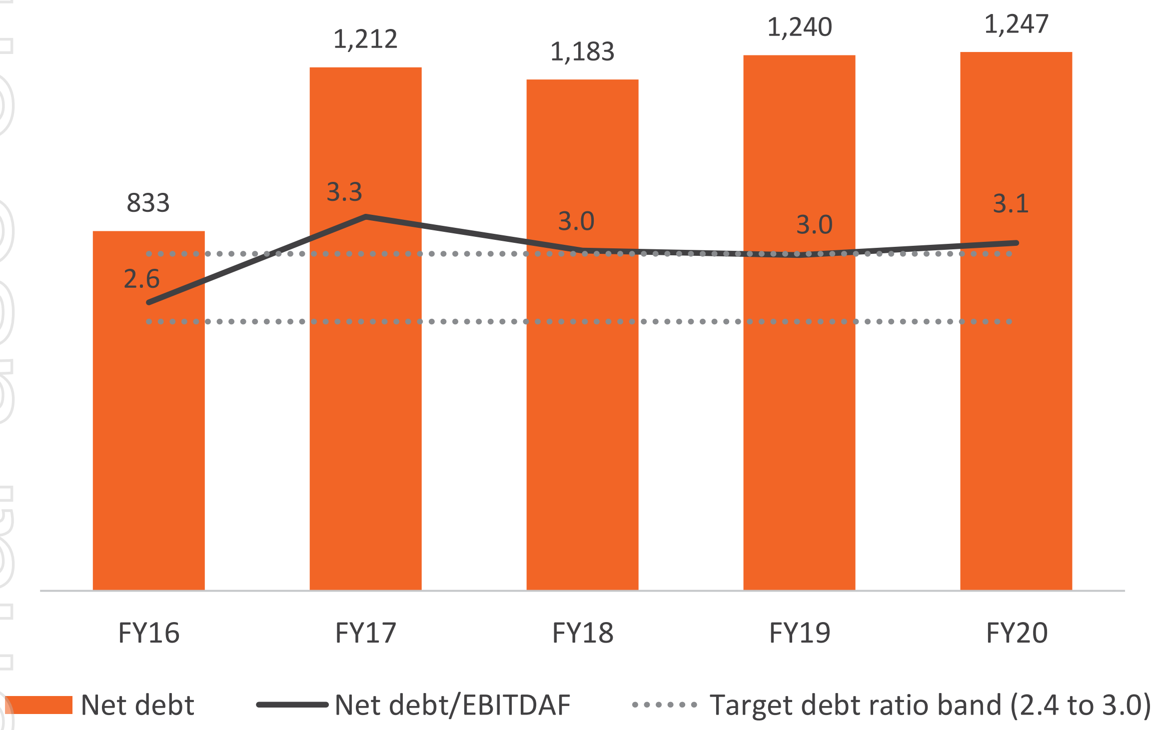
- LPG distribution upgrades, Development of Retail products and systems
- Kupe Inlet Compression Project & Kupe Perforation Project

[1] Capital expenditure excludes M&A activities.
[2] Capital Expenditure amounts differ from amounts stated in the financial statements due to exclusion of capital expenditure relating to Huntly U5's Long Term Maintenance contract (LTMA) (FY20: $16.5m).

Capital structure

— Net Debt/EBITDAF at 3.1 with forecast decline in FY21, and net debt flat at $1,247m

FY16 TO FY20 NET DEBT AND NET DEBT/EBITDAF RATIO[1]



[1] S&P Global Ratings make a number of adjustments to Net Debt and EBITDAF for the purpose of calculating credit metrics. The most significant of these is the 50% equity treatment attributed to the Capital Bonds.

- S&P reaffirmed BBB+ credit rating in January 2020
- S&P have also stated that the BBB+ credit rating is not impacted by the announcement of the closure of the Tiwai aluminium smelter in August 2021
- Assuming net debt at 30 June 2021 is unchanged and FY21 EBITDAF is $400 + million the Net Debt/EBITDAF ratio will fall below 2.8 in FY21
- Dividend reinvestment plan (DRP) in place since the FY18 interim dividend with 30% of holders currently participating, representing 24% of all shares, and $97 million raised to date
- Average debt tenor has decreased slightly to 11.5 years, from 11.9 years
- Change in interest rate, down from 5.8% to 5.4% in FY20
- $175 million of bank facilities were undrawn at 30 June 2020. A further $100 million of liquidity headroom was added during July 2020.

FY21 Guidance

— Guidance for FY21 EBITDAF is $395 million to $415 million

- We continue to target the strategic goal of $400+ million EBITDAF in FY21
- FY21 EBITDAF guidance is $395 million to $415 million subject to normal hydrological conditions, any material events, one-off expenses or other unforeseen circumstances. Key drivers are:
  - Roll-off of Take or Pay Gas Supply Agreements from 1 January 2021
  - Return to normal hydrology
- FY21 capital expenditure guidance of up to $95 million
  - Long-run outlook for stay in business capital expenditure is $50 million to $70 million
  - Key capital expenditure projects include: Kupe Phase 2 Development ($20 million), Completion of Tekapo Intake Gate, Tekapo and Tuai Generator Updates, Huntly Unit 5 Outage

3. Strategy Update and Outlook

GENESIS ENERGY LIMITED

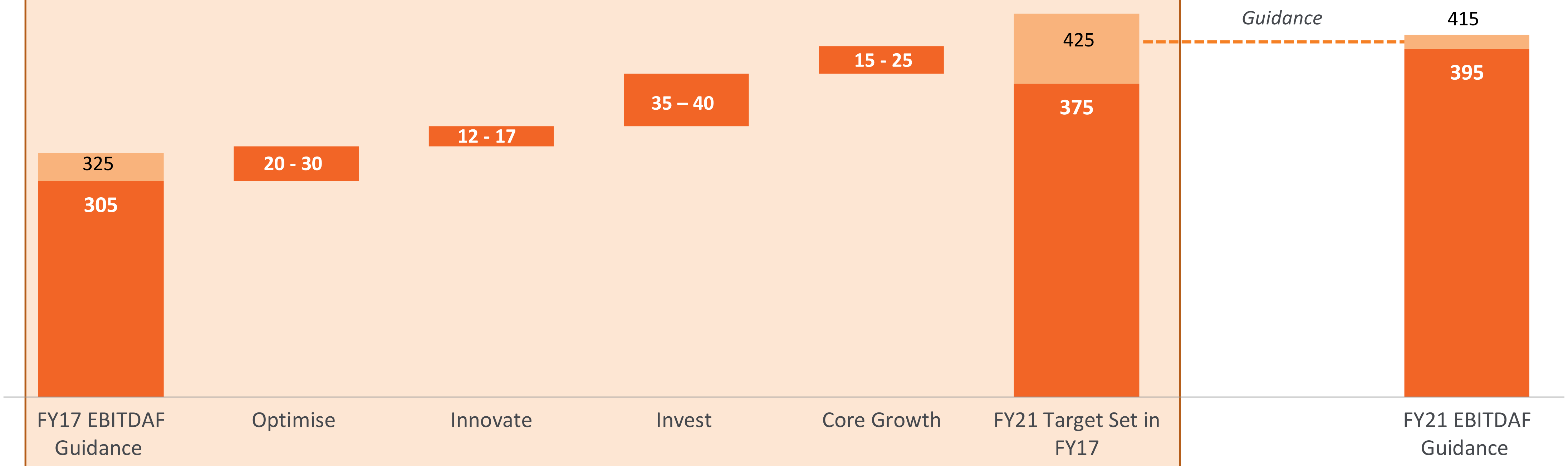
Doing what we said we would do

In 2016 Genesis set out a pathway to a targeted $400m+ EBITDAF in FY21, this underpinning a yield plus growth investor proposition

