



Simble

Simble 2019 AGM

Fadi Geha, Chief Executive Officer

ASX Code: SIS

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Simble in 2019: Improved economics to accelerate growth

- ✓ Simble Energy: Accelerating sales momentum, in particular in the UK
- ✓ Maturing partnerships to drive mainstream adoption
- ✓ Diversified product offering to deliver new revenue streams from H2
- ✓ Diligent fiscal policies in place
- ✓ Strong focus on operational excellence and resource allocation
- ✓ Strengthening sales pipeline

Cost savings identified

A\$2.8m

since June 2018

Customer base

↑ 2.6x

year-on-year

Net operating cash burn vs pcip

↓ 69%

approaching cash flow break-even

March Quarter growth

+67%

vs pcip

“Diligent implementation of fiscal policies has dramatically improved the economics of the Company and will stimulate our operational leverage going forward. We are on track to deliver revenue growth in FY19 for the first time since our pre-IPO restructure”

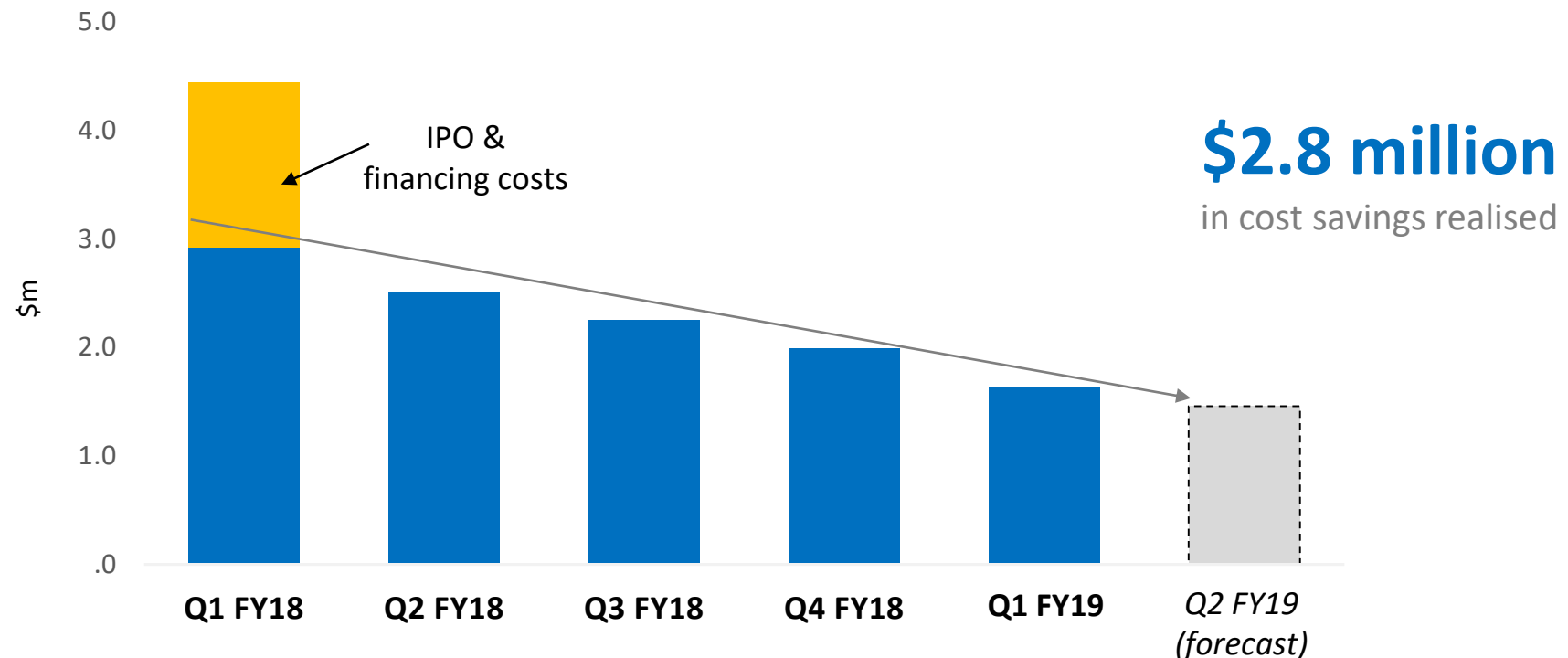
- Fadi Geha, CEO

Refined focus yields cost improvements

Significantly reduced gross costs since IPO due to implementation of our **Lean Operating Model**

