

ASX RELEASE

9<sup>th</sup> May, 2019

## APPOINTMENT OF CHIEF COMMERCIAL OFFICER

**BidEnergy Limited (ASX: BID)** ("BidEnergy" or "the Company"), a leading provider of energy spend management solutions for global multi-site businesses through its leading Robotic Process Automation ("RPA") platform, advises that it has today appointed Darren Knihnicky as Chief Commercial Officer (CCO) of the Company.

Mr Knihnicky joins BidEnergy having gained extensive CFO and CCO experience with technology sales companies such as eNett International Pty Ltd, Assembly Payments Pty Ltd and Tappendium Pty Ltd. As CFO and Head of Global Banking at eNett, for over three and a half years, Mr Knihnicky was responsible for establishing a culture of accountability and transparency. He oversaw global growth and helped scale the business through deep data analysis and insights, effective risk management and governance, while allowing the Australian-founded payments business unicorn that disrupted the B2B travel payments industry to remain dynamic.

Prior to eNett Mr Knihnicky had a 10 year career at Sensis (a wholly owned Subsidiary of Telstra) in senior finance and commercial roles which included a successful period leading an executive team on a dedicated project focused on transforming Sensis Yellow Pages (business directory) into a growing digital concern from a rapidly declining print proposition and also running the corporate development team across a number of successful high growth acquisitions.

Mr Knihnicky is a Member of Institute of Chartered Accountants in Australia, and has a Bachelor of Economics (Commerce) from Monash University.

**Commenting on the appointment, BidEnergy Managing Director, Guy Maine, said:**

"Darren's appointment comes at an exciting time for BidEnergy. The C-suite appointment to our management team is timely as Darren's expertise and experience in managing growing SaaS technology companies will help support our rapid growth objectives and harness the multitude of emerging prospects in the business development pipeline."

BidEnergy Limited ABN 94 131 445 335

530 Little Collins Street, Melbourne VIC 3000, Australia

+61 03 8608 0781 | [info@bidenergy.com](mailto:info@bidenergy.com) | [www.bidenergy.com](http://www.bidenergy.com)





A summary of the material terms and conditions of Mr Knihnicky's appointment is set out at Annexure A.

**Further information:**

Simon Hinsley  
Investor Relations  
+61 401 809 653  
[simon@nwrcommunications.com.au](mailto:simon@nwrcommunications.com.au)

**About BidEnergy**

BidEnergy is an Australian-based technology company with additional offices overseas in the USA and UK. BidEnergy's cloud-based platform simplifies the complex energy spend management process by using automation, enabling organisations to have complete control over their energy spend. Unlike manual consulting and business services, the platform automates the management of every component of the process for multi-site companies. By automatically capturing and validating invoices and meter data, BidEnergy customers can streamline their accounting and payments processes, go to market at short notice to optimise their supply contracts and reduce billing charges using sophisticated analytics and reporting.



## ANNEXURE A

### Summary of Key Terms of Chief Commercial Officer's Remuneration (Mr Darren Knihnicki)

Term	Mr Knihnicki's appointment as Chief Commercial Officer will become effective on 27 May 2019 and will continue until it is terminated in accordance with the terms of the Executive Service Agreement.
Services	Mr Knihnicki has been engaged to provide those services usually required of a Chief Commercial Officer of a Company of the scale and nature of BidEnergy Limited and its subsidiaries.
Remuneration	<p>Mr Knihnicki will be paid a base salary of \$200,000 per annum ("Base Salary").</p> <p>Mr Knihnicki is also entitled to an equity package of up to 110,000 performance rights, each with an exercise price of nil and an expiry date of 15 months after the date of issue. The performance rights shall vest and become exercisable on the date that is 12 months from the date of issue provided that Mr Knihnicki remains engaged by the Company on that date.</p>
Bonus	Mr Knihnicki may receive annual performance-based bonuses over and above the Base Salary up to \$50,000 per annum, upon the achievement of Key Performance Indicators ("KPIs") to be formally defined by the Board.