Key contributors to EBITDAF growth have been:

- ✓ LPG distribution business acquisition & synergies, $20-25m
- ✓ Additional 15% Kupe stake & production brought forward, $30-35m
- ✓ Gas Supply Agreement contract roll-off, $10-15m
- ✓ Wholesale and Retail growth, $20-30m

**Refer to FY21 guidance slide for further detail*



Future-gen strategy will maximise value as NZ transitions to a low carbon future

Future-gen will build further on Genesis' commitment that by 2025 it will not use any coal to generate electricity in normal market conditions, with the intention to phase out coal use completely by 2030

Economically displace baseload thermal with renewable generation

Enhance the value of our back-up thermal in an increasingly renewable market

In FY21 Genesis will commit to a science-based emission reduction target[1]

Our 2030 goals to deliver this include:

- Develop 2,650 GWh of renewable portfolio options
- Execute up to 110 TJ/day of gas flexibility backed by up to 20 TJ of storage
- 500 kt of long-term carbon offsets at below market prices, combined with our 2025/2030 coal commitments

Progressing PPA Wind

Considering PPA Geothermal

Considering PPA Solar

Negotiate future swaptions

Creating fuel and plant flexibility

Investing in carbon offsets

Develop a pipeline of executable renewable options

Secure flexible gas arrangements

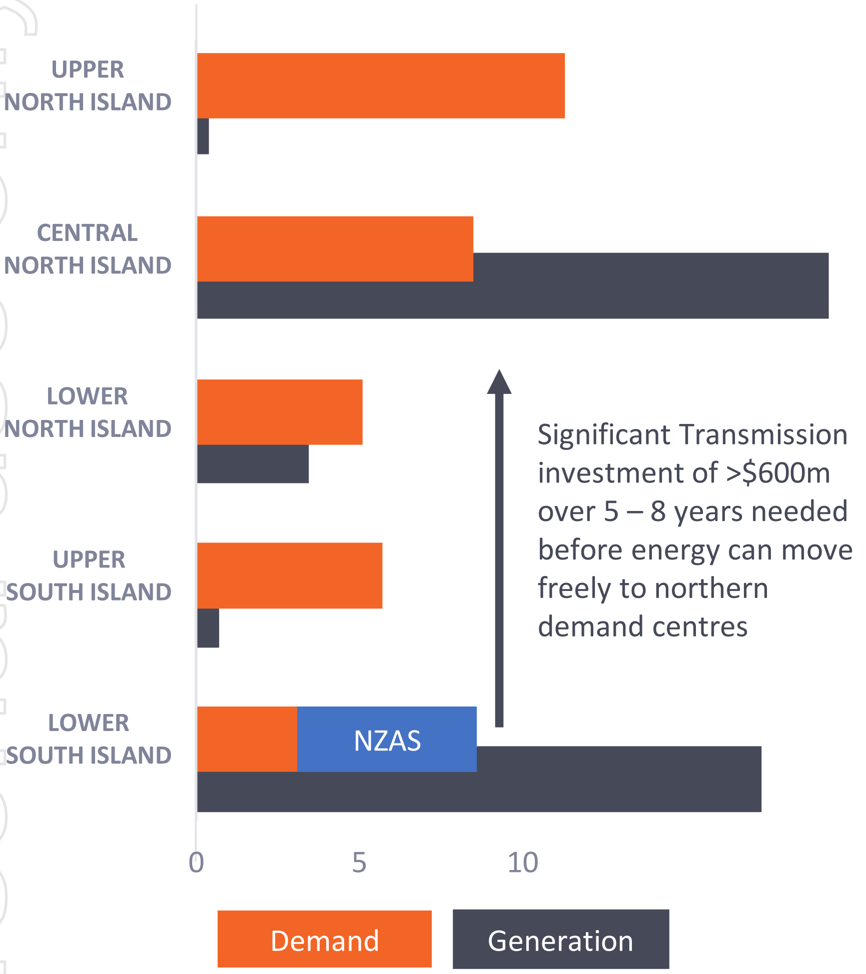
Maximise the value of our thermal fleet

[1] As part of its Science-based Targets Initiative, Genesis has committed to setting generation emission reduction targets by the end of FY21

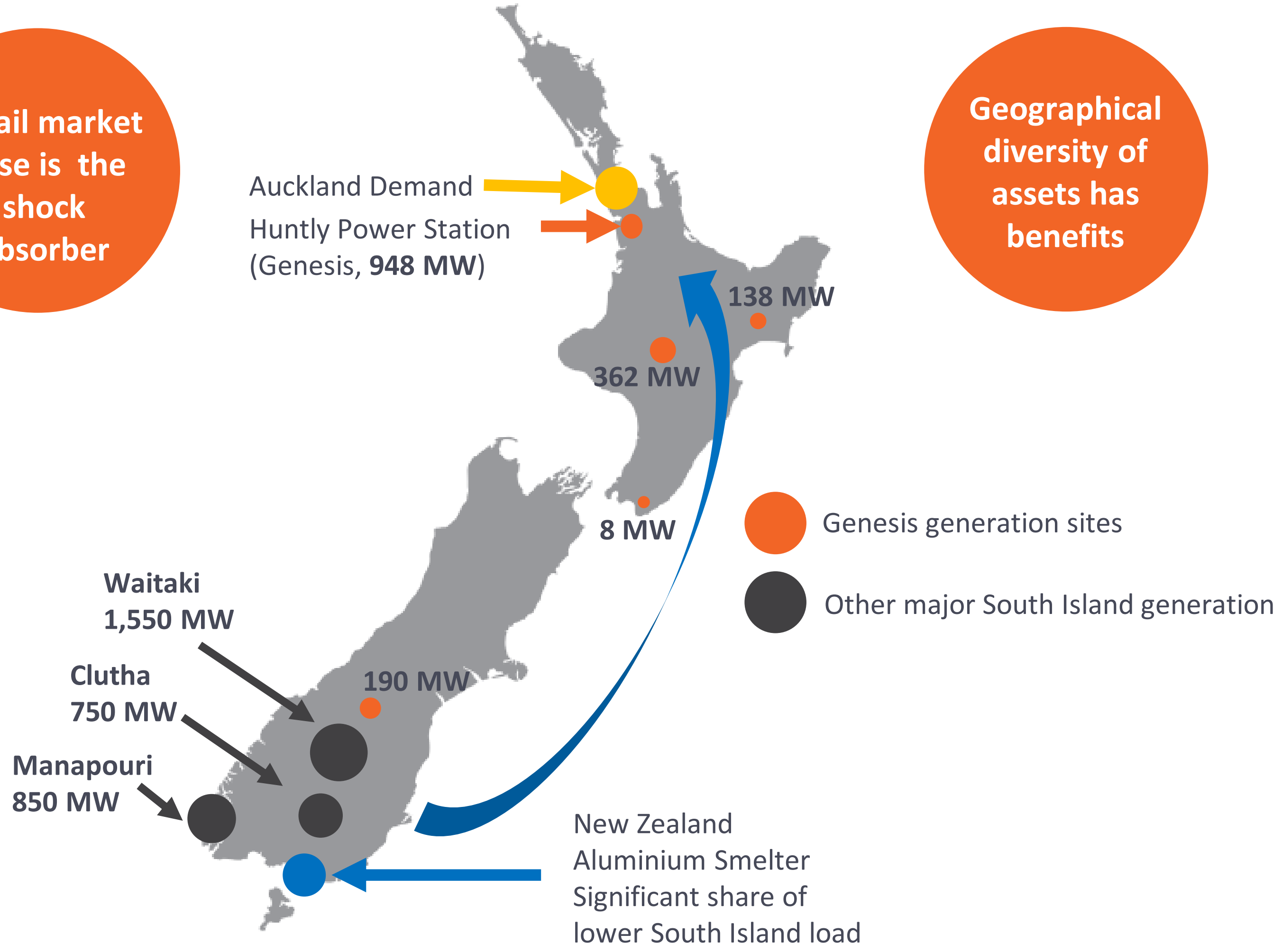
Tiwai closure will release significant energy into lower South Island

