

Strategic Plan 2022-2024

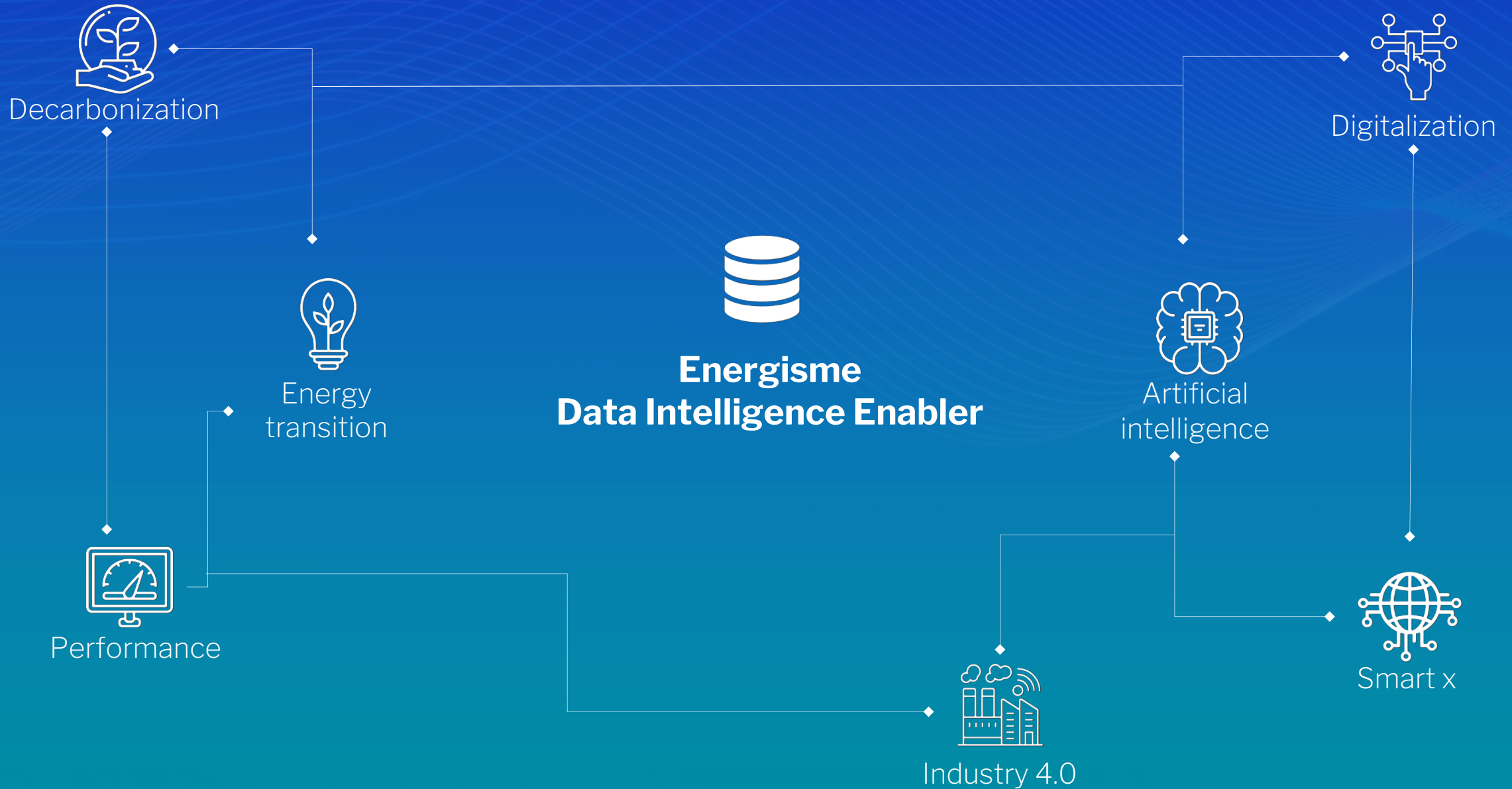
AMBITION 20-24

February 10th, 2022

www.energisme.com



- Our mission -



- Agenda -

1

Introduction

2

**An ambition to
serve our customers**

3

**The pillars of
our success**

4

**A powerful
business model**

5

**"Ambition 20-24"
launched**

6

**Questions
& Answers**

Introduction

- A strengthened organization to support our growth -



Stéphane Bollon
Chief Executive Officer

BUSINESS DEVELOPMENT



P. VIDAL
Commercial Director



Y. MAMANE
Marketing Manager



T. CHAMBON
Director of Strategy and Partnerships

PRODUCT DEVELOPMENT



L. BOUSSANT-ROUX
Director of Operations



H. TRAN
Director of R&D and Innovation

COMPANY MANAGEMENT



S. CAUVIN
CFO



G. DELRIEU
Human Resources Manager

- Using data to serve the company's uses -



The challenges of Energy Performance

- Reduce energy costs and accelerate the energy and environmental transition
- Make energy performance a vector for company performance
- Manage energy performance using data, despite its heterogeneity, volume and the multiplication of its sources
- Supporting the development of Industry 4.0 and its decarbonization



The challenges of Big Data

- Support the digital transformation of companies
- Simultaneously meet the three challenges of data heterogeneity, volume and real-time
- Increase the quality of data and its level of trust
- Ensure data governance and security
- Reduce human processing of data
- Make all present and future use cases possible

- Using data to serve the company's uses -

N'Gage

The Energy Data Platform at the service of the energy and ecological transition of all the actors of the economy



2 software solutions from the same technological base
at the service of data

Loamics

The Data OS platform at the service of automated and industrial data processing for all uses

**An ambition
to serve customers**

- Ambition 20-24 -



50+
partners



300+
Clients



20M€
ARR
(Last MRR x 12)



