Q3 QUARTERLY PERFORMANCE

genesis ENERGY

Q3 2014 MARKET AND OPERATIONAL INFORMATION

This disclosure includes market and operational information for Genesis Energy Limited, for the quarter ending 31 March 2014 ("Q3").

↑3%

Q3 Electricity Sales volumes +3% on pcp

↑9%

LWAP ($104.40/MWh) and GWAP ($109.67/MWh) both 9% higher in Q3

70%

Over 70% of Genesis Energy gas customers are also electricity customers

↑21%

Q3 2014 share of Kupe gas sales up 21% on pcp

In a competitive retail energy market, Genesis Energy increased its electricity, natural gas and LPG sales volumes in Q3 2014 versus Q3 2013.

Q3 2014 was marked by increases in retail sales volumes versus Q3 2013, and by lower electricity customers, and year on year increases in gas-fuelled generation and Kupe production volumes.

Electricity sales volumes were up 3% to 1,163 GWh in Q3, reflecting a 84% increase in Time of Use (TOU) sales more than offsetting a 6% decline in mass market sales volumes versus Q3 2013. Total retail gas sales of 1.2PJ were up 54% in Q3 due to additional new TOU gas customers, plus the increase in mass market gas customers in the last 18 months.

Switching rates in the electricity market in Q3 increased slightly compared to Q2, competition for retail customers remained high and Genesis Energy's total electricity customers declined by 2,485 to 530,718. This represented a 0.7% reduction in the last three months, and was 1.2% lower than Q3 2013. On a rolling 12 month basis Genesis Energy's electricity customer switching rate of 19.7% is 0.4% lower than the wider industry average. Genesis Energy's share of the electricity market stands at 27%.

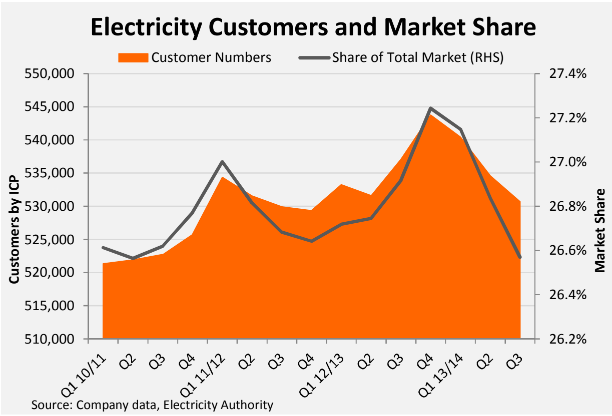
At 31 March 2014 the Company had 113,805 gas customers (43% market share) and 11,057 LPG customers which are up 1% and 24% respectively on Q3 2013. This continues to be driven by the Company's dual fuel offering which has led to 70% of gas customers and 15% of electricity customers taking both gas and electricity supply from Genesis Energy.

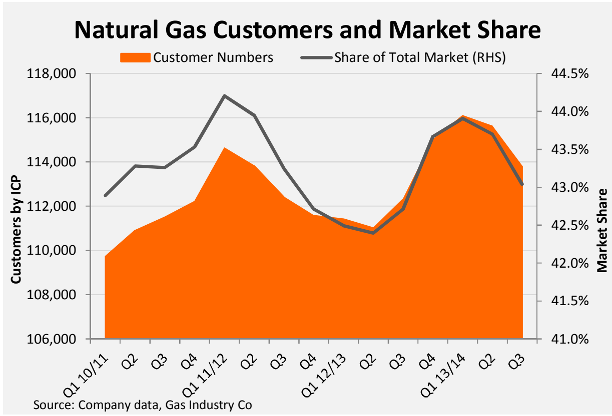
Q3 saw an increase in the average wholesale electricity prices versus the same period last year due to below average hydro storage levels which started the quarter at 120% of average and ended at 75%. Both the Load Weighted Average Price (LWAP: $104.40/MWh) and Generation Weighted Average Price (GWAP: $109.67) were up 9% versus Q3 2013 with the LWAP/GWAP ratio similar at 95%. This does, however, compare favourably to H1 2014 when the LWAP/GWAP ratio was 99%.

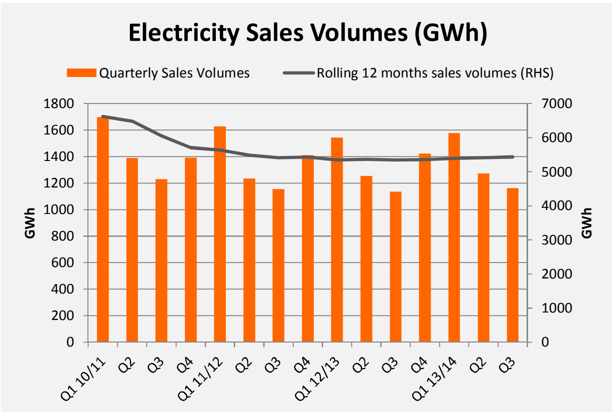
Total generation in Q3 was 1,235 GWh, 7% lower than Q3 2013, mainly due to a reduction in coal fired generation from the Rankine units at Huntly not being fully offset by increased hydro generation due to reduced lake levels. Thermal generation of 908 GWh was down 19% on last year, but gas fired generation was up 1% year on year due to a preference for burning gas over coal and one less Rankine unit being in operation. Hydro generation of 322 GWh was 55% higher, mainly due to Tekapo A and B stations being closed for a shorter period in the quarter for work on the Tekapo Canal compared to last year. Tekapo generation in Q3 was nearly 10 times higher than Q3 2013 while generation from Waikaremoana was up 72%, its higher lake levels utilised over those of the Tongariro Power Scheme.

