eEnergy

Trading Update.

August 2024

Presentation team.

Harvey Sinclair

Chief Executive Officer

Harvey co-founded eLight in 2014 and is now CEO of eEnergy Group. He is a proven technology entrepreneur, who has achieved a number of successful exits of business over the last 15 years, across a variety of different sectors; Software, Internet, ecommerce and in the Hospitality sector, in both the public and private markets.

Crispin Goldsmith

Chief Financial Officer

Crispin joined eEnergy in July 2020 as Chief Strategy Officer, serving as CFO since July 2022. Crispin has over 20 years of experience in corporate finance and M&A and substantial board level experience across a range of businesses. Crispin started his career at PwC, where he qualified as a Chartered Accountant.

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Opportunity taken to reset following sale of Energy Management.

Period of investment to drive long-term value creation.

- Challenging H1 trading performance reflects **weak market conditions,** legacy balance sheet constraints and disruption as a result of disposal of Energy Management Division.
- Masks **substantial progress** made in the business.
- **Business restructured** following sale of Energy Management, opportunity taken to pause to reset and provide a strong foundation for growth.
- **Investment in people and technology** to build scalable platform that will drive growth, particularly to support step-change in Solar.
- Supported by **strengthened balance sheet** and first drawdowns on NatWest Facility.
- **Market now recovering.**
- **Record pipeline growth** delivered in the period with **strong contracted revenues** for delivery in H2.
- Management actions delivering **clear upward trend in margins.**
- **Full year guidance maintained**.

The new, simplified eEnergy business model.

Reduction.

Energy Reduction Services: development and delivery of turn-key Energy Reduction solutions, focused on LED lighting and controls; using the eEnergy app to deliver efficiency and leading on quality & service.

38% target Gross Margin

Generation.

Energy Generation: development and delivery of turn-key Solar PV solutions (Ground-mount, Rooftop and Carport), focused on risk-managed quality solutions.

25-30% target Gross Margin

Charging.

EV Charging: development and delivery of turn-key EV charging solutions.

25-30% target Gross Margin

Financing.

Competitive, Simple, Flexible, & Compliant Financing: Achieving energy savings without financial and logistical barriers.

Data Solutions.

Data services: enabling scalable design, optimisation, management and reporting across portfolio energy infrastructures; driving sustainability and operational efficiencies.

Energy Services

Our Market.

Market opportunity.

- Substantial market opportunity as shown by two recent independent whitepapers:
  - 65% remaining addressable market c. £2bn in education alone[1].
  - 50% remaining addressable market in the NHS alone for LED lighting[1].
- Solar opportunity greater than previously anticipated.
- Thinly served market, with large barriers to entry.
- Differentiated public sector solution.
- Direct sales bolstered by channel partner relationships and investment in frameworks.

Strong Long-term Growth Drivers.

- Favourable government policy and regulation.
- Huge demand for solar.
- Need for capital free solutions to unlock net zero.
- Volatile energy market.
- Turn-key decarbonisation solutions.
- Demand for energy insights.

[1] *Independent research*

H1 Transformation Highlights.

- Business restructure and investment to build a scalable platform for growth in Energy Services.
- Development and implementation of system infrastructure to enable company to scale:
  - Integrated Finance ERP system (NetSuite)
  - Bespoke Operations and CRM platform (Salesforce and project management).
  - Further investment in proprietary App to enhance automation.
  - Frameworks software platform.
  - Upscaled Solar team (Management & Technical) to facilitate 500% year-on-year growth.
  - Full review of Group structure and Balance Sheet.
- Disposal of Energy Management Division transformed the Group's Balance Sheet.
- Completion and first drawdowns of £40m NatWest Facility.
- Delivered strong pipeline growth (up 25% in period).
- Entering H2 with strong momentum and a robust forward order book.

Investment in People, Platforms, Operating Model and Pipeline.