Transmission constraints will limit energy travelling north toward key load centres until upgrades completed

NEW ZEALAND ELECTRICITY DEMAND / SUPPLY (TWh)



Retail market base is the shock absorber

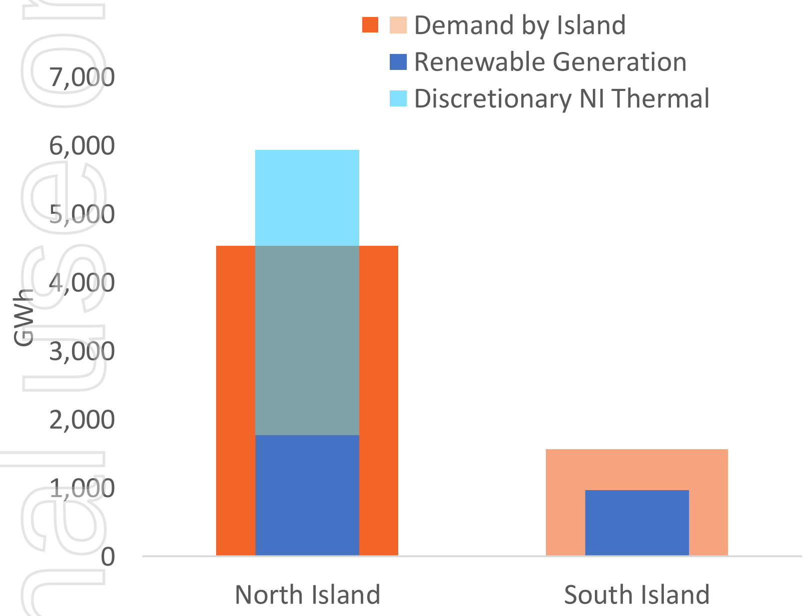


Geographical diversity of assets has benefits

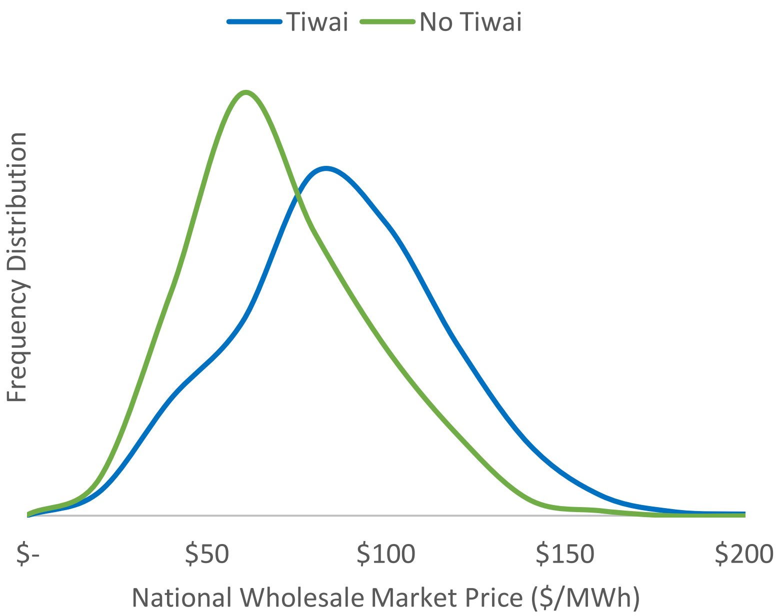
Genesis’ portfolio will adapt to Tiwai structural market change

Genesis performs strongly in low or high priced spot market

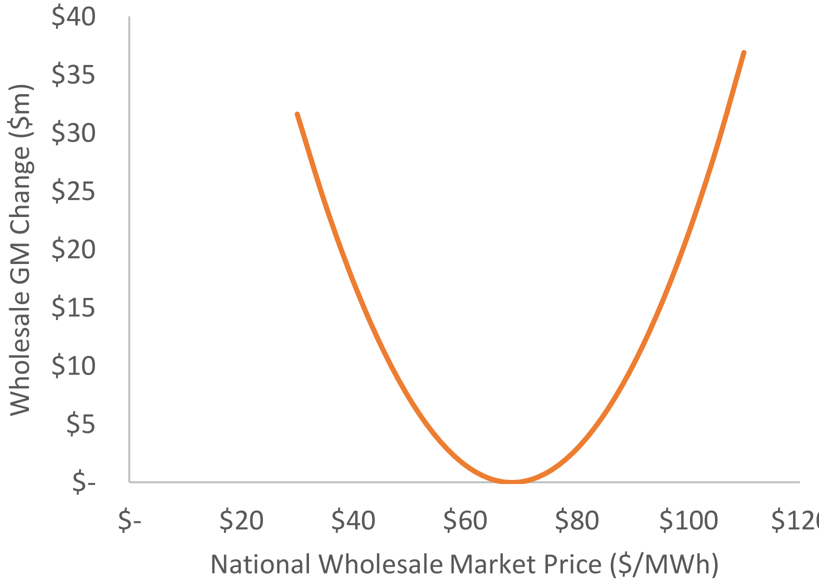
GENESIS PORTFOLIO BY ISLAND (3-YEAR AVERAGE GWh, SOUTH ISLAND LIGHT ORANGE)