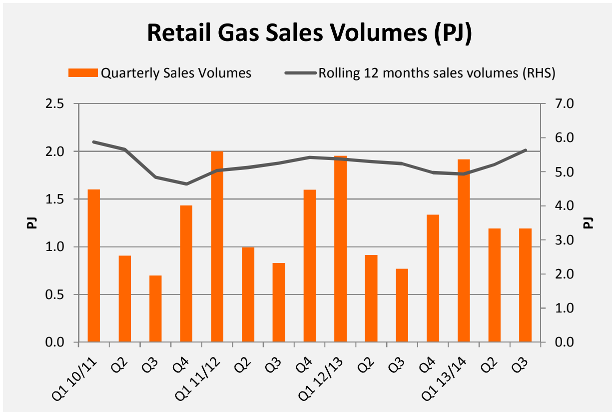
Production from the Kupe oil and gas field was up year on year due to an opportunity to accelerate gas offtake for fuel and gas sales. The Company's share of gas sales of 1.6PJ was up 21%, oil production of 116kbbl was up 2% and LPG sales of 5.4kT were 2% higher than last year.

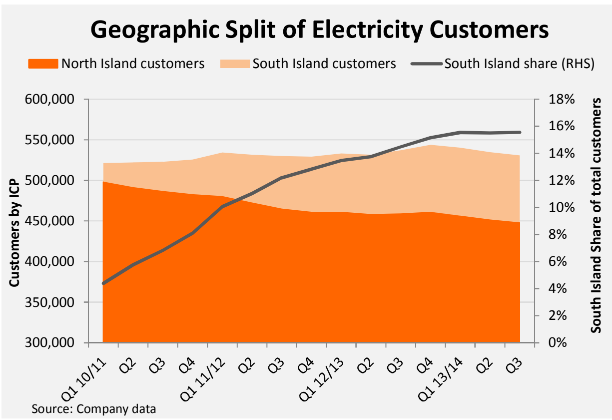
There were no lost time injuries or serious incidents in Q3 so the Total Recordable Injury Frequency Rate (TRIFR) for the quarter was zero (versus 2.41 for Q3 2013 and 2.43 in Q2 2014). There were 935 full time equivalent employees at 31 March 2014 compared to 961 at the same time last year.

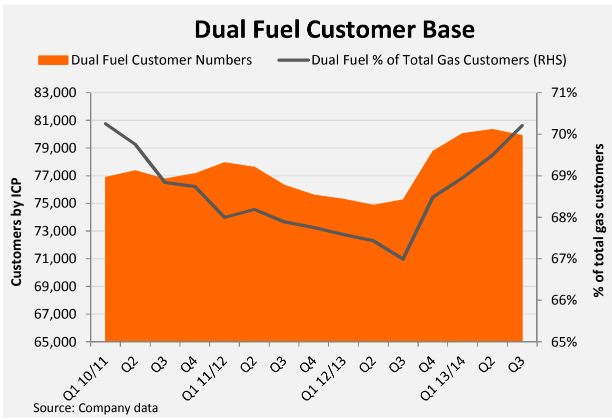

Electricity Customers and Market Share
Customer Numbers
Share of Total Market (RHS)
Customers by ICP
Market Share
Source: Company data, Electricity Authority

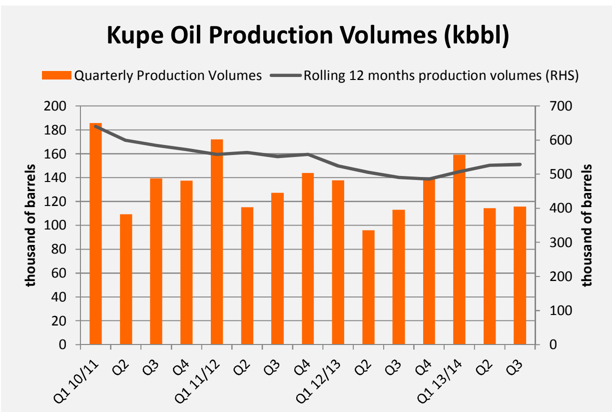

Natural Gas Customers and Market Share
Customer Numbers
Share of Total Market (RHS)
Customers by ICP
Market Share
Source: Company data, Gas Industry Co

