



Simble

Simble Solutions Limited Investor Update



SimbleSense



CarbonView

December 2022

ASX:SIS



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Simble

Company Update

SIMBLE INTRODUCTION



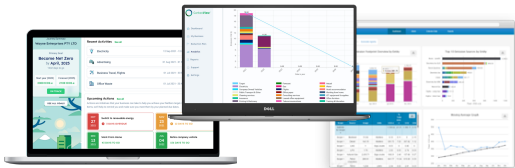
Simble offers World-class software to help businesses improve their energy efficiency and reduce their carbon footprint



CarbonView

Carbon & Sustainability Management Software

Carbon emissions and Sustainability reporting for all business



Scope 1, 2 & 3 plus Supply Chain Carbon Data Reporting

www.carbon-view.com



SimbleEnergy

Energy Intelligence & Monitoring Suite

Visualise, analyse, control and automate energy usage



www.simbleenergy.com

Two Key Target Markets Australia and UK



SimbleSense - Energy reduction and cost management has never been more important

- The Australian market's awareness of the need to reduce energy usage and emissions is increasing, particularly as the current economic and energy pressures continue to drive up costs.
- We have seen an uplift in the number of corporates seeking energy reduction tools and a growing interest in SimbleSense from utility services companies and commercial and Industrial (C&I) customers as well as energy brokers and retailers.
- Simble has two major customer contracts in late stage negotiation that are expected to generate a significant uplift to SimbleSense revenue over the medium term. Each of these customers has a very large customer base with a need for our solution suite.

CarbonView - Growing momentum for carbon reporting tools as net zero goals are of increasing importance

- The market for carbon reporting in Australia has evolved over the last 12 months. We are seeing increased interest from corporations seeking to better monitor their carbon emissions, especially the emerging need to report on supply chain emissions.
- The potential for CarbonView in Australia is growing as more companies become aware of the need to use software platforms to efficiently disclose carbon emissions.
- Advanced discussions are underway with potential new customers in the engineering, local government, finance and manufacturing sectors.
- The Company is in discussions with a range of Carbon offset partners who are keen to incorporate their carbon credits into the CarbonView platform.
- The availability of a turnkey software solution that measure carbon emissions, reporting and offsetting is very attractive to partners who want to meet ambitious net zero goals.

Operational Update – UK & Europe

SimbleSense – Existing Channel Partners performing and new Partners and Clients growing

- The UK and European markets are advanced in uptake of energy metering and monitoring software with rising energy prices and decreasing energy security creating the perfect growth opportunity for our solutions.
- Simble's Founder & Chief Revenue Officer, Fadi Geha, has spent the last 2 months in the UK to build on the momentum in the UK/Europe market.
- Working closely with Simble's channel partner, Sylvania, one of the UK's largest supermarket chains has installed the SimbleSense energy monitoring platform in an initial rollout of 20 stores with growth potential to over 700 stores.
- Clients MPK Garages, Brownhills Glass and BlueWater have further expanded their deployments of the SimbleSense platform.
- The Company has a strong sales pipeline and continues to work closely with its channel partners on conversion.

CarbonView – Great needs from businesses for carbon reporting is adding to sales momentum

- The UK/European markets are more advanced than Australia in their carbon reporting journey, with mandatory reporting widespread putting the onus on companies to understand and report on their Scope 1, 2 and especially their Scope 3 carbon emissions.
- This is a significant opportunity for Simble with the recent launch of the *CarbonView Supplier Reporting Platform* specifically aimed at assisting large corporates with their Scope 3 reporting by importing data directly from their supply chain.
- Simble has built a strong pipeline of medium to large corporate customers for CarbonView in the UK and expects to announce further material sales.
- Recent partnerships with some of the UK's leading energy brokers such as Open Energy Markets and The Energy Manager as well as Technology Distributor, Glu Group have given Simble additional reach into this large and growing market.



Simble

Company Overview



Who we are

- Simble is an ASX-listed sustainability solutions provider
- We support businesses to achieve their ESG goals with energy management and carbon reporting technology
- Our technology helps companies monitor, control, and reduce energy usage and carbon emissions



Problem we are solving

- There is a growing need for scalable platforms that address the growing global mandate to measure and reduce energy usage and carbon emissions
- Simble helps solve both the reduction of energy usage and carbon emissions through its core solutions



Our core solutions

- **SimbleSense** – An energy & IOT monitoring and reporting platform
- **CarbonView** – A Carbon & Sustainability measurement and reporting software system



Leveraging our software platforms, sustainability solutions and industry expertise, we turn data into actionable insights to enable businesses to monitor, manage and report on their energy consumption and sustainability goals

Our Competitive Advantage



World class and mature software, built to scale on Amazon Web Services



Data rich platforms that enable businesses to report in line with global reporting standards including tracking progress against the UN's sustainable development goals (SDGs)



