



An emerging energy company

Investor Presentation March 2016

www.goenergy.com.au

ASX : GOE

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Agenda

1. Corporate and business review
2. 1H FY16 Financial Summary
3. Investment fundamentals



Corporate and Business Review

Corporate overview

Capital Structure

ASX code	GOE
Shares on issue	~983m
Market capitalisation (@1.6c)	~A\$16m
12 month price range	\$0.04-\$0.013
VWAP from 29 February 2016	\$0.016

Shareholders

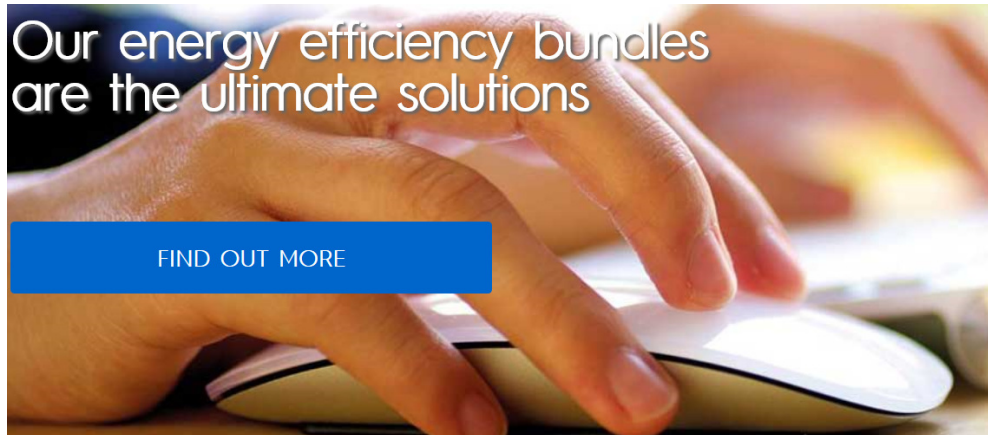
Top 20 Shareholders	90.6%
Number of shareholders	1,400
Major Shareholders	
Urban Group Energy Holdings Pty Ltd}	74.2%
Wytown Pty Ltd }	
Gypsy Hill Pty Ltd (David Richardson)	9.5%
JP Morgan Nominees Australia Ltd	2.5%

Development Timeline

2011	Go Group founded as trader and aggregator of environmental certificates
2013-14	Enlarged energy activity by establishing retail energy products and services
2014-15	Acquired Solco Ltd via RTO Cumulative installations of 2MW solar PV 390 billable electricity sites Launched power purchased agreement product backed by \$25m funding facility
2015-16 YTD	Further established integrated energy offering Cumulative installations of 3MW solar PV 2,500 billable electricity sites Gas wholesale pass through product launched 840Gj annualised load signed 1.1MW Solar PV, 35 systems installed (77% PPAs) Partnership with L&H launched to further drive commercial solar

* Underlying revenue after adjusting for reverse acquisition accounting entries

Products and services



Our energy efficiency bundles are the ultimate solutions

FIND OUT MORE



Licensed energy retailer providing integrated offers of grid, solar and other solutions for reducing customers energy costs



Provides trading platform to its customer base that enables conversion of green certificates into cash

