



Simble

Investor Presentation

ASX Code: SIS

July 2021

SIMBLE: BUSINESS OVERVIEW

World-class software to help businesses improve their energy efficiency and reduce their carbon footprint



Carbon Measurement & Accounting Software

Monitor and report carbon emissions



Energy Intelligence & Monitoring Suite

Visualise, analyse, control and automate energy usage



SIMBLE ENERGY SUITE



Business Productivity Suite

Workforce mobile apps



SIMBLE ENERGY: SAAS SOFTWARE FOR THE NET ZERO ECONOMY

Simple Energy suite of SAAS solutions – SimpleSense and CarbonView – two platforms that together can enable businesses to measure, monitor and reduce energy spend as well as measure, monitor and report on their carbon emissions



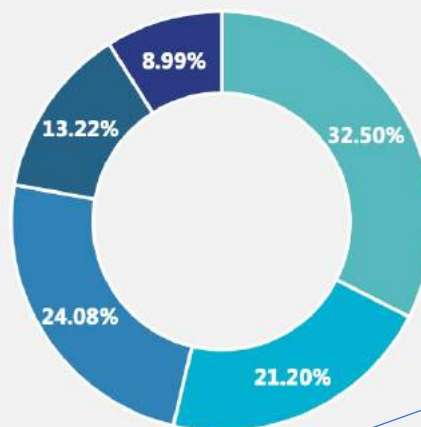
Carbon Measurement & Accounting Software

Monitor and report carbon emissions



CARBON MANAGEMENT SYSTEM MARKET

Revenue Share (%), by Application, 2020



- Energy
- Greenhouse Gas Management
- Air Quality Management
- Sustainability
- Other Applications



Energy Intelligence & Monitoring Suite

Visualise, analyse, control and automate energy usage



* SOURCE: Mordor Intelligence Report: **GLOBAL CARBON MANAGEMENT SYSTEM MARKET (2021-2026)**

INTRODUCING CARBONVIEW V5.0



LEADERSHIP IN CARBON MANAGEMENT
Measure, analyse, reduce & offset your carbon footprint

CARBONVIEW: SOFTWARE FOR THE NET ZERO ERA

CarbonView is a SAAS platform enabling businesses to measure, monitor and report on their carbon emissions as global regulations emerge mandating this, and as customers and stakeholders of every business demand reporting on their paths to carbon zero

- **Simble announces a renewed focus on the recently upgraded *CarbonView 5.0* SaaS Platform**
- *CarbonView* is a mature and scalable software suite first released as V1.0 in 2009
- Implemented at over 100 sites by clients large and small including Macquarie Group and Bayer Pharmaceuticals in Australia and David Brown Group in UK
- Substantial growth opportunities as carbon reporting laws roll-out, and companies face increasing carbon reporting obligations
- Global carbon management system market was valued at USD 11 billion in 2020, and it is projected to be worth **USD 20 billion** by 2026*
- *CarbonView* is sold direct to customers, as well as via channel partners and will soon be sold via a dedicated e-commerce enabled website

* SOURCE: Mordor Intelligence Report: **GLOBAL CARBON MANAGEMENT SYSTEM MARKET (2021-2026)**

CARBONVIEW: INCREASED FOCUS & INVESTMENT

Simble has immediate plans to ramp-up investment in sales and marketing initiatives to generate additional revenues – direct sales, channel partners and e-commerce website

Sales & Marketing activities ramping up:

- New e-commerce enabled website to be released in September 2021
- Additional distribution channels to be launched
- Marketing and lead generation via social media campaigns
- Increased sales and go-to-market headcount investment in Australia and UK

Suitable for SMEs as well as large corporate clients:

- Initially targeting Australia, NZ and UK
- Then Europe with North America to follow soon after

Recent Customer wins:

- A2EP and NSW dairy farms
- David Brown Limited



CARBONVIEW: PLATFORM FEATURES AND CAPABILITY

Efficient data capture

- Global standards (NGER, GHG Protocol, DEFRA, etc)
- Customisable metrics and emission sources
- Bulk data upload