Over 600 direct and indirect customers across Australia and the UK



Validation by local and global partnerships across multiple industry sectors



Increasing regulatory and social pressure on corporates to report and reduce emissions requiring software able to scale across markets



Unique expertise in energy and carbon emissions reporting having been a first mover in the sector

Our Customers



Simble has over 600 direct and indirect customers throughout Australia and the UK

Channel partners / resellers



End use customers



Key customer audiences



Simble's solutions are easy to use by a range of departments and people across client organisations



SimbleSense

- Energy managers and consultants
- Building managers and building operators
- Asset managers and building owners
- Factory managers and plant owners
- CFOs and finance managers



CarbonView

- Internal ESG and sustainability reporting teams
- C-suite executives with responsibility for sustainability
- Finance and accounting teams
- Supply Chain Managers
- Energy and Facility managers

Jurlique

Jurlique is using CarbonView to monitor the environmental impact of their factory, office and warehouse. Jurlique's goal is to analyse and reduce environmental impact through the whole supply chain.

"Carbonview is straightforward to use and flexible in customising the dashboard to suit Jurlique's particular requirements. Without Carbonview software Jurlique would not be able to track progress effectively."

YOSHIE OBARA
Environmental Officer | Jurlique
International



Corex engaged Simble to install a full energy metering solution for the purpose of monitoring and tracking energy spend at its manufacturing facility.

"The SimbleSense platform is a comprehensive and cost effective solution that helped Corex reduce costs and improve the overall productivity of the business."

SIMON WHITELEY
CEO | Corex

SYLVANIA

Sylvania Lighting has commenced deployment of SimbleSense as part of its LED lighting projects as a "Measure & Verify" solution for their clients under the SylSmart Energy brand across 20+ countries in Europe & the Middle East

"We are excited to extend this agreement with Simble and commit to a further 5 years across Europe and the Middle East. The SylSmart Energy solution will be a strategic part of our digital solutions and services offering to complete our leading & innovative lighting products to our customers."

PIERRE TAING
Director, Smart & Beyond | Sylvania
Lighting

powercor

Powercor deploys SimbleSense to its customer base as part of their "Measure & Verify" solution for all their clients, and is well integrated into their go to market offering.

"We can now provide our clients with detailed measurement and verification of the savings they can achieve through LED lighting and control projects, by offering the Simble Energy Platform, under a recurring subscription model that will help us further engage our clients and strengthen our client retention capability"

CHRIS WRIGHT
ENGINEERING DIRECTOR



Simble

The Opportunity

The opportunity: Australia



A growing number of large carbon emitting companies are now required to report carbon emissions in Australia, with CarbonView standing to benefit. Furthermore, over 2 million SMEs need energy efficiency monitoring and reduction solutions (as prices continue to rise) and as businesses increasingly implement their own sustainability goals, SimbleSense and CarbonView are well placed to benefit.



More than 400 large carbon emitting companies now have to report under the Government mandated NGERS Reporting, and there is an expectation that carbon reporting will be mandated for wider groups in the future



Increasing number of businesses have a need for Net Zero and Carbon Measurement (Voluntary Reporting)



Over 2 million SMEs in need of energy efficiency and carbon reduction solutions



Growing desire from professional services firms and other business software providers to offer value-added solutions for their customers

The Opportunity. UK and Europe



The UK is a significant growth opportunity for both SimbleSense and CarbonView. There are a considerable number of businesses already required to report their carbon emissions and even more businesses in great need of energy efficiency solutions as energy prices continue to increase.



11,900 businesses now have to report under UK SECR (Streamlined Energy & Carbon Reporting) vs 4,000 in 2019, and this group is expected to widen in future



Many businesses now report voluntarily due to growing pressure from their larger customers and the broader market for Net Zero disclosures



Over 5 million businesses in need of energy efficiency and carbon reduction solutions

Carbon Management & Reporting Market



The carbon management system market was valued at USD 10.93 billion in 2020, and it is projected to experience a CAGR of 12.31% to 2026 to grow to USD 19.83 billion



The key driving force for the carbon management market is the implementation of various carbon emission policies in response to the demand for rapid decarbonisation



