



25 July 2025

Impact Fund Management, Level 10, 200 Collins Street, Melbourne VIC 3000

Energy Umpire - The Future of Energy Savings: Automated, Independent, Effortless

Dear Impact Fund Management Investment Team,

We are seeking a \$3 million investment through Impact Fund Management to accelerate the growth of Energy Umpire; an impact-driven energy-tech platform that automates bill savings while enabling meaningful participation in Australia's clean-energy transition. Our mission and metrics-driven approach align with your mandate to deploy capital for measurable social, environmental, and economic outcomes.

Industry: Energy tech / Climate tech / EaaS / SaaS.

Transaction: \$3M AUD Capital Raise - Single investor or syndicate

Location: Australia (global expansion potential)

Market : B2B / B2C

Alignment with Impact Fund Management's Mandate

Social and environmental impact

We disrupt the high margin Energy Retail Business delivering 20–30% household and SME energy-bill reductions. This can unlock over \$4 billion in annual savings.

We support customers to shift 3 TWh of demand into high-renewables periods thereby directly lowering emissions and supporting Australia's clean-energy targets.

We reduce financial stress on low-income households. We support customers without solar to benefit from other people's solar. We help optimise behind-the-meter applications.

High growth subscription service

SaaS service with very low opex, B2C and B2B channels, disrupting the high margin energy retailing business.

Barriers to entry: complex continually changing market; innovative team comprises energy experts with combined relevant experience of over 100 years responding to market changes; proven product refined over many iterations; a calculation engine that is difficult to replicate; early mover advantage, and innovations planned to support customers through the renewable transition.

Projected metrics

Annualised revenue is projected to rise to \$11M by year 5. Multiple on Investor Capital 14.5X.

Product

Well established product ready to be enhanced and marketed with a clear innovation pathway

Team

Dedicated highly competent team working together for multiple years.

Innovation & Proprietary Technology

Energy Umpire continuously evaluates 14,000+ live retail plans across 60+ providers in real time. Our proprietary pricing engine—supported by a 2024 DEECA grant—navigates network-tariff complexity, time-of-use signals, and renewable matching to recommend and execute optimal plan switches automatically. Product innovation will focus on supporting the optimisation of batteries, PV, EV, gas to electricity conversion and the timing of discretionary applications.

Market Readiness and Business Model

Energy Umpire has demonstrated traction with strong early indicators of scale:

- More than 600 paying accounts across residential, SME and multi-site segments
- Consistent and recurring savings of 20-30% for customers
- Revenue already exceeds operating costs
- Scalable SaaS subscription model with strong unit economics
- Eligible for R&D tax incentives that reduce innovation costs by 42.5%

We are currently integrating with the Consumer Data Right (CDR) to enhance functionality and process efficiency. Automated energy switching is also in testing. This functionality, combined with regulatory tailwinds, positions us to scale nationally and beyond.

The Investment Opportunity

Seeking	\$3M AUD growth capital - single investor or syndicate
Returns	<ul style="list-style-type: none">• 71% projected IRR (excluding tax benefits)• \$174M+ projected valuation in 5 years• Initial \$3M multiplied 14.5X in 5 years• ARR \$11M by Year 5• Additional 20% tax offset + CGT exemption for qualified investors
Use of Funds	<ul style="list-style-type: none">• 44% Systems Development (CDR integration & automation)• 56% Marketing & Customer Growth (Online + Channel)

This investment will enable us to scale nationally, target 150,000+ customers within five years while delivering quantifiable social and environmental returns.

Next Steps

We would welcome the opportunity to present our detailed impact model and financial projections to your team. Thank you for considering Energy Umpire as a partner in driving cost savings, emissions reduction, and inclusive growth across Australia's energy system.

Yours sincerely,

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