

PS...OPTIONS...EMISSIONS...SPOT PRICE....MW....FUT



# 2012 ANNUAL REPORT

for the Financial Year ended 30 June 2012







### **Corporate Directory**

### **Board of Directors**

Ottmar Weiss Chairman

Shaun Ankers Managing Director

Vaughan Busby Non - Executive Director

Andrew Bonwick
Non - Executive & Independent Director

Ian Ferrier
Non - Executive Director

### **Company Secretary**

Reena Minhas

### **Registered Office**

Level 15 1 O'Connell Street Sydney NSW 2000

### **Principal Office**

Level 14
71 Macquarie Street
Sydney NSW 2000
Tel: 02 8252 9898
Fax: 02 8252 9888





### **Solicitors**

Johnson Winter & Slattery Level 25 20 Bond Street Sydney NSW 2000

### **Investor Information**

Energy One Limited Shares are listed on the Australian Stock Exchange (ASX).

ASX Code: EOL

ACN: 076 583 018

### Share registry

Boardroom Pty Limited Level 7 207 Kent Street Sydney NSW 2000

### Website Address

www.energyone.com.au

### **Auditors**

Crowe Horwath Sydney Level 15 1 O'Connell Street Sydney NSW 2000





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### Chairman's Report

Dear Shareholder,

Despite some unexpectedly difficult trading conditions in the past year, Energy One continued to progress its strategy of achieving growth through capability investment and via acquisition. I am pleased to report that Energy One has enhanced its position as the leader in information systems in the Australian energy trading and risk management market.

During the year, we completed further installations of our latest Energy One Trading (EOT) system for Australian utilities. However, it is our installation of a "green-only" deployment that signals our readiness to provide industry-leading trading solutions for green and environmental trading businesses.

Furthermore, through targeted acquisition, we acquired the intellectual property and business of the Web Offer System. This is Australia's leading electricity market bidding system, in use at several major industry participants. This acquisition complements the investment and delivery of our multi-commodity bidding platform, and represents a major investment by the Company in the Australian physical energy market. Consequently, we now have considerable market presence in both the physical and financial energy trading markets.

The company recorded an operating loss for this financial year. However, underlying operating cashflow was positive. With a view to ensuring the interests of shareholders and management remain aligned, your directors have voluntarily reduced their directors' fees, and senior management remuneration has also been adjusted accordingly.

More detail on EOL's operational performance this year can be found in the Managing Director's report.

With the Federal Government's Clean Energy Future program now in operation, our established "green" capabilities and products have us well placed to immediately serve the needs of the large emitters affected by this program. Energy One remains an established and capable local solution provider.

We plan to fully leverage these advantages over the coming year, while actively seeking to also grow the company through continued targeted acquisition and organic growth both here in Australia, and selected other international regions.

Energy One remains committed to building upon our position as a premier supplier of software and services to the Australian energy industry, whilst growing the business and broadening our offerings to the market. Our strategy is focussed on achieving these goals.

The Board remains committed to improving the performance of the business into the future, thereby maximising shareholder value. Management and directors demonstrated their strong continued support of the business during the year by purchasing shares equivalent to 11% of those on issue.

In closing, I would like to thank my fellow directors, management and staff for their efforts throughout the year.

### **Ottmar Weiss**

The Wai



for the Financial Year ended 30 June 2012

### **Managing Director's Report**

Dear Shareholder,

During the past year, we have continued to develop our capability to service the needs of existing and prospective customers in an increasingly complex and carbon constrained economy.

We have continued to invest strongly in building capability through both direct investment and acquisition of complementary technology. As a result, Energy One is firmly established as the premier supplier of wholesale Energy and Carbon Trading and Risk management solutions to Australian energy customers.

The Company has also developed products and capability to assist clients in dealing with the challenges and opportunities arising from the trading and logistics of physical energy in the eastern and western Australian energy markets as well as addressing customers' obligations under the carbon tax.

### The 2011/12 Year in Review

The year offered a mixed set of financial outcomes, resulting in a reduction in consolidated revenues of \$1.1M. This was due in part, to uncertainty and distraction for our clients surrounding the introduction of the carbon tax, as well as corporate takeovers, governmental restructures and reviews. This resulted in some loss of opportunity and business we expected to win.

However, these reviews are now largely complete and we expect a clearer picture to develop in the months ahead – including a return to expected procurement cycles for our customers.

During the year, we completed installations of the latest version of our trading platform for customers in the NEM. Pleasingly, we have also completed an installation of a green-only trading product for a customer operating entirely in the trading of "green" carbon and environmental certificates. This highlights that we are in a position to offer this green-only capability to increasing numbers of customers active in the carbon economy.

### Continued Investment

During the year, our investment in innovation and development was in excess of \$1M. This investment enabled us to provide customers with a roadmap of solutions for dealing with change in their marketplace.

### Physical energy (Spot market) Bidding and Logistics

Notably, during the year, we refined a multicommodity physical market bidding solution (named EX) that enables customers to bid electricity, gas and physical pipeline logistics into markets across Australia, all from one system. The EX solution forms part of our integrated wholesale energy platform that enables customers to manage their entire wholesale energy market trading operation for electricity, carbon and gas.

### Leading provider of Spot Bidding software

To assist in building this capability and access to the market, Energy One acquired the assets and business of the Web Offer System (WOS). The WOS solution is the market leading electricity spot-bidding system for Australian NEM customers. This acquisition brings with it unrivalled intellectual property, a blue-chip customer list and the opportunity to leverage that business into multi-commodity and multigeography bidding and re-enforces our position as the market leader for this software.

### Solutions for Carbon

Energy One developed and deployed a "greenonly" installation of its trading capability for customers who deal only with environmental instruments. This is available both as a sub-set of our larger platform and as a stand-alone deployment.

We continue to refine the functionality in our product solutions to enable customers to manage and trade their carbon obligations both here and across the globe.

### Business Intelligence

Energy One already has a powerful array of market analytics tools for electricity and gas. In addition, we offer reporting tools to enable customers to rapidly analyse their trading positions across their derivatives and environmental inventories.

Energy One is an OEM partner for the international market leading SAP Business Objects<sup>TM</sup> solution suite, to enable us to further integrate with the ERP systems and architecture of our larger enterprise clients.





for the Einancial Vear ended 30 June 2012

### Financial Performance

In response to conditions, our resource mix and deployment have been adjusted - without compromising our ongoing investment in new capability.

Energy One has reported an operating loss (before depreciation and amortisation) of \$392,270. However, the Company achieved a positive operating cashflow during the financial year of \$207,985 from underlying operations.

Going forward, we remain committed to maintaining a prudent balance between ongoing investment, revenues and resources.

### Market Outlook - 2012

For the year ahead, the Company intends to fully leverage its investments and position as an industry leader to the customers we serve. We will actively pursue growth through new sales and strategic acquisitions.

### Solutions tailored for our markets

Energy One is a major supplier of software and services to wholesale energy and carbon markets in Australia.

Our product suite presents a series of solutions for electricity, gas, carbon and business intelligence needs for wholesale and retail energy companies.

These solutions represent a comprehensive, integrated platform for customers to manage their energy trading operations, both physical and financial, for Australian energy market.

Unlike many of our competitors, our products are available as Software-as-a-Service (SaaS) and can be hosted in the cloud allowing for versatile deployments in the modern technology environment and providing flexible solutions to meet the evolving needs of our customers.

We also intend to continue to develop our offshore business by pursuing opportunities in South East Asia in locations such as the Philippines and Singapore.

In summary, our expertise includes the following areas:

- Wholesale energy and carbon trading software including front, middle and back offices
- Physical energy bidding and trading in electricity and gas as well as physical logistics (pipelines)
- Risk management.
- Consulting in wholesale and retail energy markets
- Retail and metering software
- IT and Database services and managed applications
- Versatile deployment and licensing solutions

With an exceptional team of industry experts, good products and local service, the company is well positioned for the coming year.

I would like to take the opportunity to thank our Directors, our management team and all employees for their hard work and commitment during the year. I am confident our company will continue to prosper and grow into the future.

Shaun Ankers





for the Einancial Vear ended 70 June 201

### **ENERGY ONE**

### CORPORATE GOVERNANCE POLICY

Energy One Limited (the "Company") and its board of Directors (the "Board") are committed to achieving and demonstrating the highest standards of corporate governance.

Set out below is the Company's Corporate Governance Policy, the underlying principles of which are:

- Lay solid foundations for management and oversight
- 2. Structure the board to add value
- Promote ethical and responsible decisionmaking
- 4. Safeguard integrity in financial reporting
- 5. Make timely and balanced disclosure
- 6. Respect the rights of shareholders
- 7. Recognise and manage risk
- 8. Remunerate fairly and responsibly

Each of these principles is dealt with in detail below.

### PRINCIPLE 1: Lay solid foundations for management and oversight

The Board acknowledges that it is responsible for guiding and monitoring the Company on behalf of the shareholders by whom they are elected and to whom they are accountable. To this end the Board is responsible for creating and safeguarding shareholder value.

The Board delegates responsibility for the operation and administration of the Company, including the day-to-day management of Energy One's affairs and the implementation of corporate strategy and policy initiatives, to the Chief Executive Officer (the "CEO") and the Senior Executives.

The Board is responsible for ensuring that management's objectives and activities are aligned with those of the shareholders and the Board. The Board's functions include:

- Protecting and advancing the interests of the shareholders.
- Providing strategic guidance for the Company.
- Providing effective oversight of management.
- Ensure that the Company operated ethically and responsibly and in compliance with internal codes of conduct, legal and regulatory requirements.
- Ensuring that any significant risks are identified, assessed, appropriately managed and monitored.
- Overseeing and reviewing the performance of the Senior Executives.
- Ensuring the integrity of financial reporting.
- Ensuring a high standard of corporate governance.

- Enhancing and protecting the reputation of Energy One.
- Ensuring the Board structure and its composition is effective.
- Overseeing shareholder communication.

See within this report for further information on senior executives.

### PRINCIPLE 2: Structure the board to add value

### **Board composition**

Any director appointed to fill a casual vacancy must stand for election by shareholders at the next Annual General Meeting. In addition, one-third of the Non-Executive Directors, and any other director who has held office for three years or more since last being elected, must retire from office and, if eligible, stand for re-election.

The CEO is exempt from retirement by rotation and is not counted in determining the number of directors to retire by rotation.

The following principles shall apply in respect of the Board:

- The majority of the Board will ideally be composed of independent directors, however based on the size of the Company and Board this may not always be possible.
- The Chairman and Chief Executive Officer must be separate persons.
- A director is deemed to be "independent" if they are independent of management and free of any business or other relationship that could materially interfere with, or could reasonably be perceived to materially interfere with, the exercise of their unfettered and independent judgment.
- All directors, whether independent or not, should bring independent judgment to bear on board decisions. It is agreed, in appropriate circumstances, directors can have access to independent professional advice at the Company's expense.
- Non-executive directors confer regularly without management present, including at scheduled sessions.
- Specifically, an independent director is a Non-Executive Director who:
  - is not a substantial shareholder of the Company or an officer of, or otherwise associated directly with, a substantial shareholder of the Company;



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### PRINCIPLE 2: Structure the board to add value (continued)

- within the last three years has not been employed in an executive capacity by the Company or another group member, or been a director after ceasing to hold any such employment;
- within the last three years has not been a principal of a material professional adviser or a material consultant to the Company or another group member, or an employee materially associated with the service provided;
- is not a material supplier or customer of the Company or other group member, or an officer of or otherwise associated directly or indirectly with a material supplier or customer:
- has no material contractual relationship with the Company or another group member other than as a director of the Company;
- has not served on the board for a period which could, or could reasonably be perceived to, materially interfere with the director's ability to act in the best interests of the Company
- is free from any interest and any business or other relationship, which could, or could reasonably be perceived to, materially interfere with the director's ability to act in the best interests of the Company.

Where the independence status of a director changes, the Company will provide immediate notification of such change to the market. The Board will regularly assess whether each non-executive director is independent.

Given the small size of the Energy One Board, the Nomination Committee will comprise the full Board. The Board will regularly review its composition to ensure that the Board continues to have the mix of skills and experience necessary for the conduct of the Company's activities.

The Directors believe the skill base of the current Directors is appropriate and adequate for the Company given its present size and stage of development. The Board will continue to monitor the need for additional skills on the Board and make further appointments as appropriate. The Chairman is elected by the full Board.

The Board holds at least eight meetings each year. Additional meetings may be held as deemed necessary to address significant matters as they arise.

The Chairman and the CEO meet regularly to discuss key issues and performance trends of Energy One.

On regular occasions the Directors receive a detailed operating review from the CEO regardless of whether or not a Board meeting is being held.

The Chairman is responsible for leading the Board, ensuring that Board activities are organised and efficiently conducted and for ensuring directors are properly briefed for meetings. The CEO is responsible for implementing Energy One's strategies and policies.

Potential conflicts of interest by directors will be reported to the Board and, if necessary, directors will be excluded from discussion of the relevant matter and will not vote on that matter.

To assist in the effective discharge of their duties, directors may, in consultation with the Chairman, seek independent legal or financial advice on their duties and responsibilities at the expense of the Company and, in due course, make all Board members aware of both instructions to advisers and the advice obtained.

All directors have the right of access to all relevant Company information and to seek information from the Company secretary and senior executives. They also have a right to other records of the Company subject to these not being sought for personal purposes.

Prior to each Board meeting, the Board is provided with management reports and information in a form, timeframe and quality that enables them to discharge their duties. If they consider this information to be insufficient to support informed decision making, then they are entitled to request additional information prior to or at Board meetings. Executive management will regularly attend Board meetings to report on specific matters.

Whilst at all times the Board retains full responsibility for guiding and monitoring the Company, in discharging its stewardship it makes use of subcommittees. Specialist committees are able to focus on a particular responsibility and provide informed feedback to the Board.

The Board has three formally constituted Committees:

- the Audit Committee refer Principle 4;
- the Risk Committee refer Principle 7; and
- the Remuneration Committee refer Principle 8.

The Board evaluates its collective performance, at which time various issues are considered including the quality of the Board's relationship with management, Board succession, complementary skill sets and the Board's role, contribution and effectiveness.

The Board regularly evaluates management's performance against various criteria and requires senior executives to formally address the Board on execution of strategy and associated issues.

Other directors maintain contact with relevant senior executives through dealings on Committees.

The Chief Executive Officer performs evaluations of senior executives and the results reviewed annually by the Remuneration Committee with specific focus on performance against key performance indicators. Also at this time key performance indicators for the ensuing year are established.





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### PRINCIPLE 2: Structure the board to add value (continued)

The Remuneration Committee also reviews remuneration recommendations proposed by the Chief Executive Officer for making recommendations to the Board. The Remuneration Committee evaluates the performance of the Chief Executive Officer against key performance indicators and reports to the Board its recommendations on performance appraisal and remuneration.

### PRINCIPLE 3: Promote ethical and responsible decision-making

The Board, in recognition of the importance of ethical and responsible decision-making has adopted a Code of Conduct for all employees and Directors, which outlines the standards of ethical behaviour and is essential to maintain the trust of all stakeholders and the wider community.

