



# Quarterly Activities Report Q1 March 2024

29 April 2024

Sydney, 29 April 2024: **Energy and Sustainability software company Simble Solutions Limited (ASX:SIS)** ('Simble' or 'the Company') is pleased to present its Quarterly Cash Flow Report (Appendix 4C) and Quarterly Activities Report for the quarter ended 31 March 2024 (**March Quarter** or **Q1 FY24**).

## Highlights

- Cash receipts from Customers of \$398k, a 79% increase on the previous corresponding period and a 22% decrease on the prior quarter's cash receipts from Customers, which is in line with recurring trends related to the timing of ongoing software renewals for the First Quarter of the year.
- Net Cash Used in Operating Activities was \$(453k), a 41% decrease on the previous corresponding period. The previous quarter net inflows of \$93k included receipts of \$360k for R&D and Government grants
- On 21 February 2024 the Company announced an equity raise of \$511k (before the costs of raising), \$185k of which is subject to shareholder approval at the Company's Annual General Meeting scheduled for 30 May 2024.
- Invoices raised during the quarter totalled \$446k, which is a 37% increase on the previous corresponding period and a 16% decrease on the prior quarter's value.
- ARR quarterly growth rate of 11.5%, with ARR of \$944k at the end of March 2024, delivering an ARR annual growth rate of 54.5%.



## Sales and Operational Update

### Australia

- Ongoing monthly growth of meters installed for PPA solar customers, with over 750 metres installed at various industrial rooftop solar installations, in particular via channel partner Juice Energy (*SimbleSense*).
- Significant traction with channel partner Intellihub (with over 2,200 meters now under management) and a quarterly growth rate in excess of 30% (*SimbleConnect*).
- Promising progress with Channel partners Origin Energy and BlueNRG (*SimbleSense*).
- New customers trialling the CarbonView platform via the recently launched partnership with Energy & Carbon Solutions targeting industrial and commercial customers (*CarbonView*).
- Pursuing new commercial leads for *SimbleSense* and *CarbonView* via existing and new channel partnerships.

### United Kingdom

- Renewal and upgrade of the terms of the *CarbonView* subscription licence with DB Santa Salo (circa \$100k annual subscription fee).
- Preparing for launch of a *SimbleSense* co-selling initiative with our existing channel distribution partner Powercor, focused on industrial, solar and LED sectors.
- Orders resulting from the renewed efforts commenced by channel partner Sylvania Lighting to push their **SylSmart** offering (white-labelled version of *SimbleSense*) to the industrial LED lighting market in Europe. While the Sylvania relationship has taken several years to get traction, the partner has made a substantial investment into the co-branded product offering and sales team training.
- Pipeline of various new *SimbleSense* customers being pursued, including convenience store chains (reducing power consumption in high usage equipment such as in-store chilling and air conditioning), restaurant chains, services businesses, and industrial companies.
- Pursuing new larger commercial leads in the UK for *CarbonView*.

### Strategy Update (Simble Placement, Asia Strategy, Simble Board and Executive Changes)

- On 21 February 2024, and 27 March 2024 Simble Board and senior executive changes were announced to reflect Simble's increased focus on growth in current markets of Australia and UK as well as the targeting of the new markets of China and South East Asia.
- The Company appointed Steve Thornhill as Non-Executive Chairman, Fadi Geha as Chief Executive Officer and Max Wang as Executive Director, Business Development APAC, specifically responsible for the new markets of China and South East Asia.
- Simble has commenced sales activities in China and Singapore, already engaging major industrial organisations in those markets that have a need for Simble's innovative solutions to meet their increasing requirements in the areas of energy savings and net zero journeys.
- Whilst we cannot be specific on timescales, we believe that we will be able to see revenues from these activities across both of our core platforms in the short to medium future.

