



2016 Annual General Meeting

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Key Personnel



Bob Browning
Independent Non-Executive
Chairman



Leanne Graham
Independent Non-Executive
Director



Stuart Allinson
Managing Director

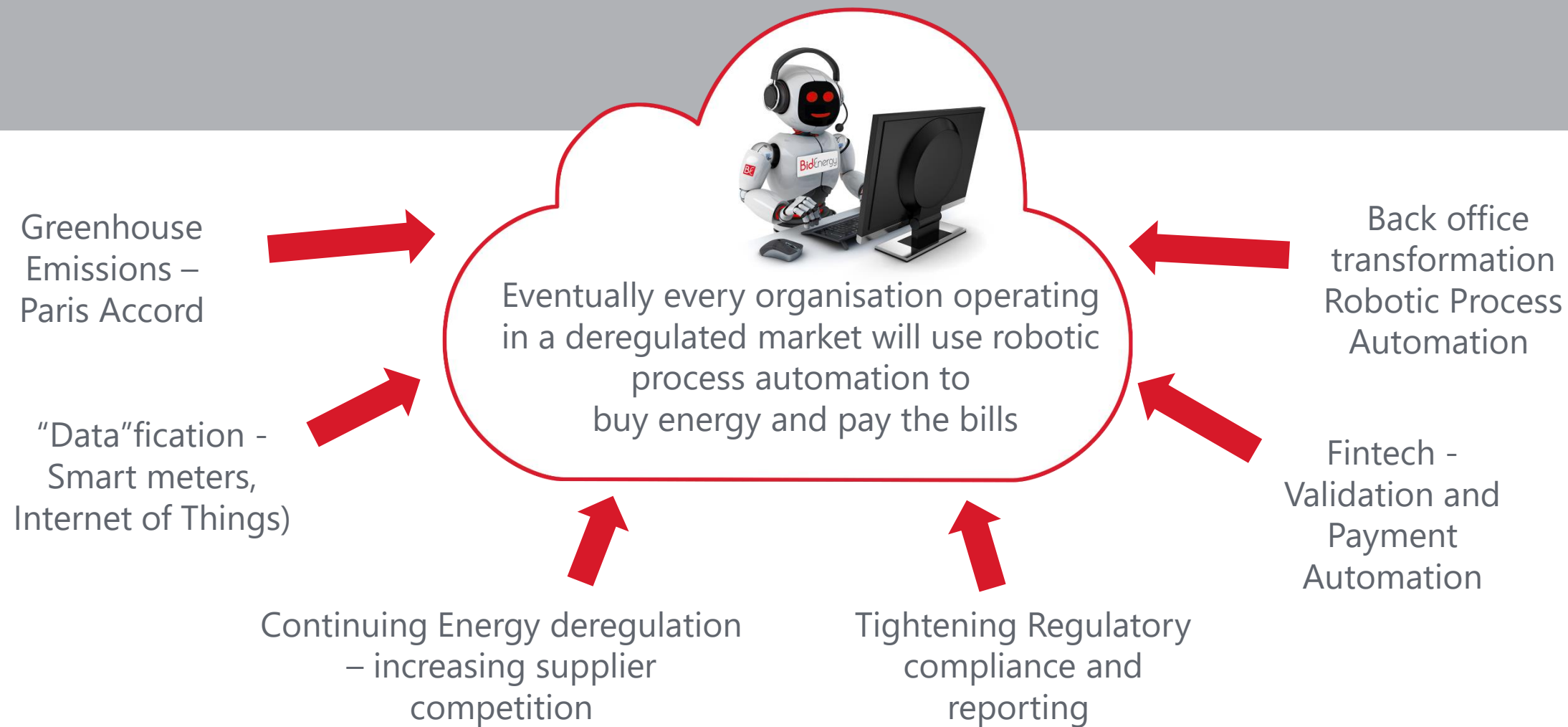


Anthony Du Preez
Executive Director & Chief Technology Officer



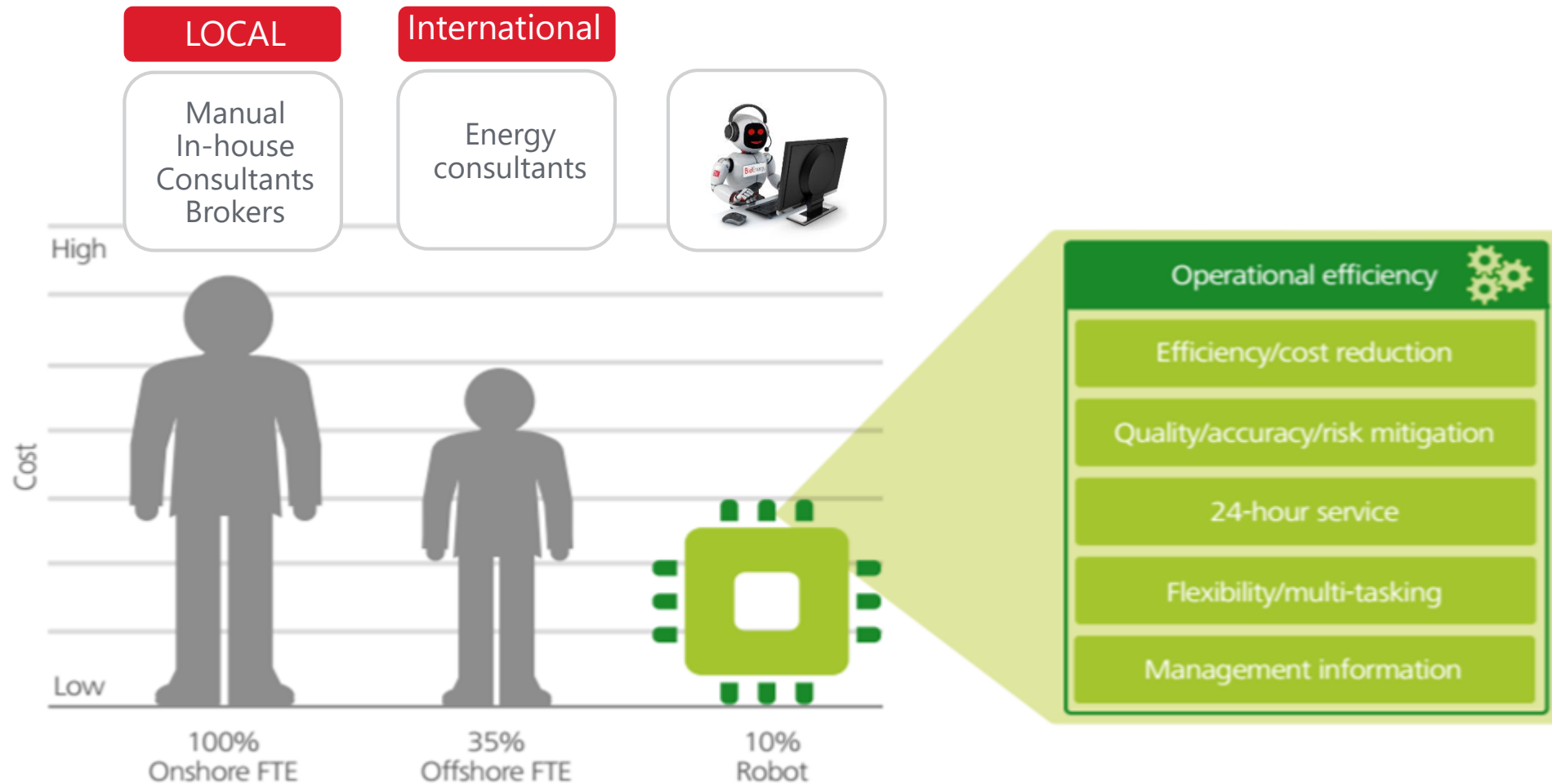
Phil Adams
Chief Executive Officer – USA

BidEnergy sits in the centre of Energy Megatrends



Robotic Process Automation (RPA)

Minimises Cost, Maximises Speed, Accuracy, Coverage, Agility, Insight



Source: Deloitte analysis

BidEnergy solves
the global
energy spend
problem with
SaaS

PROBLEM

Organisations struggle to buy, budget, account and pay for Energy – Systems like SAP/Ariba/Oracle don't solve the problem – complexity increases with # sites and geography



PURPOSE

Use proprietary robotics & analytics to reduce energy cost and streamline processes, make organisations agile and free up staff to focus on adding value.



