



Simble

Simble Solutions Limited Webinar

ASX Code: SIS

September 2021

RONEN GHOSH - CEO

FADI GEHA – FOUNDER & EXEC DIRECTOR

CORPORATE SNAPSHOT

- Simble's suite of Software-as-a-Service products allow companies and end users to measure, report and reduce their carbon emissions as well as monitor, control and optimise their energy consumption.
- Well positioned to help customers fulfil Carbon Measurement as part of broader ESG obligations.
- Global presence with operations in Australia, UK and SE Asia.
- Multi-pillar growth strategy with market focus on Australia and UK SMEs and Commercial / Industrial Clients.

BOARD OF DIRECTORS



Ben Loiterton – Chair



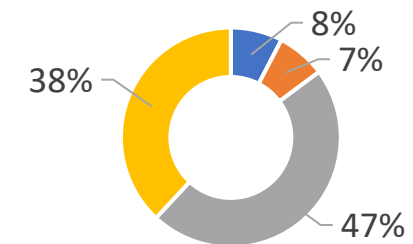
Darryl Flukes – Non-Executive Director



Fadi Geha – Executive Director & Founder

ASX Symbol	SIS
Ordinary Shares	336,971,192
Options	
Unlisted Options	50,539,803
Listed Options	24,205,256
LTI - Options	15,000,000
Total	89,745,059
Market Capitalisation	\$8.5 million
Share Price	\$0.025
Top 20 Shareholders	61%
Top 5 Shareholders	31%

Shareholder Analysis



■ Directors & Management
 ■ UK Partner
■ Remaining Top 20
 ■ Balance

OUR PRESENCE: GLOBAL CAPABILITY



**Energy
Visualisation**



**Sustainability
Solutions**



**Internet of
Things**



**Machine
Learning**



**Big Data
Analytics**

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

**LONDON
OFFICE**

- ✓ Renewable energy and energy efficiency projects
- ✓ Net Zero is on the rise
- ✓ Policies underway, creating opportunities
- ✓ Strong existing footprint presents opportunity to further penetrate market and scale

- ✓ Scalable & flexible tech hub in Silicon Valley of Southeast Asia (Vietnam) with extra capability through outsource development partner in Sri Lanka

**R&D HUB
VIETNAM & SRI LANKA**

**CORPORATE HQ
SYDNEY**

SIMBLE: BUSINESS OVERVIEW



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



Carbon Measurement & Accounting Software

Measure, Monitor and Report
Carbon Emissions



Energy Intelligence & Monitoring Software

Visualise, Analyse, Control
and Automate Energy Usage



SIMBLE ENERGY SUITE



Business Productivity Suite

Workforce
Mobile Apps



SIMBLE ENERGY: SAAS FOR THE NET ZERO ECONOMY



Scalable platforms that address the growing global mandate to measure and reduce energy usage & carbon emissions



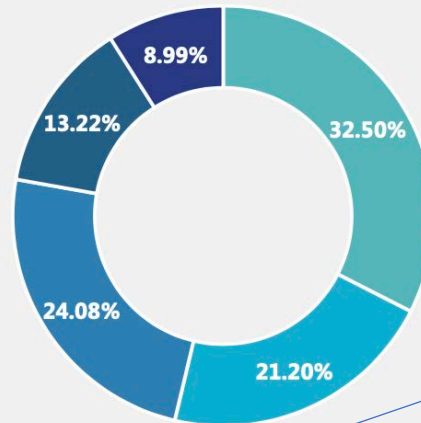
Carbon Measurement & Accounting Software

