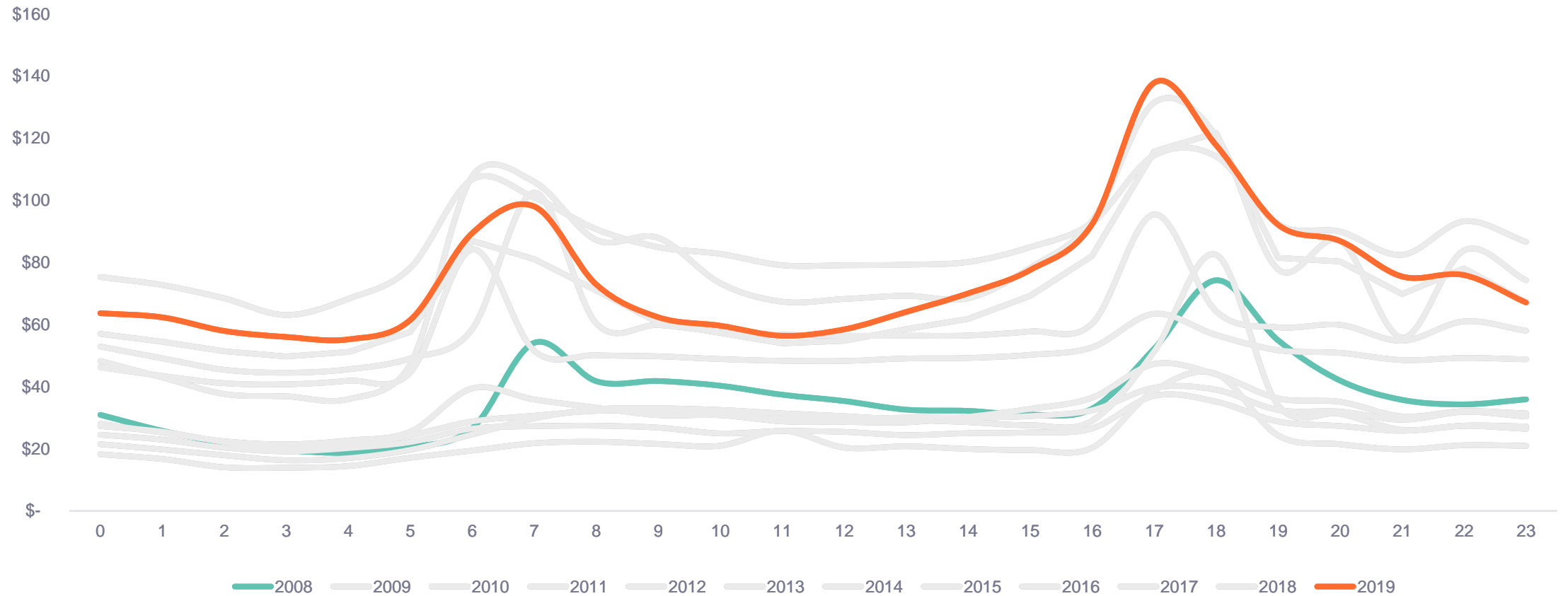


# Putting customers at the centre

The background image shows two men in safety vests on a construction site. One man in a yellow vest is pointing at a document held by the other man in an orange vest, who is also holding a tablet. The scene is overlaid with a semi-transparent orange filter.

Energy Efficiency Council Demand Response Forum,  
Nathaniel Galindo, General Manager – Engineering  
26/11/2019,