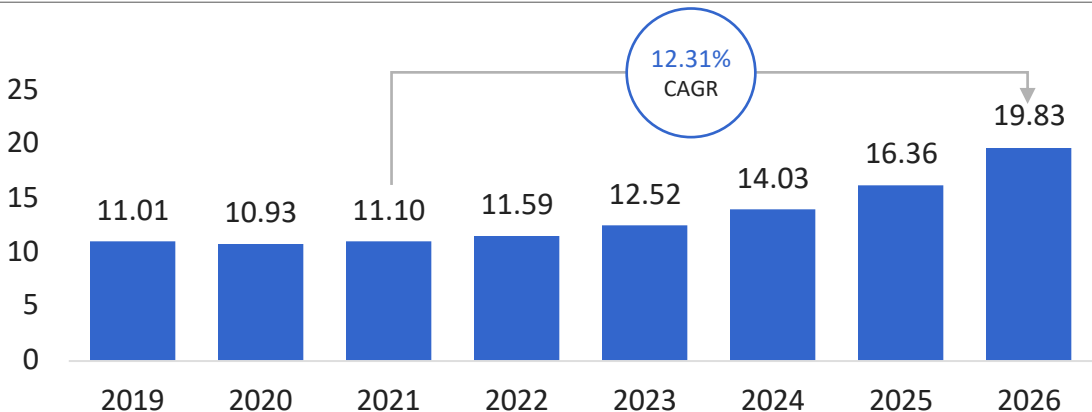
Enterprises are expanding their carbon management capabilities via partnerships and alliances in carbon management to maintain sustainability



The largest revenue opportunity in the carbon management space is for software solutions, such as CarbonView

Carbon management system market

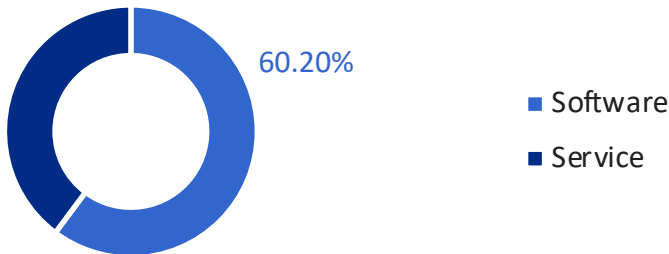
Revenue in USD billion, Global, 2019–2026



Source: Mordor Intelligence

Carbon management system market

Revenue share (%), by offering, Global, 2020





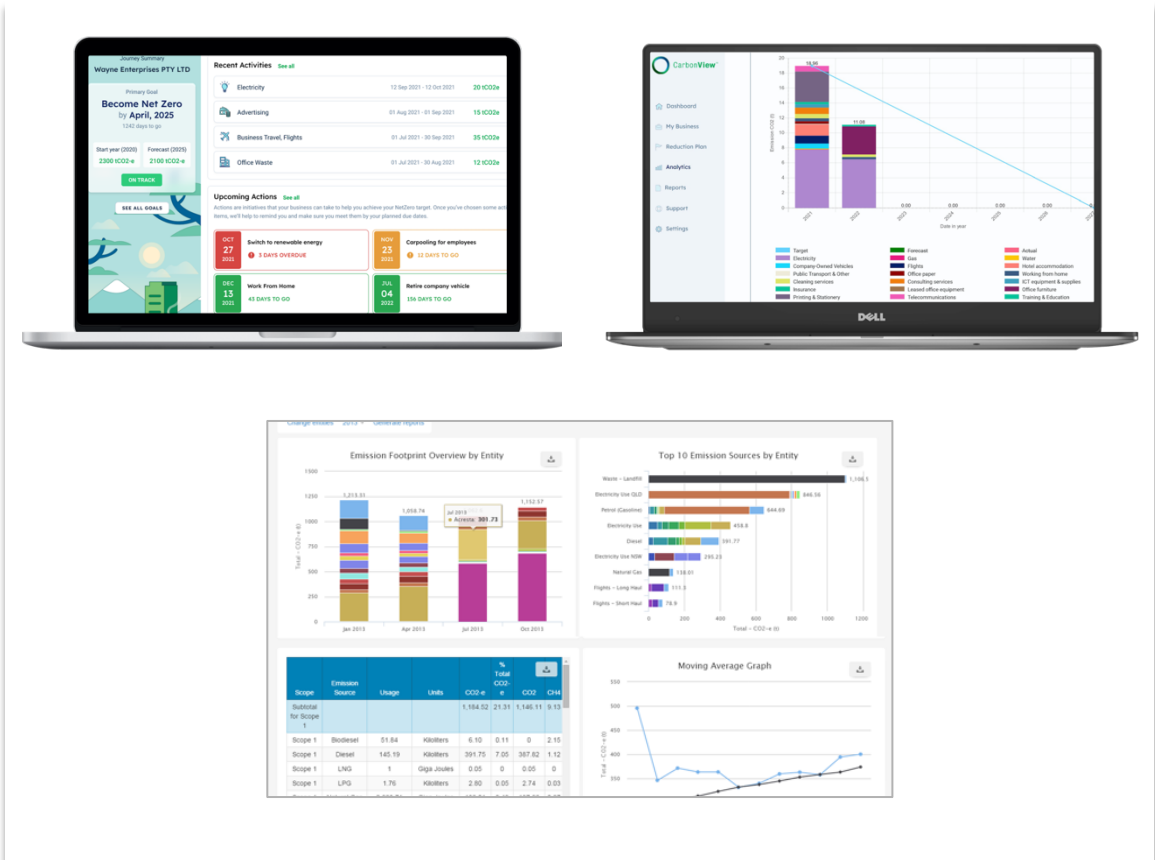
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Our Solutions