### Financial Update

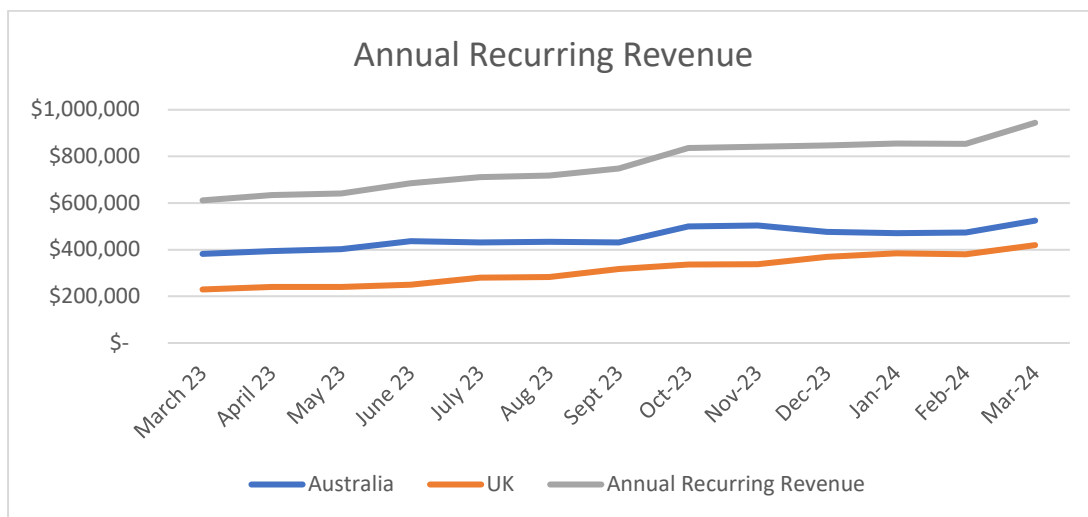
#### Quarterly Cashflow

- Cash receipts from Customers of \$398k, a 79% increase on the previous corresponding period and a 22% decrease on the prior quarter's cash receipts from Customers, which is in line with recurring trends related to the timing of ongoing software renewals for the First Quarter of the year.
- Net Cash Used in Operating Activities was \$(453k), a 41% decrease on the previous corresponding period. Note: The previous quarter net inflows of \$93k included receipts of \$360k for R&D and Government grants
- The Company announced on 21 February 2024, an equity raise of \$511k (before the costs of raising) with \$185k of this subject to shareholder approval at the Company's Annual General Meeting to be held on 30 May 2024. \$426k of the \$511k has been received by the Company with \$100k of this held on trust until shareholder approval is granted for this portion of the raise. The Company also raised \$30k (before fees) through the At Call Facility with Alpha Investment Partners.

- Invoices raised during the quarter totalled \$446k, which is a 37% increase on the previous corresponding period and a 16% decrease on the prior quarter's value

## Annual Recurring Revenue (ARR)

- Group ARR = \$944K
  - Q1 Group quarterly growth rate for Q1 = 11.5%.
    - AU ARR quarterly growth rate = 10%
    - UK ARR quarterly growth rate = 13.5%



- Total headcount (excluding Non Executive Directors) at the date of this release is 17, with 7 FTEs in Australia and the UK, 8 FTEs in the tech team in Vietnam, and 2 part-time executives.
- Cash balance as at 31 March 2024 was \$568k, which includes \$100k held on trust in relation to the February equity raise which will be released into Group cash reserves if approval for the equity issue is obtained at the Company's Annual General Meeting. If not approved these funds will be refunded.
- As required under ASX listing rule 4.7C.3 payments to related parties in the quarter of \$156k are comprised of directors' fees and salary paid to executive directors of \$68k. It also includes consulting fees of \$31k paid pursuant to letters of appointment and a consulting agreement respectively, with the Company's directors. The basis and principles of director remuneration are consistent with the remuneration report included in the Company's Annual Report which was released to the ASX on 25 March 2024



## Simble Solutions Limited (ASX:SIS) | ASX Announcement

**ENDS**

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



### **About Simble**

Simble Solutions Limited (ASX:SIS) is a global Energy and Sustainability software solutions business, with industry-leading software products enabling Net Zero carbon reporting, and energy efficiency monitoring & intelligence Software-as-a-Service (SaaS) solutions, together with associated services.

