

Aligning drivers to opportunities



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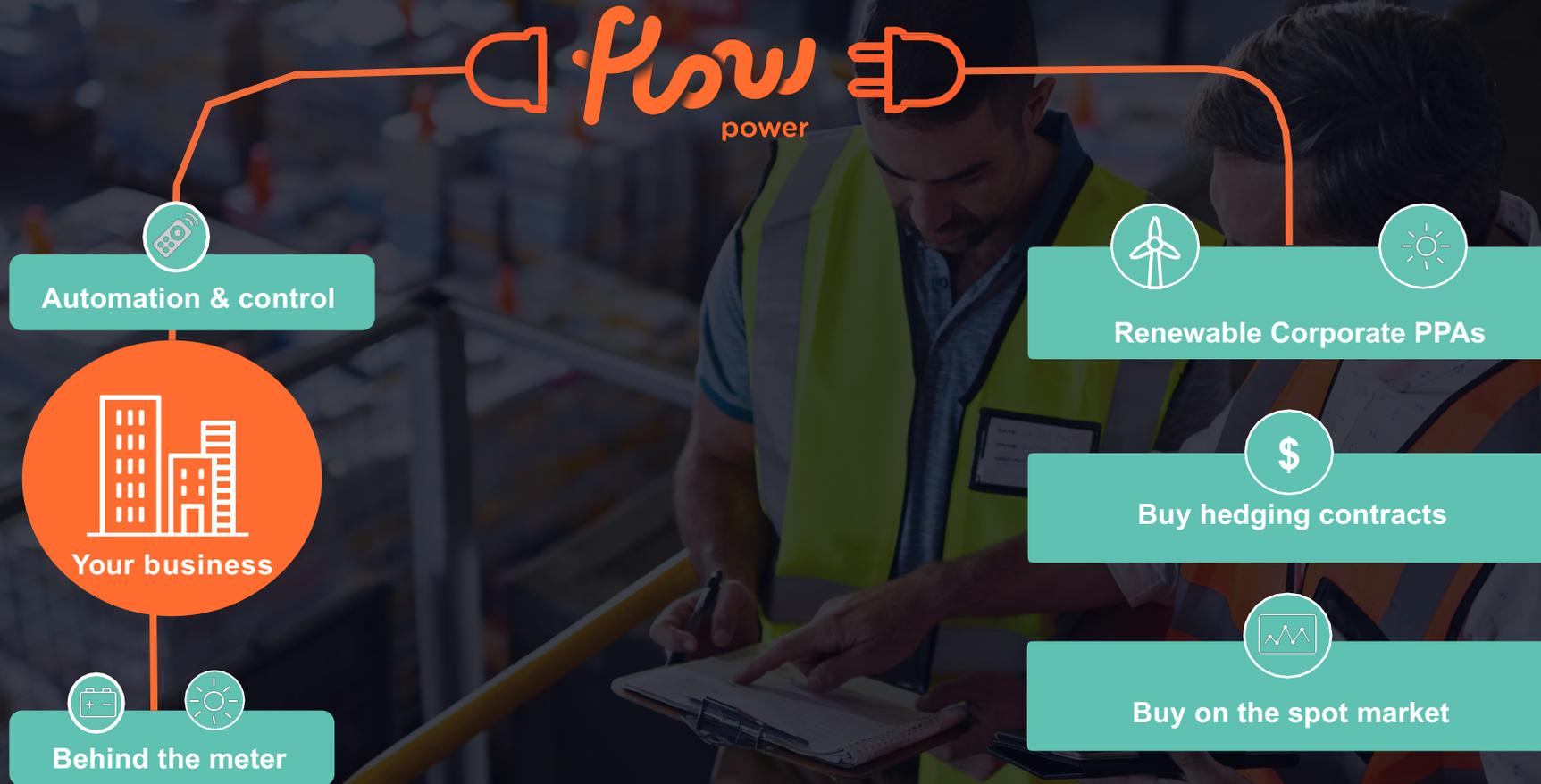
flow
power

Making sure businesses always have innovative ways to access fair rates and find efficiency savings fuels us.

Flow Power is a licensed wholesale electricity retailer. We're reshaping how Australian businesses buy electricity, so they can have real power when it comes to their energy.



