

Simble Solutions Limited (ASX:SIS)

Share Purchase Plan

February 2020

Share Purchase Plan: Summary of Offer

The Share Purchase Plan

- Opening Date: Thursday 13 February, 2020
- Closing Date: Friday 6 March, 2020
- Maximum offer of 50,803,325 shares (30% of issued share capital)
- Issue price \$0.016 per share
- Maximum amount to be raised \$812,853
- Shareholders are able to invest between \$1,000 and \$30,000
- Open to shareholders in Australia, New Zealand, Hong Kong, United Kingdom and USA
- Directors and management who are eligible, intend to participate in the Plan

The Company

ASX Code	SIS
Ordinary Shares	
• Quoted	150,249,871
• Restricted securities	19,094,546
Total Issued Share Capital	169,344,417

Shareholders	SIS
Velasco S.A.	19.7%
Fadi Geha	8.5%
Top 20 Shareholders	50.3%
No. of Security Holders	720

Simble Capital Raising: In Context

Recent capital raising and planning

- Company has invested heavily since IPO in market business development and R&D
- This has necessitated several funding rounds while revenue opportunities have progressed
- Board identified capital requirements in Q3 2019 to retire historic debt and fund turnaround plan
 - Placement of \$1.1m announced in November 2019
 - Placement of \$0.28m and intended rights issue announced in December 2019
- Rights issue replaced by SPP due to cost and timing concerns
- Opportunity for all existing shareholders:
 - to support the Company
 - to acquire sizeable parcels at current market valuation

SPP use of funds – a key component of the turnaround

- Retire legacy liabilities by June 2020 to ensure single point of focus on reducing operating cash burn
- Support focused sales execution and initiatives to increase revenue

Simble: What We Do



WHAT WE DO:

Energy software solutions available as entry-level applications or as premium hardware bundles supporting live data collection for energy consumers. Allows businesses to understand their usage and reduce energy consumption remotely using IoT technology.

KEY FEATURES:

Circuit Level Monitoring | Data Analytics | Monitor & Control
Measure & Verify | Multi Site Comparison | Reporting

DOMESTIC



SME



LARGE | INDUSTRIAL | MULTISITE



ENTERPRISE



SIMBLE HOME+ DCC APP

Residential Energy App,
connects to smart meters
as well as energy sub-
meters



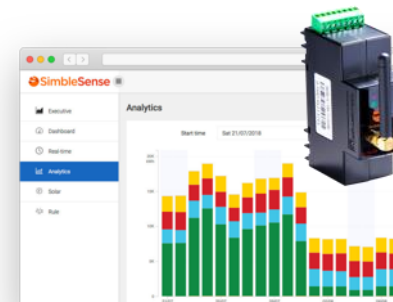
SIMBLE CONNECT

Business Energy App,
entry-level solution



SIMBLE SENSE + IoT

Business Energy Platform,
Feature-rich with hardware



CARBON VIEW

Carbon Accounting & Management
Platform for business



Simble: Where We Operate

SIMBLE ENERGY

Commercial & residential energy management software solutions



SimbleDCC



SimbleSense



SimbleConnect



CarbonView

AUS

Targeting energy suppliers, LED Lighting companies and energy service providers to offer the solution to their SME & enterprise customers

Strategic partnership with Wattwatchers to offer “bundled” hardware & software solution

ARENA Project to launch in March 2020

Over 500 active Wattwatchers meters installed with SimbleSense

UK

Focused on LED Lighting companies and energy service providers

Over 100 active Wattwatchers meters installed with SimbleSense

Strategic partnerships with Powercor, UCR Consultants, G.A. Harpers & Utiligroup

Delayed Rollout of Smart Meters has meant a reduction of focus on DCC App model



Turnaround Plan: Initiatives to meet the challenge

Recent delays in expected revenues coupled with high fixed costs have been addressed by:

Refocused revenue generation

- Focus on growing the revenue streams in Australia
- Focus on maximising existing revenue sources in the UK
- Prudent financial management while the pipeline of opportunities are converted

