



Simble signs 3-year contract with United Solar Group

30 April 2021

Key Highlights

- Simble signs 3-year agreement with leading solar energy provider to provide solar and energy metering software platform and apps coupled with third party energy IoT devices.
- Minimum commitment to rollout SimbleHome App and related IoT metering devices to 500 residential homes resulting in revenues in excess of \$260k over the term of the agreement.
- SimbleSense to be implemented as the client's standardised energy management reporting platform with the SimbleHome App provided to consumers for monitoring and understanding their solar generation and energy usage in the home.
- United Solar to deploy the solution across the regions in which it operates including Australia, Malaysia, The Philippines, Sri Lanka and Latin America.
- SaaS subscriptions and hardware revenues expected to be generated from the deployment of IoT metering devices across United's broad residential and C&I customer base beyond the initial commitment.

Sydney, 30 April 2021: **Smart energy Software-as-a-Service (SaaS) company Simble Solutions Limited (ASX:SIS)** ('Simble' or 'the Company') is pleased to announce that it has signed a 3-year SaaS and energy IoT agreement with United Solar Group Pty Limited ("United"). United is one of Australia's leading renewable energy providers with a customer presence in Australia, South East Asia and Latin America..

Under the terms of the agreement, United Solar will deploy the SimbleSense platform and related Apps across their C&I, SME and residential customers. SaaS and hardware revenues will commence immediately based on the committed rollout of 500 residential sites.

SaaS revenues are also expected to be generated from additional SimbleHome subscriptions for residential customers and SimbleSense subscriptions for C&I customers.



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Simble Founder & Executive Director, Fadi Geha, said: “We’re delighted to announce this latest customer win with such a significant solar and renewable energy provider as United Solar.

United Solar has identified the need for its customers to understand the overlap between their energy use and solar generation capability, and the Simble Energy suite of products has the ability to provide energy intelligence and insights to meet this need.

We’re very excited to be partnering with United Solar as it seeks to increase the levels of engagement across its global customer base. We see a great many opportunities in the fast growing and environmentally sustainable solar energy sector and see this agreement as a ringing endorsement of our strategic focus on this sector”.

United Solar Group CEO, Richard Vargas, said: “I’m thrilled to enter into this strategic partnership with Simble for the roll-out of energy data visualisation and analytics across our 12,000+ residential and Commercial & Industrial customers all around the world.

Having installed more than 500,000 solar modules in Australia alone, we’re committed to keeping our customers satisfied. We’re confident that the additional capability that the SimbleHome App and SimbleSense platform will bring to United Solar customers, old and new, will demonstrate that we’re serious about this commitment”.

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 Energy Intelligence and Business Productivity Software as a Service (SaaS) solutions.

The Simble Energy Business Unit includes the SimbleSense and CarbonView software platforms. SimbleSense is an integrated hardware and real-time software solution that enables businesses to visualise, control and monetise their energy systems. 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.

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 platform through channel partners. Simble has an international presence with offices in Sydney (Australia), London (UK) and Da Nang (Vietnam).

To learn more please visit: simblegroup.com

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