



Investor Update .

7 March 2024

An aerial photograph of a dense green forest with a winding asphalt road on the right side.

**UNLEASHING
NET ZERO**

Presentation team.



Harvey Sinclair

Chief Executive Officer

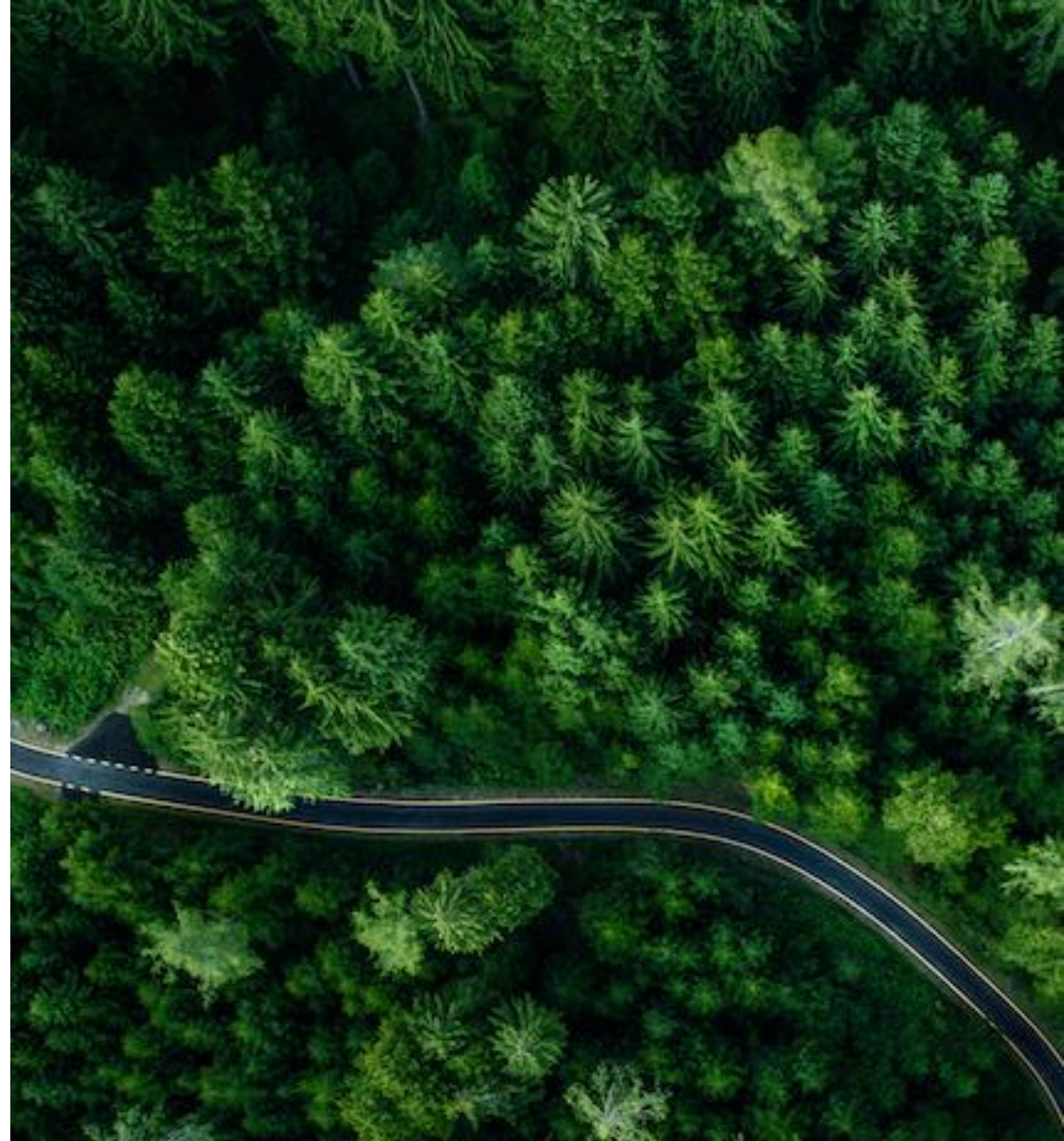
Harvey co-founded eLight in 2014 and is now CEO of eEnergy Group. He is a proven technology entrepreneur, who has achieved a number of successful exits of business over the last 15 years, across a variety of different sectors; Software, Internet, ecommerce and in the Hospitality sector, in both the public and private markets.