The Code requires high standards of personal integrity, objectivity and honesty in all dealings. The Code also requires a respect for the privacy of customers and others and compliance with the law and Energy One policies.

This Code is provided to all directors and employees as part of their induction process. The Code is subject to ongoing review and assessment to ensure it continues to be relevant to contemporary conditions and is available on the Company's website. All directors, executive officers and employees are responsible for taking appropriate action in proven cases of illegal behaviour outside the spirit of this Code in the workplace.

Energy One's Code of Conduct is endorsed by the Board and applies to all Directors and employees.

The Board and management of Energy One Limited are committed to the Code of Conduct which is based on the Company's core values of acting with integrity, fairness and honesty along with legal and fiduciary obligations to all legitimate stakeholders including shareholders, customers, employees and the broader community.

### **Diversity Policy**

The Company recognises that diversity is a critical aspect of effective management of its people and their contributions to the success of the Company. This diversity is reflected in the differences in gender, race, age, culture, education, family or carer status, religion and disability which is found across the Company.

With regard to current relatively small number of staff, the Board does not consider it necessary to establish a policy concerning diversity at this time.

The need for a diversity policy will be reviewed at a time considered appropriate by the Board.

### Gifts and benefits

Employees shall not seek or accept gifts, payments, fees, services, privileges, vacations or pleasure trips without a business purpose, loans (other than conventional loans from lending institutions), or other favours from any person or business organisations that does or seeks to do business with, or is a competitor of Energy One.

No employee shall accept anything of value in exchange for referral of third parties to any such person or business organisation. This does not prohibit an employee from accepting a gift of nominal value made in the course of a normal business relationship.

### Confidentiality

Information concerning Energy One and its clients is confidential and must not be released without authorisation from a manager. Information gained through dealings with clients should only be used in the course of employment.

### **Privacy Act obligations**

Employees must comply with the Privacy Act. Employees have an obligation and personal responsibility to respect clients', and all individuals' rights to privacy. This means doing everything the security of any personal information handled in the course of employment.

### **Protecting confidential information**

Commercially sensitive documents, records and files should be stored securely and not left where visible.

Confidential information should not be left on computer screens and computer access passwords must not be shared with others.

### E-mail and internet

Computer systems should be secured and used for business purposes only. This ensures the long-term integrity of the systems and confidentiality of business, customer and employee data. Employees must not misuse email or Internet systems and should refer to Energy One's Email and Internet Usage policy, which they are required to sign at the time of employment.

### Confidentiality after ceasing employment

When signed, Energy One's Code of Conduct legally obliges staff to keep any information acquired during employment confidential, even after employment ceases. Staff cannot pass on information about Energy One's business, customers, suppliers or staff.

### **Drugs and alcohol**

The use of drugs and alcohol may impair an employee's capacity to perform their job safely, efficiently and with respect for work colleagues and clients. No employees are to work whilst under the influence of alcohol or drugs. Employees found to be under the influence of drugs or alcohol, or in possession of illegal drugs whilst at work will be



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### PRINCIPLE 3: Promote ethical and responsible decision-making (continued)

subject to disciplinary action and in some cases, their employment may be terminated. Employees who from time to time require prescription medication that affects or has the potential to affect their ability to carry out their duties in a safe manner are required to report the taking of any such medication to their manager.

### **Share trading policy**

The Company's share trading policy is designed to minimise the risk that Energy One, its directors and its employees will breach the insider trading provisions of the Corporations Act or compromise confidence in Energy One's practices in relation to securities trading.

The policy prohibits directors and employees from trading in Energy One securities when they are in possession of information not generally available to the investment community, and otherwise confining the opportunity for directors and employees to trade in Energy One securities to certain limited periods.

This policy applies to the following ("Senior Executives"):

- Directors;
- Chief Executive Officer;
- Chief Financial Officer;
- Financial Controller;
- Chief Operating Officer;
- Company Secretary;
- National Sales Manager;
- Operations Managers;
- all financial management employees. and
- any other employee who has access to Non-Public Price Sensitive Information (see below).

This policy also applies to related parties of Senior Executives such as spouses (including de-factos), children under 18, family companies of which the Senior Executive is a director and family trusts in which the Senior Executive has a beneficial interest or makes the investment decisions.

### **Background**

Generally, the insider trading provisions of the Corporations Act prohibit a person who possesses Non-Public Price Sensitive Information from applying for, acquiring, or disposing of, securities, or procuring another person to do the same ("Deal" or "Dealing"). "Non-Public Price Sensitive Information" means information that is not generally available, but if it were generally available, a reasonable person would expect it to have a material effect on the price or value of a company's securities. A person who breaches the insider trading provisions may face severe penalties, including imprisonment.

### Share trading policy

Employees must not, at any time, Deal in Energy One securities if in possession of Non-Public Price Sensitive Information. Employees who are personally satisfied that they are not in possession of Non-Public

Price Sensitive Information may Deal in Energy One securities during designated "Senior Executive Trading Periods".

Unless notified otherwise, the "Senior Executive Trading Periods" are:

- 30 days following the day after the release of Energy One's interim results;
- 30 days following the day after the release of Energy One's final results; and
- 30 days following the day after Energy One's Annual General Meeting.

Outside of the Trading Periods, Senior Executives may only Deal in Energy One securities with the prior consent of the Chief Executive Officer and in the case of the Chief Executive Officer consent from the Chairman.

Directors and Senior Executives will not be permitted to undertake any short-term trading in the Company's securities.

Any Director must obtain prior approval from the Chairman before buying or selling securities in the Company in addition to the requirements of the ASX or Corporations Act. Under the ASX Listing Rules, Directors must notify the ASX within 5 days of any Dealing in the Company's securities. Further, under the Corporations Act, directors themselves must notify the ASX within 14 days. Notice given by Energy One satisfies the director's personal obligations under the Corporations Act.

Following a Deal by a Senior Executive, details of that Deal must be provided to the Company Secretary within 5 days and also in accordance with the Corporations Act.

It is inappropriate for Senior Executives to procure others to trade in Energy One securities when they are precluded from trading.

### **Exceptions to the policy**

The Chairman has the discretion to grant an exemption to Dealing by a related party where it can be demonstrated the related party Deals independently in shares or securities on a bona fide basis.

In exceptional cases of financial hardship, the Chairman has discretion to approve Dealing in Energy One securities that would otherwise be prohibited by the share trading policy. However, the Chairman has no discretion to approve Dealing by Senior Executives who possess Non-Public Price Sensitive Information.



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### PRINCIPLE 4: Safeguard integrity in financial reporting

The Chief Executive Officer (or equivalent) and the Chief Financial Officer (or equivalent) are to state in writing to the Board that the Company's financial reports present a true and fair view, in all material respects, of the Company's financial condition and operational results and are in accordance with relevant accounting standards.

### **Audit Committee**

The Audit Committee provides assistance to the Board in fulfilling its corporate governance and oversight responsibilities in relation to the Company's financial reporting, internal control structure, risk management systems, and the internal and external audit functions.

The main responsibilities of the Audit Committee are to:

- Recommend the external auditor's appointment/removal, review the auditor's performance and audit scope.
- Consider the independence and competence of the external auditor on an ongoing basis.
- Help the Board oversee the risk management framework.
- Review the Company's published financial results.
- Report to the Board on matters relevant to the committee's role and responsibilities.
- Review and monitor Energy One's compliance with law and ASX Listing Rules.
- Review and monitor related party transactions and assess their propriety.

The Audit Committee has authority, within the scope of its responsibilities, to seek any information it requires from any employee or external party.

The Chairman of the Audit Committee should be a Non-Executive Director who is not chairperson of the Board. The committee itself should be made up of non-executive directors only, with the majority to be independent. Due to the size of the Company's Board this will not always be possible.

The policy of Energy One and the Audit Committee is to appoint an external auditor, which clearly demonstrates quality and independence. The performance of the external auditor is reviewed and assessed annually.

Should a change in auditor be considered necessary a formal tendering process will be undertaken. The Audit Committee will identify the attributes required of an auditor and will ensure the selection process is sufficiently robust so as to ensure selection of an appropriate auditor.

### PRINCIPLE 5: Make timely and balanced disclosure

The continuous disclosure requirements of the ASX are contained in Chapter 3 of the ASX Listing Rules and have been adopted by the Company.

The Company will establish policies and procedures on information disclosure to ensure all investors have equal and timely access to material information concerning the Company and to enable a normal investor to make an informed assessment of the Company's activities and trading results.

The Company Secretary is responsible for:

- Making sure that the Company complies with the continuous disclosure requirements under the ASX Listing Rules;
- Overseeing and coordinating disclosure of information to the ASX, analysts, brokers, shareholders, the media and the public; and
- Educating directors and staff on the Company's disclosure policies and procedures and raising awareness of the principles underlying continuous disclosure.

Market sensitive and material information will be publicly released through the ASX before disclosing it to analysts or others outside the Company.

Where uncertainty arises as to the meeting of continuous disclosure obligations, the Company Secretary may seek external legal advice. The Board monitors the implementation and effectiveness of the continuous disclosure procedures and promotes the understanding of compliance.

### PRINCIPLE 6: Respect the rights of shareholders

The Board aims to ensure that the shareholders are informed of all major developments affecting the Company's state of affairs.

The Board encourages the full participation of shareholders at its annual general meetings and welcomes questions from shareholders on relevant issues.

Energy One will request the External Auditor to attend the annual general meeting to be able to answer shareholder questions about the conduct of the audit and the preparation and content of the Auditors report.

As per the continuous disclosure requirements in the ASX listing rules, Energy One Limited will immediately disclose any information that a reasonable person would expect to have a material effect on the value of our securities.

Any information communicated to the ASX will also be published on the Company's website.



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### PRINCIPLE 7: Recognise and manage risk

#### **Risk Committee**

The Risk Committee determines the Company's "risk profile" and is responsible for overseeing and approving risk management strategy and policies, internal compliance and internal control.

The main responsibilities of the Risk Committee are:

- to establish a sound system of risk oversight and management and internal control under which Energy One can identify, assess, monitor and manage risk;
- to inform the Board of material changes to the risk profile of Energy One and maintain appropriate risk management practices and systems throughout the operations of Energy One; These functions include but are not limited
  - Ensuring Energy One's senior executives adhere to any monitoring program set down by the Risk Committee.
  - Identifying any un-hedged exposure and the rationale for such a position.
  - Ensuring appropriate risk limits are set and adhered to.
  - Ensuring the conditions of the Company's Australian Financial Services license are being adhered to.

The Risk Committee members are all required to possess sufficient technical expertise and industry knowledge to fulfill the functions of the Committee.

Management report monthly to the Board on the effectiveness of the Company's material business risks.

### PRINCIPLE 8: Remunerate fairly and responsibly

Energy One's remuneration policy ensures that remuneration packages properly reflect the person's duties and responsibilities, and that remuneration is competitive in attracting, retaining and motivating people of the highest quality.

The Remuneration Committee reviews and makes recommendations to the Board on director and senior executive remuneration and overall staff remuneration and incentive policies.

When making recommendations, the Committee aims to design policies that attract and retain the executives needed to run the Company successfully and to motivate executives to pursue appropriate growth strategies while aligning shareholder return with remuneration.

Remuneration for senior executives typically comprises a package of fixed and performance based components. The Committee may, from time to time, seek advice from special remuneration consulting groups so as to ensure that the Board remains informed of market trends and practices.

Executive remuneration and the terms of employment are reviewed annually having regard to personal and corporate performance, contribution to long-term growth, relevant comparative information and independent expert advice. As well as a base salary, remuneration packages include superannuation, performance-related bonuses and fringe benefits.

For further information on senior executive remuneration see pages 17 to 20.



### DIRECTORS' REPORT

Your directors present their report on the Company and its controlled entities (the Group) for the financial year ended 30 June 2012.

### **Directors**

The names of directors in office at any time during or since the end of the year are:

Shaun Ankers

Andrew Bonwick

Vaughan Busby

Ian Ferrier

Ottmar Weiss

Directors have been in office since the start of the financial year to the date of this report unless otherwise stated.

### **Company Secretary**

The following person held the position of company secretary at the end of the financial year:

Reena Minhas (BSc) - appointed CFO and Company Secretary in January 2010

### **Principal Activities**

The principal activity of the Group during the financial year was:

Supplier and developer of software and services to energy companies and utilities.

There were no significant changes in the nature of the Company during the financial year.

### **Dividends Paid or Recommended**

There were no dividends paid or declared for payment during the year. No dividends have been declared or paid since year end.

### **Review of Operations and Financial position**

Total revenue and other income for the year was \$3,153,751. Of this revenue, \$118,020 was interest earned from cash held at banks and on term deposits and \$773,541 from Government Grants. All other income was from the software business, in which the direct project related costs were \$207,752.

After wages of \$2,405,643, depreciation and amortisation of \$320,863 and other expenses of \$932,626 the company produced a net loss after tax of \$713,133 (2011: \$780,954 net loss).

As of 30 June 2012 the Group had \$1,844,568 cash on hand and no significant long-term liabilities.

### Significant Changes in State of Affairs

There were no significant changes in the state of affairs for the company during the 2012 financial year, other than those that are described above.





### **After Balance Date Events**

There has been no after balance date transactions that have significantly affected or may significantly affect the operations of the Group, the result of those operations or the state of affairs of the Group subsequent to the year ended 30 June 2012.

### **Future Developments, Prospects and Business Strategies**

The Strategy for growth remains largely the same. This involves organic growth with the existing product range, the development of new products for new market segments and of targeted strategic growth via acquisition.

The Group enjoys the reputation of being one of few local suppliers of specialist software and expertise to Australian energy market customers and our commitment to local customers is demonstrated in our success in competing with large international suppliers. With best-of-breed products and market experts the Company is a premier supplier of software and services with large customers. We continue to develop our pipeline of opportunities.

Our expertise and flexibility allows the Company to develop products for associated markets and geographies in which we see growth potential. In particular, other types of energy commodity and other, targeted territories overseas.

The Group also continually explores growth through targeted acquisition or technology sharing arrangements, especially where those opportunities provide strategic synergies for the business within our chosen markets and in keeping with our focus and vision.

### **Environmental Issues**

The Group's operations are not regulated by any significant environmental regulation under a law of the Commonwealth or a State or Territory.



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### Information on Directors

### Mr Shaun Ankers

Managing Director / Non-independent Executive Director

Qualifications: BSc (Hons)

### **Experience**

Mr Ankers has more than 20 years business experience, focused on the growth and development of technology businesses, including sales and marketing experience with Utilities and major clients.

### **Interest in Shares and Options**

87,000 Ordinary Shares in Energy One Limited and options to acquire a further 500,000 Ordinary Shares.

### Directorships held in other listed entities in the last 3 years

N/A

### **Mr Andrew Bonwick**

Independent Director

Qualifications: B App.Sc.; M Comm

### Experience

Mr Bonwick was the Managing Director of ASX listed Australian Energy Limited (now called Power Direct) and prior to that was the Marketing Director of Yallourn Energy for 6 years. His career has included roles in senior management, institutional equity research and management consulting.

### **Interest in Shares and Options**

359,500 Ordinary Shares in Energy One Limited.

### Directorships held in other listed entities in the last 3 years

Mr Bonwick has previously been a director of Green Invest Limited and Australian Energy Limited.

