

**Bid**Energy  
source to pay

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## Company Overview

- 1 Global source-to-pay SaaS platform for commercial energy users
- 2 Energy market de-regulation creates a global opportunity for BidEnergy
- 3 Proven technology and business model, >5000 customer sites under management in Aus, UK and USA
- 4 Experienced team of industry specialists to scale the business globally
- 5 Scalable and high margin SaaS business model, very high customer satisfaction, and retention
- 6 Growth opportunities in every de-regulated utility market e.g. gas and water

## Experienced team that can scale the business globally



**Stuart Allinson**  
Chief Executive Officer  
(Proposed Managing Director)

With 20 years energy deregulation and energy utilities experience, Stuart's expertise is in Australian energy and carbon regulation and licensing.



**Anthony Du Preez**  
Chief Technology Officer  
(Proposed Executive Director)

Anthony is a seasoned SAAS entrepreneur who has successfully scaled a number of cloud based disruptive technology companies into global markets, including \$100M+ ASX listed Adslot (ASX:ADJ)



**Phil Adams**  
CEO BidEnergy  
USA

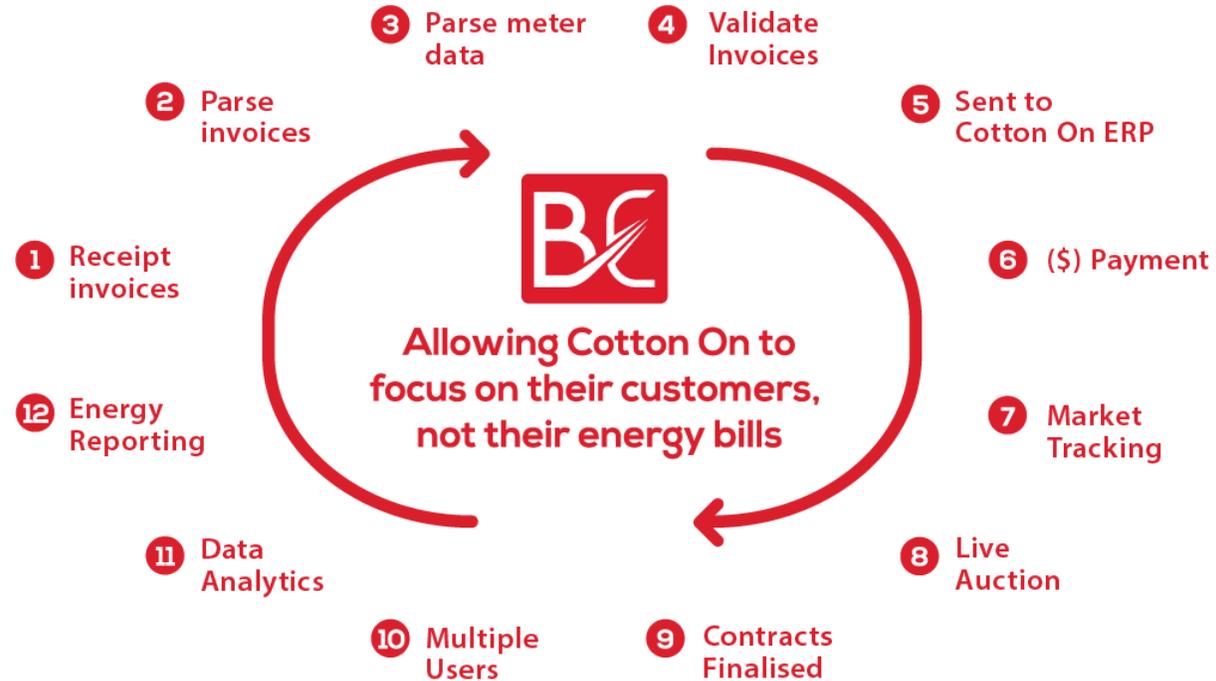
Phil pioneered the adoption of energy auctions in the US as CEO of World Energy Solutions, and successfully guided the company through an IPO and a sale to a strategic investor for \$75M @ 18x EBITDA.



**Bob Browning**  
(Proposed Non-Executive  
Chairman)

Mr Browning is a seasoned leader with a proven track record, and over 25 years of experience in a broad range of executive roles within multiple industries.

