Results to 31 December 2012 March 2013

Highlights

Financial Highlights

75% Revenue Growth to **£5.3 million** from £3.0 million*

43% EBITDA+ growth to **£2.6million** from £1.9 million*

EPS+ of **0.48 pence** from 0.20 pence

Proposed maiden dividend of **0.11 pence** per share

Contracted Order Book increased to **£8.9 million** from £4.3 million

** pro-forma for 12 months to 31 December 2011*

+ Adjusted for exceptional items

inspired ENERGY PLC

Operational Highlights

- **Successful integration** of Direct Energy Purchasing Limited, acquired in April 2012
- Diversification of customer base into **new sectors**, including public sector and large scale infrastructure
- Strong **sustainable client retention**
  - Renewals across the Group at 86% (by contract value)
  - Risk Management Division achieved a 100% retention
- Significant **investment in staffing** to drive revenue growth with headcount increasing 69% to 54 (31 December 2011: 32)
- Investment in a **bespoke core IT platform** to optimise sales and client servicing, in line with the Group's strategy on admission
- Ongoing **product development**, including launch of multi customer management solution ("MCMS")
- Secured additional **exclusive contracts** with chosen energy suppliers through to 2014
- Client driven **expansion into Europe**

inspired ENERGY PLC

Inspired Group

The Inspired Group

- Two leading energy procurement consultancies
  - Inspired Energy Solutions (“IES”)
  - Direct Energy Purchasing (“DEP”)

- Advises corporates to enable them to achieve more cost efficient energy procurement

- Clients also receive the following services:
  - Administrative support
  - Bureau function and bill validation
  - Energy audits
  - Other utility audits (eg. Water)

- The Group has recently incorporated two new divisions to broaden the customer base
  - Inspired Energy (Ireland)
  - EnergiSave

Clients

Revenue = commissions paid by energy suppliers to the Group based on actual consumption of energy by Group clients

Differentiating Inspired

Risk Management
- Highly experienced team
- 100% retention of clients within division

Product Development
- Proprietary, unique and exclusive products developed in conjunction with suppliers (eg. MCMS)
- Flexible products bring risk management to smaller corporates

Approach
- Less ‘process led’ than competitors
- Customer approach tailored to ensure best contract for them

IT Investment
- Significant investment in end to end IT platform
- Increased data handling and analysis improves client reporting

Internal Development
- Focused on continuous training and development of staff

inspired ENERGY PLC

Financials

Financial Highlights

	Audited Year Ended 31 December 2012 (£'000)	Pro-forma Year Ended 31 December 2011 (£'000)	Growth (%)
Revenue	5,261	3,010	75%
EBITDA*	2,641	1,850	43%
EPS*	0.48	n/a	n/a
Normalised Operating Cash Flow*	2,014	n/a	n/a
Net Debt	1,825	2,102	(13%)
Net Debt / EBITDA	0.70x	1.21x	(0.43%)
Proposed Dividend	0.11p	-	Maiden Dividend

- Dividend Cover of 4x deemed appropriate by the Board at present
- Progressive dividend policy expected to follow earnings growth

** Adjusted for exceptional items, depreciation and amortisation*

Income Statement

Audited Income Statement	Year Ended 31 December 2012 (£'000)	Pro-forma Year Ended 31 December 2011 (£'000)	6 months ended 31 December 2011 (£'000)
Turnover	**5,261**	**3,010**	**1,528**
Cost of Sales	(284)	(266)	(126)
Gross Profit	**4,977**	**2,744**	**1,402**
Administrative expenses, excluding non-recurring items	(2,336)	(894)	(494)
EBITDA before exceptional items	**2,641**	**1,850**	**908**
Adjusted EPS	0.48	n/a	0.20