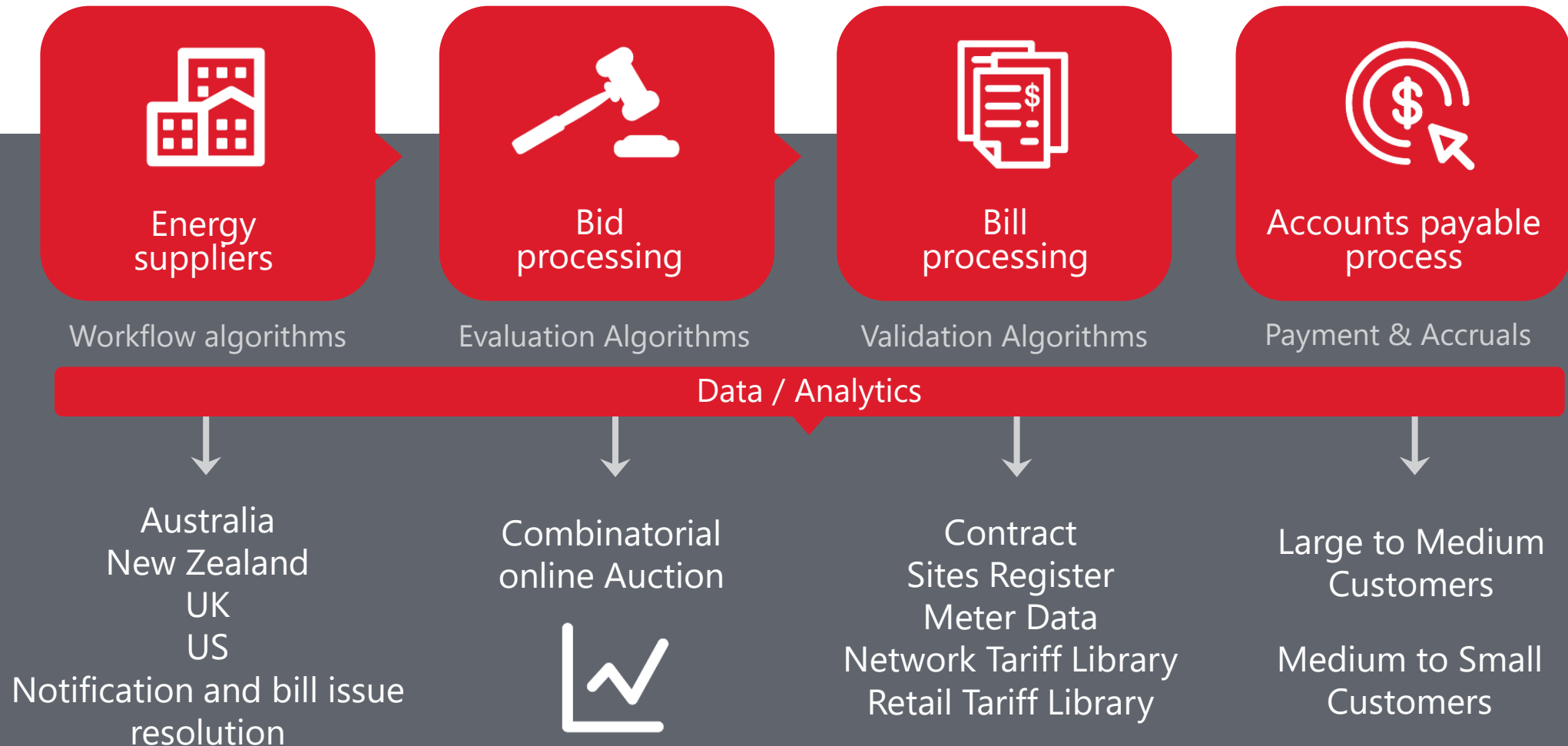
PROVEN

>30 subscriptions, electricity and gas >7,000 sites across Australia, New Zealand, the UK and USA. 100% retention – contract renewals

