



Good Energy Group Plc.

Annual General Meeting Trading update.

June 30th 2020



Agenda & presenters.



Juliet Davenport
Chief Executive Officer

- Our market & opportunity
- Current performance



Rupert Sanderson
Chief Financial Officer

- Investing for growth



Our market & opportunity.



Decentralising the Energy Market.

Old World → New World



Generate Energy



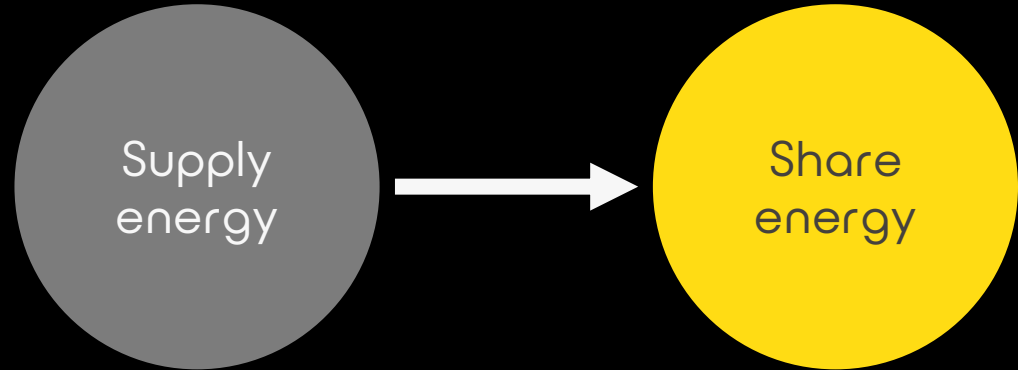
Supplying Energy



Empowering Energy

Decentralising the Energy Market.

- Over 40% of UK energy mix now from renewable energy sources
- Market shifted from a few large generators to c.1 million renewable generators in the UK today
- Good Energy - a leading UK renewable energy company with more home generation customers than supply customers
- The clean energy grid of the future will be millions of households and businesses, generating, using and sharing their own power
- These new generators will need energy services to support this investment and this shift represents a major opportunity for us



Strategic goals to drive growth.



We believe the benefits to our customers will be more compelling propositions at a competitive price that will simplify their lives and cut carbon, whilst delivering sustainable value for all stakeholders

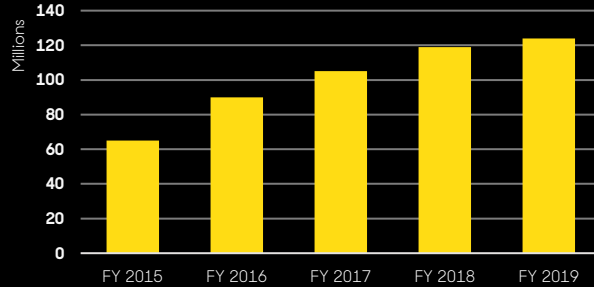


Current Performance.

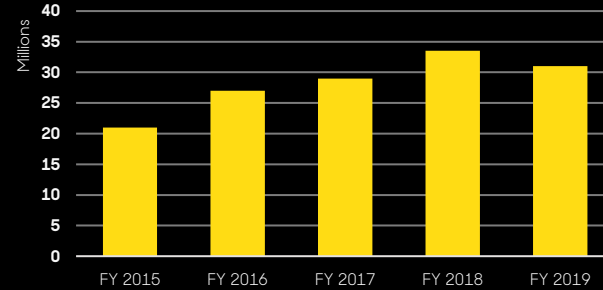


2019 performance – Continued delivery against strategy.

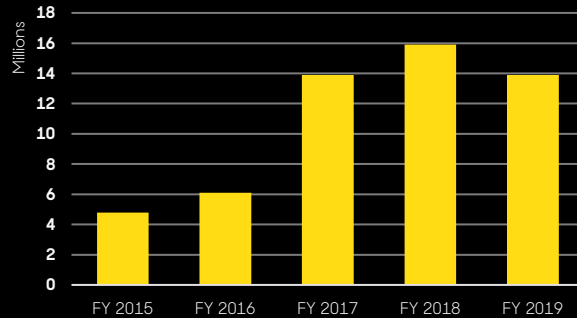
Revenue



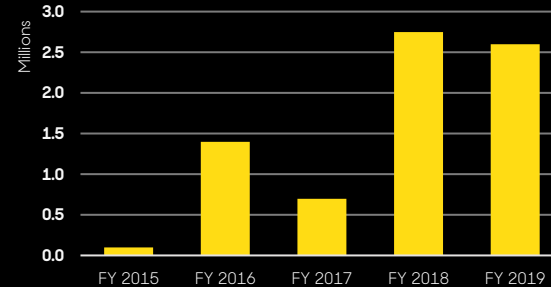
Gross Profit



Cash & Cash equivalents



Underlying profit before tax - continuing operations



2020 performance in line with expectations.

Overall demand in energy supply segment remained lower in June

Increase in domestic supply but more than offset by business supply reductions

Starting to see the first signs of recovery in some half hourly business segments

Reductions in operating expenditure have offset gross margin decline

Cash collection has been strong and remains in line with seasonal expectations

The Group maintains a good cash position with a robust balance sheet



Investing for growth.



Continued investment across the business.

Zap-Map

Kraken customer
service platform

SMART rollout



Q&A

