



Good Energy Group plc

Interim results for the six months
to 30 June 2024

17 September 2024



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Nigel Pocklington, CEO

Rupert Sanderson, CFO

Overview

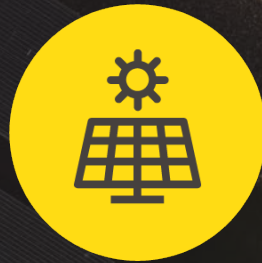


Good Energy has transformed



Renewable supply

Truly 100% renewable power from over 2500 generators, three times Which? Eco Provider



Generation

>181k customers generating clean power through FiT and smart exports – c20% market share



Installation services

Premium solar, storage, EV charging and heat pump installation services across the South



Transport

Major investor in app and data platform used by +900k UK EV drivers Zapmap

Snapshot of H1 2024

Good Energy is now offering premium whole greener home and business services

Financial performance

- ✓ Profitable first half of the year as market normalises, and promising indicators from consolidation with services.

Installation expansion

- ✓ Three acquisitions progressing to full greener home and business solutions through cross selling across the south.

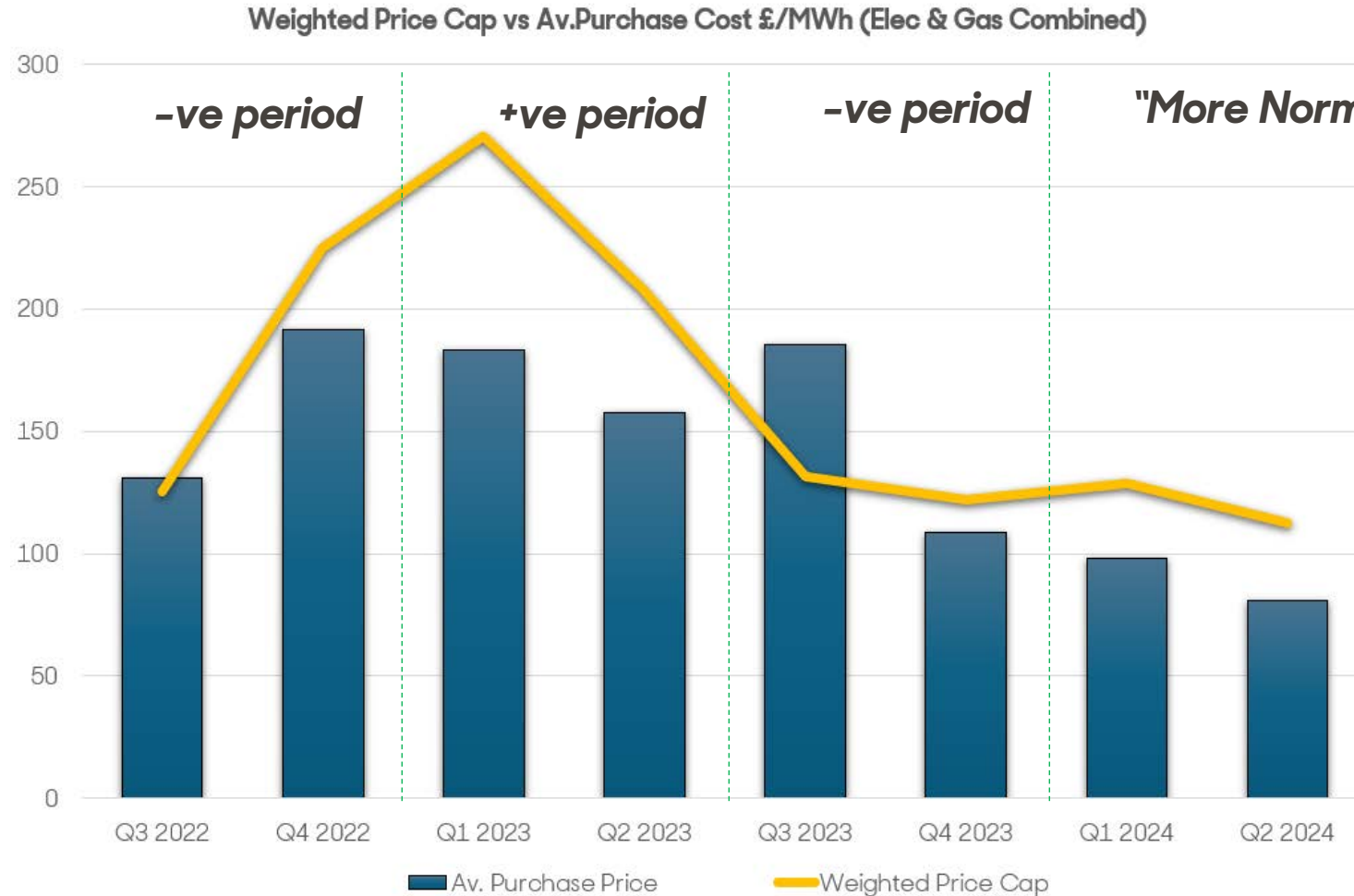
The microgeneration specialist

- ✓ Around 20% market share of solar export meters, premium solar install services across the south, policy tailwinds in place.

