



## Simble Solutions Limited (ASX:SIS) | ASX Announcement

# Quarterly Activities Report – December 2022

Sydney, 24 January 2023. **Sustainability Solutions Company Simble Solutions Limited (ASX:SIS)** ('Simble' or 'the Company') is pleased to present its consolidated quarterly cash flow report and business update for the quarter ended 31 December 2022 (**December Quarter** or **Q4 FY22**).

### Highlights

- Cash receipts from Customers of \$628k, a 35% increase on prior quarter.
- Strong sales momentum generated in Australia:
  - Signing of a contract with the smart meter provider, Intellihub Australia Pty Ltd (**Intellihub**) to deploy the SimbleSense platform across their network, which comprises more than a million meters in Australia & New Zealand.
  - CarbonView sales to the **Plenary Group** and **Frazer Walker**, as well as a number of local governments and medium sized businesses.
  - Significant sales pipeline growth for the CarbonView and SimbleSense platforms with major new customers to be announced in the current quarter.
- Strong sales momentum generated in the United Kingdom:
  - Strong results from partner sales including Sylvania Lighting across UK and Europe.
  - Rapid growth of Simble's sales prospects pipeline to over £1 million by founder and executive director, Fadi Geha, who has spent the past 3 months in the UK.
- The Simble team remains highly focused on revenue generation and new customer acquisition for both CarbonView and SimbleSense products in both Australia and the UK.



## Simble Solutions Limited (ASX:SIS) | ASX Announcement

### Sales & Marketing Update

- Strong sales and prospective customer pipeline momentum building in Australia headlined by:
  - Leading smart meter network company, Intellihub Australia Pty Ltd (**Intellihub**) who will offer a white labelled version of the SimbleSense energy management platform to its customers on a per meter subscription basis. Intellihub manages over 1 million smart meters across Australia and NZ.
  - Global investor, developer and manager of public infrastructure **Plenary Group** has purchased the CarbonView sustainability and carbon reporting platform for use across its assets.
  - Engineering firm, **Frazer Walker** as well as a local government and several other medium-sized businesses have purchased the CarbonView sustainability and carbon reporting platform.
  - Continued expansion of customers onto the SimbleSense platform.
  - An increasing sales pipeline across both the CarbonView and SimbleSense platforms.
- Very strong sales and prospective customer pipeline momentum in the UK:
  - Excellent results from Sylvania Lighting across UK, France, Belgium and the Netherlands including to the UK's largest supermarket company.
  - Increased direct sales and marketing into manufacturing and industrial clients in the Midlands region (the UK's manufacturing heartland) where rapidly rising energy costs and carbon emissions are a major business concern.
  - Simble's founder and executive director Fadi Geha has spent the past 3 months in the UK building the UK prospective sales pipeline to over £1 million.
  - As a result of strong pipeline growth, Simble has commenced the search for additional sales and sales-support staff to be based in the UK.

### Financial Highlights

- Quarterly cash receipts from Customers of \$628k across the Group, a 35% increase on the prior quarter.
- The Company continues to invest in ongoing operations and development to underwrite prospective revenue growth.
- Net cash used in quarterly operating activities of \$300K was a significant improvement on net operating cash burn of \$462k in the September quarter, and \$468K in the June quarter.
- Operating cash outgoings for staff, admin & corporate, marketing and R&D (software development) was \$689k, a 2% decrease on the prior quarter (\$705k).
- Product costs increased to \$222k, a 13% increase on the prior quarter (\$197k). These outflows are directly related to the sales of hardware bundled with the SimbleSense product. This increase in cash outflow reflects higher sales of SimbleSense products during the Quarter.
- Total headcount of 17 has been stable, with 14 FTEs and 3 part-time executives.
- As required under ASX listing rule 4.7C.3 payments to related parties in the quarter of \$64k are comprised of directors' fees of \$38K and consulting fees of \$26K paid pursuant to letters of appointment and a discreet consulting agreement respectively, with the Company's directors. The basis and principles of director remuneration are consistent with the remuneration report included in the Company's Annual Report which was released to the ASX on 29 March 2022.
- End of quarter cash balance was \$736k.

### Strategic Update

The Company's focus for 2023 remains to generate higher levels of customer acquisition and revenue traction, while maintaining cost efficiencies. The company has seen increasing sales synergy between the CarbonView and SimbleSense platforms with increasing number of customers purchasing both product offerings.

The current sales pipeline gives Simble confidence in the outlook in the year ahead for improved cash flow and a pathway to a sustainable business model.



## Simble Solutions Limited (ASX:SIS) | ASX Announcement

The Company remains engaged in ongoing corporate, partnership, and merger and acquisition discussions. These efforts are being led by the Company's investment banking advisers Tiger & Bear Partners in Sydney.