Double-digit
EBITDA
rate

- ARR 2024 goal -



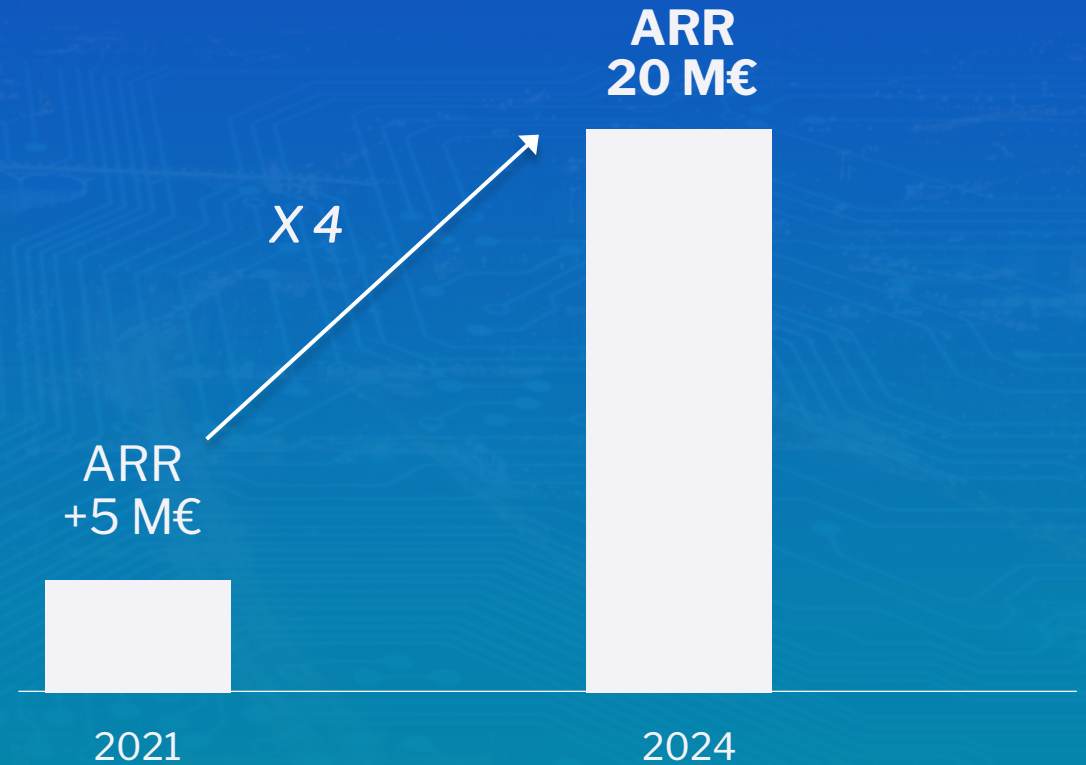
Q1 2023:
Positive EBITDA



2024:
ARR 20 M€ = 1,7M€ of
MRR in Dec 2024



2024:
Double-digit EBITDA rate



ARR = December MRR X 12

The pillars of our success

- 6 pillars of our success -



Growing markets, in
an acceleration
phase



Powerful technology
at the heart of data
solutions



Decisive competitive
strengths



An organization
focused on our
business
transformation



A network of
leading partners

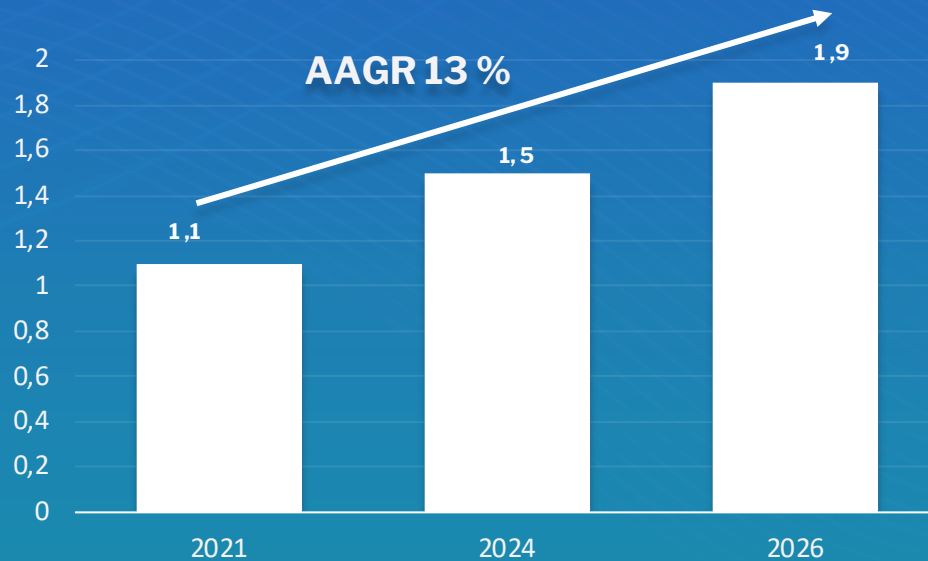


A powerful
business model

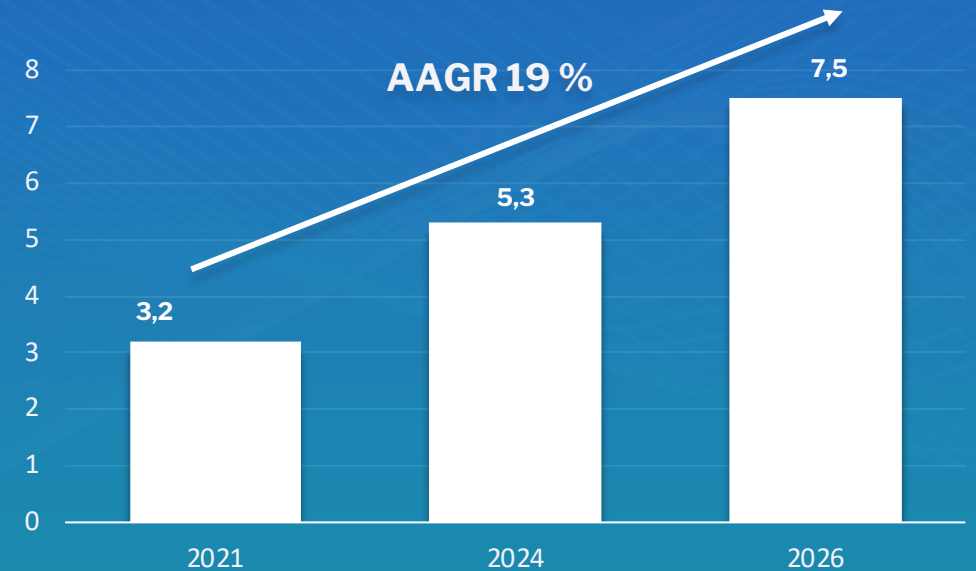
N'Gage

Loamics

Global market for environmental and energy management software in € billion



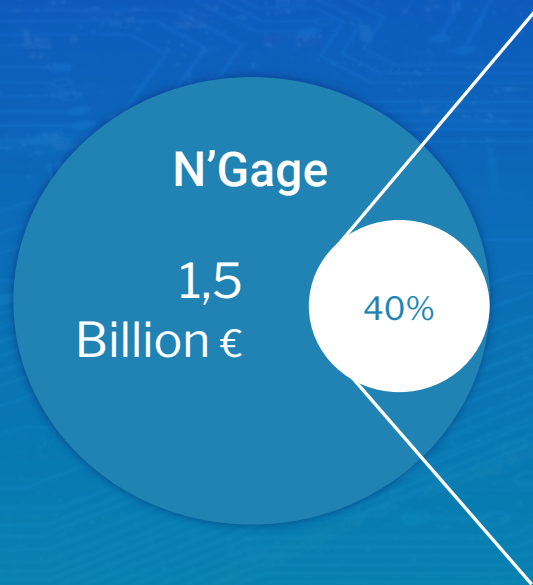
Global market for data preparation tools in € billion



