

The Energy Users' Association of Australia (EUAA) is the peak body representing Australian commercial and industrial energy users. Our membership covers a broad cross section of the Australian economy including significant retail, manufacturing, building materials and food processing industries. Combined our members employ over 1 million Australians, pay billions in energy bills every year and in many cases are exposed to the fluctuations and challenges of international trade.

We are writing in response to the application to the Australian Energy Regulator by Telstra Energy (Retail) Pty Ltd (Telstra Energy Retail) for:

- An electricity retailer authorisation, and
- A gas retailer authorisation

under the National Energy Retail Law.

A prime objective of the EUAA is to encourage the entry of new retailers to ensure we achieve a sustainable and truly competitive energy market. Increasingly our members are announcing their own sustainability targets around the timetable for net zero emissions with a pathway to 100% renewables being a key part. Progressively EUAA members are looking to their retailer to be able to help them achieve these targets.

We have read Telstra's electricity and gas applications to the AER. We have also had the opportunity to meet with Telstra to discuss its business plan for its retail operations. We believe that Telstra is clearly focussed on meeting both our members objectives – increasing and sustaining market competition and providing our members with additional options to reduce their carbon footprint in their energy sourcing. All of this in the context of a strong balance sheet that will give our members the confidence to engage with Telstra.

While not having access to the confidential parts of Telstra's application or business plan, on the basis of the information we have been provided with, we believe that Telstra well meets the entry criteria for a retail authorisation for both electricity and gas:

- Organisational and technical capacity
- Financial resources, and
- Suitability

We commend Telstra's application. Do not hesitate to be in contact should you have any questions.

Kind regards,



Andrew Richards
Chief Executive Officer