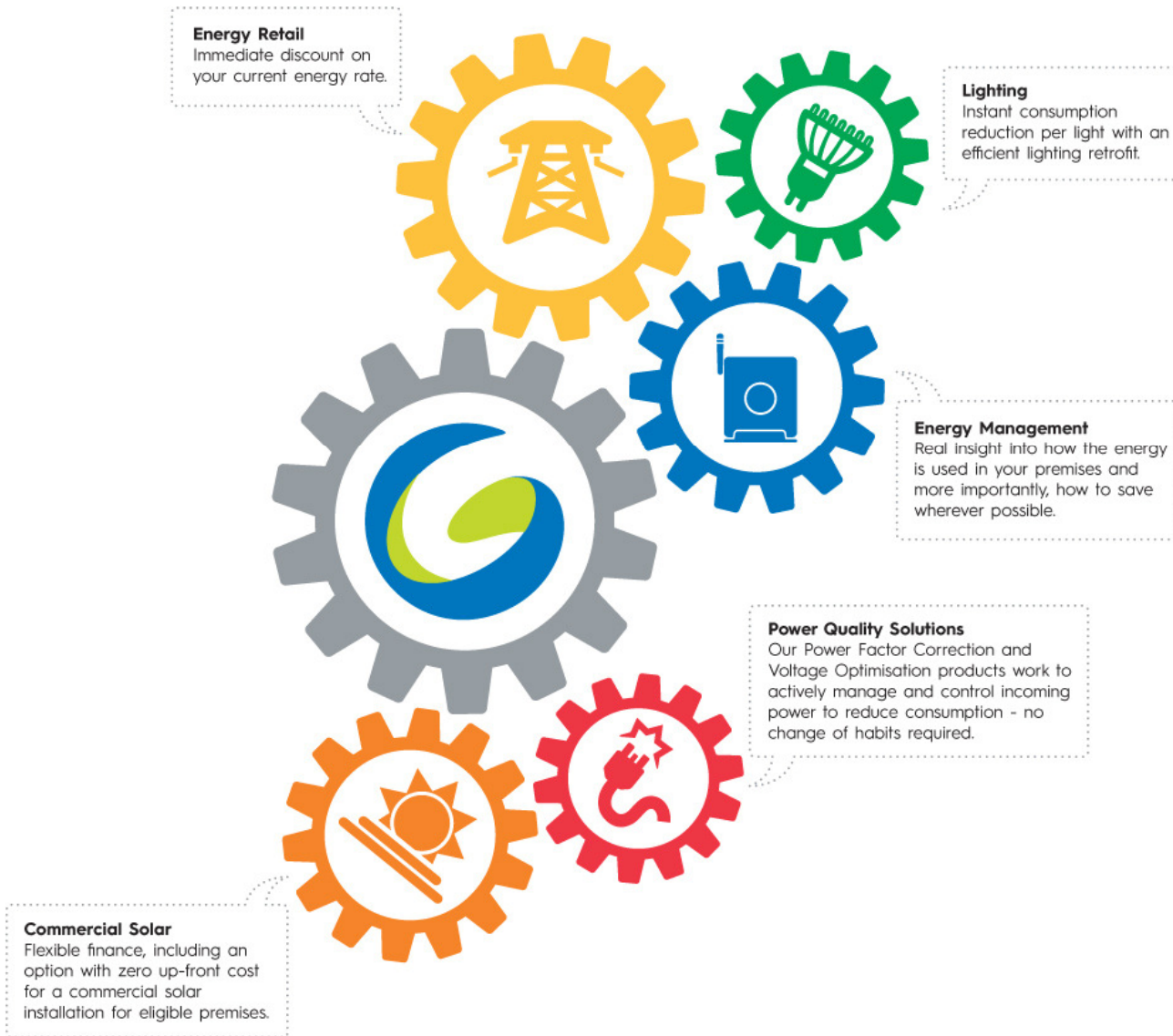


Submit STCs instantly with our free mobile App



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Integrated retail energy offering



Electricity

Focus on SME and multi site commercial businesses

Electricity integrated grid and renewable product

Work with customer to reduce energy consumption and manage peak load charges with solar and energy efficiency solutions

Gas

Targeting large commercial customers with a wholesale pass through product at set margin

