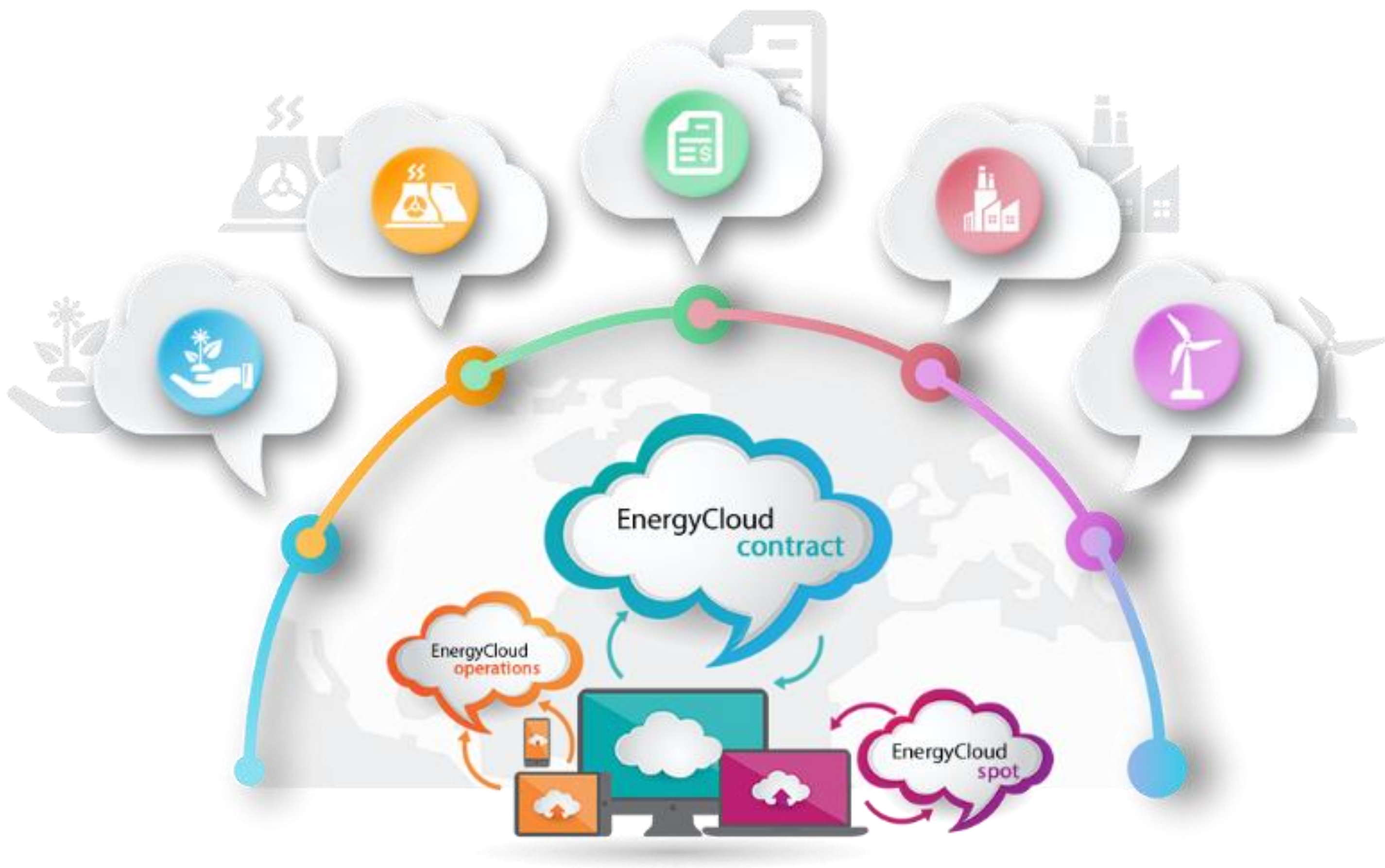

2016 Half-year results presentation

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EnergyCloud contract
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Results summary

	31 Dec 15	31 Dec 14	Change	
Revenue	$2,771,962	$2,774,437	-	0%
EBITDA	$752,938	$650,970	↑	16%
NPBT	$435,931	$391,377	↑	11%
NPAT	$179,893	$513,060	↓	(65%)
NTA / share (cents)	13.11	11.69	↑	12%
Cash and restricted cash	$2,407,938	$1,837,309	↑	31%

Results highlights – solid operational gains in the first half

Another strong operational result for the six months to 31 December 2015.