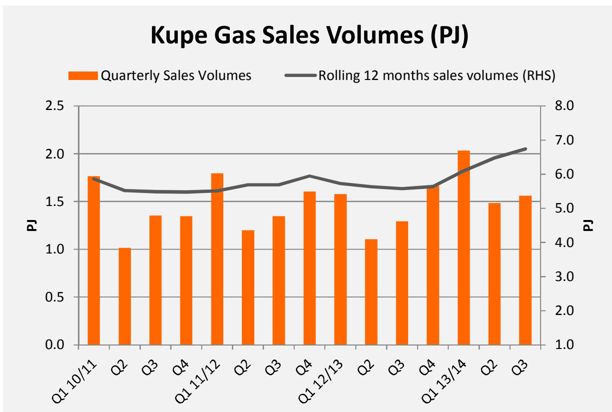

Electricity Sales Volumes (GWh)
Quarterly Sales Volumes
Rolling 12 months sales volumes (RHS)
GWh
GWh

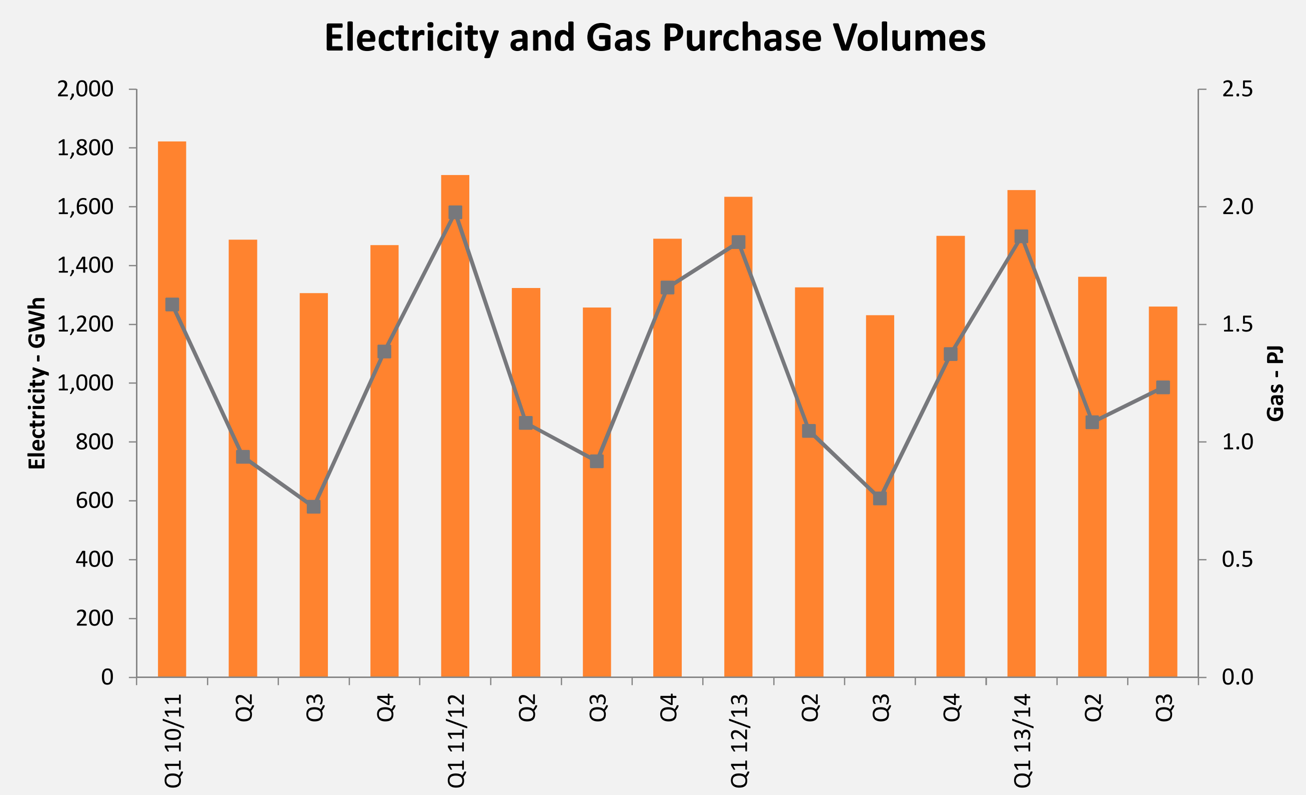

Retail Gas Sales Volumes (PJ)
Quarterly Sales Volumes
Rolling 12 months sales volumes (RHS)
PJ
PJ


Geographic Split of Electricity Customers
North Island customers
South Island customers
South Island share (RHS)
Customers by ICP
South Island Share of total customers
Source: Company data

