



June Operations Update

4 July 2022

- Simble receives orders to the value of \$332,000 in the month of June across Australia and UK
- Simble continues to grow its sales pipeline for the CarbonView platform with promising results
- Simble continues to invest in sales and marketing activities, specifically with the direct digital advertising promotion of CarbonView to the enterprise and SME market sectors.

Sydney, 4 July 2022: **Smart energy Software-as-a-Service (SaaS) company Simble Solutions Limited (ASX:SIS)** ('Simble' or 'the Company') is pleased to provide the following update on recent operations and activities.

Sales Update

Simble recorded solid sales activities across both Australia and UK during the quarter and specifically during the month of June with orders to the value of \$332K (excluding GST & VAT) received for that month across the SimbleSense (energy management) and CarbonView (carbon footprint) products.

Revenues from these orders includes \$119k in recurring SaaS revenue across 1, 3 and 5 year periods, \$169k from sale of third party IOT devices generating up front revenue, and \$44k revenue from implementation and installation services.

June was Simble's strongest sales month this calendar year, with orders from Australia and UK current and new customers such as David Brown Group, Sylvania Lighting, Brownhills Glass, Bluewater, Solar Energy Enterprises and Juice Capital reflecting the increase in demand for the Company's products.

Both the Australian and UK markets have experienced significant increases in the cost of electricity and gas, which coupled with the growing momentum on Net Zero projects and energy metering initiatives has delivered good sales momentum and industrial customer interest for Simble's core offerings.



Marketing Update

Simble continues to increase its investment in marketing all aspects of the Simble product suite, with strong emphasis on CarbonView as a result of ESG and Climate related topics being front-of-mind during the recent Federal election, and across global media.

Simble continues to promote the CarbonView platform through participation in thought leadership opportunities, social media and digital advertising and targeted search advertising.

During May, Simble was a sponsor at the Smart Energy Conference at ICC in Sydney. The company outlined how its cloud-based solutions enable customers to leverage the knowledge of energy data and put in place, their set their plans towards Net Zero by deploying the CarbonView platform.

Held as an in-person event in Sydney, and leading up to the federal election, the Smart Energy Conference was attended by the Australia's community of leading Sustainability, Energy and Environmental professionals with the aim of helping them to succeed in their race to Net Zero.

Simble continues to expand its sales and marketing presence and is actively pursuing direct sales through enterprise and SME channels as well as partnership opportunities in Australia, the United Kingdom, and Europe.

Strategic Update

As previously advised the Company continues to undertake a strategic review process with updates expected in due course. This review includes internal restructuring to extract cost savings and efficiencies, improved sales and marketing initiatives, and consideration of a range of prospective joint venture, merger and acquisition opportunities.

ENDS

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 with products enabling Net Zero carbon reporting, and energy monitoring & intelligence Software-as-a-Service (SaaS) solutions.

The company operates two product platform divisions –CarbonView and SimpleSense.

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.

SimpleSense is an integrated hardware and real-time software solution that enables businesses to visualise & control their energy systems and reduce energy costs.

Simble operates across the Commercial & Industrial and Small to Medium Sized Enterprises (SME) segments, and distributes both directly via B2B sales, as well as through multiple channel partners. Simble has an international presence with offices in Australia, the United Kingdom and Vietnam.

To learn more please visit us at:

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carbon-view.com

simbleenergy.com

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