EBITDA is up 16% and Net Profit Before Tax is up 11% over the previous corresponding period.

Net Profit After Tax declined by 65% because the company had utilised its tax losses in the previous corresponding period resulting in a one-off benefit of $388,900. With these prior tax losses fully utilised, the Company is now paying tax.

Cash and restricted cash increased by $0.322M since 30 June 2015 and, as a result net tangible assets increased 12% from 12 cents per share to 13 cents per share vs. the previous corresponding period.

EBITDA margin and recurring revenues are increasing with a new project about to commence

Operating revenues from core operations was $2.4M for this half ($1.47M were recurring revenues, or 61% of total). The modest rise in operating revenues over the previous corresponding period reflects the timing of project revenues with two major projects completed in late 2015.

The Company is actively marketing new projects and these efforts have secured a large project for our spot trading product (EnergyOffer) which <u>will commence in early 2016</u>.

EBITDA margin is also up, at 31% of operating revenue. Recurring revenues (e.g. licences) bring higher margins.

We continue to effectively manage costs through project lifecycles. To this end, reduced employee and consultant expenses in the first half reflect the completion of projects.

Company summary

Company metric	
Share price (11/2/16)	38 cents
Share price 52 week high	45 cents
Share price 52 week low	31 cents
Shares on Issue	18,519,876
Market cap	$7 million
Cash on hand	$2 million
Debt	Nil

Substantial shareholders	
Mr Ian Ferrier	36.5%
Mr Vaughan Busby	20.3%
Mr Ottmar Weiss	5.4%
Mrs Emma Jane Gracey	5.2%
Top 10 shareholders	78.8%
Management & directors	66.3%

Income statement

$'000	2013	2014	2015	FH 16	
Revenue	**1,844**	**2,848**	**4,768**	**2,404**	Flat due to timing of projects
Other revenue	601	606	782	368	R&D grant & interest
Direct project related costs	(30)	(56)	(33)	(21)	
Employee benefits expense	(1,459)	(1,713)	(3,003)	(1,381)	Reduced due to successful conclusion of projects
Rental expense	(153)	(160)	(169)	(93)	
Consulting expense	(257)	(367)	(477)	(186)	Reduced due to successful conclusion of projects
Insurance expense	(46)	(44)	(58)	(29)	
Accounting fees	(52)	(62)	(78)	(34)	
Other expenses	(224)	(172)	(309)	(228)	
Depreciation & Amortisation	(437)	(542)	(585)	(364)	
NPBT	**(211)**	**338**	**837**	**436**	
Tax	-	-	(149)	(256)	The Company is now in a taxable position
NPAT	**(211)**	**338**	**687**	**180**	Prior period tax losses have been fully utilised
EBITDA	**149**	**825**	**1,362**	**753**	
EBIT	**(287)**	**282**	**776**	**389**	
EPS (cps)	*(1.18)*	*1.90*	*3.86*	*0.97*	