---

### 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.



## Simble Solutions Limited (ASX:SIS) | ASX Announcement

To learn more please visit us at:

[simblegroup.com](http://simblegroup.com)

[carbon-view.com](http://carbon-view.com)

[simbleenergy.com](http://simbleenergy.com)

### Investor & Corporate Enquiries:

**Ben Loiterton**

Executive Chair

Ph: +61 2 8208 3366

E: [invest@simble.io](mailto:invest@simble.io)

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

|                          |
|--------------------------|
| Simble Solutions Limited |
|--------------------------|

**ABN**

|                |
|----------------|
| 17 608 419 656 |
|----------------|

**Quarter ended ("current quarter")**

|                  |
|------------------|
| 31 December 2022 |
|------------------|

| Consolidated statement of cash flows                      | Current quarter<br>\$A'000 | Year to date<br>(12 months)<br>\$A'000 |
|-----------------------------------------------------------|----------------------------|----------------------------------------|
| <b>1. Cash flows from operating activities</b>            |                            |                                        |
| 1.1 Receipts from customers                               | 628                        | 1,715                                  |
| 1.2 Payments for                                          |                            |                                        |
| (a) research and development                              | (194)                      | (682)                                  |
| (b) product manufacturing and operating costs             | (222)                      | (616)                                  |
| (c) marketplace and channel expansion                     | (79)                       | (347)                                  |
| (d) leased assets                                         | -                          | -                                      |
| (e) staff costs                                           | (301)                      | (1,204)                                |
| (f) administration and corporate costs                    | (114)                      | (722)                                  |
| 1.3 Dividends received (see note 3)                       | -                          | -                                      |
| 1.4 Interest received                                     | -                          | -                                      |
| 1.5 Interest and other costs of finance paid              | -                          | -                                      |
| 1.6 Income taxes paid                                     | -                          | -                                      |
| 1.7 Government grants and tax incentives                  | -                          | 127                                    |
| 1.8 Other (provide details if material)                   |                            |                                        |
| Retirement of prior liabilities                           | (18)                       | (105)                                  |
| <b>1.9 Net cash from / (used in) operating activities</b> | <b>(300)</b>               | <b>(1,834)</b>                         |
| <b>2. Cash flows from investing activities</b>            |                            |                                        |
| 2.1 Payments to acquire or for:                           |                            |                                        |
| (a) entities                                              | -                          | -                                      |
| (b) businesses                                            | -                          | -                                      |
| (c) property, plant and equipment                         | -                          | -                                      |
| (d) investments                                           | -                          | -                                      |
| (e) intellectual property                                 | -                          | -                                      |

| Consolidated statement of cash flows |                                                       | Current quarter<br>\$A'000 | Year to date<br>(12 months)<br>\$A'000 |
|--------------------------------------|-------------------------------------------------------|----------------------------|----------------------------------------|
|                                      | (f) other non-current assets                          | -                          | -                                      |
| 2.2                                  | Proceeds from disposal of:                            |                            |                                        |
|                                      | (a) entities                                          | -                          | -                                      |
|                                      | (b) businesses                                        | -                          | -                                      |
|                                      | (c) property, plant and equipment                     | -                          | -                                      |
|                                      | (d) investments                                       | -                          | -                                      |
|                                      | (e) intellectual property                             | -                          | -                                      |
|                                      | (f) other non-current assets                          | -                          | -                                      |
| 2.3                                  | Cash flows from loans to other entities               | -                          | -                                      |
| 2.4                                  | Dividends received (see note 3)                       | -                          | -                                      |
| 2.5                                  | Other (provide details if material)                   | -                          | -                                      |
| <b>2.6</b>                           | <b>Net cash from / (used in) investing activities</b> | <b>-</b>                   | <b>-</b>                               |

|             |                                                                                         |            |              |
|-------------|-----------------------------------------------------------------------------------------|------------|--------------|
| <b>3.</b>   | <b>Cash flows from financing activities</b>                                             |            |              |
| 3.1         | Proceeds from issues of equity securities (excluding convertible debt securities)       | -          | 1,650        |
| 3.2         | Proceeds from issue of convertible debt securities                                      | -          | -            |
| 3.3         | Proceeds from exercise of options                                                       | -          | 88           |
| 3.4         | Transaction costs related to issues of equity securities or convertible debt securities | -          | (104)        |
| 3.5         | Proceeds from borrowings                                                                | 191        | 191          |
| 3.6         | Repayment of borrowings                                                                 | -          | -            |
| 3.7         | Transaction costs related to loans and borrowings                                       | (1)        | (8)          |
| 3.8         | Dividends paid                                                                          | -          | -            |
| 3.9         | Other (provide details if material)                                                     | -          | -            |
| <b>3.10</b> | <b>Net cash from / (used in) financing activities</b>                                   | <b>190</b> | <b>1,817</b> |