Interactive & dynamic reporting

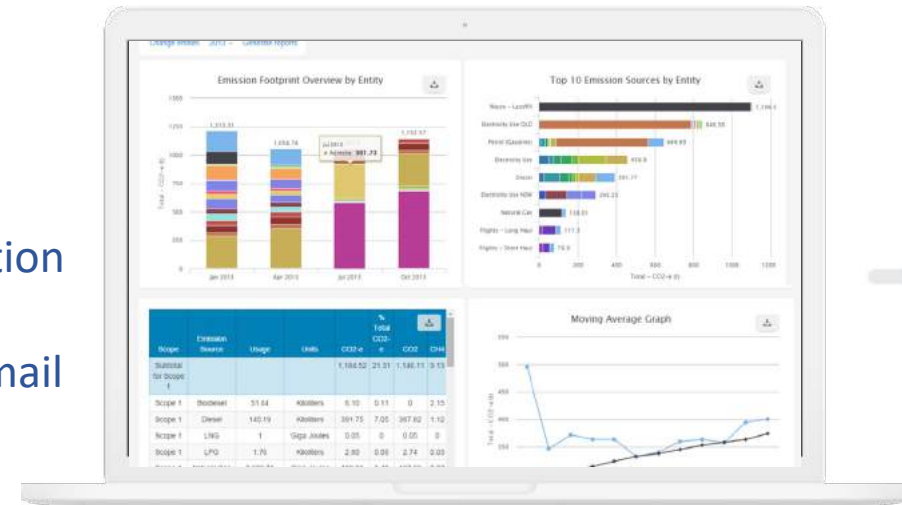
- Automated standard reporting with real-time calculation
- Dynamic dashboards tailored to user profiles
- Efficient distribution – publish, export, schedule or email reports

Benchmark & manage performance

- Target setting to create carbon abatement and energy efficiency projects
- Visibility across the enterprise or throughout the supply chain
- Track performance against defined targets to drive ROI

Compliance & user friendly

- Strong security capabilities & data privacy
- Multilingual capabilities
- Robust auditability for compliance reporting



REPORTING

- Standard reports (Ad-hoc)
- Custom reports (Ad-hoc)
- Scheduled reports



SIMBLE: OUR VALUE PROPOSITION

Macro environment is in our favour

- Carbon management, energy efficiency and energy management are key topics for 2021 and beyond
- Growing need for understanding and interpreting energy and carbon data
- Businesses are launching their Net Zero journeys
- Climate change focus and regulatory response – doing nothing is no longer acceptable
- Distributed renewable energy growth
- Energy Intelligence is the currency of the future