- Includes 8 months of DEP earnings
- Significant investment in staff
  - Salary cost increases from c. £700k (excluding director costs) to £1,865k with average headcount rising from 32 to 54 employees
  - Investment in all areas of business but with focus was on revenue generating roles
  - Majority of additional sales from investment not recognised as revenue until future accounting periods

inspired ENERGY PLC

Non-Recurring / Accounting Costs

	31 December 2012 (£'000)	Comment
Fees associated with acquisition of DEP	195	• Legals, due diligence costs, bank fees, stamp duty
Restructuring costs in relation to DEP	234	• Contractual amendments to DEP sale and purchase agreement relating to exiting DEP vendors • Contingent consideration crystallised • No additional payment required over total consideration at time of completion
Amortisation of intangibles	793	• Amortisation of customer contracts • Amortisation of intangible software developed in year
Share based payment costs	212	• Cost of share options granted on Admission and in December 2012

inspired ENERGY PLC

Group Statement of Financial Position

Statement of Financial Position (£'000)	31 December 2012	31 December 2011
Intangible Assets	2,893	-
Fixed Assets	198	112
	3,091	**112**
Current Assets		
- Trade and Other Debtors	2,438	923
- Cash	1,070	1,258
	3,508	**2,181**
Total Assets	**6,599**	**2,293**
Current Liabilities		
- Trade and Other Payables	542	404
- Bank Borrowings	524	507
- Contingent Consideration	1,000	-
- Current Tax Liability	870	635
	2,936	**1,546**
Non-Current Liabilities		
- Bank Borrowings	2,372	2,853
- Trade and Other Payables	103	11
- Contingent Consideration	527	-
- Deferred Tax	254	17
	3,256	**2,881**
Total Liabilities	**6,192**	**4,427**
Net Assets / (Liabilities)	**408**	**(2,134)**

Cash Generation

Statement of Cash Flows	As Reported (£'000)	Comm'n Adjust't (£'000)	DEP Invoicing (£'000)	DEP Fees (£'000)	Listing Fees (£'000)	Pro-Forma (£'000)
Profit before income tax	**890**	**-**	**-**	**195**	**-**	**1,085**
Depreciation, amortisation and finance expenditure	1,321	-	-	-	-	1,321
Cashflows before changes in working capital	**2,211**	**-**	**-**	**195**	**-**	**2,406**
Increase in trade and other receivables	(1,132)	350	198	-	-	(584)
Decrease in trade and other payables	44	-	-	-	148	192
Cash generated from operations	**1,124**	**350**	**198**	**195**	**148**	**2,014**

EBITDA	2,641	2,641
Cash / EBITDA conversion	**43%**	**76%**

- Steps taken to increase cash generation in period
  - Commission profiles to staff changed from Jan 2013
  - Increase in monthly invoicing to suppliers