### Mr Vaughan Busby

Non-independent Director

Qualifications: B.Pharm; MBA

### **Experience**

Mr Busby was previously the CEO and Managing Director of Energy One. Previously a Director of Ferrier Hodgson, he has considerable experience in turnaround and restructuring of businesses.

### **Interest in Shares and Options**

3,613,536 Ordinary Shares in Energy One Limited

### Directorships held in other listed entities in the last 3 year

N/A

### Mr Ian Ferrier

Non-independent Director

Qualifications: CA

### **Experience**

Mr Ferrier has over 40 years experience in corporate recovery and turnaround practice. Mr Ferrier is also a director of a number of private and public companies. He is also a fellow of The Institute of Chartered Accountants in Australia.

### **Interest in Shares and Options**

6,492,162 Ordinary Shares in Energy One Limited.

### Directorships held in other listed entities in the last 3 years

Mr Ferrier is currently Chairman of InvoCare Limited, Goodman Group Limited, Australian Vintage Limited and a director of Reckon Limited.

### **Mr Ottmar Weiss**

Chairman - Independent Director

Qualifications: BA (accounting); CPA

### Experience

Mr Weiss has over 25 years experience in banking, finance and risk management, as well as being a qualified accountant and registered Tax Agent. Previously, Mr Weiss worked at Macquarie Bank where he held the position of Global Head of the Equity Markets Group and was also a member of Macquarie Bank's Executive Committee.

### **Interest in Shares and Options**

873,377 Ordinary Shares in Energy One Limited

### Directorships held in other listed entities in the last 3 years

N/A



for the Financial Year ended 30 June 2012

### **DIRECTORS' REPORT (cont.)**

### Meetings of Directors

The numbers of meetings of the company's board of directors and of each board committee held during the year ended 30 June 2012, and the numbers of meetings attended by each director were:

	Committee Meetings								
	Directors' Meetings		Audit Committee		Remuneration Committee		Risk Management Committee		
	Number eligible to attend	Number attended	Number eligible to attend	Number attended	Number eligible to attend	Number attended	Number eligible to attend	Number attended	
Shaun Ankers	12	12	2	2	1	1	2	2	
Andrew Bonwick	12	12	2	2	1	1	2	2	
Vaughan Busby	12	12	2	2	1	1	2	2	
lan Ferrier	12	9	NA	NA	1	1	NA	NA	
Ottmar Weiss	12	12	2	2	1	1	2	2	

### REMUNERATION REPORT

This report details the nature and amount of remuneration for each director of Energy One Limited, and for the executives receiving the highest remuneration. The information provided in this report has been audited as required by section 308 (3C) of the Corporations Act 2001.

### Remuneration policy

Energy One's remuneration policy ensures that remuneration packages properly reflect the person's duties and responsibilities, and that remuneration is competitive in attracting, retaining and motivating people of the highest quality.

The Remuneration Committee reviews and makes recommendations to the Board on director and senior executive remuneration and overall staff remuneration and incentive policies.

When making recommendations, the Committee aims to design policies that attract and retain the executives needed to run the Company successfully and to motivate executives to pursue appropriate growth strategies while aligning shareholder return with remuneration.

Remuneration for senior executives typically comprises a package of fixed and performance based components. The Committee may, from time to time, seek advice from special remuneration consulting groups so as to ensure that the Board remains informed of market trends and practices, and did so in this financial year.

Executive remuneration and the terms of employment are reviewed annually having regard to personal and corporate performance, contribution to long-term growth, relevant comparative information and independent expert advice. As well as a base salary, remuneration packages include superannuation, performance-related bonuses and fringe benefits.

Performance-related remuneration for key management during the 2012 financial year was tied to the Company's share price and Company profitability. There were no performance-related remuneration payments made to key management personnel during the 2012 financial year.

Executives are also entitled to participate in the employee share and option arrangements.

The executive directors and executives receive a superannuation guarantee contribution required by the government, which is currently 9%, and do not receive any other retirement benefits.

All remuneration paid to directors and executives is measured at the cost to the Company and expensed. Shares given to directors and executives are valued as the difference between the market price of those shares and the amount paid by the director or executive. Options are valued using the Black-Scholes methodology.





The maximum aggregate amount of fees that can be paid to non-executive directors is subject to approval by shareholders at the Annual General Meeting. Fees for non-executive directors are not linked to the performance of the Company. However, to align directors' interests with shareholder interests, the directors are encouraged to hold shares in the Company and are able to participate in the employee option plan. Directors meet individually on a yearly basis with the chairman to discuss their performance.

### **Key Management Personnel Remuneration Policy**

The remuneration structure for key management personnel is based on a number of factors, including the particular experience of the individual concerned, and overall performance of the Company. The contracts for service between the Company and key management personnel are on a continuing basis, the terms of which are not expected to change in the immediate future. Any options not exercised before or on the date of termination lapse.

Employment contracts stipulate various notice periods. The Company may terminate an employment contract without cause by providing written notice or making payment in lieu of notice, based on the individual's annual salary component together with a redundancy payment as per relevant legislation. The employment conditions of the Managing Director, Mr Ankers and other key management personnel are formalised in contracts of employment. All key management personnel are permanent employees of Energy One Limited. Termination payments are generally not payable on resignation or dismissal for serious misconduct. In the instance of serious misconduct the Company can terminate employment at any time.

The remuneration committee determines the proportion of fixed and variable compensation for each key management personnel. Other than options, all compensations are not related to performance. Refer to the table on the next page.



### **Directors and Management Remuneration – 2012**

	Short-term	Benefits	Post Employment	Equity	Long Term Benefits	Total
Key Management Person	Cash, salary & commissions	Non-cash benefits	Superannuation	Options	Long service leave	
	\$	\$	\$	\$	\$	\$
Mr Shaun Ankers	294,225	-	15,775	43	1,317	311,360
Mr Andrew Bonwick	45,872	-	4,128	-	-	50,000
Mr Vaughan Busby	50,000	-	-	-	-	50,000
Mr Ian Ferrier	45,872	-	4,128	-	-	50,000
Mr Ottmar Weiss	91,743	-	8,257	-	-	100,000
Ms Reena Minhas	140,400	-	12,636	-	837	153,873
Mr Vincent ten Krooden	115,092	-	10,358	-	739	126,189
	783,204	-	55,282	43	2,893	841,422

### **Directors and Management Remuneration – 2011**

	Short-term	Benefits	Post Employment	Equity	Long Term Benefits	Total
Key Management Person	Cash, salary and commissions	Non-Cash Benefits	Superannuation	Options	Long service leave	
	\$	\$	\$	\$	\$	\$
Mr Shaun Ankers (a)	292,446	-	17,202	41	417	310,106
Mr Andrew Bonwick	45,872	-	4,128	-	-	50,000
Mr Richard Brys (a)	208,506	-	10,603	-	-	219,109
Mr Vaughan Busby	48,968	-	1,032	-	-	50,000
Mr Ian Ferrier	40,928	-	3,683	-	-	44,611
Mr Ottmar Weiss	91,743	-	8,257	-	-	100,000
Ms Reena Minhas	131,387	-	11,825	-	309	143,521
Mr Vincent ten Krooden	101,891	-	9,170	-	287	111,348
	961,741	-	65,900	41	1,013	1,028,695

<sup>(</sup>a) Shaun Ankers replaced Richard Brys as CEO and Director effective 22 June 2010.

<sup>(</sup>b) There were no other changes in positions held other than those noted above.



### Options issued as part of remuneration for the year ended 30 June 2012

No directors options were granted in the year ended 30 June 2012.

### Options issued as part of remuneration for the year ended 30 June 2011

### **Options Granted as Remuneration**

				Average Value		Terms & Conditions for Each Grant		
	Vested	<b>Granted Grant</b>	Grant	ant per Option at	<b>Exercise First Exercise</b>		Last Exercise	
	No.	No.	Date	Grant Date	Price	Date	Date	
				\$	\$			
Directors								
Shaun Ankers	-	500,000 1	5.12.10	0.000210	0.37	30.09.11	18.11.15	

The options above were issued in three equal tranches. In order for options to vest Energy One's NPAT must meet the following performance conditions:

Tranche 1 \$0.60 million
Tranche 2 \$0.90 million
Tranche 3 \$1.45 million

Options which fail to meet the performance conditions shall be added to the next tranche where they shall be subject to the performance conditions of that tranche. No options other than those listed above have been granted to directors or employees in the year. The whole balance remains unvested at 30 June 2012.

### **Options**

At the date of this report, the unissued ordinary shares of Energy One Limited under option are as follows:

Grant Date	Date of Expiry	Exercise Price	Number under Option
15 December 2010	18 November 2015	\$0.37	500,000
		_	500,000

- (a) Richard Brys ceased employment with the company in July 2011 which resulted in the cancellation of 500,000 options issued to him on 28 January 2010.
- (b) No option holder has any rights under the options to participate in any other share issue of the company.
- (c) There have been no options issued since the reporting date.

### **Indemnifying Officers or Auditor**

The Company has paid premiums to insure all of the directors and officers against liabilities for costs and expenses incurred by them in defending any legal proceedings arising out of their conduct while acting in the capacity of director of the Company, other than conduct involving a wilful breach of duty in relation to the Company. The amount of the premium which covers a one year period was \$7,500 (excl GST). Indemnity has not been provided for auditors.

### **Proceedings on Behalf of Company**

No person has applied for leave of Court to bring proceedings on behalf of the Company or intervene in any proceedings to which the Company is a party for the purpose of taking responsibility on behalf of the Company for all or any part of those proceedings. The Company was not a party to any such proceedings during the year.





### **Non-audit Services**

The board of directors, in accordance with advice from the audit committee, is satisfied that the provision of non-audit services during the year is compatible with the general standard of independence for auditors imposed by the *Corporations Act 2001*. The directors are satisfied that the services disclosed below did not compromise the external auditor, Crowe Horwath Sydney's independence for the following reasons:

- all non-audit services are reviewed and approved by the audit committee prior to commencement to ensure they do not adversely affect the integrity and objectivity of the auditor; and
- the nature of the services provided do not compromise the general principles relating to auditor independence in accordance with APES 110: Code of Ethics for Professional Accountants set by the Accounting Professional and Ethical Standards Board.

The following fees for non-audit services were paid/payable to the external auditors during the year ended 30 June 2012:

\$

Taxation services 8,200

### **Auditor's Independence Declaration**

The lead auditor's independence declaration for the year ended 30 June 2012 has been received and can be found after the directors' report.

This report of the Directors, incorporating the remuneration report is signed in accordance with a resolution of the Board of Directors.

Ottmar Weiss,

Shaun Ankers,

Chairman

Managing Director

23 August 2012



23 August 2012

The Board of Directors
Energy One Limited
Level 14, 71 Macquarie Street
SYDNEY NSW 2000

**Dear Board Members** 

### **Crowe Horwath Sydney**

ABN 97 895 683 573 Member Crowe Horwath International

Level 15 1 O'Connell Street Sydney NSW 2000 Australia Tel +61 2 9262 2155 Fax +61 2 9262 2190 www.crowehorwath.com.au

A WHK Group Firm

### **ENERGY ONE LIMITED**

In accordance with section 307C of the Corporations Act 2001, I am pleased to provide the following declaration of independence to the directors of Energy One Limited.

As lead audit principal for the audit of the financial statements of Energy One Limited for the financial year ended 30 June 2012, I declare that to the best of my knowledge and belief, that there have been no contraventions of:

- (i) the auditor independence requirements of the Corporations Act 2001 in relation to the audit; and
- (ii) any applicable code of professional conduct in relation to the audit.

Yours sincerely

**CROWE HORWATH SYDNEY** 

Crowe Herwath Sydney

**LEAH RUSSELL**Principal

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### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 JUNE 2012

		Consolidated Group		
	Note	2012 \$	2011 \$	
Revenue from continuing operations	2	2,262,190	3,296,454	
Other income	2	891,561	966,891	
Direct project related costs		(207,752)	(368,224)	
Employee benefits expense		(2,405,643)	(2,803,130)	
Depreciation and amortisation expense	3	(320,863)	(464,431)	
Rental expenses	3	(159,863)	(121,966)	
Consulting expenses		(230,127)	(362,523)	
Recruitment fees		(97,619)	(40,861)	
Legal fees		(58,707)	(14,645)	
Insurance		(50,162)	(47,242)	
Accounting fees		(40,507)	(47,393)	
Other expenses		(287,000)	(257,557)	
Impairment loss and write offs on intangible assets	12(d)	(8,641)	(516,327)	
Loss before income tax		(713,133)	(780,954)	
Income tax benefit / (expense)	4	-		
Loss after income tax from continuing operations attributable to owners of the parent entity		(713,133)	(780,954)	
Other comprehensive income		-	-	
Total comprehensive loss	_	(713,133)	(780,954)	
Total comprehensive loss attributable to members of the parent entity	=	(713,133)	(780,954)	
Overall Operations – continuing operations				
Basic earnings per share (cents per share)	7	(4.01)	(4.37)	
Diluted earnings per share (cents per share)	7	(4.01)	(4.37)	



# CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 30 JUNE 2012

		Consolidated Group		
	Note	2012	2011	
ASSETS		\$	\$	
CURRENT ASSETS				
Cash and cash equivalents	8	1,844,568	2,728,828	
Trade and other receivables	9	959,792	1,607,350	
Other current assets	10	25,121	70,225	
TOTAL CURRENT ASSETS	<del>-</del>	2,829,481	4,406,403	
NON-CURRENT ASSETS	<del>-</del>			
Plant and equipment	11	217,621	98,910	
Intangible assets - Software	12	895,389	463,659	
Intangible assets - Other	12	617,107	455,748	
Other assets	10	103,860	102	
TOTAL NON-CURRENT ASSETS		1,833,977	1,018,419	
TOTAL ASSETS	_	4,663,458	5,424,822	
CURRENT LIABILITIES	_			
Trade and other payables	13	172,933	271,406	
Deferred revenue		511,278	472,791	
Short–term provisions	14	99,912	76,138	
TOTAL CURRENT LIABILITIES		784,123	820,335	
NON-CURRENT LIABILITIES				
Long-term provisions	14	17,740	26,037	
TOTAL NON-CURRENT LIABILITIES		17,740	26,037	
TOTAL LIABILITIES	_	801,863	846,372	
NET ASSETS		3,861,595	4,578,450	
EQUITY	_			
Issued capital	15	8,246,064	8,246,064	
Reserves	16	77,561	81,283	
Accumulated losses		(4,462,030)	(3,748,897)	
TOTAL EQUITY	_	3,861,595	4,578,450	



# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2012

Conso	lidated	Group

			•	
	Share Capital Ordinary	Share Based Payments Reserve	Accumulated Losses	Total
	\$	\$	\$	\$
Balance at 30 June 2010	8,246,064	81,242	(2,967,943)	5,359,363
Total comprehensive loss for the year	-	-	(780,954)	(780,954)
Transactions with owners in their capacity as owners:				
Employee share options – value of employee services		41	-	41
Balance at 30 June 2011	8,246,064	81,283	(3,748,897)	4,578,450
Total comprehensive loss for the year	-	-	(713,133)	(713,133)
Transactions with owners in their capacity as owners:				
Cancellation of employee share options	-	(3,765)	-	(3,765)
Employee share options – value of employee services	-	43	-	43
Balance at 30 June 2012	8,246,064	77,561	(4,462,030)	3,861,595



## CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30 JUNE 2012

		Consolidate	d Group
	Note	2012 \$	2011 \$
CASH FLOWS FROM OPERATING ACTIVITIES	_		
Receipts from customers		3,286,704	4,041,297
Receipts of research and development tax concession		723,784	688,017
Payments to suppliers and employees		(3,908,338)	(4,423,550)
Interest received		105,835	124,458
Net cash provided by operating activities	20	207,985	430,222
CASH FLOWS FROM INVESTING ACTIVITIES	_		
Purchase of property, plant and equipment		(200,966)	(50,290)
Purchase of intangible assets		(26,341)	(82,479)
Payments for acquisition of business	25	(200,309)	-
Payments for development costs	12(e)	(603,352)	(149,257)
Proceeds from sale of property, plant and equipment	_	-	-
Net cash used in investing activities		(1,030,968)	(282,026)
CASH FLOWS FROM FINANCING ACTIVITIES			
Net cash used in financing activities	_	-	-
Net (decrease) / increase in cash held		(822,983)	148,196
Cash at beginning of financial year	8	2,771,309	2,623,113
Cash at end of financial year	8	1,948,326	2,771,309





### **NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES**

The following is a summary of the material accounting policies adopted by the consolidated entity in the preparation of the financial report. The accounting policies have been consistently applied, unless otherwise stated.

