

## Enersize renews strategic partner agreements

**Nasdaq First North-listed Enersize Advanced Research AB has renewed cooperation agreements with two of the company's early partner companies, SCOPP Solutions SARLAU Capital 100,000DH and Momentum Industrial AB. The agreements are cornerstones of Enersize's new business model, based on sales of long-term subscriptions to the company's cloud-based, SaaS software (Software-as-a-Service). Through the partner network, Enersize helps customers worldwide to eliminate leakages and optimize energy use in industrial compressed air systems.**

The companies SCOPP Solutions and Momentum already provide energy optimization services to their customers using the Enersize SaaS platform. During the past year, the companies have been equipped and trained to deliver Enersize cloud-based services, which are used to identify leaks and minimize waste of energy in customers' compressed air systems.

- The close relationship we have with our partners shows the strong solution for energy optimization Enersize is the only one to offer. Since our new business model is based on recurring revenue from software-as-a-service, which is sold through partners, these long-term collaborations are of strategic importance, says Anders Sjögren, CEO of Enersize.

Both SCOPP Solutions and Momentum have been important reference objects for Enersize in the work of developing and implementing an efficient onboarding process, with the goal that new partner companies will quickly become active resellers. A number of important pilot projects have been completed, despite delays and other aggravating circumstances due to Covid-19. The agreements have been renewed one year at a time and give the companies the right to market and sell Enersize products and services in their respective home markets.

- With renewed agreements, conditions are created to intensify the work of broadening the customer portfolio in the Swedish and African markets, with the potential to generate several long and stable revenue streams, says Anders Sjögren.

### **For more information about Enersize, please contact:**

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*The English text is an in-house translation of the original Swedish text. Should there be any disparities between the Swedish and the English text, the Swedish text shall prevail.*

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## About Enersize

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Enersize develops and delivers smart software, tools, and services to enable energy optimisation of industrial compressed air systems. The industry expertise of our people and solutions, together with a commitment to become the global leader in compressed air efficiency software, has made Enersize a recognised leader for customers around the world. Enersize is a merger of multiple Nordic companies with experience from more than 7,000 customer projects.

The company is listed on Nasdaq Stockholm First North Growth Market under the ticker: ENERS. For more information visit <https://enersize.com>

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## Attachments

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