



**FY23 Q3**

# **Performance Report**

21 April 2023



**genesis** With you. For you.

# FY23 Q3 Performance Highlights

## Retail

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Net Customer Churn

**12.0%**

0.8 ppt decrease on pcp<sup>1</sup>

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Total Customers

**479,942**

2.6% increase on pcp

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LPG Netback

**\$1,178/t**

22.7% increase on pcp

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## Wholesale

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Renewable Generation

**764 GWh**

36% increase on pcp

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Generation Emissions

**44% down**

Relative to pcp

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Portfolio Generation Costs

**\$45/MWh**

\$16 decrease on pcp

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## Kupe <sup>2</sup>

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Kupe Gas Sales

**2.1 PJ**

0.7 PJ decrease on pcp

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Kupe LPG Sales

**9.0 kt**

4.1 kt decrease on pcp

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Oil Sales Price (NZD)

**\$94.30/bbl.**

\$10.80/bbl. higher than pcp

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<sup>1</sup> Pcp refers to Q3 FY22 unless otherwise stated.

<sup>2</sup> Refers to Genesis' 46% share.

# Performance Highlights

- Genesis supported our customers through the Auckland floods and Cyclone Gabrielle, while supporting energy supply in the Hawke's Bay region through generation at Waikaremoana Power Scheme.
- Customer numbers remained steady during FY23 Q3 (down 0.3%), with growth in multi-fuel customers offset by declines in single fuel customers.
- Netbacks across all energy types continued to grow, following increases to residential pricing in the quarter. Electricity increased by 9.6% and LPG increased by 22.7%, relative to pcp.
- Favourable hydro conditions meant that renewable generation was up 202 GWh. Genesis' lakes retained a high level of storage and closed the quarter at 153% of average.
- Kupe production was lower than the pcp, as field production continued to decline. Oil sales prices improved, up \$10.80/bbl.

## HYDROLOGY (GWH)

	Q3 FY23	Q3 FY22	
Hydro Generation	762	562	↑
Hydro Inflows	676	553	↑
Closing Storage	491 (153% of ave.)	421 (132% of ave.)	↑

# Operating Performance

ELECTRICITY GROSS MARGIN	Q3 FY23			Q3 FY22			Variance			Mar YTD FY23			Mar YTD FY22		
	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m
Retail Resi Electricity	580 GWh	\$284/MWh	164.8	554 GWh	\$282/MWh	155.9	27 GWh	\$2/MWh	8.8	2,115 GWh	\$273/MWh	578.2	2,120 GWh	\$272/MWh	575.6
Retail SME Electricity	234 GWh	\$252/MWh	58.9	244 GWh	\$239/MWh	58.1	(10)GWh	\$13/MWh	0.8	736 GWh	\$250/MWh	183.7	762 GWh	\$234/MWh	178.3
Retail C&I Electricity	442 GWh	\$159/MWh	70.2	462 GWh	\$131/MWh	60.6	(20)GWh	\$27/MWh	9.6	1,330 GWh	\$157/MWh	208.8	1,499 GWh	\$137/MWh	205.7
<b>Total Retail Sales</b>	<b>1,256 GWh</b>	<b>\$234/MWh</b>	<b>293.9</b>	<b>1,259 GWh</b>	<b>\$218/MWh</b>	<b>274.7</b>	<b>(3)GWh</b>	<b>\$16/MWh</b>	<b>19.2</b>	<b>4,181 GWh</b>	<b>\$232/MWh</b>	<b>970.8</b>	<b>4,380 GWh</b>	<b>\$219/MWh</b>	<b>959.7</b>
Wholesale Electricity Sales	1,452 GWh	\$146/MWh	212.4	1,552 GWh	\$180/MWh	279.0	(100)GWh	-\$33/MWh	(66.6)	4,365 GWh	\$94/MWh	412.4	4,658 GWh	\$147/MWh	682.9
Generation Costs - Thermal	688 GWh	\$95/MWh	65.4	989 GWh	\$95/MWh	93.9	(302)GWh	\$/MWh	(28.5)	1,561 GWh	\$95/MWh	148.2	2,670 GWh	\$97/MWh	260.0
Generation Costs - Renewable	764 GWh	-	-	563 GWh	-	-	202 GWh	-	-	2,804 GWh	-	-	1,988 GWh	-	-
Generation Costs - Total	1,452 GWh	\$45/MWh	65.4	1,552 GWh	\$60/MWh	93.9	(100)GWh	-\$15/MWh	(28.5)	4,365 GWh	\$34/MWh	148.2	4,658 GWh	\$56/MWh	260.0
<b>Retail Purchases</b>															
Retail Purchases	1,317 GWh	\$143/MWh	188.3	1,337 GWh	\$177/MWh	236.4	(20)GWh	-\$34/MWh	(48.1)	4,392 GWh	\$88/MWh	384.4	4,609 GWh	\$136/MWh	628.6
Transmission and Distribution Costs			119.3			115.2			4.1			392.6			389.5

