

SmartestEnergy Empowering a greener generation

We're empowering switched-on customers, generators and partners to get to net zero. As a growing community, we can make the system fairer and more powerful. We can better show the realities and rewards of switching from fossil fuels to clean energy.

We're helping businesses take advantage of new opportunities in a more complex and distributed energy system. Connecting generators to customer demand. Accelerating the market. Creating jobs. And championing greener energy for generations.

We've been shaping the energy landscape in the UK since 2001 and over the last few years we've opened offices in the United States and Australia. With the financial strength and innovation of our parent company, the Marubeni Corporation, we are a stable and well-resourced independent energy company.

Commercial and Industrial (C&I)

Supplying electricity to large businesses, complex portfolios, the public sector and mid-market in the UK



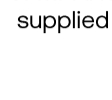
6.7%

C&I Supply market share; ranked 5th



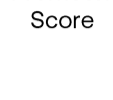
8,168 GWh

Volume



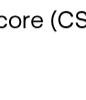
23,889

Total number of MPANs supplied



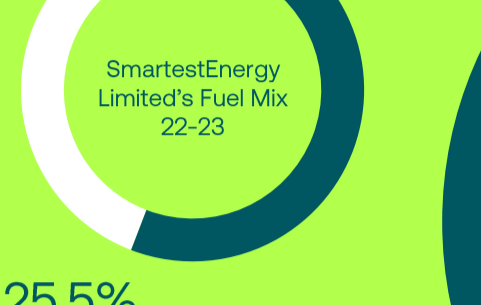
+16

Net Promoter Score



7.8

Customer Satisfaction Score (CSAT)



25.5% non-renewable

Scope 2 emissions: 111 gCO₂/kWh
Total radioactive waste: 1 g/kWh



5,412 GWh
Renewable energy volume supplied*

*Based on our annualised volume by green energy source, which currently comprises 42.2% of our electricity supply contracts

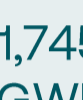
Business

Supplying electricity and gas to small and mid-size businesses in the UK ([our fuel mix](#)).



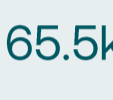
4.5%

SME supply market share; ranked 7th



1,745 GWh

Volume



65.5k

Total number of MPxNs supplied

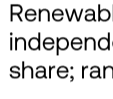


4.0

Trustpilot review score out of five, rating 'Great'

Generation

Providing UK independent generators with a competitive route to market and access to flexibility services



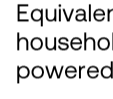
9%

Renewable independent market share; ranked 4th



3.6 GW

Our customers' generation capacity; 3.2 GW renewable



1.5m*

Equivalent British households powered



+22

Net Promoter Score



8.1

Customer Satisfaction Score (CSAT)



352

Independent generators as customers

*Based on our expected annual volume, we will be powering a vast number of businesses, which if equated to something we can all relate to – our homes – means we'd be able to power a large number of households!

Our global reach

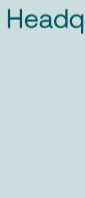
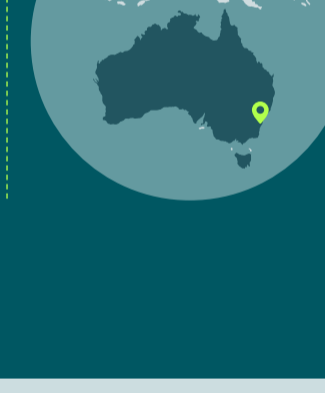
Syracuse, New York



United Kingdom, London, Ipswich, Worthing and Manchester



Australia, Sydney



United Kingdom

Headquarters: London

2001: SmartestEnergy Limited started its asset-light generation business

2008: SmartestEnergy Limited became a registered supplier serving UK businesses

December 2019: SmartestEnergy Business Limited (formerly Dual Energy) was acquired; it supplies electricity and gas to businesses

July 2021: SmartestEnergy Business Limited launch renewable product

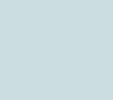


United States

Headquarters: Syracuse, New York

April 2019: SmartestEnergy US LLC began operations in the United States

January 2021: Currently licensed across both the NY and PJM ISOs, with NE-ISO coming soon



Australia

Headquarters: Sydney

January 2020: SmartestEnergy Australia Pty Ltd began operations in Australia

August 2023: Opening of an additional office in Melbourne CBD, highlighting our commitment to continued expansion

Licensed by AER and ESC, and holds AFSL

Group financials

Note: not yet final and currently under audit

	Group			Company		
	2024	2023	Change	2024	2023	Change
	£000	£000	%	£000	£000	%
Gross profit	317,212	373,583	-15.1%	224,886	310,579	-27.6%
Profit/(loss) after tax	114,345	204,596	-44.1%	111,776	196,163	-43.0%
Return on capital employed (ROCE)	32.73%	42.25%	-22.5%	37.89%	44.33%	-14.5%
Return on assets (ROA)	5.03%	7.10%	-29.1%	5.94%	7.34%	-19.1%

Group employee NPS 23-24

+34

SEL



+36

SEBL



+54

SEUS



+20

SEA



+36

SE Global



Marubeni Group

No 190

Fortune Global 500 Companies List

45,995

Group employees located in 68 countries

\$67.71 bn

Revenue FY ended March 31st 2023 (equivalent to £50.21 bn)



1858

The year Marubeni was founded – today it has global interests across energy, manufacturing, trading and investment

2001

The year Marubeni invested in SmartestEnergy – an asset-light next generation energy company

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