



**BIGGER
BETTER
FASTER
STRONGER**

ANNUAL GENERAL MEETING – 18 May 2023

ROBIN PAYNTER BRYANT – CHAIRMAN

BOBBY KALAR – CEO

2022 – A RECORD YEAR



Exceeded all metrics:

- ▲ Revenue
- ▲ EBITDA
- ▲ Cash
- ▲ Forward Contracted Revenue



The 4th year of **consistent** and **consecutive growth and profit** figures



Smart metering business established and positioned to scale



Overachieving in a volatile market



Restart of **progressive dividend**

“WE HAVE GOT OFF TO A FANTASTIC START IN 2023 WITH OUR EXCEPTIONAL PERFORMANCE CONTINUING...WE LOOK FORWARD TO DELIVERING CONTINUED SHAREHOLDER VALUE IN 2023 AND BEYOND.”

2022 IN NUMBERS

BIGGER, BETTER, FASTER, STRONGER

BIGGER

(High growth)

£279m▲

Revenue, up 96%

2021: **£155m**

2020: **£102m**

£24.5m▲

Average monthly bookings

2021: **£13.8m**

2020: **£8.3m**

25.5K▼

Meter points

2021: **31.9K**

2020: **17.4K**

BETTER

(More profitable)

£7.9m▲

Adjusted EBITDA

2021: **£1.7m**

2020: **(£1.7m)**

£18.8m▲

Net cash

2021: **£6.8m**

2020: **£11.4m**

30p▲

Earnings per share

2021: **14p**

2020: **(11p)**

FASTER

("Digital first")

27▼

Seconds speed to quote

2021: **Hours**

2020: **Hours/Days**

5.3%▼

Overheads % to revenue

2021: **5.6%**

2020: **6.2%**

1,033▲

Assets installed

2021: **0**

2020: **0**

STRONGER

(Robust and resilient)

190▲

Average number of employees

2021: **145**

2020: **111**

4*

Leading Trustpilot score

2021: **4***

2020: **4.5***

5 days▼

Overdue customer receivables

2021: **7 days**

2020: **9 days**

SCALING OUR SMART METERING BUSINESS

HOW DO WE GROW YÜ SMART AND CREATE REVENUE?



**METER
MANAGEMENT**



**ONGOING
MAINTENANCE**



**INSTALLATION
AND UPGRADES**



**OWNERSHIP
OF METERS**

BENEFITS TO OUR CUSTOMERS

- Control consumption and visibility of usage
- Save time and avoid over/under paying with accurate automatic meter readings
- Conveniently top up Pay As You Go meters via the Smart Pre-pay app
- Peace of mind knowing in-house engineers handle all services

BENEFITS TO THE GROUP

- Improved consumption insights inform better trading decisions
- Government smart meter commitments met by the Group
- Recurring revenue from maintenance, service, and rentals
- Controlled debt exposure and Pay As You Go options for customers
- Strong engineering capability

thank yü

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