Operational realignments

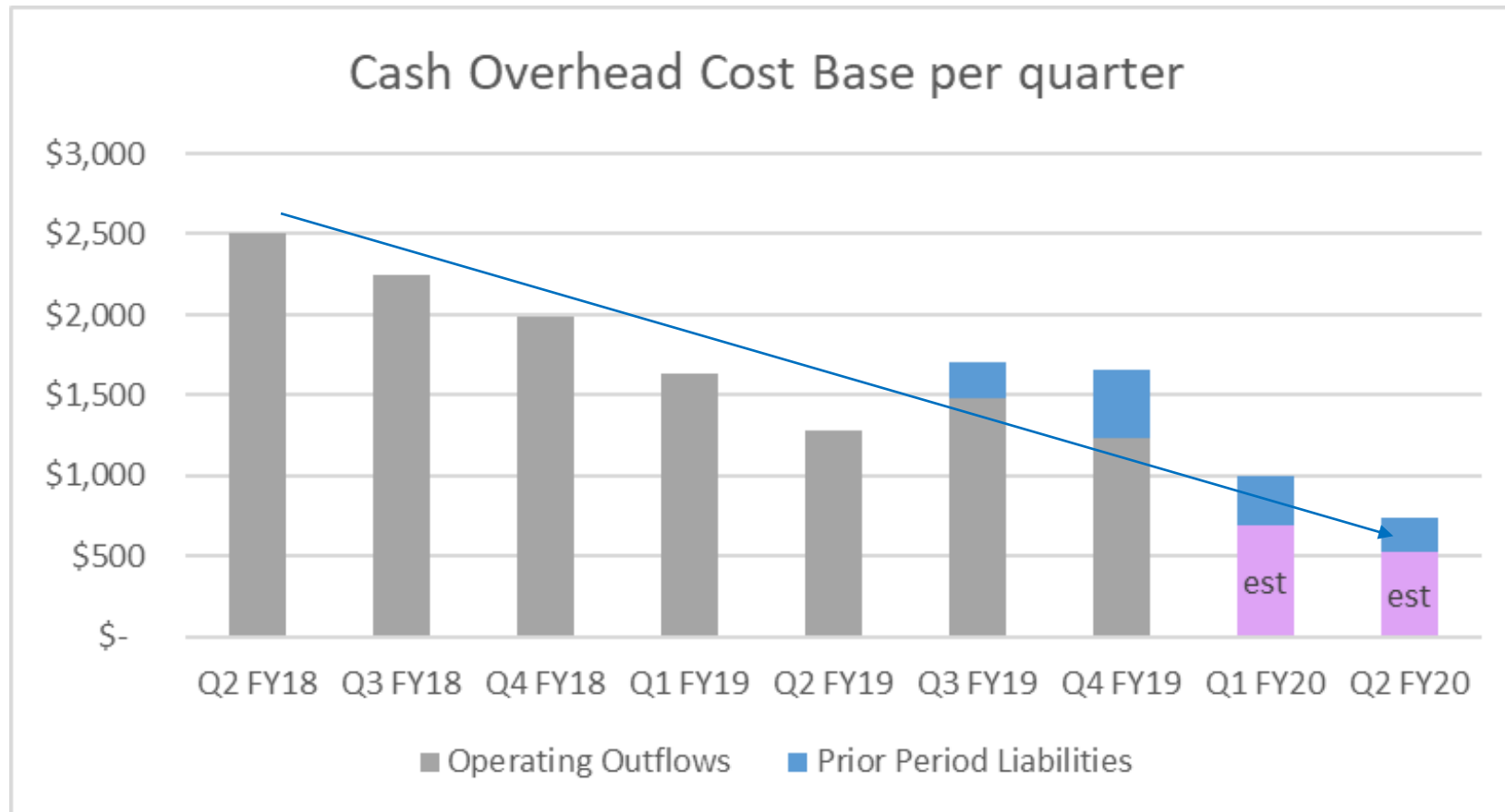
- Implement low cost business development measures
- Non-core asset sales being considered

Substantial cost cutting

- Ongoing cost management
- Minimise corporate overhead
- Operating burn at substantially lower levels than 12 months ago

