



Simble Solutions Limited (ASX:SIS) | ASX Announcement 13 November 2020

Simble Solutions signs reseller agreement with Harvey Norman Commercial Division

Key Highlights

- Signed agreement with Harvey Norman's largest franchisee, Harvey Norman Commercial Division (HNCD) to promote and sell SimbleHome App and associated third party energy IoT devices into commercial and residential development projects throughout ACT and NSW
- Simble to establish a demonstration facility at HNCD's Showroom in NSW
- The agreement accelerates Simble's commercialisation of its SimbleHome App and will allow Simble to leverage HNCD's extensive sales network
- Potential to engage with Harvey Norman's Commercial Franchises in other states, giving Simble additional and extensive Australia-wide commercial possibilities
- Simble's state-of-the-art SimbleHome App allows households to easily analyse and track their energy consumption, helping them to identify opportunities for cost and energy savings
- The SimbleHome App connects with third party energy IoT devices and is available for Australian residential customers.

Sydney, 13 November 2020: **Smart energy Software-as-a-Service (SaaS) company Simble Solutions Limited (ASX:SIS)** ('Simble' or 'the Company') is pleased to announce that it has signed a marketing and reseller agreement with Harvey Norman Commercial Division (HNCD), the largest franchisee of **Harvey Norman Holdings Limited** (ASX: HVN).

HNCD provides an extensive selection of brand-name products to builders, developers, architects and designers. HNCD has offices, showrooms and warehouse facilities in Sydney, the Central Coast, Nowra and Canberra.

Under the agreement, HNCD will promote and sell the SimbleHome App with associated energy IoT devices into commercial and residential development projects throughout ACT and NSW. The agreement is for an initial term of 36 months with the option to extend for an additional 24 months.

To help drive sales, Simble will establish a demonstration facility at HNCD's showroom at Taren Point in NSW and provide training and engineering support to HNCD's personnel. HNCD will promote Simble's platform and products to developers of major residential and commercial projects.

Simble and HNCD are currently identifying developers for launch projects.

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The SimbleHome App allows households to easily analyse and track their energy consumption, helping them to identify opportunities for cost and energy savings. It also incorporates solar generation information and integrates with non-energy related sensors such as humidity and temperature sensors. The SimbleHome App connects with energy IoT devices and is available for Australian residential customers.

Simble has ramped up its commercialisation efforts in recent months. The agreement with HNCD closely follows a deepening of the Company's collaboration with Australian property group Mirvac (ASX: MGR) via a new project Mirvac is building alongside the banks of the Georges Rivers in southwest Sydney. Mirvac will offer the SimbleHome App with associated energy IoT devices to customers of its new Georges Cove Residences.

Simble also continues to invest in improving the SimbleHome App and is currently working on a direct to consumer offer with a buy now pay later payment plan. The Company expects to launch this offer before the end of this month.

Harvey Norman (ASX: HVN) is Australia's largest retailer of furniture and household appliances. It operates internationally in New Zealand, Europe and South East Asia and has a market cap of \$5.45 billion.

Simble Founder & Executive Director, Fadi Geha, said: "We are delighted to have further strengthened our distribution capability and reach through this strategic partnership with Harvey Norman Commercial Division. Through this partnership, we expect a significant increase in our pipeline of residential project customers and we look forward to building on that partnership into the future."

HNCD's Principal, Alan Stephenson said: "Harvey Norman enjoys a strong market share and a strong customer base supported by an extensive and experienced sales and marketing team. We see increasing demand from customers for smart energy solutions and this partnership with Simble will allow us to enhance our reputation for supplying and supporting our clients."

Ends

This announcement has been authorised by the Board of Simble Solutions Limited

About Simble

Simble Solutions Limited (ASX: SIS) is an Australian software company focused on energy management and Internet of Things (IoT) solutions.

The Simble Energy Platform or 'SimbleSense' is an integrated hardware and real-time software solution that enables businesses to visualise, control and monetise their energy systems. The Company's Software as a Service (SaaS) platform has IoT capabilities and empowers enterprises and consumers to remotely automate energy savings opportunities to reduce their energy bill.

Simble operates across all segments from Commercial & Industrial, through to Small to Medium Sized Enterprises (SME) and the residential market and targets the distribution of its platform

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through channel partners. Simble has an international presence with offices in Sydney (Australia), London (UK) and Da Nang (Vietnam).

To learn more please visit: simblegroup.com

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