GAS GROSS MARGIN	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m
	Retail Resi Gas	0.3 PJ	\$62.2/GJ	20.0	0.3 PJ	\$57.2/GJ	17.9	0.0 PJ	\$5.0/GJ	2.0	1.8 PJ	\$42.5/GJ	75.9	1.9 PJ	\$37.5/GJ
Retail SME Gas	0.2 PJ	\$31.3/GJ	7.2	0.2 PJ	\$27.3/GJ	6.8	(0.0) PJ	\$4.0/GJ	0.4	1.0 PJ	\$27.8/GJ	27.2	1.1 PJ	\$21.4/GJ	23.0
Retail C&I Gas	0.7 PJ	\$20.8/GJ	15.3	0.7 PJ	\$19.7/GJ	14.4	0.0 PJ	\$1.1/GJ	0.9	2.5 PJ	\$20.5/GJ	51.0	2.5 PJ	\$15.8/GJ	39.7
<b>Total Retail Sales</b>	<b>1.3 PJ</b>	<b>\$32.9/GJ</b>	<b>42.5</b>	<b>1.3 PJ</b>	<b>\$30.2/GJ</b>	<b>39.2</b>	<b>(0.0) PJ</b>	<b>\$2.7/GJ</b>	<b>3.3</b>	<b>5.3 PJ</b>	<b>\$29.3/GJ</b>	<b>154.1</b>	<b>5.5 PJ</b>	<b>\$24.5/GJ</b>	<b>134.7</b>
Wholesale Sales	0.4 PJ	\$7.5/GJ	3.3	1.0 PJ	\$7.8/GJ	7.8	(0.6) PJ	-\$0.4/GJ	(4.5)	2.7 PJ	\$8.0/GJ	21.9	7.1 PJ	\$10.7/GJ	76.4
Cost of Gas	1.7 PJ	\$9.3/GJ	16.2	2.3 PJ	\$9.1/GJ	21.0	(0.6) PJ	\$0.2/GJ	(4.8)	8.0 PJ	\$9.1/GJ	72.5	12.6 PJ	\$10.1/GJ	128.1
Transmission and Distribution Costs			16.9			14.5			2.4			58.1			59.3

LPG GROSS MARGIN	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m
	Bottled LPG Sales	3.5 kt	\$3,235/t	11.3	3.2 kt	\$2,776/t	9.0	0.3 kt	\$459/t	2.3	14.1 kt	\$2,853/t	40.2	13.7 kt	\$2,498/t
SME & Other Bulk LPG Sales	4.7 kt	\$1,741/t	8.3	5.5 kt	\$1,549/t	8.5	-0.8 kt	\$192/t	(0.3)	18.8 kt	\$1,659/t	31.2	19.0 kt	\$1,530/t	29.1
<b>Total Retail Sales</b>	<b>8.2 kt</b>	<b>\$2,374/t</b>	<b>19.5</b>	<b>8.7 kt</b>	<b>\$2,002/t</b>	<b>17.5</b>	<b>-0.5 kt</b>	<b>\$371/t</b>	<b>2.1</b>	<b>32.9 kt</b>	<b>\$2,171/t</b>	<b>71.4</b>	<b>32.7 kt</b>	<b>\$1,934/t</b>	<b>63.2</b>
Wholesale LPG Sales	2.9 kt	\$1,111/t	3.2	4.5 kt	\$1,052/t	4.8	-1.7 kt	\$59/t	(1.6)	5.5 kt	\$1,114/t	6.2	12.9 kt	\$1,136/t	14.6
LPG Cost	11.1 kt	\$825/t	9.2	13.3 kt	\$748/t	9.9	-2.2 kt	\$76/t	(0.8)	38.4 kt	\$922/t	35.4	45.6 kt	\$784/t	35.7

KUPE GROSS MARGIN	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m	Volume	Rate per unit	\$m
	Oil Sales	82 Kbbbl	\$94.3/bbl	7.7	80 Kbbbl	\$83.6/bbl	6.7	1.8 Kbbbl	\$10.8/bbl	1.0	176 Kbbbl	\$109.6/bbl	19.2	227 Kbbbl	\$89.8/bbl
Gas Sales	2.1 PJ	\$7.3/GJ	15.7	2.9 PJ	\$7.2/GJ	20.6	(0.7)PJ	\$0.1/GJ	(4.9)	6.5 PJ	\$7.3/GJ	47.0	8.3 PJ	\$7.1/GJ	58.7
LPG Sales	9.0 kt	\$455/t	4.1	11.7 kt	\$450/t	5.3	(2.7)kt	\$5/t	(1.2)	27.5 kt	\$453/t	12.4	35.5 kt	\$450/t	16.0