# The shape is changing...



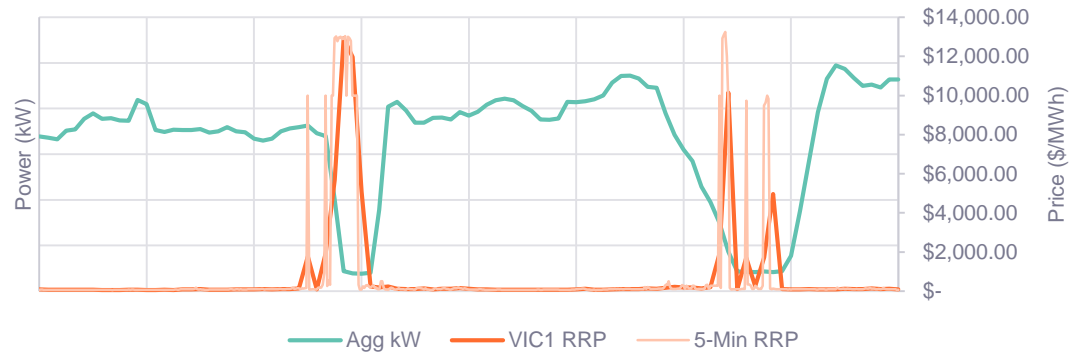
**Flow Power empowers Australian businesses to unlock value from the wholesale energy market.**

**We partner with businesses to reshape how they manage energy.**

# Unlocking value with Demand Response (DR)

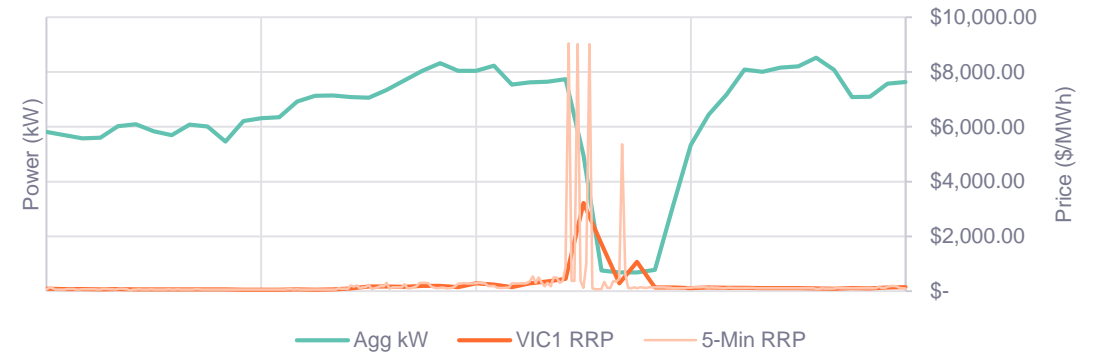
# DR customer examples

18 & 19 January 2018



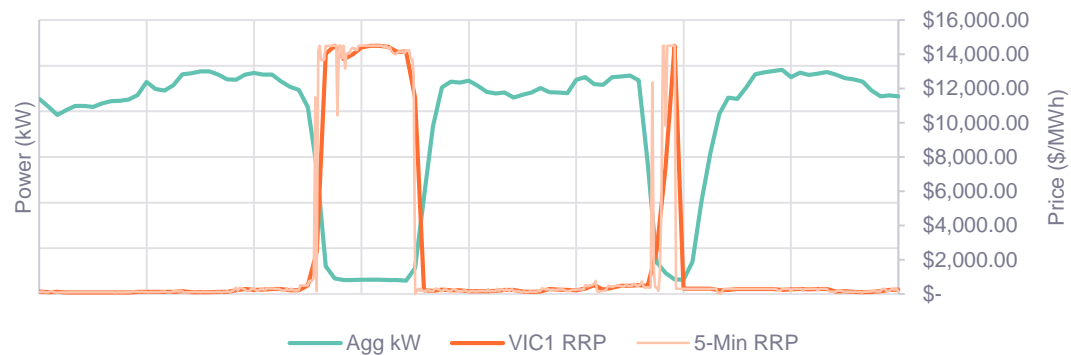
14 hours in DR mode saved 5% of total annual cost