Financial performance



2024 H1 profits return to a more normal level as period of rapid growth and decline in wholesale markets and associated tariff stabilises



H2 2022

- Escalating geopolitical situation drives poor returns.

H1 2023

- Extraordinary margin performance compensating for H2 2022 margin reductions.

H2 2023

- Q3 saw the last quarter of higher priced contracts bought in market peak S22. Negative margins were anticipated.

H1 2024

- Return to more normalised margin levels.

H1 2024 delivers 78% of 2023 full year PBT. PBT phasing in 2024 returns to more normalised profile.

Revenue reduces directly reflecting lower cost environment alongside impacts of rightsizing portfolio

- Revenue is heavily linked to wholesale costs. In H1 2024 both revenue (38%) and costs of sales (40%) reduced materially.
- This level of reduction is demonstrated by the movement in the OFGEM Price Cap. Q1 2024 £1,928, Q1 2023 £4,059.

P&L

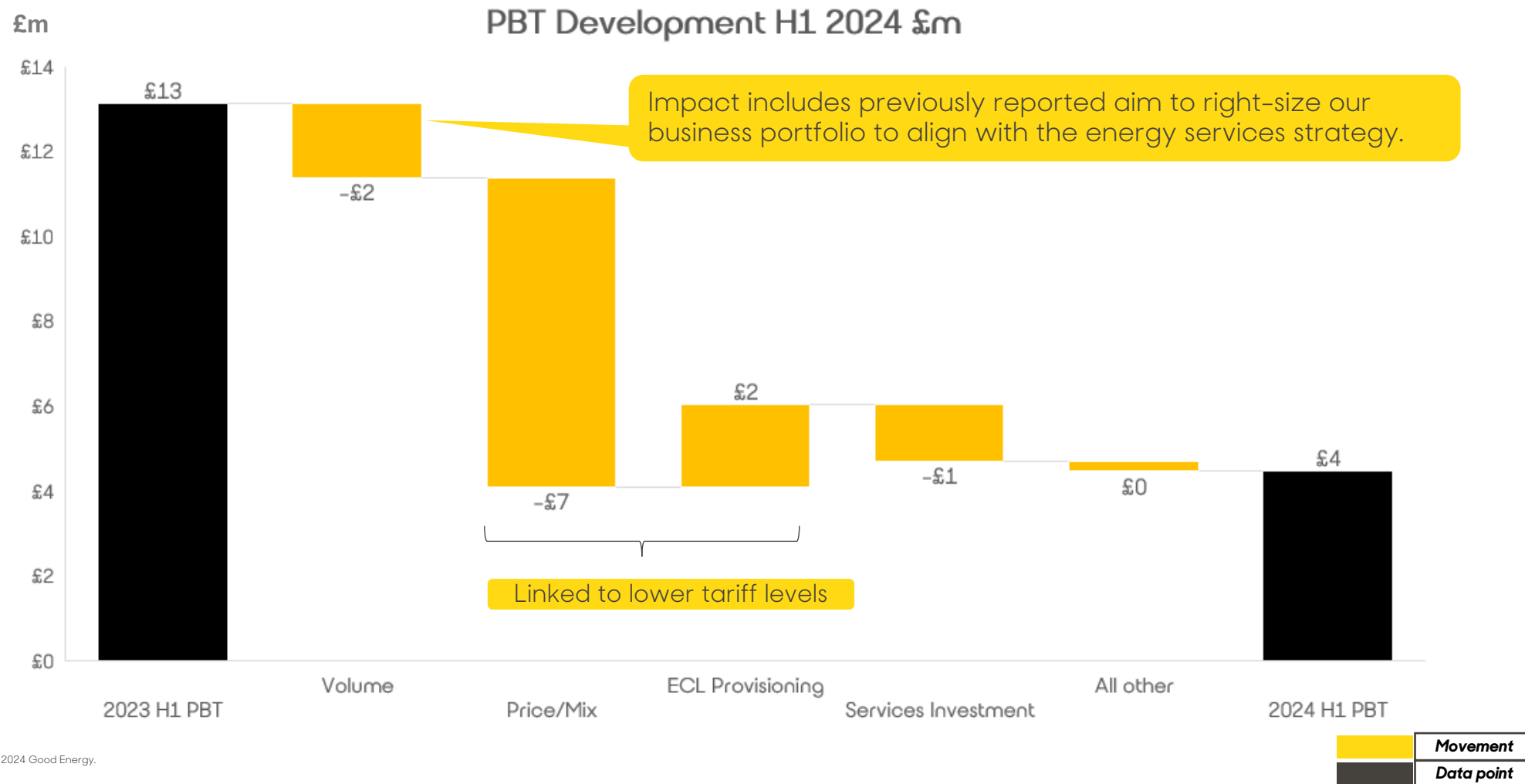
- 2% growth in admin costs reflects strong internal cost focus offsetting inflation and services capacity expansion.
- Solid PBT performance in H1 with profitable H2 expected.
- Trading in line with full year expectations.

