

ASX Announcement

18 October 2022

EOL CEO Shaun Ankers to present at Australian Microcap Conference

Energy One Limited ("EOL") are delighted to announce that our Group CEO Shaun Ankers will be presenting at the 11th annual Australian Microcap Conference on 19 October 2022 at 2.45pm. EOL's Board Chair and Chief Executive Officer – Australia will also be in attendance.

The Australian Microcaps Conference presents an opportunity to hear firsthand from the CEOs of Australia's leading microcap companies as they showcase their companies, strategies, and people. More information can be found at the [Microcap Conference website](#).

The presentation slides that will be presented by Mr. Ankers are attached to this announcement.

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Energy One Limited (ASX:EOL)

Australian Microcap Investment Conference
19th October 2022

Shaun Ankers - CEO

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Certain statements in this presentation are forward looking statements. You can identify these statements by the fact that they use words such as “anticipate”, “estimate”, “expect”, “project”, “intend”, “plan”, “believe”, “target”, “may”, “assume” and words of similar import.

These forward looking statements speak only as at the date of this presentation. These statements are based on current expectations and beliefs and, by their nature, are subject to a number of known and unknown risks and uncertainties that could cause the actual results, performances and achievements to differ materially from any expected future results, performance and achievements expressed or implied by any such forward looking statements.


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All information in this presentation can be found in previous market releases.

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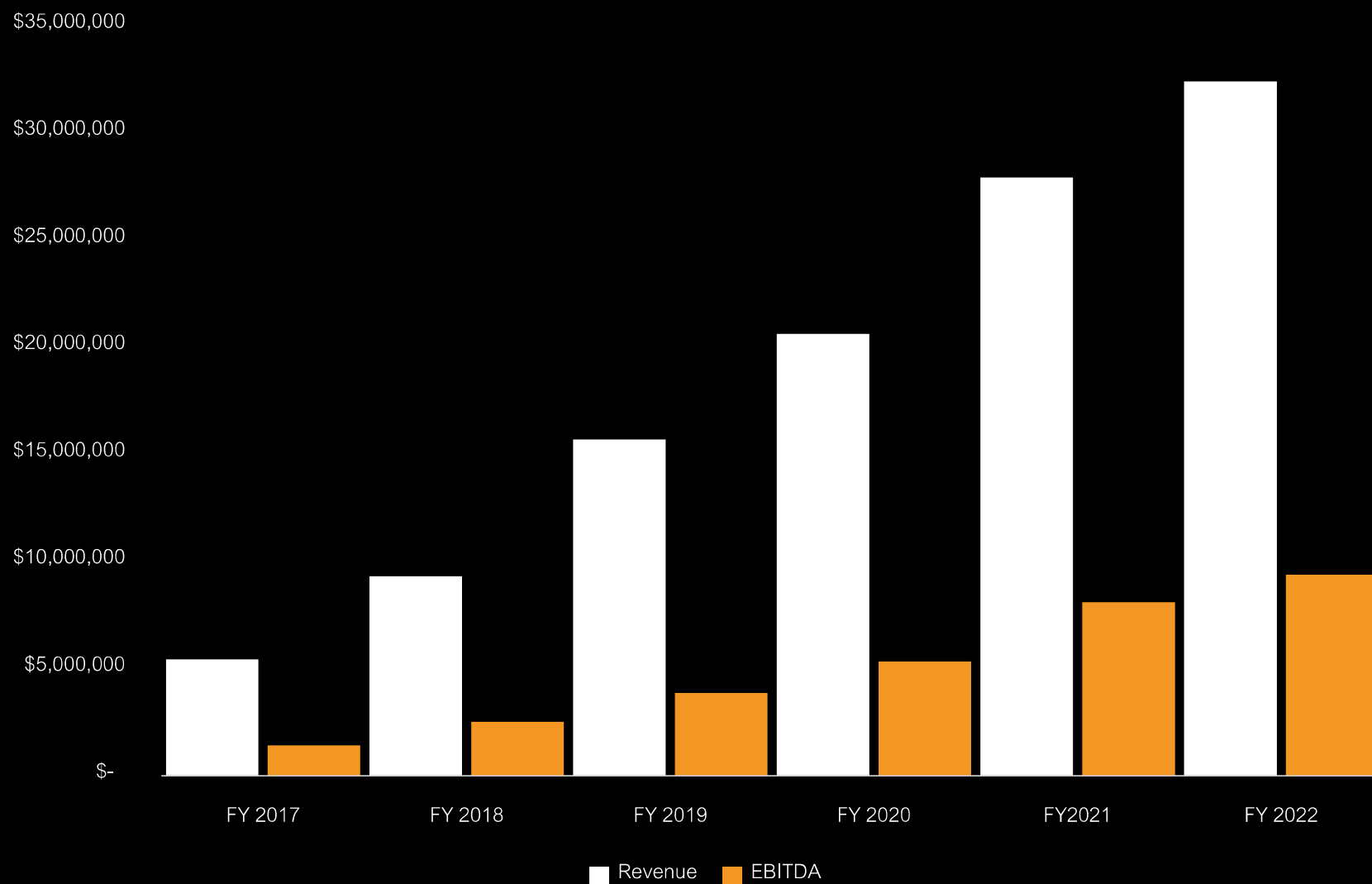
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The slide features a dark background with a green, glowing network of white lines and dots, resembling a molecular or energy grid. The Energy One logo is positioned in the bottom left corner of this graphic.