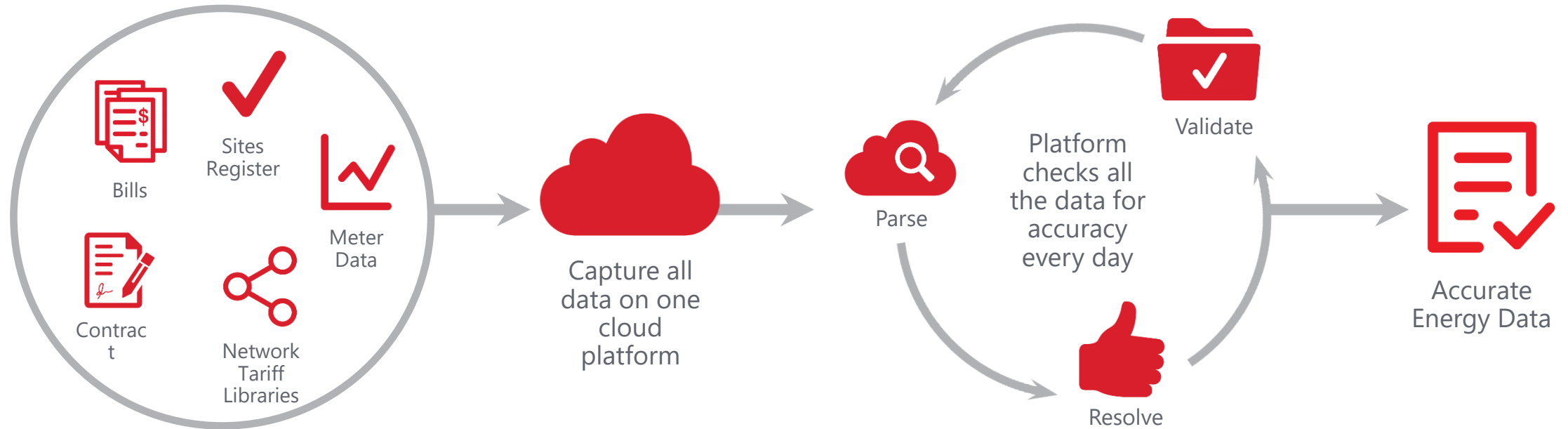


Scalable Source-to-Pay Platform for Energy

'Core defensible IP'



Why our customers love our platform



Manual Workflow

ACCURACY

SPEED

CONTROL



Automatic Workflow

Business strategy

Founded on
Three pillars...

1

ENTERPRISE sales

Subscription
agreements with
multi-site clients



2

CHANNEL partnerships

Sales through
channel partners –
existing relationships



3

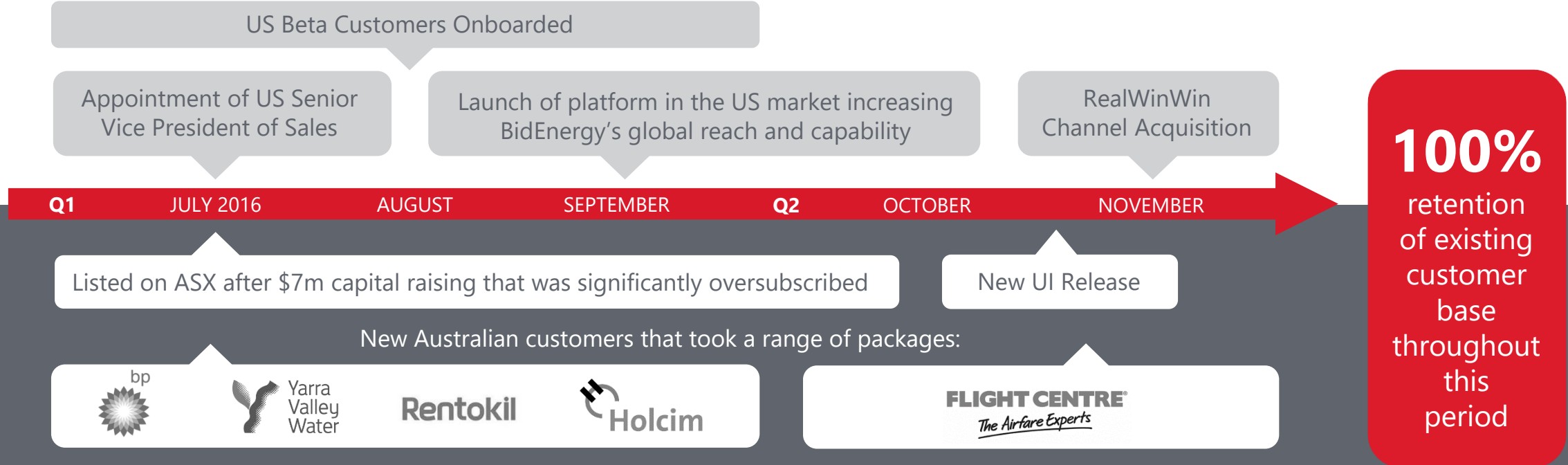
GLOBAL footprint

Deploy globally
through a single
platform



FY17 Strategy Milestones Achieved to Date

US HIGHLIGHTS



BUSINESS AS USUAL

Platform Metrics

Bills Processed
on Platform
(2016)