The separate financial statements of the parent entity, Energy One Limited have not been presented within this financial report as permitted by amendments made to the Corporations Act 2001 effective as at 28 June 2010.

### (a) Basis of preparation

Energy One Limited is a for-profit entity for the purpose of preparing the financial statements.

These general purpose financial statements have been prepared in accordance with Australian Accounting Standards, other authoritative pronouncements of the Australian Accounting Standards Board and the Corporations Act 2001.

Australian Accounting Standards set out accounting policies that the AASB has concluded would result in a financial report containing relevant and reliable information about transactions, events and conditions. Compliance with Australian Accounting Standards ensures that the financial statements and notes also comply with all International Financial Reporting Standards (IFRS). Material accounting policies adopted in the preparation of this financial report are presented below and have been consistently applied unless otherwise stated.

These financial statements have been prepared on an accruals basis under the historical cost convention, as modified by the revaluation to fair value of financial assets and liabilities (including derivative instruments).

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Company's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed at note 1(r).

The financial statements are presented in Australian dollars, which is Energy One Limited's functional and presentation currency.

### (b) Principles of consolidation

The consolidated financial statements incorporate the assets and liabilities of all subsidiaries of Energy One Limited ("company" or "parent entity") as at 30 June 2012 and the results of all subsidiaries for the year then ended. Energy One Limited and its subsidiary together are referred to in this financial report as the group or the consolidated entity.

Subsidiaries are all entities (including special purpose entities) over which the group has the power to govern the financial and operating policies, generally accompanying a shareholding of more than one-half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the group controls another entity.

Subsidiaries are fully consolidated from the date on which control is transferred to the group. They are de-consolidated from the date that control ceases.

Intercompany transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of the impairment of the asset transferred. Accounting policies of subsidiaries are consistent with policies adopted by the Group.

### (c) Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker. The chief operating decision maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the strategic steering committee.

The group operates in a single aggregate business segment, being the supply of software and services to the electricity sector. The company operates in a single geographic segment, being Australia.

There has been no impact on the measurement of the company's assets and liabilities.

### (d) Revenue recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured. Revenue is measured at the fair value of the consideration received or receivable. Amounts disclosed as revenue are net of allowances, duties and taxes paid.

Software Licence Fee Revenue

Revenue from licence fees due to software sales is recognised on the transferring of significant risks and rewards of ownership of the licenced software under an agreement between the Company and the customer.



### NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (cont.)

### (d) Revenue recognition (cont.)

Project and Implementation Services Revenue for Licence

Revenue is determined with reference to the stage of completion of the transaction at reporting date and where outcome of the contract can be estimated reliably. Stage of completion is determined with reference to the services performed to date as a percentage of total anticipated services to be performed. Where the outcome cannot be estimated reliably, revenue is recognised only to the extent that related expenditure is recoverable. Interest revenue is recognised on a proportional basis taking into account the interest rates applicable to the financial assets. All revenue is stated net of the amount of goods and services tax (GST).

Unearned Support and Maintenance Services Revenue

Amounts received from customers in advance of provision of services are accounted for as unearned revenue.

#### Unbilled Revenue

Amounts recorded as unbilled revenue represents revenues recorded on projects not yet invoiced to customers. These amounts have met the revenue recognition criteria but have not reached the payment milestones contracted with customers.

### (e) Income tax

The income tax expense or revenue for the period is the tax payable on the current period's taxable income based on the national income tax rate adjusted by changes in deferred tax assets and liabilities attributable to temporary differences between the tax bases of assets and liabilities and their carrying amounts in the financial statements, and to unused tax losses.

Deferred tax assets and liabilities are recognised for temporary differences at the tax rates expected to apply when the assets are recovered or liabilities are settled, based on those tax rates which are enacted or substantially enacted. The relevant tax rates are applied to the cumulative amounts of deductible and taxable temporary differences to measure the deferred tax asset or liability. An exception is made for certain temporary differences arising from the initial recognition of an asset or a liability. No deferred tax asset or liability is recognised in relation to these temporary differences if they arose in a transaction, other than a business combination, that at the time of the transaction did not affect either accounting profit or taxable profit or loss.

Deferred tax assets are recognised for deductible temporary differences and unused tax losses only if it is probable that future taxable amounts will be available to utilise those temporary differences and losses.

Current and deferred tax balances attributable to amounts recognised directly in other comprehensive income or directly in equity are also recognised directly in other comprehensive income or directly in equity, respectively.

### (i) Investment allowances

Companies within the group may be entitled to claim special tax deductions for investments in qualifying assets (investment allowances). The group accounts for such allowances as tax credits, which means that the allowance reduces income tax payable and current tax expense. A deferred tax asset is recognised for unclaimed tax credits that are carried forward as deferred tax assets.

### (f) Impairment of assets

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment. Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash generating units).

### (g) Cash and cash equivalents

Cash and cash equivalents include cash on hand, deposits held at call with financial institutions, other short-term, highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.





for the Financial Year ended 30 June 2012

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012

### NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (cont.)

### (h) Leases

Leases of fixed assets, where substantially all the risks and benefits incidental to the ownership of the asset, but not the legal ownership, are transferred to the Group are classified as finance leases. Finance leases are capitalised by recording an asset and a liability equal to the present value of the minimum lease payments, including any guaranteed residual values. Leased assets are depreciated on a straight line basis over their estimated useful lives where it is likely that the Company will obtain ownership of the asset, or over the term of the lease. Lease payments are allocated between the reduction of the lease liability and the lease interest expense for the period.

Lease payments for operating leases, where substantially all the risks and benefits remain with the lessor, are charged as expenses in the periods in which they are incurred. Lease incentives received under operating leases are recognised as a liability and amortised on a straight line basis over the life of the lease term.

### (i) Plant and equipment

Plant and equipment is stated at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs, maintenance and minor renewals are charged to the income statement during the financial period in which they are incurred.

The carrying amount of plant and equipment is reviewed annually by directors to ensure it is not in excess of the recoverable amount from these assets. The recoverable amount is assessed on the basis of the expected net cash flows that will be received from the assets employment and subsequent disposal. The expected net cash flows have been discounted to their present values in determining recoverable amounts. An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Depreciation of assets is calculated using the straight line method to allocate their cost, net of their residual values, over their estimated useful lives, at the following rates:

Plant and equipment 25%-40%

The cost of improvements to or on leasehold properties is amortised over the unexpired period of the lease or the estimated useful life of the improvement to the Group, whichever is shorter. The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date.

Gains and losses on disposals are determined by comparing proceeds with the carrying amount. Gains and losses are included in the consolidated statement of comprehensive income.

### (j) Intangible assets

### Goodwill

Goodwill represents the excess of the cost of the acquisition of the net assets of an acquired company or business over the fair value of the Group's share of its net identifiable assets at the date of acquisition. Goodwill is included in intangible assets. Goodwill is not amortised. Instead, goodwill is tested for impairment annually or more frequently if events or changes in circumstances indicate that it might be impaired. Goodwill is carried at cost less accumulated impairment losses. Goodwill has been tested and, as at 30 June 2012, there has been no impairment.

### Software

Costs incurred in the development of software are capitalised only when technical feasibility studies identify that the project will deliver future economic benefits and these benefits can be reliably measured. Development costs have a finite estimated life of five years and are amortised on a systematic basis matched to the future economic benefits over the useful life of the project. Costs capitalised include external direct costs of materials and services, direct payroll and payroll related costs of employees time spent on the project. The amortisation period is 60 months.

### Licences and Trademarks

Licences and trademarks represent the cost of registering trademarks and licence fees. The amortisation is reflected over the life of the asset.



### NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (cont.)

### (k) Trade and other payables

Trade and other payables represent liabilities for goods and services provided to the Group prior to the end of financial year which had not been settled at balance date. The amounts are unsecured and are usually paid within 60 days of recognition.

### (I) Financial Instruments

### **Recognition and Initial Measurement**

Financial assets and financial liabilities are recognised when the entity becomes a party to the contractual provisions to the instrument. For financial assets, this is equivalent to the date that the company commits itself to either the purchase or sale of the asset (i.e. trade date accounting is adopted).

Financial instruments are initially measured at fair value plus transaction costs, except where the instrument is classified 'at fair value through profit or loss', in which case transaction costs are expensed to profit or loss immediately.

### Classification and subsequent measurement

Finance instruments are subsequently measured at either of fair value, amortised cost using the effective interest rate method, or cost. Fair value represents the amount for which an asset could be exchanged or a liability settled, between knowledgeable, willing parties. Where available, quoted prices in an active market are used to determine fair value. In other circumstances, valuation techniques are adopted. The effective interest rate is the interest rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate a shorter period of the net carrying amount of the financial asset or liability.

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and are subsequently measured at amortised cost.

### Available-for-sale financial assets

Available-for-sale financial assets are non-derivative financial assets that are either not suitable to be classified into other categories of financial assets due to their nature, or they are designated as such by management. They comprise investments in the equity of other entities where there is neither a fixed maturity nor fixed or determinable payments.

### Derecognition

Financial assets are derecognised where the contractual rights to receipt of cash flows expires or the asset is transferred to another party whereby the entity no longer has any significant continuing involvement in the risks and benefits associated with the asset. Financial liabilities are derecognised where the related obligations are either discharged, cancelled or expired. The difference between the carrying value of the financial liability extinguished or transferred to another party and the fair value of consideration paid, including the transfer of non-cash assets or liabilities assumed, is recognised in profit or loss.

### **Financial liabilities**

Non-derivative financial liabilities are recognised at amortised cost, comprising original debt less principal payments and amortisation.

### **Derivative instruments**

Derivative instruments are measured at fair value. Gains and losses arising from changes in fair value (mark to market) are taken to the income statement unless they are designated as cash flow hedges. There were none held in the 2012 financial year.

### Fair value

Fair value is determined based on current bid prices for all quoted investments. Valuation techniques are applied to determine the fair value for all unlisted securities, including recent arm's length transactions, reference to similar instruments and option pricing models.



### NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (cont.)

### (I) Financial Instruments (cont.)

### **Impairment**

The group assesses at the end of each reporting period whether there is objective evidence that a financial asset or group of financial assets is impaired. If there is evidence of impairment for any of the group's financial assets carried at amortised cost, the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows, excluding future credit losses that have not been incurred. The cash flows are discounted at the financial asset's original effective interest rate. The loss is recognised in the statement of comprehensive income.

### (m) Employee benefits

### Wages and salaries, annual leave and sick leave

Liabilities for wages, salaries and superannuation benefits including non-monetary benefits, annual leave and accumulating sick leave expected to be settled within 12 months of the reporting date are recognised in other payables and provision for employee benefits in respect of employees' services up to the reporting date and are measured at the amounts expected to be paid when the liabilities are settled, including appropriate on-costs. Liabilities for non-accumulating sick leave are recognised when the leave is taken and measured at the rates paid or payable. Employee benefits payable later than 12 months have been measured at the present value of the estimated future cash outflows to be made for those benefits.

#### Long service leave

A provision for long service leave is taken up for all employees. In calculating the present value of future cash flows in respect of long service leave, the probability of long service leave being taken is based on historical data.

#### **Equity-settled compensation**

The Company operates a number of share-based compensation plans. These include a share option arrangement and an employee share scheme. The bonus element over the exercise price of the employee services rendered in exchange for the grant of shares and options is recognised as an expense in the income statement. The total amount to be expensed over the vesting period is determined the fair value of the shares of the options granted.

### Employee option plan

The establishment of the Energy One Employee Option Plan (EOP) was approved by shareholders at the extraordinary general meeting held on 2 April 2007. The EOP was designed to provide long term incentives for directors to deliver long term shareholder returns.

The Tax Paid Option Plan (TPOP) was established on 31<sup>st</sup> December 2009. The TPOP allows the Company to grant options or rights to acquire ordinary shares in Energy One to selected key employees and selected Directors, subject to satisfying performance and service conditions set down at the time of offer.

The fair value of options granted under both plans is recognised as an employee benefit expense with corresponding increase in equity. The fair value is measured at grant date. The fair value at grant date is measured using a Black-Scholes option pricing model that takes into consideration the exercise price, the term of the option, the impact of dilution, and the share price at grant date.

The fair value of options granted is recognised as an employee benefit expense with a corresponding increase in equity (share-based payments reserve). The fair value is measured at grant date and recognised over the period during which the employees become unconditionally entitled to the options.

Upon the exercise of options, the exercise proceeds received are allocated to share capital and the balance of the share-based payments reserve relating to those options is transferred to share capital.

### Employee share plans

The establishment of the Energy One Exempt Employee Share Plan (EESP) was approved by shareholders at the extraordinary general meeting held on 2 April 2007. The EESP was designed to encourage employees to own shares in the Company. All employees with more than 12 months service may enter the plan whereby each year they can purchase \$500 worth of shares in the Company and the Company will purchase \$500 worth of shares on their behalf. Employees may elect not to participate in the scheme.





### NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (cont.)

### (m) Employee benefits (cont.)

The establishment of the Energy One Deferred Employee Share Plan (DESP) was approved by shareholders at the extraordinary general meeting held on 2 April 2007. The DESP was designed to encourage employees to own shares in the Company. Invited employees may acquire shares in the Company via salary sacrifice. Employees may elect not to participate in the scheme.

### (n) Issued capital

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds. Incremental costs directly attributable to the issue of new shares or options, are shown in equity as a deduction, net of tax, from the proceeds.

If the Company reacquires its own equity instruments, (e.g. as the result of a share buy-back), those instruments are deducted from equity and the associated shares are cancelled. No gain or loss is recognised in the profit or loss and the consideration paid including any directly attributable incremental costs (net of income taxes) is recognised directly in equity.