Smarter resource allocation to **maximise synergies** in cash flow generating business units

Further improvements in cash flow to gradually reduce reliance on external funding





Simble

How Simble delivers value

Our footprint: In the right place at the right time

- ✓ Legislation drives demand for energy efficiency solutions
- ✓ New industry participants 'on the hunt' for value-added partners
- ✓ Strong industry tailwinds
- ✓ Customers demand transparency

LONDON OFFICE

- ✓ Power prices continue to rise
- ✓ Policies underway, creating opportunities
- ✓ Strong existing footprint presents opportunity to penetrate market rapidly

- ✓ Cost effective tech hub
- ✓ Scalable & flexible

R&D HUB DA NANG

CORPORATE HQ SYDNEY

Australia: Leveraging our core capabilities

The opportunity

- Over 2 **million SMEs** in need for **energy efficiency solutions**
- **Power prices continue to rise**, hurting businesses and households
- Complex multi-site Commercial & Industrial ('C&I') clients a key focus
- Energy retailers proactively seek **value-added solutions** for their customers
- Strong partner network with **ever growing** footprint
- Recently introduced **government grants available for submetering**
- Laser-focused for 2019 with significant pipeline



Foundation partners



UK: Genuine need for smart energy tech in a hot market

The opportunity

- Targeting the **energy broker** market in partnership with **BidEnergy**
- **Immediate access to 260k meters** via distribution partnership with UCR
- Up to **53 million smart meters** mandated for deployment
- Customers demand better service and more value from utility providers, energy brokers & other industry participants
- **Government funding available** for those who service the need
- **Seven-fold increase** in the number of companies required to comply with energy and carbon reporting legislation from 2019



Foundation partners



access to 260k meters



UCR Consultants



SMEs



Strategic partner

Simble Energy: At the intersection of technology, industry and people

Opportunities in the energy market

- Rising energy consumption and associated carbon emissions are a real threat to businesses, the economy and the environment
- Volatile power prices hurt businesses of all sizes
- Most businesses spend too much on energy without knowing it
- Companies miss out on potential profits by failing to optimise their energy consumption

We solve multiple problems utilising our core IP

- ✓ We offer end-to-end energy efficiency solutions that alleviate business risks, improve performance and reduce harmful and costly by-products in businesses and households
- ✓ Data is de-commoditising the global energy industry and we use this data to drive proactive change that will transform the industry at its core

"Over \$6 trillion of energy is traded annually.

Energy intelligence is a currency of the future and Simble's technology captures this value".

- Fadi Geha, CEO

Exciting Technology Multiple Markets



DCC APP (UK)

HOME APP (AUS)



SIMBLE LITE

BUSINESSAPP

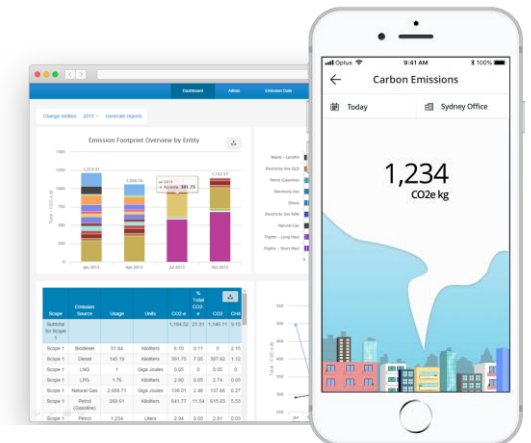


SIMBLE SENSE

SIMBLE SENSE + IoT



CARBON VIEW





Simble

Our Mission

Leveraging smart IoT solutions
we turn data into insight
and help shape a sustainable world