Our Solutions. CarbonView

Overview

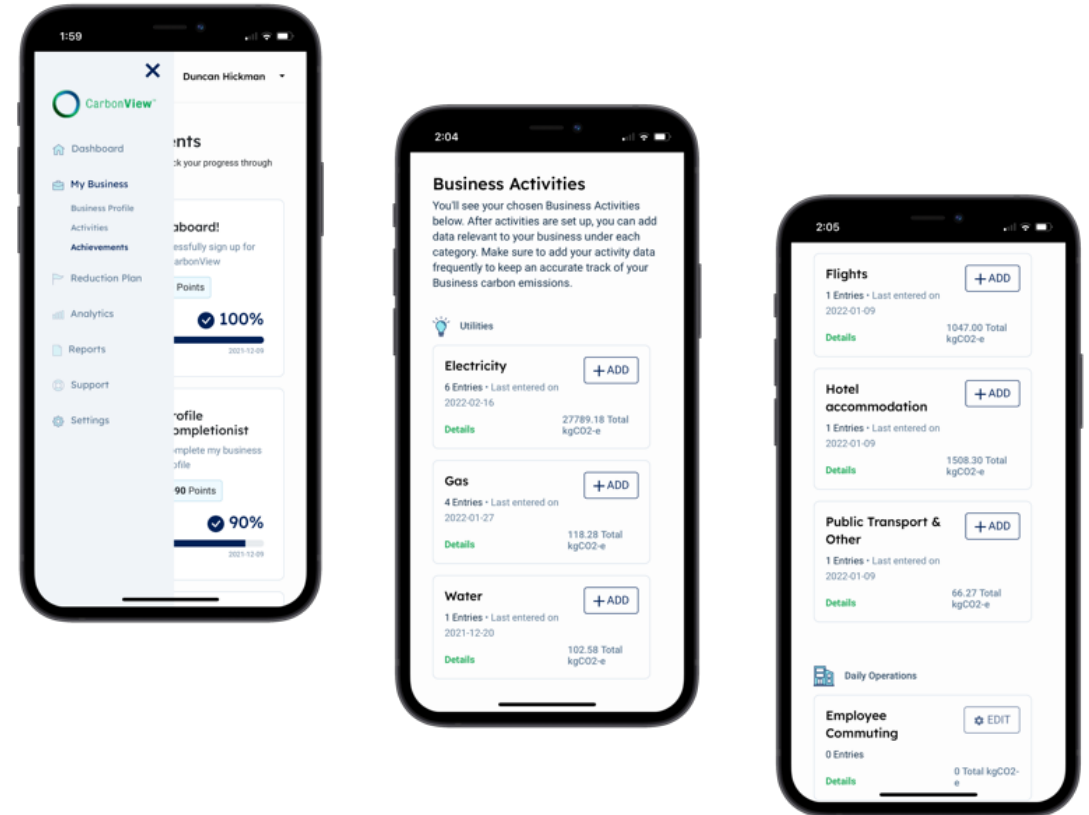
- CarbonView is a carbon and sustainability platform for businesses supporting the management and reporting of Scope 1, 2 and 3 emissions
- Captures carbon emission data in accordance with global reporting standards
- Enables carbon footprint measurement, reporting and minimisation through identification of carbon emission sources
- Gives visibility across the business and throughout the supply chain, allowing the tracking of emissions performance against targets and includes Sustainable Development Goals (SDGs)



Our Solutions. CarbonView

For suppliers to clients – Supply chain data ingestion

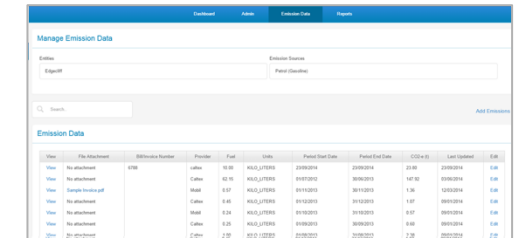
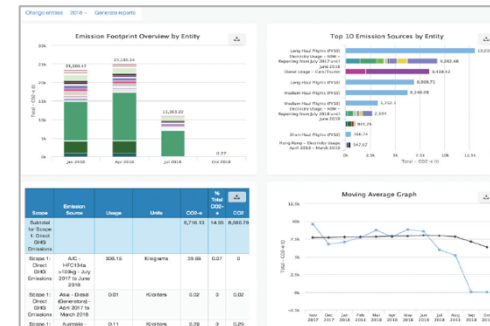
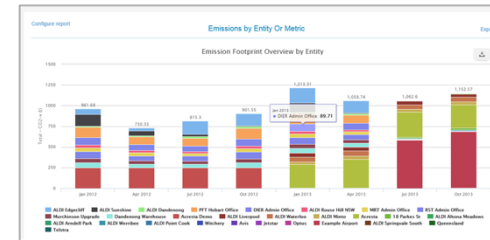
- Self Service Templates are provided to Suppliers to report back on all ESG / Compliance metrics required by the Client Company
- Does not require specialist sustainability knowledge
- Intuitive interface simplifies the process of accounting for all business activities, not just energy
- Activity based questions, requiring only the transaction value or the quantity of a selection of over 20,000 products or services provides all the information needed
- Can be accessed via smart phone or desktop