Normalised cash generation of 76% of EBITDA

inspired ENERGY PLC

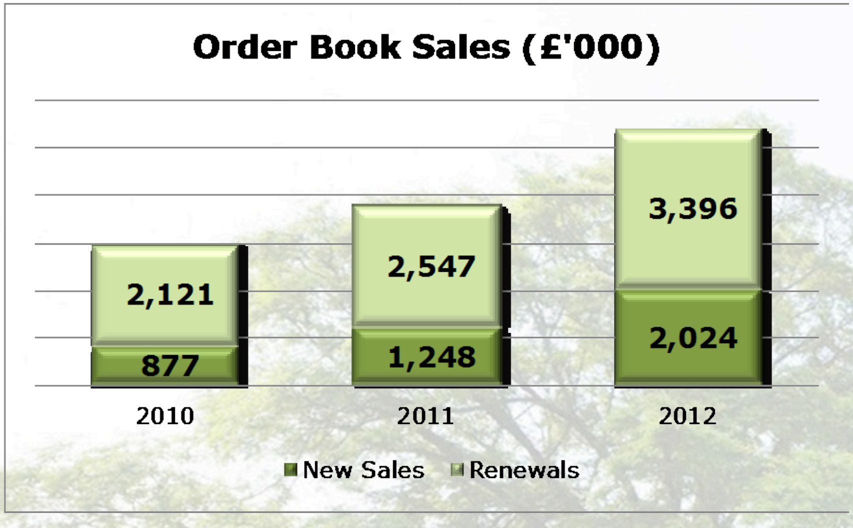
Cash Flow Statement

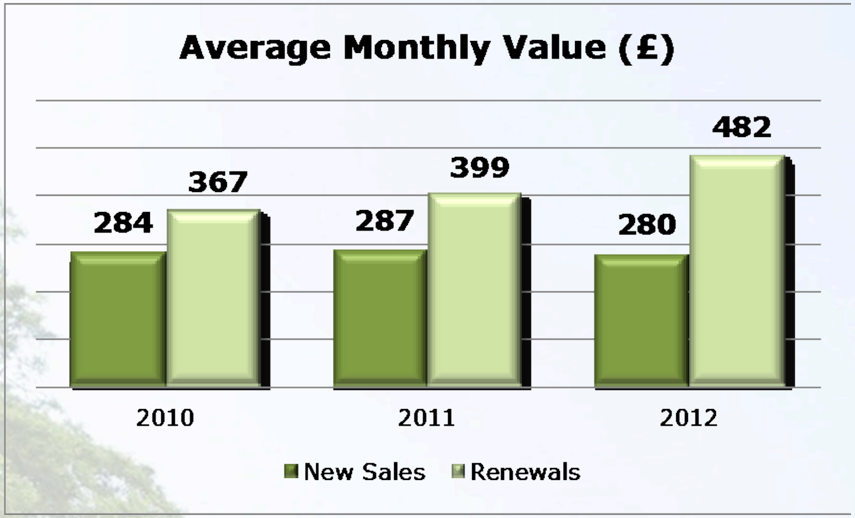
Audited Statement of Cash Flows	Year to 31 December 2012 (£'000)
Profit before income tax	**890**
Depreciation, amortisation and finance expenditure	1,321
Cashflows before changes in working capital	**2,211**
Increase in trade and other receivables	(1,132)
Decrease in trade and other payables	45
Cash generated from operations	**1,124**
Income taxes paid	(414)
Net cash flows from operating activities	**710**
Net proceeds from equity fundraising	941
Consideration, net of cash acquired	(844)
Purchases of PPE and intangibles	(266)
Bank debt service	(728)
Decrease in cash and cash equivalents	**(187)**

