

Position title:	Energy Market Operations Manager
Department:	Customer & Energy Markets
Function:	Operations
Reports to:	Head of Customer & Energy Markets
Direct reports:	(1) Energy Markets Analyst
Location:	Melbourne (preferred) or Sydney
Document review date:	July 2024

Role overview

This is a role that is central to the profitable and compliance operation of Tilt Renewables' 1.7GW generation and storage portfolio. It is an opportunity to play a critical role managing Australia's most energy productive, pure renewables business to help drive the energy transition in Australia.

Tilt Renewables' Energy Market Operations Manager will be responsible for the bidding/dispatch systems and market interface required for our portfolio to generate and earn revenue. The role will lead our generator compliance activities and oversee revenue contract settlement and compliance activities to ensure sustainable and compliant operations of our portfolio.

To provide oversight of market operations activities, including acting as subject matter expert on the NEM wholesale market, ensuring compliance with market regulatory obligations, defining and implementing the spot bidding strategy, maintaining systems and processes for 24/7 operations and oversight, advising on market aspects of development projects and conducting settlement reconciliations and calculations.

To drive the optimisation of those functions with particular focus on operational/commercial optimisation, including continuous improvement of automated spot bidding, secondary market trading, monitoring of market conditions and participation in regulatory change, optimisation of FCAS costs and revenues, regulatory compliance and performance reporting.

Key Accountabilities

The key accountabilities may include (but are not limited to):

- **24/7 Operations:** The operational control of the assets under management is a key activity in the successful performance of the company. Systems must be fit for purpose and allow compliance with market instruction, capturing of opportunities and business expansion.
 - Maintain intermittent generator management systems, and associated policies and procedures, to ensure operational compliance with market rules, regulations, codes and licences.
 - Monitor real time asset performance against dispatch instruction responses and prepare related reporting.
 - Maintain external services to provide 24/7 oversight, market operator & self-forecasting interfaces.
 - Develop outage plans, wind forecasts, grid curtailment forecasts, economic curtailment forecasts, FCAS cost forecasts and overall asset performance to ensure optimum commercial outcomes are achieved.

- Ensure data and communications systems are available and fit for purpose to allow safe and compliant remote operations activities.
- Liaising with control room providers and OEMs to respond as required to abnormal market conditions, operational incidents at the sites, in Tilt's systems or in the market, to ensure compliant and revenue-optimal outcomes.
- Ensure that meter data is being delivered to Tilt and PPA counterparties and resolve meter data reconciliation issues between Tilt & AEMO or Tilt and PPA counterparties.
- **Revenue Risk Management – Spot:** Develop and implement spot bidding strategies to optimise risk and revenue for operating assets.
 - Develop & maintain company's spot bidding strategy, informing the company's Dispatch Offer Pricing Strategy and regular analytical assessment of each asset's dispatch offer (pricing).
 - Maintain systems, procedures and relationships incl. performance and contracts with external providers to enable effective NEM bidding of merchant and contracted plants, to optimise bidding outcomes.
 - Develop, monitor and improve bidding strategy for a BESS, considering portfolio optimisation with respect to any other assets and customer load
 - Assess the performance of automated bidding systems, working with control room and bidding providers and manual intervention, to drive improvement over time.
 - Assess the impact of constraints and negative spot prices for reporting and input into budgeting and forecasting processes.
 - Identify opportunities for constraint improvements and liaise with AEMO or the TNSP to improve revenue outcomes.
- **Commercial Optimisation:** In conjunction with other internal stakeholders, identify, investigate and develop new strategies and processes to obtain maximum revenue from generation.
 - Analysis and development of operational optimisation strategies for all managed assets, including wind assets, solar assets and battery storage assets.
 - Provide technical and commercial advice to Customer and Energy Markets and external legal teams to optimise revenue contracting and O&M agreement terms.
 - Provide analysis and recommendations on opportunities to increase revenue (or reduce costs) from non-generation activities, such as avoided transmission costs, reserves, frequency management and loss factors.
 - For the NEM sites, manage a system for AEMO's market participant 5-minute forecast and for participation in FCAS markets, as appropriate.
 - Identify potential external outages or power system physical or operational changes that present opportunity or threat and recommend actions to asset team and trading team, including an assessment of constraints affecting the sites.
 - Act as subject matter expert on AEMO market data, including assisting internal stakeholders in understanding and access this data.
- **Project development and delivery:** In conjunction with internal stakeholders, advise and assist on market-related aspects of development projects.
 - Support the Development teams and Network Connection Manager and others, to negotiate contracts such as, but not limited to, metering agreements, embedded generation and

transmission agreements with network companies and battery storage operational contracts.