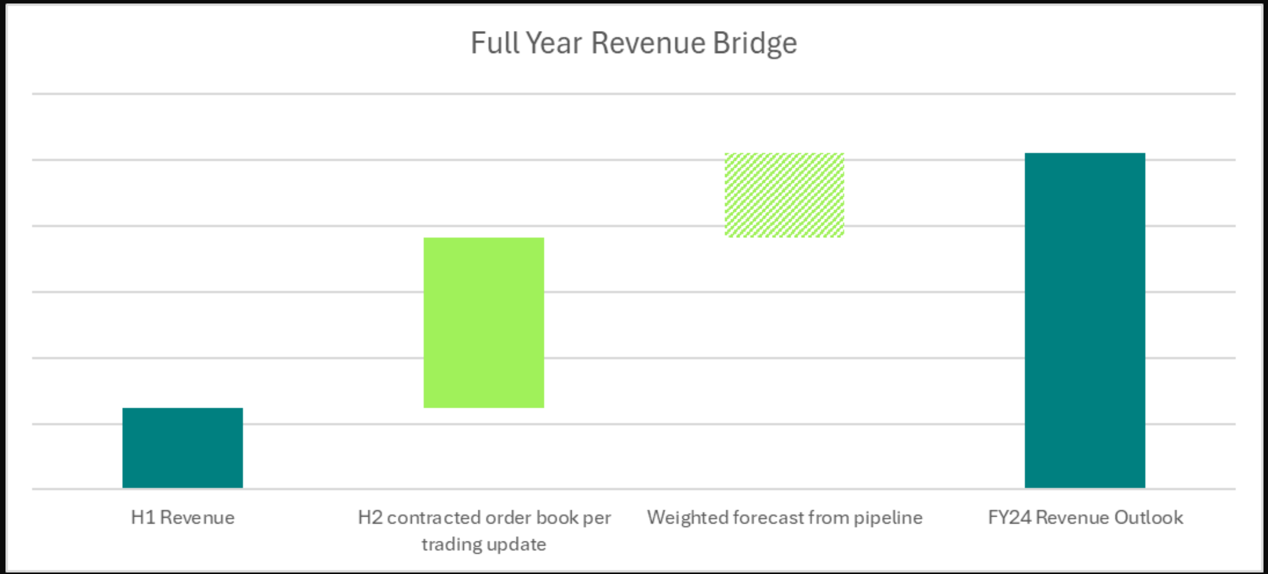
H1 24 Trading Summary.

- Challenging H1 results impacted by constrained balance sheet and weak market conditions.
- Reflected in key trading metrics being down year-on-year on a like-for-like basis.
    - Core Revenue[(1)] of £6.2m, down from £11.0m pro forma[(2)] for H1 23.
    - Core Adjusted EBITDA[(1)] loss of £(2.1)m, down from £0.5m pro forma[(2)] for H1 23.
    - H1 operating cash flow reflects operating loss and restructuring in the period.
- Full review of Group structure and balance sheet following disposal of Energy Management Division identified a number of items which are proposed to be adjusted for in the interim accounts.
    - Expecting up to £2.5m balance sheet adjustment considered by management to be exceptional.
    - Additional exceptional costs in the period reflecting costs of executing the disposal of the Energy Management Division and subsequent separation and restructuring of the continuing business post-completion.
- Market now recovering after a turbulent twelve months for the industry driven by falling energy prices and rising costs of capital.
- Further strengthened following UK election which has given valuable political certainty to decision-makers.
- Revenue weighted to H2, full year guidance maintained.

[1] Core Revenue and Core Adjusted EDIBTA relate to the underlying revenues and earnings of the continuing operations of the Group for the period. They exclude amounts related to the Energy Management Division, including pre-completion revenues and costs, and the accounting treatment of the disposal. They are stated before share-based payments and exceptional items. Exceptional items are those items which, in the opinion of the Directors, should be excluded in order to provide a consistent and comparable view of the underlying performance of the Group's ongoing business and include transaction-related items, restructuring and integration costs.
[2] 'pro forma' means on a like-for-like basis, adjusted for the sale of the Energy Management Division.

H2 24 Outlook.

- Market conditions improved during H1 24.
- Entered H2 24 with strong momentum and a robust pipeline.
- Sharp step up in revenue in H2 well underpinned by contracted forward orderbook [1].
    - 44% of forecast H2 24 LED revenue already contracted, consistent with maintaining a 3-month order book.
    - 75% of forecast H2 24 Solar revenues already contracted.
- Outlook further supported by additional revenues contracted since the trading update.
- Balance well covered by pipeline.
- Management actions during H1 24 delivering margin improvements through H2 24.
- Full year revenue guidance maintained at £25-£26m.



[1] *Data as at 19th July 2024.*

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Moving forward.

Race to 2030, an explosive market opportunity over the next six years.

Strong and accelerating pipeline.

Pivot to healthcare and frameworks.

Build-out of team to scale delivery.

Leverage of financing capabilities

Platform, technology, and systems to help scale.

Questions?