Source : « Sustainability & Energy Management Software Market Research Report by Function, by Deployment, by End-User, by Region Global Forecast to 2026 » ReportLinker

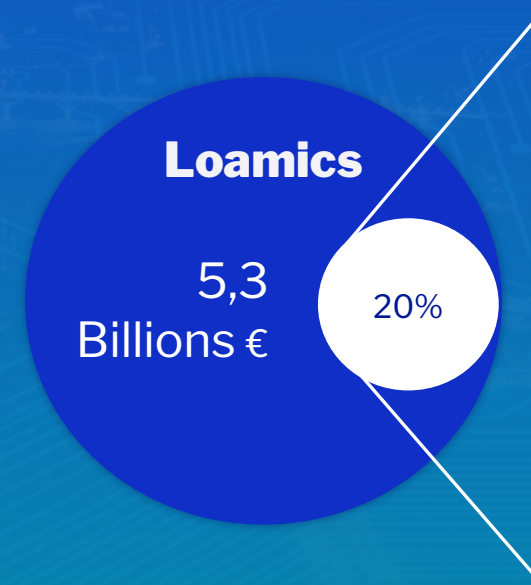
Source : « Data Preparation Tools Market Size, Share & Trends Analysis Report Forecasts, 2021 – 2028 » Grand View Research

- Addressable market 2024 -



Business portfolio

- ✓ Facility Management
- ✓ Utilities
- ✓ Industry
- ✓ Public sector
- ✓ Real Estate



Business portfolio

- ✓ Health
- ✓ Industry
- ✓ Bank Finance Insurance
- ✓ Energy

- Technology leadership in data -

An infrastructure which :



Processes data from
end-to-end, seamlessly

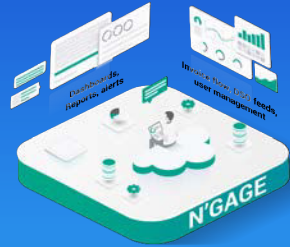


Adds value to data
and transforms it into a
corporate asset



Makes all present
and future use cases
possible

- A common technological base for different usages -



data at the service of
the energy transition



data at the service of
companies' performance



Infrastructure
Automated processing of
massive heterogeneous
data - SaaS

Infrastructure
Automated processing of massive heterogeneous
data - PaaS

- N'Gage, the energy data platform -

A comprehensive offer that meets all the challenges of energy and environmental performance

Customer benefits

- Reduce energy consumption and carbon footprint
- Implement predictive maintenance
- Generate automated analyses in real time
- Digitalize the management and monitoring of energy performance
- Automate data collection and processing
- Share information with business units and customers in real time

