

# Factsheet

**SmartestEnergy is a next generation energy company, driving a smarter transition to a net-zero carbon future**

We're helping businesses actively manage their approach to energy so they can take advantage of new opportunities in a more complex and distributed energy system. We've been shaping the energy landscape since 2001 and recently 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

## Industrial and Commercial:

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



**5%**  
I&C Supply market share; ranked 8<sup>th</sup>



**6,358 GWh**  
Volume



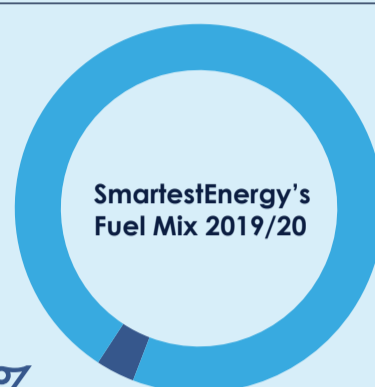
**14,031**  
Total number of MPANs supplied



**+23**  
Net Promoter Score



**7.8**  
Customer Satisfaction Score (CSAT)



**96.6%**  
Renewable

**3.4%**  
Non-renewable

Scope 2 emissions: 12.4 gCO<sub>2</sub>/kWh  
Total radioactive waste: 0.000 g/kWh



**3,729 GWh**

Renewable energy volume supplied to date this year\*

\*Based on our annualised volume by green energy source, which currently comprises 58.6% of our electricity supply contracts

## Business (formerly Dual Energy):

Supplying electricity and gas to small businesses in the UK



**594 GWh**  
Volume



**24,679**  
Total number of MPANs supplied



**4.3**  
Trustpilot review score out of five, rating **Excellent**

## Smart Generation:

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



**9%**  
Renewable independent market share; ranked 4<sup>th</sup>



**3.13 GW**  
Our customers' generation capacity; 2.5 GW renewable



**1,320,822\***  
Equivalent British households powered



**+39**  
Net Promoter Score



**8.3**  
Customer Satisfaction Score (CSAT)

\*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!



## SmartFlex

Our newly launched online trading platform for UK Smart Generation customers to flexibly sell their power online



## 150+ MW

Flexible capacity under management, with almost **110MW** now in the BM where **SmartestEnergy ranked 3<sup>rd</sup>** in November 2020\* with **£2,991/MW** recorded

\*Amongst our direct competitors.

## International growth

### United States

Syracuse, New York

### United Kingdom

London, Ipswich and Worthing

### 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 UK) was acquired; it supplies electricity and gas to businesses



### 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
- > **October 2020:** MOU signed with CEP.Energy for next generation energy project managing a 400MW battery storage Virtual Power Plant (VPP)

## Marubeni Group



**No.173**

Fortune Global 500 Companies List

**45,635**

Group employees located in 68 countries

**\$62.79<sub>bn</sub>**

Revenue FY ended March 31<sup>st</sup> 2020 (equivalent to £50.50 bn)

**1858**

**2001**

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

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