Measure, 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 Software

Visualise, Analyse, Control and Automate Energy Usage



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

A SELECTION OF PARTNERS & END USE CUSTOMERS



CHANNEL PARTNERS / RESELLERS



END USE CUSTOMERS



AUSTRALIA: LEVERAGING OUR CORE CAPABILITIES IN ENERGY & CARBON REPORTING

THE OPPORTUNITY

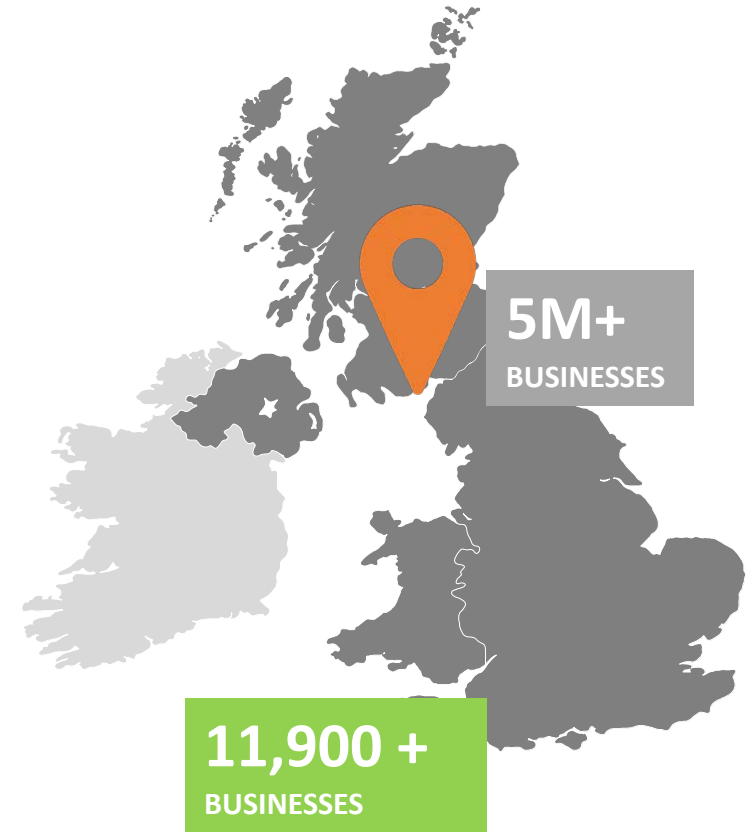
- Over **2 million SMEs** in need of **energy efficiency and carbon reduction solutions**
- **>2500** large emitting **companies** have to report under the Government mandated **NGERS Reporting**
- Increasing number of businesses have a need for **Net Zero and Carbon Measurement (Voluntary Reporting)**
- Strong existing energy partner network with **further growth potential**
- **Solar Energy retailers** proactively seeking **value-added solutions** for their customers



UK: STRONG NEED FOR SMART ENERGY & CARBON TECH IN A LARGE MARKET

THE OPPORTUNITY

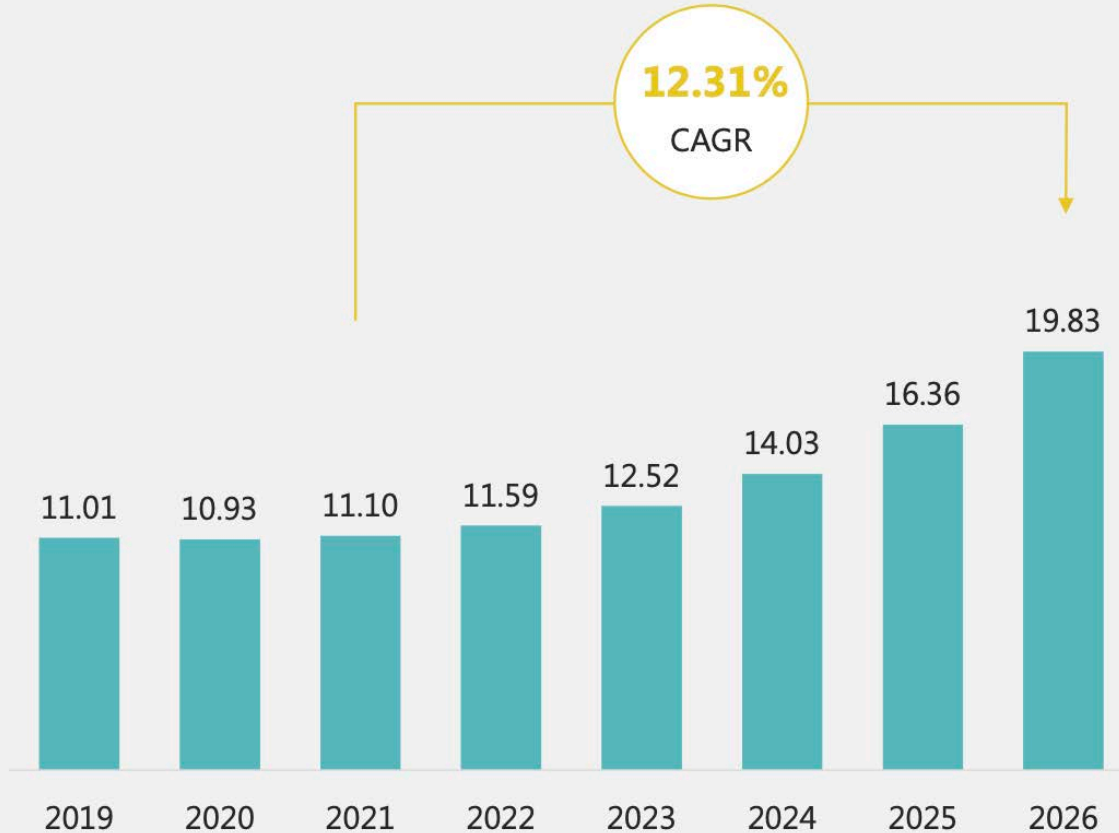
- **11,900 businesses** now have to report under UK SECR (Streamlined Energy & Carbon Reporting) vs 4,000 in 2019
- **Many more businesses** will report voluntarily due to growing pressure from their larger customers and the broader market for Net Zero disclosures
- **LED Lighting Partnerships** with **Sylvania Lighting**, Powercor and MyMesh UK will deliver further growth in number of end customers to measure & verify energy savings
- Growing **energy broker** opportunity in partnership with our strategic customer and Top 3 shareholder - **UCR Consultants**