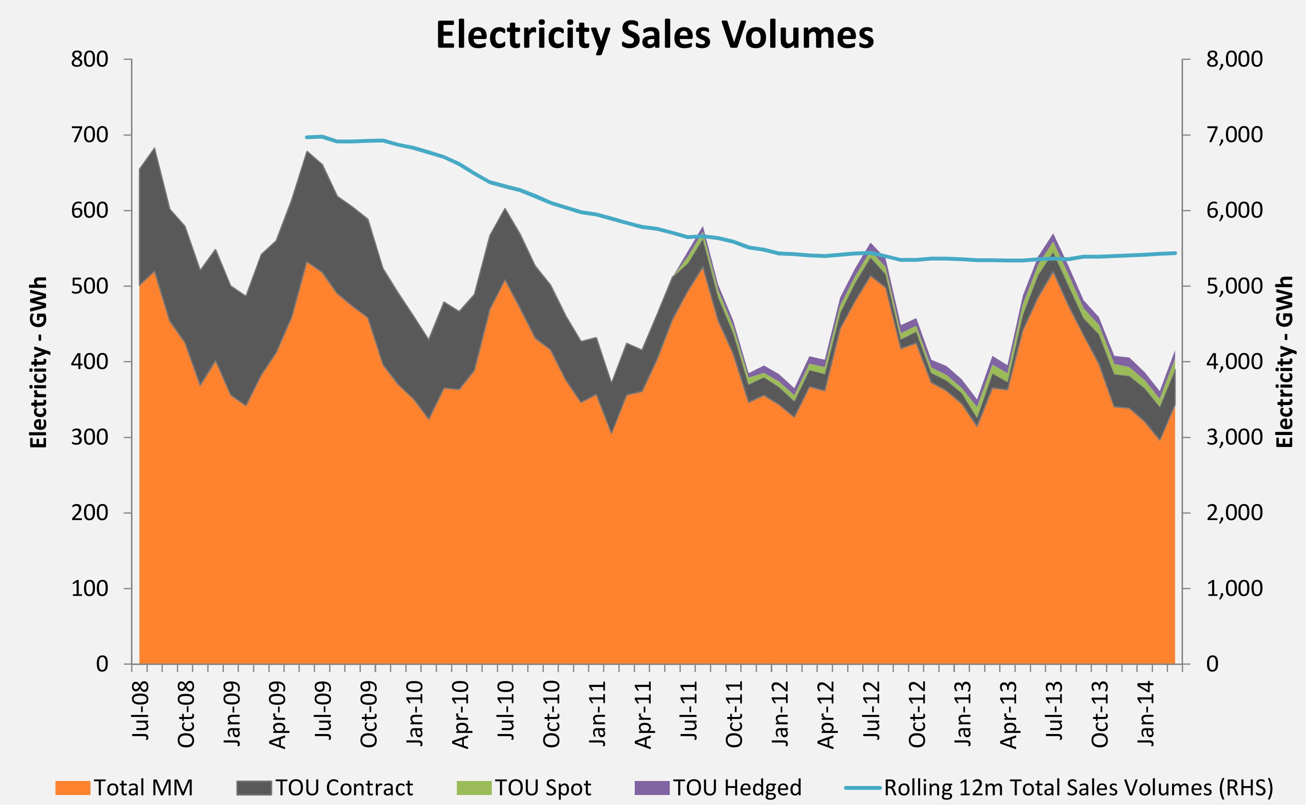

Dual Fuel Customer Base
Dual Fuel Customer Numbers
Dual Fuel % of Total Gas Customers (RHS)
Customers by ICP
% of total gas customers
Source: Company data


Kupe Oil Production Volumes (kbbl)
Quarterly Production Volumes
Rolling 12 months production volumes (RHS)
thousand of barrels
thousand of barrels

