Good Energy Group PLC
Investment fact sheet

Issue No.1

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good energy

About us

Good Energy was founded in 1999 to help homes and businesses be part of a sustainable solution to climate change. As the UK energy landscape shifts from 'supply' to 'share', we remain as true to this purpose today as we were twenty years ago.

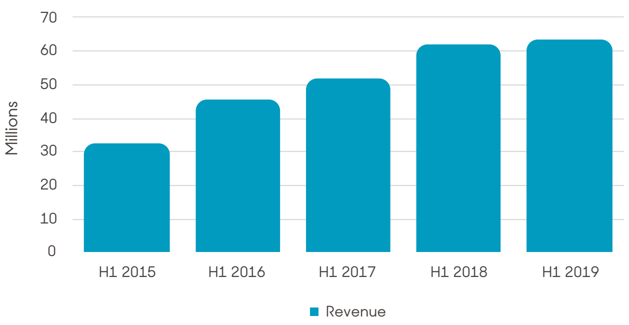
Our community of shareholders, bondholders, generators, customers and employees are helping create a cleaner, greener future powered by renewables. From using digital innovation to help UK households and businesses manage their energy usage, to empowering them to generate, store and share their own clean power, we are leading the charge towards a cleaner, distributed energy system.

Overview

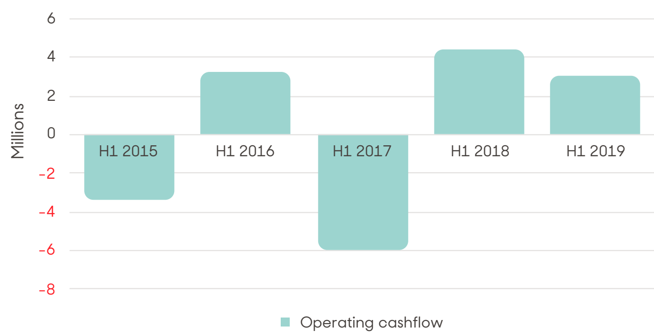
Period ended 30 June 2019	H1 2019 continued operations	H1 2018 continued operations
Revenue	£63.5m	£61.8m
Operating profit	£4.8m	£4.6m
Profit before tax	£2.5m	£2.4m
Net debt	£40.4m	£51.4m
Interim dividend per share	1.1p	1.0p

5 year financial highlights

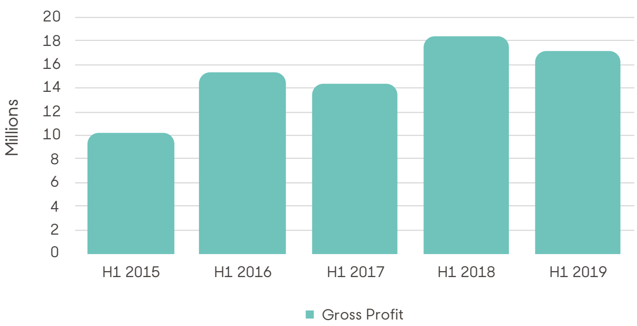
Revenue



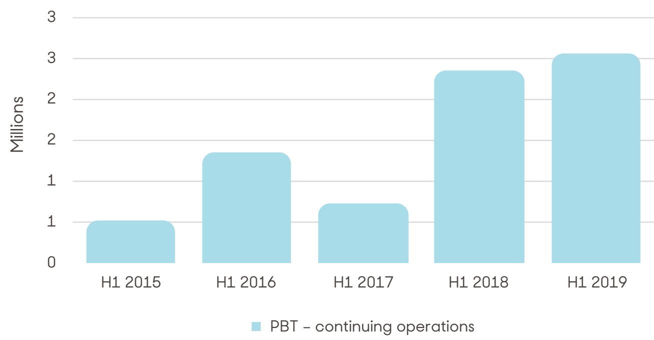
Operating cashflow



Gross profit



Profit before tax – continuing operations



Our strategy

In our vision of the energy sharing future, we will no longer simply be selling energy, we will be selling the services that enable energy sharing. We see a significant opportunity to build upon the foothold we have already established in this future in establishing Good Energy as the leading 100% renewable brand.

We have and will continue to lead the charge towards a cleaner, distributed energy system through the investment and adoption of digital innovation to help UK households and businesses manage their energy usage more efficiently and by empowering more people to generate, store and share clean power.

Focus over the next 12 months

SMART technology | Investing in Zap – Map | B2B EV partnerships | Mass scale smart export project | Battery technology

