

Newsletter – The way ahead is defined by what we do

It's always encouraging to see the results of a shared focus – especially when it comes to sales. Throughout the summer, we've continued shifting from planning to action, and we're already beginning to see the effects.

Activity That Makes a Difference

In May, we initiated a more structured effort to proactively schedule meetings with new customers in key industries – together with an external partner. Combined with our intensified internal sales efforts, this has led to August showing more than twice as many booked customer meetings as any individual month over the past year.

Everyone has contributed – from sales and technicians to management and the board – and it's worth highlighting. We know that results are what ultimately count, but viewed over time, this is a clear signal that we're moving in the right direction.

Building a Sales-Driven Culture

Creating a sales-oriented culture isn't just about structure – it's also about identity. That's why it's especially rewarding to see our technicians take the initiative in customer conversations, new projects being sold in, and board members showing genuine curiosity about our offering and contributing with valuable contacts.

When engagement exists across the organization, it becomes much easier for me, as CEO, to talk about entrepreneurship and commercial drive – not as a mandate, but as something we build together.

Shareholder Perspectives That Help Us Grow

I regularly receive emails, calls, and suggestions from shareholders – often with tips on companies that could benefit from our services. This kind of engagement is something I truly appreciate.

One recurring comment is: *"Why does the sales process take so long?"*

It's a fair question – and something we're actively addressing through clearer communication, better insight, and ongoing dialogue with the right decision-makers.

Broadening Our Offering – Driven by Customer Demand

We're proud of our core expertise in compressed air optimization, but it's equally gratifying to see that we're increasingly being trusted to contribute in other areas – such as energy efficiency projects involving steam.

This shows that our methodology and technical know-how are a natural fit for a broader range of projects than those we've traditionally been associated with.

In Closing

We're taking steps forward – sometimes small, sometimes bigger. The current rise in activity is encouraging. Now the focus is on staying the course and continuing to translate engagement into results.

Thank you for following our journey.

Warm regards,
Fredrik Arrigucci
CEO, Enersize

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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 provides specialized software, tools, and services for improving energy efficiency in industrial compressed air systems – one of the most energy-intensive processes in manufacturing. The company's technology platform enables detailed monitoring, analysis, and real-time optimization of compressed air systems, with the aim of reducing energy consumption, detecting leaks, and improving operational performance.

Enersize works with a wide range of industrial companies that recognize energy efficiency as a strategic priority – both for improving financial performance and for reducing environmental impact. The solutions are scalable and designed to integrate seamlessly into both existing and new system environments.

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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