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# Operating Metrics

RETAIL SEGMENT	Q3 FY23	Q3 FY22	% Change	Var.	Q2 FY23	% Change	Var.	YTD FY23	YTD FY22
<b>RETAIL</b>									
Brand Net Promoter Score - Genesis Energy	26	29	(10.3%)	-3	22	18.2%	4		
Interaction Net Promoter Score - Genesis	46	53	(13.2%)	-7	48	(4.2%)	-2		
Gross Customer Churn (3 month rolling average, %)	18.2%	20.2%	(9.6%)	(1.9%)	18.7%	(2.3%)	(0.4%)		
Net Customer Churn (3 month rolling average, %)	12.0%	12.8%	(6.5%)	(0.8%)	11.7%	2.6%	0.3%		
Electricity Netback (\$/MWh)	\$129.01	\$117.71	9.6%	\$11.29	\$118.93	8.5%	\$10.08	\$128.67	\$122.56
Gas Netback (\$/GJ)	\$18.31	\$17.48	4.7%	\$0.82	\$17.15	6.7%	\$1.15	\$17.25	\$13.95
LPG Netback (\$/t)	\$1,177.89	\$962.01	22.7%	\$217.86	\$1,175.88	0.2%	\$2.01	\$1,153.79	\$1,049.24
<b>CUSTOMER NUMBERS</b>									
Customers > 1 Fuel	140,817	130,838	7.6%	9,979	140,587	0.2%	230	140,817	130,838
Electricity Only Customers	291,864	287,939	1.4%	3,925	293,040	(0.4%)	(1,176)	291,864	287,939
Gas Only Customers	12,417	14,465	(14.2%)	(2,048)	12,820	(3.1%)	(403)	12,417	14,465
LPG Only Customers	34,844	34,344	1.5%	500	34,838	0.0%	6	34,844	34,344
<b>Total Customers</b>	<b>479,942</b>	<b>467,586</b>	<b>2.6%</b>	<b>12,356</b>	<b>481,285</b>	<b>(0.3%)</b>	<b>(1,343)</b>	<b>479,942</b>	<b>467,586</b>
Electricity ICPs Active-Occupied	492,618	477,496	3.2%	15,122	493,229	(0.1%)	(611)	492,618	477,496
Gas ICPs Active-Occupied	107,855	104,921	2.8%	2,934	108,593	(0.7%)	(738)	107,855	104,921
LPG Customer Connections	89,688	83,834	7.0%	5,854	89,356	0.4%	332	89,688	83,834
<b>Total ICPs</b>	<b>690,161</b>	<b>666,251</b>	<b>3.6%</b>	<b>23,910</b>	<b>691,178</b>	<b>(0.1%)</b>	<b>(1,017)</b>	<b>690,161</b>	<b>666,251</b>
<b>WHOLESALE SEGMENT</b>									
WHOLESALE SEGMENT	Q3 FY23	Q3 FY22	% Change	Var.	Q2 FY23	% Change	Var.	YTD FY23	YTD FY22
<b>GENERATION</b>									
Generation Emissions (ktCO2)	342	611	(44.0%)	(269)	119	186.7%	223	784	1,518
Generation Carbon Intensity (tCO2/GWh)	236	394	(40.1%)	(158)	99	137.7%	137	180	326
Rankine Output (GWh)	129	331	(61.0%)	(202)	49	165.4%	80	329	736
Rankines Fueled by Coal (%)	43%	85%	(48.8%)	(41%)	13%	233.3%	30%	24%	83%
Total Gas Purchases (PJ)	6.9	7.9	(12.8%)	(1.0)	5.3	29.9%	1.6	20.6	28.6
Total Coal Purchases (PJ)	0.1	3.0	(97.8%)	(2.9)	0.6	(89.0%)	(0.5)	3.1	21.1
Electricity CFD Purchases - Wholesale (GWh)	209	433	(51.7%)	(224)	434	(51.8%)	(225)	1,031	1,625
Electricity CFD Purchase Price - Wholesale (\$/MWh)	\$106	\$116	(9.2%)	(\$11)	\$114	(7.4%)	(\$8)	\$114	\$115
Electricity CFD Sales - Wholesale (GWh)	422	681	(38.0%)	(259)	468	(9.8%)	(46)	1,608	2,158
Electricity CFD Sale Price - Wholesale (\$/MWh)	\$135	\$119	13.9%	\$17	\$110	22.9%	\$25	\$132	\$127
Gas Used In Internal Generation (PJ)	5.1	5.5	(7.4%)	(0.4)	2.0	149.7%	3.1	12.6	16.0
Weighted Average Gas Burn Cost (\$/GJ)	\$9.6	\$9.4	1.8%	\$0.2	\$10.3	(6.5%)	(\$0.7)	\$9.5	\$10.6
Coal Used In Internal Generation (PJ)	0.7	3.4	(78.6%)	(2.5)	0.1	651.0%	0.6	1.1	6.9
Weighted Average Coal Burn Cost (\$/GJ)	\$7.9	\$8.0	(0.7%)	(\$0.1)	\$8.0	(0.8%)	(\$0.1)	\$7.9	\$7.8
Coal Stockpile - closing balance (kilotonnes)	968	817	18.4%	150	998	(3.0%)	(30)		
<b>POWER PURCHASE AGREEMENTS</b>									
Wind (GWh)	103	96	6.6%	6	110	(6.9%)	(8)	330	339
Average Price Received for PPA - GWAP (\$/MWh)	\$101.71	\$140.75	(27.7%)	(\$39.04)	\$34.21	197.3%	\$67.50	\$61.28	\$101.77

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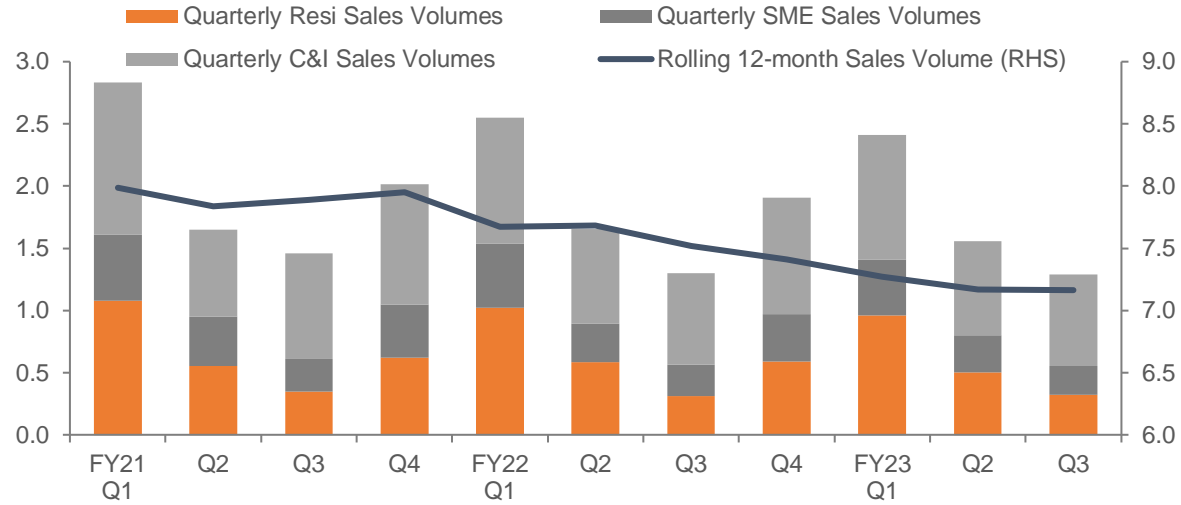
# Operating Metrics

