

## ASX Announcement

21 October 2025

### EOL FY 2025 AGM – Chairman’s Address

Dear Shareholder,

It is with pleasure that I am able to report that Energy One Group has achieved its eleventh consecutive year of profitability and continued growth of organic recurring revenues.

Energy One Group continues to demonstrate the benefits of our strategy of organic growth and synergistic acquisitions made in prior years. Annual Recurring Revenue was up 22% (16% FX adjusted) on a statutory basis; with total revenue, cash EBITDA and NPAT also up strongly.

The Company continues to strive to improve the quantum and proportion of recurring revenues earned. Management are focussed on providing excellent software and services in our segment, and having a level of customer service to be proud of, both of which drive increased revenues and margins.

I recommend the full FY25 year result presentation to shareholders, with its illustration of the strong growth in recurring revenues, revenue retention, our diversified customer and geographic base and our extensive coverage of the European markets in power and gas. The presentation also highlights the balance between growth in revenue, profit and continuing the investment and innovation in our products.

The international energy transition is continuing worldwide and is a once in a generation tailwind for the Company. The One Stop Shop with the breadth of our software offering, supported by the services capability in Australia and Europe, continue to set us apart and support our continued growth.

#### Looking forward

Our core business is strong and our presence in the Australian and European markets continues to strengthen. We are getting excellent feedback on the *One Stop Shop* strategy from customers and external experts.

A balance between organic growth and carefully targeted acquisitions has been important for the Company over a considerable period. The last year or so has been one of consolidation and margin improvement. The Board and Executive will continue to evaluate the potential for profitable synergistic acquisition. The focus will be on increasing our share of wallet in home markets, as well as any opportunities to extend our business model into another large prospective market in the USA.

---

#### Head Office

Level 13, 77 Pacific Highway  
North Sydney NSW 2060

#### Postal Address

PO Box 6400  
North Sydney NSW 2059

#### Contact Information

Telephone: + 61 2 8917 2200  
Email: [enquiries@energyone.com](mailto:enquiries@energyone.com)  
Website: [www.energyone.com](http://www.energyone.com)

The Board and the shareholders have been incredibly fortunate to have Shaun Ankers as our CEO for 15 years. When Shaun commenced the role, EOL had an insignificant software customer base, in one office and little recurring revenue. He has built a globally significant energy software business, with in excess of \$60m of revenue, 90% of which is recurring. As I note above, this includes 11 years of profitable growth. EOL is an Australian success story, with very strong market positions in two of the three major energy markets in the world, and excellent prospects for a move in the third, the US. A very capable Executive team and our staff are balanced between Australia and Europe. Several of our products are best in class, and the EnergyFlow product, developed by EOL is world leading.

The Board was pleased to appoint Ben Tranier as Chief Executive Officer being the best candidate from a wide search. The transition is proceeding, with back filling of his role in Europe to enhance executive capability in Europe and setting up for him to formally step into the role on 1 March.

This is an excellent point for the Board and shareholders to profoundly thank Shaun for his efforts.

In closing, I would like to again thank my fellow directors, management and staff for their continued support, dedication, and strong efforts throughout this busy year. This year's results and strong organic growth in recurring revenues are a testament to the leadership of Shaun, and the quality of the managers and leaders he has developed as part of his team.

**ANDREW BONWICK**

Chairman

E: [andrew.bonwick@energyone.com](mailto:andrew.bonwick@energyone.com)

For personal use only