£m	HY 24	HY 23 Reported	% change
Revenue	£97.4	£156.1	-38%
Cost of Sales	-£73.8	-£123.5	-40%
Gross Profit	£23.6	£32.7	-28%
Administration Costs	-£18.9	-£18.5	2%
Operating Profit	£4.8	£14.1	-66%
Net Finance Income/(Costs)	£0.5	£0.1	322%
Share of Loss of Associate	-£0.9	-£1.1	-18%
Profit/(Loss) before tax	£4.4	£13.1	-66%
Tax	-£1.8	-£1.2	56%
Profit after tax	£2.6	£12.0	-78%

*Lower provision levels reflects impact of lower supply revenues in H1 2024

PBT development – H1 2024

Return to normal margin levels following 2023 H1 extraordinary returns. ECL provisioning levels reduce reflecting lower tariffs and wholesale costs. Expansion into energy services brings forecast additional costs in 2024.



Cashflow statement

Strong operational performance in a difficult market

- £6m of cash generated from operations reflecting good business performance in H1 2024.
- Proactive approach to credit balances reduction alongside natural cycle of balances has seen a £7m reduction in customer credit balances in 2024.

Investing for growth

- £7m initial investment (in JPS Renewable Energy Ltd in Feb 2024). This was part funded by £2m of shares issued at the same time.
- Further investments in energy services sector being actively considered.
- Zapmap strategic investment of £1.7m (convertible loan note) made in June 2024.

June 2024 £000's	H1 2024 (Unaudited)	FY 2023
Cash generated from operations	£6,036	£20,634
Finance and tax cost	-£2,909	-£305
Net cashflow from operating activities	£3,127	£20,329
Net cashflow from investing activities	-£5,891	-£2,384
Net cashflow from financing activities	£1,350	-£1,086
Net increase in cash and cash equivalents	-£1,414	£16,859
Cash and cash equivalents at beginning of year	£41,346	£24,487
Cash and cash equivalents at end of year/Half year	£39,932	£41,346

Capital allocation

- Substantially debt free with strong available cash balance of £34m.
- Further M&A in energy services to expand regional footprint.
- Invest in services focused on solar propositions.
- Interim dividend of 1.10p proposed (2023 Interim 1.00p).



