



Simble Solutions Limited (ASX:SIS) | ASX Announcement

ASX ANNOUNCEMENT

16 May 2025

ANNUAL GENERAL MEETING ADDRESS

In accordance with the ASX Listing Rules, the Chief Executive Officer's Address to the Annual General Meeting ("AGM"), is appended.

This announcement has been approved for release by the Board of Directors.

Kim Larkin
Company Secretary
Ph: 0448 690 364

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SimbleSense



CarbonView



SimbleAcademy



About Simble

Simble Solutions Limited (ASX:SIS) is a global Energy and Sustainability provider with integrated solutions across energy efficiency, sustainability and renewable energy development, supporting the global transition to Net Zero.

Simble's operations are built around two core business pillars:

1. Energy and Sustainability Software Solutions & Training

- a. Simble's flagship platforms, *SimbleSense* and *CarbonView* provide real-time energy intelligence, carbon footprint tracking, and enterprise-grade carbon reporting tools to help organisations reduce emissions and optimise energy usage.
- b. *SimbleAcademy* supports these solutions with a professional training and education platform, offering industry-relevant programs in carbon accounting, energy management, and ESG. *SimbleAcademy* equips individuals and organisations with the skills required to thrive in the Net Zero era.

2. Renewable Energy Developments

Focused on developing large-scale, clean energy infrastructure including solar, hydrogen, and battery projects, this division supports Australia's transition to a low-carbon economy by delivering bankable, scalable renewable energy assets.

Simble operates across the Commercial & Industrial and Medium Sized Enterprise segments across Australia and the United Kingdom. We distribute our solutions 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

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CEO Address

On behalf of the Board of Simble Solutions Limited and our executive team, I am pleased to provide a summary of our operations for 2024 as well as updating you on progress so far in 2025.

2024 was a year of increasing progress across both the Australia and United Kingdom markets with a number of new customers and partners onboarded throughout the year. The ever-increasing focus on carbon reduction, coupled with the high cost of energy, drove demand specifically for *SimbleSense*.

HOW DID WE PERFORM IN 2024?



<p>Energy Intelligence Revenue (<i>SimbleSense</i> & <i>SimbleConnect</i>)</p> <p>↑ 15%</p> <p>December 2024 year on year</p>	<p>Carbon & Sustainability Revenue (<i>CarbonView</i>)</p> <p>↓ 4%</p> <p>December 2024 year on year</p>	<p>Simble's Revenue from Continuing Activities</p> <p>↑ 12%</p> <p>December 2024 year on year</p>
<p>Net cash used in operating activities</p> <p>↓ 10%</p> <p>December 2024 year on year</p>	<p>EBITDA loss improvement</p> <p>↓ 13%</p> <p>December 2024 year on year</p>	

Simble Solutions AGM Presentation 2025

In March 2024, we welcomed Max Wang as Executive Director to join the leadership team and specifically explore opportunities for growth in China and South-East Asia. We are exploring partnership opportunities in those markets. Max has been key in setting up our *Simble Academy* product, and he and I have also been able to identify a number of large capital and consulting projects which we are seeking to start to develop during the second half of 2025 and beyond – more on that later.

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2024 Operational Highlights included:

- Intellihub, the standout partner for Australia, continued to expand their customer engagement with their white-label version of the *SimbleConnect* platform, providing smart meter data to industrial and SME clients.
- In April 2024, we added the Royal Automobile Association, South Australia's Automotive Association, to our growing list of valued Intellihub customers. We're now providing their membership base with energy insights based on their smart meter data.
- As a result, Intellihub had almost 6000 meters under management at the end of 2024 (and reached 7000 as of April 2025)
- In August, we launched Simble Academy with a range of Carbon Accounting courses to help increase awareness and understanding of Carbon Management, and further help us and our partners engage our customers and expand our reach into new markets.
- In September, Simble signed a partnership agreement to provide the Coriolis ESG Scorecard under a white label arrangement to the Australian and Asia Pacific Markets. Simble can now offer real-time ESG scorecards and reports for companies and supply chains to compliment the CarbonView solution for Carbon Accounting.
- The UK market saw a number of direct customer projects on the *SimbleSense* platform with increased traction in growing convenience and small business sectors.
- In September 2024, and as a result of successful projects with those convenience store customers, we signed a strategic partnership with the UK's Nisa, a \$2.8B (£1.45B) company that exists to provide benefits to 1,400 partners, who together operate approximately 4,000 convenience store locations across the UK. *SimbleSense* is now Nisa's default energy management platform, and we commenced onboarding paying members to the platform soon after.

