



# Simble signs 3-year contract with solar energy provider Juice Capital

29 April 2021

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## Key Highlights

- Simble signs 3-year agreement with leading solar energy provider Juice Capital to provide solar and energy metering software platform and apps coupled with third party energy IoT devices.
- Under the agreement Juice will on-board all future customers across its two business units, Juice Capital Energy and subsidiary Horan & Bird, to the SimbleSense platform, and the SimbleHome App where applicable, to provide data analytics and insights across all market segments.
- Rollout of the solution to commence immediately across Juice's 100+ existing commercial & industrial PPA customer sites providing immediate SaaS revenues, with opportunity for expansion.
- Minimum commitments for onboarding software and services under the contract in excess of \$50k.
- Revenue from bundled SaaS subscription and hardware sales will continue as Juice deploys to its commercial & industrial, and residential customer base. Orders for new customers in excess of \$20k already received.

Sydney, 29 April 2021: **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 three year SaaS and energy IoT agreement with Juice Capital Pty Limited ('Juice').

Juice finances, builds, owns and operates commercial solar PV systems across Australia and provides bespoke funding solutions, including power purchase agreements (PPA's), to solar professionals, business & property owners, and property developers & embedded network operators. Juice is one of Australia's largest renewable energy funds having recently merged with Horan & Bird. Historically, Horan & Bird has installed over 150 MW of solar, comprised of over 26,000 solar PV systems and has onboarded in excess of 1,000 residential customers per year.



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Under the terms of the agreement, Juice will deploy the SimbleSense platform and related Apps across their commercial & industrial, SME and residential customers. SaaS revenues will commence immediately with the deployment to over 100 existing Juice Capital PPA customers.

Further SaaS revenues will be generated from SimbleHome subscriptions for the growing residential customer base and SimbleSense subscriptions for new commercial & industrial customers. Hardware revenues will also be generated from the sale of third party IoT devices for energy and solar metering purposes.

**Simble CEO, Ronen Ghosh, said:** “We’re delighted to announce this contract with Juice Capital which represents a further validation of our SimbleEnergy suite of SaaS solutions. The agreement is a significant win for our business and marks our first major contract with a solar and renewable energy provider.

Simble is excited to be partnering with Juice and opening a new distribution opportunity leveraging the fast growing and environmentally sustainable solar energy sector.

The increasing requirement to understand the overlap between energy usage and solar generation capability is driving strong momentum for our business and we look forward to working with Juice Capital to help expand their customer reach and increase engagement on energy intelligence.”

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



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### About Simble

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

The Simble Energy Business Unit includes the SimbleSense and CarbonView software platforms. SimbleSense is an integrated hardware and real-time software solution that enables businesses to visualise, control and monetise their energy systems. CarbonView is an enterprise grade Carbon and Sustainability Reporting platform that allows companies to measure and reduce their carbon emissions and also meet their carbon reporting obligations.

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 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](https://simblegroup.com)

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