Strategic update

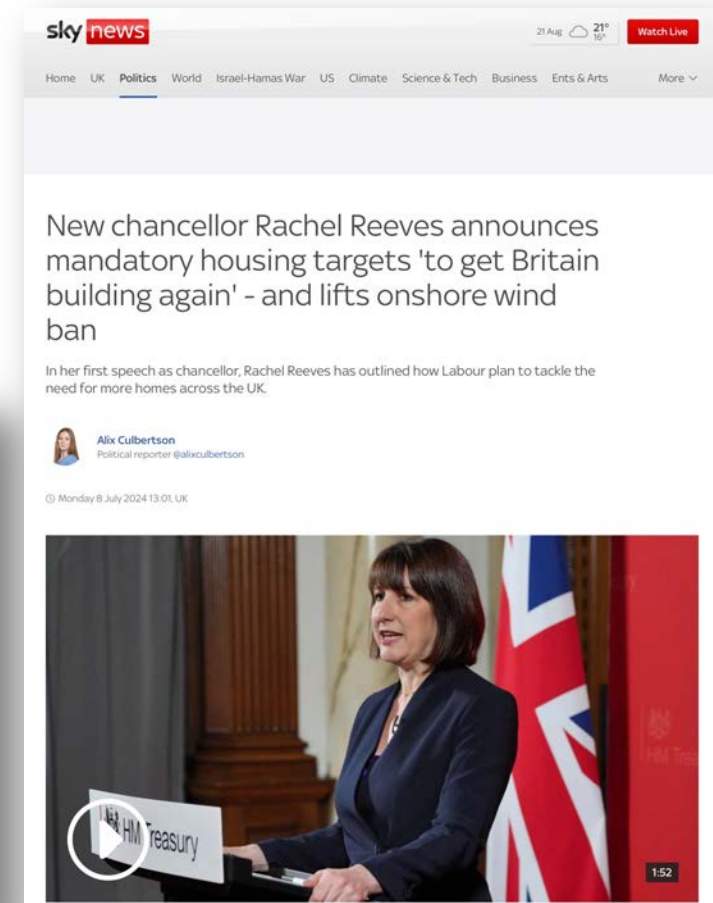


Differentiated green supply

- Continued derogation from the Ofgem price cap.
- Highest rated Which? Eco Provider.
- Uswitch Green Tariff Gold Standard.
- 'Excellent' five-star TrustPilot rating.
- Industry leading hourly matched renewable power for all half hourly business customers.
- Business billing transition to Kraken platform, alongside domestic.