Our Solutions. CarbonView

Features

- **Easy and accurate data capture** – bulk data upload feature and easy-to-use supplier reporting templates
- **Latest emission factor updates** – fully compliant with global standards, emission sources and metrics are fully customisable
- **Benchmarking and performance management** – establish targets and gain visibility across the enterprise and supply chain
- **Interactive and dynamic reporting** – real-time calculation and efficient distribution allowing flexibility
- **Sustainable development goals (SDGs)** – track performance against the UN SDGs and showcase achievements
- **Compliance and security** – strong security and data privacy capability with robust auditability



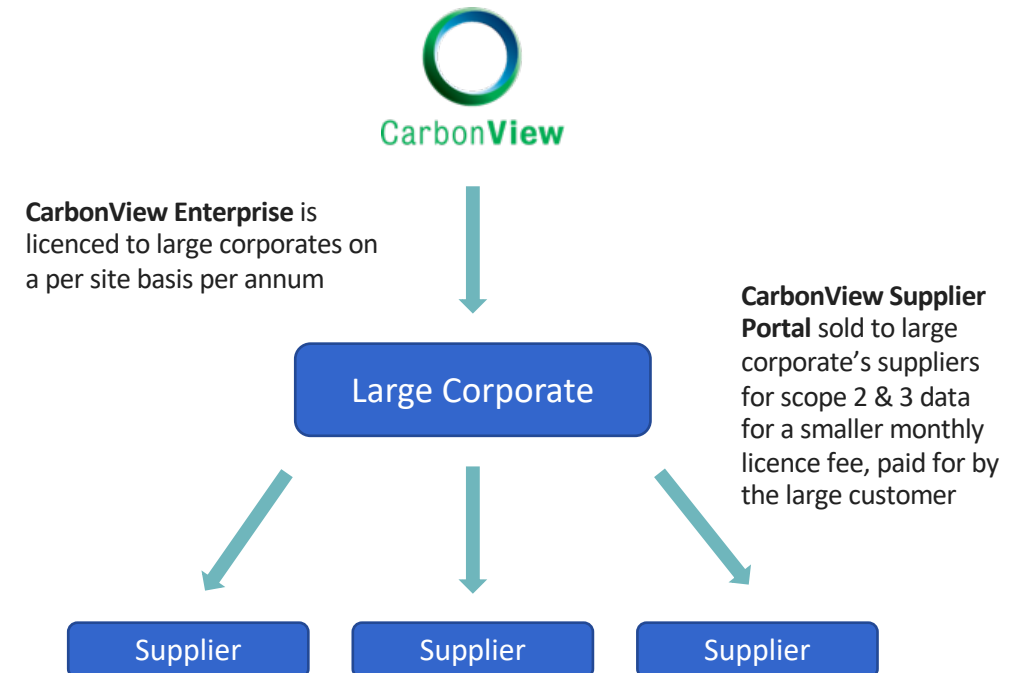
The interface shows a table of emission data with columns for Entity, Emission Source, Emission Type, and Emission Value. The table is filtered by Entity and Emission Source.



Our Solutions. CarbonView

Go-to-market Strategy

- CarbonView typically sold to large corporates and government bodies to measure and report their scope 1, 2 and 3 emissions
- Large customers require their suppliers to use CarbonView to report their carbon footprint in order collect Scope 1, 2 and 3 emissions. A Supplier Portal version is available for these customers paid for by the large customer
- Easy-to-use supplier templates and bulk-data upload links reduce friction for initial large customers to bring in their suppliers
- This approach allows Simble to focus on a smaller number of large customers while still gaining access to many smaller suppliers
- CarbonView can also be sold directly to SMEs or as an add-on to the SimbleSense offering



