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Energy One appoints leading UK energy trading software vendor, Dunstan Thomas Energy as distributor for UK and Ireland.

Energy One Limited (ASX: EOL) is pleased to announce that it has appointed Dunstan Thomas Energy (DTE) as a distributor in UK and Ireland, for EOL's range of wholesale energy trading products.

DTE (www.dthomas.co.uk/content/energy/) is a leading player in the provision of software for physical energy trading in the UK. The company's *Genstar4* platform is used to trade some 28% of the UK's electricity into the National Grid. Whilst *Genstar4* offers similar functionality to EOL's *EnergyOffer* platform, the partnership intends to leverage DTE's expertise and customer access to market EOL's other products, particularly the company's business automation platform (*EnergyFlow*) and contracts management system (*EnergyOneTrading*).

Mr Shaun Ankers, Managing Director of EOL, commented; "The UK market is well served by existing software performing a function similar to *EnergyOffer*". Instead, our goal is to work with DTE to offer other, synergistic solutions to (among others) DTE's existing customer base. For example, these customers can also be offered a contracts trading system, such as EOT or can realise efficiencies of trading automation using our *EnergyFlow* platform."

Since market interest in *EnergyFlow* has been very encouraging, EOL identified the need to have a local partner to provide first-line support for its products and to give UK and Ireland customers access to local expertise. "We recognise that customers in the UK want to have a local help phone number to call and to receive local support. This is why we are delighted to work with DTE, as they are not simply a reseller. They have energy market expertise, an experienced team with an established track record and a great product that will dovetail neatly with our other products".

EOL intends to provide back-end support for the products from Australia, while DTE will lead the marketing effort and provide first-line support. The commercial relationship ensures that EOL can pursue sales goals largely on a success-based arrangement with DTE, reducing cost exposure for EOL.

The opportunity also exists for DTE to expand its range of offerings to local UK and Ireland energy companies. Managing Director of Dunstan Thomas Energy, Mr David Holt said; "*EnergyFlow* and *EnergyOne Trading* are ideal products to add to our range. We are often asked if we can supply additional functionality or modules to our existing and potential customers. Working with Energy One means we can now address new market needs as well as providing local expertise and access to enable EnergyOne to make progress in this market that we are so familiar with".

Shaun Ankers
Chief Executive Officer

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