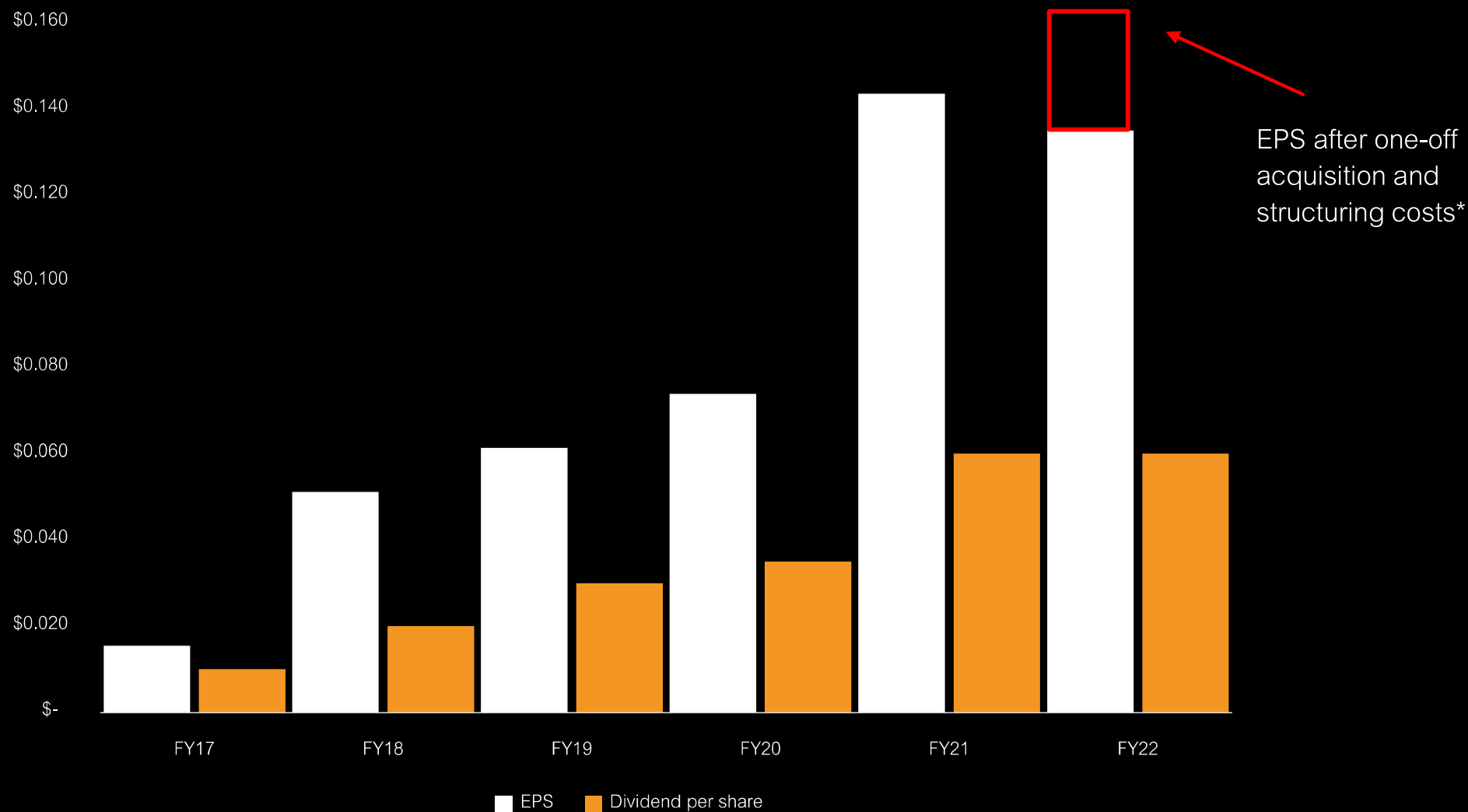
Energy One - a profitable Software & Services company

- Energy One Limited (ASX:EOL) is a leading independent global supplier of Energy Trading software systems and market operating services.
- Hybrid business model of recurring revenue (80%-85%) and project T&M (10%-15%)
- Solutions for the trading of energy derivatives and the scheduling of physical energy.
- Offices in Australia, UK, France and Belgium, with installations in 20 countries, many with blue-chip international utility and infrastructure companies.
- Our software has a market share of about 50% in Australia, 15% in the UK and less than 10% in Europe, there is a long runway for growth.
- Traditionally software, we are also now offering 24/7 operational energy services
- EOL has a strong track record of year-on-year growth in revenue and earnings.