Crispin Goldsmith

Chief Financial Officer

Crispin joined eEnergy in July 2020 as Chief Strategy Officer, serving as CFO since July 2022. Crispin has over 20 years of experience in corporate finance and M&A and substantial board level experience across a range of businesses. Crispin started his career at PwC, where he qualified as a Chartered Accountant.





A leading **digital energy services provider** revolutionising the path to **Net Zero for B2B and public sector organisations.**

- **Simplified business model:** £29m sale of energy management division allows increased investment in high growth energy services division.
- **Strengthened balance sheet:** Unlocks margin improvement opportunities and enables larger multi-site contract opportunities.
- **Newly agreed funding facility with NatWest:** Providing firepower to enhance growth and increase our recurring income stream.
- **Proven strategy:** 334% energy services growth since AIM listing in 2020 (63% CAGR)¹.
- **Market opportunity:** Large addressable market, estimated £2bn LED opportunity within the education sector alone².
- **Strong, highly invested pipeline:** generated over the last 24-36 months, with a proven track record of c. 50% conversion over the sales cycle.
- **Profitable, scalable platform:** Moving towards high-teens Adj EBITDA margin³.

Notes: (1) 12-months to June 2023 versus 12-months to June 2020; (2) Company estimate; (3) before plc costs

Energy Management Division sale.



Key Terms:

- Initial cash consideration of **£29.1m**.
- **Ongoing customer base** and **close relationship** with divested business.
- **Additional contingent consideration** capped at £20m, estimated by company to be in the range of **£8m-£10m** (a third of the current market cap) based on delivery of the business plan.
- **Repayment of corporate debt facilities in full** (£8.1m).

The new, simplified eEnergy business model.

Reduction.



Energy Reduction Services: an end-to-end solution that overcomes the challenges associated with identifying energy reduction opportunities, as well as the design and installation of LED lighting and controls, all while avoiding operational disruption.

38% target Gross Margin

Generation.



Energy Generation Services: an end-to-end solution that addresses the challenges involved in rooftop, ground-mount, and carport solar PV design, planning, deployment, and management, all while minimising operational disruption.

25-30% target Gross Margin

Charging.



EV Charging Services: an end-to-end solution that navigates the complexities of EV charging infrastructure, including planning, deployment, and management, all executed with minimal operational disruption.

25-30% target Gross Margin

Financing.



Competitive, Simple, Flexible, & Compliant Financing: Achieving energy savings without financial and logistical barriers.

Data Solutions.



Data services: enabling scalable design, optimisation, management and reporting across portfolio energy infrastructures; driving sustainability and operational efficiencies.

Energy Services

Our market.



Route to Market.

- Consultative Direct Sales Team.
- Indirect/Channel Partners.
- Frameworks.



Market opportunity.

- Substantial market opportunity.
- Differentiated public sector solution.
- 70% remaining addressable market c. £2bn in education alone¹.

Strong Growth Drivers.



High cost and volatile energy market.



Huge demand for solar.



Demand for energy insights.



Government policy releasing grants.



Need for capital free solutions to unlock net zero.



Demand for EV charging.



Turn-key decarbonisation solutions.



Regulation triggers.