KUPE SEGMENT	Q3 FY23	Q3 FY22	% Change	Var.	Q2 FY23	% Change	Var.	YTD FY23	YTD FY22
<b>KUPE</b>									
Oil Production (kbbbl)	52	75	(30.5%)	(23)	44	18.3%	8	158	227
Average Brent Crude Oil (USD/bbl)	\$81.27	\$101.41	(19.9%)	(\$20.14)	\$88.71	(8.4%)	(\$7.44)	\$90.28	\$84.15
LPG Production (kt)	9.4	11.9	(21.2%)	(2.5)	7.6	23.3%	1.8	28.4	35.3
LPG Production Yield (t/TJ)	4.4	4.2	5.6%	0.2	4.3	3.1%	0.1	4.3	4.3
<b>OTHER</b>									
	Q3 FY23	Q3 FY22	% Change	Var.	Q2 FY23	% Change	Var.	YTD FY23	YTD FY22
<b>CORPORATE</b>									
Headcount (FTE)	1,233	1,187	3.9%	46	1,195	3.2%	38	1,233	1,187
Total Recordable Injuries	16	9	77.8%	7	7	128.6%	9	34	31

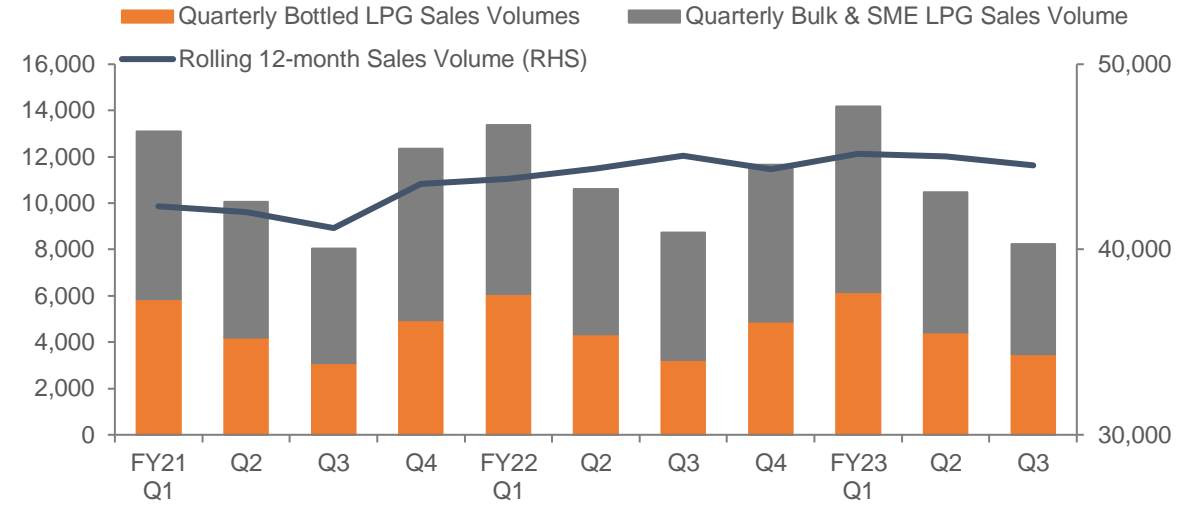
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# Appendix: Retail Segment

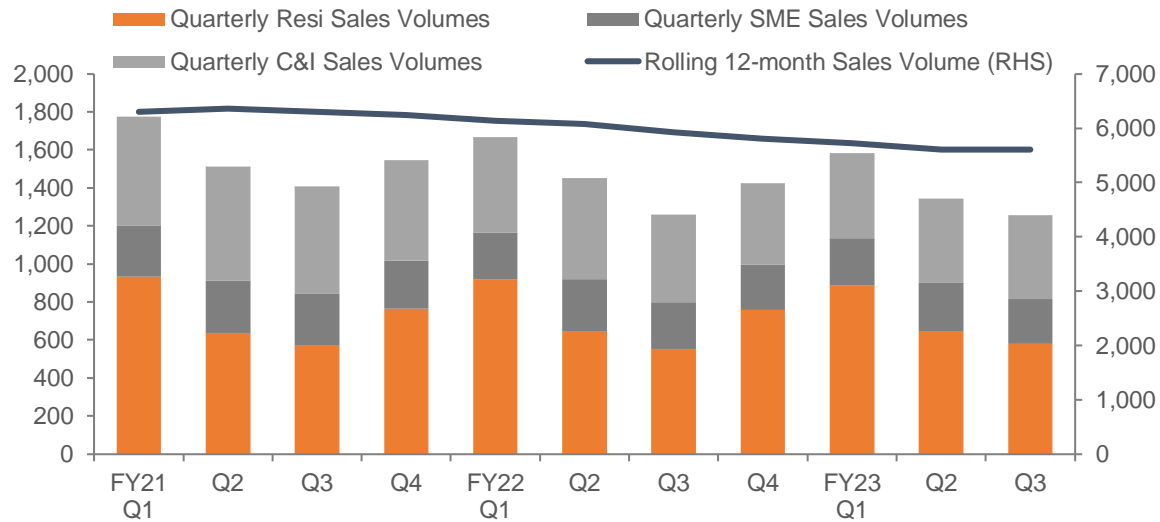
## GAS SALES VOLUME (PJ)