EXPECTED WHOLESALE PRICE DISTRIBTUTION WITH/WITHOUT TIWAI CLOSURE



GENESIS’ WHOLESALE GROSS MARGIN IMPACT *

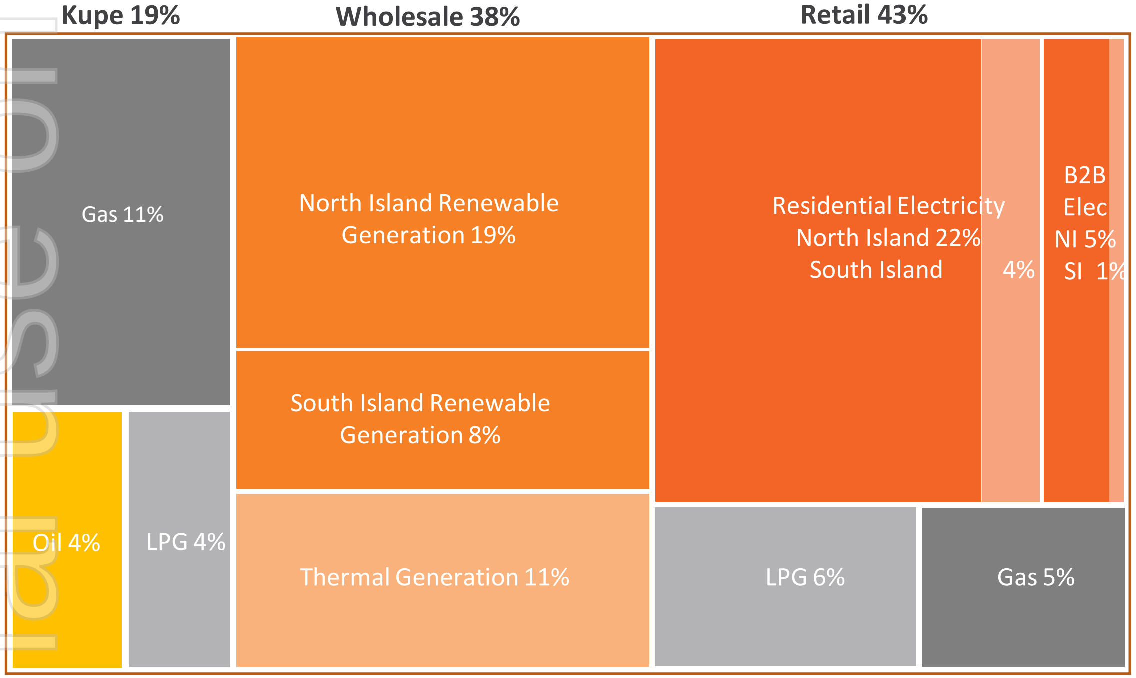


* Refer to slide 10 for a market illustration of gross margin captured during COVID-19 lockdown restrictions and spot price distribution similar to what we expect in a post-Tiwai market.

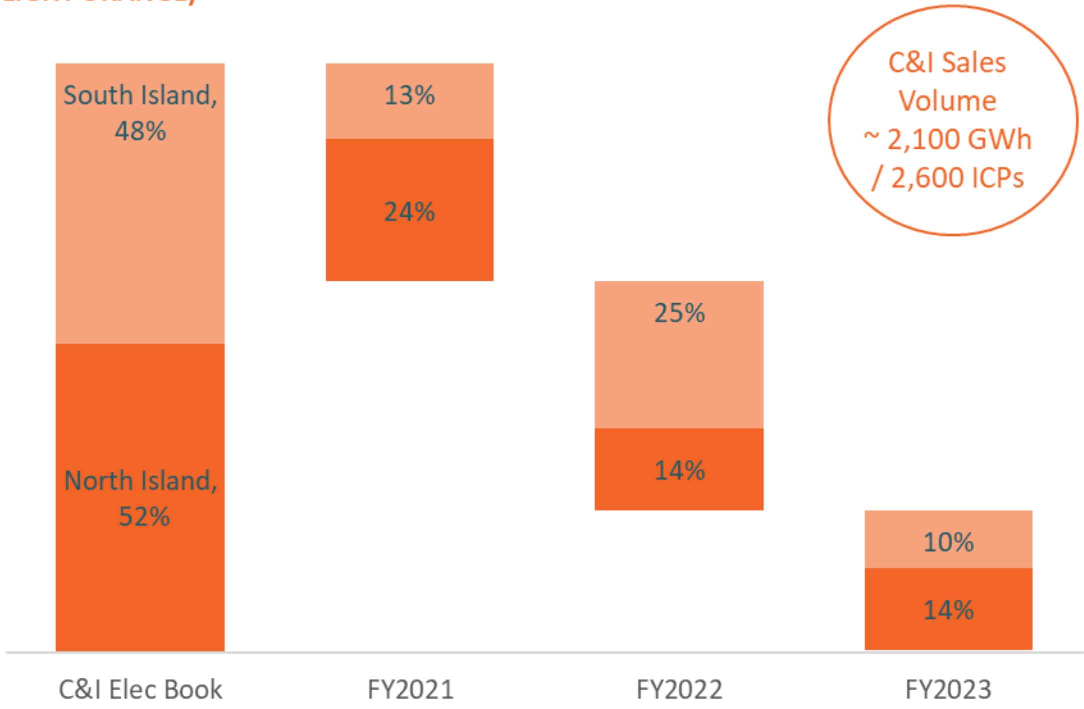
Genesis’ diverse margin portfolio is well positioned to defend against competitive pressures

With 30% of Genesis’ gross margin not attributable to electricity and only 5% attributable to South Island retail

GENESIS GROSS MARGIN CONTRIBUTION (FY20, SOUTH ISLAND RESIDENTIAL ELECTRICITY DEMAND IN LIGHT ORANGE)



GENESIS C&I VOLUME (GWH) AND CONTRACT RENEWALS, FY21 – FY23 (SOUTH ISLAND LIGHT ORANGE)



Knowledge ->

Energy Insights
Market leading energy monitoring technology
- FY20: 1,300 sensors installed
- Q1FY21: +1,100 sensors sold

Advice ->

Benchmarking, Carbon & Energy Audits
- FY20: 18 energy audits completed
- Q1FY21: +33 audits sold