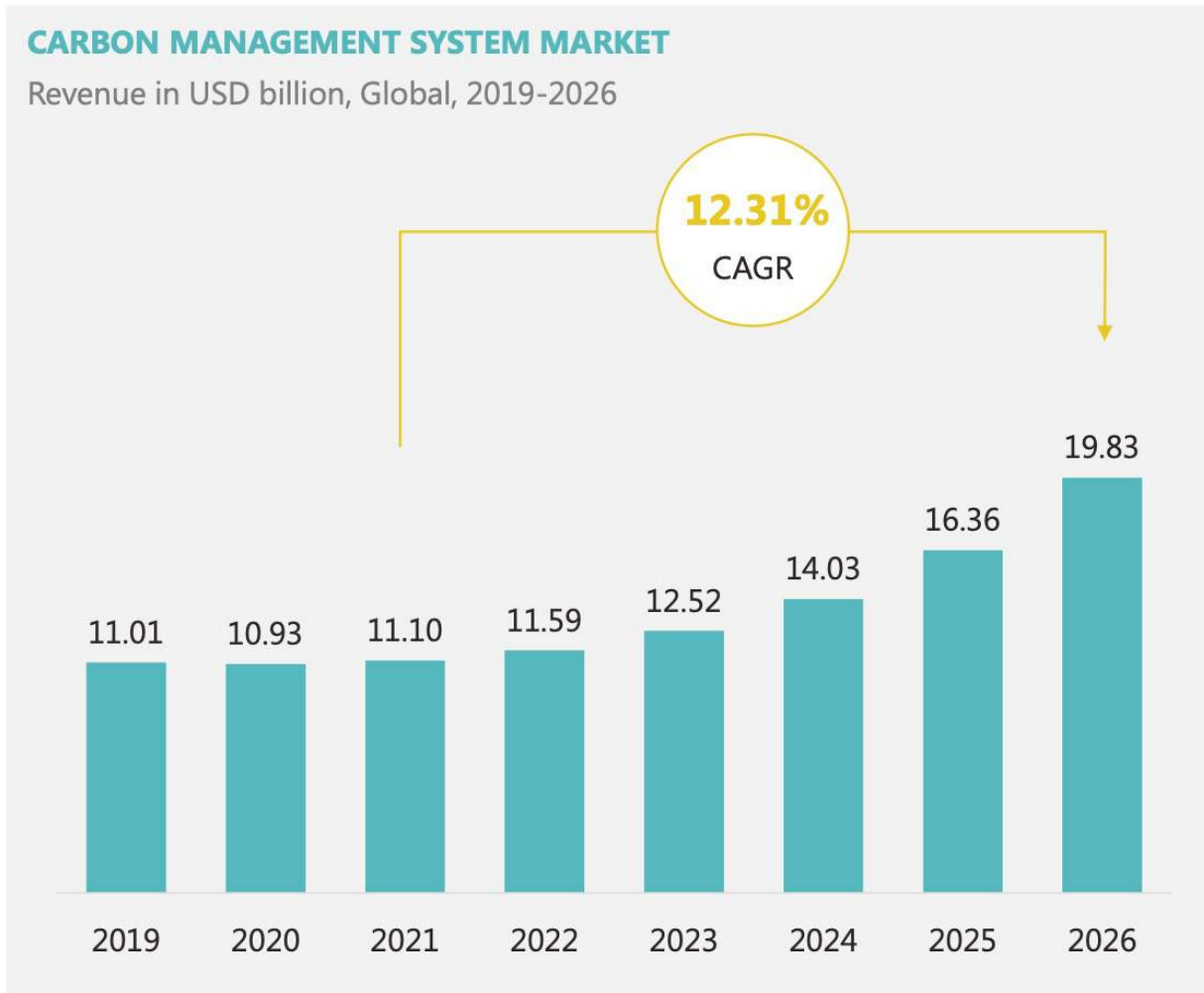
Our competitive advantage

- World class software, built to scale on Amazon Web Services
- 15M+ data points processed per day and counting
- Validation by local and global partnerships in across multiple industry sectors
- Growing and strong customer base ensures growing recurring revenues
- Global market opportunities still in sight

“ It is within our power to build a future of renewable energy and green infrastructure that protects people and planet and ensures prosperity for us all”

- Antonio Guterres, UN Secretary General

CARBON MANAGEMENT SAAS MARKET: AN OVERVIEW



SOURCE: Mordor Intelligence

* SOURCE: Mordor Intelligence Report: **GLOBAL CARBON MANAGEMENT SYSTEM MARKET (2021-2026)**

Simple Solutions Commercial in Confidence July 2021

The carbon management system market was valued at USD 10.93 billion in 2020, and it is projected to be worth **USD 19.83 billion** by 2026, registering a **CAGR of 12.31%** during 2021-2026