Note: (1) Management estimate

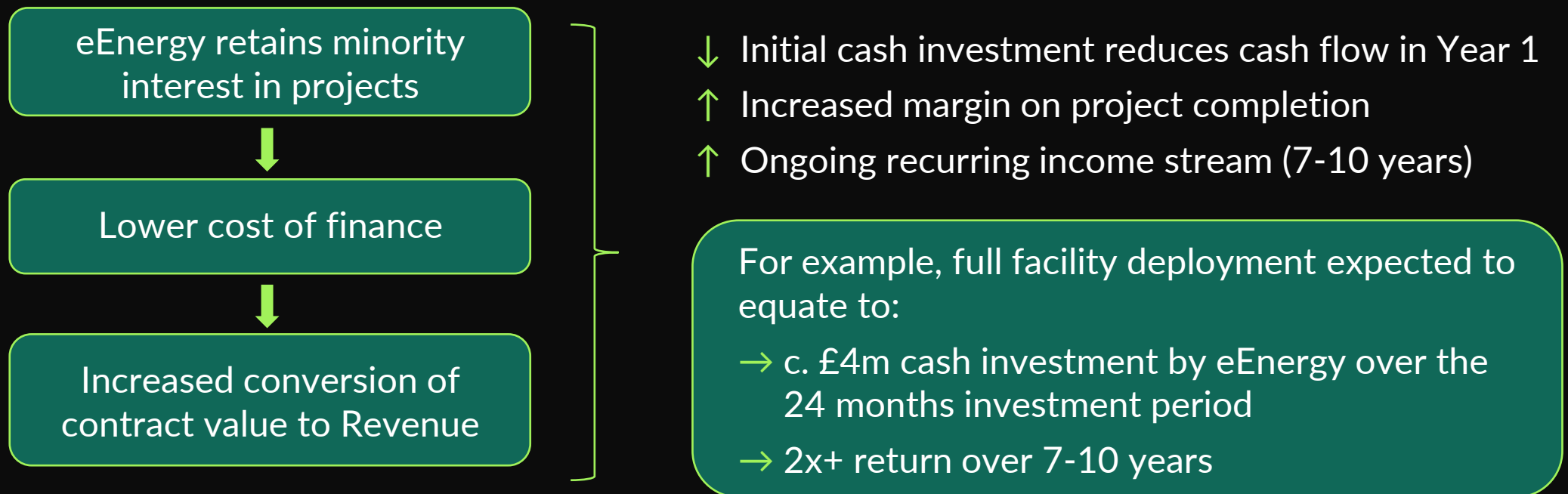
Balance sheet transformed to fund growth.

- **Strengthened Balance Sheet**
 - Removes cash constraints on supply chain.
 - Provides working capital to drive growth.
- **Measured, prudent approach to capital deployment**
 - Target to be cash generative after investments in working capital.
- **Enables eEnergy to**
 - Manage lumpy working capital cycle.
 - Tender for larger multi-site projects.
 - Secure better terms across supply chain; and
 - Access better finance rates, including the NatWest facility.



£40m NatWest Facility overview.

- ✓ Blue-chip funding partner
- ✓ Ambitions to scale funding in this segment
- ✓ Unique and differentiated solution for the market
- ✓ Result of many years' developing a compliant, fundable product and achieving scale



Operational gearing driving margin improvements.

Energy Services

- Profitable and scalable platform
- Favourable market conditions create a strong growth opportunity
- Targeting 12% - 15% revenue growth
- Moving towards high-teens Adj EBITDA margin

Group PLC function

- Enhance Group capital value
- Strategic expansion opportunities
- PLC requirements
- Right-sizing cost base following Energy Management disposal

Moving forward.



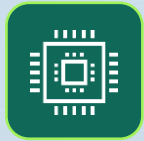
Leverage market leading position to drive organic growth in energy reduction and generation.



Race to 2030, an explosive market opportunity over the next six years.



Upselling renewables to our existing customer base.



Platform to pivot to new technologies.



Leverage three-year investment and healthy pipeline.



Platform in place for significant revenue expansion



Our goal.

eEnergy's mission is to make Net Zero possible and profitable for our customers, whilst delivering strong returns to our shareholders.

Already a trusted partner by over 1,100 B2B and public sector organisations, well-positioned to provide solutions for companies to deliver on their net zero goals

Questions?