Our Solutions. SimbleSense

Overview

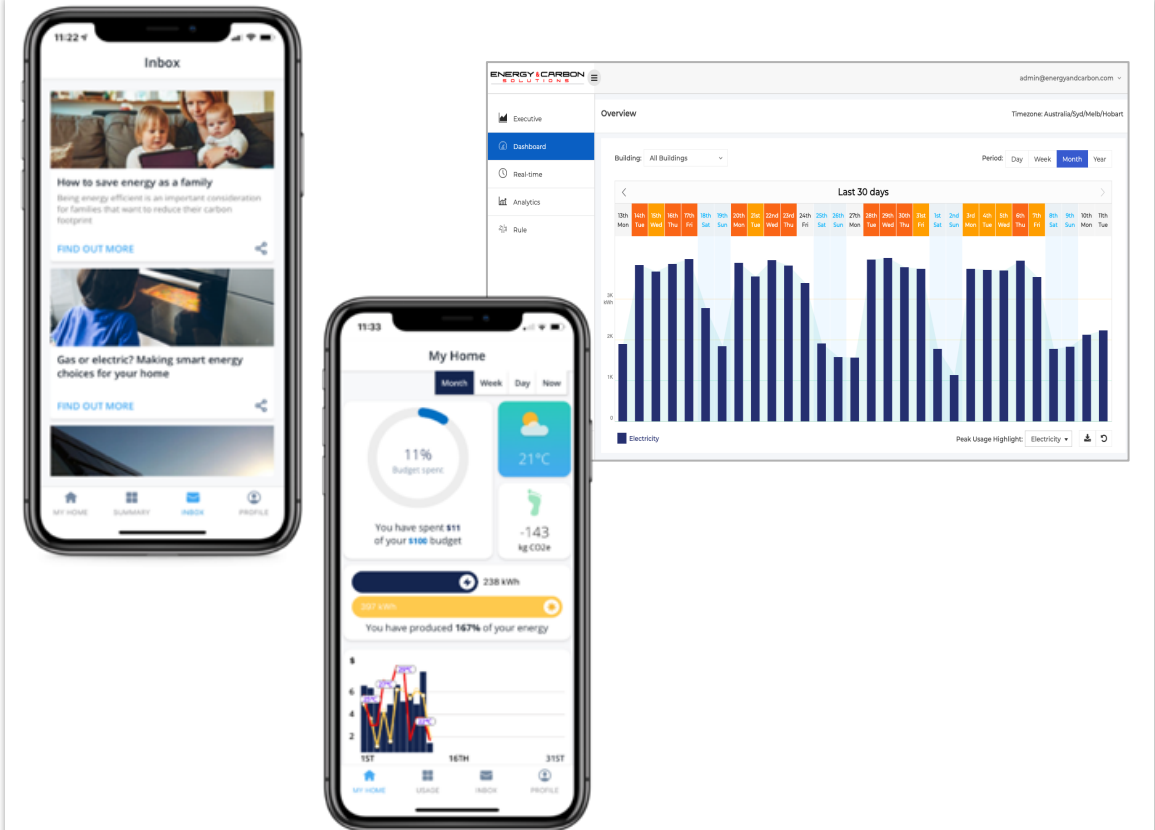
- SimbleSense is an integrated hardware and software solution that provides businesses with the ability to manage energy (electricity, gas and water) consumption
- Reports real time energy usage on the SimbleSense analytics platform that delivers actionable insights to support businesses in reducing consumption and costs
- It is hardware agnostic and can ingest data from multiple sources and devices
- Product can be white-labelled and/or customised to a customers' requirements