Net Debt	**1,825**
Net Debt / EBITDA	**0.70x**

2012
Progress & Outlook

IES – New Sales





43% Order Book Sales growth in FY12

2 year CAGR of **34%**

New sales increased by **62%**

802 contracts sold; an increase of **20%**

c. £700k ahead of target for year

IES - Retentions

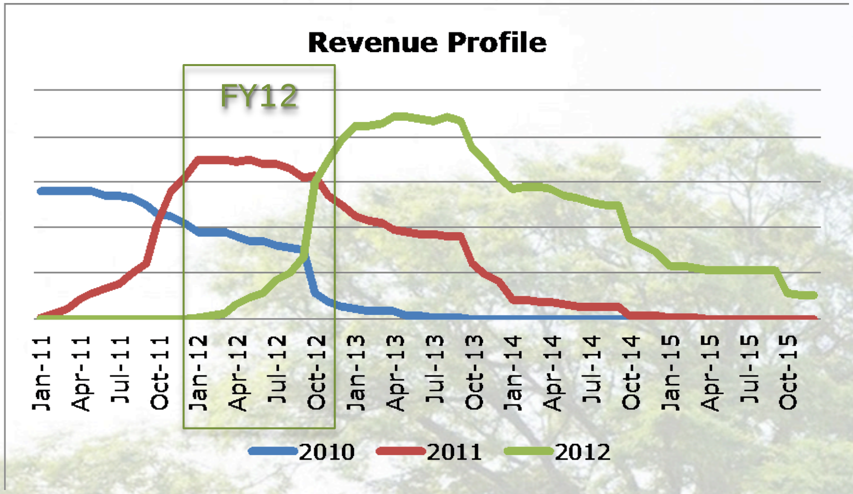
86%

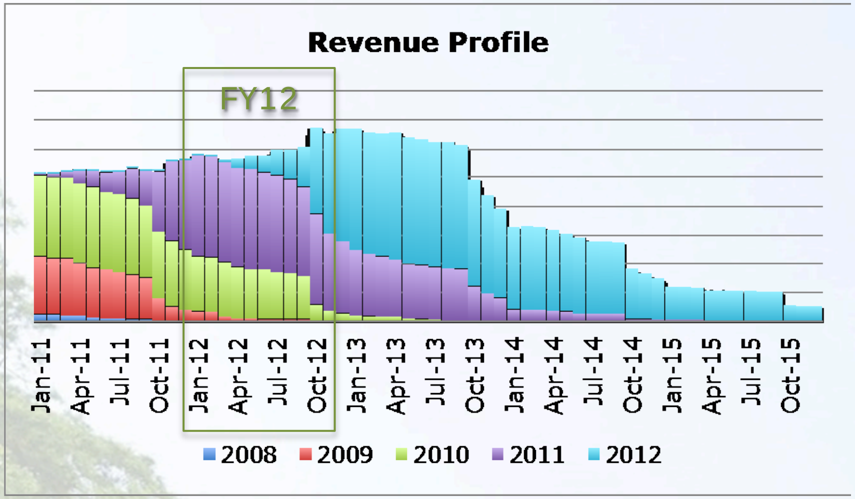
Retention rate by value

(£'000)	Value	Contracts
Contracts Ending in 2012	3,536	586
Renewals Commencing in 2012	3,046	411
	86%	**70%**

- Retentions KPIS reflect management decision to focus on renewing large, profitable contracts
- Contracts retention of 70% skewed by:
  - Consolidation of several contracts into 1 new contract upon renewal
  - Intentional lapsing of small, non-profitable contracts
- Risk Management team has 100% retention rate since inception