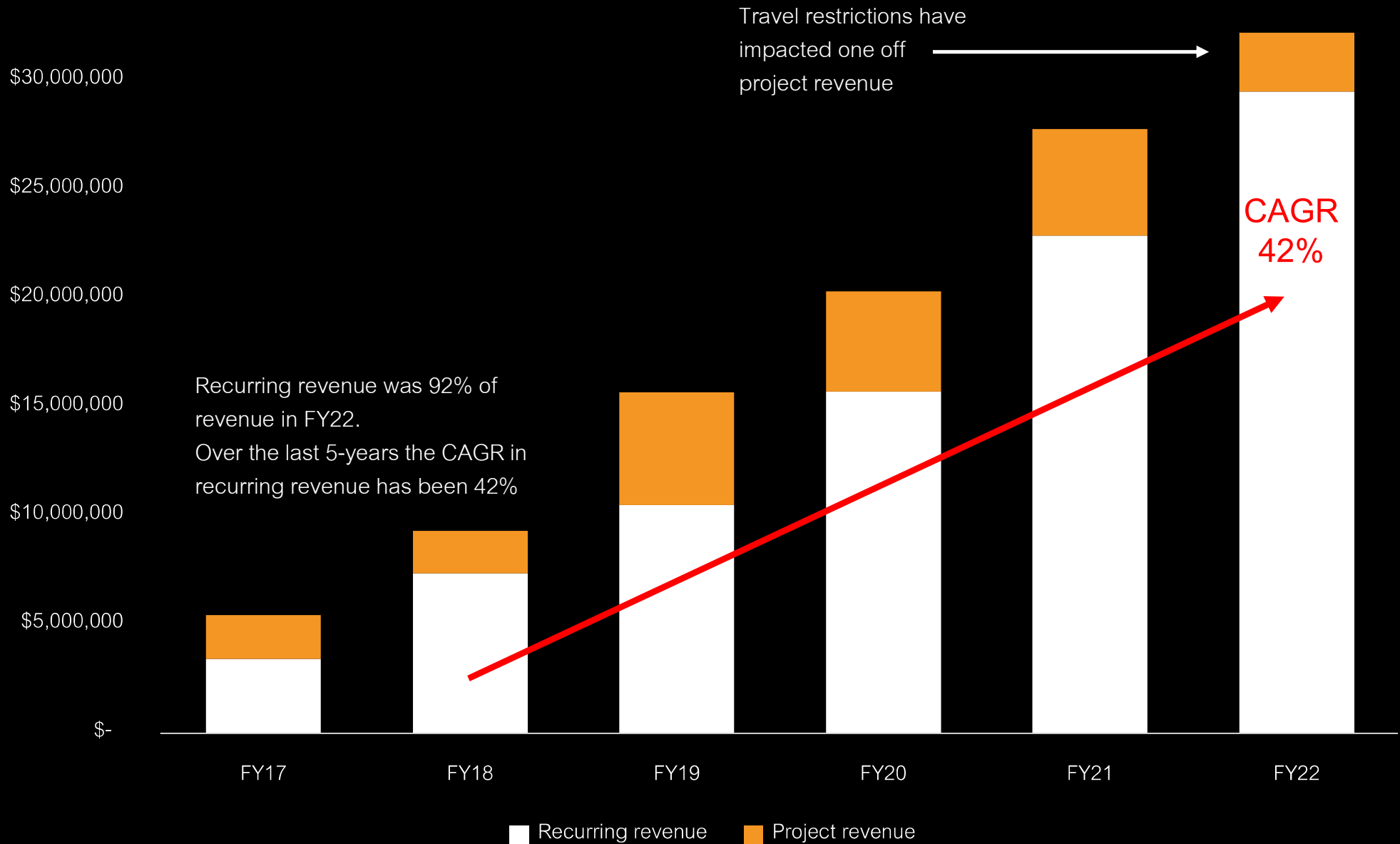
Over the last five years growth in revenue has averaged 45% p.a. and EBITDA 48% p.a.