Action ->

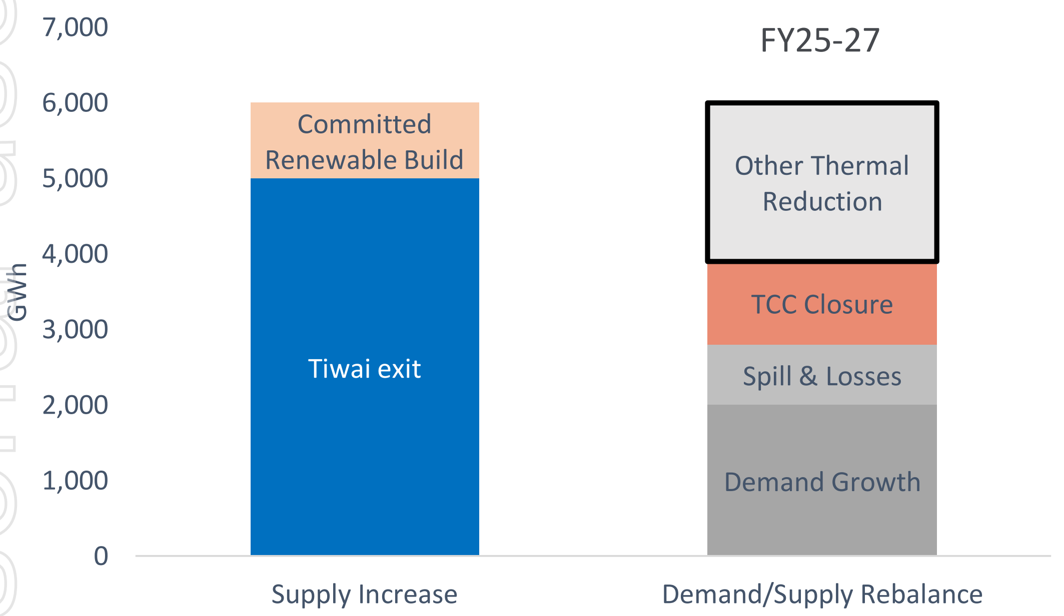
Implementation, Optimisation and Decarbonisation Projects
- FY20: 2 projects completed
- Q1FY21: 4 projects under proposal

Thermal requirement remains post Tiwai closure and transmission upgrades

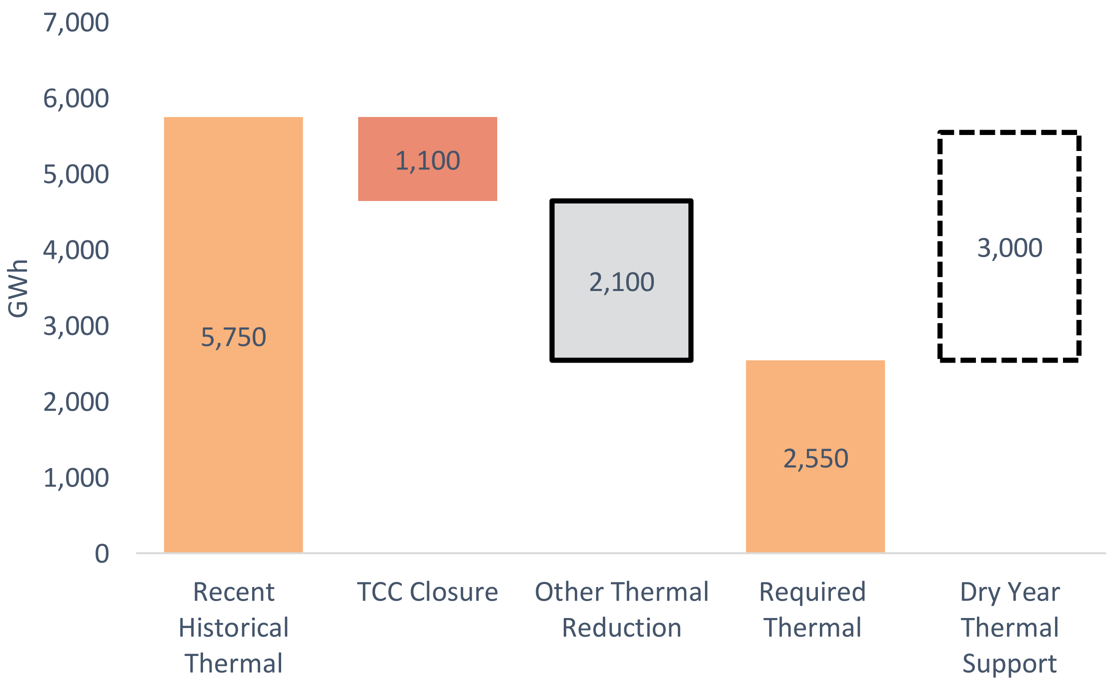
Approximately 3,000 GWh pa of dry year support needed by market, above remaining thermal requirement

- Electricity supply is set to increase by ~6,000 GWh pa due to Tiwai closure and committed wind farms coming on line
- The supply increase will reduce the need for approximately half the current level of thermal generation in the market, including the likely closure of Contact's TCC, by ~3,200 GWh pa
- The remaining supply increase is expected to be absorbed by demand growth at ~1% pa and ongoing spill and losses from South Island suppliers
- Approximately 2,550 GWh pa of thermal support will be needed by the market on an ongoing basis, more in dry years

ENERGY BALANCE POST TIWAI CLOSURE AND TRANSMISSION UPGRADES COMPLETE



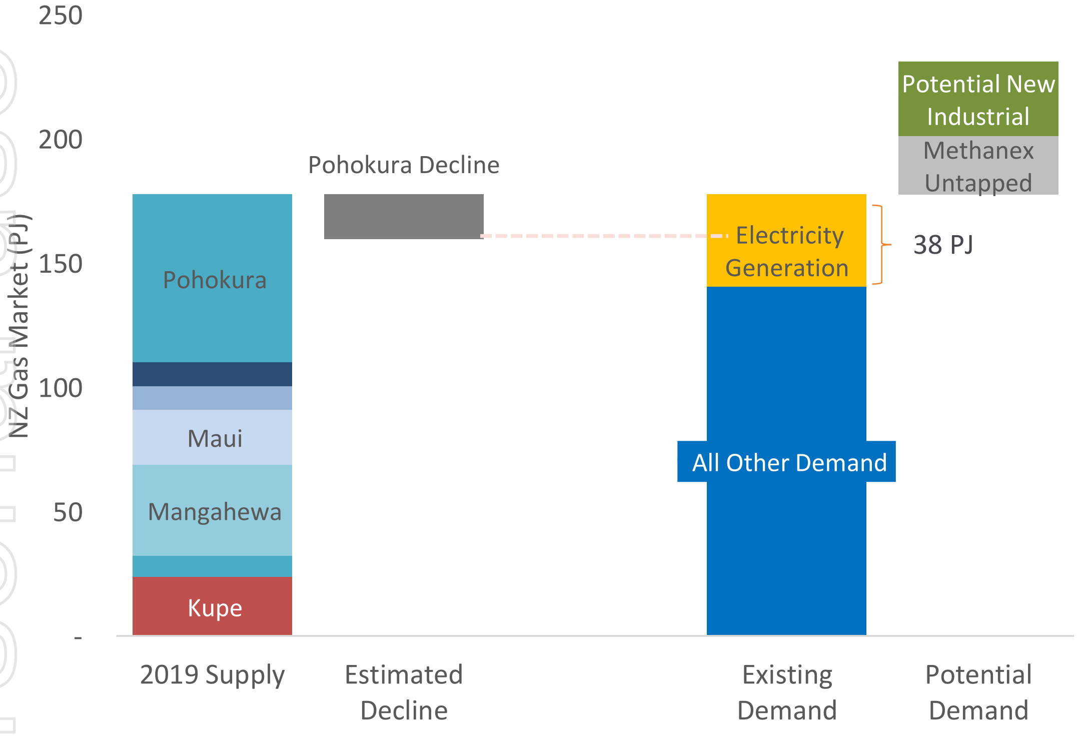
THERMAL GENERATION CHANGES POST TIWAI CLOSURE AND TRANSMISSION UPGRADES DOES NOT REMOVE THE NEED FOR ONGOING DRY YEAR SUPPORT