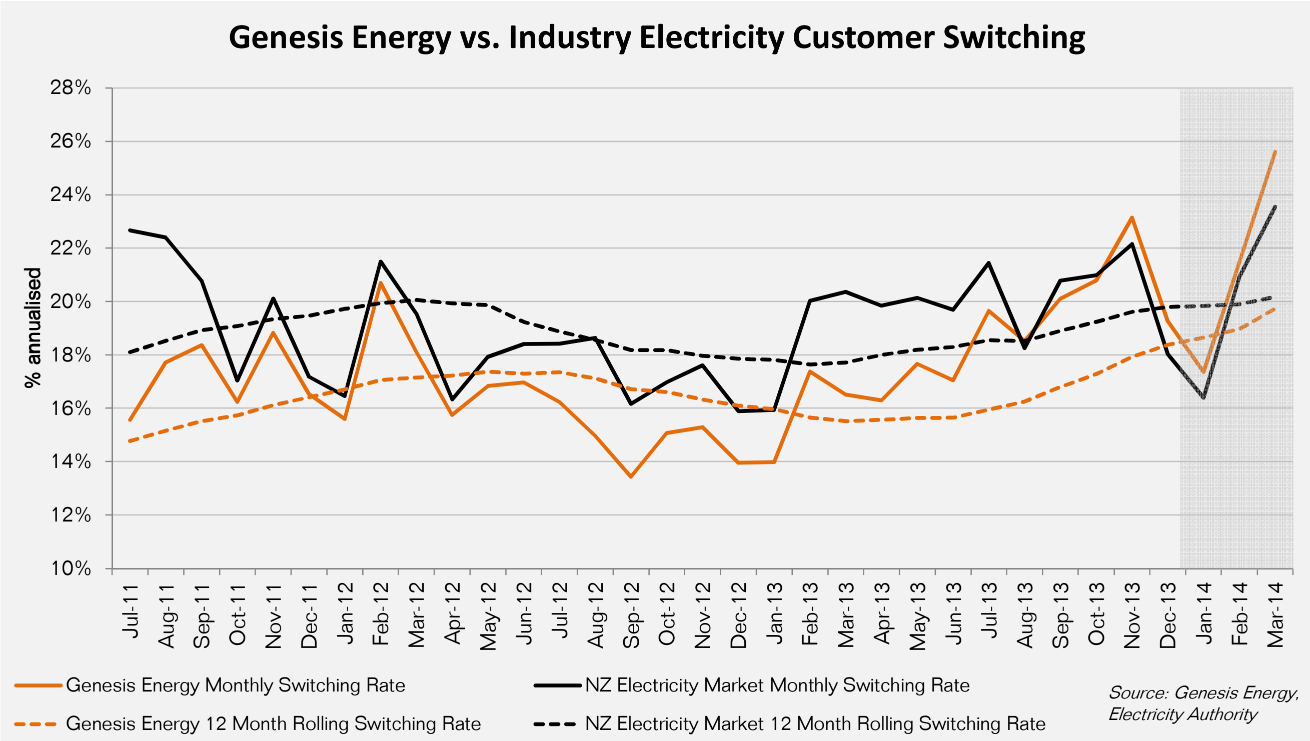

Kupe Gas Sales Volumes (PJ)
Quarterly Sales Volumes
Rolling 12 months sales volumes (RHS)
PJ
PJ