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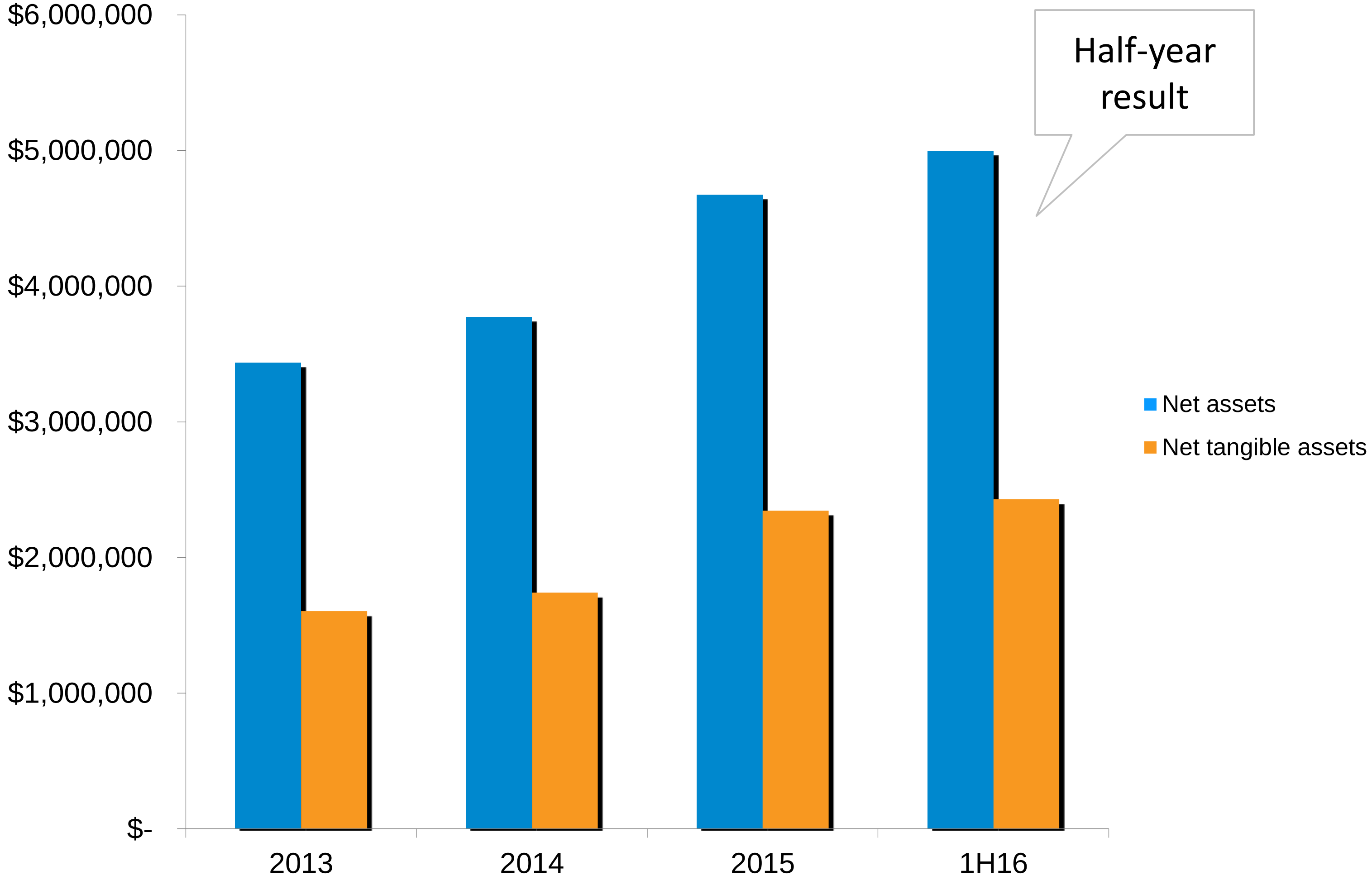
Balance sheet

$'000	2013	20134	2015	FH 16	
Cash and cash equivalents	1,721	1,398	1,983	2,077	
Trade and other receivables	835	2,190	2,319	1,987	
Total Current Assets	**2,585**	**3,624**	**4,344**	**4,108**	
Plant and equipment	147	96	64	554	Relocation of head office
Intangible assets	1,828	2,030	2,327	2,446	
Other assets	104	104	104	331	Restricted cash – rental guarantee
Total Non-Current Assets	**2,079**	**2,230**	**2,765**	**3,659**	
Total Assets	**4,664**	**5,854**	**7,109**	**7,767**	
Trade and other payables	129	479	554	699	
Deferred revenue	663	1,050	882	504	
Total Current Liabilities	**907**	**1,633**	**1,944**	**1,837**	
Total Non-Current Liabilities	**324**	**450**	**493**	**933**	Rental incentive for head office fit out
Total Liabilities	**1,230**	**2,083**	**2,437**	**2,769**	
Net Assets	**3,434**	**3,771**	**4,672**	**4,998**	
Net assets per share (cps)	**19.3**	**21.2**	**26.2**	**27.0**	

