

Enersize signs Letter of Intent with Moroccan partner SCOPP Solutions

Enersize Advanced Research AB ("Enersize" or the "Company") signs a Letter of Intent ("LOI") with Moroccan partner SCOPP Solutions SARLAU ("SCOPP Solutions") where SCOPP Solutions will use Enersize's Compressed Air Services SaaS-platform to provide energy optimization of industrial compressed air to the North and West African market, initially focusing on the local Moroccan market.

SCOPP Solutions already has a pipeline of interested customers and feels a strong pull for compressed air optimization services. SCOPP Solutions will introduce the new services enabled by Enersize SaaS with immediate effect, hoping to grow to 30 long term contracts (3 years or more) by the end of 2021. For each end customer SCOPP Solutions will pay a monthly software license fee to Enersize based on the installed compressor capacity. At the end of 2021 the monthly recurring revenue to Enersize based on software licenses is estimated to exceed 200 kSEK.

The LOI states the forms of cooperation between the companies and lays out the partner and pricing model in broad terms while Enersize finishes the partnership agreement. It is the intention of SCOPP Solutions and Enersize to deliver top-notch service to the end customers, and Enersize will train and certify SCOPP Solutions.

SCOPP Solutions will get exclusivity in Morocco for 2021 and the exclusivity will be prolonged by one year at a time based on if SCOPP manages to attract 30 or more new end customers per year that use Enersize's SaaS.

"SCOPP Solution's new strategy is to provide best in class digital energy solutions to its customers in response to energy efficiency challenges and obligations. We engaged on a partnership development process with Enersize based on their solid experience and cutting-edge solution to address energy efficiency issues related to compressed air systems. We believe that success and trust come through results and a good relationship with customers and partners. The letter of Intent is part of the foundations to build a strong and fruitful partnership with Enersize", **says Achraf Zerhouni, CEO of SCOPP Solutions**

"I have seen the relationship with SCOPP Solutions develop through determined work based on a mutual understanding of the great win-win-win situation we can create doing energy optimizations for industrial compressed air; the end customer wins by lowering energy consumption and reducing carbon footprint, our partner wins as they can provided professional services on compressed air systems using Enersize's SaaS, and Enersize wins because of increased recurring software license revenues. The Letter of Intent is a milestone and I look forward to signing of a long-term partnership agreement", **says Anders Sjögren, CEO**

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About Enersize

With its proprietary patent-pending automated software for energy optimization of industrial compressed air, Enersize has a scalable platform for well established partners selling pneumatics or maintenance. Partners are trained and certified by Enersize and can, using **Enersize's Compressed Air Services** SaaS provide 10-50% energy savings in industrial compressed air systems. **Enersize's Compressed Air Services** SaaS includes software for instant scrutiny of a compressed air system, leakage management, and continuous measuring and monitoring. The Company's cloud software saves energy and reduced carbon footprint and has a very short payback time. The company has more than 4000 customers worldwide. 10% of the industry's electricity consumption is used to produce compressed air, corresponding to about 2% of the world's total electricity consumption. The company is headquartered in Lund and the corporation includes companies in Finland and China.

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

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Attachments

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