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## ASX & Media Release

### AGL Torrens investor site tour

30 March 2017

AGL Energy Limited (AGL) will today host a site tour for institutional investors and analysts at the AGL Torrens power station in South Australia, followed by a presentation and discussion session with AGL senior management at approximately 1430, Adelaide time.

A copy of the discussion materials to be used at this event are attached to this release. In addition, the management presentation and discussion session will be accessible live via audio webcast on AGL's website or here: <http://www.webcasts.com.au/AGL300317/>.

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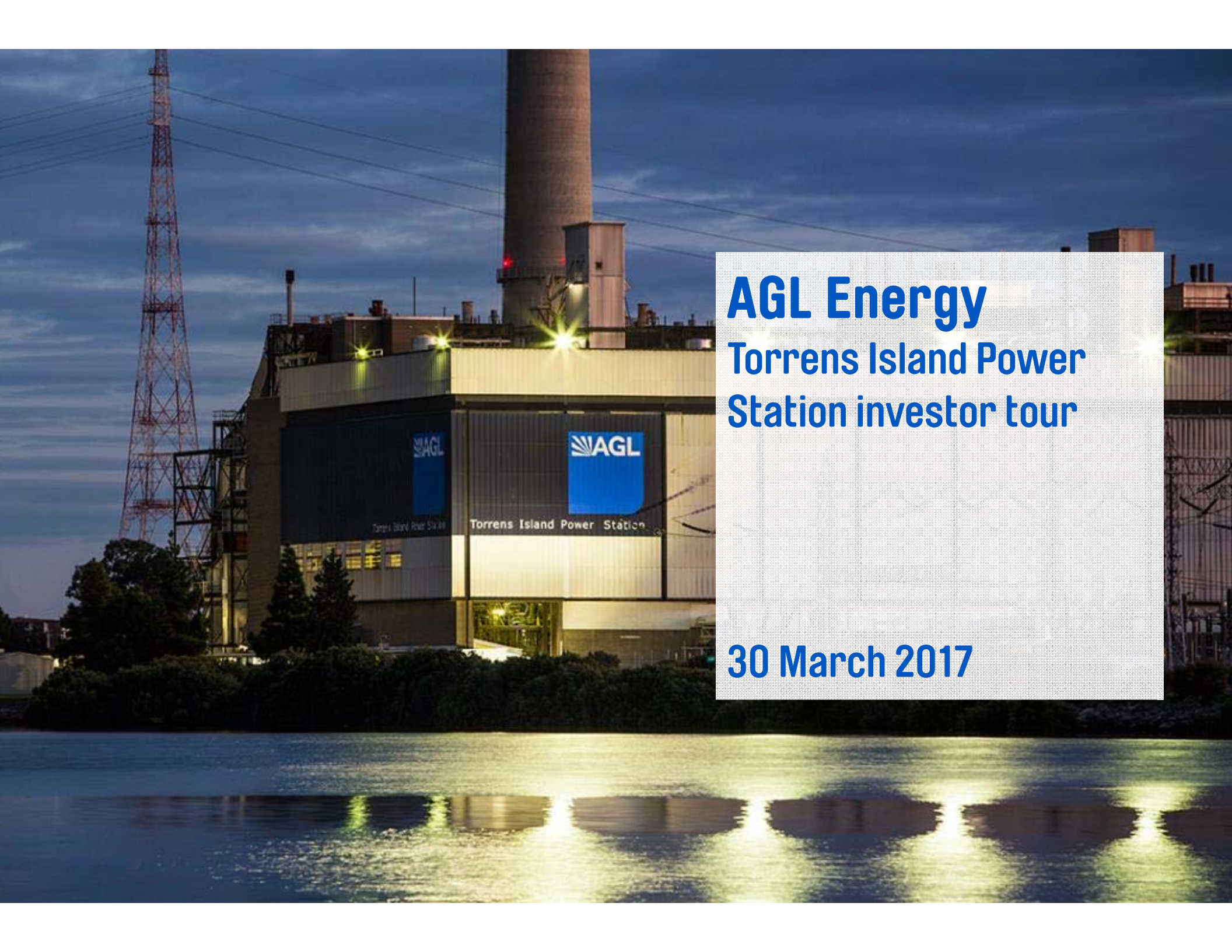
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#### About AGL

AGL is one of Australia's leading integrated energy companies. It is taking action to responsibly reduce its greenhouse gas emissions while providing secure and affordable energy to its customers. Drawing on over 175 years of experience, AGL serves its customers throughout eastern Australia with meeting their energy requirements, including gas, electricity, solar PV and related products and services. AGL has a diverse power generation portfolio including base, peaking and intermediate generation plants, spread across traditional thermal generation as well as renewable sources including hydro, wind, solar, landfill gas and biomass.