### (o) Goods and services tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office. In these circumstances, the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the balance sheet are shown inclusive of GST.

Cash flows are included in the Statement of Cash Flows on a gross basis and the GST component of cash flows arising from investing and financing activities, which is recoverable from or payable to the Australian Taxation Office, are classified as operating cash flows.

### (p) Earnings per share

Basic earnings per share is determined by dividing the operating profit/(loss) after income tax attributable to members of the Company by the weighted average number of ordinary shares outstanding during the financial year.

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share by taking into account any change in earnings per share that may arise from the conversion of options or convertible notes or other quasi equity instruments on issue at financial year end, into shares in the Company at a subsequent date.

### (q) Comparative figures

When required by Accounting Standards, comparative figures have been adjusted to conform to changes in presentation for the current financial year.

### (r) Critical accounting estimates and judgements

The directors evaluate estimates and judgments incorporated into the financial report based on historical knowledge and best available current information. Estimates assume a reasonable expectation of future events and are based on current trends and economic data, obtained both externally and within the Group.





### NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (cont.)

### (r) Critical accounting estimates and judgements (cont.)

Key Estimates — Impairment

The Group assesses impairment at each reporting date by evaluating conditions specific to the Group that may lead to impairment of assets. Where an impairment trigger exists, the recoverable amount of the asset is determined. Value-in-use calculations performed in assessing recoverable amounts incorporate a number of key estimates. Any impairment is advised in note 12.

Key Estimates — Research & Development Tax Incentive

The Group recognises R&D Tax Incentive based on guidelines from the ATO and AusIndustry. Eligible overheads are apportioned to Research and Development based on R&D hours as a percentage of total hours.

Key Judgments — Provision for impairment of receivables

The directors have not made a provision for impairment of receivables as at 30 June 2012. Refer to note (t) and Note 9.

### (s) Going concern

The Group has \$1,844,568 cash and cash equivalents as at 30 June 2012 and no significant liabilities. The sales pipeline for the 2012 financial year is promising. The Directors believe the cash reserve is sufficient to finance the operating costs and software development costs.

As a result of these activities and the available cash reserves, the Directors believe the Group to be a going concern.

### (t) Trade receivables

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less provision for impairment. Trade receivables are generally due for settlement within 30 days.

Collectability of trade receivables is reviewed on an ongoing basis. Debts which are known to be uncollectible are written off by reducing the carrying amount directly. An allowance account (provision for impairment of trade receivables) is used when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of the receivables. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default or delinquency in payments (more than 90 days overdue) are considered indicators that the trade receivable is impaired. The amount of the impairment allowance is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. Cash flows relating to short-term receivables are not discounted if the effect of discounting is immaterial.

The amount of the impairment loss is recognised in the income statement within other expenses. When a trade receivable for which an impairment allowance had been recognised becomes uncollectible in a subsequent period, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against other expenses in the statement of comprehensive income.

### (u) Government Grants & Rebates

The Group, through the continued development of its Software has invested funds in research and development. Under the Research & Development Tax Incentive scheme jointly administered by AusIndustry and the ATO, the Australian Government offers rebates for funds invested in research and development. Rebates and any offsets from the scheme are recognised at their fair value where there is a reasonable assurance that an offset will be received and the Group will comply with all attached conditions.

The Group, has also invested funds in export activities. Under the Export Market Development Grant scheme administered by Austrade, the Australian Government offers grants for funds invested in export activities. Grants from the scheme are recognised at their fair value where there is a reasonable assurance that a payment will be received and the Group will comply with all attached conditions. Any additional amount above the initial payment will be recorded when the money is received.



### NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (cont.)

### (v) Business Combinations

Business combinations occur where control over another business is obtained and results in the consolidation of its assets and liabilities. All business combinations, including those involving entities under common control, are accounted for by applying the purchase method.

The purchase method requires an acquirer of the business to be identified and for the cost of the acquisition and fair values of identifiable assets, liabilities and contingent liabilities to be determined as at acquisition date, being the date that control is obtained. Cost is determined as the aggregate of fair values of assets given, equity issued and liabilities assumed in exchange for control together with costs directly attributable to the business combination. Any deferred consideration payable is discounted to present value using the entity's incremental borrowing rate.

Goodwill is recognised initially at the excess of cost over the acquirer's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities recognised. If the fair value of the acquirer's interest is greater than cost, the surplus is immediately recognised in statement of comprehensive income.

### (w) Parent entity financial information

The financial information for the parent entity, Energy One Limited, disclosed in Note 28 has been prepared on the same basis as the consolidated financial statements.

### (x) New and amended standards adopted by the Company

None of the new standards and amendments to standards that are mandatory for the first time for the financial year beginning 1 July 2011 affected any of the amounts recognised in the current period or any prior period and are not likely to affect future periods.

The Company has not elected to apply any pronouncements before their operative date in the annual reporting beginning 1 July 2011.



for the Einancial Vear ended 30, June 201

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012

### NOTE 2: REVENUE AND OTHER INCOME

	Note	2012 \$	2011 \$
Sales revenue			
Sale of licence & related services		2,262,190	3,296,454
Other Revenue			
Interest received from other persons		118,020	105,090
R&D Tax Incentive	(a)	695,623	811,801
Export Market Development Grant	(b)	77,918	50,000
Total revenue from continuing operations		3,153,751	4,263,345

- (a) The Company is expecting a research and development tax offset of \$695,623 from the Australian Tax Office (2011: \$811,801). A grant of \$723,784 was received on 3 April 2012 for the 2011 year.
- (b) The Company recognised an Export Development Market Grant of \$77,918 in the period. An additional grant of \$50,393 was received for the 2011 year and \$27,525 is expected to be received in the 2013 financial year.
- (c) There are no unfulfilled conditions or other contingencies attaching to the grants. The Company did not benefit directly from any other forms of government assistance.

### **NOTE 3: PROFIT FOR THE YEAR**

	Note	2012 \$	2011 \$
EXPENSES		Ψ	Ψ
Direct project related costs		207,752	368,224
Depreciation and amortisation			
Plant & equipment	11	67,211	37,131
Software development costs	12	253,652	427,300
Total	_	320,863	464,431
Impairment loss and write offs			
Goodwill and Contracts	12	8,641	-
Software	12	-	512,868
Trademarks and licences	12	-	3,459
Total		8,641	516,327
Rental expense on operating leases	_		
Minimum lease payments		159,863	121,966
Research and development			
Software – internally developed		457,109	1,028,845
Employee benefit expenses			
Defined contribution superannuation expense		158,712	200,624
Other employee benefits		2,246,931	2,602,506
Total		2,405,643	2,803,130





for the Financial Year ended 30 June 2012

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012

### **NOTE 4: INCOME TAX EXPENSE**

		2012 \$	2011 \$
(a) The components of tax expense comprise:			
Current tax		-	-
Deferred tax	_	-	
	_	-	<u>-</u>
(b) The prima facie tax on profit from ordinary activities before income tax is reconciled to the income tax as follows:	he		
Prima facie tax payable on profit from ordinal activities before income tax at 30% (2011: 30	=	(213,940)	(234,282)
Add:			
Tax effect of:			
Non-deductible expenses		(82,755)	(103,313)
Less:			
Tax effect of:			
Recoupment of prior year tax losses not previously brought to account		(43,875)	-
Benefit of temporary differences not brought account	to	175,060	337,595
Income tax attributable to entity	_	-	-
The applicable weighted average effective ta rates are as follows:	X.	-%	-%
	Opening Balance	Charge to	Closing
		Income	Balance
(c) Non- Current			
Deferred tax asset			
- Tax losses and others	245,457	(184,445)	61,012
Deferred tax liability			
- Unearned income	(245,457)	184,445	(61,012)
Net		-	

### (d) Tax

The company has unrecognised accrued tax losses of \$2,236,573 to 30 June 2012 (2011: \$2,382,826). If those tax losses could be offset against taxable income they could be valued at \$670,972 (2011: \$714,848). These accumulated tax losses have not been brought to account as the probability of their utilisation has not been substantiated. In addition, to obtain the benefit of the losses the continuity of ownership or same business test needs to be satisfied. The Group is currently confirming whether these tests have been passed.





#### **NOTE 5: KEY MANAGEMENT PERSONNEL COMPENSATION**

The names and positions held by key management personnel in office at any time during the financial year are:

(a) Key Management Person	Position
Shaun Ankers	Director and Chief Executive Officer
Andrew Bonwick	Director - Non-Executive & Independent
Vaughan Busby	Director - Non-Executive
Ian Douglas Ferrier	Director - Non-Executive
Ottmar Weiss	Director and Chairman - Non-Executive
Reena Minhas	Chief Financial Officer and Company Secretary
Vincent Ten Krooden	Operations Manager

Total key management personnel compensation of \$841,422 (2011: \$1,028,695) consists of short-term benefits of \$783,204 (2011: \$961,741), post-employment benefits of \$55,282 (2011: \$65,900), long-term benefits of \$2,893 (2011: \$1,013) and a share based payment of \$43 (2011: \$41).

Key management personnel remuneration has been included in the Remuneration Report section of the Directors Report.

#### (b) Options and Rights Holdings

The number of options over ordinary shares in the company held during the financial year by each director and other key management personnel of the company, including their personally related parties, are set out below

# Number of Options Held by Key Management Personnel (2012)

	Balance G 1.7.2011 Comp	ranted as pensation	Options Lapsed	Balance T 30.6.2012	otal Vested & Exercisable 30.6.2012	Total Unexer- cisable 30.6.2012
Richard Brys	500,000	-	(500,000)	-	-	-
Shaun Ankers	500,000	-	-	500,000	-	500,000
Total	1,000,000	-	(500,000)	500,000	-	500,000

Richard Brys left the company in July 2011 which resulted in the cancellation of 500,000 options issued to him on 28 January 2010.



# NOTE 5: KEY MANAGEMENT PERSONNEL COMPENSATION (cont.)

## **Number of Options Held by Key Management Personnel (2011)**

	Balance 1.7.2010	Granted as Compensation	Options Lapsed	Balance T 30.6.2011	otal Vested & Exercisable	Total Unexer- cisable
					30.6.2011	30.6.2011
Andrew Bonwick	300,000	-	(300,000)	-	-	-
Vaughan Busby	2,400,000	-	(2,400,000)	-	-	-
Ottmar Weiss	600,000	-	(600,000)	-	-	-
Richard Brys	1,100,000	-	(600,000)	500,000	-	500,000
Shaun Ankers	-	500,000	-	500,000	-	500,000
Total	4,400,000	500,000	(3,900,00)	1,000,000	-	1,000,000

# (c) Interest in Shareholdings

The number of shares in the company held during the financial year by each Director and other key management personnel of the company, including their personally related parties, are set out below. There were no shares granted during the period as compensation.

# Number of Shares held by Key Management Personnel (2012)

	Balance 1.7.2011	Options Exercised	Net Change Other*	Shares held on appointment/ (cessation)	Balance 30.6.2012
Mr Shaun Ankers	87,000	-	-	-	87,000
Mr Andrew Bonwick	59,500	-	300,000	-	359,500
Mr Vaughan Busby	3,079,739	-	533,797	-	3,613,536
Mr Ian Ferrier	5,958,365	-	533,797	-	6,492,162
Mr Ottmar Weiss	211,443	-	661,934	-	873,377
Ms Reena Minhas	3,000	-	41,667	-	44,667
Vincent Ten Krooden	5,000	-	-	-	5,000
Total	9,404,047	-	2,071,195	-	11,475,242

<sup>\*</sup> Net Change Other refers to shares purchased or sold during the financial year.



# NOTE 5: KEY MANAGEMENT PERSONNEL COMPENSATION (cont.)

# Number of Shares held by Key Management Personnel (2011)

	Balance 1.7.2010	Options Exercised	Net Change Other*	Shares held on appointment/ (cessation)	Balance 30.6.2011
Mr Shaun Ankers	87,000	-	-	-	87,000
Mr Andrew Bonwick	59,500	-	-	-	59,500
Mr Richard Brys	357,320	-	-	-	357,320
Mr Vaughan Busby	3,029,739	-	50,000	-	3,079,739
Mr Ian Ferrier	5,958,365	-	-	-	5,958,365
Mr Ottmar Weiss	200,000	-	11,443	-	211,443
Ms Reena Minhas	3,000	-	-	-	3,000
Vincent Ten Krooden	5,000	-	-	-	5,000
Total	9,699,924	-	61,443	-	9,761,367

<sup>\*</sup> Net Change Other refers to shares purchased or sold during the financial year.

#### (d) Loans to key management personnel

There were no loans to directors of the Company or to key management personnel, including their personally related parties.

#### **NOTE 6: AUDITORS' REMUNERATION**

	2012 \$	2011 \$
Remuneration of the auditor of the Company for:		
Auditing or reviewing the financial reports	38,576	37,318
Taxation Services	8,200	9,520
Total	46,776	46,838

It is the Group's policy to engage Crowe Horwath Sydney to conduct assignments additional to their statutory audit duties where appropriate. These assignments are principally preparation of income tax return.



#### **NOTE 7: EARNINGS PER SHARE**

		2012 \$	2011 \$
Basic E	PS	(0.0401)	(0.0437)
Diluted	EPS	(0.0401)	(0.0437)
(a)	Earnings used in calculating basic and diluted earnings per share	(713,133)	(780,954)
(b)	Weighted average number of ordinary shares used in calculating basic earnings per share	17,793,229	17,793,229
(c)	Weighted average number of options outstanding (note a)	-	-
(d)	Weighted average number of ordinary shares used in calculating diluted earnings per share:	17,793,229	17,793,229
(e)	Information concerning the classification of securities		

#### (a) Options

Options granted to employees under the Energy One Employee Option Plan are considered to be potential ordinary shares and have been included in the determination of diluted earnings per share to the extent to which they are dilutive. The options outstanding at 30 June 2012 are not included in the calculation of diluted earnings per share because they are anti dilutive for the year end 30 June 2012. These options could potentially dilute basic earnings per share in the future. The options have not been included in the determination of basic earnings per share. Details relating to the options are set out in note 24.

NOTE 8: CASH AND CASH EQUIVALENTS	2012 \$	2011 \$
Cash at bank and in hand	307,526	724,959
Short-term bank deposits	1,537,042	2,003,869
	1,844,568	2,728,828

At the reporting date, the consolidated Group has deposits with banks that are used for restricted bank guarantees of \$103,758. These deposits have a term of more than 1 year. The balance is included as other non-current assets.

The effective interest rate on short-term bank deposits for the year was 5.90% (2011: 5.70%); these deposits have an average maturity of 101 days.

#### **Reconciliation of Cash**

Cash at the end of the financial year as shown in the statement of cash flow reconciled to items in the balance sheet as follows:

sneet as follows:	Notes	2012 \$	2011 \$
Cash and cash equivalents		1,844,568	2,728,828
Deposit with bank for bank guarantees:			
- Other current assets		-	42,481
- Other non-current assets		103,758	-
Balance per statement of cash flows		1,948,326	2,771,309

The Group's exposure to interest rate risk is discussed in note 23.



for the Financial Year ended 30 June 2012

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012

NOTE 9: TRADE AND OTHER RECEIVABLES		2012 \$	2011 \$
Current			
Trade receivables		56,912	55,142
Accrued income	9(a)	157,483	762,009
R&D Tax Incentive	9(b)	695,623	723,784
Other receivables		49,774	66,415
		959,792	1,607,350

#### (a) Accrued Income

As at 30 June 2012 the Group accrued income based on work completed and not yet invoiced.