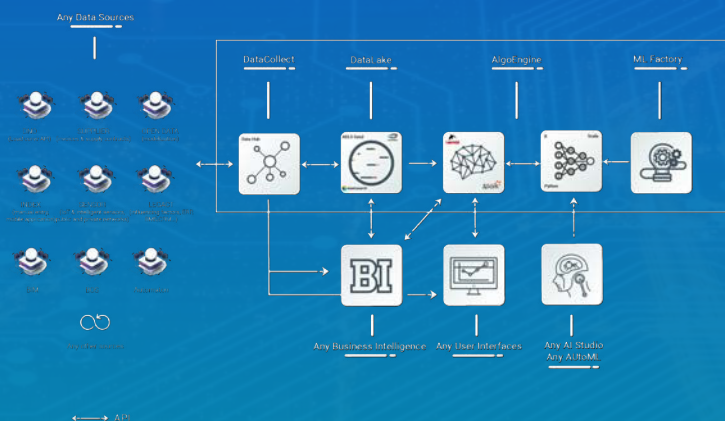


Product features

- SaaS solution
- « No code » solution for multi-energy management
- Interoperable, connects to all data sources
- Modular, adapts to customers' energy maturity
- A complete solution with infinite cross-selling potential

Customer benefits

- Deployable solution within a few hours
- Data quality and reliability
- Automation of end-to-end data processing
- Data governance and sovereignty
- Data security
- Data traceability
- AI gas pedal
- Facilitates IT and business relationships
- Unlimited number of use cases



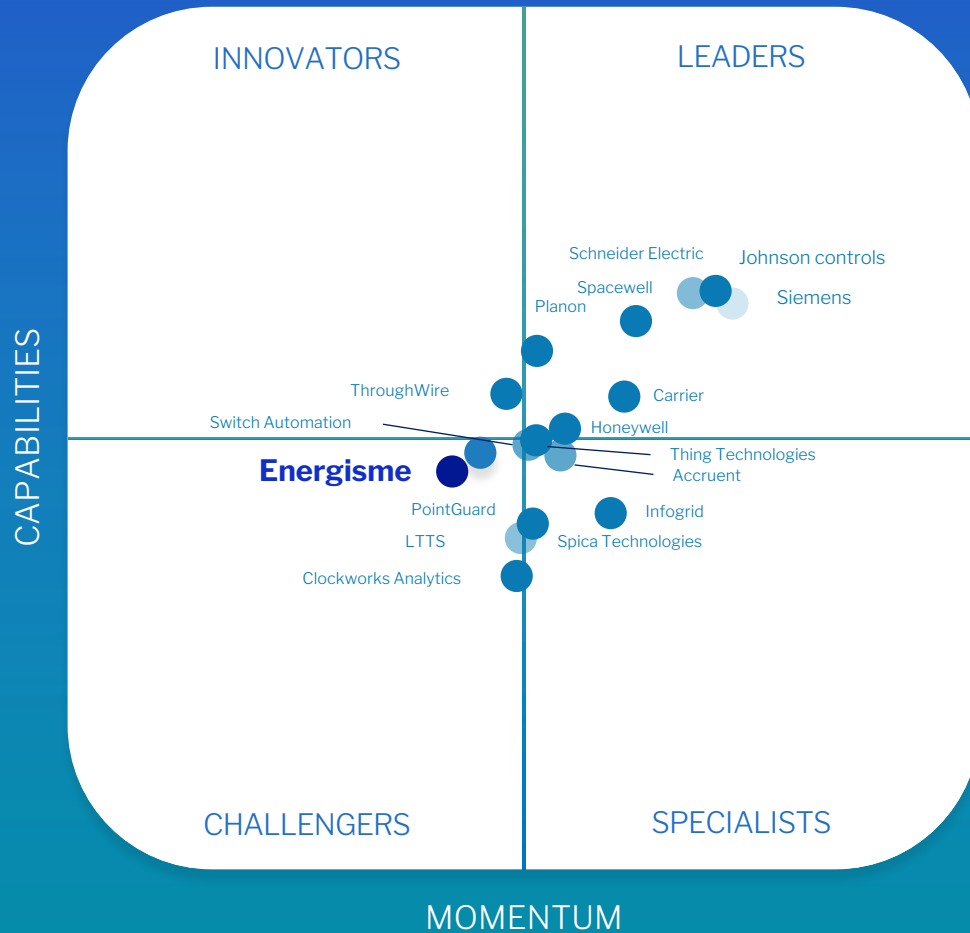
Product features

- PaaS solution
- Interoperable, connects to all data sources
- Low-code solution, deployment in a few hours requiring little development
- Recurring revenues with high profitability



- N'gage, a recognized positioning -

« Smart Building IoT Platform Benchmark “- Verdantix



“Energisme is one of seven new entrants into our smart building IoT platform benchmark, reflecting the tremendous amount of product innovation and investment in the sector,” said Dayann Charles, author of the report. “Energisme scores above average for its asset management, energy and environmental management capabilities, which, combined with its strengths in data connectivity, makes it a strong technology partner for companies pursuing energy optimization and net zero programs.”