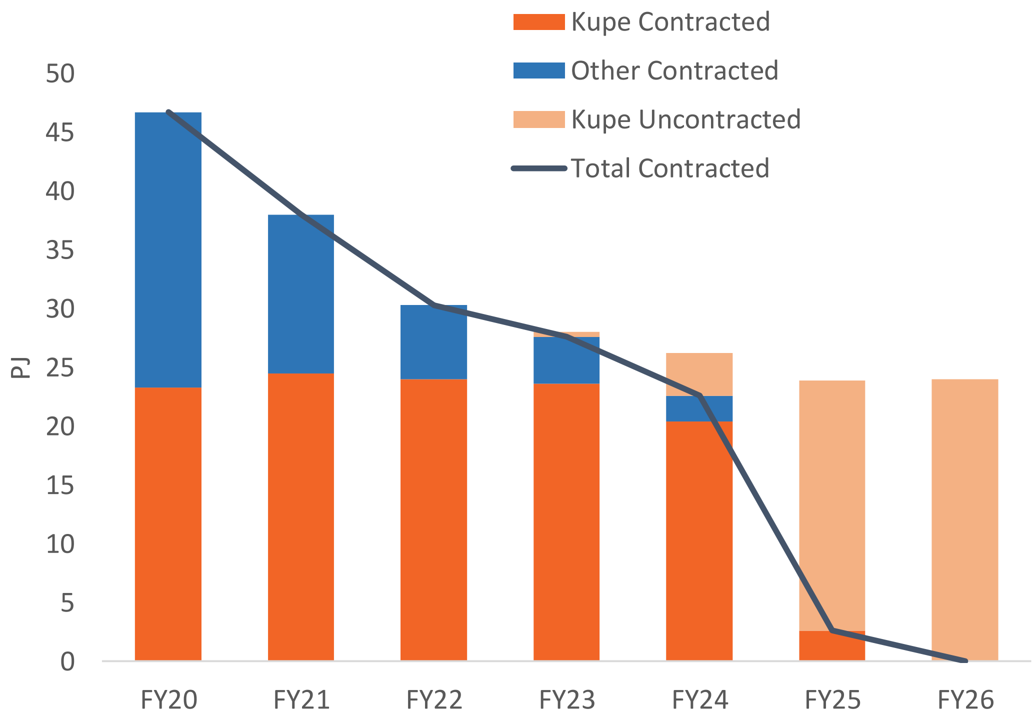
Genesis' gas book declines over transmission upgrade timeframe and untapped demand exceeds electricity decline for gas

Declining field production and untapped existing and potential industrial gas demand will help mitigate impact from a Tiwai closure

POHOKURA DECLINES REDUCE GAS MARKET SUPPLY OVER TIME



GENESIS' REDUCING TOTAL CONTRACTED GAS POSITION WILL PROVIDE GREATER PORTFOLIO FLEXIBILITY IN THE FUTURE



The Taskforce on Climate-Related Financial Disclosures (TCFD)

Genesis has reported using the TCFD framework in its 2020 Annual Report

1. **We set out a comprehensive risk identification and assessment process over the short, medium and long term. Key strategic considerations relate to:**
   - Building a renewable future
   - Transitioning baseload thermal generation to renewables
   - New Zealand’s seasonal storage challenge
   - Climate change scenario mapping
   - Genesis’ Future-gen transition strategy
2. **Clear metrics and targets Genesis commit to focus on:**
   - Carbon emission reduction targets and reporting
   - Renewable development opportunities to displace baseload thermal
   - Customer-centric, community and corporate based electrification and environment related goals
3. **Commitment to oversight and accountability by Genesis’ Board and management team**
4. **Proactive management of risks and opportunities around climate change concerning:**
   - Acute Physical Risk, Chronic Physical Risks, & Transition Risks

Genesis' executive management team

A talented team dedicated to executing the Company's strategy and delivering Genesis' vision, to be first choice for energy management

Marc England – Chief Executive Officer
- accountable for the overall direction, strategy, and performance of the business as well accountable for safety and wellbeing of Genesis people

Tracey Hickman – Chief Customer Officer
- accountable for the Genesis Brand, LPG operations, back office functions, metering/field services and revenue assurance for both brands

Chris Jewell – Chief Financial Officer
- accountable for Finance, Audit, Risk, Capital Markets, Investor Relations and Corporate Strategy

James Magill – Chief Digital Officer
- accountable for Technology, Data, Energy Online, Energy Management development and C&I Customers

Matthew Osborne – Chief Corporate Affairs Officer
- accountable for Regulatory and Government Affairs, Legal, Corporate Comms, Sustainability and Company Secretariat

Nigel Clark – Chief Operations Officer
- accountable for Generation, Safety & Wellness, Environment & Community Relations and the Kupe JV

Nicola Richardson – Chief People Officer
- accountable for Recruitment, Talent Development, Cultural Change, Agile, Property and Procurement

Shaun Goldsbury – Chief Trading Officer
- accountable for electricity, gas, coal and carbon portfolio management, derivatives and spot trading plus delivery of the Future-gen strategy

4. Supplementary Information

GENESIS ENERGY LIMITED

Financial statements[1]

Income Statement	FY20 ($m)	FY19 ($m)	Variance
Revenue	2,591.5	2,700.7	(4.0%)
Total Operating Expenses	(2,235.9)	(2,331.3)	(4.1%)
EBITDAF	**355.6**	**369.4**	**(3.7%)**
Depreciation, Depletion & Amortisation	(209.8)	(201.7)	
Impairment of Non-Current Assets	(3.0)	(4.2)	
Revaluation of Generation Assets	-	4.6	
Fair Value Change	(0.6)	(15.2)	
Share of Associate	(1.2)	(0.2)	
Other Gains (Losses)	(8.8)	7.3	
Earnings Before Interest & Tax	**132.2**	**160.0**	**(17.4%)**
Interest	(70.6)	(77.1)	
Tax	(15.6)	(23.8)	
Net Profit After Tax	**46.0**	**59.1**	**(22.2%)**
Earnings Per Share (cps)	4.47	5.83	
Stay in Business Capital Expenditure	68.8	64.6	+6.5%
Free Cash Flow (FCF)[1]	167.7	178.1	-5.8%
Dividends Per Share (cps)	17.20	17.05	(0.9%)
Dividends Declared as a % of FCF	106%	98%	+7 ppt

