

Enersize receives its second order from Moroccan partner SCOPP Solutions

Enersize Advanced Research AB ("Enersize" or the "Company") receives its second order from Morocco through the local partner SCOPP Solutions SARLAU Capital 100.000DH ("SCOPP Solutions"). The order is the first that includes the first two steps in a three-step sales model so the order value is limited to about 10 kEUR.

Enersize's received the first order for step one on April 16, 2021, "[Enersize receives its first order from Moroccan partner SCOPP Solutions](#)", and now, one more of the about 20 active quotes in Morocco have met with positive response and one more customer in Morocco will begin a journey towards energy excellence.

Enersize's Compressed Air Services in the cloud contains all the services needed to identify energy efficiency improvements in industrial compressed air systems. The order presented today is the first that includes leakage reduction and therefore marks an important milestone for the partnership.

In 2019 the [CO2 intensity of electricity generation in Morocco was 2-3 times higher compared to the EU average](#) of about 275 g/kWh. This means carbon reductions from making compressed air usage more efficient in Morocco will be relatively high compared to in the EU. In view of EU possibly introducing a [Carbon Border Adjustment Mechanism](#) Moroccan export will benefit from reduced CO2 emissions even more than today.

The sales model SCOPP Solutions is working with uses the Enersize three step process with commercial validation between each step.

1. **Xray** Without disturbing the production, Enersize's centralized panel of experts can, in a scientific way, determine the savings potential and create a detailed action plan.
2. **Xecute** If the savings potential is there, use efficient systems to reduce leakages temporarily and verify energy savings with a second Xray.
3. **Xcel** Institutionalize addressing energy saving potentials in the compressed air system for years and years to come. Perform energy optimization, get the compressed air system under control and avoid unwanted surprises. Analysing trends enables preventive maintenance.

"This second order is very important for us as it's our first case in the cement sector where we can have multiple compressed air systems inside the same plant. We are starting with a pilot for one of the 5 CAS. Then, we expect to receive a second order to cover the other compressed air systems. As many industrial plants schedule their annual major shutdown in August, we expect to get more confirmations on the coming days", says Achraf Zerhouni, CEO of SCOPP Solutions

"Business in Morocco is still in its very early phase, but the cooperation with SCOPP Solutions is great. Now we have two customers so we will train and work with SCOPP Solutions to create successful pilots and then I am sure we will see customers going to step three where we offer long term SaaS subscriptions for energy optimization.", says **Anders Sjögren, CEO of Enersize**

More about SCOPP Solutions

SCOPP Solutions is a Moroccan company established in 2013. The company delivers consulting services in North Africa in Many sectors: Petroleum, Cement, Steel, Automotive & Agribusiness. SCOPP Solution's strategy has been reviewed during 2020 Covid-19 lockdown to focus on digital energy efficiency solutions. The company has set new partnerships and started promoting those since September 2020. Despite Covid restrictions and the economic downturn, the company has been receiving positive response from the market showing a good fit for the new services to industrial energy efficiency challenges.

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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Attachments

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