|           |                                                                              |       |         |
|-----------|------------------------------------------------------------------------------|-------|---------|
| <b>4.</b> | <b>Net increase / (decrease) in cash and cash equivalents for the period</b> |       |         |
| 4.1       | Cash and cash equivalents at beginning of period                             | 846   | 753     |
| 4.2       | Net cash from / (used in) operating activities (item 1.9 above)              | (300) | (1,834) |
| 4.3       | Net cash from / (used in) investing activities (item 2.6 above)              | -     | -       |

| Consolidated statement of cash flows |                                                                  | Current quarter<br>\$A'000 | Year to date<br>(12 months)<br>\$A'000 |
|--------------------------------------|------------------------------------------------------------------|----------------------------|----------------------------------------|
| 4.4                                  | Net cash from / (used in) financing activities (item 3.10 above) | 190                        | 1,817                                  |
| 4.5                                  | Effect of movement in exchange rates on cash held                |                            |                                        |
| <b>4.6</b>                           | <b>Cash and cash equivalents at end of period</b>                | <b>736</b>                 | <b>736</b>                             |

| 5.         | Reconciliation of cash and cash equivalents<br>at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | Current quarter<br>\$A'000 | Previous quarter<br>\$A'000 |
|------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|-----------------------------|
| 5.1        | Bank balances                                                                                                                                                        | 686                        | 797                         |
| 5.2        | Call deposits                                                                                                                                                        | 50                         | 50                          |
| 5.3        | Bank overdrafts                                                                                                                                                      | -                          | -                           |
| 5.4        | Other (provide details)                                                                                                                                              | -                          | -                           |
| <b>5.5</b> | <b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>                                                                                     | <b>736</b>                 | <b>847</b>                  |

| 6.                                                                                                                                                              | Payments to related parties of the entity and their associates                          | Current quarter<br>\$A'000 |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|----------------------------|
| 6.1                                                                                                                                                             | Aggregate amount of payments to related parties and their associates included in item 1 | 64                         |
| 6.2                                                                                                                                                             | Aggregate amount of payments to related parties and their associates included in item 2 | -                          |
| <i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i> |                                                                                         |                            |



|           |                                                                                                                                                                                                                                                                                                                                             |                                                                 |                                                    |
|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------|----------------------------------------------------|
| <b>7.</b> | <b>Financing facilities</b><br><i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i><br><i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>                                                                                              | <b>Total facility<br/>amount at quarter<br/>end<br/>\$A'000</b> | <b>Amount drawn at<br/>quarter end<br/>\$A'000</b> |
| 7.1       | Loan facilities                                                                                                                                                                                                                                                                                                                             | -                                                               | -                                                  |
| 7.2       | Credit standby arrangements                                                                                                                                                                                                                                                                                                                 | -                                                               | -                                                  |
| 7.3       | Other (Trade Finance)                                                                                                                                                                                                                                                                                                                       | 200                                                             | -                                                  |
| 7.4       | <b>Total financing facilities</b>                                                                                                                                                                                                                                                                                                           | 200                                                             | -                                                  |
| 7.5       | <b>Unused financing facilities available at quarter end</b>                                                                                                                                                                                                                                                                                 |                                                                 | 200                                                |
| 7.6       | Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well. |                                                                 |                                                    |
|           | Trade Finance facility to allow purchase of hardware for resale to meet increasing demand, and thereby managing payment cycle of creditors and then subsequent receipt of receivables. Lender: FIFO Capital. 2.65% per Month. Unsecured.                                                                                                    |                                                                 |                                                    |

|           |                                                                                                                                                                                                                        |                |
|-----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| <b>8.</b> | <b>Estimated cash available for future operating activities</b>                                                                                                                                                        | <b>\$A'000</b> |
| 8.1       | Net cash from / (used in) operating activities (item 1.9)                                                                                                                                                              | (300)          |
| 8.2       | Cash and cash equivalents at quarter end (item 4.6)                                                                                                                                                                    | 736            |
| 8.3       | Unused finance facilities available at quarter end (item 7.5)                                                                                                                                                          | 200            |
| 8.4       | Total available funding (item 8.2 + item 8.3)                                                                                                                                                                          | 936            |
| 8.5       | <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>                                                                                                                                          | 3.12           |
|           | <i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>     |                |
| 8.6       | If item 8.5 is less than 2 quarters, please provide answers to the following questions:                                                                                                                                |                |
|           | 8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?                                                                      |                |
|           | Answer:                                                                                                                                                                                                                |                |
|           | 8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful? |                |
|           | Answer:                                                                                                                                                                                                                |                |
|           | 8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?                                                                                      |                |
|           | Answer:                                                                                                                                                                                                                |                |
|           | <i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>                                                                                                   |                |

## Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 24 January 2023

Authorised by: By the Board  
(Name of body or officer authorising release – see note 4)

## Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.