## LPG SALES VOLUMES (Tonnes)

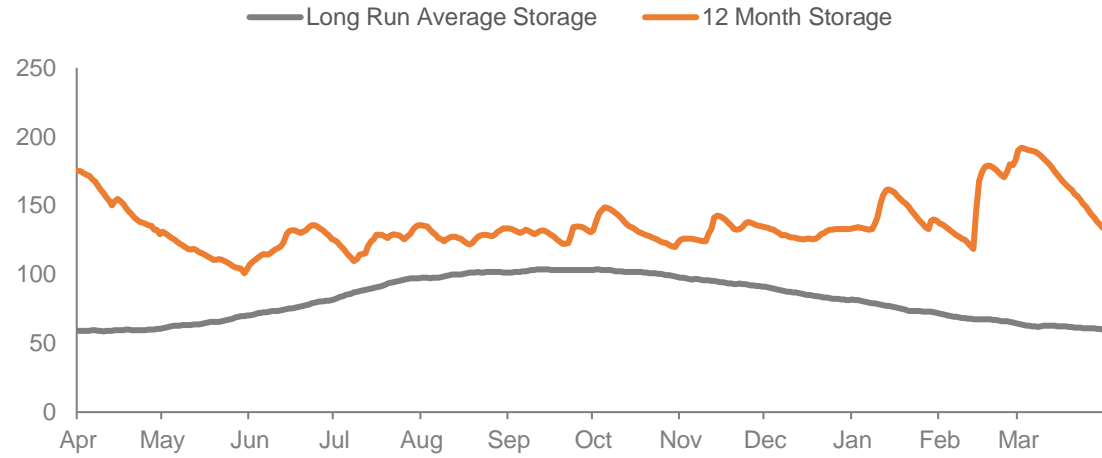


## ELECTRICITY SALES VOLUMES (GWh)

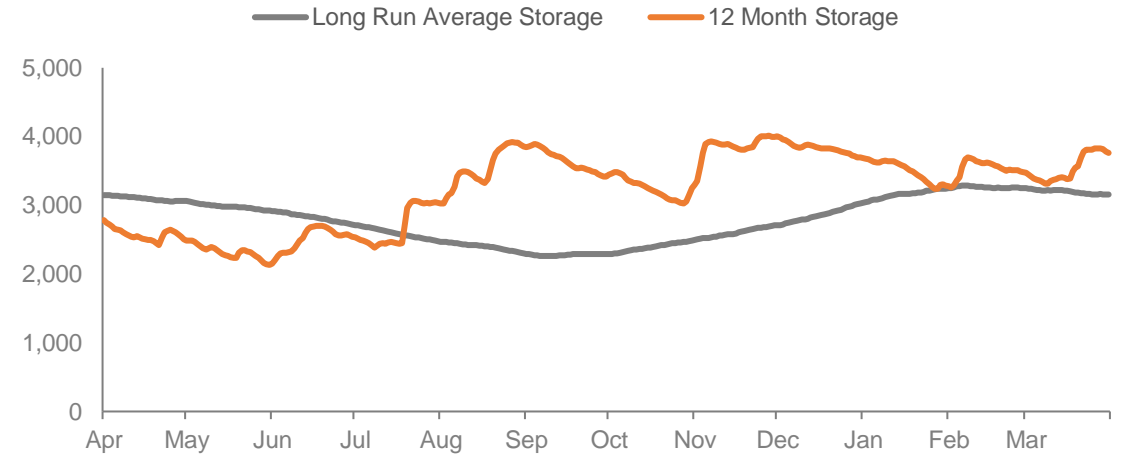


# Appendix: Wholesale Segment

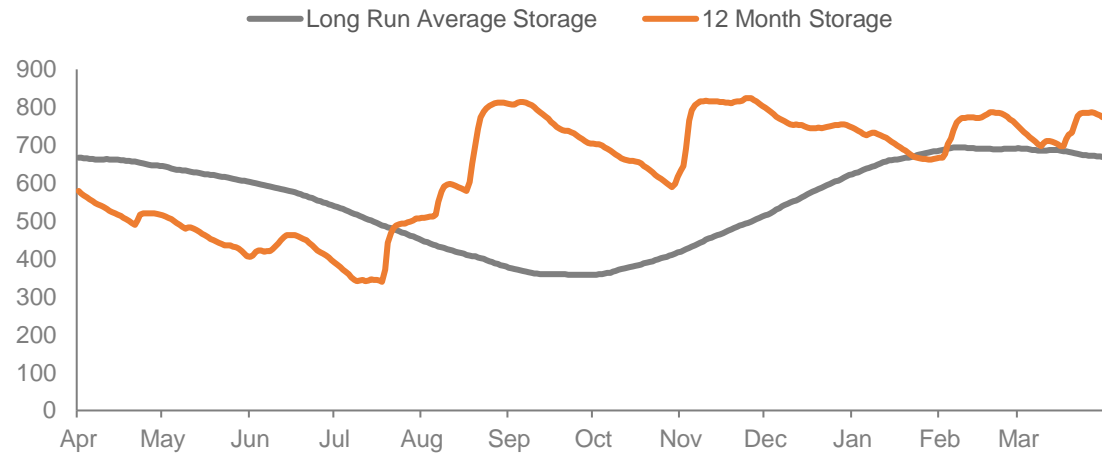
WAIKAREMOANA STORAGE Vs LONG RUN AVERAGE (GWh)



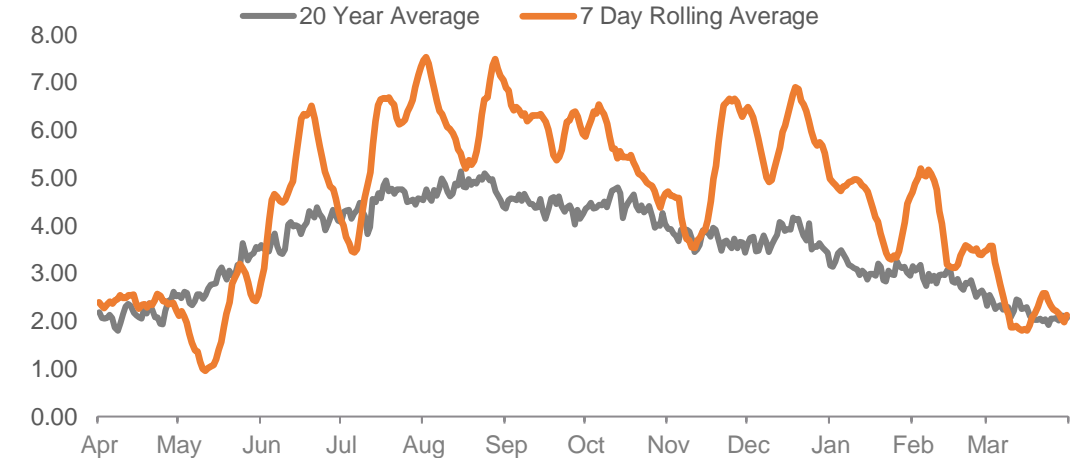
NEW ZEALAND DAILY STORAGE (ALL GENERATORS, GWh)