2025 Operational Highlights so far:

- Simble's CarbonView App to be integrated with MYOB Acumatica
Simble's CarbonView Platform was selected by MYOB, will be offered with MYOB Acumatica to enable seamless Carbon reporting capability within the MYOB platform. The CarbonView App is now available on the MYOB App Marketplace
- Simble signs MOU with Aquarsolium to deliver advanced Smart water metering solutions
Simble signed a Memorandum of Understanding (MOU) with Aquarsolium, a leading provider of advanced smart water metering solutions. Under the terms of the MOU, Aquarsolium's smart meters will be integrated with Simble's IoT platform, *SimbleSense* to enable enhanced monitoring of water usage, AI-powered early leak detection and intelligent district management.

- Simble signs partnership agreement with Ireland's The Noledge Group to deliver Simble's platforms to Sage and Netsuite customers in Ireland and the UK

Simble signed a partnership agreement with The Noledge Group, a leading provider of end-to-end implementation services and ongoing support for ERP (Sage and Netsuite) clients in Ireland and the UK. The Noledge Group have commenced sales and marketing activities of both SimbleSense and CarbonView platforms to their valued clients.

Through this partnership, The Noledge Group (<https://noledge.ie/>) will enable businesses to enhance NetSuite and Sage reporting with Simble's powerful *CarbonView* and *SimbleSense* applications. By integrating Simble's energy and carbon management and reporting solutions with NetSuite and Sage, businesses can seamlessly track and manage sustainability data, driving smarter decisions that support both environmental and financial objectives.

Renewable Energy Projects:

As mentioned in the Company's recent Quarterly Activities Report, Simble is exploring opportunities available to expand into renewable energy projects. Simble has identified a series of relevant projects to establish ourselves as a renewable energy developer. A summary of such projects is outlined below:

- Gladstone Green Industry Park – Strategic Cooperation and Lease Agreement

Simble is in the final stages of formalising a long-term Strategic Cooperation and Lease Agreement for an 830-hectare site on Curtis Island, Gladstone. This agreement will anchor the development of the Gladstone Green Industry Park. The lease is expected to provide the foundation for a staged masterplan encompassing solar, hydrogen, storage, and advanced manufacturing infrastructure.

- Solar and Battery Farms across NSW

Simble is in the final stages of confirming consulting agreements with 2 NSW based solar and battery farms. Each project is expected to generate additional energy consulting revenues in the order of \$100k to \$300k per project.

Whilst we cannot be specific on timescales, we believe that we will be able to see revenues from these activities in the short to medium future.

We are excited by the opportunity to expand and diversify beyond our core business into the ever-growing renewable energy projects sector. We believe that, through our vast network of renewable energy partners and consultants, we are well positioned to access a variety of projects and opportunities and increase our involvement in this sector.

I would like to thank our team for their constant hard work, focusing on the commonly understood goal of growing the business to the point of cash flow breakeven and then profitability and great success.

The team continues to pursue their daily work with dedication and perseverance, and with the firm belief that we have great products and can build a successful business in the year ahead.



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I also wish to sincerely thank my executive team and my fellow directors for their hard work and focused determination during the 2024 year and into 2025. I would particularly like to thank Steve Thornhill for his stewardship and leadership as Chairman during the year.

Finally, and as always, we are very thankful for the patience of our shareholders during this period as we work hard to rebuild shareholder value.

On behalf of the Board, I would like to thank you all for your ongoing support.

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