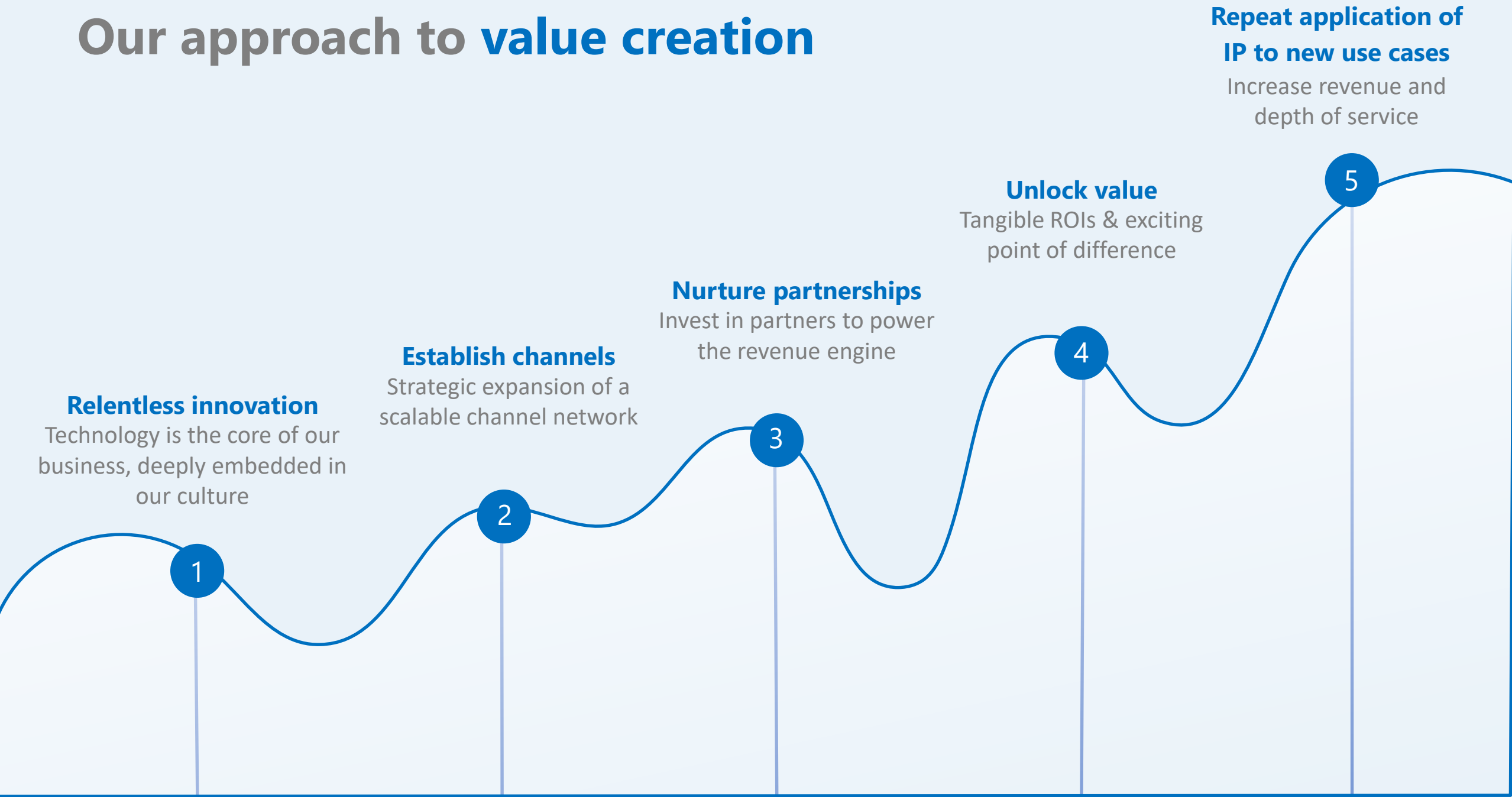
Big Data Analytics & IoT are the core of our IP

A potent enterprise blend of IoT and processing power.



We process and analyse
23.5 million
data points per day*

Our approach to value creation



What will **success** look like in **2019** and beyond?

Refined commercial model with **compelling economics**.

Focus on **attainable targets** whilst keeping an eye on **blue sky opportunities**.



Accelerate UK growth

Deeper market penetration via broad based rollout of our solution suites in commercial and domestic markets. Smart and nimble execution of our growth strategy.



Unlock value from strategic partnerships

Focus on the most profitable partnerships to unlock value and fuel customer demand. Cross-sell products and allocate resources to drive our revenue engine.



Innovation recognition

Invest in our core capabilities to solve real world problems and validate technology with government grants. Up to £2.5m+ in potential grant funding applied for.



Open up new markets

Leverage existing partnerships to grow presence in markets “ripe for disruption”. Explore new verticals and geographies and *move fast* when the time is right.



Simble

**ENERGY
RE-IMAGINED.**



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