Putting the puzzle together



Traditional customer energy cycle

Looking to improve productivity



Looking for the best rate



Understanding all the drivers



+ Customers

“I need the best price”

“How do I know the return on investment”



+ Retailer



+ Financiers

“I need the best price”

“How do I know the return on investment”



Working together to drive investment in renewables

If businesses and retailers got behind Corporate Renewable PPA, this could:

- + Allow more businesses to reach sustainability targets
- + Drive investment to Australia's pipeline of renewable projects...
- + In fact, it would take just 670 medium and large businesses signing onto PPA to drive investment in 1,845 MW of renewables



Evolution of offtake and the changing retail market

Onsite PPA

- + Enables investment in BTM infrastructure
- + Easily accessible and integrated into retail agreement
- + Many varieties
- + Can be streamlined

Offsite PPA

- + Direct agreement with a renewable generation plant
- + Commonplace for retailers
- + Requires additional retail contract to cover metered electricity supply
- + Typically drawn-out and intensive contracting process: 123 pages
- + Requires financial and legal stakeholder engagement

Virtual Generation Agreement

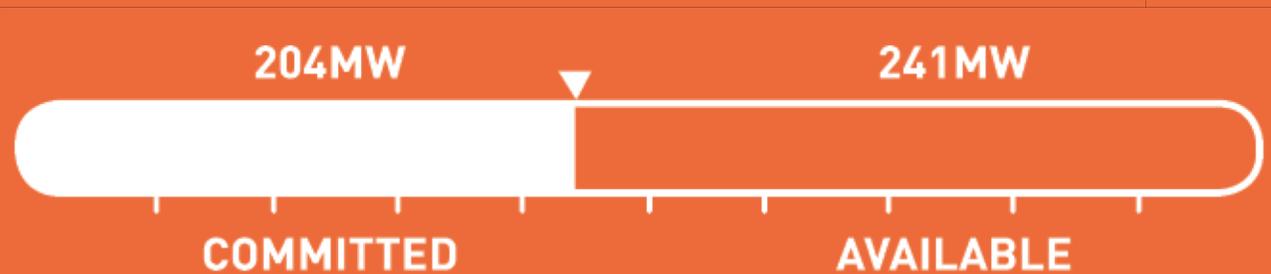
- + Agreements with multiple generators in multiple regions
- + Choice of 'black-and-green' blend
- + Terms as short as five years
- + Simple contracting process: 14 pages

The renewable opportunity

In 2017, Flow Power launched its Corporate Renewable PPA offering for business to buy power from large scale wind and solar farms.