Dayann Charles Jeyamohan
senior analyst verdantix

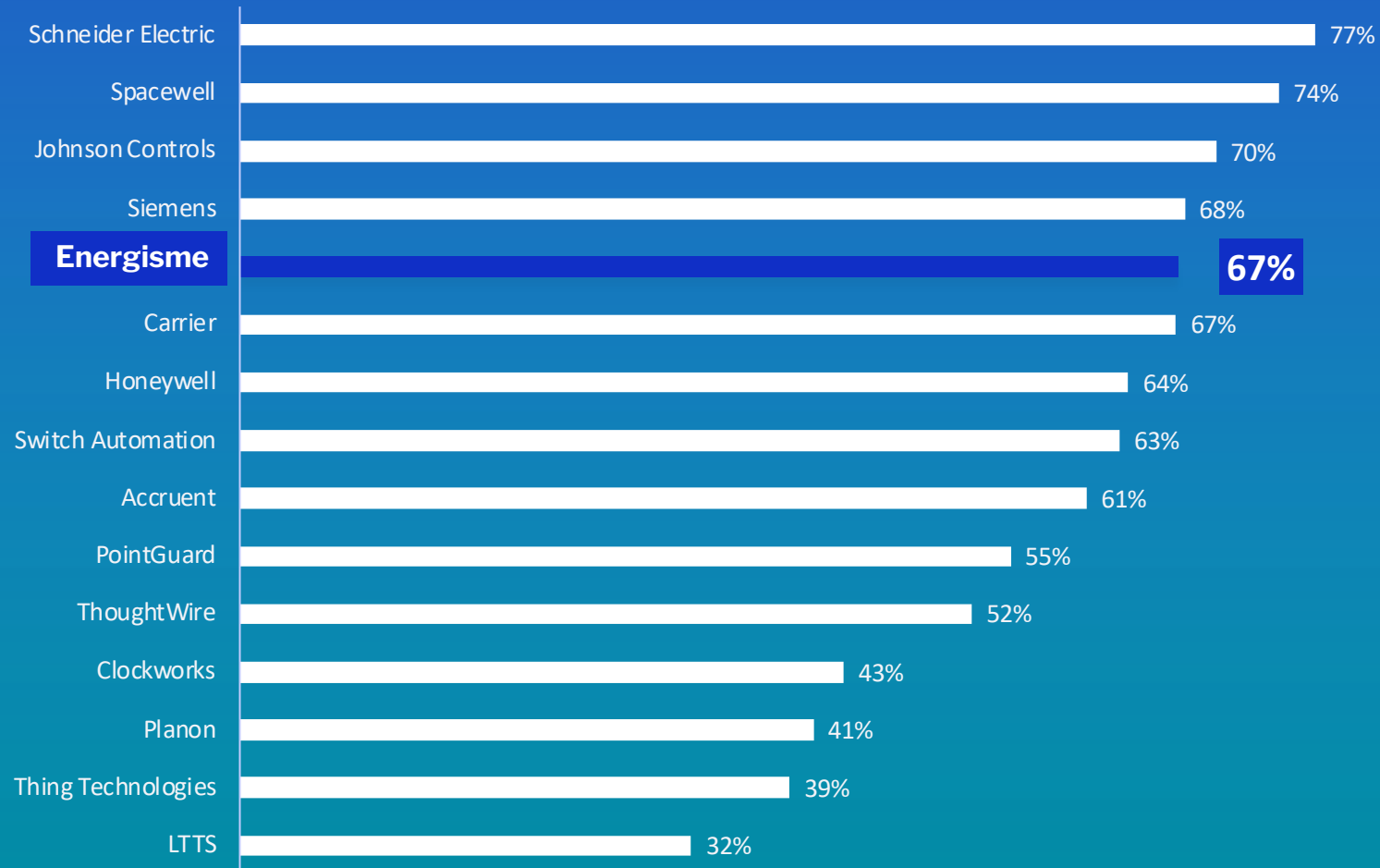
Momentum: This dimension measures each software company on seven strategic success factors.