# **AGL Energy**

## **Torrens Island Power Station investor tour**

**30 March 2017**

# Agenda

**1200 – 1300** **Welcome, induction and introduction**

**Andy Vesey**, Managing Director & CEO

**Colin Mills**, General Manager, Gas & Renewables

1300 – 1430 Site Tour

**1430 – 1600** **Management Presentation and Q&A session**

**Andy Vesey**, Managing Director & CEO

**Elisabeth Brinton**, Executive General Manager, New Energy

**John Fitzgerald**, General Counsel & Company Secretary

**Lisa Harrington**, Executive General Manager, Stakeholder Relations

**Doug Jackson**, Executive General Manager, Group Operations

**Stephen Mikkelsen**, Executive General Manager, Energy Markets

**Tim Nelson**, Chief Economist

**Brett Redman**, CFO

**Richard Wrightson**, General Manager, Wholesale Markets

**1600–1645** **Return transport to Adelaide Airport and CBD**

# **Discussion Materials**

# Potential AGL solutions to SA challenges

## Asset renewal and market design the key to progress in AGL's view

Asset renewal via investment in flexible modern plant

Aero-derivative or fast-start open-cycle gas turbines, grid-scale batteries, grid-scale solar, Virtual Power Plant and LNG import capacity all have a potential role to play

Market design changes

“Firm capacity right” or synthetic financial generator system  
Orderly closure (state or national) of coal-fired power  
Emissions Intensity Scheme to set glide path and signal direction of investment

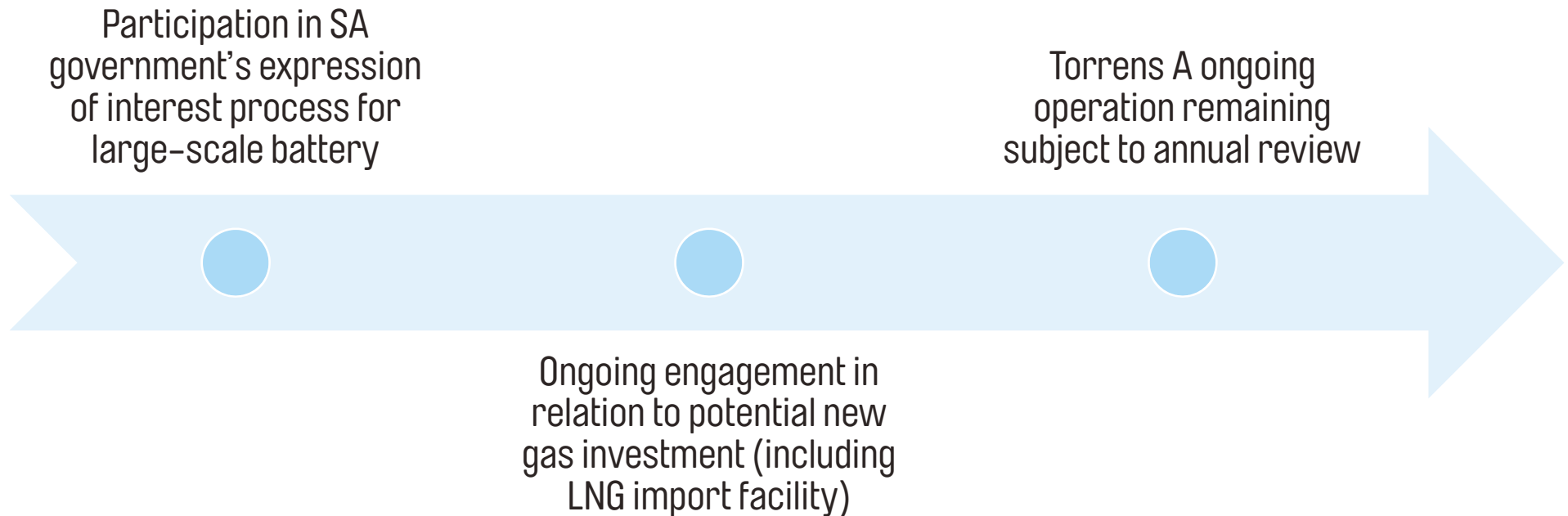
# SA government plans broadly neutral to AGL