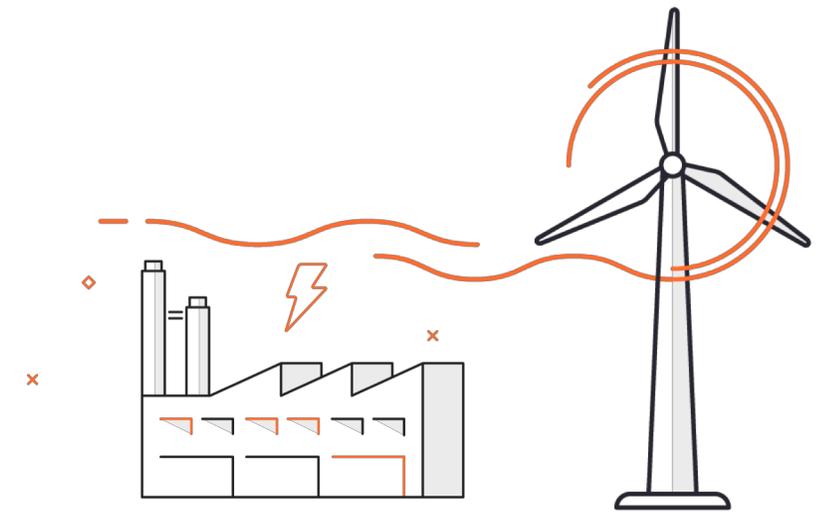
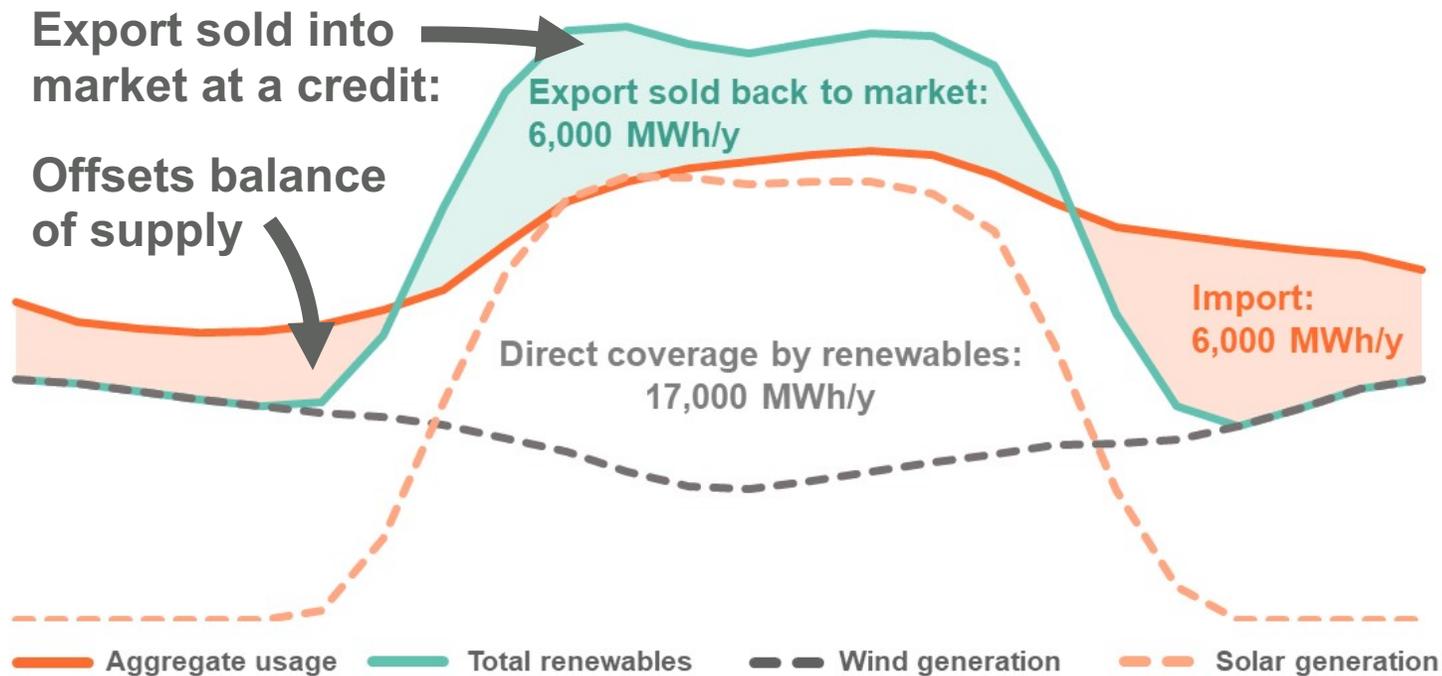
We now have **10 wind and solar** offtake agreements across all of the mainland NEM states, totalling:

445 MW



Aligning drivers delivers more

Customer example: 23 GWh/y food processor

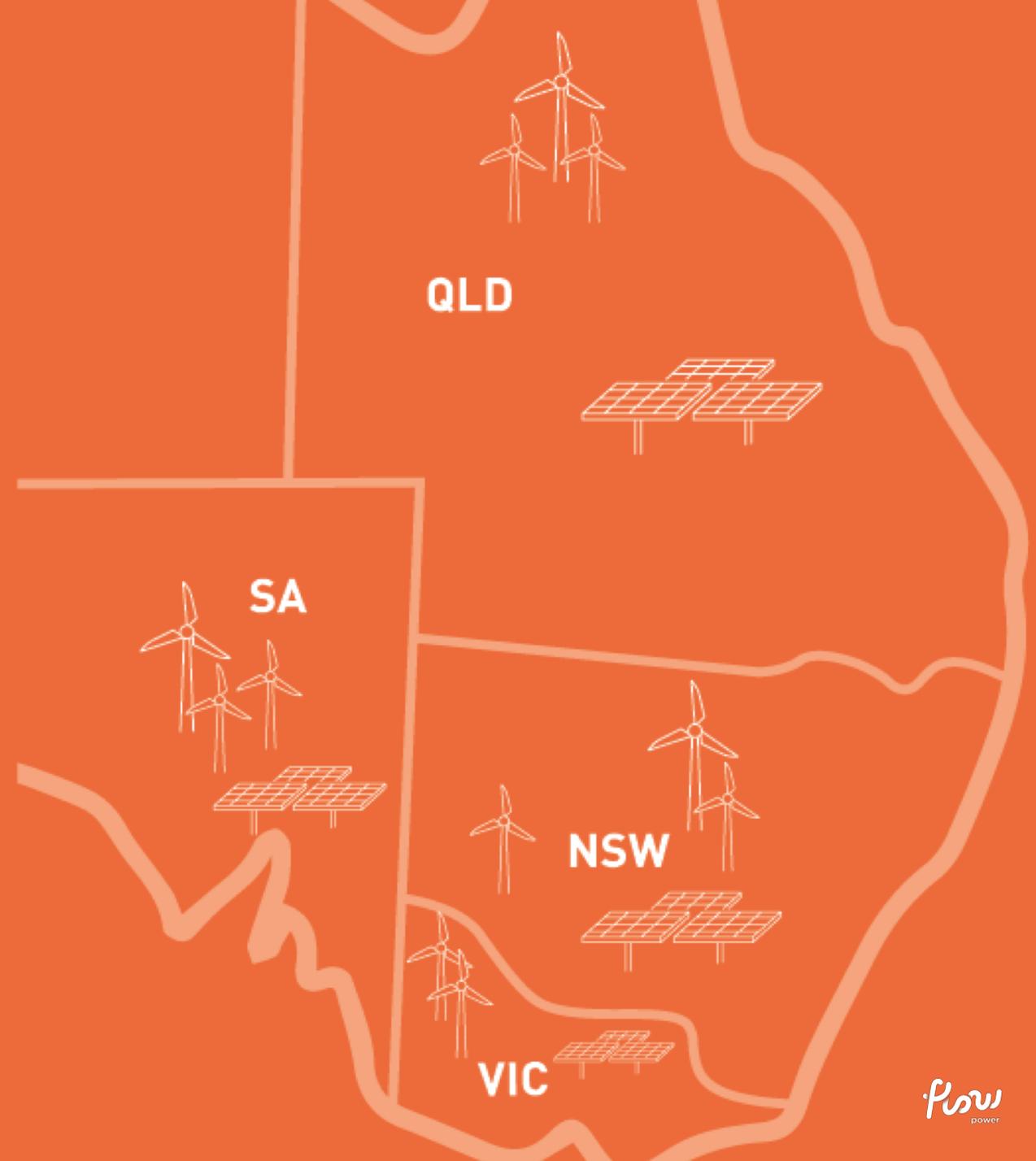


The best of both worlds

- + Manages market exposure: $\pm 3\%$ unit cost variance in P50 conditions
- + Returns optimised through demand response, load shifting, and energy efficiency
- + Fully compatible with behind-the-meter renewables strategy

\$14 M

Saved by business' through Flow Power's renewable offer since the start of 2018



Customer case study

Who:

Agriculture customers in Victoria

Why:

To meet its sustainability commitments and secure long-term visibility over power prices

When:

Start date January 2018 (10-year agreement)

How:

Flow Power offsite and onsite renewables

Demand response: market, network, and RERT

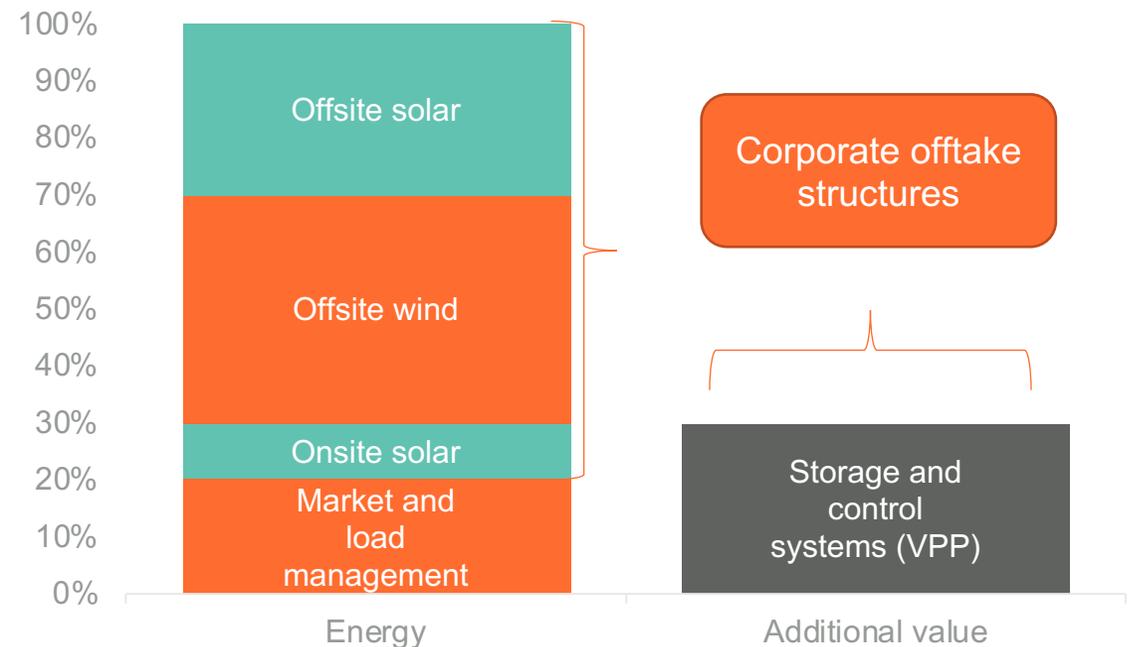
The results:

2018 electricity cost average **less than 4 c/kWh** (CY18 market average 10 c/kWh)

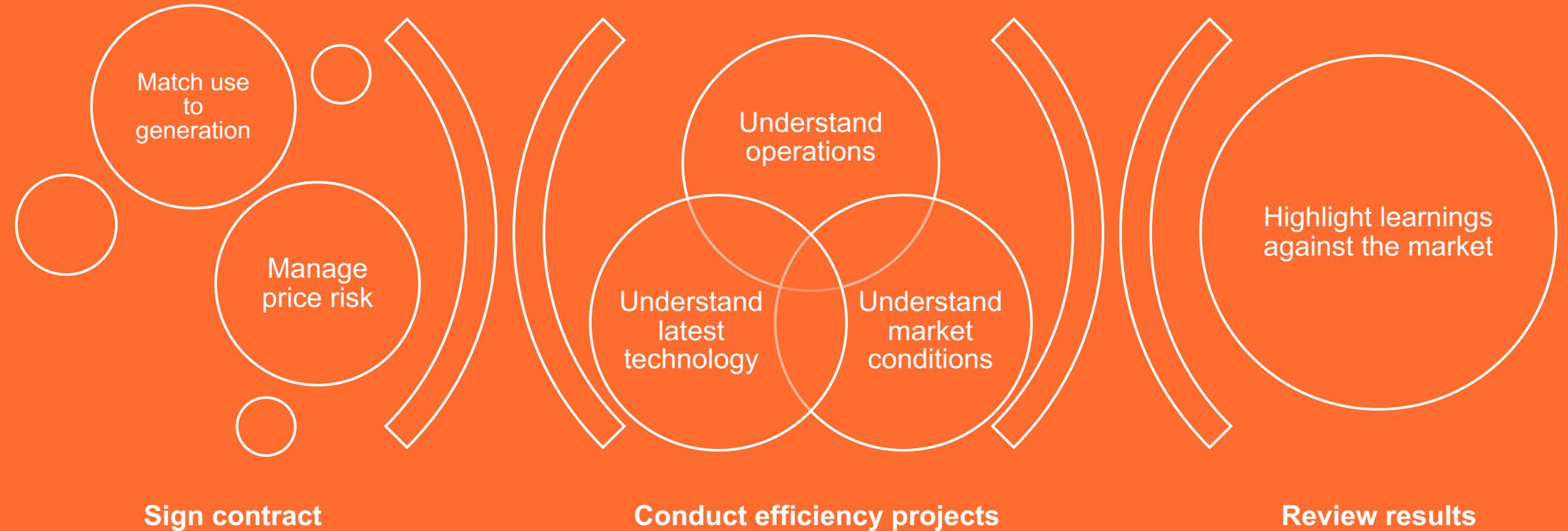
+ 10-year power purchase agreement

3.9 c/kWh for 2018

+ Beats wholesale market by 60%



New customer energy cycle



What's next

- + Peer to peer trading
- + Batteries and VPP
- + Growth
 - + Seriously, we are looking for more people.