The Company continues to grow



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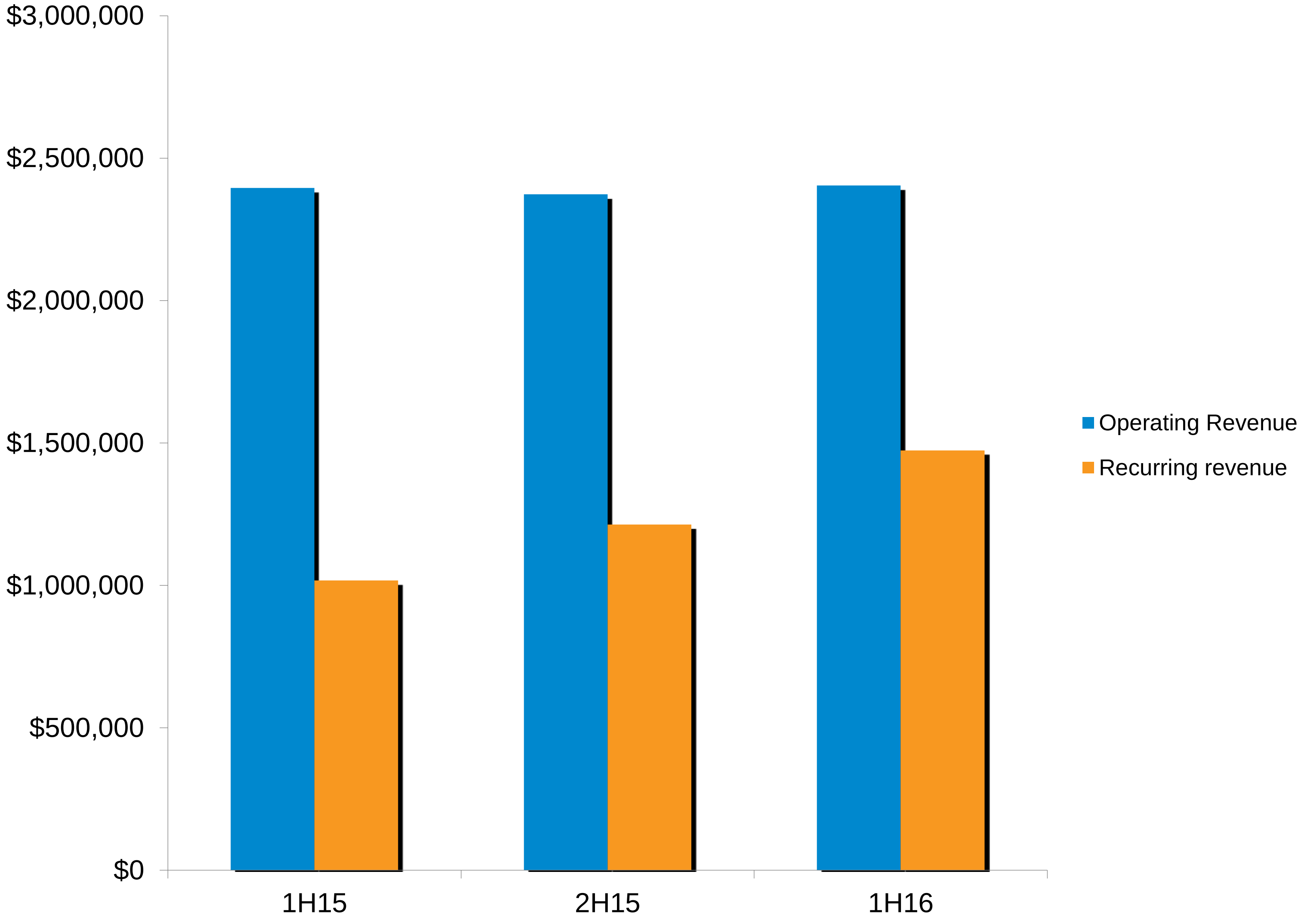
With recurring revenue increasing



