

## PRESS RELEASE

Boulogne-Billancourt, 11 June 2021

### Business update

**Energisme (FR0013399359/Ticker: ALNRG) today provides an update on its business and cash position.**

In accordance with the established roadmap, priority has been given in recent months to scaling up the sales efforts on the Group's two products and maintaining its solutions' technological edge, the key to maintaining its French deeptech status:

- **N'Gage:** a fully data-driven smart platform for automating and managing energy efficiency in real time, a challenge that is a core concern for all private and public economic actors. This product's potential is driven by the urgent need to reduce the planet's carbon footprint and optimise energy expenditures (electricity, gas, water) to conserve its resources. Energisme is deeply engaged in these issues. N'Gage gives clients a significant advantage in their energy and ecological transition process.
- **Loamics:** software infrastructure launched in March 2021, the only solution currently on the market that fully automates and industrialises the preparation and processing of data continuously and in real time. Loamics is accelerating Energisme's growth – the company is already active in all business sectors – as control over data addresses all business-related issues and has a direct and immediate impact on a company's valuation. This new platform expands Energisme's product range and is thus an additional growth driver with a limited investment and the support of the indirect partner network already in place. In April 2021, a partnership was established with Microsoft France to make Loamics available in the Microsoft Commercial Marketplace with visibility in 110 countries.

The team was also expanded with the arrival at the beginning of the year of Stephane Bollon, Deputy Chief Executive Officer of Energisme, who also serves as Chief Executive Officer of Loamics.

To increase visibility on its products, significant investments were made in the sales and marketing departments, with extensive work done on the brand and on building the Group's international communications.

In just a few months, Energisme has been able to convince major worldwide integrators and digital services companies of the value and quality of its technologies. Energisme now regularly cooperates with these integrators to bid jointly on major tenders. Energisme has also stepped up its efforts to develop white-label partnerships, which have a very promising outlook. A number of pilot programmes for the Group's two products are currently underway at key accounts.



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### **Sales partnerships with Microsoft and Amazon Web Services**

To increase coverage of the accessible market and gain access to major international clients, in July Energisme will roll out its Loamics solutions for Amazon Web Services clients, to supplement its presence in Microsoft Azure.

With this limited investment, the Group will be able to expand the market potential of its solutions.

### **Energisme joins the leading French PropTech, Bpifrance Excellence, Digital Twin Consortium and Gaia-X communities**

Energisme was selected to become a member of these leading associations thanks to its growth potential as well as the quality and innovative nature of its technological solutions. These honours reflect the recognition the company has earned within the tech ecosystem at the international level and its established position among deeptech players.

### **Increase in the recurring revenue base**

These developments have enabled Energisme to continue to build up a recurring revenue base thanks to the benefits of its subscription model. At 31 May 2021, MRR reached €374k versus €240k at 31 May 2020, i.e. 56% growth, and 13% growth since 1 January 2021.

Despite the large number of projects that have been confirmed or are in the advanced discussion stage, the decision-making cycles and transformation processes nonetheless remain long.

### **Cash position and growth financing**

At the end of the first half of the year, Energisme had €2.9m in cash.

A number of options are being explored, and the Group may consider tapping the market again in the coming months, a process in which the expanded management team and long-standing shareholders will take part.

### **Next press release:**

First-half 2021 revenue: 26 July 2021

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### About ENERGISME

Founded in 2004 and taken over at the end of 2015 by energy sector specialists, ENERGISME has developed a SaaS technology platform to accelerate companies' and buildings' energy performance (energy service providers, energy suppliers and distributors, manufacturers and property managers) by using intelligent data. Bolstered by its platform's technological and operational attributes, ENERGISME already has 114 large account clients. A white-label solution is also being marketed to top industry players. ENERGISME (ISIN code: FR0013399359/Ticker: ALNRG) has been listed on the Euronext Growth market since July 2020.

ENERGISME is eligible for SME personal equity plans and qualifies as a BPI Innovative Company.



For more information see: <https://energisme.com/investisseurs/>

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