# BidEnergy solves the problem for Cotton On



**COTTON:ON**

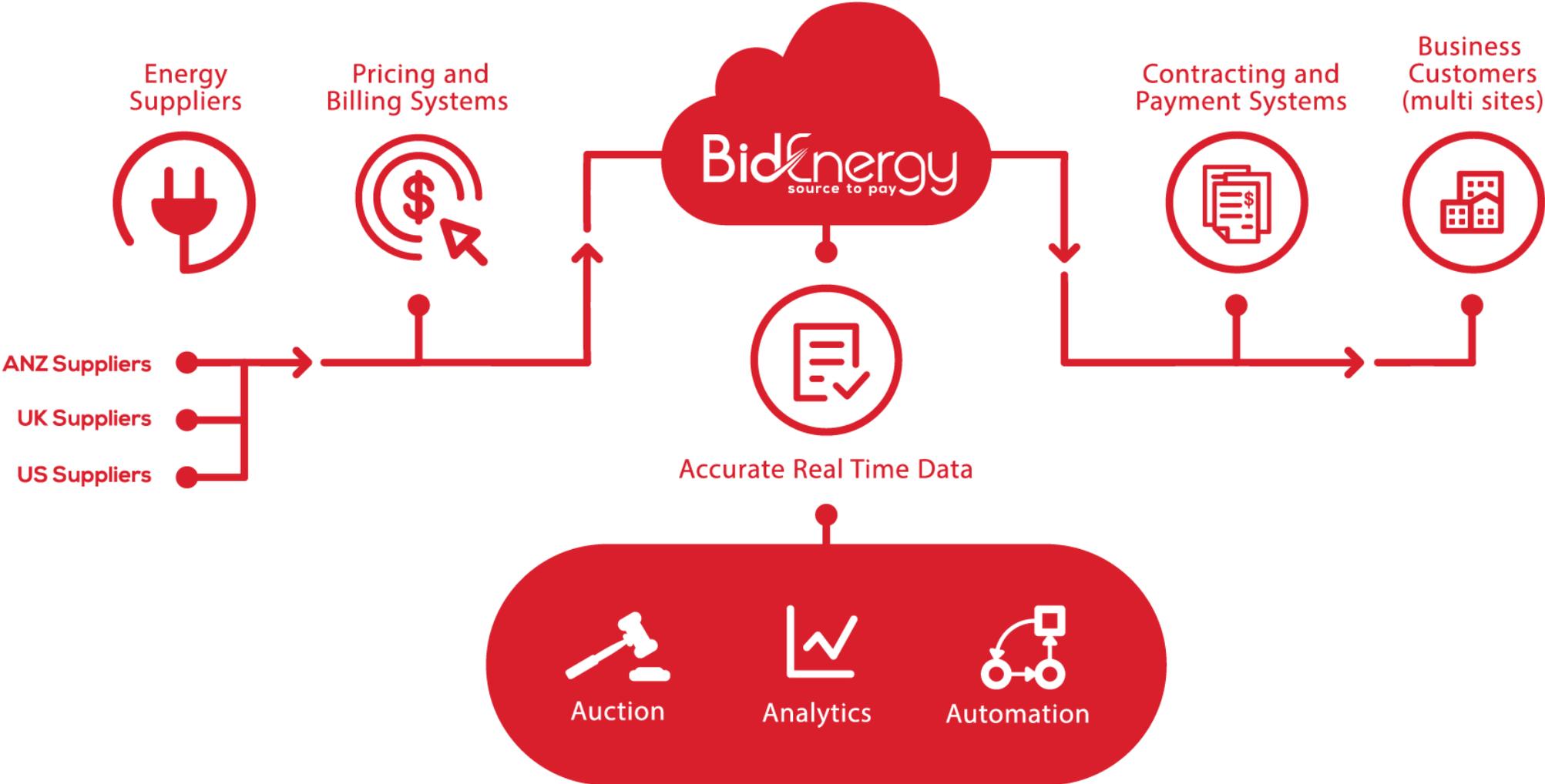
Australian retail chain, with approximately 1,200 stores in 12 countries and employs 17,000 staff in Australia and internationally.