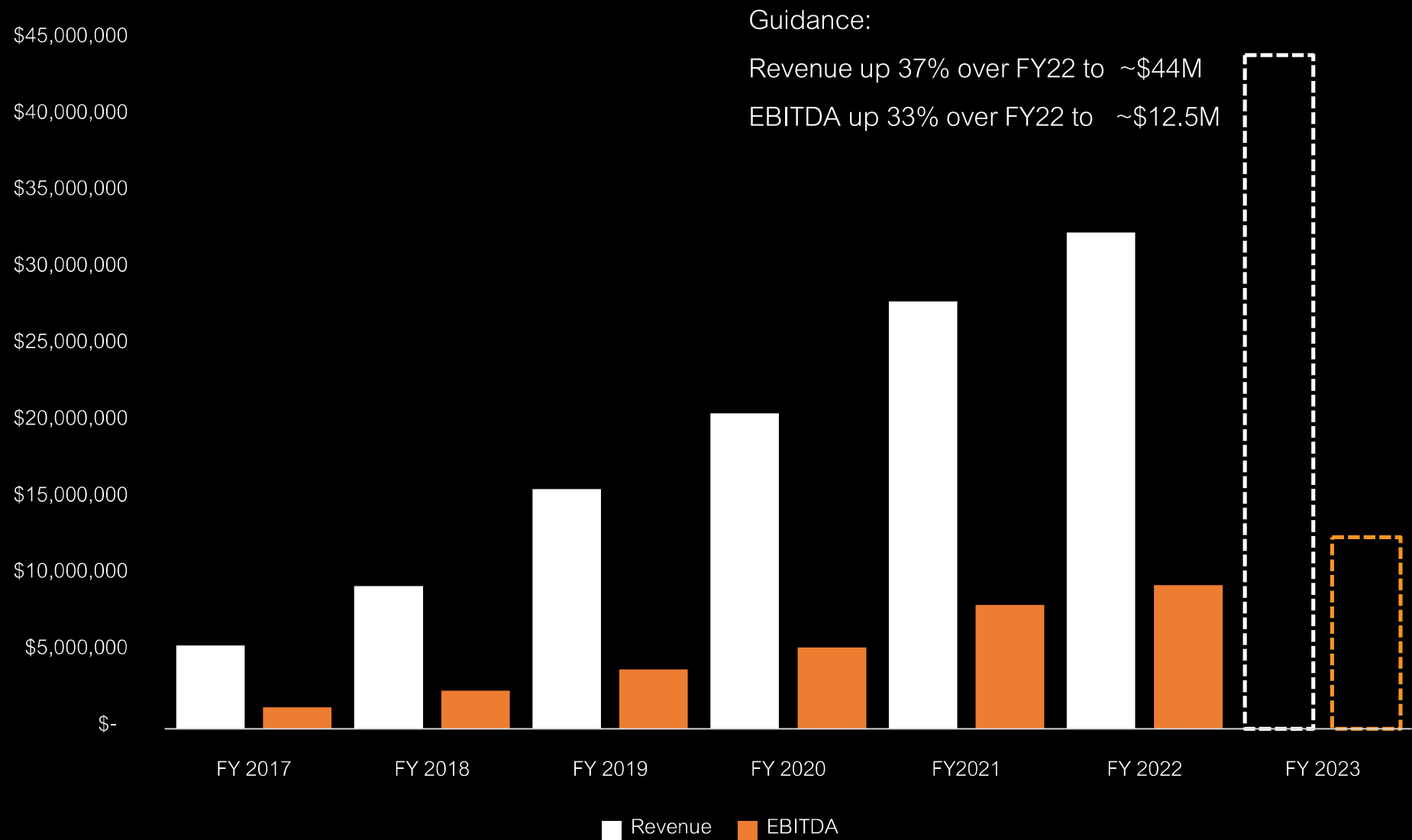
Earnings per share has grown



Recurring revenue continues to grow



Guidance for FY23 after making investment for future growth



The slide features a dark background on the left with a green and white network graphic. The graphic consists of a series of white dots connected by thin white lines, forming a complex web. The background of this graphic is a blurred green and blue. The EnergyOne logo is positioned at the bottom left of this graphic, with 'energy' in white and 'one' in orange.

Supplying large blue chip companies and renewables in essential industries

Our customers are often large:


- Utilities – such as power stations and vertically integrated retailers
- Infrastructure providers – such as gas pipelines, electricity transmission

Include new generation sources such as wind, solar and batteries

Our customers supply an essential service, namely gas and electricity

The software and services we supply are mission-critical to these enterprises

Offices in Australia, UK and Europe

The background of the slide features a dark green and black abstract graphic with a network of white lines and dots, resembling a molecular or energy structure. The EnergyOne logo is visible in the bottom left corner.

Directors & Substantial Shareholders

Board

Andrew Bonwick – Chairman

Shaun Ankers – CEO

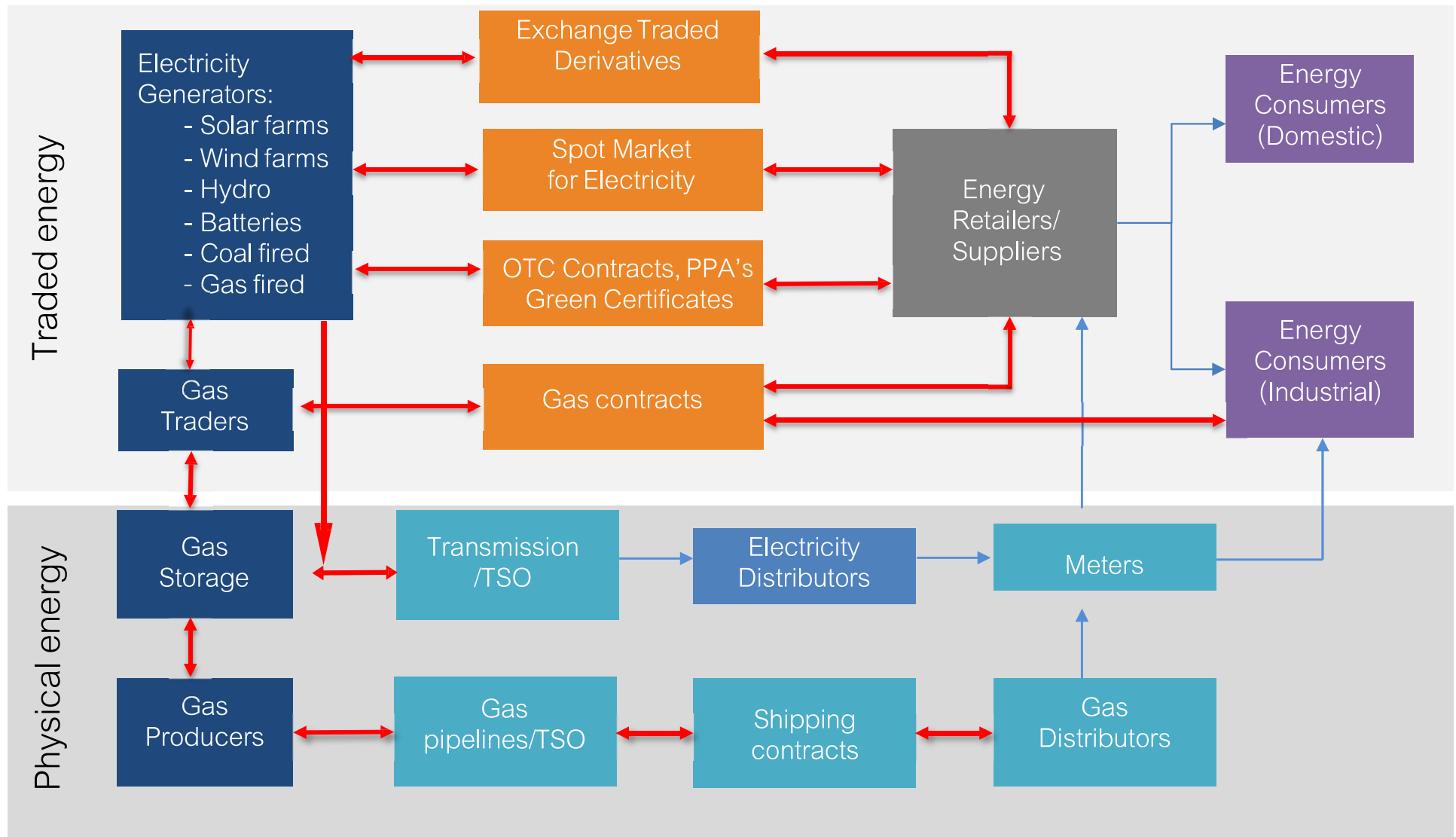
Ian Ferrier, Vaughan Busby & Ottmar Weiss - NED