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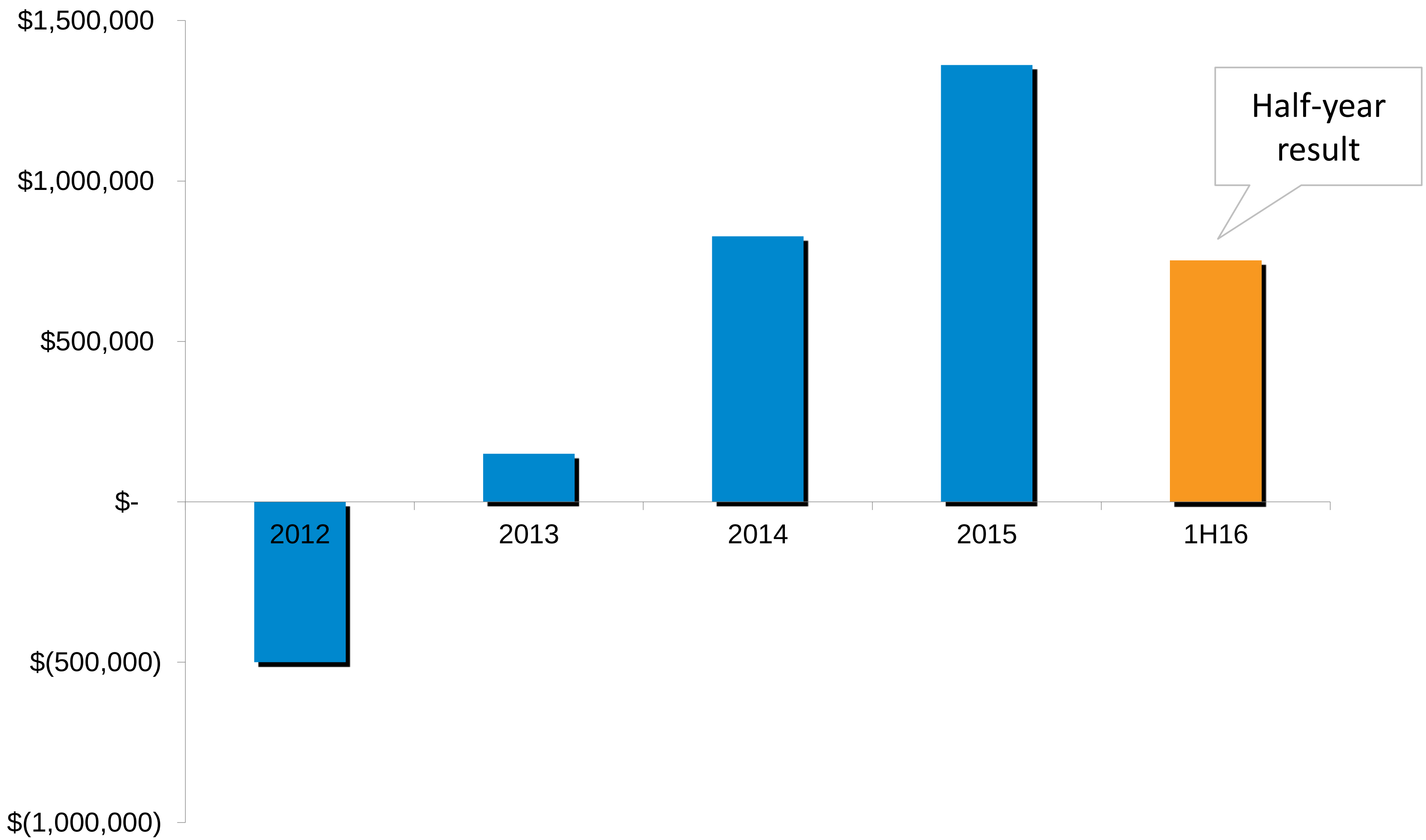
…and a solid first half EBITDA



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Our blue chip customer list includes:

AGL

alinta energy

EnergyAustralia

ERGON ENERGY

Market outlook

✓ Interest in gas/oil trading rising

We are seeing more activity in gas/oil markets due to changes brought about by such forces as:

- export LNG coming on-line
- market rule changes and adjustments by regulators in Aus/NZ

✓ Renewable energy impacts the market

The impact of renewable energy policy is having an effect, not only through reduced peak demand and lower pool prices but through elevated LGC (MRET certificates) prices. This emphasizes the need for proper risk management systems and procedures among energy companies.

