

15 November 2023

## Chairman's Report to FY2023 AGM

Dear Shareholder,

It is with pleasure that I am able to report that Energy One Group has achieved its tenth consecutive year of profitability and continuing growth of organic recurring revenues.

In FY2023, Energy One Group continues to demonstrate the benefits of the strategy of organic growth and synergistic acquisitions made in prior years. Revenue is up 39%, Annual Recurring revenue was up 19%. Underlying earnings (EBITDA) were in line with expectations at \$12.0mil.

This performance is a strong affirmation of the strategy pursued by the Company and delivered by its management, to improve the quantum and proportion of recurring revenues earned by the company. This year was marked by the return of customers after the interruptions to economic activity during the COVID period and the following period of business conservatism. The Globalisation Project, with a forecast program expenditure of \$1.5-2m in FY 23 and 24 (actual 2023 \$1.6m with \$0.3mil capitalised) is helping design new business processes that improve business resilience and improve leverage, allowing assets to be managed with improved compliance and process automation. This program has been very well received by current and future customers and the ISO stream of work is strategically very important to large international customers.

We have discussed the broadening of our expertise from software to software and services, both critical to wholesale energy companies. This service offering is critical to the new entrant renewable participants, retailers or customers with wholesale market obligations, transmission or generation asset owners focussing on efficient and robust market interfaces, gas and electricity storage operators looking to sophisticated trading capability, and asset rich generation companies seeking efficiency or flexibility. As we move to a Global enterprise quality services capability, the Company's existing automation product and our automated trading tools in this region and in Europe will provide scale and scope efficiencies not available to smaller regional competitors. The expansion of our potential customer base, and the synthesis between the software, services and process automation mean the addressable market for our services has increased enormously. Feedback from PE firms in discussions over the last 6 months as independent parties with wide experience in growing businesses were consistent in that our strategic direction was correct.

---

### Head Office

Level 13, 77 Pacific Highway  
North Sydney NSW 2060

### Postal Address

PO Box 6400  
North Sydney NSW 2059

### Contact Information

Telephone: + 61 2 8917 2200  
Email: [enquiries@energyone.com](mailto:enquiries@energyone.com)  
Website: [www.energyone.com](http://www.energyone.com)

## Cyber attack

The criminal attack on our Company was very disappointing. The attack was disruptive to the business, and while customer operations were not affected it has been very stressful for our employees. I apologise to the employees affected, and thank a wide cross section of our staff who worked with CyberCX to close out the criminals and restore the situation.

## NBIO Process

As announced, the Company has experienced inbound interest in a variety of corporate transactions over recent years. About a year ago the Board formed a view following advice from advisers that we could conduct a successful sale at or about \$6.00 per share. Therefore, we embarked upon a sale process. The process, which was all consuming for our small group of executives and the Board, was undertaken while the company embarked upon our innovative expansion of our global offering of our SAS business in the northern and southern hemispheres.

The result of the sale process was disappointing with an offer emerging of \$5.15, rejected by the Board last month.

## Looking forward

The distraction of management time from running the business to dealing with due diligence etc. was very costly and the outcome was further impacted by the hacking which took place during August due to the need to protect the customer and employee data and manage the Company's response. Now, with certain changes to management, we have resumed normal business.

The distraction of the sale process and set-back will have adverse consequences for this years result compared to our initial budget but the Board has confidence in its core management and market position. We will resume the previous upward trajectory, the benefits of which will continue to become apparent over the next 12 months. The timing of the attempted sale was unfortunate and costly with the consequence that there will be no dividend for 2023.

The Board will consider providing an FY24 outlook after the release of the 2024 1H results in February.

Our core business remains strong and our presence in the Australian and European markets is continuing to improve.

---

### Head Office

Level 13, 77 Pacific Highway  
North Sydney NSW 2060

### Postal Address

PO Box 6400  
North Sydney NSW 2059

### Contact Information

Telephone: + 61 2 8917 2200  
Email: [enquiries@energyone.com](mailto:enquiries@energyone.com)  
Website: [www.energyone.com](http://www.energyone.com)

**Vaughan Busby**

Vaughan Busby retired from the Board earlier this year. I would like take a moment to reflect on his extended service to your Company. Vaughan joined the Company when it was an SME energy retailer within Ferrier Hodgson. After a review of its options and strategy he worked with Ian to consolidate its marketing strategy, expand its reach and in 2006/07 bring it to the ASX. After the pivot from retailing to software he moved from an executive role and become a non executive director. Vaughan has been involved with the Board in the evolution of the Company and its expansion to the UK and Europe as well as the move into services. The Board has considered a number of major decisions over the last 15 years, and Vaughan has been a crucial part of that process. The Board members, and I, thank him for his contribution, wish him well in his future endeavours and look forward to welcoming him to future shareholder meetings.

The Board will be adding directors early next year, and we will adopt a similarly robust process to that which we used prior to Leanne joining us in October last year.

In closing, I would like to again thank my fellow directors, management and staff for their continued support, dedication, and strong efforts throughout this busy and difficult year. In particular, I would like to highlight the quality of this year's results and strong organic growth in recurring revenues and projects in Australia and Europe, which occurred while Shaun and Guy were busy with the initial months of the potential sale process. This is a testament to the leadership of Shaun, our Group CEO, and the quality of the managers and leaders he has developed as part of his team.

**ANDREW BONWICK****Chairman**

For further information regarding this announcement, please contact:

**Andrew Bonwick**

Chairman

**E: [andrew.bonwick@energyone.com](mailto:andrew.bonwick@energyone.com) | P: 0417 549 168 | [www.energyone.com](http://www.energyone.com)**

\*\*\*\*\*

This announcement was authorised for release by the Board of Energy One Limited.

**About Energy One**

With offices in Australia, UK and Europe and with some 50% of the energy traded in the Australian market, Energy One is the premier supplier of software and services to the wholesale energy market in Australia and a leading supplier to European wholesale markets and customers.

---

**Head Office**

Level 13, 77 Pacific Highway  
North Sydney NSW 2060

**Postal Address**

PO Box 6400  
North Sydney NSW 2059

**Contact Information**

Telephone: + 61 2 8917 2200  
Email: [enquiries@energyone.com](mailto:enquiries@energyone.com)  
Website: [www.energyone.com](http://www.energyone.com)