Substantial Holders	Holding (30/6/22)
Ian Ferrier	25.47%
Vaughan Busby	14.97%
Topline Capital Partners LP	8.32%
Regal Funds Management P/L	5.72%
<i>Directors & Management (KMP)</i>	<i>51.6%</i>

Market and Competitive landscape

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Many energy market participants use EOL group software & services



EOL group solutions makes life easier

Participant	Challenges faced	EOL group solutions
Generators	Accurate, compliant energy spot market bidding and nominations	✓
	Efficiently dispatching generation	✓
	Energy operations (B2B, bid preparation, monitoring, compliance)	✓
	Hedging output against volatile spot market using derivatives	✓
	Management and valuation of complex PPA's	✓
Renewables	Automated balancing, bidding, scheduling and nomination to market	✓
	Curtailing dispatch during negative price events	✓
Retailers/Suppliers	Hedging load against the spot market and reconciliation with spot market	✓
	Trading energy derivatives deal capture and contract management	✓
	Logistics – transporting gas across multiple pipelines	✓
	Evaluation of risk exposure, monitoring risk limits	✓
	Renewable energy compliance	✓
	Energy operations (B2B, bid preparation, monitoring, compliance)	✓
Pipelines/TSOs	Deal capture, settlements, capacity trading	✓
	Contract and network optimization	✓
Industrial customers	Management of PPA's and power & gas scheduling and nomination	✓
	Carbon trading management	✓
	Energy monitoring	x
	Retail invoice reconciliation	x
Energy traders	Single comprehensive source of market data and analytics	✓
	Trading tools to facilitate / manage complex derivative trades	✓

We also offer 24/7 operational services

- Operating the software 'on behalf of' customers
- Bidding, scheduling and dispatch services
- 24/7 control room
- Meeting regulatory and market compliance requirements
- Suitable for customers who don't have the 24/7 human resources...

...or who wish to outsource



Competitive Landscape (software)

Vendor type	Presence	No. of players	Ownership
Global players	Global	5-6	Private equity
Regional	Region/market specific (e.g. Europe)	3-4	Private equity or corporate
Local	Country specific and/or sub-niche	15-20	Private
Energy One	2 regions (EU & APAC)	-	ASX

- Our traditional competitors tend to focus on software only
- Services competition much more sporadic – lot of in-house solutions

We believe the combination of software and services is a key differentiator

A satellite night view of Europe, showing the continent's outline and the dense network of city lights and urban areas. The lights are primarily white and yellow, with some orange and red hues visible in certain regions, possibly indicating industrial or specific urban lighting. The background is the dark, starry space.

We are the second-largest provider of 24/7
operational energy services in Europe

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...and the largest in Australia

Sticky customer base...

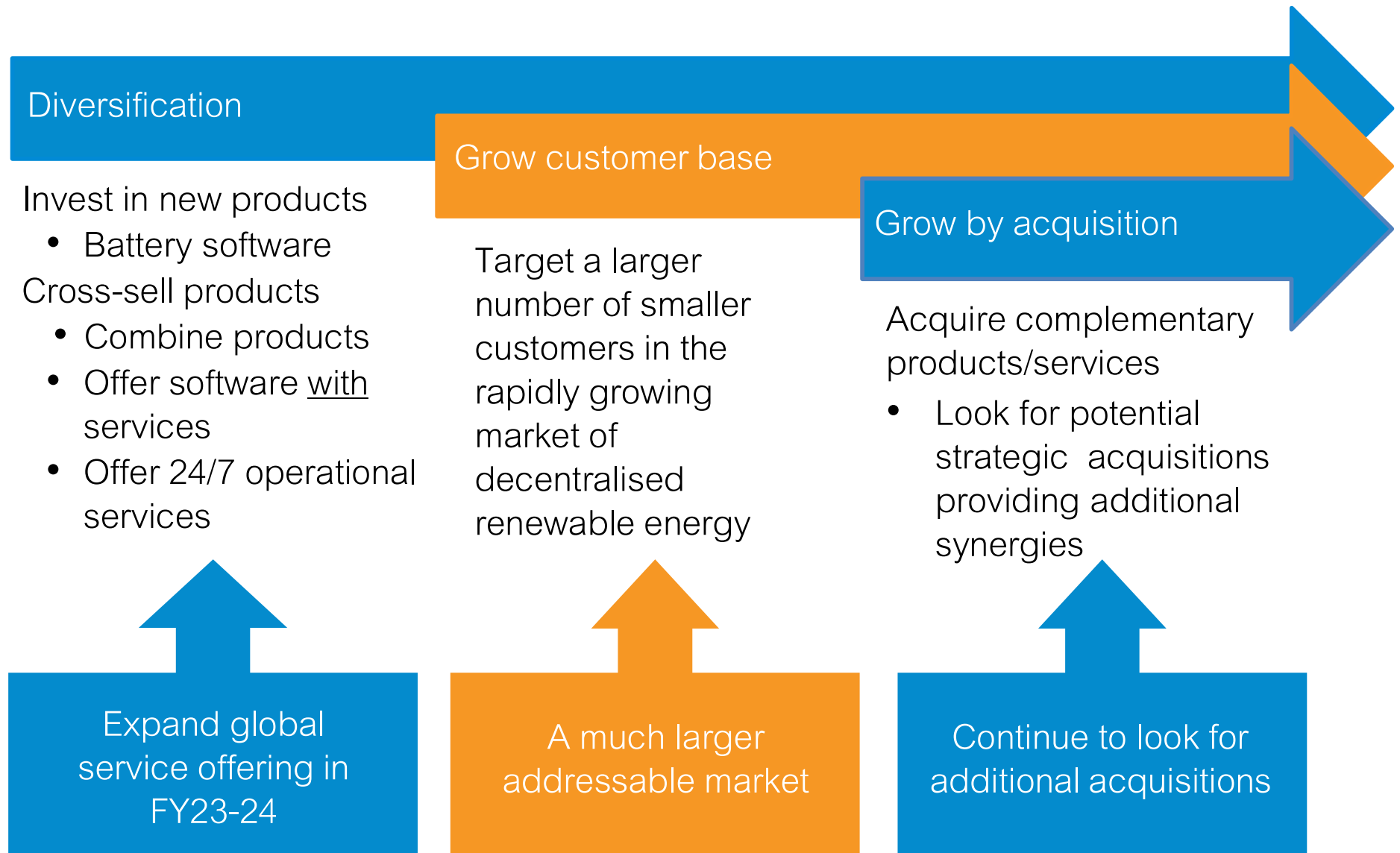
	FY 19	FY 20	FY 21	FY 22
ARR	\$13.0M	\$20.3M	\$23.6M	\$36.8M
Customer-installs	143	205	230	346
Churn	3.8%	4.1%	2.9%	2.3%
Average LTV/customer	\$1.5M	\$1.7M	\$2.5M	\$2.9M
LTV/CAC	11.7	14.8	28.9	29.4
Typical contract length	1-5 year initial term, then annual renewals			
Gross margin	60%	59%	62%	63%