**447**  
sites managed

**8,588**  
bills processed

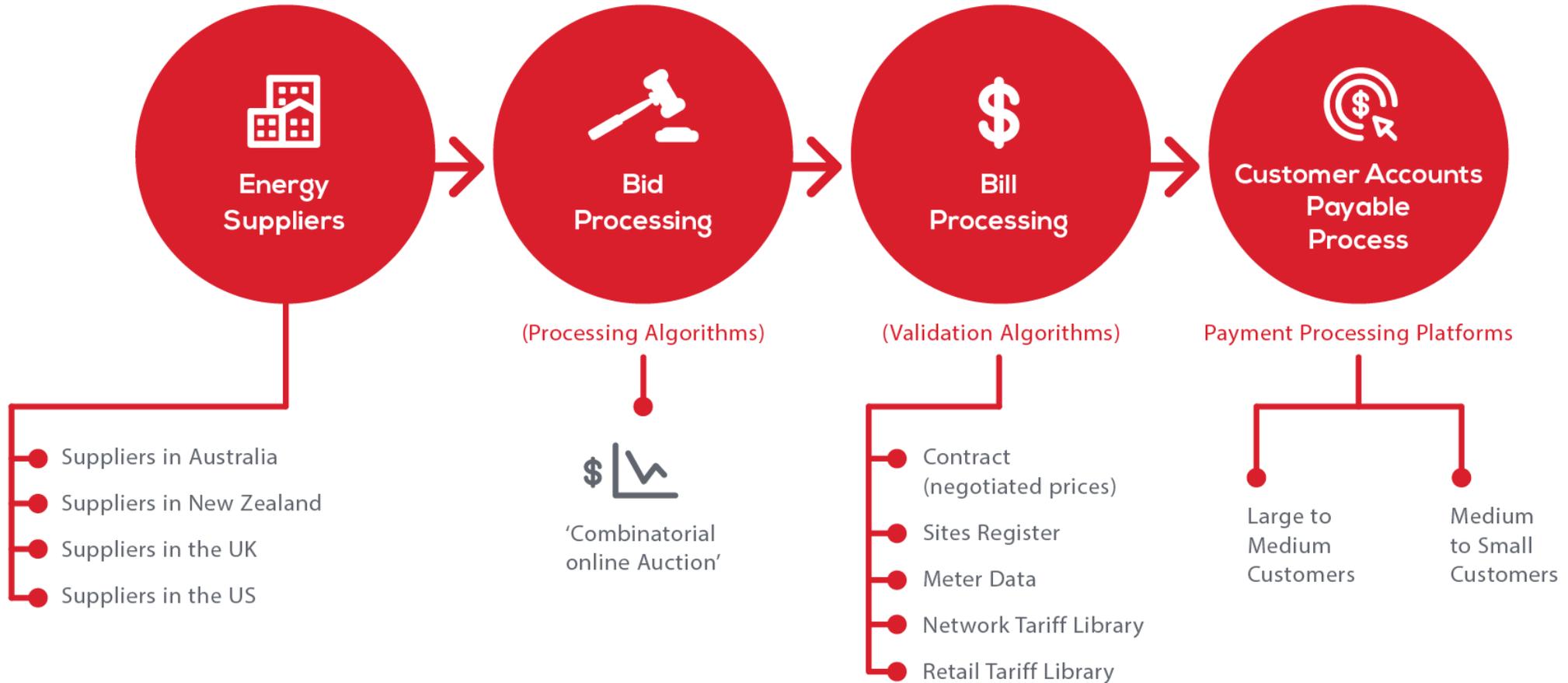


# Proven and globally scalable technology platform



# Integrated Source-to-Pay Platform

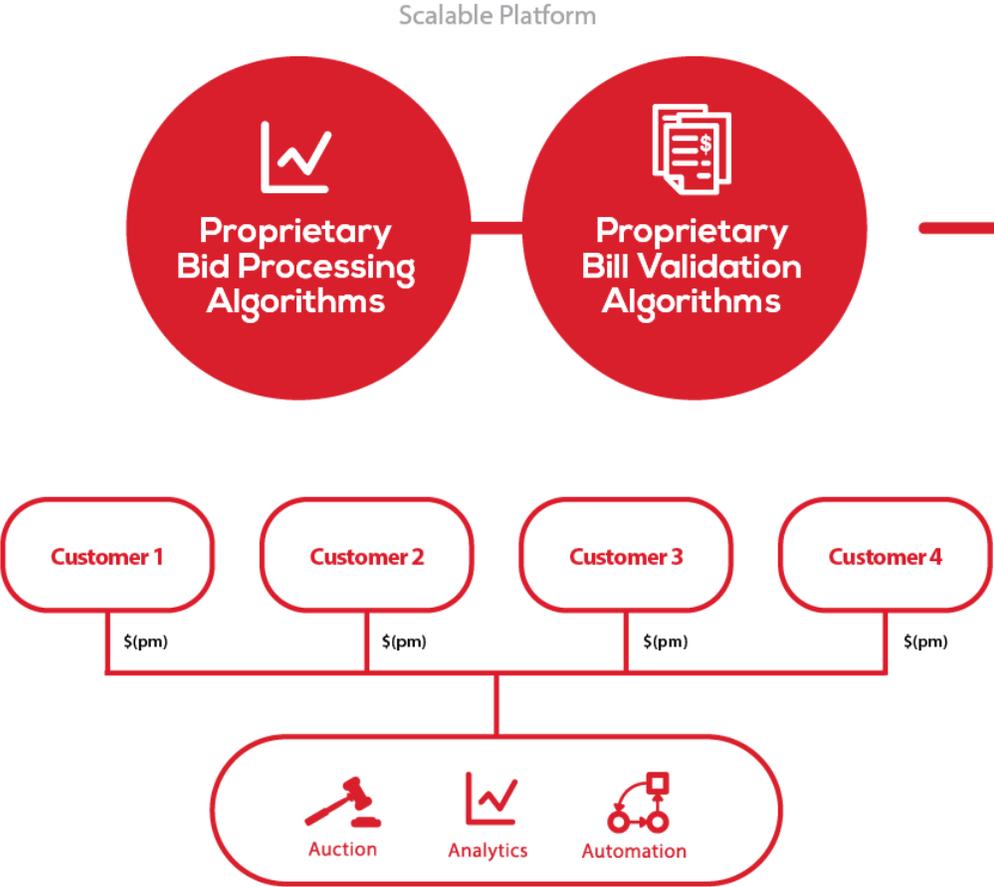
'Core defensible IP'