✓ Software ‘in the cloud’ on the rise

Increased interest from customers in “cloud-hosted” systems as opposed to traditional on-premise arrangements

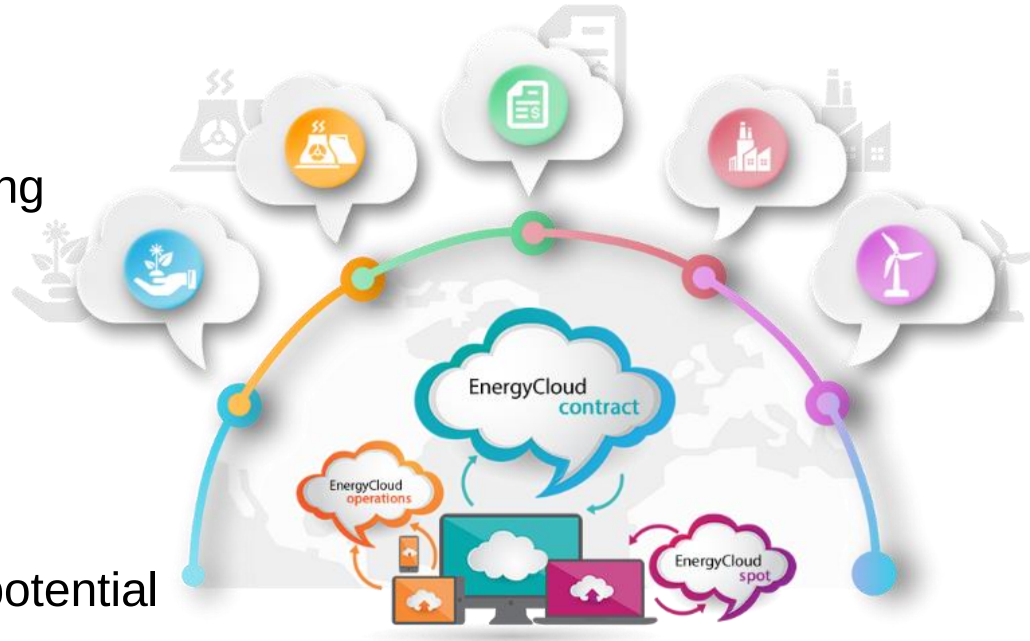
Our cloud offering is perfect for wind farms and large corporates

Works for customers…

- Convenient
  - ✓ No need for IT infrastructure
  - ✓ Software 'in the cloud'
- Cost effective
  - ✓ Software-as-a-Service licensing
  - ✓ Only pay for what you use

Works for Energy One too…

- Aimed at small-medium market
  - ✓ Build brand and penetration
  - ✓ Cross-selling opportunity
  - ✓ Increased number (100+) of potential customers
  - ✓ Interest is promising, trials underway



With LNG trains coming into production…

We are seeing increased interest in our gas/oil trading system

The gas markets continue to become more complicated as they evolve and change. This brings new opportunity for the Company:

- With LNG contracts often being linked to international oil prices, our gas trading system has capability to hedge oil and foreign currency exposure.

- Markets for pipeline nominations to transport and deliver gas are changing also. Our systems can help customers in Aus/NZ:
  - Estimate their demand
  - Nominate through a combination of (often complex) contracts (e.g. take or pay, curtailable, gas-banking and multiple price-points and indexations)
  - Optimise their energy portfolios to minimize these costs
  - Perform bid preparations and submit bids to various hubs, e.g.
    - ✓ VicGAS/STTM/Wallumbilla
    - ✓ Maui/BGX
    - ✓ Injection and withdrawal from gas storage facilities

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Company outlook and focus

- ✓ Focus on continuing to grow domestic sales

  We have a healthy pipeline of opportunities. We have projects in development and pending. We are positioned to leverage our resources to grow local recurring revenues streams.

- ✓ Explore other geographies and markets

  Our EnergyFlow platform offers great flexibility and versatility to energy companies. We believe it offers potential value to overseas energy users as well. We will undertake detailed market research to explore those opportunities in this next period.

- ✓ Growth by acquisition

  We are actively pursuing complementary acquisition opportunities that offer strategic expansion and growth.

A positive outlook for the second half

We enter 2016 with a large project pending, another one in development and additional medium-sized and ongoing opportunities in the short-term pipeline.

The Company will continue to develop our products and services to meet the demands of the market. To this end Energy One's software is well placed to take advantage of the changes in the wholesale gas and renewable energy markets.

We continue to seek opportunities for growth through new and existing customers whilst looking for potential acquisitions, as opportunities arise.

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Mr Shaun Ankers - CEO and Managing Director

Email: enquiries@energyone.com.au

Level 13, 77 Pacific Highway
North Sydney NSW 2060