- GM% arises from recurring (~80% of total) and project revenue (~20%), so a hybrid model. Pure SaaS-related margin is 80%+
- We seek to sell more than one product/service from the range to customers.
- Average 1.3 products/service per customer (2.3 per larger customer) with 5 products being the highest penetration.



Strategy & Opportunity

Our long-term strategy is 3-pronged



Net Zero by 2050 is a huge opportunity...

To achieve Net Zero by 2050 the International Energy Agency identifies the following priority actions:

- Making the 2020s the decade of massive clean energy expansion
- Driving a historic surge in clean energy investment

The International energy agency and IMF forecasts total annual energy investment surging to USD 5 trillion per annum by 2030





Electrification of the economy brings enormous investment

Electrification will require 4x the generation we have today

Australian fleet will triple in size
Europe and USA also building

Most of this will be renewables

Renewables & distributed generation

Since 2015 (in Australia) 94% of new generation built has been renewables (e.g. wind, solar) and Europe is similar

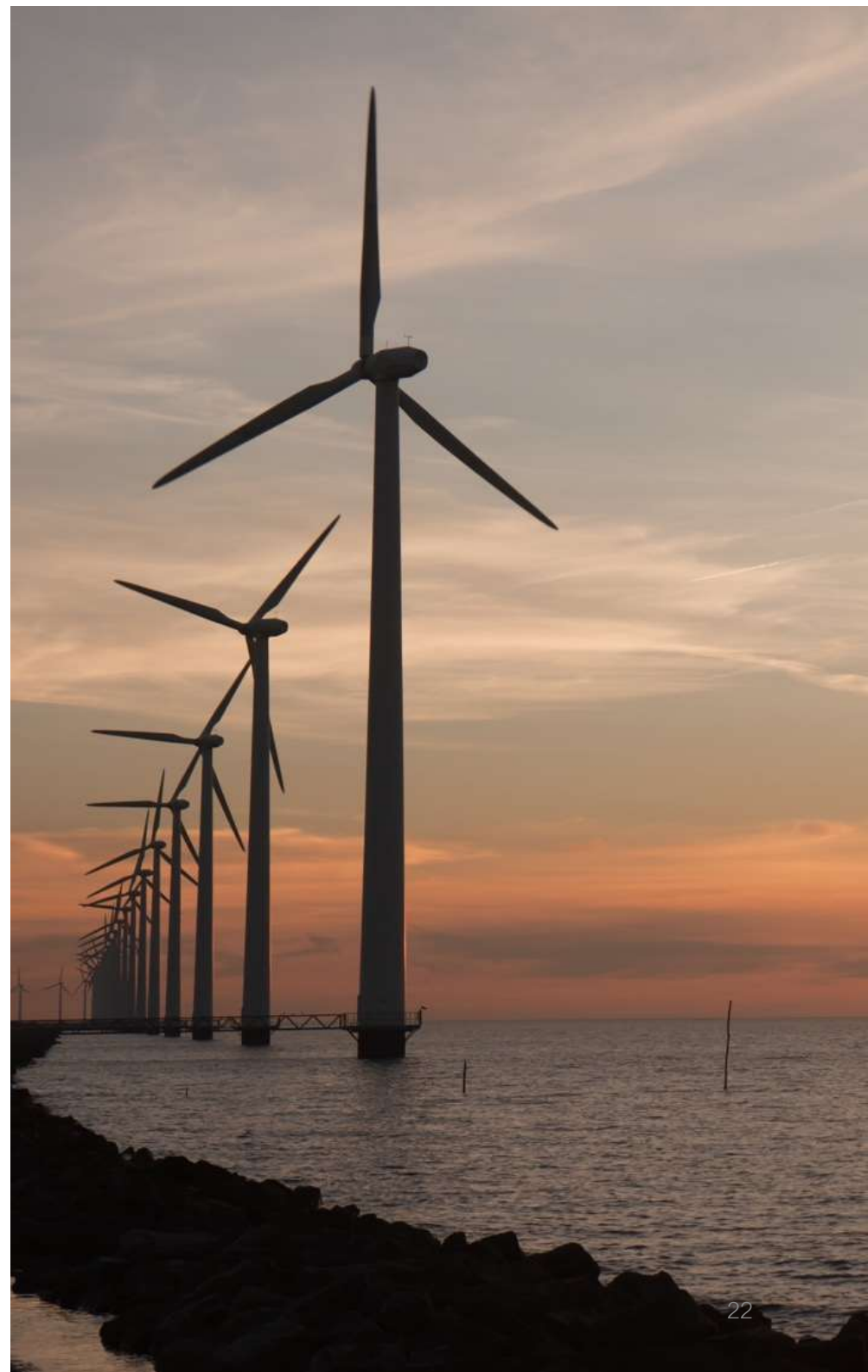
87% of developments have been from 'independents' (i.e. not large utilities)