TEKAPO STORAGE Vs LONG RUN AVERAGE (GWh)



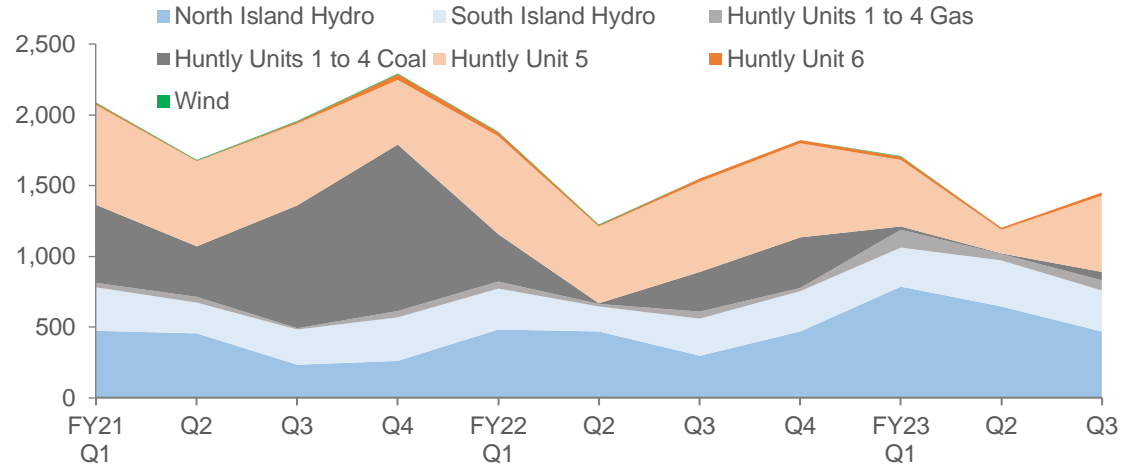
TONGARIRO GENERATION (GWh/Day)



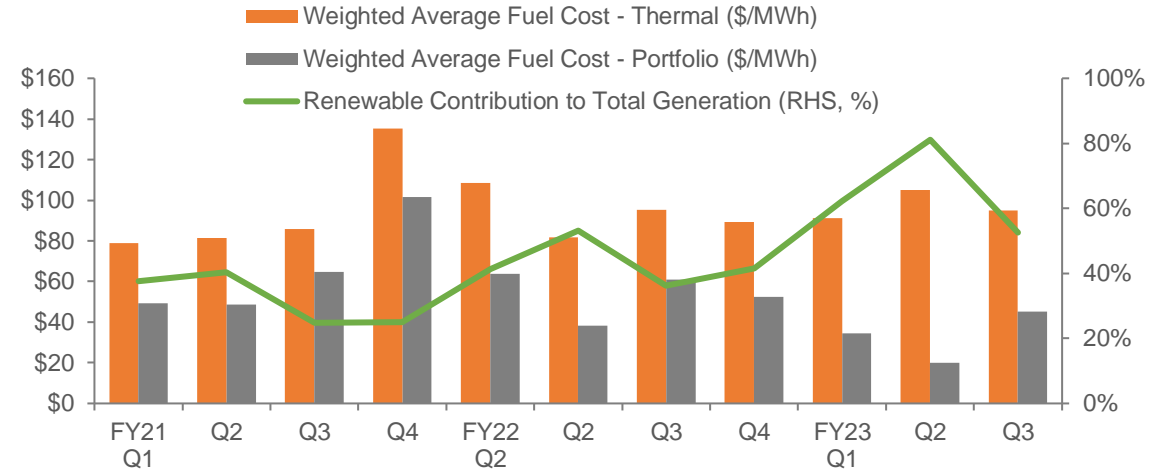


# Appendix: Wholesale Segment

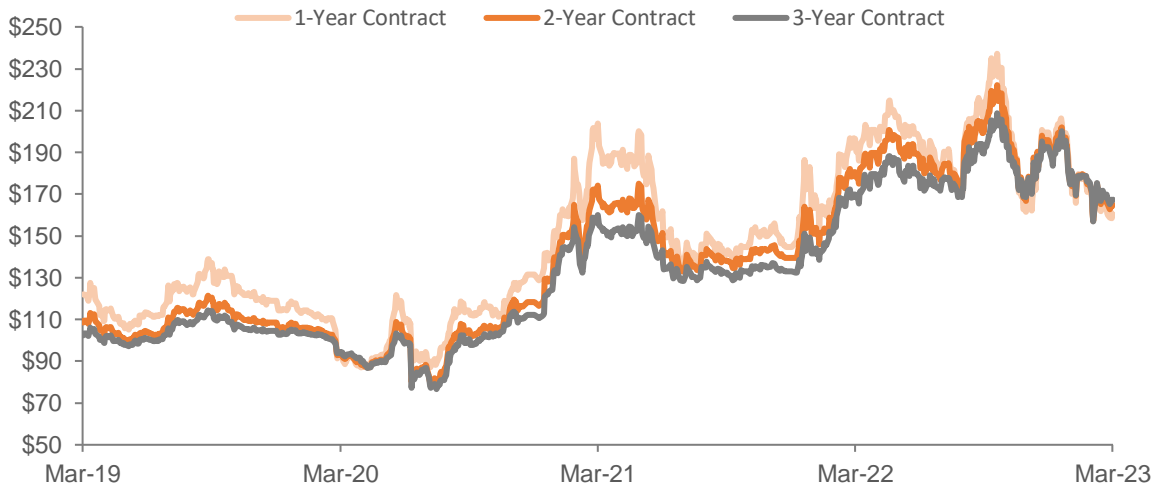
## GENERATION BY POWER STATION (GWh)