Capabilities: This dimension measures each software vendor on the breadth and depth of its software functionality in 23 capability areas.



- N'gage, a recognized positioning -

Total capacity scores for energy management





- Loamics, leader in data management -

Unique solution on the market

	Loamics	1	2	3	4	5
Multi-source collection of heterogeneous data	★★★★★	★	★★★	★★★★★	★★★	★
Industrial data cleaning	★★★★	★★★	★★★	★★★	★★★★	★★★
Data virtualization	★★★★★	★	★★★★	☆	★★★★★	★
Continuous treatment	★★★★★	★★	★★★★	★★★	★★	★★★★
Data governance	★★★★★	★	★★★★	★★	★★★★	★★
Continuous AI acceleration	★★★★★	★★	★★★	★★	★★	★★★★
Dynamic digital twin	★★★★★	☆	☆	☆	☆	★★
Green IT	★★★★	☆	☆	☆	★★	★★
Metadata Management	★★★★	★★	★★	☆	★★★	★★
Data Catalog	★★★★★	★	★★★★	☆	★★★★	☆



An organization focused on our business transformation

- Balanced development of our teams in line with our ambition -

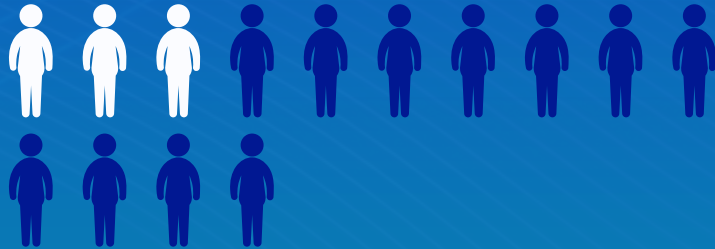
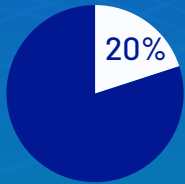


Dedicated customer team

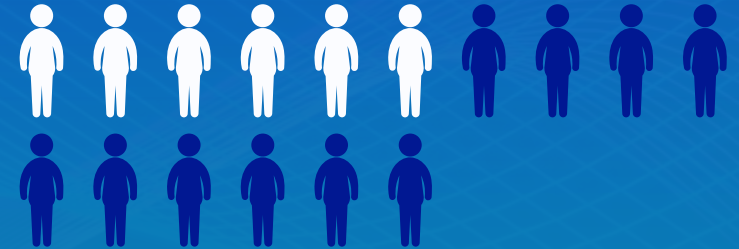
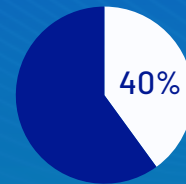