## Government focus is on system security; some investment opportunity for AGL

Announced initiative	Potential AGL Impact
Government to build and own new 250MW emergency open-cycle gas turbine	No commercial impact on existing assets if only run amid high blackout risk
Energy Security Scheme	Supports ongoing higher generation at AGL Torrens Potential further inertia services opportunity
Grid-scale battery project	May dampen price spikes AGL participating in tender process
Improve gas supply in SA	May improve economics of new gas-fired generation in long term
Contract for 75% of government load	May assist economics of new generation development
Requirements on new renewable generation projects	To support stability and effectiveness of renewables

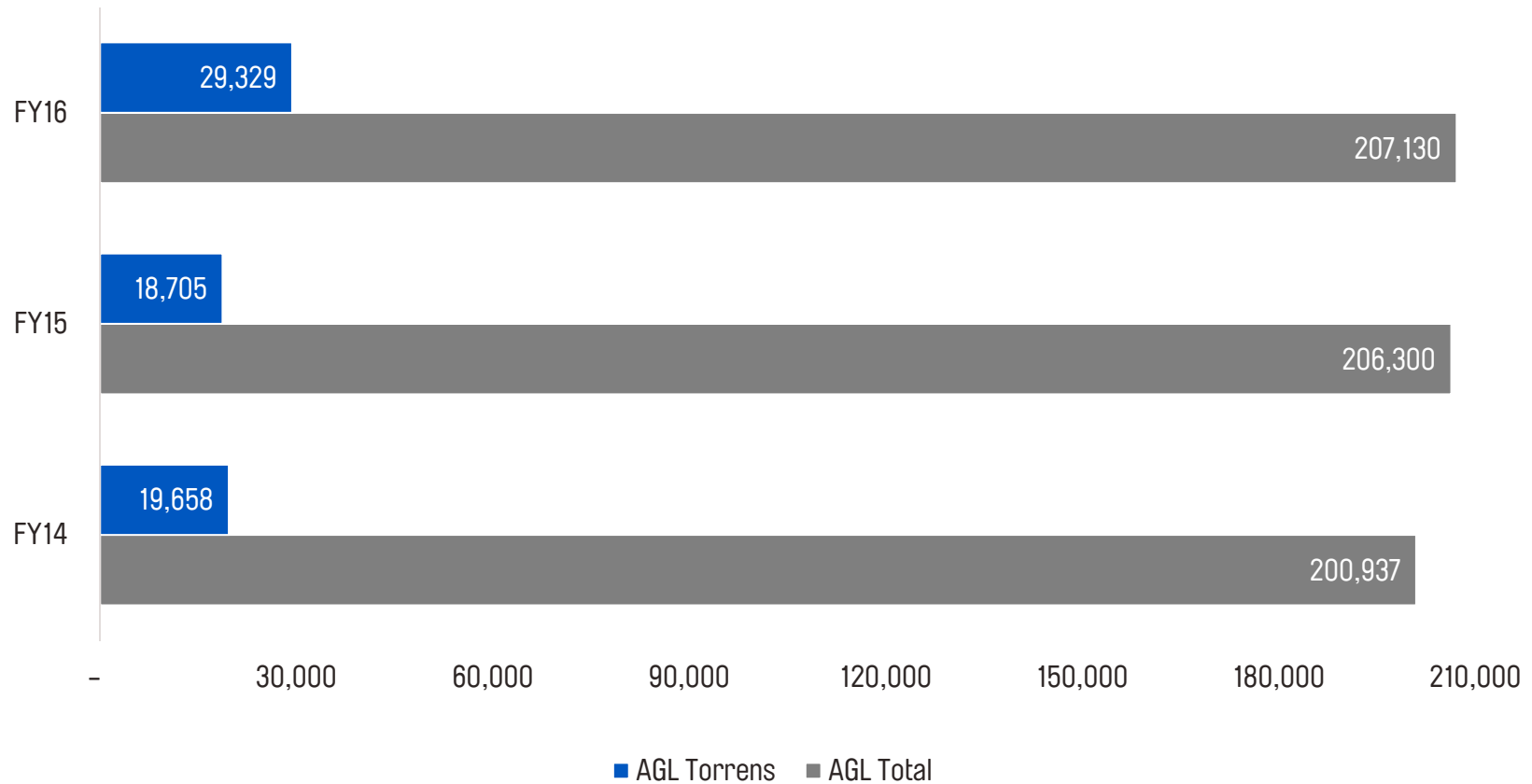
# Next steps for AGL in South Australia

**There remains potential for further investment**



# Torrens comprises a growing share of AGL gas

AGL Torrens gas consumption vs AGL total gas sales (TJ)