# Scalable SAAS business model

**Subscription Model**  
Fixed monthly fee based on:

- 1. Level of service
- 2. Number of sites
- 3. Energy spend



**Sticky long term recurring revenue contracts with low churn**

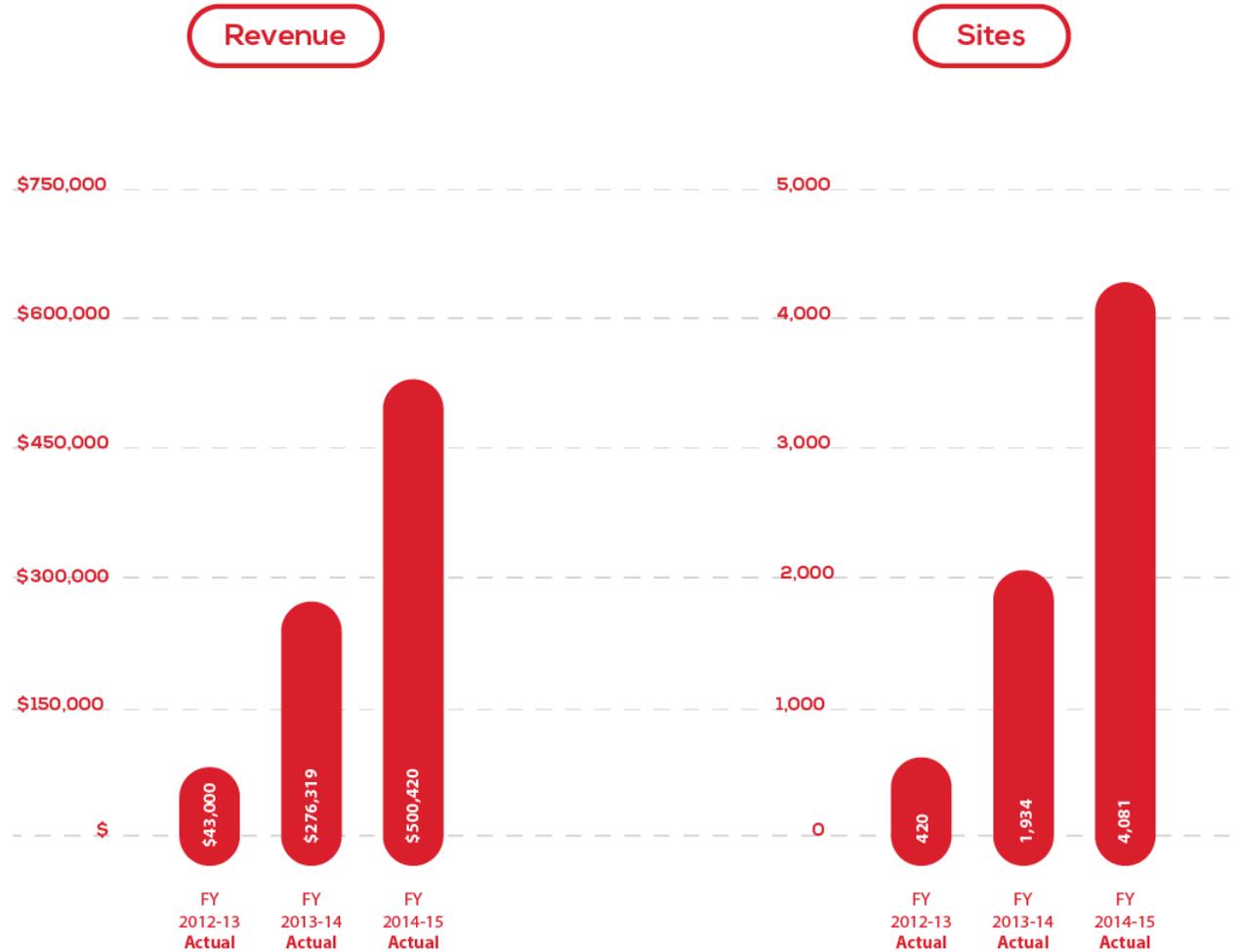
Scalable Business Model



### Scalable Revenue Model:

- 1. Long term monthly recurring revenue
- 2. Typically 2-3 year contracts
- 3. Customer relies on the platform everyday

## Established a solid platform for rapid growth



### Achievements to Date

- Mid-market multi-sites to large multi-sites
- Single geography to international opportunities
- Single commodity to multiple
- Single fee structure to value add data services
- Direct sales only to channel partner sales

# Accelerating Revenue Growth

- Shorten sales cycle – on-boarding during presales
- Selling to larger companies
- Adding other commodities (gas, water)
- Adding premium data services
- US and UK expansion
- Channel Partner sales
- Plugging into technology ecosystems
- Inbound customer leads
- Underpinned by very high NPS, and retention rates



## Beta customers in the US

Very large Commercial Market ~ 17.78M

Market dominated by large multi-site chains

High uptake of S2P platforms for other spend categories

No established Energy S2P SaaS platform

## Investment Highlights

- First mover advantage solving a global problem
- Proven team
- Proven Platform
- Scalable SaaS business model
- High retention and renewal rates