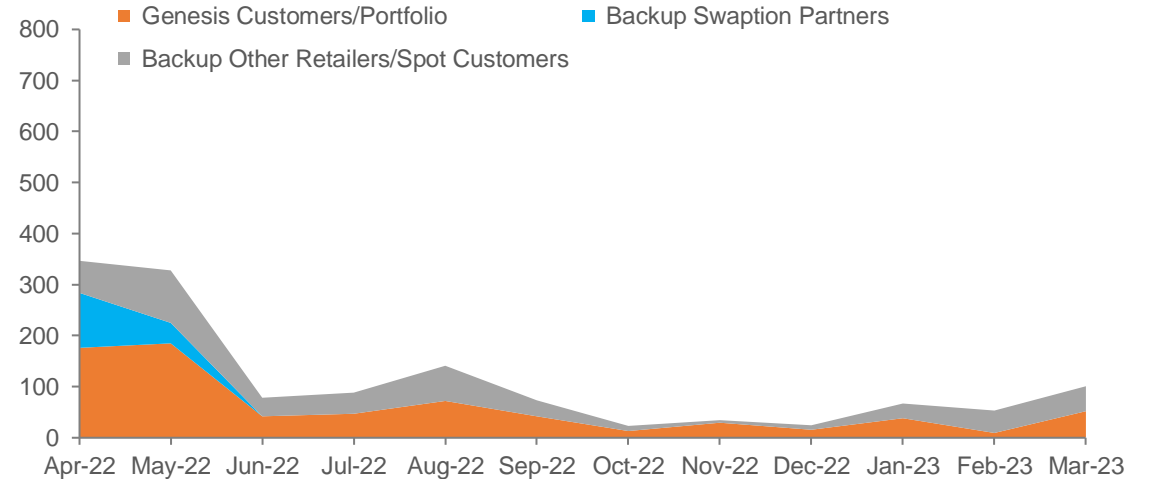
## PORTFOLIO AND THERMAL FUEL COSTS



## ASX FUTURES SPOT PRICING (\$/MWh)

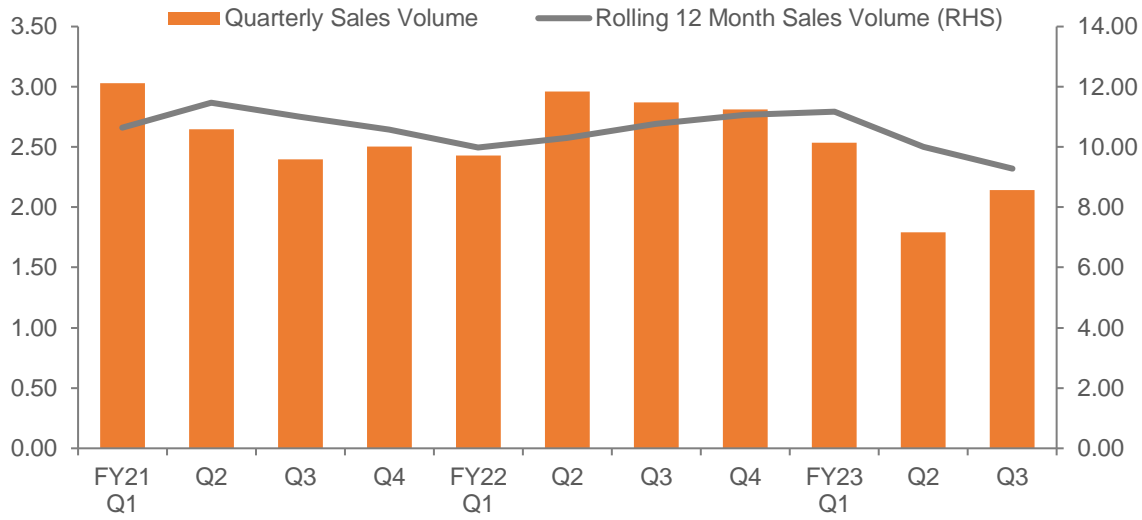


## HUNTLY RANKINE UTILISATION (GWh)

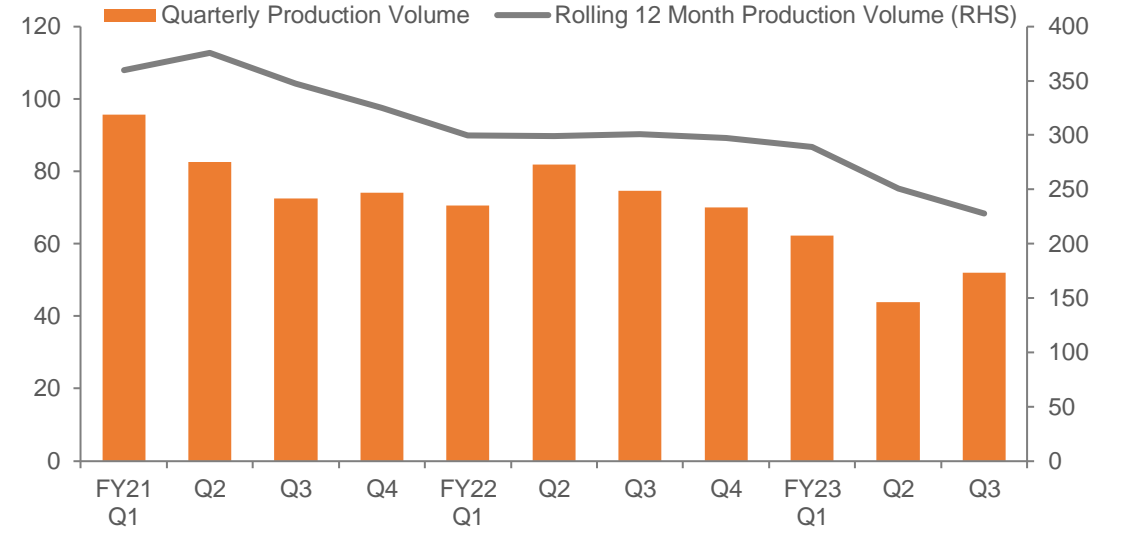


# Appendix: Kupe Segment

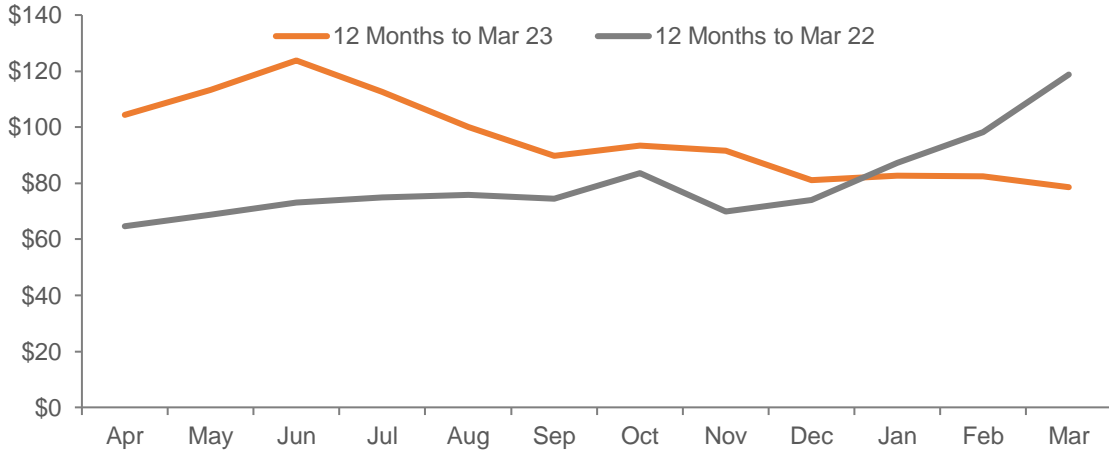
**KUPE GAS SALE VOLUMES (GENESIS SHARE, PJ)**



**KUPE OIL PRODUCTION VOLUMES (GENESIS SHARE, Kbbi)**



**BRENT CRUDE OIL SPOT PRICE (USD/bbl)**



# Glossary – Performance

## Electricity

Retail Sales Residential	Sales of electricity to residential customers
Retail Sales SME	Sales of electricity to small business customers
Retail Sales C&I	Sales of electricity to commercial and industrial customers
Wholesale Sales	Sale of generated electricity onto the spot market, excluding PPA settlements and ancillary revenue
Generation Costs	Direct generation costs, inclusive of fuels and carbon
Retail Purchases	Purchases of electricity on spot market for retail customers
Transmission and Distribution Costs	Total electricity transmission and distribution costs, connection charges, electricity market levies and meter leasing

## Gas

Retail Sales Residential	Sales of gas to residential customers
Retail Sales SME	Sales of gas to small business customers
Retail Sales C&I	Sales of gas to commercial and industrial customers
Wholesale Sales	Sales of gas to wholesale customers
Gas Purchases	Purchase of gas for sale (excludes gas used in electricity generation)
Transmission and Distribution Costs	Total gas transmission and distribution costs, gas levies and meter leasing

## LPG

Bottled LPG Sales	Represents 45kg LPG bottle sales
SME & Other Bulk LPG sales	Represents SME and other bulk and third party distributors
Wholesale LPG Sales	Sales of LPG to wholesale customers
LPG Cost	Purchase of LPG for sale

## Kupe

Oil Sales	Sale of crude oil
Gas Sales	Sale of gas
LPG Sales	Sale of LPG

# Glossary – Operational Metrics

Retail	
Brand Net Promoter Score	Based on survey question “How likely would you be to recommend Genesis/ Frank Energy to your friends or family?”
Interaction Net Promoter Score	Based on survey question “Based on your recent interaction with Genesis/Frank, how likely would you be to recommend Genesis/Frank to your family/friends?”
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 ICPs
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 residential customers instigating a trader switch or home move