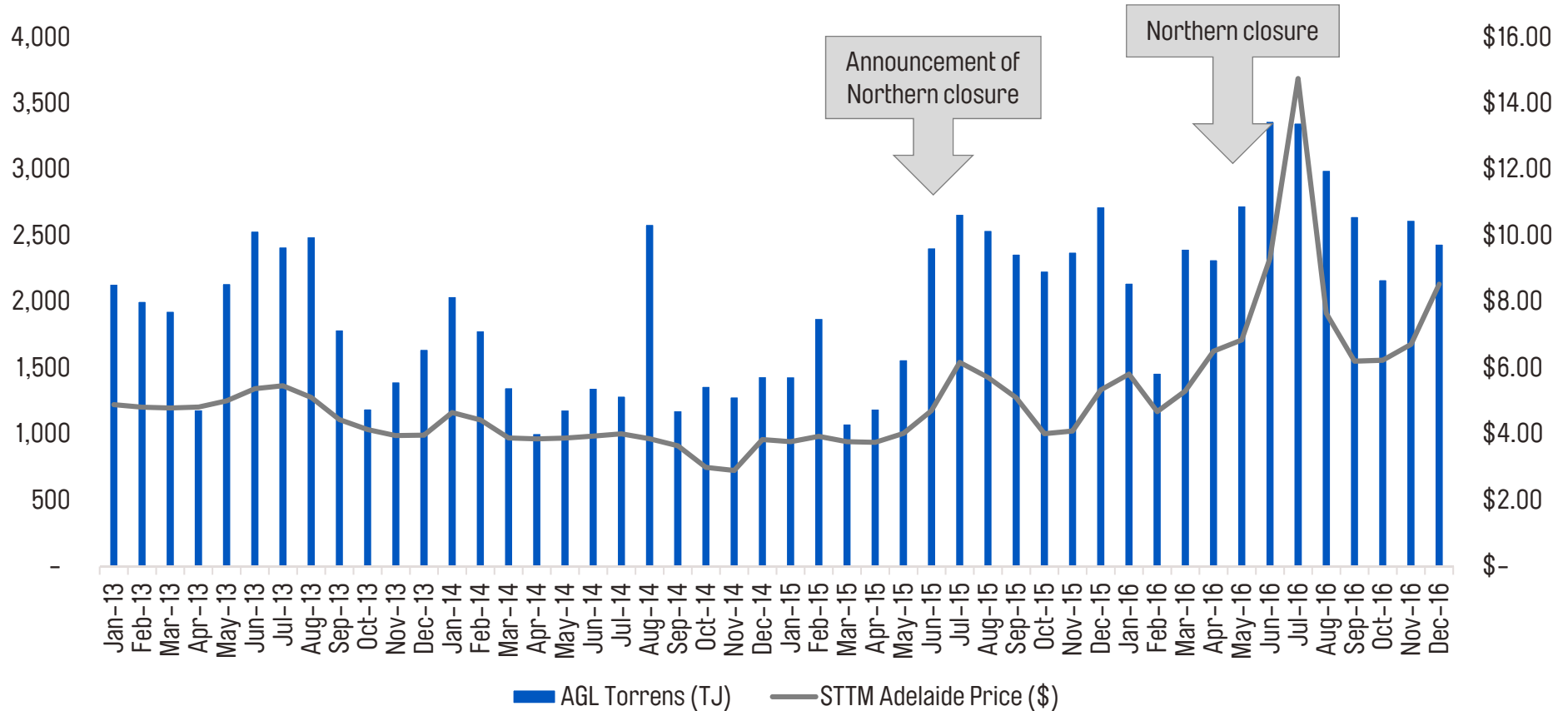


Source: AGL



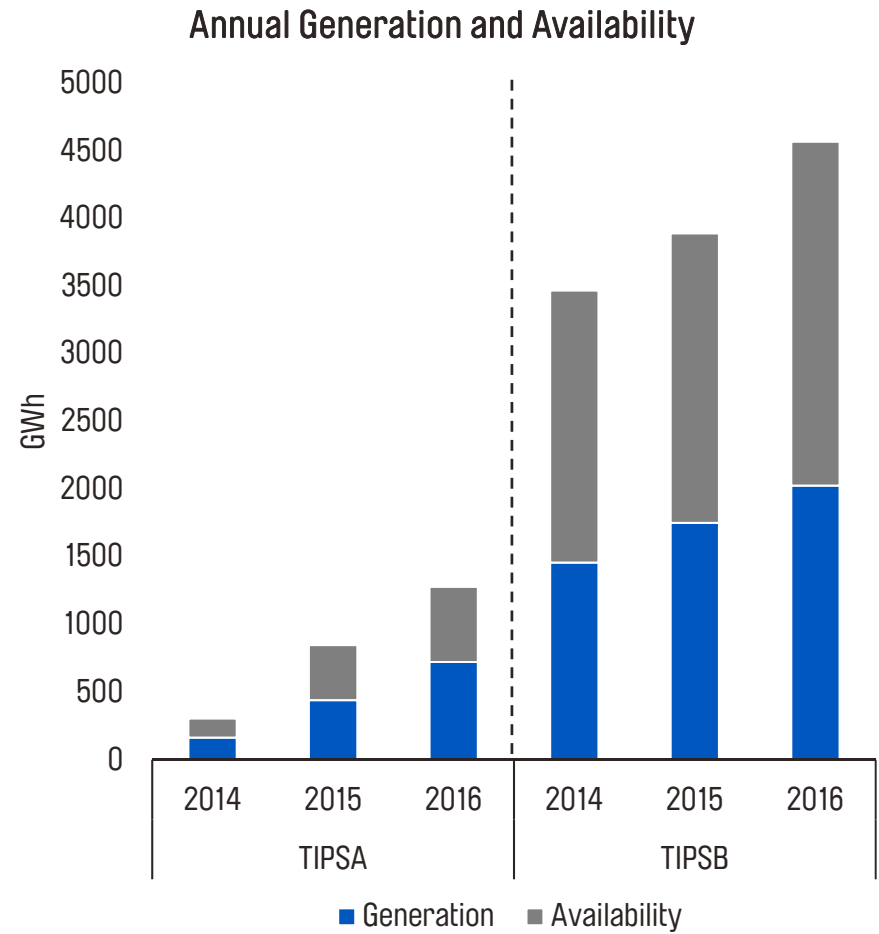