IES - Revenue

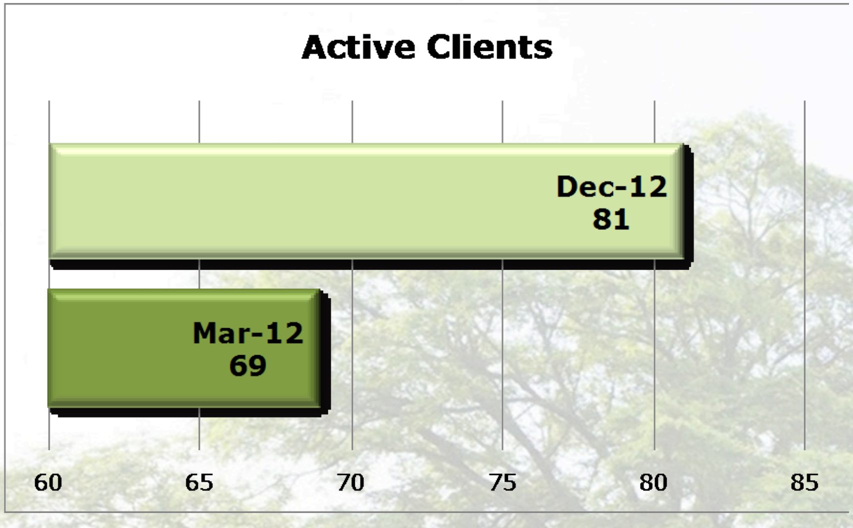


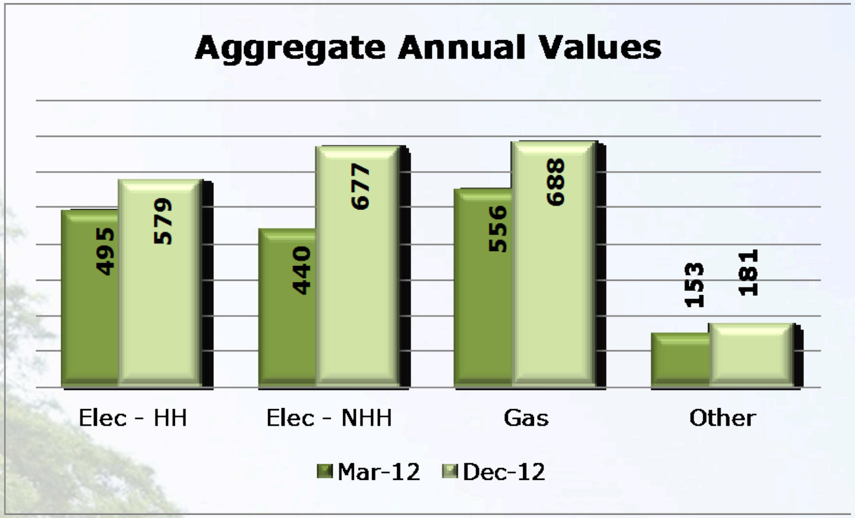


- Significant weighting to Q4 start dates:
  - 23% of contracts (by number) commencing in 2012, started in October 2012
  - 43% by value commenced in October 2012

- Order Book Sales of £5.4 million in 2012 contributed c. £700k to revenue in FY12 – Majority of 2012 growth and results of staff investment will be seen in future accounting periods

DEP





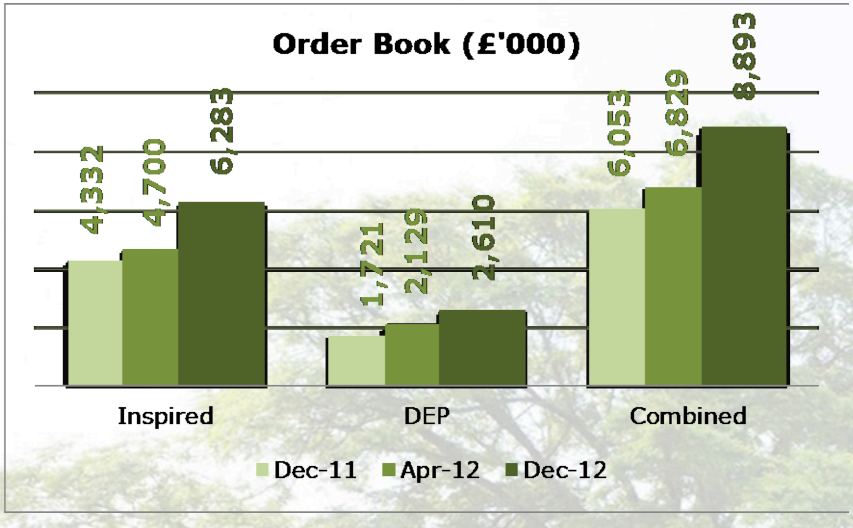
17% growth in active client numbers since acquisition

Increase in annualised client values to **£2.1 million**; an increase of 29%

Retention rate at **94%** by client

Management information being standardised across Group

Outlook



106% Order Book growth in 2012 to **£8.9 million**

Contracted revenue of **£5.1 million** in 2013

83% coverage of FY13 revenues (before new sales and renewals on current base)

inspired ENERGY PLC

Outlook

Management enter 2013 with confidence

- Investment in staff to promote growth beginning to impact positively on revenues
- DEP and Inspired working effectively together, as evidenced by recent combined tender

Business benefitting from IT investment

- System now in operation, providing increased visibility and efficiencies
- Management information production improved
- Real time data capability increased

Staffing levels now supported by increased revenues from 2012 sales

- Staff levels do not require similar growth to 2012
- Admin costs not expected to rise significantly from H2 2012 levels

Group set to benefit from new products (MCMS) and entry into new markets (Ireland and SME)