125,655

Bids Processed
on Platform
(2016)

86,948

Suppliers
Integrated on
Platform

AU: 43

GB: 27

NZ: 9

US: 22

Network
Tariffs on
Platform

AU: 1,309

GB: 2,953

NZ: 178

US: 3,668

Bills Processed
on Platform
(Total)

233,188

Bids Processed
on Platform
(Total)

317,165



Interval Data on
Platform (1/2 hour)

2,365,734
days

Key Priorities Over Next 12 Months

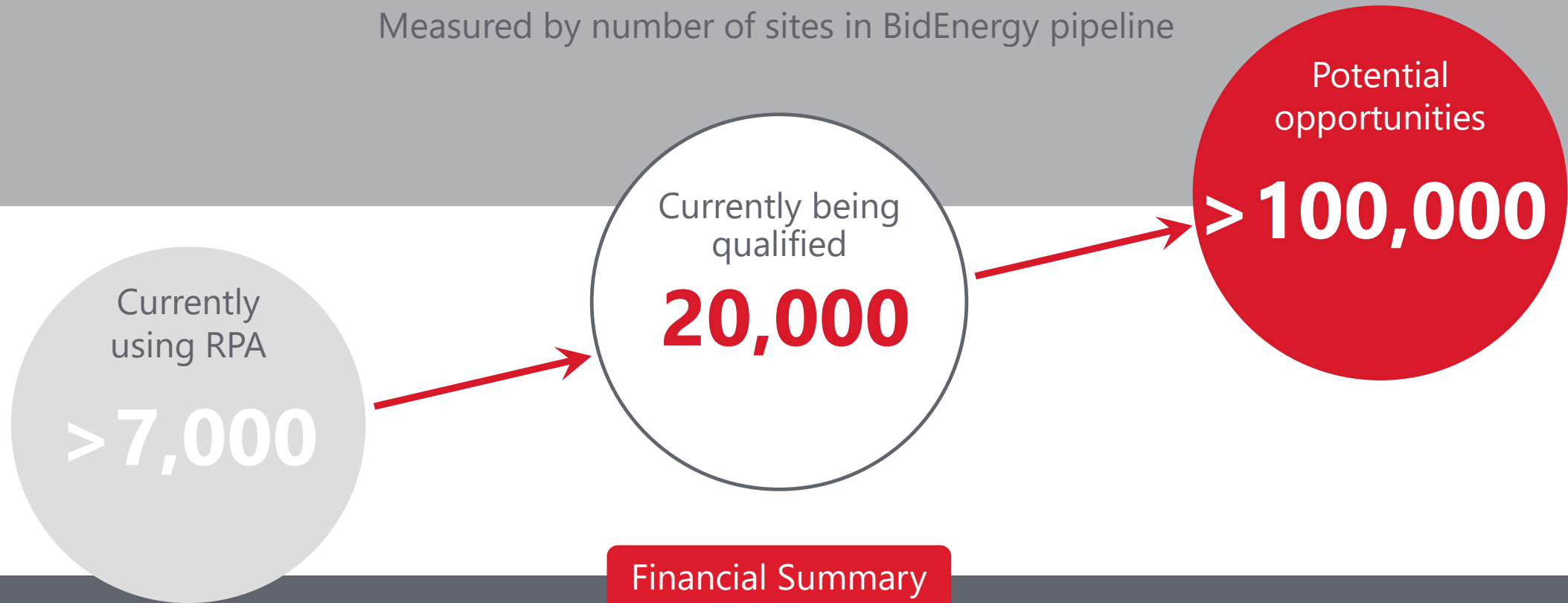
Growth in US market following launch in September and **extensive beta testing**

Expand into European market

Continued growth in Australia and New Zealand through strategy of securing large enterprise and global firm clients and the promotion of our innovative platform through channel partnerships