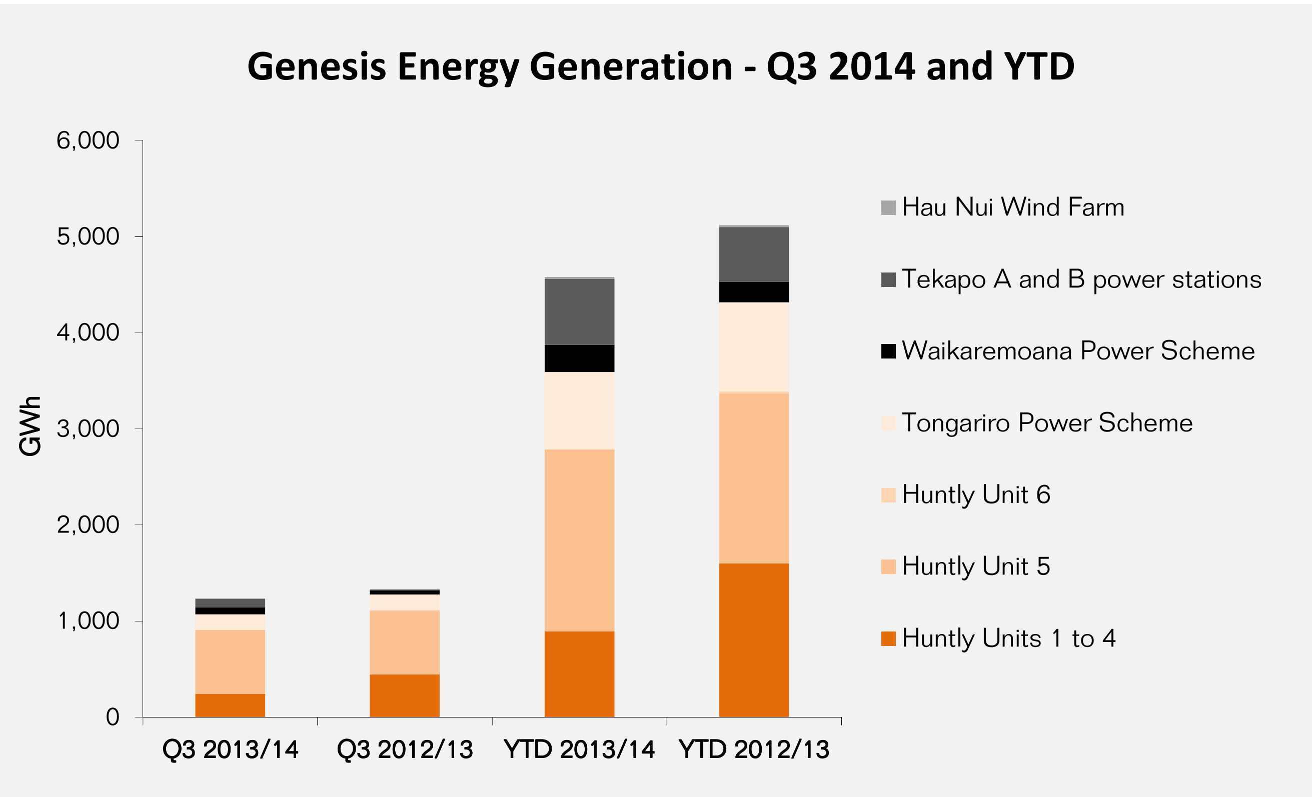


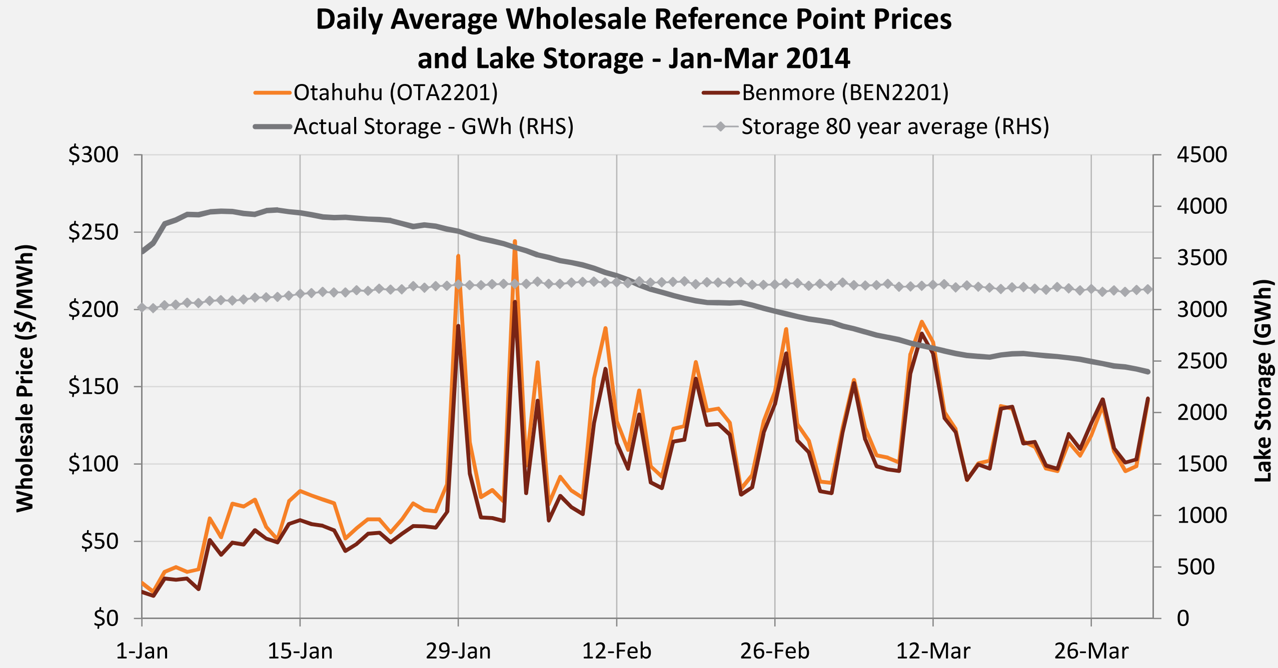
Source: Genesis Energy



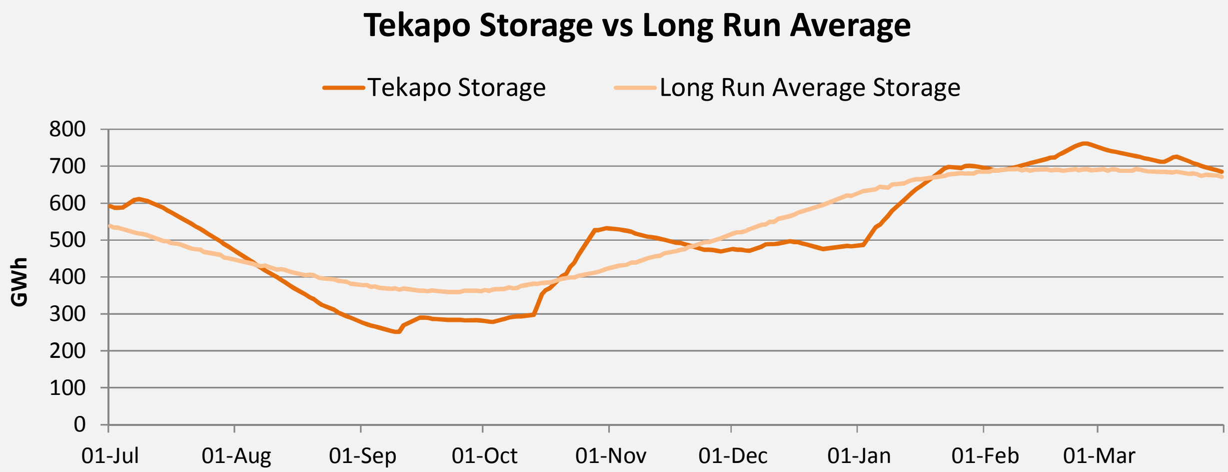
Source: Genesis Energy


Genesis Energy vs. Industry Electricity Customer Switching
% annualised
28%
26%
24%
22%
20%
18%
16%
14%
12%
10%
Jul-11
Aug-11
Sep-11
Oct-11
Nov-11
Dec-11
Jan-12
Feb-12
Mar-12
Apr-12
May-12
Jun-12
Jul-12
Aug-12
Sep-12
Oct-12
Nov-12
Dec-12
Jan-13
Feb-13
Mar-13
Apr-13
May-13
Jun-13
Jul-13
Aug-13
Sep-13
Oct-13
Nov-13
Dec-13
Jan-14
Feb-14
Mar-14