#### (b) R&D Tax Incentive

As at 30 June 2012 the Group expects an R&D Tax incentive claim from the Australian Tax Office for Research and Development relating to software development in the current year.

#### (c) Fair Value, Credit and Interest Rate Risk

Due to the short-term nature of these receivables, their carrying amount is assumed to approximate their fair value. The maximum exposure to credit risk at the reporting date is the carrying amount of each class of receivables mentioned above. Refer to note 23 for more information on the risk management policy of the Group and the credit quality of the entity's trade receivables, along with interest risk.

The following table details the Group's trade and other receivables exposed to credit risk (prior to collateral and other credit enhancements) with ageing analysis and impairment provided for thereon. Amounts are considered as 'past due' when the debt has not been settled, with the terms and conditions agreed between the Group and the customer or counter party to the transaction. Receivables that are past due are assessed for impairment by ascertaining solvency of the debtors and are provided for where there are specific circumstances indicating that the debt may not be fully repaid to the Group.

The balances of receivables that remain within initial trade terms (as detailed in the table) are considered to be of high credit quality.

	Gross	Past due and					Within initial
	amount \$000	impaired \$000	Past	Past due but not impaired (days overdue)			trade terms \$000
			< 30 \$000	31–60 \$000	61–90 \$000	> 90 \$000	
2012							
Trade and term receivables	214,395	-	-	2,242	-	-	212,153
Other receivables	745,397	-	-	-	-	-	745,397
Total	959,792	-	-	2,242	-	-	957,550
2011							
Trade and term receivables	817,151	-	-	-	-	-	817,151
Other receivables	790,199	-	-	-	-	-	790,199
Total	1,607,350	-	-	-	-	-	1,607,350





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#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012

NOTE 10: OTHER ASSETS	2012 \$	2011 \$
Current	Ψ	Ψ
Prepayments	25,121	27,744
Deposit with bank for bank guarantees	-	42,481
	25,121	70,225
Non-Current		
Deposit with bank for rental bond	103,758	-
Other	102	102
	103,860	102
NOTE 11: PLANT AND EQUIPMENT	2012 \$	2011 \$
At cost	343,662	265,346
Accumulated depreciation	(126,041)	(166,436)
	217,621	98,910

### (a) Movements in Carrying Amounts

Movements in the carrying amounts for each class of plant and equipment between the beginning and the end of the current financial year are reconciled as follows:

	Total Plant and Equipment
	Equipment \$
Balance as at 30 June 2010	85,751
Additions	50,290
Disposals	-
Depreciation expense	(37,131)
Balance as at 30 June 2011	98,910
Additions	205,958
Disposals / transfers	(20,036)
Depreciation expense	(67,211)
Balance as at 30 June 2012	217,621

During the period, the company capitalised \$205,958 to plant and equipment which mainly related to furniture and fit outs for the new office.



NOTE	40		NIGIDI	_	ACCET	
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	Notes	2012 \$	2011 \$
Software costs	12(a)	3,184,559	2,504,727
Software accumulated amortisation	12(b)	(2,294,719)	(1,528,199)
Impairment loss and write offs	12(d)	-	(512,869)
Reclassification		5,549	-
Total software development costs	_	895,389	463,659
Goodwill at cost	12(c)	625,748	447,107
Trademarks, licences and contracts at cost		-	12,099
Impairment loss and write offs	12(d)	(8,641)	(3,458)
Total other intangible assets	_	617,107	455,748
Total Intangible Assets	_	1,512,496	919,407

#### (a) Software Development Costs

Software development costs are a combination of acquired software and internally generated intangible assets. From total additions of \$603,352, \$48,628 represents capitalised superannuation benefits and \$554,724 represents other employee benefits.

#### (b) Accumulated Amortisation

Amortisation of \$253,652 (2011: \$427,300) is included in depreciation and amortisation expense in the statement of comprehensive income.

## (c) Goodwill and Contracts

Goodwill and contracts relate to the purchase of software businesses in 2008 and 2012.

Intangible assets, other than goodwill, have finite useful lives. The current amortisation charges for intangible assets are included under depreciation and amortisation expense per the statement of comprehensive income. Goodwill has an infinite life, subject to impairment testing. The acquired software is treated as having an indefinite useful life because the technology used is not expected to be replaced by another technology at any time in the foreseeable and the product is expected to contribute to the entity's net cash inflows indefinitely.

Goodwill and software are allocated to the cash generating unit based on the acquired businesses. The recoverable amount of each cash-generating unit above is determined based on value-in-use calculations. Value-in-use is calculated based on the present value of cash flow. The cash flows are prepared applying a discount rate of 21.75% (2011: 21.75%) over a 5 year period.

Management has based the value-in-use calculations on budgets. These budgets use estimated and actual sales to project revenue. Costs are calculated taking into account historical gross margins. Discount rates are pre-tax.

Management have performed an impairment test of the goodwill at the balance sheet date and have concluded that no impairment write-down is required.

#### (d) Impairment loss and write offs

Management have performed an impairment test of software, contracts and goodwill at the balance sheet date and have concluded that the contracts with a value of \$8,641 should be written off (2011: Retail software was impaired with a value of \$516,327).



or the Einancial Vear ended 30, June 2012

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENT FOR THE YEAR ENDED 30 JUNE 2012

#### **NOTE 12: INTANGIBLE ASSETS**

Goodwill	Software	Trade Marks	Total
& Contracts	\$	& Licences	\$
		\$	
\$			

#### (e) Movements in intangible assets during the year

Net carrying value at 30 June 2010	455,748	1,227,092	3,458	1,686,298
Additions - internally developed (i)	-	149,257	-	149,257
Additions - purchased		27,479		27,479
Amortisation expense	-	(427,300)	-	(427,300)
Impairment losses and write-offs		(512,869)	(3,458)	(516,327)
Net carrying value at 30 June 2011	455,748	463,659	-	919,407
Additions - internally developed (i)	-	603,352	-	603,352
Additions - purchased	170,000	76,481	-	246,481
Reclassification	-	5,549	-	5,549
Amortisation expense	-	(253,652)	-	(253,652)
Impairment losses and write-offs	(8,641)	-	-	(8,641)
Net carrying value at 30 June 2012	617,107	895,389	-	1,512,496

(i) 2012 includes a higher level of internal new product development work.

NOTE 13: TRADE AND OTHER PAYABLES	2012 \$	2011 \$
Current	·	·
Unsecured liabilities		
Trade payables	31,747	105,652
Sundry payables and accrued expenses	141,186	165,754
Total financial liabilities at amortised cost	172,933	271,406

Trade and other creditors are unsecured, non-interest bearing and are normally settled within 60 day terms.

NOTE 14: PROVISIONS	Notes	2012 ¢	2011 ¢
Current		Ψ	Ψ
Employee benefits (Annual leave provisions)	14(a)	99,912	76,138
Non Current			
Employee benefits (Long service leave provisions)	14(b)	17,740	26,037

- (a) The entire obligation is presented as current since the Group does not have an unconditional right to defer settlement.
- (b) A provision has been recognised for employee entitlements relating to Long Service Leave. In calculating the present value of future cash flows in respect of long service leave, the probability of long service leave being taken is based on historical data. The measurement and recognition criteria relating to employee benefits has been included in Note 1 to this report.





for the Financial Vear ended 30 June 2013

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENT FOR THE YEAR ENDED 30 JUNE 2012

NOTE 15: ISSUED CAPITAL	2012 \$	2011 \$
17,793,229 fully paid ordinary shares (2011: 17,793,229 fully paid ordinary shares)	8,246,064	8,246,064
Ordinary Shares	No of shares	No of shares
Balance at the beginning of the financial year	17,793,229	17,793,229
Shares movements in the year	-	-
Balance at the end of the financial year	17,793,229	17,793,229

#### Movements on ordinary share capital

	· · · · · · · · · · · · · · · · · · ·		
Date	Details	\$ Nu	mber of Shares
1 July 2011	Opening Balance	8,246,064	17,793,229
30 June 2012	Closing Balance	8,246,064	17,793,229

### (a) Ordinary Shares

Ordinary shares entitle the holder to participate in dividends and the proceeds on winding up of the Company in proportion to the number of and amounts paid on the shares held. On a show of hands every holder of ordinary shares present at a meeting in person or by proxy, is entitled to one vote, and upon a poll each share is entitled to one vote.

Ordinary shares have no par value and the company does not have a limited amount of authorised capital.

#### (b) Capital Management

The Group's objectives when managing capital is to safeguard the ability to continue as a going concern, so that it can continue to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital. Management effectively manages the Group's capital by assessing the Company's financial risks and adjusting its capital structure in response to changes in these risks and in the market. The Group has an externally imposed capital requirement to maintain \$50,000 surplus cash, a requirement of holding an Australian Financial Services Licence. There have been no breaches during the year.

## (c) Employee Share plan

Information relating to the employee share plan, including details of shares issued under the scheme is set out in note 24.



2012

for the Financial Year ended 30 June 2012

2011

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENT FOR THE YEAR ENDED 30 JUNE 2012

#### **NOTE 16: RESERVES**

Share based payment reserve

The share based payment reserve is used to recognise the fair value of options issued to employees and directors and the fair value of shares issued to employees.

#### Expenses arising from share based payment transactions

Total expense arising from share-based payment transactions recognised during the period as part of employee benefit expense were as follows:

	\$	\$
Options issued to directors during the year	-	41
Options issued to directors in prior years	43	-
Options cancelled during the year	(3,765)	-
	(3,722)	41
The movements in reserves comprises:		
·	\$	\$
Balance 1 July 2011	81,283	81,242
Options Cancelled in 2012	(3,765)	-
Unexercised Options in 2012	43	41
	77,561	81,283
NOTE 17: CAPITAL AND LEASING COMMITMENTS		
(a) Operating Lease Commitments	2012 \$	2011 \$
Non-cancellable operating leases (including tenancy	•	Ψ
leases) contracted for at the reporting date but not capitalised in the financial statements:		
Payable — minimum lease payments		
<ul> <li>Not later than 12 months</li> </ul>	184,612	33,373
<ul> <li>Between 12 months and 5 years</li> </ul>	452,191	-
	636,803	33,373

At the reporting date the Group leases one office, which is under a non-cancellable operating lease which expires in October 2015.

#### (b) Capital Expenditure Commitments

There are no capital expenditure commitments contracted for at the reporting date but not recognised as liabilities payable.

# **NOTE 18: CONTINGENT LIABILITIES AND CONTINGENT ASSETS**

The Group had no contingent liabilities or contingent assets as at 30 June 2012.



for the Financial Year ended 30 June 2012

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012

#### **NOTE 19: SEGMENT REPORTING**

The Group is managed primarily on the basis of product and service offerings and operates in one segment, being the Energy software industry, and in one geographical segment, being Australia.

During the year ended 30 June 2012 the Group derived 79% of revenue from three major customers to which it provided both licences and services. The Company's most significant external customer accounts for 51% of external revenue with the next largest customer contributing 14%. Management assess the performance of the operating segment based on the accounting profit and loss.

NOT	E 20: CASH FLOW INFORMATION	2012 \$	2011 \$
(a)	Reconciliation of Cash Flow from Operations with Profit from Ordinary Activities after Income Tax	Ψ	Ψ
	Loss from ordinary activities after income tax	(713,133)	(780,954)
	Non-cash flows in profit from ordinary activities		
	Depreciation and amortisation	320,863	464,431
	Impairment losses and write-offs	8,641	516,327
	Employee option expense	(3,722)	41
	Loss from disposal of asset	10,238	-
	Acquired deferred revenue	(19,691)	-
	Changes in assets and liabilities, net of the effects of purchase and disposal of subsidiaries		
	(Increase)/decrease in trade and other receivables	647,558	69,262
	(Increase)/decrease in other assets	2,724	70,181
	(Decrease) in trade and other payables	(99,457)	(9,309)
	Increase/(decrease) in provisions	15,477	(51,402)
	Increase in deferred income	38,487	151,845
	Net cash provided by operating activities	207,985	430,222

# NOTE 21: EVENTS AFTER THE BALANCE SHEET DATE

There have been no after balance date transactions that have significantly affected or may significantly affect the operations of the Group, the result of those operations or the state of affairs of the Group's subsequent to the year ended 30 June 2012.

This financial report was authorised for issue by the Directors on 23 August 2012. The Company has the power to amend and reissue this report.

## **NOTE 22: RELATED PARTY TRANSACTIONS**

#### (a) Parent entity

The parent entity within the group is Energy One Limited.

#### (b) Subsidiaries

Interests in subsidiaries are set out in note 27.

#### (c) Key management personnel

Disclosures relating to key management personnel are set out in note 5.

#### (d) Transactions with related parties

Revenue for IT Infrastructure Refresh Project and consulting revenue amounted to \$220,678 provided to a company in which one of the directors has an ownership interest.



#### **NOTE 23: FINANCIAL RISK MANAGEMENT**

The Group's activities expose it to a variety of financial risks: market risk (including interest rate risk and price risk), credit risk and liquidity risk. The Group's overall risk management program focuses on the unpredictability of financial markets and seeks to minimise adverse effects on the financial performance of the Group. The Group uses different methods to measure different types of risk to which it is exposed. These methods include sensitivity analysis in the case of interest rate and other price risks and aging analysis for credit risk.

Risk management is carried out by the chief financial officer under policies approved by the Board of Directors. The CFO identifies, evaluates the risks in close cooperation with the Company's management and board.

The Group holds the following financial instruments measured in accordance with AASB 139 as detailed in the accounting policies to these financial statements:

	Consolidated Group		
Financial assets	Note	2012 \$	2011 \$
Cash and cash equivalents	8	1,844,568	2,728,828
Trade and other receivables	9	959,792	1,607,350
Deposit with bank for bank guarantee	8	-	42,481
Due within 12 months		2,804,360	4,378,659
Deposit with bank for bank guarantee – due after 12 months	8	103,758	-
Financial liabilities			
Trade and other payables - due within 12 months		(172,933)	(271,406)
Net inflows		2,735,185	4,107,253

#### (a) Market Risk

#### (i) Foreign exchange risk

The Group does not have any significant exposure to foreign exchange risk.

#### (ii) Cash flow and fair value interest rate risk

Exposure to interest rate risk arises on financial assets and liabilities recognised at reporting date whereby a future change in interest rates will affect future cash flows. The Group's main interest rate risk at year end arises from short-term deposits. The Group is exposed to earnings volatility on floating rate instruments.

The interest rate risk is managed using a mix of fixed and floating short-term deposits. At 30 June 2012 approximately 83% of short term deposits were fixed. Short-term deposits are used to ensure that the best interest rate is received. Interest rates are reviewed prior to deposits maturing and re-invested at the best rate, which is why the Group uses a number of banking institutions.



for the Financial Year ended 30 June 2012

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012

#### **NOTE 23: FINANCIAL RISK MANAGEMENT**

# (a) (iii) Cash flow and fair value interest rate risk (cont.)

The interest rate risk is detailed in the below table.