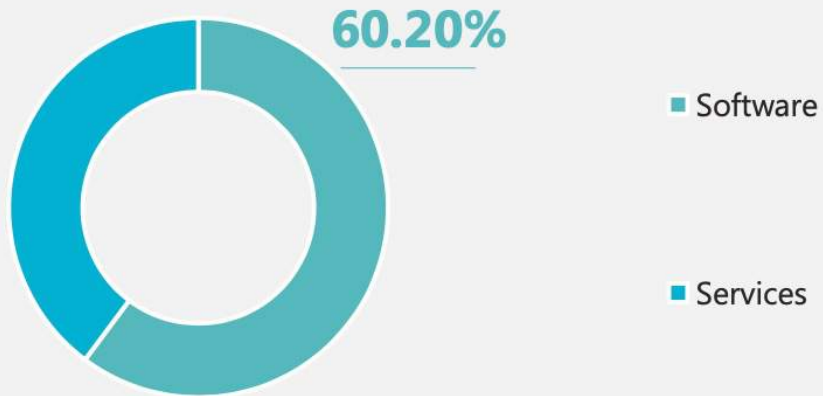
At the 2019 Climate Action Summit, almost 75 countries pledged to deliver a net-zero emissions strategy for 2050 by the end of 2020. About 47 least developed countries have pledged to deliver net-zero greenhouse gases (GHG) emissions strategy by 2050.

The aim to achieve net-zero GHG emissions was aided by a combined investment of USD 2.3 trillion and asset owners controlling assets worth over USD 2 trillion by both governments and private sectors, including businesses.

CARBON MANAGEMENT SAAS MARKET: AN OVERVIEW

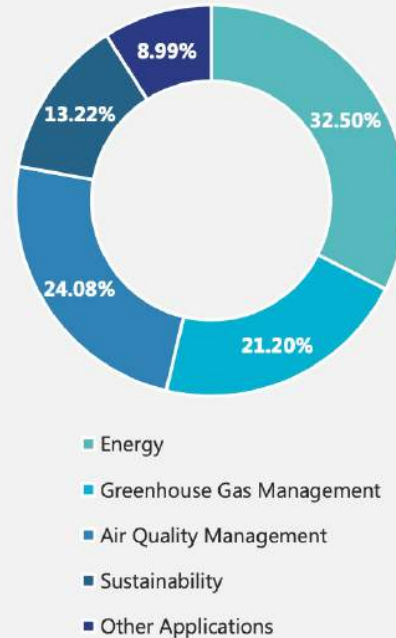
CARBON MANAGEMENT SYSTEM MARKET

Revenue Share (%), by Offering, Global, 2020



CARBON MANAGEMENT SYSTEM MARKET

Revenue Share (%), by Application, 2020

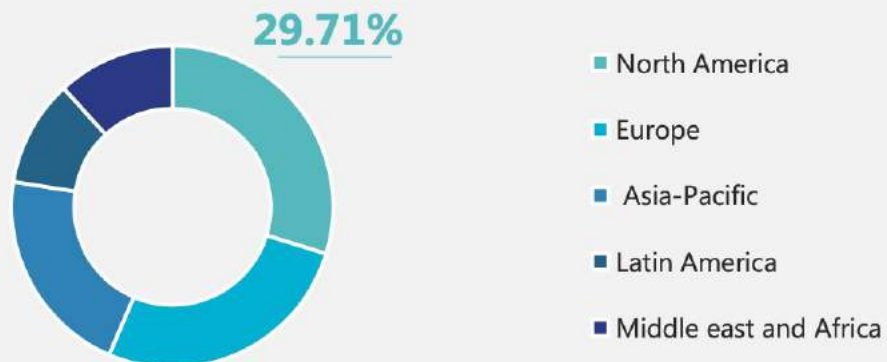


The software segment accounted for the largest market share, being 60.20% in 2020.

By application, energy accounted for the largest market share of 32.50% in 2020. Sustainability is expected to witness the highest CAGR of 12.58% over the forecast period.

CARBON MANAGEMENT SYSTEM MARKET

Revenue Share (%), by Geography, Global, 2020



The North American region accounted for a share of 29.71% of the market studied in 2020. The Asia-Pacific region is expected to witness the fastest growth, recording a CAGR of 12.62% over the forecast period.

