Energy One Limited
Chairman's Address
2018 Annual General Meeting

Ladies and Gentlemen

I welcome all attending shareholders to the 2018 Energy One Limited Annual General Meeting.

You will have received the Notice of Meeting that was sent to all registered shareholders, and I shall take that Notice as read. I note also that Energy One has published its 2018 Annual Report, and that it contains all the required Financial Statements and reports about the Company and its performance relating to the 2018 Financial Year. I shall now present a brief overview on the Company, after which I will be happy to receive questions. I would be grateful if you could refrain from asking those questions until after I have finished speaking or until we consider General Business.

It is with pleasure that I am able to report that Energy One has achieved its fifth consecutive year of profitability.

In FY2018, Energy One began to see the benefits flowing from acquisitions made in prior years. Revenues this year were up 62%, underlying earnings increased 77%, and net profit before tax increased by 129%. Completing this set of robust financial metrics, net profit after tax was also higher by 239% from the year prior to $1.04M.

In addition to the strategic synergies flowing from recent acquisitions, they also improved free cash flow. During 2018 the Company fully repaid its debt facility and ended the year with $0.73M cash on hand.

More detail on the Company's operational performance can be found in the Chief Executive Officer's report.

Over the past few years, Energy One has pursued growth through both organic expansion and targeted acquisitions. During 2018 management successfully integrated the two most recent acquisitions. This integration process has provided valuable experience and insights which will prove valuable during similar exercises in the future. Business integration has also confirmed the internal leverage available as existing customers are introduced to new products and services. Whilst integration has proceeded as planned, both management and the Board continue to actively on evaluate additional acquisition opportunities. Importantly, the recent experience gained, when combined with the current capital structure, available debt facilities and stronger cash flows, affords the Company considerable financial capacity to consider further synergistic acquisition opportunities.

In addition to customers added from acquisitions, we continue to win new customers via organic growth. During the year, we grew to a customer base of 95 installations, across a range of segments from large blue-chip energy companies to smaller start-ups and innovative power generators. This growth has been accompanied by a steady increase in recurring revenues from licence, hosting and support activities, with that figure now comprising some 80% of operating revenue.

Looking forward, the domestic energy market will be undergoing significant change in the next 2-3 years, as regulatory adjustments to market structure (such as the 5-minute market and gas capacity trading) are introduced. These changes present the Company with opportunities to help customers meet their changed needs through using our software solutions.

Furthermore, the Company continues to explore offshore markets for its products, and now has its first customer in the UK

When reviewing the existing capital position of the business, the Board remains mindful of balancing further new investment against realising expected returns from existing investments. With this in mind, the Board has determined it is appropriate for the Company to pay dividends annually on the basis of the release of our annual accounts, at a dividend payout ratio of approximately 40% of net profit after tax. The percentage payout ratio and appropriateness of any Dividend Reinvestment Plan will be annually reviewed as part of ongoing capital management. This year, a final dividend of $0.02 per share has been declared, and the Dividend Reinvestment Plan is in operation.

Energy One's Board remains committed to improving the liquidity in the Company's traded shares on ASX. In this regard, I note the volume of shares traded on ASX during FY2018 did increase by 262% over FY2017.

I reiterate that the Board of Energy One remains committed to maximising shareholder value by both growing, and improving the performance of the business over both the short and long terms.

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 productive year.

Ottmar Weiss