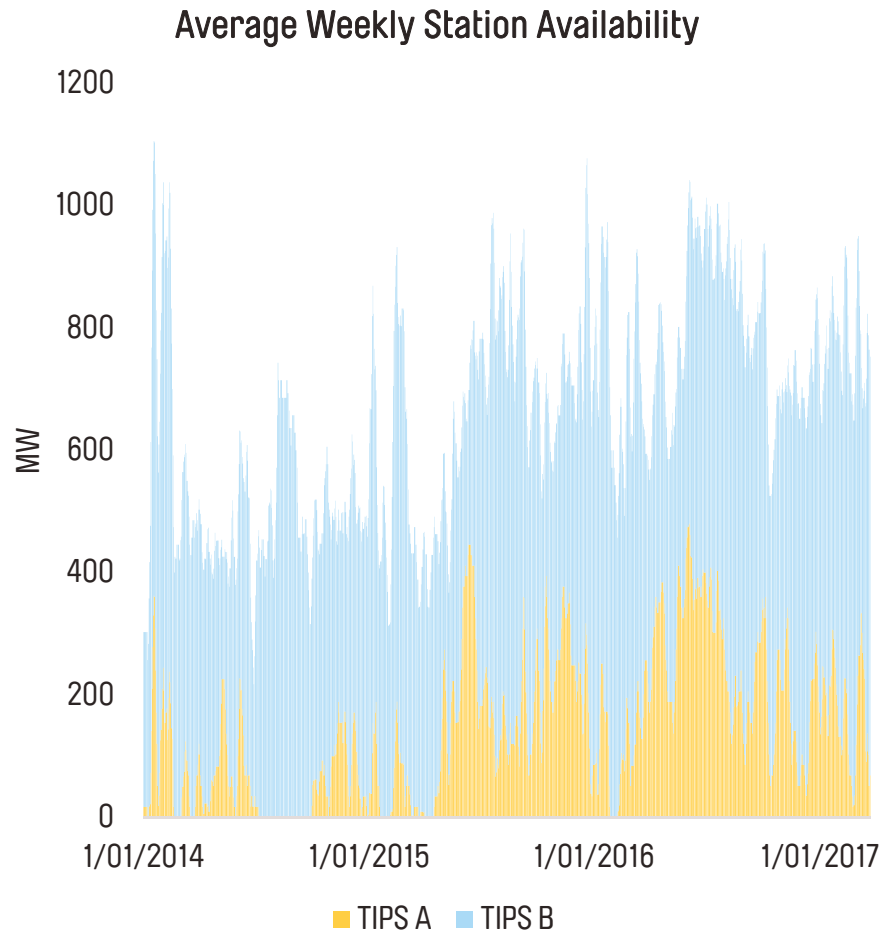
# Disorderly closure affecting the market

