



Simble FY22 Preliminary Final Report

27th February 2023

Sydney, 27 February 2023: **Sustainability solutions 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 2022 ('FY22').

During 2022 the Company continued to expand its investment in sales and marketing activities in respect of CarbonView, its ESG and Carbon Reporting platform, and SimbleSense, its energy monitoring and intelligence platform.

The Company is now seeing strong sales activity both with direct customers and through our distribution partnerships with Intellihub and Sylvania (UK) in particular. Simble is working to close out new customer acquisitions and channel partners, with a substantial and growing forward looking revenue pipeline.

Encouraged by the increased global focus on Environmental, Social, and Governance (ESG) reporting, the Company also invested in product research and development, and the expansion of overseas markets, in particular the UK and Europe.

These activities have allowed Simble to offer a full suite of sustainability solutions across the CarbonView and SimbleSense software platforms, together with carbon reduction and energy efficiency consulting solutions.

Key highlights of the FY22 financial results include:

- CarbonView revenues up 26% to \$193k in 2022, from \$153k in 2021. This was due to new CarbonView customers including Optima and Plenary Group and a full year of revenues from previous year additions 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.
- SimbleSense software revenues up 92% rising to \$306k from \$159k in 2021. Hardware sales revenue up 65% to \$501k from \$303k in 2021. This was driven primarily by growth in the UK market with Sylvania Lighting, Powercor and DB Santasalo all contributing to increased SaaS, hardware & installation revenues.

- UK sales revenue flat overall at \$560k due to a 58% decline in SimbleConnect revenue from the expiration of a large contract in May 2022, whilst Australian sales revenue of \$925k is up 4% on the prior year.
- Other income is down by 100% to \$nil from \$242k in 2021 due to a delay in lodging the current year R&D grant claim, and one-off gains in the prior year due to the sale of the legacy Wise-Owl business unit.
- Revenue from the legacy Business Productivity business unit declined by 30% to \$334k in FY22 as expected.
- Total revenues decreased by 13% to \$1.486m from \$1.699m.
- The group continued to invest in growth in FY22 with increased expenditure on human resource and marketing activities focused on establishing a greater presence for the CarbonView and SimbleSense platforms in existing markets, as well as access wider markets directly and through new channel partners:
 - Employee expenses up 20% to \$1.331m.
 - Sales and marketing expenditure up 70% to \$129k.
- The group's loss for the year was \$2.269m represents a 91% reduction on the prior year. This reflects additional investment in sales and marketing.
- The group's balance sheet has been significantly strengthened following the year end by the well supported two-tranche \$1.56m equity placement which will settle in February and March 2023.

ENDS

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



About Simble

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

simblegroup.com

carbon-view.com

simbleenergy.com

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