



Simble FY21 Preliminary Final Report

25th February 2022

Sydney, 25 February 2022: **Smart energy Software-as-a-Service (SaaS) company Simble Solutions Limited (ASX:SIS)** ('Simble' or 'the Company') is pleased to lodge its unaudited Preliminary Final Report for the year ended 31 December 2021 ('FY21').

During 2021 the Company expanded investment in sales and marketing activities in respect of CarbonView, its ESG and Carbon Reporting platform, aimed at the larger commercial and corporate sector. Encouraged by the increased global focus on Environmental, Social, and Governance (ESG) reporting, the Company also invested in further product research and development, resulting in the launch of an easier to use version of our CarbonView platform suited to smaller enterprises. These activities have allowed Simble to offer a full suite of small, medium and enterprise-level focused solutions across the CarbonView and SimbleSense platforms.

Key highlights of the FY21 financial results include:

- CarbonView revenues up 54% to \$171k in 2021, from \$111k in 2020. This was due to new CarbonView customers including David Brown Limited and the Australian Alliance for Energy Productivity (A2EP) demonstrating the benefit of the improved product suite, a growing partner network, and increased spend on sales and marketing during the year.
- SimbleSense revenues up 12% rising to \$869k from \$779k in 2020. This was driven by a push into the solar installer sector with new customers including Juice Capital and United Solar that has resulted in increased hardware & installation revenues.
- UK sales revenue up 15% to \$568k whilst Australian sales revenue of \$952k are in line with the prior year.
- Other income is down by 50% to \$242k from \$483k in 2020 due to reduced R&D grant income and the ending of one-off Covid-19 stimulus package receipts in the prior year.
- Total revenues decreased by 10% to \$1.765m from \$1.975m.
- The group's loss for the year was \$1.165m represents a 7% improvement on the prior year.
- Increased sales and marketing expenditure of \$102k up from \$17k in 2020. This investment in growth aims to establish a greater presence for the CarbonView and SimbleSense platforms in existing markets, as well as access wider markets directly and through new channel partners.
- Significant strengthening of the group's balance sheet resulting in positive net assets. This is due to the combination of the improved financial result, strong shareholder support during the year, as evidenced by an oversubscribed equity placement, and the conversion of debt to equity.

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



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About Simble

Simble Solutions Limited (ASX:SIS) is a global software company focused on carbon reporting, energy intelligence and business productivity Software-as-a-Service (SaaS) solutions.

CarbonView is an enterprise grade Carbon and Sustainability Reporting platform that allows companies to measure and reduce their carbon emissions and meet their carbon reporting obligations.

SimbleSense is an integrated hardware and real-time software solution that enables businesses to visualise, control and monetise their energy systems.

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 platforms through channel partners. Simble has an international presence with offices in Australia, the United Kingdom and Vietnam.

To learn more please visit: simblegroup.com

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