Average size 100 MW

The market is fragmenting. More 'smaller' or special purpose entrants

Given the smaller size of these generation assets it is often uneconomical to operate 24/7 control rooms to dispatch/schedule energy.

EOL provides these services



To capitalise on this, we've successfully completed two service-oriented acquisitions

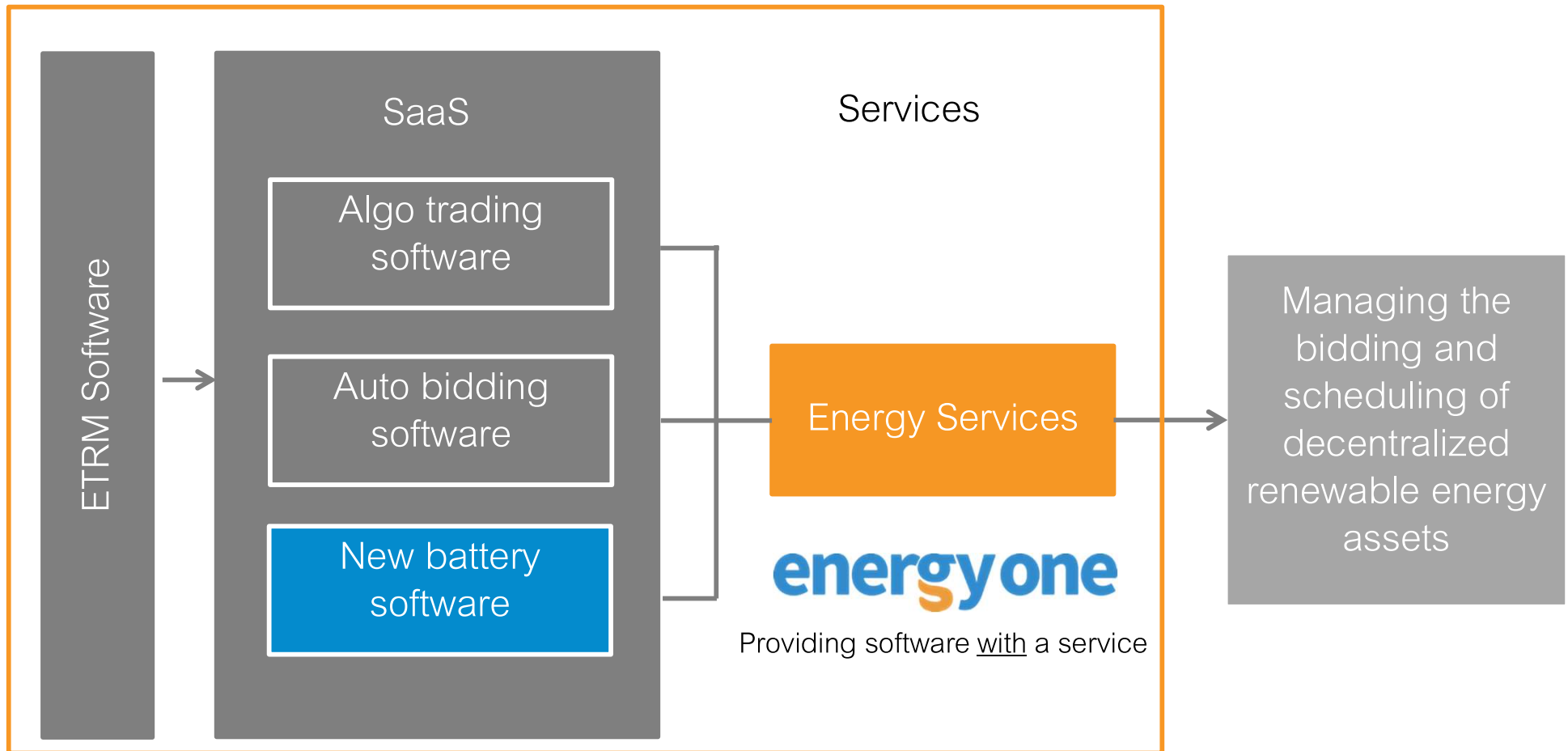


Traditionally software-focussed, EOL (in FY22) made two strategically important acquisitions.

- 1) EGSSIS acquired in December 2022, based in Aalst in Belgium; and
- 2) CQ Energy acquired in April 2022, based in Adelaide Australia.

Both acquisitions now place us at the heart of the emerging 24/7 energy services market.