Our Solutions. SimbleSense

Use cases

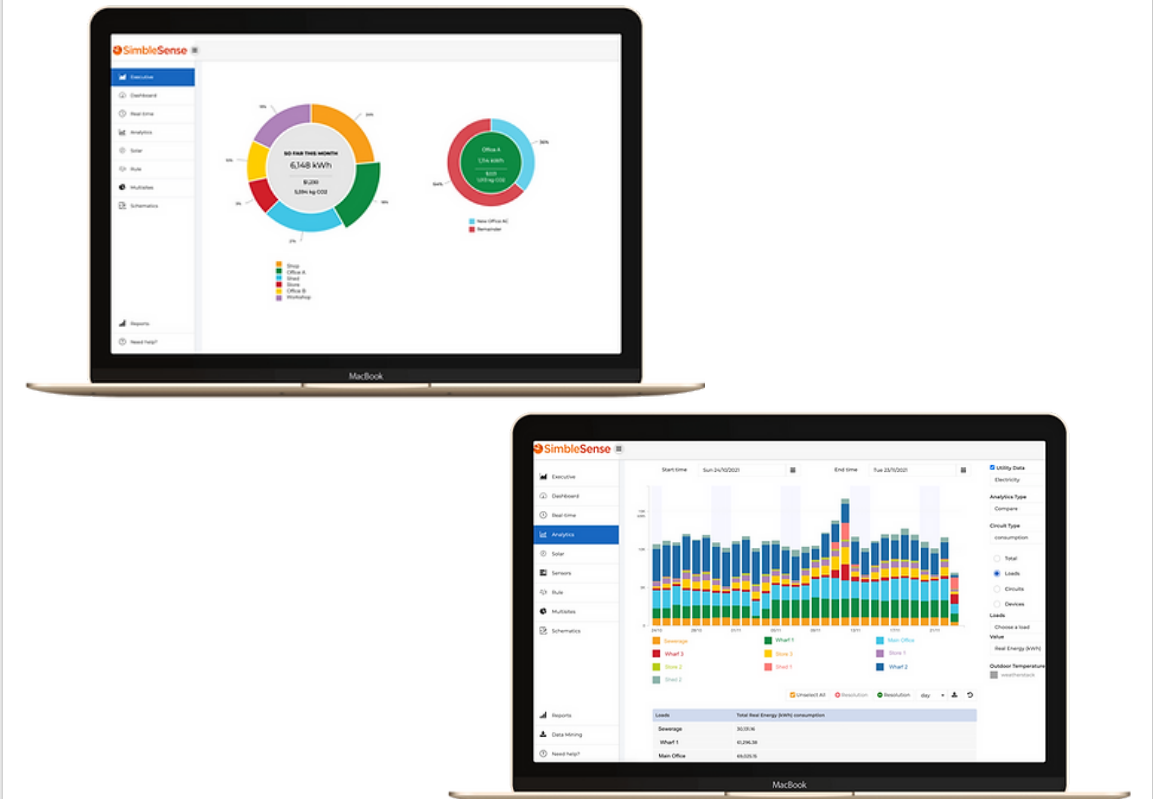
- Australian energy retailers deploy SimbleSense for:
 - C&I customer base as an integral component of their customer management and engagement model
 - In conjunction with SimbleSense, deploy the SimbleHome App to residential customers to retain existing customers and acquire new customers as a customer engagement initiative
- UK-based LED lighting company deploys SimbleSense to its customer base as part of LED installations as a 'Measure & Verify' solution to prove efficiency gains to their customers
- Australian property developer offers SimbleHome App to residential customers as part of a 'New Home Build customer acquisition strategy'
- Energy consultants across Australia and the UK deploy SimbleSense to their customer base as part of the Energy Efficiency Projects as a 'Measure & Verify' solution for all clients



Our Solutions. SimbleSense

Features

- **Dashboard** - overall or site-by-site energy overview with real-time data of a variety of energy metrics
- **Analytics** - compare consumption of devices and loads of circuits across each site, calculate savings, and set benchmark values
- **Rules engine** – control remotely
- **Reports** – energy consumption, billing group, multisite report, data report
- **Optimise Solar** - input specific details of your solar project and forecast solar generation
- **Unlimited customisable users**
- **Overlay other sensor values** such as temperature, etc
- **Create and visualise energy reduction strategies** – track project milestones
- **Analyse electricity, gas, and water**
- **Track invoices** and visualise them in real time

