



# INFIGEN'S CUSTOMERS AND MARKETS

## FACT SHEET

***Infigen is a business that delivers a range of energy solutions through a diverse sales strategy to commercial and industrial (C&I) customers (>10,000MWh/year) and large electricity retailers.***

### Markets Infigen operates in

Infigen is a licenced energy retailer in the National Electricity Market (NEM) regions of Queensland, New South Wales, (including the Australian Capital Territory), Victoria and South Australia. The company has wind generation assets in New South Wales, South Australia and Western Australia. Infigen is also developing options for firming in the NEM to support its business strategy.

Each state in the NEM differs in wholesale market liquidity, availability of firming, transmission, and state based emission targets and investment initiatives. While interconnectors enable limited interregional energy transmission, the volatility of regional spot prices and future prices are taken into account when determining options to offer to energy customers.

### A Multi-Channel Route to Market strategy

Infigen's Multi-Channel Route to Market strategy balances price, tenor and risk. Central to the sales strategy is the response to emerging opportunities and new challenges accompanying the evolving energy market.

Channel	Value for Infigen	Value for Customer
Spot market sales (merchant)	<ul style="list-style-type: none"> <li>Market price received for uncontracted production</li> <li>No production risk - no penalties associated with non-production</li> </ul>	
Wholesale	<ul style="list-style-type: none"> <li>Deep and liquid forward derivative market - a number of participants and platforms e.g. ASX futures</li> <li>Not linked to production</li> <li>Contract tenor 3 to 36 months forward sales</li> </ul>	<ul style="list-style-type: none"> <li>Hedging capability</li> </ul>
C&I contracts	<ul style="list-style-type: none"> <li>Contract tenor 2 to 7 years</li> </ul>	<ul style="list-style-type: none"> <li>Infigen manages price risk</li> <li>Tailored contract to reflect customer requirements</li> </ul>
Run of plant Power Purchase Agreements (PPA)	<ul style="list-style-type: none"> <li>Lowest risk route to market for Infigen:               <ul style="list-style-type: none"> <li>Limited production risk</li> <li>Generally no price risk for Infigen</li> </ul> </li> <li>Contract tenor varies from 3 to 20 years (aligned with asset life)</li> </ul>	<ul style="list-style-type: none"> <li>Customers manage individual energy use requirements</li> </ul>

### Infigen's customer proposal

Infigen's retail market approach is one of partnership with C&I customers to help them achieve their energy affordability and sustainability goals. Infigen provides dedicated account management services, taking an active role in delivering these objectives.

Infigen provides its customers price certainty within a volatile energy market. Infigen manages this price risk through a combination of generation from its assets, physical firming contracts and financial contracts. **PTO**



# INFIGEN'S CUSTOMERS AND MARKETS CONT.

## A Multi-Channel Route to Market strategy

As both a generator and retailer of renewable energy and an active energy markets participant, Infigen has a broad suite of products that can be tailored to individual needs and risk appetites.

-  **Standard fixed-price energy contracts**
-  **Power Purchase Agreements**
-  **Retail + PPA**  
PPA firming to ensure no market exposure when generation is low
-  **Financial Instruments**  
hedges, caps, swaps
-  **Spot Products**
-  **On-site generation export tariffs (e.g. solar) & battery storage**
-  **Demand Side Management (DSM)**
-  **Environmental requirements (LGCs)**

If your business uses over 10,000 MWh of energy a year and you would like to explore these product options with Infigen, please send your details through to [C&ISales@infigenenergy.com](mailto:C&ISales@infigenenergy.com)