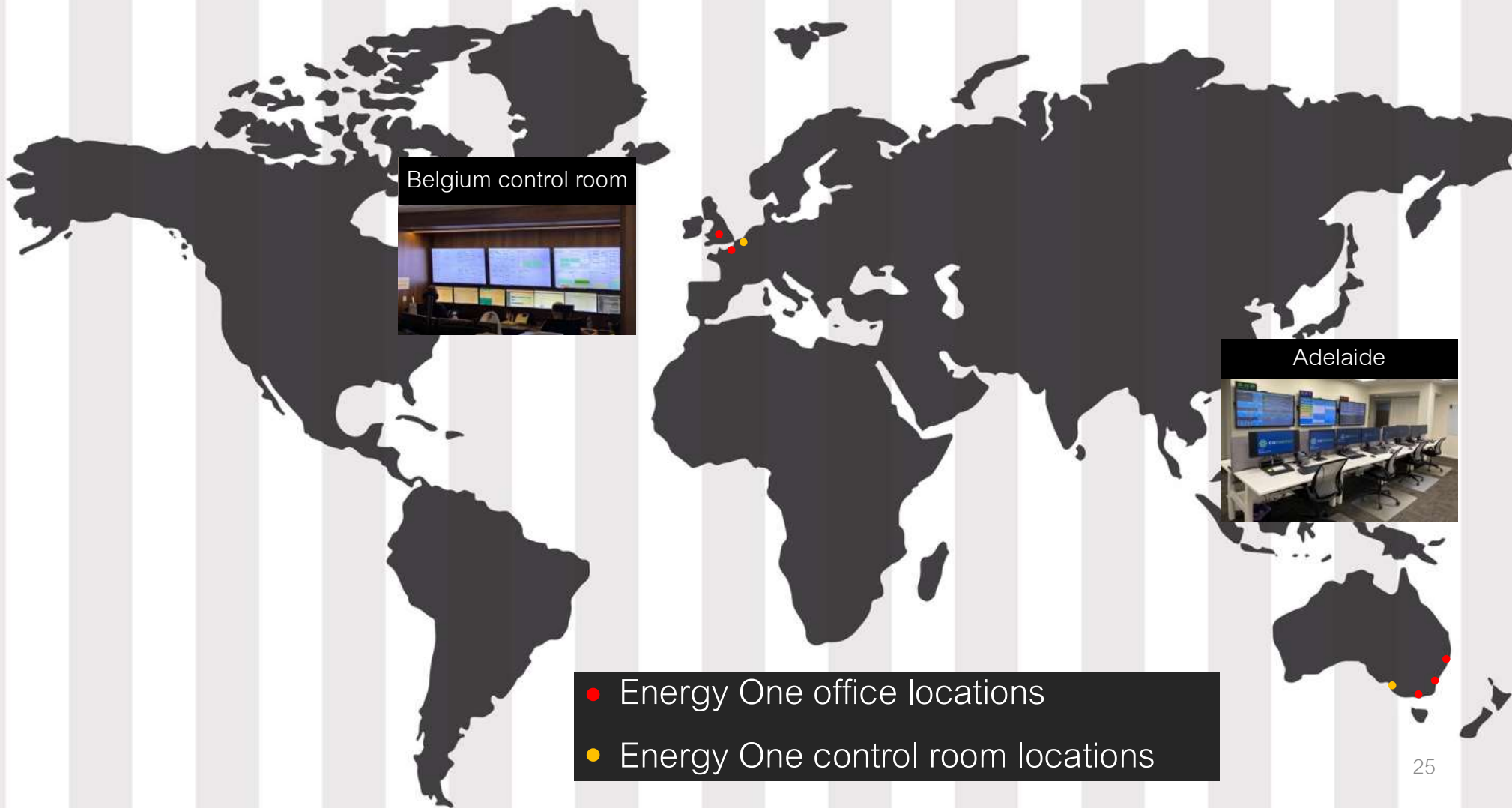
Software + Services = Solution





-12 -11 -10 -9 -8 -7 -6 -5 -4 -3 -2 -1 +1 +2 +3 +4 +5 +6 +7 +8 +9 +10 +11 +12

Follow-the-sun 24/7 operational control room services...



An aerial photograph of a white wind turbine in a field. The turbine's blades are visible, and the ground below is a mix of brown and green, showing tire tracks and vegetation. The text is overlaid on the top left of the image.

We estimate the rapidly expanding market for software+ services will be in excess of \$1billion in the next 5-10 years

For every software customer, we estimate 3+ more potential customers who may need to outsource physical market operations.

Traditional competitors focus on software

We believe we have early or first-mover advantage

We're investing to maximise our early/first mover advantage

- To build-out a GLOBAL 24/7 software + services business, we are:
 - Creating global executive roles in key competencies
 - Harmonising cybersecurity, technology, legal and contract frameworks to be able to serve multi-jurisdictional clients
 - Integrate follow-the-sun, operations desks covering 24/7 globally
- These measures will certainly help us to win major multinational customers who are interested in outsourcing their operations
- We plan to invest \$1.5M-\$2M in each of the next 2 years to achieve this.

Modelling shows solid returns on investment

- Internal modelling shows 3-year break-even with only 3% increase in revenue
- The investment will also:
 - Help win cross-sell customers (software ↔ services)
 - Help win major global accounts
 - Differentiate us ahead of our competitors for the renewable energy revolution
- We expect returns on this investment to start within 12 months, and fully underway within 18-24 months.

Summary

- Profitable growing company in a complex and essential industry
- Energy is arguably the most exciting market sector today
- Great product and service range
- Key supplier...sticky customer base
- Addressable market growing, with finite number of competitors
- We are helping to enable the renewable energy revolution by offering to help monetize those new assets
- Key differentiators in the new market (breadth of offerings and global reach)

The background is a dark, abstract composition. In the upper half, several bright green laser beams originate from points and fan out, creating a sense of depth and light. In the lower half, a complex network of white lines connects numerous small white circular nodes, resembling a digital or biological network. The overall color palette is dominated by black, green, and white.

Questions?