The market is moving towards RPA

Measured by number of sites in BidEnergy pipeline



**Successful
\$7m capital raise**
& BidEnergy acquisition 1 July 2016

Strong balance sheet and cash
balance
\$10M 1 July 2016
\$6.8M 25 Nov 2016

Growing contracted customer base
>20 contracted 1 July 2016
>30 contracted 25 Nov 2016

RealWinWin –
Established
relationship with
100,000 US sites –
household names

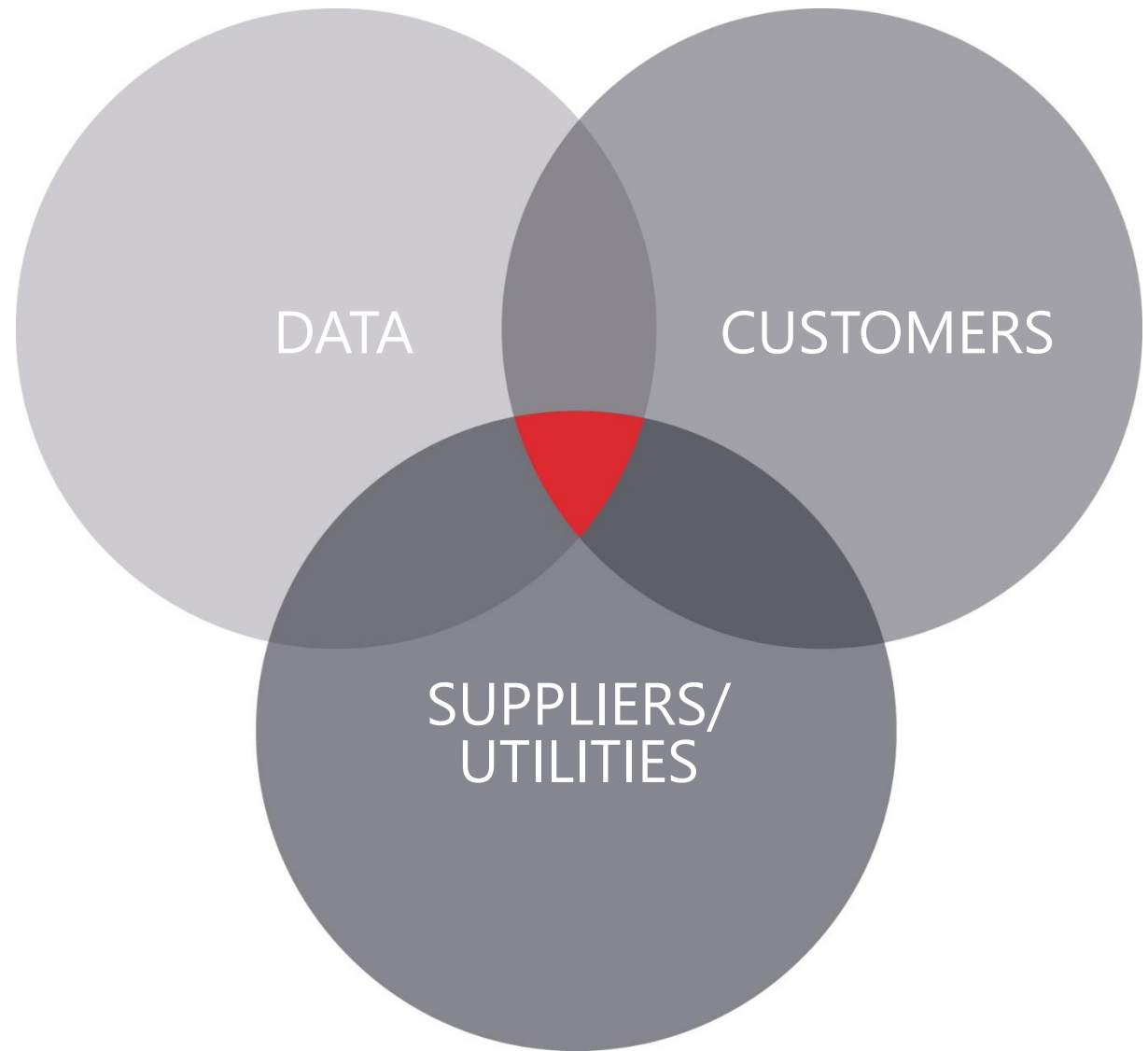
Established relationships
in target market

Data business

Sales and Service Team

Operating and
platform synergies

De-risks and accelerates
US roll out





Questions?