Technical team

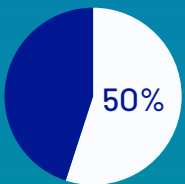
2021



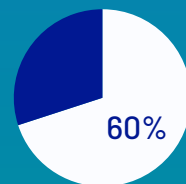
2022



2023



2024





A network of partners
of the first rank

- Accelerating our growth thanks to our partners -

energisme

Technology Partners



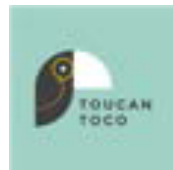
Transformation Consulting Company



Partners and Resellers



Software Publishers



Microsoft



APACHE



- Energisme at the heart of the data ecosystem -



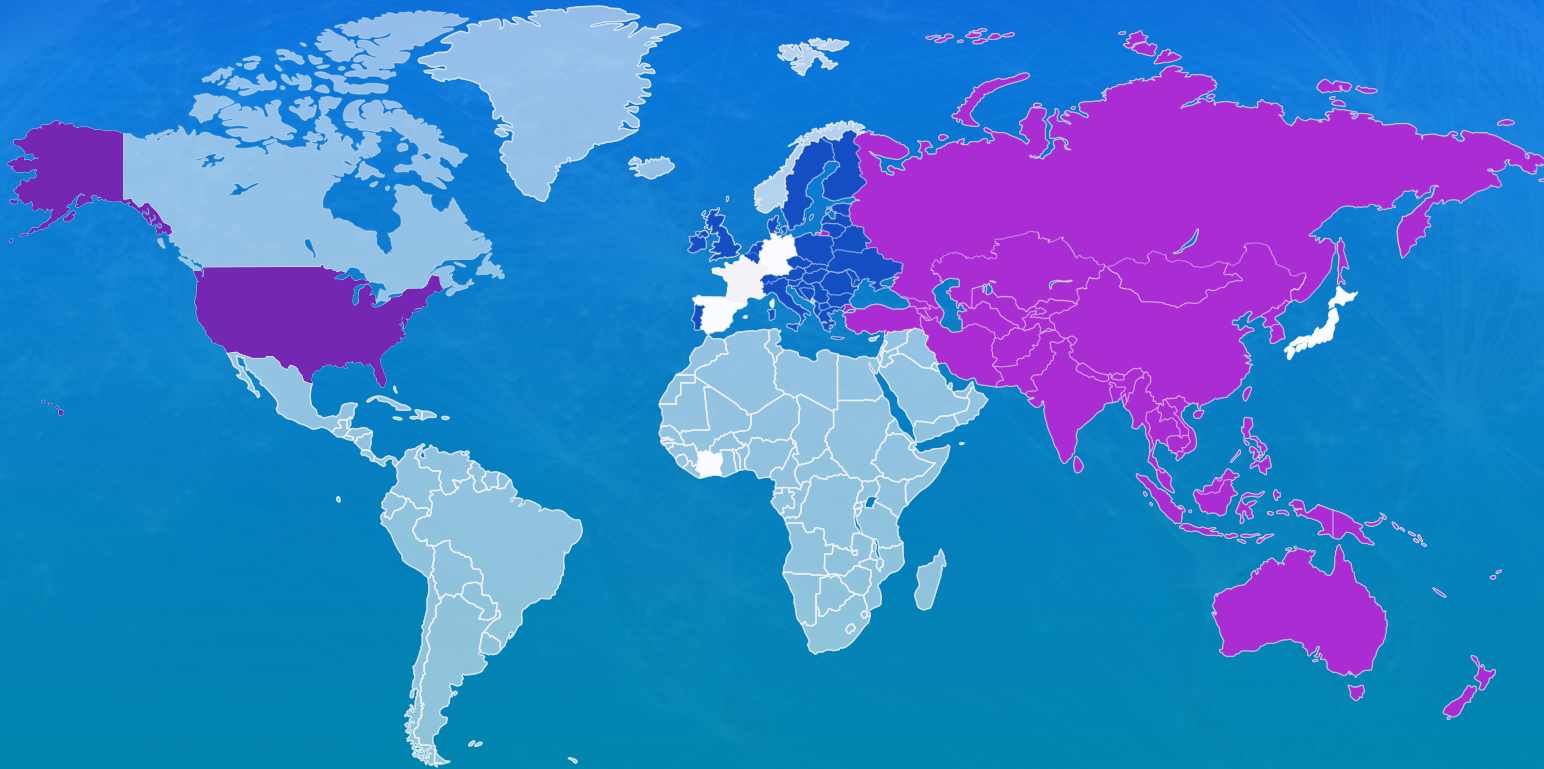
- Be on constant watch
- Create collaborative intelligence
- Vice President of the **AI Cluster**
- Member of the Impact **AI Health Task Force**



A network of partners
of the first rank

- Global solutions provided by our partners -

energisme



A powerful business model

- AMBITION 20-24 -



50+
partners



300+
Clients





20M€
ARR
(Last MRR x 12)



Double-digit
EBITDA
rate

- A powerful business model -

	 N'GAGE		 LOAMICS	
	Common subscription-based business model			
	SaaS		PaaS	
Sales model	B2B & B2B2B			
Go-to-market	Direct + Business partners to distribute and/or operate the solution		Indirectly through global integrators specialized in digital transformation	
	2021	2024	2021	2024
Average MRR	2 K€	5 K€	10 K€	15 K€
Average number of clients	170	270	5	40
Gross Margin	+++		++++	

« Ambition 20-24 » launched



2021 objectives confirmed

- Growth of more than 50% of sales in 2021 vs 2020
- MRR above 460 K€



Financial sustainability assured

- 10 M€ financing option over 2 years



Improved cost control of costs

- Reduction of operational costs
- Monitoring of supplier costs
- Competitive bidding of service providers
- Supervised recruitment

Thank you.