Monthly AGL Torrens Usage Profile vs. STTM Adelaide Price



Source: AEMO, AGL

# AGL Torrens availability



Source: AEMO

# Wholesale: integration of climate and energy policy

## Climate policy

- > Emissions Intensity Scheme (EIS) or similar required to give effect to 26–28% emissions reduction target
- > Given gas supply issues, increased renewable investment will be forthcoming

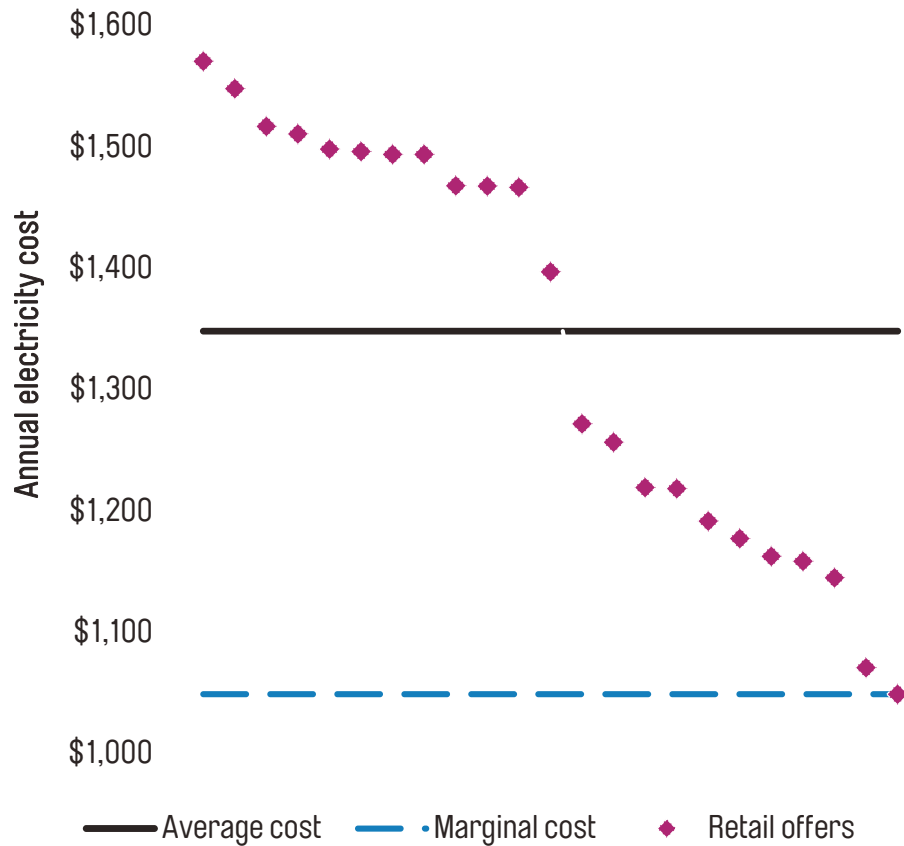
## NEM design

- > Important to assess the market against government policy objectives