28 January 2018



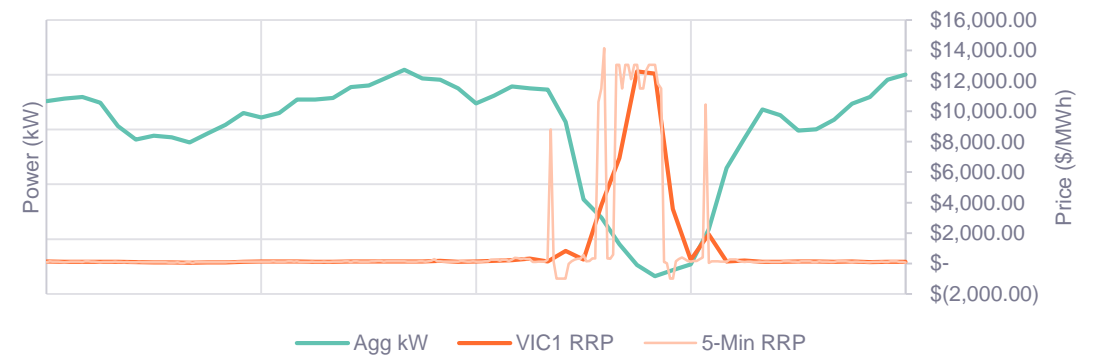
4 hours in DR mode saved 1% of total annual cost

24 & 25 January 2019



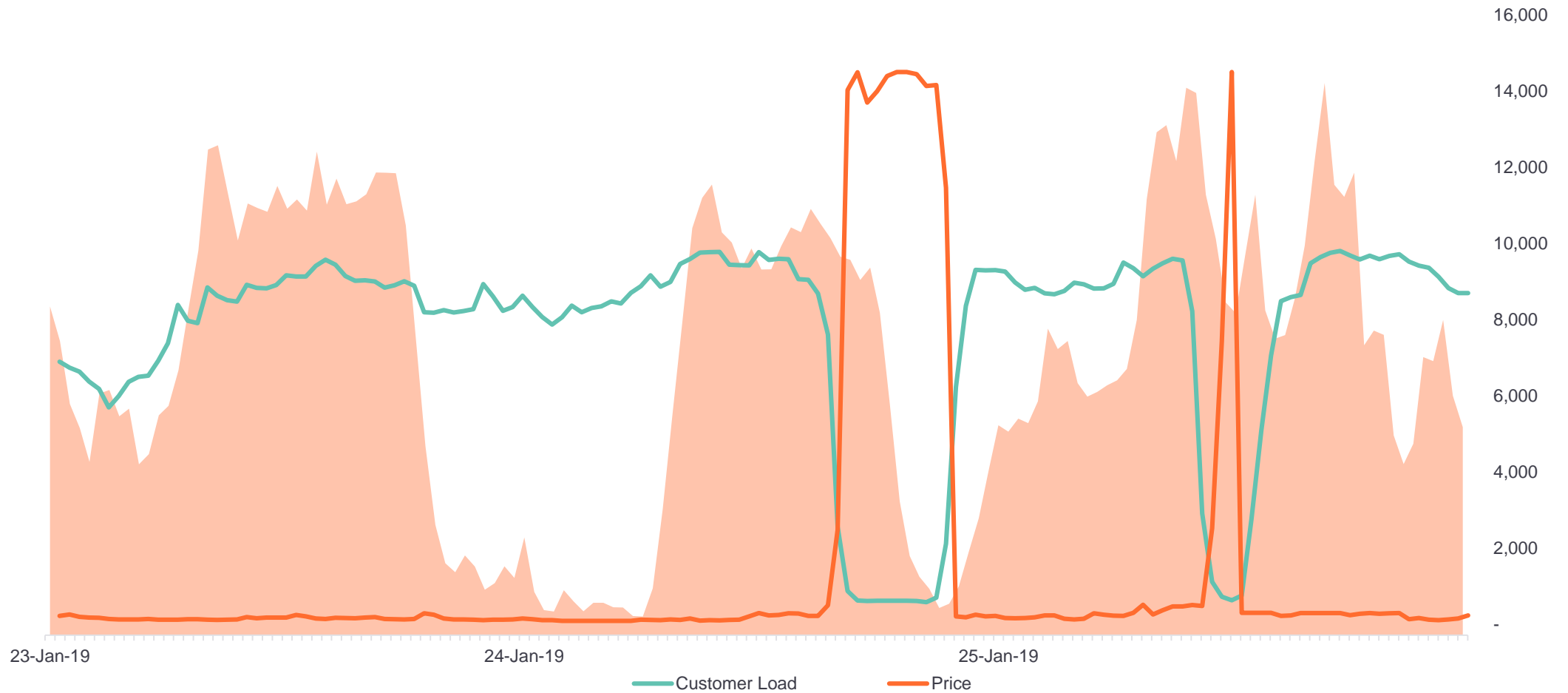
12 hours in DR mode saved 15% of total annual cost