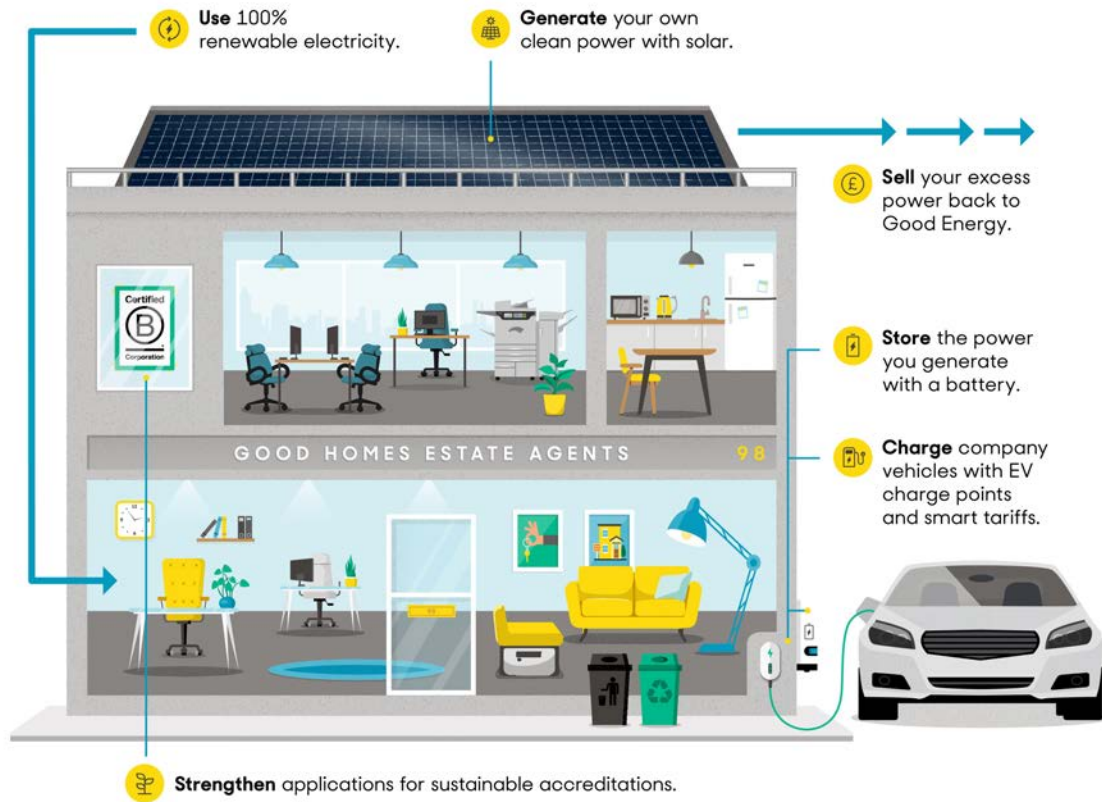


Supportive policy environment

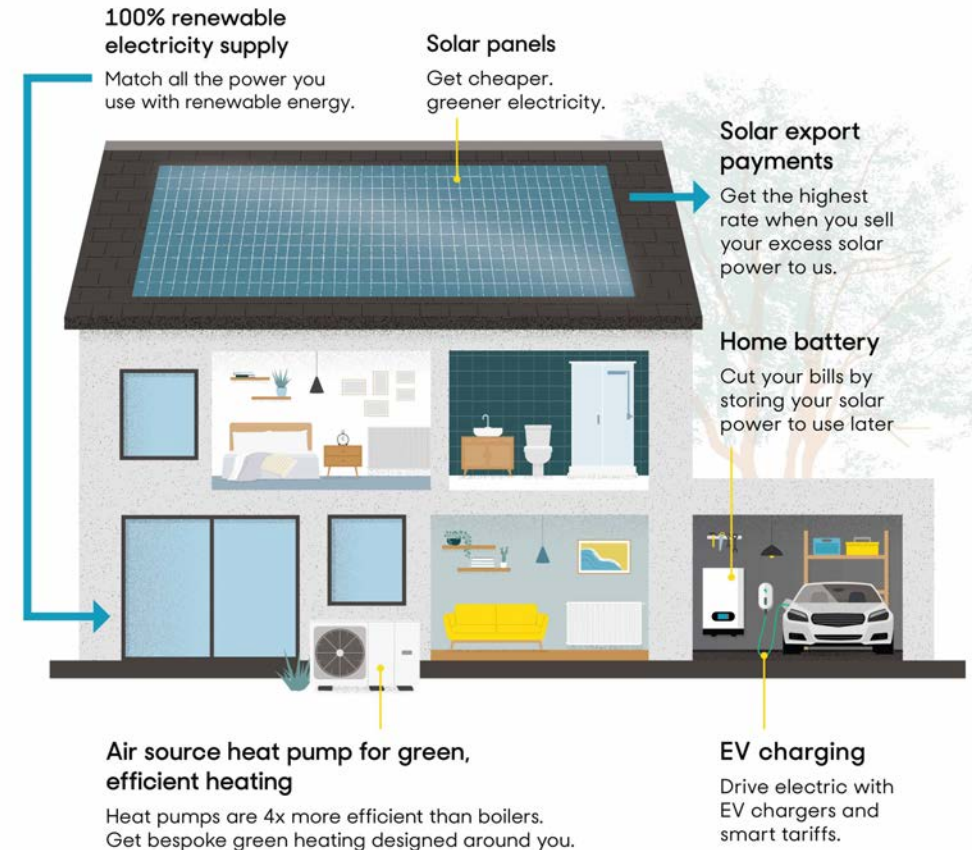


Whole greener home and business

Business



Home



One trusted provider across services

Good Energy's 'whole greener home and business' assures customers they can deal with trusted experts from one service provider throughout the process. This model offers cross-selling opportunities.

- The leading exclusive export tariff in the industry offered to solar install customers at 40p/kWh.
- 18% of solar sales to existing Good Energy customers – supply and FiT.
- 10% of solar customers also buy a heat pump installation.
- 20% of solar customers have more than one Good Energy service.