- > Significant change can be avoided with a number of relatively minor amendments

Policy objective	Achieved today?	Policy recommendation
Efficient dispatch	Yes	None
New investment	No	Ensure climate policy incentivises complementary 'firm' capacity
Security and reliability	No	Establish supplementary markets (e.g. inertia, reserve generator)
Real political economy of pricing	No	Rule-based mechanism for ensuring advanced warning of impending generator closure

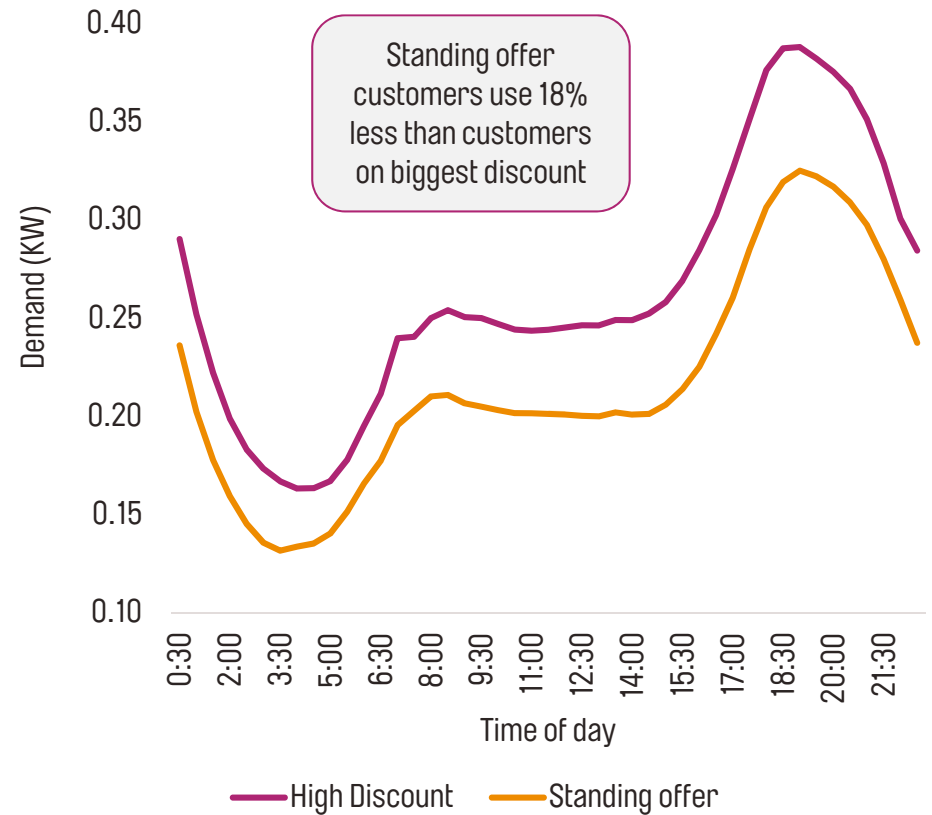
# Retail: the case for price dispersion and tariff reform