Customer achieves lower cost of energy with minimal risk to GOE

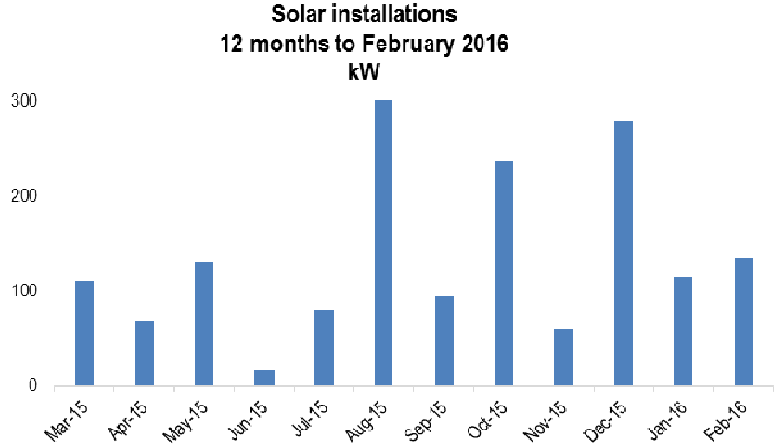
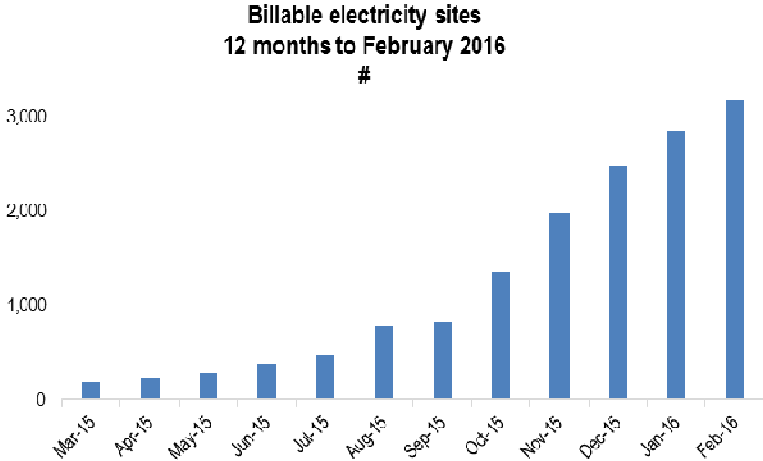
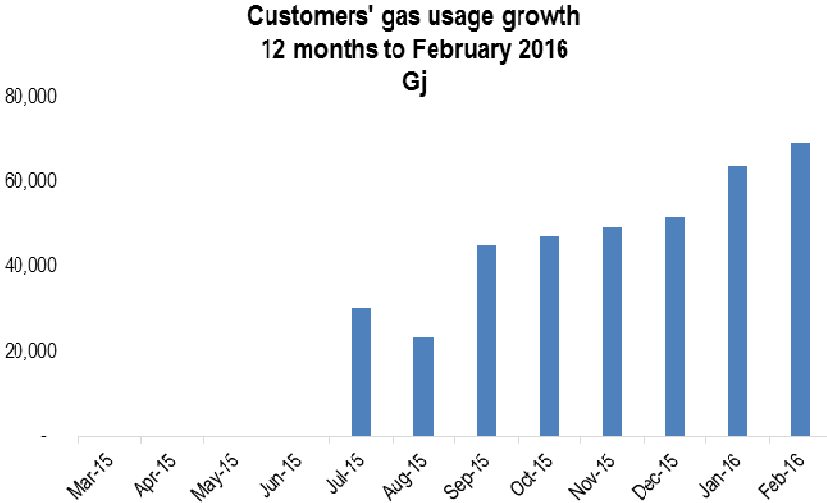
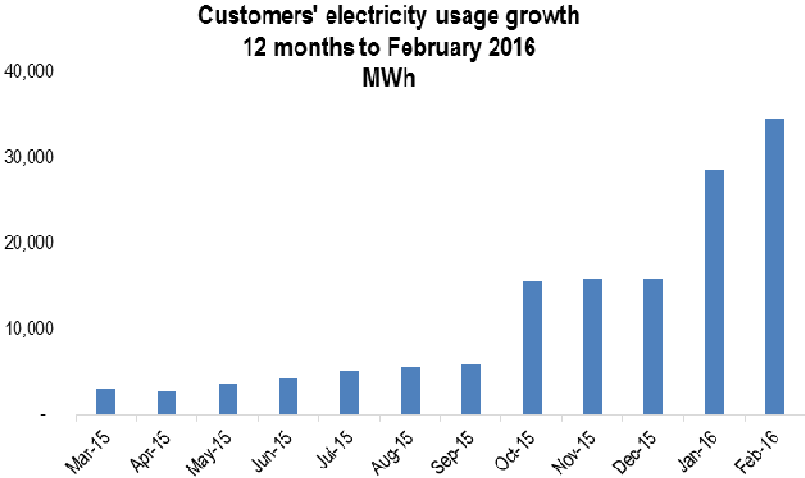