	Weighted Average Effective Interest rate		rage Rate ctive		Non-Interest Bearing		Total			
	2012 %	2011 %	2012 \$	2011 \$	2012 \$	2011 \$	2012 \$	2011 \$	2012 \$	2011 \$
Financial Assets Cash and cash equivalents	4.76	4.15	1,537,042	2,003,869	307,526	724,959	-	<b>-</b>	1,844,568	2,728,828
Receivables	-	-	-	-	-	-	959,792	1,607,350	959,792	1,607,350
Deposit for bank guarantee			103,758	42,481	-	-	-	-	103,758	42,481
Total Financial Assets			1,640,800	2,046,350	307,526	724,959	959,792	1,607,350	2,908,118	4,378,659
Financial Liabilities										
Payables	=	-	-	-	-	-	172,933	271,406	172,933	271,406
Total Financial Liabilities			-	-	-	-	172,933	271,406	172,933	271,406

# iv. Sensitivity Analysis

# Interest Rate Risk

The Group has performed sensitivity analysis relating to its exposure to interest rate risk at reporting date. This sensitivity analysis demonstrates the effect on the current year results and equity which could result from a change in this risk.

At 30 June 2012, the effect on profit and equity as a result of changes in the interest rate, with all other variables remaining constant would be as follows:

		2012 \$	2011 \$
Change in	profit		
_	Increase in interest rate by 1%	3,055	8,174
_	Decrease in interest rate by 1%	(3,055)	(8,174)
Change in	Equity		
_	Increase in interest rate by 1%	3,055	8,174
_	Decrease in interest rate by 1%	(3,055)	(8,174)





#### NOTE 23: FINANCIAL RISK MANAGEMENT (cont.)

The above interest rate risk sensitivity analysis has been performed on the assumption that all other variables remain unchanged.

#### (b) Credit risk

Credit risk arises from cash and cash equivalents, deposits with banks and financial institutions, as well as credit exposure to trading customers, including outstanding receivables and committed transactions. For banks and financial institutions, only independently rated parties with a minimum rating of 'A' are accepted. Banks without a rating of 'A', but included in the government guarantee will be considered with a maximum \$1M deposit. If there is no independent rating, risk control assesses the credit quality of the customer, taking into account its financial position, past experience and other factors. Individual risk limits are set based on internal and external ratings in accordance with limits set by the CFO. The compliance with credit limits is monitored by the CFO.

The maximum exposure to credit risk by class of recognised financial assets at reporting date is equivalent to the carrying value and classification of those financial assets as presented in the balance sheet. Details with respect to credit risk of trade and other receivables are provided in Note 9. No one deposit was larger than \$1,000,000. The Group does not hold any security or guarantees for the financial assets.

#### (c) Liquidity Risk

Liquidity risk arises from the possibility that the Group might encounter difficulty in settling its debts or otherwise meeting its obligations related to financial liabilities. Prudent liquidity risk management implies maintaining sufficient cash and marketable securities, the availability of funding through adequate amounts of committed credit facilities and the ability to close out market positions. The Group manages liquidity risk by continuously monitoring forecast and actual cash flows and matching maturity profiles of financial assets and liabilities. Surplus funds are generally only invested in instruments that are tradable in highly liquid markets, for instance cash.

The Group at 30 June 2012 had deposits which mature within two months and cash at bank. Due to the cash available to the Group there is no use of any credit facilities at reporting date.

All financial assets and liabilities are due within 12 months.

#### (d) Fair Value estimation

The fair value of financial assets and financial liabilities must be estimated for recognition and measurement or for disclosure purposes. At reporting date, the Group's financial assets consist of cash and cash equivalents and receivables.





#### **NOTE 24: SHARE BASED PAYMENTS**

The following share-based payment arrangements existed at 30 June 2012:

The Company established the Energy One Deferred Employee Share Plan on 10th January 2007. Invited employees are entitled to participate in the Plan. Employees are entitled to acquire vested ordinary shares at market price. When issued, the shares carry full dividend and voting rights. This plan was approved by shareholders at the extraordinary general meeting held on 2nd April 2007. 5,000 shares are currently held in this plan.

The Company established the Energy One Exempt Employee Share Plan on 10th January 2007. All employees are entitled to participate in the scheme upon completion of 12 months employment with the Company. Employees are entitled to acquire vested ordinary shares to the value of \$500 at market prices at which point the Company will also acquire the same value of shares. When issued, the shares carry full dividend and voting rights. This plan was formally approved by shareholders at the extraordinary general meeting held on 2nd April 2007. 7,024 shares are currently held in this plan.

The Tax Paid Option Plan (TPOP) was established on 31st December 2009. The TPOP allows the Company to grant options or rights to acquire ordinary Shares in Energy One to selected key employees and selected Directors, subject to satisfying performance and service conditions set down at the time of offer.

On 31 July 2011, 500,000 options that were issued in 2010, lapsed and were cancelled. 500,000 options are currently held in the plan.

	2012		2011	
	Number	Weighted	Number	Weighted
	of	Average	of	Average
	Options	Exercise Price	Options	Exercise Price
Balance at the start of the year	1,000,000	\$0.37	4,400,000	\$0.24
Granted during the year	-		500,000	\$0.37
Lapsed during the year	(500,000)	\$0.37	(3,900,000)	\$0.22
Balance at end of the year	500,000	\$0.37	1,000,000	\$0.37
Exercisable at year-end				
Outstanding at year-end	500,000		1,000,000	

The average remaining contractual life of the 500,000 options outstanding was 3.40 years. The exercise price of these outstanding options was \$0.37.

### Fair Value of Options granted during the year

The fair value at grant date of options granted during the year ended 30 June 2012 was \$0.000210 cents per option. The fair value of options at grant date is independently determined using a Black - Scholes option pricing model that takes into account the exercise price of \$0.37, 5 year term of the option, the impact of the dilution, the share price at grant date of \$0.13 and expected price volatility of the underlying share of 15%, the expected dividend yield of nil and the risk free interest rate of 5.35% for the term of the option.



#### **NOTE 25: BUSINESS COMBINATIONS**

On 1 May 2012 the Company acquired a Software business for a cash consideration of \$200,309. The acquisition is part of Energy One's strategy of growth through targeted acquisition.

The assets and liabilities recognised as a result of the acquisition are as follows:

	Fair Value \$
Intangible assets: Software	50,000
Acquired deferred revenue	(19,691)
Net identifiable assets acquired	30,309
Add: goodwill	170,000
Net assets acquired	200,309

Based on the agreement, the cash consideration consisted of a lump sum payment that was payable in full on the completion date of 25 May 2012.

The goodwill is attributable to the profitability of the acquired business. It will not be deductible for tax purposes.

On 26 November 2010, the Company acquired Energy One Option Plan Managers Pty Limited. The Company has a sole purpose of obtaining Tax Paid Options and Shares acquired on exercise of Tax Paid Options in the Company for the benefit of participants. The two ordinary class shares were acquired at nil consideration.

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#### NOTE 26: NEW ACCOUNTING POLICIES FOR APPLICATION IN FUTURE PERIODS

The AASB has issued new and amended Accounting Standards and Interpretations that have mandatory application dates for future reporting periods and which the Group has decided not to early adopt. A discussion of those future requirements and their impact on the Group is as follows:

# AASB 9: Financial Instruments (December 2010) (applicable for annual reporting periods commencing on or after 1 January 2013).

This Standard is applicable retrospectively and includes revised requirements for the classification and measurement of financial instruments, as well as recognition and derecognition requirements for financial instruments. The Group has not yet determined any potential impact on the financial statements.

The key changes made to accounting requirements include:

- simplifying the classifications of financial assets into those carried at amortised cost and those carried at fair value;
- simplifying the requirements for embedded derivatives;
- removing the tainting rules associated with held-to-maturity assets;
- removing the requirements to separate and fair value embedded derivatives for financial assets carried at amortised cost;
- allowing an irrevocable election on initial recognition to present gains and losses on investments in equity instruments that are not held for trading in other comprehensive income. Dividends in respect of these investments that are a return on investment can be recognised in profit or loss and there is no impairment or recycling on disposal of the instrument;
- requiring financial assets to be reclassified where there is a change in an entity's business model as they are initially classified based on: (a) the objective of the entity's business model for managing the financial assets; and (b) the characteristics of the contractual cash flows; and
- requiring an entity that chooses to measure a financial liability at fair value to present the portion of the change in its fair value due to changes in the entity's own credit risk in other comprehensive income, except when that would create an accounting mismatch. If such a mismatch would be created or enlarged, the entity is required to present all changes in fair value (including the effects of changes in the credit risk of the liability) in profit or loss.

AASB 10 Consolidated Financial Statements, AASB 11 Joint Arrangements, AASB 12 Disclosure of Interests in Other Entities, revised AASB 127 Separate Financial Statements and AASB 128 Investments in Associates and Joint Ventures and AASB 2011-7 Amendments to Australian Accounting Standards arising from the Consolidation and Joint Arrangements Standards (effective 1 January 2013)

In August 2011, the AASB issued a suite of five new and amended standards which address the accounting for joint arrangements, consolidated financial statements and associated disclosures.

AASB 10 replaces all of the guidance on control and consolidation in AASB 127 Consolidated and Separate Financial Statements, and Interpretation 12 Consolidation – Special Purpose Entities. The core principle that a consolidated entity presents a parent and its subsidiaries as if they are a single economic entity remains unchanged, as do the mechanics of consolidation. However, the standard introduces a single definition of control that applies to all entities. It focuses on the need to have both power and rights or exposure to variable returns. Power is the current ability to direct the activities that significantly influence returns. Returns must vary and can be positive, negative or both. Control exists when the investor can use its power to affect the amount of its returns. There is also new guidance on participating and protective rights and on agent/principal relationships. While the Company does not expect the new standard to have a significant impact on its composition, it has yet to perform a detailed analysis of the new guidance in the context of its various investees that may or may not be controlled under the new rules.

AASB 11 introduces a principles based approach to accounting for joint arrangements. The focus is no longer on the legal structure of joint arrangements, but rather on how rights and obligations are shared by the parties to the joint arrangement. Based on the assessment of rights and obligations, a joint arrangement will be classified as either a joint operation or a joint venture. Joint ventures are accounted for using the equity method, and the choice to proportionately consolidate will no longer be permitted.



#### NOTE 26: NEW ACCOUNTING POLICIES FOR APPLICATION IN FUTURE PERIODS (cont.)

Parties to a joint operation will account their share of revenues, expenses, assets and liabilities in much the same way as under the previous standard. AASB 11 also provides guidance for parties that participate in joint arrangements but do not share joint control. The Company does not expect the new standard to have a significant impact on its financial reporting.

AASB 12 sets out the required disclosures for entities reporting under the two new standards, AASB 10 and AASB 11, and replaces the disclosure requirements currently found in AASB 127 and AASB 128. Application of this standard by the Company will not affect any of the amounts recognised in the financial statements, but will impact the type of information disclosed in relation to the Company's investments.

Amendments to AASB 128 provide clarification that an entity continues to apply the equity method and does not remeasure its retained interest as part of ownership changes where a joint venture becomes an associate, and vice versa. The amendments also introduce a "partial disposal" concept. The Company does not expect the new standard to have a significant impact on its financial reporting. The standard would therefore be first applied in the financial statements for the annual reporting period ending 30 June 2014.

# AASB 13 Fair Value Measurement and AASB 2011-8 Amendments to Australian Accounting Standards arising from AASB 13 (effective 1 January 2013)

AASB 13 was released in September 2011. It explains how to measure fair value and aims to enhance fair value disclosures. The Company has yet to determine which, if any, of its current measurement techniques will have to change as a result of the new guidance. It is therefore not possible to state the impact, if any, of the new rules on any of the amounts recognised in the financial statements. However, application of the new standard will impact the type of information disclosed in the notes to the financial statements. The Company does not intend to adopt the new standard before its operative date, which means that it would be first applied in the annual reporting period ending 30 June 2014.

Revised AASB 119 Employee Benefits, AASB 2011-10 Amendments to Australian Accounting Standards arising from AASB 119 (September 2011) and AASB 2011-11 Amendments to AASB 119 (September 2011) arising from Reduced Disclosure Requirements (effective 1 January 2013)

In September 2011, the AASB released a revised standard on accounting for employee benefits. It requires the recognition of all remeasurements of defined benefit liabilities/assets immediately in other comprehensive income (removal of the so-called 'corridor' method) and the calculation of a net interest expense or income by applying the discount rate to the net defined benefit liability or asset. This replaces the expected return on plan assets that is currently included in profit or loss. The standard also introduces a number of additional disclosures for defined benefit liabilities/assets and could affect the timing of the recognition of termination benefits. The amendments will have to be implemented retrospectively. The Company does not expect the new standard to have a significant impact on its financial reporting.

There are no other standards that are not yet effective and that are expected to have a material impact on the Company in the current or future reporting periods and on foreseeable future transactions.



for the Financial Year ended 30 June 2012

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2012

#### **NOTE 27: SUBSIDIARY**

The consolidated financial statements incorporate the assets, liabilities and results of the following subsidiaries in accordance with the accounting policy described in note 1(b)

		Equity holding		
Name of entity	Country of incorporation	<b>2012</b> %	<b>2011</b> %	
Advanced Interval Metering Pty Ltd	Australia	100	100	
Energy One Limited Employee Option Plan Managers Pty Ltd	Australia	100	100	

#### **NOTE 28: PARENT ENTITY FINANCIAL INFORMATION**

#### (a) Summary financial information

The individual financial statements for the parent entity show the following aggregate amount amounts:

2012	2011
2,829,481	4,406,403
4,663,458	5,424,720
784,123	820,335
801,863	846,372
8,246,064	8,246,064
77,561	81,283
(4,462,030)	(3,748,999)
3,861,595	4,578,348
(713,133)	(780,954)
(713,133)	(780,954)
	2,829,481 4,663,458 784,123 801,863 8,246,064 77,561 (4,462,030) 3,861,595

# (a) Guarantees entered into by the parent entity

# (b) Contingent liabilities of the parent entity

# (c) Contractual commitments for the acquisition of property, plant or equipment $_{\mbox{\sc Nil}}$





# **NOTE 29: COMPANY DETAILS**

Energy One Limited is a company limited by shares, incorporated and domiciled in Australia.

The registered office of the Company is:

C/O Crowe Horwath Pty Limited

Level 15, 1 O'Connell Street

Sydney NSW 2000

The principal place of business is:

Level 14, 71 Macquarie St

Sydney NSW 2000

The principal activity of the Company is the supply and development of software and services to energy companies and utilities.





