

Enersize signs Partnership Agreement with Moroccan partner SCOPP Solutions

Enersize Advanced Research AB ("Enersize" or the "Company") has signed a Partnership Agreement with Moroccan partner SCOPP Solutions SARLAU Capital 100.000DH ("SCOPP Solutions"). SCOPP Solutions will use Enersize's Compressed Air Services, which are based on the Company's Software-as-a-Service ("SaaS") platform, to provide energy optimization of industrial compressed air on the North and West African market, initially focusing on the local Moroccan market.

On October 22, 2020, Enersize signed a Letter of Intent with SCOPP Solutions, and the parties have now followed up and signed a full Partnership Agreement. Since when the Letter of Intent was signed, SCOPP Solutions has submitted quotes based on Enersize's Compressed Air Services to seven potential customers. SCOPP Solutions is aiming to have 30 SaaS subscriptions running by the end of 2021. SCOPP Solutions will base SaaS subscriptions on 12-month periods in Morocco (which is shorter than the 36 or 60 months' subscriptions that Enersize standardize on in the EU) and will get temporary discounts on SaaS subscriptions from Enersize in order to accelerate the growth of business in Morocco. When customers commit to SaaS subscriptions SCOPP Solutions will pay a monthly software license fee to Enersize based on the customer's installed compressor capacity. At the end of 2021, the recurring revenue to Enersize based on SaaS subscriptions is estimated to more than 200 kSEK per month. On top of this will be one-off revenue for each customer based on hardware, training, and services.

SCOPP Solutions has exclusivity to represent Enersize in Morocco for 2021 and the exclusivity will be prolonged by one year at a time based on if SCOPP manages to create 30 or more new software subscriptions to Enersize's Compressed Air Services per year.

"Our first interaction with Moroccan market showed a great interest in industrial compressed air energy efficiency solutions. I have enjoyed great support and mutual understanding with Enersize management. We have been able to build the foundations for a solid partnership that we formalize by signing the Partnership Agreement on the right time to maintain momentum. We look forward to success stories in Morocco where our customers will enjoy sustainable and significant energy savings", **says Achraf Zerhouni, CEO of SCOPP Solutions**

"We are quickly moving towards getting orders from SCOPP Solutions and the Partnership Agreement is necessary to have in place when we move to execution of projects. I look forward to hands-on training of SCOPP Solutions in our Compressed Air Services and getting some Moroccan customers running in our systems", **says Anders Sjögren, CEO**

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.

About Enersize

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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This information is information that Enersize is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact persons set out above, at 2021-01-08 08:30 CET.

Attachments

[Enersize signs Partnership Agreement with Moroccan partner SCOPP Solutions](#)