Genesis Energy Monthly Switching Rate
NZ Electricity Market Monthly Switching Rate
Genesis Energy 12 Month Rolling Switching Rate
NZ Electricity Market 12 Month Rolling Switching Rate
Source: Genesis Energy, Electricity Authority

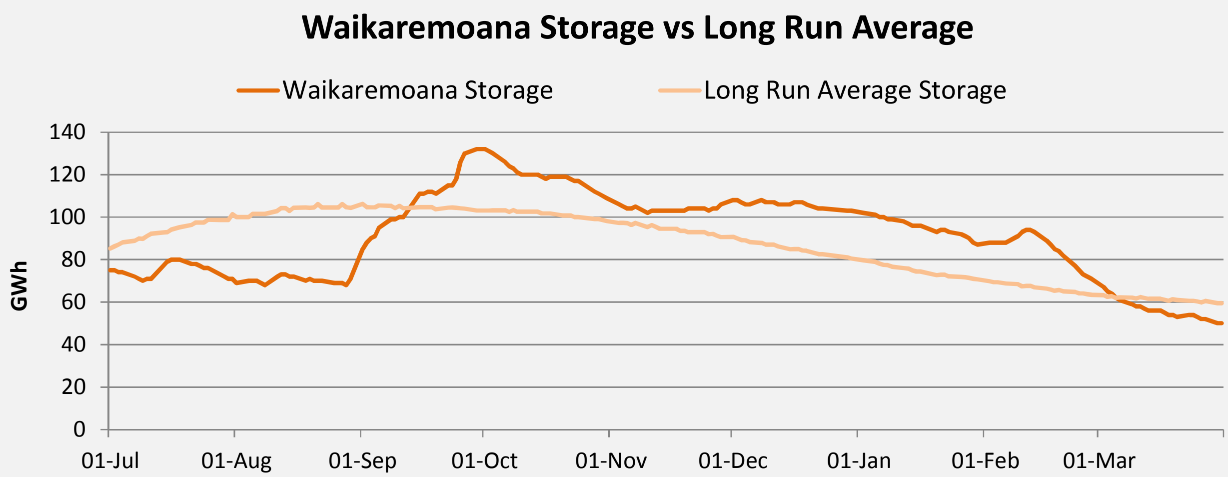

Genesis Energy Generation - Q3 2014 and YTD
GWh
6,000
5,000
4,000
3,000
2,000
1,000
0
Q3 2013/14
Q3 2012/13
YTD 2013/14
YTD 2012/13
Hau Nui Wind Farm
Tekapo A and B power stations
Waikaremoana Power Scheme
Tongariro Power Scheme
Huntly Unit 6
Huntly Unit 5
Huntly Units 1 to 4