Nicholas (domestic)

Met the sales team at NSBRC



Heat pump survey and quote



Solar, storage and EV charger quote



Operations teams coordinate joint install



On-going support services, export and supply tariffs

bigHead (commercial)

Word of mouth recommendation



Survey and design



Commercial solar install



£4000 energy bill savings



Switch to supply and export tariffs



Case studies

Visit goodenergy.co.uk/learn/green-home-stories and goodenergy.co.uk/business/insights-hub for customer case studies and testimonials.

"The first thing I did was I got solar panels, and then I thought I've got to get an air source heat pump... Look at getting the panels, the heat pump, the battery in one go... You are futureproofing your household."

Diane



"They understand the technology, and then they explain the technology really clearly to us, because we're not the experts, they're the experts."

Matt Stevens, MD, bigHead



Product pipeline

2024 to date



Export

- +60k customers on smart export including FiT and non-FiT.
- The top exclusive export tariff for solar install customers.

Supply

- Ripple Energy partnership on cooperative owned renewables.

Services

- Heat pump monitoring offering winter tips.

Flexibility

- Industry leading hourly matching product for businesses launched.
- 'Power Pause' for domestic trialed.
- Highly competitive smart EV tariff launched.

Delivery in next six to 12 months



Export

- Digital experience enhancements including AI meter readings and data visualisation for businesses.

Supply

- Half hourly settled EV tariff with the market leading off peak rate.

Services

- Enhanced monitoring services for heat pumps.
- Financing for up front costs on installations.

Flexibility

- Storage flexibility tariff optimising battery ownership for customers and the grid.
- Heat pump flexibility trial launch building on insights from our industry first research with Southampton University.

Zapmap



EV parc
1.2m BEV + 0.7 PHEV

App downloads
1.6m

Registered users
916k

MAU
368k

- Registered users maintaining +75% share of rapidly growing EV market.
- Partnerships with major charge point operators, manufacturers, parking apps, government and local authorities.
- New features in premium including price filter and charging discounts, rolling out new products for B2B customers.
- 49.9% ownership today, convertible loan of £1.7m which can be converted to equity.

Good Energy is now a B Corp

- Good Energy has now certified as a B Corp, the global standard for purpose led business, joining +8000 B Corps globally and +2000 in the UK.
- The company's impact score is 118.5 – minimum is 80 for certification, and 50.9 is the median.
- To retain certification we have to commit to a legal change to our articles of association.
- We have asked shareholder to vote twice – in the 2022 and 2023 AGMs, and as a special resolution with 75% threshold, it has failed.
- We expect to put this resolution to shareholders again.



A photograph of a male worker in a white hard hat, safety glasses, and a high-visibility yellow shirt with a 'good energy' logo. He is wearing a safety harness and red gloves, working on a roof covered with solar panels. The background shows a cloudy sky and other workers in the distance.

Summary

Cross-selling 'whole greener home and business'

Policy tailwinds supporting growth in sector

Services integrating into Good Energy brand

The microgeneration specialist

Innovating in flexibility with tariffs that are entering market

Growth and cross sell opportunities with stake in leading digital clean transport business Zapmap

Q&A



Appendix



Balance Sheet

Strong operational performance

- Reduction in cash and cash equivalents largely reflects strong collections and reduction in customer credit balances in H1 2024
- Reduction in receivables largely reflects fall in commercial tariffs levels post Q2 renewal round
- Falling wholesale costs reduce trade and other payables, mirroring receivables,
- Growth in Equity reflect PAT performance in 2024 and shares issued in year.

Year End £m	H1 2024 (Unaudited)	FY 2023
Total Non-Current Assets	£23.4	£17.8
Inventories & Receivables	£45.4	£46.9
Restricted Deposit Accounts	£7.5	£5.9
Cash & Cash Equivalents	£39.9	£41.3
Total Current Assets	£92.8	£94.1
Total Assets	£116.2	£111.9
Total Non-Current Liabilities	£5.5	£5.7
Borrowings and other financial liabilities	£0.5	£0.5
Trade & other payables	£62.0	£63.7
Total Current Liabilities	£62.5	£64.2
Total Liabilities	£68.0	£69.9
Total Equity	£48.2	£42.0
Total Equity and Liabilities	£116.2	£111.9