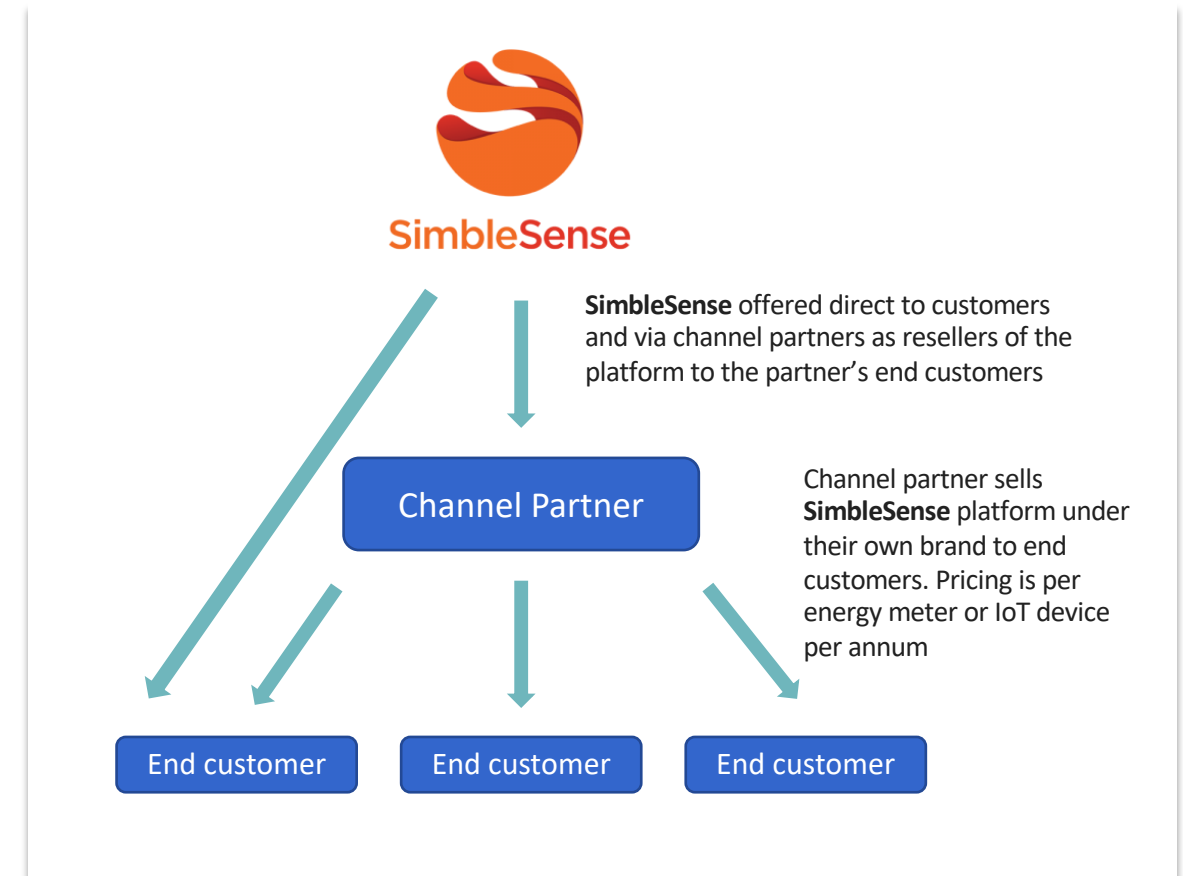


Our Solutions. SimbleSense



Go-to-market strategy

- SimbleSense sold direct to industrial customers and through channel partners - enabling us to leverage our partner's deep client relationships
- The platform can be offered as a white label arrangement for the partner to on-sell as a value-add proposition or to validate their own energy-reduction solutions - Sylvania Lighting in the UK
- Our partners include, energy consultants, LED lighting providers, solar providers, energy distributors and brokers, energy & IoT hardware sellers, as well as technology partners and property developers
- Australia and the UK are the core markets for SimbleSense, with the UK providing a large growth opportunity due to strong industry tailwinds driving new industry participants seeking value-added partners



Capital Structure Overview

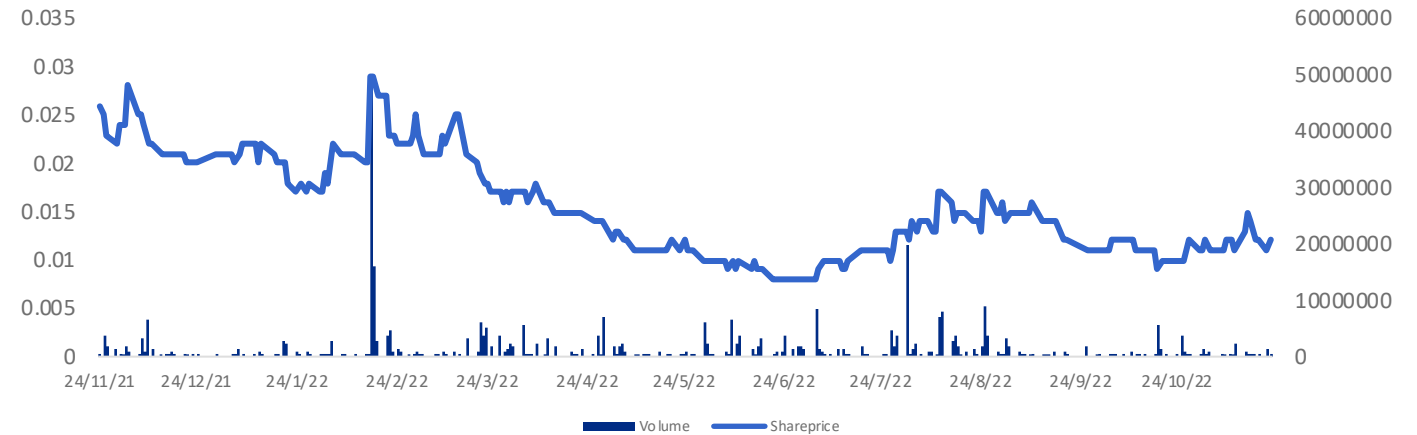


Simble Solutions Limited

Listing date	20 February 2018
ASX code	SIS, SISO
Market capitalisation (29 Nov)	\$5.13m
Current share price (29 Nov)	\$0.012
52 week share price range	\$0.008 - \$0.035
Total shares on issue	427,332,803*

*Simble also has 213.2 million options on issue. 163.3m are exercisable at 4.0c & 33.4m exercisable at 5.0c. 71% expire August 2024 or later.

Share Price Performance (Past 12 Months)



Top 20 shareholders hold a combined 53.9% of the company*

Substantial Shareholders¹

Dr Daniel Tillet (Board Member)	8.5%
UCR Consultants Ltd (UK customer)	6.3%
VELASCO S A	5.2%

¹FY21 Annual Report

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