Net Customer Churn	Defined as Gross Customer 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
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)

# Glossary – Operational Metrics

Wholesale	
Electricity Financial Contract Purchases – Wholesale (GWh)	Settlement volumes of generation hedge purchases, including exchange traded and OTC contracts. Excludes PPAs, active trading, Financial Transmissions Rights (FTRs) and Cap/Collar/Floor contracts
Electricity Financial Contract Purchases – Wholesale Price (\$/MWh)	Average price paid for Electricity Financial Contract Purchases – Wholesale
Electricity Financial Contract Sales – Wholesale (GWh)	Settlement volumes of generation hedge sales, including exchange traded, OTC contracts and Swaptions. Excludes PPAs, active trading, Financial Transmissions Rights (FTRs) and Cap/Collar/Floor contracts
Electricity Financial Contract Sales – Wholesale Price (\$/MWh)	Average price paid for Electricity Financial Contract Sales – Wholesale
Generation Emissions	Carbon emissions due to electricity generation
Rankine Output	Electricity generated at the Huntly Rankine unit
Rankine's Fuelled by Coal (%)	The proportion of coal used in the Rankine units
Weighted Average Gas Burn Cost (\$/GJ)	Total cost of gas burnt divided by generation from gas fired generation, excluding emissions
Coal Used In Internal Generation (PJ)	Results have been revised to reflect changes in coal kilo tonnes to PJ conversion rate and volume methodology
Weighted Average Coal Burn Cost (\$/GJ)	Total cost of coal burnt divided by generation from coal fired generation, excluding emissions
Coal Stockpile – closing balance (Kt)	The coal stockpile closing balance in tonnes at Huntly Power Station
Power purchase agreements	
Wind (GWh)	Energy purchased through long term agreements with generator
Average Price Received for Generation - GWAP (\$/MWh)	Price received at production node. (E.g. Waipipi at WVY1101 node)
Corporate	
Total Recordable Injuries	12-month rolling Total Recordable Injuries including Lost Time Injuries, Restrictive Work Injuries and Medical Treatment Injuries
Headcount (FTE)	Based on full time equivalent employees
Kupe	
Oil Production	Production of crude oil
Oil Price realised (USD/bbl.)	The underlying benchmark crude oil price that is used to set the price for crude oil sales
LPG Production	Production of LPG



**Investor relations enquiries**

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