# Energy One Limited Directors' Declaration

In the directors' opinion:

- (a) the financial statements and notes set out on pages 23 to 56 are in accordance with the Corporations Act 2001, including:
  - (i) complying with Accounting Standards, which, as stated in accounting policy Note 1 to the financial statements, constitutes explicit and unreserved compliance with International Financial Reporting Standards (IFRS), the Corporations Regulations 2001 and other mandatory professional reporting requirements; and
  - (ii) giving a true and fair view of the Consolidated entity's financial position as at 30 June 2012 and of its performance, for the financial year ended on that date; and
- (b) the Chief Executive Officer and the Chief Finance Officer have declared that:
  - the financial records of the company for the financial year have been properly maintained in accordance with s 286 of the Corporations Act 2001;
  - (ii) the financial statements and notes for the financial year comply with Accounting Standards: and
  - (iii) the financial statements and notes for the financial year give a true and fair view; and
- (c) there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

Ottmar Weiss Shaun Ankers

Chairman Managing Director

Dated 23 August 2012



**Crowe Horwath Sydney** 

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A WHK Group Firm

# INDEPENDENT AUDITOR'S REPORT to the members of Energy One Limited

# Report on the Financial Report

We have audited the accompanying financial report of Energy One Limited, which comprises the consolidated statement of financial position as at 30 June 2012, the consolidated statement of comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, notes comprising a summary of significant accounting policies and other explanatory information, and the directors' declaration of the consolidated entity comprising the company and the entities it controlled at the year's end or from time to time during the financial year.

#### Directors' Responsibility for the Financial Report

The directors of the company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the financial report that is free from material misstatement, whether due to fraud or error. In Note 1, the directors also state, in accordance with Accounting Standard AASB 101 *Presentation of Financial Statements*, that the financial statements comply with International Financial Reporting Standards.

#### Auditor's Responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. Those standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance about whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of the financial report that gives a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Independence

In conducting our audit, we have complied with the independence requirements of the *Corporations Act 2001*.





#### Opinion

## In our opinion:

- (a) the financial report of Energy One Limited is in accordance with the *Corporations Act 2001*, including:
- (i) giving a true and fair view of the consolidated entity's financial position as at 30 June 2012 and of its performance for the year ended on that date; and
- (ii) complying with Australian Accounting Standards and the Corporations Regulations 2001; and
- (b) the consolidated financial report also complies with *International Financial Reporting Standards* as disclosed in Note 1.

# **Report on the Remuneration Report**

We have audited the Remuneration Report included in pages 17 to 20 of the directors' report for the year ended 30 June 2012. The directors of the company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

#### Opinion

In our opinion, the Remuneration Report of Energy One Limited for the year ended 30 June 2012 complies with section 300A of the *Corporations Act 2001*.

Yours sincerely

**CROWE HORWATH SYDNEY** 

2 Runell-

Crowe Horwath Sydney

LEAH RUSSELL

Principal

Dated this 23<sup>rd</sup> day of August 2012



# Energy One Limited ABN 37 076 583 018

#### **ADDITIONAL STOCK EXCHANGE INFORMATION AS AT 30 JUNE 2012**

The following additional information is required by the Australian Stock Exchange Ltd in respect of listed public companies only.

#### 1. Shareholding

a.

Distribution of Shareholders	Nur	nber
Category (size of holding)	Ordinary	Redeemable
1 – 1,000	27	19,108
1,001 – 5,000	86	280,735
5,001 – 10,000	37	327,364
10,001 – 100,000	59	1,998,692
100,001 – and over	20	15,167,330
	229	17,793,229

- b. The number of shareholdings held in less than marketable parcels is 87 representing 162,677 ordinary shares.
- c. The names of the substantial shareholders listed in the holding Company's register as at 30 June 2012 are:

	Number		
Shareholder	Ordinary	Percentage	
Mr Ian Ferrier	6,492,162	36.49%	
Mr Vaughan Busby	3,613,536	20.31%	
Bell Potter Nominees Limited	2,269,575	12.76%	

# d. Voting Rights

The voting rights attached to each class of equity security are as follows:

Ordinary shares

 Each ordinary share is entitled to one vote when a poll is called, otherwise each member present at a meeting or by proxy has one vote on a show of hands.



# Energy One Limited ABN 37 076 583 018

# ADDITIONAL STOCK EXCHANGE INFORMATION AS AT 30 JUNE 2012

# e. **20 Largest Shareholders — Ordinary Shares**

1.       POLDING PTY LTD       5,953,628       33.460         2.       MR VAUGHAN BUSBY       2,966,138       16.670         3.       BELL POTTER NOMINEES LTD       2,269,575       12.755         4.       REARDEN GROUP PTY LTD       647,398       3.638         5.       ABBYSAH PTY LIMITED       500,000       2.810         6.       MR IAN DOUGLAS FERRIER       404,834       2.275         7.       MR OTTMAR WEISS       373,377       2.098         8.       MAY JAMES CONSULTING PTY LTD       359,500       2.020         9.       MR RICHARD BRYS       293,080       1.647         10.       MS LEANNE MULCAHY       275,712       1.550         11.       R G CHEESMAN PTY LTD       234,483       1.318         12.       JAALEW INVESTMENTS PTY LTD       201,332       1.132         13.       QUILKEY HOLDINGS PTY LIMITED       150,000       0.843         14.       MR DONALD LOGAN & MR DAVID LOGAN       133,700       0.751         16.       MRS ANNA CANDILORO       122,674       0.689         17.       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607 <th></th> <th></th> <th>Number of Ordinary Fully Paid Shares Held</th> <th>% Held of Issued Ordinary Capital</th>			Number of Ordinary Fully Paid Shares Held	% Held of Issued Ordinary Capital
3.       BELL POTTER NOMINEES LTD       2,269,575       12.755         4.       REARDEN GROUP PTY LTD       647,398       3.638         5.       ABBYSAH PTY LIMITED       500,000       2.810         6.       MR IAN DOUGLAS FERRIER       404,834       2.275         7.       MR OTTMAR WEISS       373,377       2.098         8.       MAY JAMES CONSULTING PTY LTD       359,500       2.020         9.       MR RICHARD BRYS       293,080       1.647         10.       MS LEANNE MULCAHY       275,712       1.550         11.       R G CHEESMAN PTY LTD       234,483       1.318         12.       JAALEW INVESTMENTS PTY LTD       201,332       1.132         13.       QUILKEY HOLDINGS PTY LIMITED       150,000       0.843         14.       MR DONALD LOGAN & MR DAVID LOGAN       139,700       0.751         16.       MRS ANNA CANDILORO       122,674       0.689         17.       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	1.	POLDING PTY LTD	5,953,628	33.460
4.       REARDEN GROUP PTY LTD       647,398       3.638         5.       ABBYSAH PTY LIMITED       500,000       2.810         6.       MR IAN DOUGLAS FERRIER       404,834       2.275         7.       MR OTTMAR WEISS       373,377       2.098         8.       MAY JAMES CONSULTING PTY LTD       359,500       2.020         9.       MR RICHARD BRYS       293,080       1.647         10.       MS LEANNE MULCAHY       275,712       1.550         11.       R G CHEESMAN PTY LTD       234,483       1.318         12.       JAALEW INVESTMENTS PTY LTD       201,332       1.132         13.       QUILKEY HOLDINGS PTY LIMITED       150,000       0.843         14.       MR DONALD LOGAN & MR DAVID LOGAN       139,700       0.785         15.       SONPINE PTY LTD       133,700       0.751         16.       MRS ANNA CANDILORO       122,674       0.689         17.       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	2.	MR VAUGHAN BUSBY	2,966,138	16.670
5.       ABBYSAH PTY LIMITED       500,000       2.810         6.       MR IAN DOUGLAS FERRIER       404,834       2.275         7.       MR OTTMAR WEISS       373,377       2.098         8.       MAY JAMES CONSULTING PTY LTD       359,500       2.020         9.       MR RICHARD BRYS       293,080       1.647         10.       MS LEANNE MULCAHY       275,712       1.550         11.       R G CHEESMAN PTY LTD       234,483       1.318         12.       JAALEW INVESTMENTS PTY LTD       201,332       1.132         13.       QUILKEY HOLDINGS PTY LIMITED       150,000       0.843         14.       MR DONALD LOGAN & MR DAVID LOGAN       139,700       0.785         15.       SONPINE PTY LTD       133,700       0.751         16.       MRS ANNA CANDILORO       122,674       0.689         17.       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	3.	BELL POTTER NOMINEES LTD	2,269,575	12.755
6.       MR IAN DOUGLAS FERRIER       404,834       2.275         7.       MR OTTMAR WEISS       373,377       2.098         8.       MAY JAMES CONSULTING PTY LTD       359,500       2.020         9.       MR RICHARD BRYS       293,080       1.647         10.       MS LEANNE MULCAHY       275,712       1.550         11.       R G CHEESMAN PTY LTD       234,483       1.318         12.       JAALEW INVESTMENTS PTY LTD       201,332       1.132         13.       QUILKEY HOLDINGS PTY LIMITED       150,000       0.843         14.       MR DONALD LOGAN & MR DAVID LOGAN       139,700       0.785         15.       SONPINE PTY LTD       133,700       0.751         16.       MRS ANNA CANDILORO       122,674       0.689         17.       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	4.	REARDEN GROUP PTY LTD	647,398	3.638
7.       MR OTTMAR WEISS       373,377       2.098         8.       MAY JAMES CONSULTING PTY LTD       359,500       2.020         9.       MR RICHARD BRYS       293,080       1.647         10.       MS LEANNE MULCAHY       275,712       1.550         11.       R G CHEESMAN PTY LTD       234,483       1.318         12.       JAALEW INVESTMENTS PTY LTD       201,332       1.132         13.       QUILKEY HOLDINGS PTY LIMITED       150,000       0.843         14.       MR DONALD LOGAN & MR DAVID LOGAN       139,700       0.785         15.       SONPINE PTY LTD       133,700       0.751         16.       MRS ANNA CANDILORO       122,674       0.689         17       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	5.	ABBYSAH PTY LIMITED	500,000	2.810
8.       MAY JAMES CONSULTING PTY LTD       359,500       2.020         9.       MR RICHARD BRYS       293,080       1.647         10.       MS LEANNE MULCAHY       275,712       1.550         11.       R G CHEESMAN PTY LTD       234,483       1.318         12.       JAALEW INVESTMENTS PTY LTD       201,332       1.132         13.       QUILKEY HOLDINGS PTY LIMITED       150,000       0.843         14.       MR DONALD LOGAN & MR DAVID LOGAN       139,700       0.785         15.       SONPINE PTY LTD       133,700       0.751         16.       MRS ANNA CANDILORO       122,674       0.689         17.       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	6.	MR IAN DOUGLAS FERRIER	404,834	2.275
9.       MR RICHARD BRYS       293,080       1.647         10.       MS LEANNE MULCAHY       275,712       1.550         11.       R G CHEESMAN PTY LTD       234,483       1.318         12.       JAALEW INVESTMENTS PTY LTD       201,332       1.132         13.       QUILKEY HOLDINGS PTY LIMITED       150,000       0.843         14.       MR DONALD LOGAN & MR DAVID LOGAN       139,700       0.785         15.       SONPINE PTY LTD       133,700       0.751         16.       MRS ANNA CANDILORO       122,674       0.689         17.       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	7.	MR OTTMAR WEISS	373,377	2.098
10.       MS LEANNE MULCAHY       275,712       1.550         11.       R G CHEESMAN PTY LTD       234,483       1.318         12.       JAALEW INVESTMENTS PTY LTD       201,332       1.132         13.       QUILKEY HOLDINGS PTY LIMITED       150,000       0.843         14.       MR DONALD LOGAN & MR DAVID LOGAN       139,700       0.785         15.       SONPINE PTY LTD       133,700       0.751         16.       MRS ANNA CANDILORO       122,674       0.689         17.       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	8.	MAY JAMES CONSULTING PTY LTD	359,500	2.020
11.       R G CHEESMAN PTY LTD       234,483       1.318         12.       JAALEW INVESTMENTS PTY LTD       201,332       1.132         13.       QUILKEY HOLDINGS PTY LIMITED       150,000       0.843         14.       MR DONALD LOGAN & MR DAVID LOGAN       139,700       0.785         15.       SONPINE PTY LTD       133,700       0.751         16.       MRS ANNA CANDILORO       122,674       0.689         17.       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	9.	MR RICHARD BRYS	293,080	1.647
12. JAALEW INVESTMENTS PTY LTD       201,332       1.132         13. QUILKEY HOLDINGS PTY LIMITED       150,000       0.843         14. MR DONALD LOGAN & MR DAVID LOGAN       139,700       0.785         15. SONPINE PTY LTD       133,700       0.751         16. MRS ANNA CANDILORO       122,674       0.689         17 MR LUKE BENJAMIN ELLIS       110,861       0.623         18. PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	10.	MS LEANNE MULCAHY	275,712	1.550
13.       QUILKEY HOLDINGS PTY LIMITED       150,000       0.843         14.       MR DONALD LOGAN & MR DAVID LOGAN       139,700       0.785         15.       SONPINE PTY LTD       133,700       0.751         16.       MRS ANNA CANDILORO       122,674       0.689         17       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	11.	R G CHEESMAN PTY LTD	234,483	1.318
14.       MR DONALD LOGAN & MR DAVID LOGAN       139,700       0.785         15.       SONPINE PTY LTD       133,700       0.751         16.       MRS ANNA CANDILORO       122,674       0.689         17.       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	12.	JAALEW INVESTMENTS PTY LTD	201,332	1.132
15.       SONPINE PTY LTD       133,700       0.751         16.       MRS ANNA CANDILORO       122,674       0.689         17       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	13.	QUILKEY HOLDINGS PTY LIMITED	150,000	0.843
16.       MRS ANNA CANDILORO       122,674       0.689         17       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	14.	MR DONALD LOGAN & MR DAVID LOGAN	139,700	0.785
17       MR LUKE BENJAMIN ELLIS       110,861       0.623         18.       PHILIP GEORGE INVESTMENTS PTY LTD       107,949       0.607	15.	SONPINE PTY LTD	133,700	0.751
18. PHILIP GEORGE INVESTMENTS PTY LTD 107,949 0.607	16.	MRS ANNA CANDILORO	122,674	0.689
	17	MR LUKE BENJAMIN ELLIS	110,861	0.623
19. DR DANIEL JOHN AYERS 99,820 0.561	18.	PHILIP GEORGE INVESTMENTS PTY LTD	107,949	0.607
	19.	DR DANIEL JOHN AYERS	99,820	0.561
20. MR SHAUN ANKERS & MRS FRANCESCA ANKERS 87,000 0.489	20.	MR SHAUN ANKERS & MRS FRANCESCA ANKERS	87,000	0.489
15,430,761 86.721			15,430,761	86.721

# 2. Company Secretary

Reena Minhas

# 3. Address of Registered Office

C/O Crowe Horwath Pty Limited Level 15 1 O'Connell Street Sydney NSW 2000 (02) 9262 2155





# Energy One Limited ABN 37 076 583 018

#### **ADDITIONAL STOCK EXCHANGE INFORMATION AS AT 30 JUNE 2012**

#### 4. Share Registry

Boardroom Pty Limited Level 7 207 Kent Street Sydney NSW 2000 (02) 8252 9898

# 5. Stock Exchange Listing

Quotation has been granted for all the ordinary shares of the Company on all Member Exchanges of the Australian Stock Exchange Limited.

#### 6. Unquoted Securities

Options over Unissued Shares

A total of 500,000 options are on issue. The 500,000 options are on issue to 1 director the Energy One Tax Paid Option Plans.



# **Energy One Limited**

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Sydney NSW 2000
Australia

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