Source: COMIT/Genesis Energy



Source: COMIT



Source: COMIT

APPENDIX A
OPERATIONAL INFORMATION

Operational Information

Genesis Energy	Third Quarter (January to March)				Year to Date			
Operational Information*	2013/14	2012/13	% Change	Change	2013/14	2012/13	% Change	Change
Market Information								
Customer-focus								
Electricity Market Share (%) [1]	26.6%	26.9%	-1.3%	-0.3%				
Gas Market Share (%) [1]	43.0%	42.7%	0.8%	0.3%				
Customer Experience								
Customer-focus								
Customer Satisfaction (%) [2]	87.0%	95.0%	-8.4%	-8.0%				
Total Advanced Meters Installed During Period (#)	11,840	10,902	8.6%	938	38,933	45,019	-13.5%	-6,086
Total Advanced Meters Installed To Date (#)	366,654	312,694	17.3%	53,960				
Customer Numbers								
Total Customer Numbers (#) [3]	667,435	671,767	-0.6%	-4,332				
Total Customers by Product:								
Electricity Customers (#) [4]	551,813	558,242	-1.2%	-6,429				
Electricity Customers Excluding Vacants (#) [4]	530,718	537,082	-1.2%	-6,364				
Gas Customers (#) [4]	115,622	113,525	1.8%	2,097				
Gas Customers Excluding Vacants (#) [4]	113,805	112,319	1.3%	1,486				
LPG Customer Numbers (#) [5]	11,057	8,950	23.5%	2,107				
Total Electricity Customers by Location:								
North Island Electricity Customer Numbers (#) [4]	448,183	459,338	-2.4%	-11,155				
South Island Electricity Customer Numbers (#) [4]	82,535	77,744	6.2%	4,791				
Customer Volumes and Price								
Mass Market Electricity Sales (GWh)	961	1,025	-6.2%	-64	3,465	3,613	-4.1%	-147
TOU Electricity Sales (GWh)	202	110	83.9%	92	548	319	71.7%	229
Electricity Sales - Retail (GWh)	1,163	1,135	2.5%	29	4,014	3,932	2.1%	82
Electricity Sales - Wholesale (GWh)	380	534	-28.7%	-153	1,545	1,830	-15.6%	-285
Retail Gas Sales (PJ)	1.2	0.8	54.5%	0.4	4.3	3.6	18.1%	0.7
Retail LPG Sales (tonnes)	521	435	19.8%	86	2,130	1724	23.5%	406
Electricity Purchases (GWh)	1,260	1,231	2.4%	29	4,279	4,191	2.1%	88
Retail Gas Purchases (PJ)	1.2	0.8	62.1%	0.5	4.2	3.7	14.6%	0.5
Average Retail Electricity Purchase Price - LWAP ($/MWh) [6]	$104.40	$95.63	9.2%	$8.77	$68.83	$75.08	-8.3%	($6.25)
LWAP/GWAP Ratio (%)	95%	95%	-0.1%	-0.1%	99%	101%	-2.2%	-2.3%
Energy Management								
Generation								
Gas (GWh)	716	711	0.7%	5	2,178	1,923	13.2%	254
Coal (GWh)	192	408	-53.0%	-216	605	1,469	-58.8%	-863
Total Thermal (GWh)	908	1,119	-18.9%	-211	2,783	3,392	-18.0%	-609
Hydro (GWh)	322	208	54.9%	114	1,778	1,709	4.0%	69
Wind (GWh)	6	5	13.4%	0.7	18	16	8.5%	1.4
Total Renewable (GWh)	328	213	53.9%	115	1,796	1,726	4.1%	70
Total Generation (GWh)	1,235	1,332	-7.3%	-96.7	4,579	5,118	-10.5%	-538.9
Generation by Location:								
North Island (GWh)	1,149	1,324	-13.2%	-175	3,892	4,548	-14.4%	-657
South Island (GWh)	86	8	953.0%	78	687	570	20.7%	118
Average Price Received for Generation - GWAP ($/MWh) [6]	$109.67	$100.34	9.3%	$9.33	$69.42	$74.03	-6.2%	($4.61)
Generation Emissions ($ktCO_2$)	480	690	-30.5%	-210.7	1,515	2,227	-32.0%	-712.0
Generation Carbon Intensity (tCO_2/GWh)	388	518	-25.1%	-130.0	331	435	-24.0%	-104.3
Fuel								
Gas Purchases (PJ)	11.2	8.7	29.1%	2.5	31.8	27.2	16.7%	4.5
Coal Purchases (PJ)	2.7	3.9	-31.1%	-1.2	9.7	15.5	-37.2%	-5.8
Wholesale Gas Sales (PJ)	4.5	2.9	55.7%	1.6	10.2	8.8	16.8%	1.5
Wholesale Coal Sales (PJ)	0.0	0.0	N/A	0.0	0.0	1.3	-100.0%	-1.3
Gas Used In Internal Generation (PJ)	5.5	5.1	8.9%	0.45	17.3	14.8	17.1%	2.5
Coal Used In Internal Generation (PJ) [7]	2.1	4.1	-49.8%	-2.1	6.6	15.7	-58.1%	-9.1
Coal Stockpile - closing balance (kilotonnes)	1,020	990	3.0%	30				
Kupe Oil and Gas								
Genesis Energy Sales Share								
Gas Sales (PJ)	1.6	1.3	20.7%	0.3	5.1	4.0	27.7%	1.1
Oil Production (kbbl)	115.8	113.0	2.5%	2.8	389.1	346.5	12.3%	43
Oil Sales (kbbl)	102.1	118.8	-14.0%	-16.7	357.2	336.3	6.2%	21
LPG Sales (kilotonnes)	5.4	5.3	2.1%	0.1	20.5	16.1	27.5%	4.4

Notes:

[1] March 2013 and 2014 market shares based on published customer records from the Electricity Authority and Gas Industry Company

[2] Based on the survey question: "Overall, how satisfied are you with the customer service you have received from Genesis Energy where 1 is very dissatisfied and 10 is very satisfied".

[3] Based on Genesis Energy customer records. Includes vacant accounts. Excludes LPG customers. Electricity and gas customers are defined by number of connections.

[4] Electricity and gas customers are defined by number of connections (ICP).

[5] LPG customers are defined by number of customers

[6] Excludes settlements from electricity derivatives.

[7] Results have been revised to reflect changes in coal kilotonnes to PJ conversion rate and volume methodology