CARBON MANAGEMENT SAAS MARKET: OVERVIEW

CARBON MANAGEMENT SYSTEM MARKET

Revenue in USD billion, Global, 2019-2026



SOURCE: Mordor Intelligence

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

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.

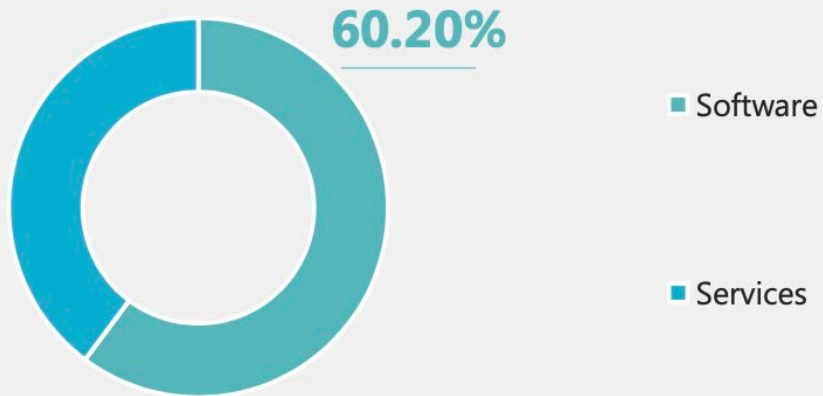
At the 2019 Climate Action Summit, almost 75 countries pledged to deliver a net-zero emissions strategy for 2050 by the end of 2020. About 47 least developed countries have pledged to deliver net-zero greenhouse gases (GHG) emissions strategy by 2050.

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: OVERVIEW

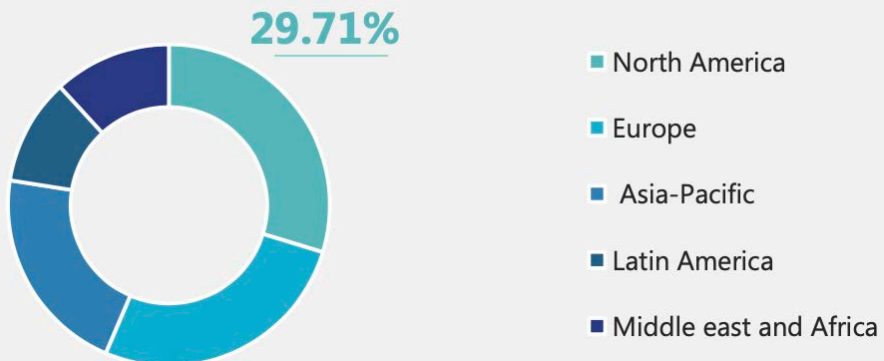
CARBON MANAGEMENT SYSTEM MARKET

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



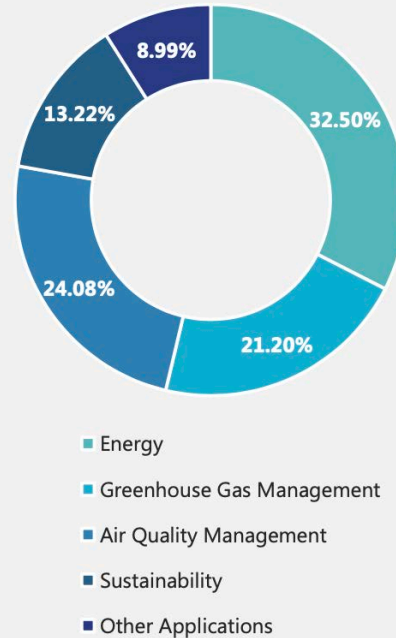
CARBON MANAGEMENT SYSTEM MARKET

Revenue Share (%), by Geography, 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.

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.

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 & Carbon 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
- 150+ end customers and counting
- Validation by local and global partnerships in and across multiple industry sectors
- Strong and growing customer base ensures growing recurring revenues
- Global market opportunities continue to strengthen in our favour

“ 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



Q & A