- Platform part of a global technology ecosystem

## Transaction Overview

	Shares (M)	Options (M)	Performance Shares (M)
Post consolidation CVE capital structure <sup>1,2</sup>	50	28	
Acquisition of BidEnergy <sup>3,4</sup>	201	55	70
\$7M Public Offer at \$0.10/share <sup>5,6</sup>	70	25	
Re-quotations Capital Structure	321	108	70
Market Capitalisation at \$0.10/share (\$M)	\$32		

1. Assumes consolidation of securities on basis of one share for every twenty shares held

2. Post consolidation options exercisable at \$0.10 prior to 30 June 2019

3. Performance Shares to vest in two even tranches upon achievement of revenue milestones

4. Options include: 11M (ex. \$0.10, Sep 17), 9M (ex. \$0.125, Dec 18), 23M (ex. \$0.15, 3 years) and 11M employee performance rights

5. Assumes completion of \$7M capital raising at \$0.10 per share

6. Includes 25M advisory options exercisable at \$0.15 prior to 30 June 2019



## Prospectus Timetable

<b>Milestone</b>	<b>Date</b>
Lodgement of Capital Raising Prospectus with ASIC	29 April 2016
Opening Date	16 May 2016
General Meeting	20 May 2016
Closing Date	2 June 2016
Issue of Securities Under the Offers	14 June 2016
Completion of Acquisition of BidEnergy	14 June 2016
Expected Date for Re-quotations on the ASX	27 June 2016

The above dates are indicative only and may be subject to change.

## Contacts

For further information:

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