Descending scale of retailer offers



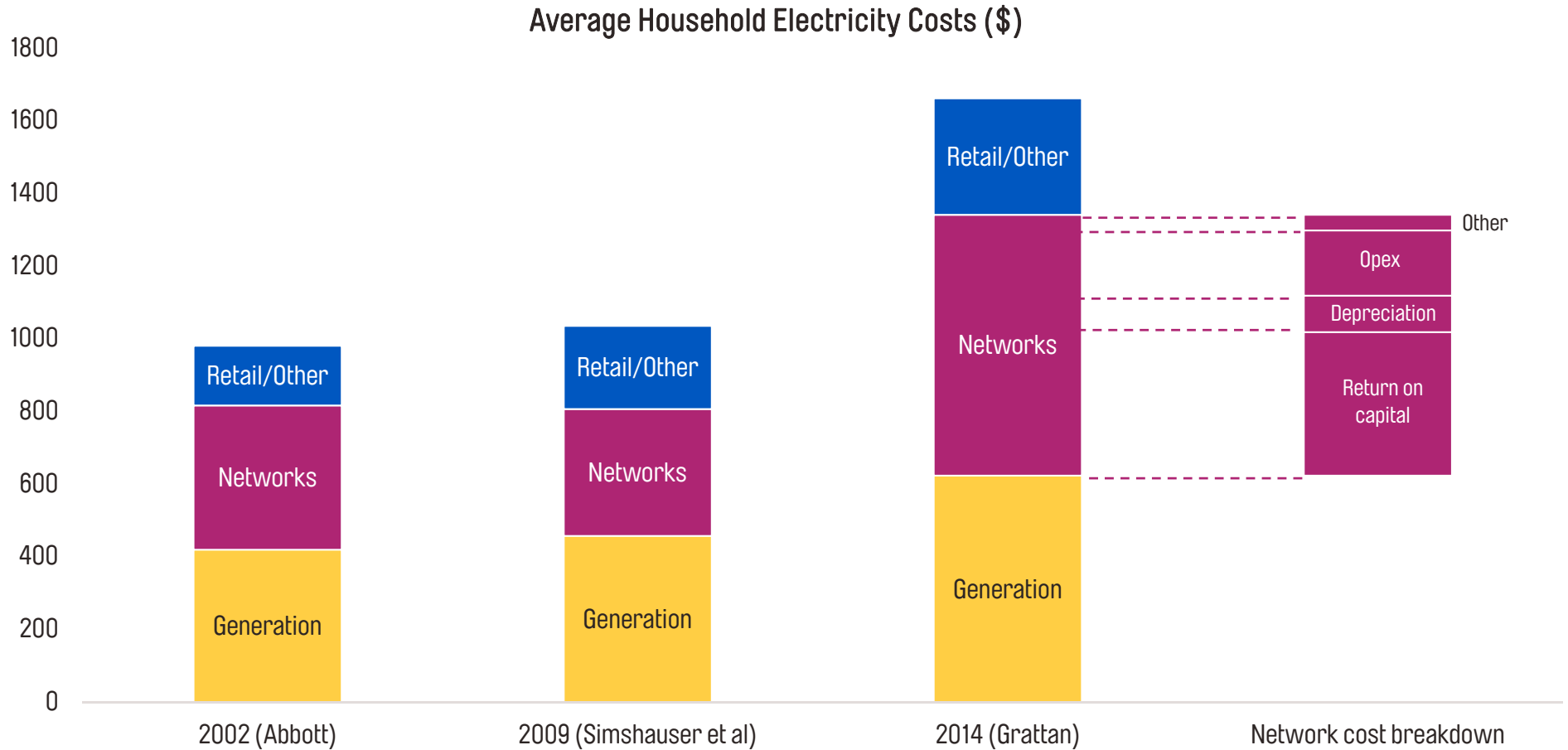
Source: Simshauser and Whish-Wilson (2017)

Comparison of electricity consumption between standing offer and high discount customers



Source: Nelson, Whish-Wilson, McCracken-Hewson and Bashir (forthcoming)

# Networks: discussion about valuation inevitable





## Supporting vulnerable customers

- > \$6.5m Affordability Initiative provides debt relief, financial counsellors, solar for high consumers.
- > Building on this with *AGL's Fairer Way* package:
  - » Concession card and hardship program customers are not charged late fees
  - » Customers participating in AGL's hardship program, Staying Connected – will be offered guaranteed (non-conditional) discounts
  - » We will write to customers with a registered concession card who remain on 'old' standing offers, offering to assess their needs and move them to a better plan
  - » Victorian customers on a Standard Retail Contract who receive a government energy concession will also automatically receive a 15% discount off their electricity usage charges, applying from 5 March 2017
- > Policymakers and regulators need to play their part.
- > Slow tariff reform is stifling innovation.

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