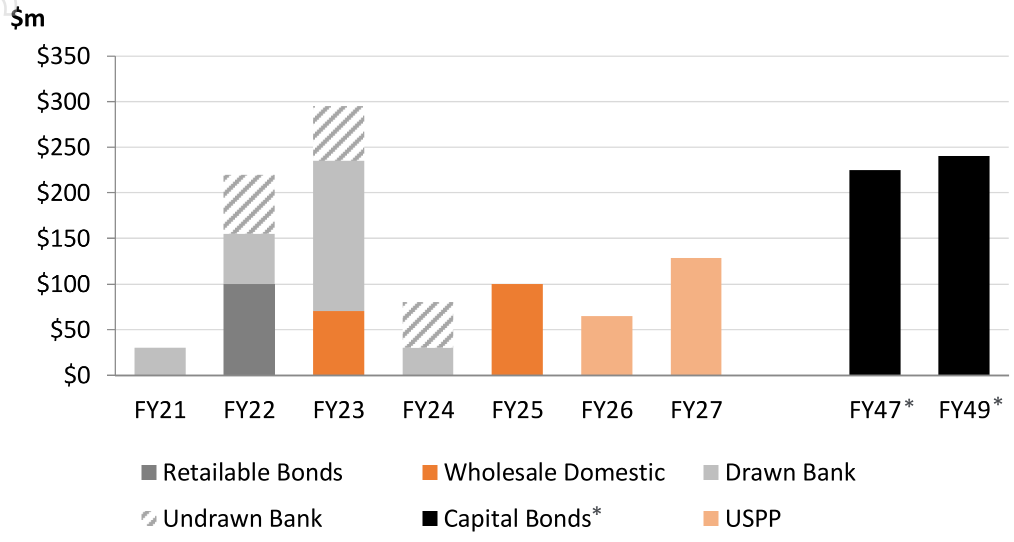
Balance Sheet	FY20 ($m)	FY19 ($m)	Variance
Cash and Cash Equivalents	32.5	61.9	
Other Current Assets	407.0	417.0	
Non-Current Assets	4,142.8	4,210.4	
Total Assets	**4,582.3**	**4,689.3**	**(2.3%)**
Total Borrowings	1,367.4	1,355.0	
Other Liabilities	1,145.1	1,189.3	
Total Equity	**2,069.8**	**2,145.0**	**(3.5%)**
Adjusted Net Debt	1,247	1,240	
Gearing per bank Covenants	32.8%	32.5%	
EBITDAF Interest Cover	6.7x	6.5x	
Net Debt/EBITDAF[2]	3.1x	3.0x	

Cash Flow Summary	FY20 ($m)	FY19 ($m)	Variance ($m)
Net Operating Cash Flow	307.5	311.4	
Net Investing Cash Flow	(103.2)	(92.7)	
Net Financing Cash Flow	(233.7)	(206.1)	
Net Increase (Decrease) in Cash	**(29.4)**	**12.6**	**(42.0)**

[1] Due to the adoption of NZ IFRS16 and changes to the segment reporting structure as outlined in the notes to the audited financial statements, comparable FY19 numbers have been restated in this presentation. As a result prior comparable period metrics may also have changed.
[2] Capital items received as part of the LTMA are recognised upfront and paid off over the life of the agreement (8 years), the cash outflow ($4.9m) relating to this has been recorded as Stay in Business capex for the purposes of the Free Cash Flow Calculation.

Debt information

GENESIS DEBT PROFILE



$175 million of bank facilities were undrawn at 30 June 2020. A further $100 million of liquidity headroom was added during July 2020.

* Two capital bonds issued in 2017 and 2019 have a 30-year time horizon ending in FY47 and FY49.

Debt Information		FY20 ($m)	FY19 ($m)	Variance
Total Debt	$	1,367	1,355	
Cash and Cash Equivalents	$	32	62	
Headline Net Debt	**$**	**1,335**	**1,293**	**+3.2%**
USPP FX and FV Adjustments	$	88	53	
Adjusted Net Debt[1]	**$**	**1,247**	**1,240**	**+0.6%**
Headline Gearing		39.8%	38.7%	+1.1 ppts
Adjusted Gearing		38.2%	37.8%	+ 0.4 ppts
Covenant Gearing		32.8%	32.5%	+0.3 ppts
Net Debt/EBITDAF[2]		3.1x	3.0x	
Interest Cover		6.7x	6.5x	
Average Interest Rate		5.4%	5.8%	
Average Debt Tenure		11.5 yrs	11.9 yrs	

[1] Net debt has been adjusted for foreign currency translation and fair value movements related to USD denominated borrowings which have been fully hedged with cross currency swaps and fair value interest rate risk adjustments for fixed rate Capital Bonds.

[2] Standard and Poor's make a number of adjustments to Net Debt and EBITDAF for the purpose of calculating credit metrics. The most significant of these is the 50% equity treatment attributed to the Capital Bonds.

Operational metrics

Retail Key Information	FY20	FY19	Variance
EBITDAF ($ millions)	**134.0**	**110.0**	**+21.8%**
Customers with > 1 Fuel	121,110	117,191	+3.3%
Electricity Only Customers	314,120	328,415	
Gas Only Customers	15,888	16,549	
LPG Only Customers	33,569	34,181	
Total Customers	**484,687**	**496,336**	**(2.3%)**
Total Electricity, Gas & LPG ICP's	**671,519**	**675,056**	**(0.5%)**
Volume Weighted Average Electricity Selling Price – Resi ($/MWh)	$263.2	$257.7	+2.1%
Volume Weighted Average Electricity Selling Price – SME ($/MWh)	$217.6	$222.3	(2.1%)
Volume Weighted Average Electricity Selling Price – C&I ($/MWh)	$138.0	$130.3	+5.9%
Volume Weighted Average Gas Selling Price – ($/GJ)	$19.7	$18.8	+4.8%
Volume Weighted Average LPG Selling Price – ($/t)	$1,826.7	$1,772.3	+3.1%
Retail Cost to Serve per ICP	$138	$141	(2.1%)

Retail Key Information	FY20	FY19	Variance
Retail Electricity Sales (GWh)	6,244	6,067	2.9%
Retail Gas Sales (PJ)	7.8	8.2	-4.9%
Retail LPG Sales (tonnes)	42,347	38,507	10.0%
Electricity Netback ($/MWh)	$111.9	$104.9	6.7%
Gas Netback ($/GJ)	$10.0	$9.1	9.9%
LPG Netback ($/t)	$947.3	$860.5	10.1%

Retail Netback[1] by Segment & Fuel	FY20	FY19	FY18
Residential - Electricity ($/MWh)	$128.1	$116.3	$111.9
Residential - Gas ($/GJ)	$13.5	$11.4	$10.7
Bottled - LPG ($/tonne)	$1,253.4	$1,009.5	$939.7
SME - Electricity ($/MWh)	$98.2	$105.9	$100.9
SME - Gas ($/GJ)	$10.2	$9.6	$9.2
C&I - Electricity ($/MWh)	$96.0	$87.3	$80.1
C&I - Gas ($/GJ)	$7.3	$7.2	$6.9
SME & Bulk - LPG ($/tonne)	$735.8	$762.0	$652.5

[1] Historical segment LPG netbacks have been restated in line with sales channels, "Bottled" and "SME & Bulk", to better align with business activities. There is no change to headline netback numbers.

