



ASX Announcement

Friday, 28 September 2018

ERM Power finalises acquisition of industrial energy efficiency business 'Out Performers'

ERM Power Limited [ASX: EPW] today announced the finalisation of the acquisition of independent engineering group, Out Performers.

Out Performers specialises in industrial energy productivity for large energy consumers. The company's technical expertise and services in energy advisory, project delivery and performance tracking for industrials complement and expand ERM Power's existing Energy Solutions offering, capability and reach.

The acquisition will be immediately earnings and EPS accretive as part of ERM Power's Energy Solutions division and will be financed from existing facilities, consistent with previously announced plans to invest up to \$40m in organic and inorganic opportunities in Energy Solutions.

The acquisition cost is \$12m with an earnout over two years of up to a further \$4m. Out Performers FY2018 net profit before tax on a standalone basis was \$2.3m and is acquired on a debt-free basis.

ERM Power CEO Jon Stretch said he was delighted to welcome Out Performers to the ERM family.

"This is an excellent fit, bringing large-scale industrial project expertise and energy efficiency certificate creation capability to ERM's existing suite of energy solutions."

About Out Performers

Out Performers, founded by Duncan Stone in 2009, is an engineering group with more than 30 staff based in NSW and Victoria. The business focuses on reducing the energy costs of Australia's 300 largest commercial and industrial energy users by improving the financial returns and reducing the risks associated with implementing energy efficiency projects.

About ERM Power

ERM Power is an Australian energy company operating electricity sales, generation and energy solutions businesses. The Company has grown to become the second largest electricity provider to commercial businesses and industrials in Australia by load¹. A growing range of energy solutions products and services are being delivered, including lighting and energy efficiency software and data analytics, to the Company's existing and new customer base. The Company operates 662 megawatts of low emission, gas-fired power stations in Western Australia and Queensland.

¹ Based on ERM Power analysis of latest published information.

For further information

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