Integrated retail energy offering



- Independent Energy Retailer.
- Licensed Energy Retailer in NSW, VIC, ACT, QLD & SA. Licensed Gas Retailer in NSW, ACT & SA.
- Designs, constructs, owns, operates and finances solar PV power plants, energy management & energy efficiency solutions for commercial/industrial & SME's.
- Comparative advantage: bundling self-generation solar systems and energy efficiency technologies into a seamless energy retail offer - complete energy solution that delivers immediate customer savings.
- Offers a range of competitive and innovative financial solutions to customers; solar leasing and Power Purchase Agreements (PPAs).

Strong growth in first 12 months



Building diversity of sales channels and Partnerships



- Direct sales channels to build SME growth
- Agreement for provision of energy contracts with major buying groups, including NSW Business Chamber and its members.
- Strategic Alliance with Australia's leading electrical wholesaler, L&H Group (www.lh.com.au)
 - L&H to market & sell GO energy products & services.
 - Entered into an agreement for 1.1MW in Solar PPAs to be deployed across selected L&H store sites, roll-out underway.
- Partnership with Golf NSW to provide Member Clubs with energy supply and solar solutions
- Building solar partnerships across utilising existing installer relationships of GOE and also L&H customer base

Energy storage strategy

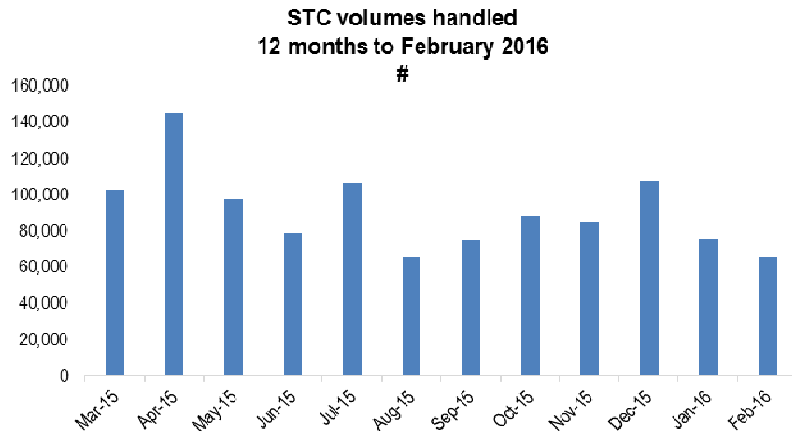


- Application of battery storage at individual business level is still in early stages
- Returns on investment, in most cases, does not yet justify installation of battery storage (other than specialised applications, such as remote areas)
- Commercial businesses typically utilise all the available energy produced from their solar systems due to the limitation of roof size compared to energy consumption
- GOE is developing commercial battery storage solutions that integrate with its existing product offering
- Will utilise market leading products to provide customer specific solutions

Environment certificates

- GOE is one of Australia's largest aggregators of environmental certificates including: STCs, LGCs, ESCs and VEECs, to end-users and installers.
- Original foundation of the company. Expected to show lower revenue and diminishing margins through to 2020 when main certificate scheme ends ("STCs")
- Customers are typically small scale solar and other renewable energy products installers
- Business offers fast payment to customers and live quoting customer services.
- Innovative funding facility to eliminate working capital requirements for customers through the CER registration process.
- Cloud-based trading platform to allow customers to sell certificates while allowing CO2 to run with minimum staff.
- IOS and Android App allowing customers to create STC's in a paperless environment at the point of installation.