Turnaround Plan Objective: Cashflow Break-even

- Significantly reduce cash overhead cost base of company (incl R&D) to \$0.5m per quarter from mid-2020
- This aligns cost base with existing revenues (FY19 revenue guidance of \$2.2m to \$2.4m unaudited)
- On-track for **cashflow break-even** with execution of current pipeline opportunities



Growth Plan: Immediate Opportunities

Improvement in Sales Pipeline and conversion of customers

- **ARENA** Project participation raises profile of Simble's capability in the Residential market and validates Simble's value proposition in partnership with **Wattwatchers**
- Expanding rollout with existing Australian partners such as **Energy and Carbon Solutions** whose customers now include:
 - Harvey Norman, Downer, Souths Juniors, Pepe's Ducks, ..
- Expanding rollout with existing UK partners:
 - **Powercor** whose customers include:
 - Ferrero Rocher, Thornton's, London Transport – RATP Dev
 - **G A Harper** whose customers include:
 - BlueWater Shopping Centre
- Developing partnership in UK with **Sylvania Lighting** which could become a significant “Take to Market” Partner for the SimbleSense Platform in UK
- Other developing partnerships yet to be announced in Australia

Growth Plan: The Medium Term



Continue to grow AU market

Further focus on revenue generating opportunities on the profitable Simble Energy suites in commercial and domestic markets including the CarbonView solution



Continue to operate a lean structure

Focus on the most profitable partnerships to unlock value and fuel customer demand. Maintain rigour on lean operating model while growing the top line in key segments



Support key partners in UK

Leverage existing partnerships In the UK to achieve scalable revenue growth in markets ready for our solutions. LED Lighting Partners are successfully targeting their C&I clients and continue to deliver profitable revenue



Achieve positive cashflow status

Through a combination of top line growth and the lean operating model, Simble will become a sustainable cashflow positive SAAS business with a brighter future

The Macro Environment: Highly Favourable

Investment

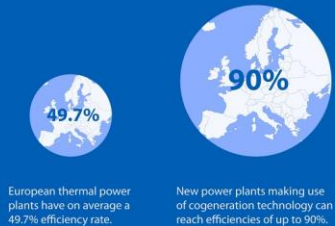
Climate risk should be integral to business: Report

BY ELIZA BAVIN | THURSDAY, 6 FEB 2020 @ 11:40AM

Companies increasingly need to understand climate change risks affecting their businesses if they wish to remain competitive, according to the Governance Institute of Australia.

Governance Institute chief executive Megan Motto said it found that nine in 10 Australians want governments and organisations to take action on climate change.

Energy Efficiency First!



Source: European Environmental Agency

"Energy efficiency first" is the guiding principle for the EU's energy strategy.

It is the acknowledgement that energy efficiency is the primary fuel for the EU's energy needs.

151

UK foreign minister urges Australia to strive for net zero emissions by 2050

Dominic Raab calls on government to work with other countries to cut carbon pollution, saying Britain wants a 'step change' in international response to climate crisis



2020 a tipping point for investing in sustainability

6 February 2020 by Industry Expert
0 Comments



In many ways, 2019 was a year that confounded expectations. It was a year of very weak economic growth, a year of earnings downgrades across the market, a year with a high degree of political uncertainty, and a year that saw a power struggle between the world's two biggest economies via a trade war.

And yet, the moves from the US Federal Reserve earlier in 2019 to lower the risk-



SPP: Why Participate?

Macro environment is in our favour

- Energy efficiency and energy management are key topics for 2020 and beyond
- Growing need for understanding and interpreting Energy and IoT data.
- Businesses are launching their Carbon Zero journeys
- Climate change focus and regulatory response – doing nothing is no longer acceptable
- **Energy Intelligence is the currency of the future**

Our competitive advantage

- World class software, built to scale on Amazon Web Services
- 28M+ data points processed per day and counting
- Validation by local and global partnerships in the energy and LED lighting sectors
 - ARENA, Wattwatchers and UCR Consultants
 - Signify, Sylvania Lighting, Powercor and G A Harper
- Strong customer base ensures growing recurring revenues
- Very lean cost structure moving forward
- Global market opportunities still in sight
- **Least demanding valuation vs other ASX peers**

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