The company operates two product platform divisions - *CarbonView* and *SimbleSense*:

> **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 as they head towards zero carbon emissions.

> **SimbleSense** is an integrated hardware and real-time software solution that enables corporates to visualise & control their energy systems and reduce electricity consumption costs.

Simble operates across the Commercial & Industrial and Medium Sized Enterprises segments across both Australia and the United Kingdom. We distribute our solutions both directly via B2B sales, as well as through multiple channel partners. Simble has an international presence with teams in Australia, the United Kingdom and Vietnam.

To learn more please visit us at:

[simblegroup.com](http://simblegroup.com)

[carbon-view.com](http://carbon-view.com)

[simbleenergy.com](http://simbleenergy.com)

### **Investor & Corporate Enquiries:**

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## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

Simble Solutions Limited

**ABN**

17 608 419 656

**Quarter ended ("current quarter")**

31 March 2024

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	398	398
1.2 Payments for		
(a) research and development	(158)	(158)
(b) product manufacturing and operating costs	(156)	(156)
(c) marketplace and channel expansion	(16)	(16)
(d) leased assets	-	-
(e) staff costs	(300)	(300)
(f) administration and corporate costs	(212)	(212)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	-
1.5 Interest and other costs of finance paid	(9)	(9)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	0	0
1.8 Other (provide details if material) Retirement of prior liabilities	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(453)</b>	<b>(453)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>-</b>	<b>-</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	357	357
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(34)	(34)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>323</b>	<b>323</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	598	598
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(453)	(453)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
4.4	Net cash from / (used in) financing activities (item 3.10 above)	323	323
4.5	Effect of movement in exchange rates on cash held		
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>468</b>	<b>468</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	418	418
5.2	Call deposits	50	50
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>468</b>	<b>468</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1	Aggregate amount of payments to related parties and their associates included in item 1	156
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		



## Quarterly cash flow report for entities subject to Listing Rule 4.7B

<b>7. Financing facilities</b>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities	94	94
7.2 Credit standby arrangements	-	-
7.3 Other (Trade Finance)	-	-
<b>7.4 Total financing facilities</b>	<b>94</b>	<b>94</b>
<b>7.5 Unused financing facilities available at quarter end</b>		
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		
Shareholder loan facility provided by UCR Consultants Ltd: GBP50K, term expires 15 December 2024, 10% p.a. interest accrues monthly and capitalised, unsecured.		

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	(453)
8.2 Cash and cash equivalents at quarter end (item 4.6)	468
8.3 Unused finance facilities available at quarter end (item 7.5)	
8.4 Total available funding (item 8.2 + item 8.3)	468
<b>8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	<b>1.03</b>
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Answer: The net cash used in operating and investing activities is expected to reduce with seasonality of customer receipts and new customer orders forecast in the 2 <sup>nd</sup> quarter. During the quarter, the Company announced a business development strategy to focus on new customers in South East Asia and China, there are business leads that the Company is confident will lead to new customers. This new business is cost effective to acquire. There are additional funds of \$185,000 to be received as part of the equity raise announced on 21 February 2024, this is subject to shareholder approval at the Company's Annual General Meeting to be held on 30 May 2024.	

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: The company announced the raise of \$511,700 (before costs) in equity during the quarter with the proposed issue of 150,500,000 ordinary shares at \$0.0034. \$326,700 was raised via a placement that completed on 21 February and the balance of \$185,000 is subject to shareholder approval at the Company's AGM to be held on 30 May 2024. The Company also raised \$30,000 in equity during the quarter (before costs) through the facility with Alpha Investment Partners.

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: Yes, note the commentary in 8.6.1 and 8.6.2 regarding the Company's operating plans and the additional equity raised subject to shareholder approval.

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

## Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 29 April 2024

Authorised by: By the Board  
(Name of body or officer authorising release – see note 4)

## Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.