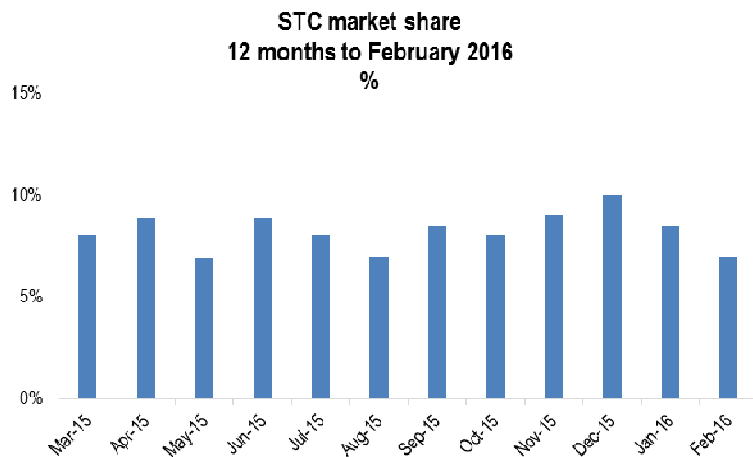
Maintained market share in declining market



STC volumes handled have declined during the 2015 to annual 1m certificates

Market share maintained in declining market. Residential solar PV installations, main source of STCs handled, has declined during calendar 2015 year

(Source: Australian PV Institute)





1H FY16 Financial Summary

1H FY16 Highlights

Electricity

- Ongoing growth in new retail energy customers, billable sites over 2,500 and growing.
- Increasing annualised contract load >340GWh and growing.
- Current sales ~400 new sites per month.
- Working capital intensive

Solar

- Progressed utilisation of \$25m financing facility to fund its solar PPA pipeline - facility will fund ~23MW of solar installations.
- Pipeline of solar installation opportunities continues to grow.

Gas

- Retail gas supply business growth - annualised 840Tj
- Contracts with large scale commercial businesses with significant gas purchases
- Product structured so as to have minimal working capital requirement

Financial results – first half year

	1H FY16 \$000s	1H FY15* \$000s	% variance	Comments
Revenue	37,594	1,606	nm ↑	Energy revenue increased . Environmental certificates revenue excluded from 2015 results
Direct costs	(35,307)	(1,195)	nm ↑	
Gross margin	2,287 6.0%	411 25.5%	456% ↑	Activity in 2015 largely high margin solar. 2016 revenue includes energy retail and full period of environmental certificates
Operating costs	(4,251)	(2,964)	43% ↑	Operating costs included development expenses not able to be capitalised
Earnings before interest, tax and depreciation	(1,964)	(2,553)	23% ↓	
Depreciation, amortisation & impairment	(306)	(157)	57% ↑	
Finance costs	(247)	(41)	502% ↑	
Result before income tax	(2,571)	(2,751)	6% ↓	

- Statutory results of 1HFY15 include acquisition accounting entries that affect income and expenses
- nm – Not meaningful calculation

Debt structure

	31 Dec 16 \$000s	31 Dec 15 \$000s	Key terms	Comments
<u>Secured loans</u>				
Greenbook facility	1,758	871	Secured against certificates Annual renewals	Environmental certificates funding to bridge the certificate registration period
Finance leases	900	876	Secured against solar installations 3yr remaining term	Solar installations funding
Invoice financing facility	-	-	Secured against invoiced and accrued receivables	\$3.6m loan facility commenced March 2016 expected to be 100% utilised
Converting loan	-	-	Convertible after 2016 AGM at providers option. Secured against group assets	\$5m loan being drawn in March 2016
<u>Secured loans</u>				
Converting loan – M&H Developments (related party to Urban Group Energy)	1,800	-	Convertible at providers option Unsecured Matures 12/17	Funding provided by majority shareholder. Since increased to \$3.8m
Interest bearing debt	4,459	2,792		



Investment Fundamentals

Investment Fundamentals

- Diversified energy retail business focused on the small to medium sized business sector
- Business scaled and positioned for accelerated growth – billing systems, people, processes
- Consistent, stable cash flows from Renewable Energy Certificates business
- Deep understanding of electricity markets and emerging storage options
- Strong and growing contract book in retail electricity, gas and solar
- Strong strategic partnerships: Lawrence and Hanson, NSW Business Chamber and industry specific associations to expand growth
- Experienced and engaged leadership team
- Supportive major shareholder

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