1 Mar 2019

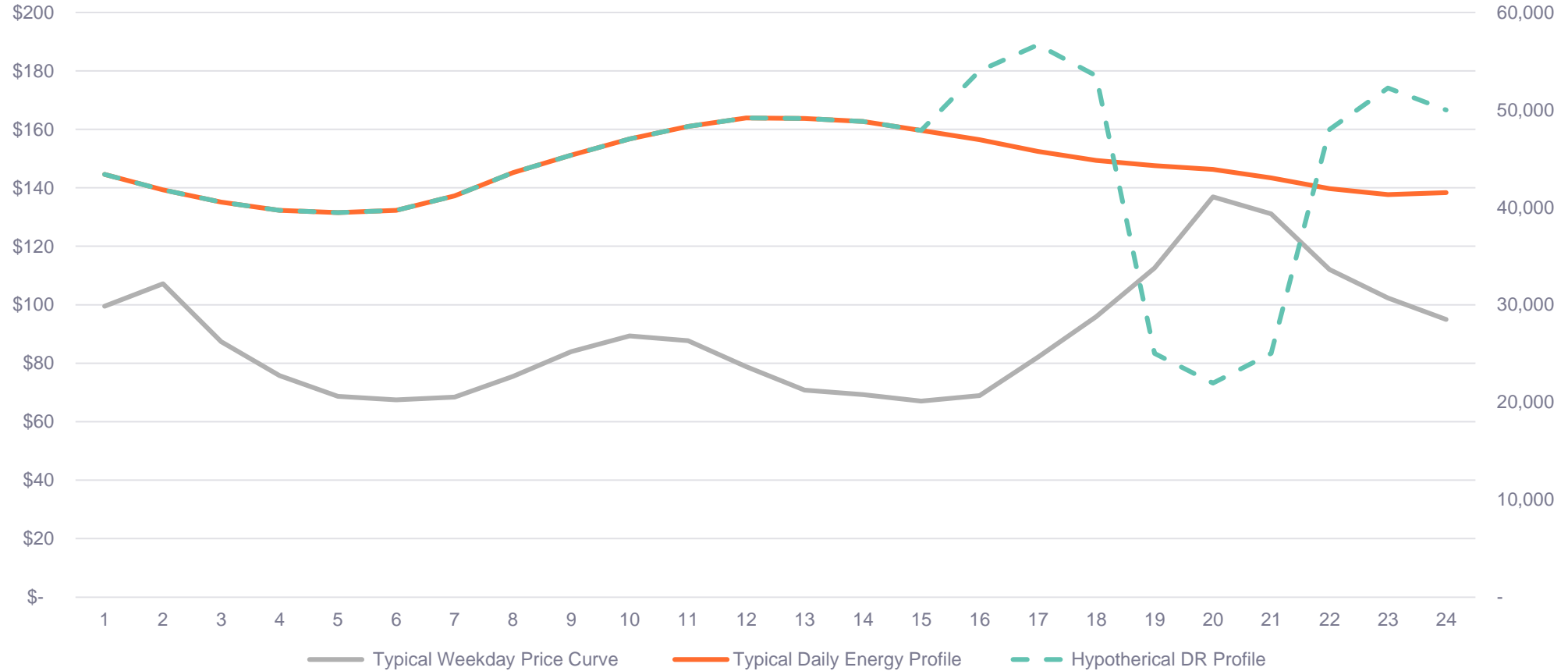


6 hours in DR mode saved 2% of total annual cost

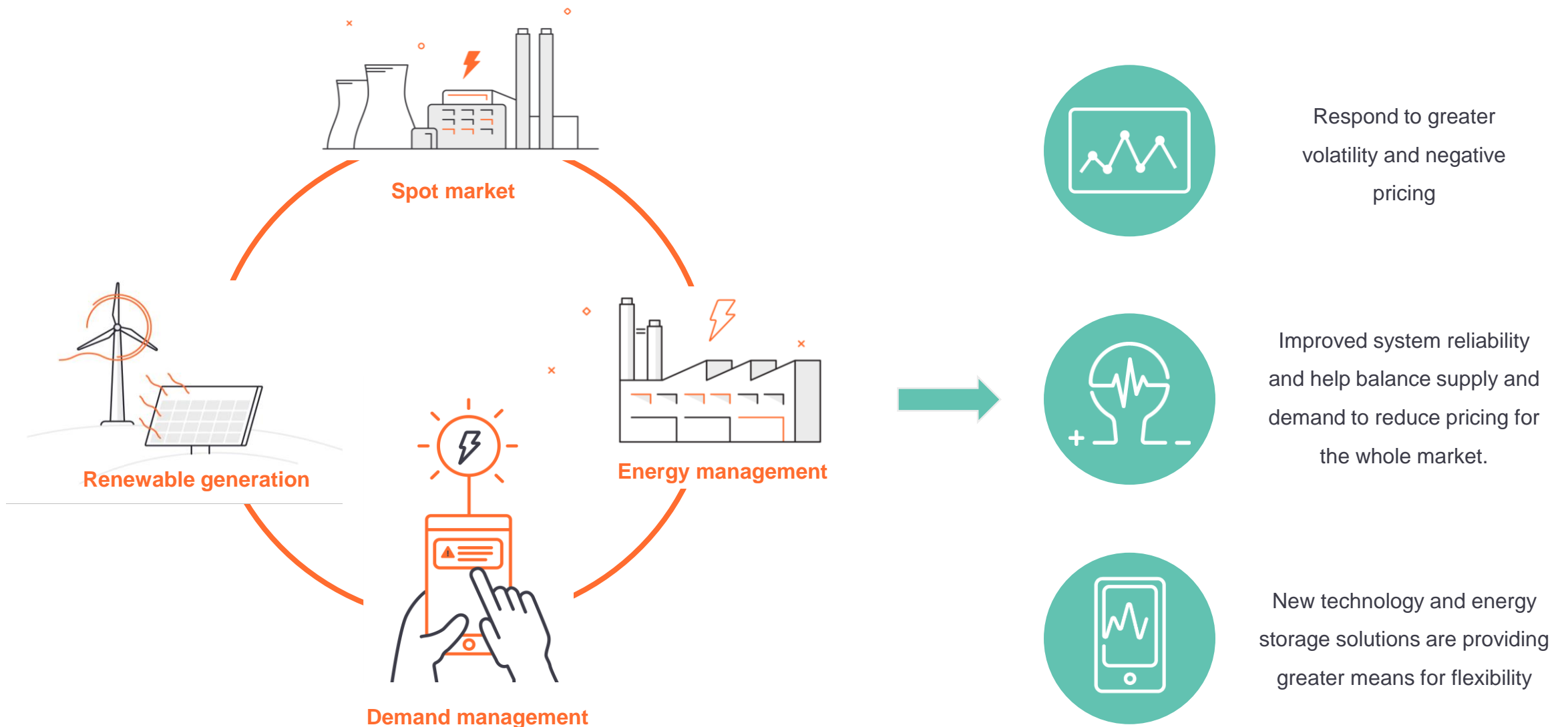
# DR and renewables...



# DR is not only about turning things off



# Moving towards a more efficient energy system





# Meet more of the team...



**Byron Serjeantson**  
Regional Manager (NSW and QLD)



**Liz Fletcher**  
Marketing Manager



**Mark Raymond**  
Senior Electrical Engineer



**Tom Harrison**  
Utility Projects Manager



**Tricia Lorenzo**  
Senior Business Development Manager



**Anthony Yarrow**  
Business Development Manager