Operational metrics

Wholesale Key Information	FY20	FY19	Variance
EBITDAF ($ millions)	**164.9**	**188.6**	**(12.6%)**
Renewable Generation (GWh)	2,344	2,834	(17.3%)
Thermal Generation (GWh)	4,461	3,987	+11.9%
Total Generation (GWh)	**6,805**	**6,821**	**(0.2%)**
GWAP ($/MWh)	$113.9	$143.4	(20.6%)
Electricity Purchases – Retail (GWh)	6,602	6,395	+3.2%
LWAP ($/MWh)	$109.5	$139.0	(21.3%)
LWAP/GWAP Ratio	96%	97%	(4 ppts)
Electricity CFD Purchases (GWh)	1,653	2,255	(26.7%)
Electricity CFD Sales (GWh)	2,008	2,475	(18.9%)
Coal/Gas Mix (Rankines only)	82/18	88/12	
Gas Used in Internal Generation (PJ)	24.6	20.2	+21.8%
Coal Used in Internal Generation (PJ)	15.2	15.9	(4.4%)
Weighted Average Gas Burn Cost ($/GJ)	$9.0	$8.7	+3.4%
Weighted Average Coal Burn Cost ($/GJ)	$6.8	$6.4	+6.2%
Weighted Average Thermal Fuel Cost ($/MWh)	$78.9	$73.8	+6.8%
Weighted Average Portfolio Fuel Cost ($/MWh)	$51.7	$43.2	+19.8%

Kupe Key Information	FY20	FY19	Variance
EBITDAF ($m)	**93.8**	**109.0**	**(13.9%)**
Field Production (PJ)	23.2	25.7	(9.7%)
Genesis Gas Sales (PJ)	10.7	11.4	(6.1%)
Genesis Oil Sales (kbbl)	365.5	441.1	(17.1%)
Genesis LPG Sales (kt)	46.8	50.7	(7.7%)
Oil Production Yield (bbl/TJ)	35	40	(12.5%)
LPG Production Yield (t/TJ)	4.4	4.3	+2.3%
Remaining Kupe Reserves (2P, PJe)[1]	340.5	319.0	+21.5PJe
Average Brent Crude Oil (USD/bbl)	$51	$69	(25.6%)
Realised Oil Price (NZD/bbl)	$76	$88	(13.8%)

[1] FY20 remaining 2P reserves include FY20 production of 32.6 PJe, and represent a 7% increase (21.5 PJe)

Glossary

RETAIL		
	Brand Net Promoter Score (%)	Based on survey question "How likely would you be to recommend Genesis Energy/Energy Online to your friends or family?"
	Interaction Net Promoter Score (%)	Based on survey question "Based on your recent Interaction With GE/EOL, how likely would you be to recommend GE/EOL to your Friends/Family?"
	Customers	Electricity and gas customers are defined by single customer view, regardless of number of connections (ICP's)
	Single Customer View	Represents unique customers which may have multiple ICP's
	ICP	Installation Connection Point, a connection point that is both occupied and has not been disconnected (Active-Occupied)
	LPG Customer Connections	Defined as number of customers
	Gross Customer Churn	Defined as customers instigating a trader switch or home move
	Net Customer Churn	Defined as Gross Churn post home move saves, retention and acquisition activity
	Resi, SME, C&I	Residential, small and medium enterprises and commercial & industrial customers
	B2B	Business to Business, including both SME and C&I
	Volume Weighted Average Electricity Selling Price - $/MWh	Average selling price for customers including lines/transmission and distribution and after prompt payment discount
	Volume Weighted Average Gas Selling Price - $/GJ	Average selling price for customers including transmission and distribution and after prompt payment discount
	Volume Weighted Average LPG Selling Price - $/tonne	Average selling price for customers including after prompt payment discount
	Bottled LPG Sales (tonnes)	Represents 45kg LPG bottle sales
	SME & Other Bulk LPG sales (tonnes)	Represents SME and other bulk and 3rd party distributors
	Cost to Serve ($ per ICP)	Retail costs associated with serving customers across all fuel types divided by the total numbers of ICPs at time of reporting
	Netback ($/MWh, $/GJ, $/tonne)	Customer EBITDAF by fuel type plus respective fuel purchase cost divided by total fuel sales volumes, stated in native fuel units (excluding corporate allocation costs and Technology & Digital cost centre)
GENERATION		
	Average Price Received for Generation - GWAP ($/MWh)	Excludes settlements from electricity derivatives.
	Coal (GWh)	Coal generation is calculated by applying coal burn to monthly average heat rates
	Coal Used In Internal Generation (PJ)	Results have been revised to reflect changes in coal kilo tonnes to PJ conversion rate and volume methodology
	Rankine's Fuelled by Coal (%)	The proportion of coal used in the Rankine units
	Equipment Availability Factor (EAF)	The percentage of time a power station is available to generate electricity
	Forced Outage Factor (FOF)	The percentage of time a power station is unavailable to generate electricity due to unplanned failure or defect
WHOLESALE		
	Average Retail Electricity Purchase Price - LWAP ($/MWh)	Excludes settlements from electricity derivatives
	Electricity CFD Purchases - Wholesale (GWh)	Settlement volumes of generation hedge purchase contracts, including ASX but excluding Financial Transmission Right (FTRs) or Cap/Collar/Floor contracts
	Electricity CFD Sales - Wholesale (GWh)	Settlement volumes of generation hedge sale contracts, including ASX but exlcuding Financial Transmission Right (FTRs) or Cap/Collar/Floor contracts
	Swaption Sales - Wholesale (GWh)	Electricity (swap/option) sales contract volume called, a subset of the Electricity CFD Sales - Wholesale (GWh)
	Wholesale LPG Sales (tonnes)	Represents wholesale, export sales and transfers to Huntly power station
	Weighted Average Gas Burn Cost ($/GJ)	Total cost of gas burnt divided by generation from gas fired generation, excluding emissions
	Weighted Average Coal Burn Cost ($/GJ)	Total cost of coal burnt divided by generation from coal fired generation, excluding emissions
	Weighted Average Fuel Cost - Portfolio ($/MWh)	Total cost of fuel burnt plus emissions on fuel burnt divided by total generation (thermal, hydro and wind)
	Weighted Average Fuel Cost - Thermal ($/MWh)	Total cost of fuel burnt plus emissions on fuel burnt divided by total generation from thermal plant
	Coal Stockpile - Stored Energy (PJ)	The coal stockpile closing balance in tonnes divided by an estimated nominal energy content of Huntly's coal (22 GJ/t)
CORPORATE		
	Total Recordable Injury Frequency Rate	Rolling 12 month TRIFR per 200,000 hours worked for employees and contractors
	Headcount	Based on full time equivalents, including contractors
KUPE		
	Oil Price realised (NZD/bbl)	Oil price received including hedge outcome for oil and foreign exchange
	Oil Price realised (USD/bbl)	The underlying benchmark crude oil price that is used to set the price for crude oil sales
	Oil Hedge Levels (%)	% hedged for remainder of FY as % of forecast sales

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