* SOURCE: Mordor Intelligence Report: **GLOBAL CARBON MANAGEMENT SYSTEM MARKET (2021-2026)**

WHY COMPANIES ARE ADOPTING CARBON MANAGEMENT

The first step on the sustainability is measurement and reporting – Create a baseline for your business and address the growing obligation (from regulators and stakeholders) for transparent carbon emissions reporting*

Protect and improve your company's reputation – Build trust through transparency and respond to rising environmental concern among the public*

Boost your competitive advantage – Gain a competitive edge when it comes to performance on the stock market, access to capital and winning tenders*

Get ahead of regulation – Prepare your business for mandatory environmental reporting rules in your jurisdiction

Uncover risks and opportunities – Identify emerging environmental risks and opportunities that would otherwise be overlooked, to inform data-driven strategy

Measurement and Reporting followed by Disclosure are essential to drive environmental action!!

**Carbon Disclosure Project – 2021*

CARBONVIEW & SIMBLESENSE: A CASE STUDY

The first step on the sustainability journey is measurement and reporting – 10 dairy farms across NSW will use:

1. CarbonView for carbon reporting and
2. SimbleSense and third party IoT devices for energy metering and intelligence

Boost your competitive advantage and get ahead of regulation – The dairy farms are working with NSW DPIE, A2EP and Simble as part of a program to build trust through transparency and respond to rising environmental concern among the public and improve their brand image and lower costs

Uncover risks and opportunities – Identify emerging environmental risks and opportunities that would otherwise be overlooked, to inform data-driven strategy



Simble smart monitoring for ten on-farm energy productivity pilots

22 February 2021



The Australian Alliance for Energy Productivity (A2EP) has contracted [Simble Solutions](#) to deploy its monitoring products and services to ten agricultural sites as part of a project funded by the New South Wales Government.



The SimbleSense energy monitoring and CarbonView emissions reporting platforms with Internet of Things (IoT) meters will be implemented at ten sites selected by the NSW Department of Primary Industries (DPI) through its Energy Efficiency Solutions program. These pilot projects form a batch of ten studies to assess technical and commercial feasibility. The sites will test a range of innovative on-farm energy productivity improvements including flow batteries, advanced chillers and load management. A2EP is providing support to the pilot proponents and the Department of Primary Industries.

The Simble products are a critical element for the measurement and evaluation of impact and success. Information collected by the Simble platforms will be available to the participating farms in real time and to A2EP for a whole-of-project view as it supports the proponents and DPI during implementation.

"In these projects the Simble products will help to demonstrate the success of the energy productivity pilot projects and help the farm managers use their energy in a smarter way to save money and reduce emissions," said Jarrod Leak, CEO of A2EP.

A2EP and Simble Media Release – Feb 2021

SIMBLESENSE & CARBONVIEW: A CASE STUDY

The first step on the sustainability journey is **measurement and reporting** – DB Santasalo Australia (a subsidiary of David Brown Limited) implemented the SimbleSense and third party IoT devices for energy metering and intelligence at one of their Australian sites, via our partner, Energy & Carbon Solutions Pty Ltd

Boost your competitive advantage – DB Santasalo identified significant energy savings opportunities through the initiative and are now looking to expand the deployment of SimbleSense to other sites

Get ahead of regulation and Uncover risks and opportunities – Following a formal evaluation process, CarbonView was then selected as the company's global carbon emissions reporting platform across 27 locations in 18 countries



David Brown Santasalo



**Simble Solutions Limited (ASX:SIS) | ASX Announcement
09 February 2021**

Simble Solutions signs 3-year contract with UK manufacturer David Brown Group Limited for the CarbonView platform, increasing energy division ARR by over 10%

Key Highlights

- Simble signs 3-year agreement with leading UK mechanical power transmission company for an enterprise-wide rollout of the CarbonView Sustainability & Carbon Management Platform.
- Total contract value of £112k (A\$200K).
- SaaS revenues will increase current energy division annualised recurring revenue (ARR) by 12%
- CarbonView to be implemented as the client's standardised carbon reporting platform globally with multi country rollout across all sites including, UK, US, China, Russia, Germany and Australia

Simble ASX Release – Feb 2021

CARBONVIEW: A SELECTION OF CUSTOMERS



A large, stylized blue wave graphic that flows from the top right towards the bottom left, partially overlapping the text area.

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