Key data*

Ticker: GOOD

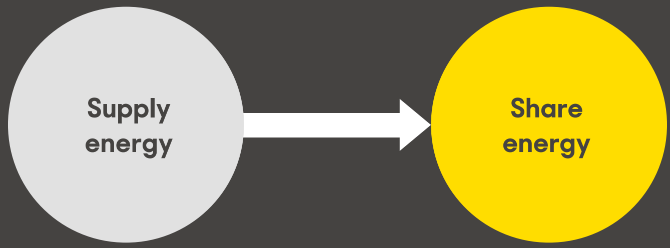
Shares in issue: 16.6m

Price: 232p

Market cap: £38.56m

Exchange: AIM

*as at 28th January 2020



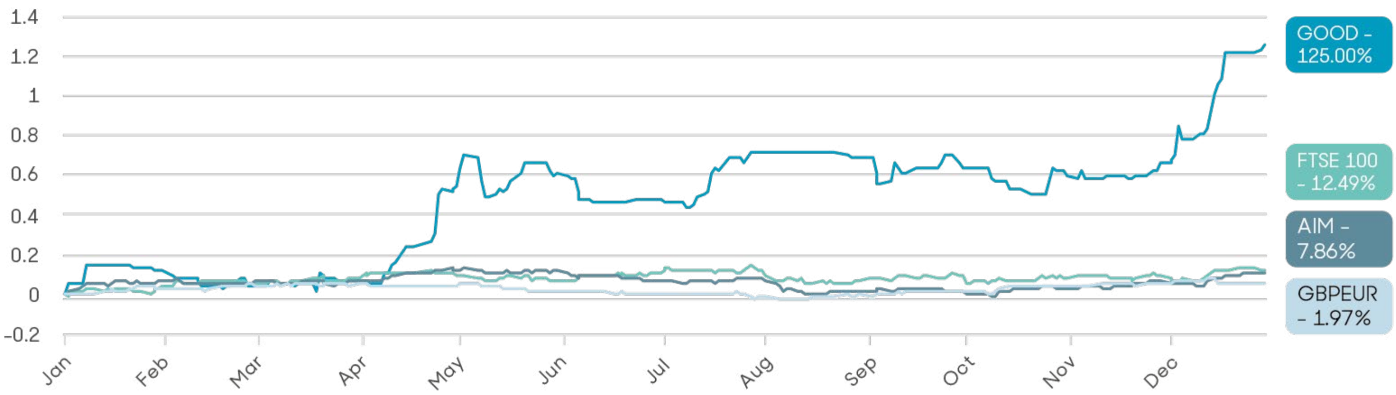
Market overview – putting the Eco in Economics

Brexit, new Prime Ministers, Presidential Twitter beefs and climate strikes filling our streets; 2019 is likely to go down as one of the most eventful in recent memory. All of which lead to significant volatility in both equity and currency markets.

Whilst 2019 saw the highest number of profits warnings on record, it also saw a major positive shift in investor and societal attitudes towards both sustainable investing and the climate crisis. The decision by BlackRock, the world's biggest fund manager, to exit investments that present a high sustainability – related risk is being hailed as a landmark moment. Microsoft has pledged to remove "all the carbon" from the environment that it has emitted since the company was founded in 1975. Even the launch of the "woke virtue signalling" vegan sausage roll by Greggs, has proved a huge success, reflecting society's changing attitudes.

As a purpose lead, sustainable focused, listed company Good Energy is perfectly positioned to benefit from these behavioural changes towards investment. The long-held view that purpose came at the cost of profits, is one viewpoint we are happy to see the world moving away from.

1 year history



Recent news highlights

one point	One Point launched, our electric vehicle charging offering for UK businesses alongside the first pilot scheme with Watergate Bay Hotel in Cornwall
octopus energy	In 2020, we are implementing a new customer technology platform which will enable Good Energy's strategic goal to empower people to use, generate and store clean energy
	Good Energy received the highest rating in a new ranking of 100% renewable electricity tariffs by Which? where we were recognized for matching all of its customers electricity through generating enough clean power from our own projects and buying directly from UK renewable generators.

Find out more about what we've been doing at **goodenergy.co.uk/blog** and see the Good Energy Press Releases here: **group.goodenergy.co.uk/reporting-and-news-centre/press-releases-news/**

Interim results coverage

- **Morning Star – Good Energy boosts payout as interim results grow in tough market**
- **City AM – Good Energy positioned to adapt as market moves**
- **StockMarketWire – Good Energy profit rises but decline in domestic customers keeps lid on growth**
- **VOX Markets – Good Energy featured on podcast**
- **Renewables Now – Good Energy's H1 pre-tax profit grows to £2.5m**
- **Independent – Energy suppliers claim to sell '100% renewable' electricity without producing any green power**
- **Financial Times – Companies offer alternative to fossil fuel investment**

One Point coverage

- **This is Money – Good Energy rolls out electric vehicle charging product at Watergate Bay Hotel in Cornwall**
- **Boutique Hotel News – Good Energy launches electric vehicle charging for hotels**
- **New Power – Good Energy to offer EV charge points to business customers**
- **The Energyst – Good Energy becomes business EV charging infrastructure provider**
- **Insider.co.uk – Green energy pioneer pilots electric vehicle charging**

Key people

Good Energy

Juliet Davenport – Founder and Chief Executive Officer

Rupert Sanderson – Chief Financial Officer

Charlie Parry – Head of Investor Relations and Company Secretarial

Contact: **investor.relations@goodenergy.co.uk**

Website: **group.goodenergy.co.uk**

LinkedIn: **linkedin.com/company/goodenergyuk**

Twitter: **twitter.com/GoodEnergy**

Computershare – Registrar

Tel: 0370 707 1154
The Pavilions
Bridgewater Road
Bristol
BS99 6ZY

Investec Bank plc – NOMAD & Broker

Jeremy Ellis
Sara Hale

Walbrook PR – Financial PR

Tom Cooper

Nick Rome