- Lead the generator registration tasks for new assets or transferred assets with input from the Network Connections Manager including auxillary load and exemption registrations as required.
 - Advise on the optimal configurations for market and metering arrangements during the design phase.
 - Implement the systems and procedures necessary to operate new assets, including liaison with external parties such as metering, dispatch, bidding, self-forecasting and 24/7 service providers.
- **Generator Compliance:** As part of the Generation & Trading team, ensuring our licence to operate is maintained is critical to the success of this role.
 - Administer the generator compliance system to ensure the company maintains registration, accreditation and licensing obligations and support activities in both countries, including liaising with Generation & Trading team members to ensure timely completion and ensuring documentation is up-to-date.
 - Maintain strong relationships with regulatory bodies and AEMO as relevant to compliance reporting within this role.
 - Work with the Asset Management team and Network Connection Manager to ensure operational compliance with technical and electrical requirements of the Australian rules and state Generation Licence conditions, including relevant AEMO Generator Performance Standards. Provide input to annual compliance reporting.
 - Investigate and recommend corrections for non-compliance events, including reporting to regulatory bodies, eg day-after breach reporting.
 - Assist in ensuring contractual compliance with relevant contracts including PPAs and Connection Agreements.
 - Assist the Compliance and Risk Management team to ensure the company meets its broader risk management objectives and compliance obligations.
 - **Revenue contract compliance and oversight of settlements process:** Ensure all company cost control and financial management policies are adhered to as relevant to role.
 - Conduct settlements reconciliation processes weekly and monthly, liaising with Asset Management and Finance as necessary, covering AEMO, PPAs, Clean Energy Regulator.
 - Assist with Landowner Royalty payments as required
 - Further develop and improve settlement systems for settlement calculations and reporting, including adding functionality for bespoke commercial arrangements as required.
 - Ensure customer instructions received via Floor Notice/Notional Quantity Notice system is functioning as expected and assist Operations Technology to resolve any issues.
 - **Health, safety and environment:** Ensure all company HSE policies are adhered to in own work and are included in project tendering and contract negotiation processes with external parties

Key Relationships

This role will work closely with:

Tilt Renewables stakeholders:

- Exec: Chief Operating Officer, Chief Development Officer, Legal Counsel
- Operations function leadership team including Asset Management, Technology and Grid (Network Connection) teams
- Corporate Finance
- Finance – risk & assurance, accounting
- Development

External stakeholders:

- Market operations: AEMO, Transmission Network Service Providers (TNSPs)
- Operational suppliers: Outsourced control room (Overwatch), bidding platform providers, self-forecasting providers, metering providers
- Delivery suppliers: turbine/battery/solar OEM grid/connection teams, TNSPs, consultants
- Legal and technical consultants needed for tendering and contracting processes
- Financial advisors and debt financiers to ensure bankability of project agreements

Skills and Experience

- Minimum 7 years’ experience in energy market operations and compliance, asset operations or asset management.
- Strong working knowledge of NEM wholesale spot market operations including bidding.
- Sound knowledge and understanding of relevant Australian electricity market regulations, compliance requirements and regulators.
- Experience in implementing and maintaining externally contracted software and service delivery.

Qualifications and Training

- Minimum graduate level degree in Business/Commerce/Economics or Engineering or equivalent.
- Training in risk management, compliance or governance within energy markets is desirable.
- Strong skills in Excel including VBA macros

Key Competencies and Capabilities

Capabilities	Competencies
<ul style="list-style-type: none"> • Infrequent out of hours tasks in the event of extreme market operations and/or when control centre providers need instructions (not common) • Occasional domestic travel to other asset / external office locations • Occasional work outdoors in potentially harsh conditions 	<ul style="list-style-type: none"> • Collaboration • Customer Focus • Drives Results • Plans and aligns • Communicates effectively • Ensures accountability • Instils trust • Develops Talent

About Tilt Renewables

Tilt Renewables aims to be the leading developer, owner and manager of renewable energy generation assets in Australia. With 1.7 GW of Operational Assets and a pipeline of over 5GW we are well positioned to achieve this.

We are proudly Australian with strong brand recognition known for developing and operating, high quality assets in Australia with a long-term owner's perspective. With a significant pipeline of development opportunities, we have an appetite for growth.

Our approach is to adopt a pragmatic view of the development, asset operation and energy market functions focussed on optimising customer, investor, employee and community outcomes. This requires agile and effective decision making and outstanding execution of opportunities.

Credibility in the eyes of our investment stakeholders as well as strong relationships with our customers, key suppliers, contractors and the communities we operate in are critical to Tilt Renewables' success. Tilt Renewables has corporate offices in Melbourne and Sydney and a rapidly growing capable team of approximately 120 employees who are able to apply themselves to any issue or opportunity, regardless of functional structure.

We are committed to a customer centric renewable energy solution, building on our enviable track-record, experience, and reputation.

Our Vision

Our vision ***to drive the transition to renewables through everything we do*** focuses on us helping create the world we want to be part of and to look for those opportunities in everything we do.

Our Values

Developed by our team to reflect what matters most to us, our values are simple, unequivocal, and focused on how we generate a difference – for our business, for our people, for our investors and for the communities we work with.

We are People Powered | We Get It Done | We Lead

Our Investors

Tilt Renewables has three key investors:

- Future Fund (40%),
- QIC (40%); and
- AGL (20%)