



Enersize signs Framework Agreement with Adenergy

Enersize Oyj (“Enersize” or the “Company”) today announces that its subsidiary **Enersize Advanced Research AB** has signed a framework agreement with China-based **Adenergy** that regulates fundamental rights and obligations between the companies. **With this, the conditions for closer cooperation are met and the companies intend to intensify the cooperation to reach customers according to Enersize's scalable business model based on software licensing.**

Enersize Oyj, the parent company of Enersize Advanced Research AB, announced this summer that a letter of intent had been drawn up (published July 5, 2019), and this autumn that the contract negotiations were accelerated (published on 6 September 2019). The result of these negotiations has now been realized as a framework agreement between Enersize Advanced Research AB and Adenergy, a subsidiary of Aden Group with 26,000 employees.

Negotiations intensified in September as Adenergy began preparing for pilot projects with Enersize and Enersize wanted basic protection in place before the Company further trained Aden's staff. The framework agreement, which has now been signed, provides a basis for the companies to build on the cooperation by providing mutual protection of the companies' intellectual property rights, competition clauses and the intention to protect Enersize, as well as a mutual non-solicitation.

Now the companies are working together to reach more customers and get orders for already quoted pilot projects. Price models are discussed and gradually adapted to the forms of cooperation that the companies find appropriate. The goal of the pilot projects is to find the right collaborative model for upscaling to Aden Group's entire sales force. Aden has a team of about five people who are active in the collaboration on a daily basis and who work with customers in both China and Korea. The companies intend to conduct in-house training and external seminars in the near future to reach more customers.

About Adenergy

Adenergy is a wholly owned subsidiary of Aden Group. Aden Group is a Shanghai-based company pioneering the comprehensive REALM (“Responsible enterprise asset & life management”) model of IFM with 26,000 employees, operations in 25 countries and 80 different Chinese cities. Adenergy was founded in 2018 with the mission of advancing a B2B model of energy optimization and distributed energy using its IoT platform, AEMO. Aden partner with clients in commercial, industrial and private sectors; among these, many companies listed on the Fortune 500 count on ADEN for strategic outsourcing.

About Enersize's new business model aimed at Facility Management companies

Enersize's new business model means that sales, installation and performance of monitoring and efficiency services will mainly be driven by independent distributors who are major players in industrial maintenance and service, so-called "Industrial Maintenance" or "Facility Management" companies that already have established relationships with industrial customers. Enersize is responsible for providing web-based software services for monthly license fees and stands for technical support and access to specialist knowledge. In this way, sales can be scaled up quickly and with little need for capital.

“The work on developing and negotiating the agreement between Aden and Enersize has been constructive and shows that Aden is serious about this initiative. I would especially like to thank Celine Fablet, Head of Innovation and Technical Solutions at Aden Services, who has been a facilitator for the negotiations and who is working on the cooperation against the pilot projects we have now set our sights on. Much work is needed to open a new business area and Celine together with Fulvio Bartolucci, Managing Director of Adenergy, is pushing to carry out pilot projects and then scale up within Aden's sales organization, and we support their work from Enersize. I will visit Aden myself in December to further develop the collaboration. That's exactly how we want to work!”, says Anders Sjögren, CEO of 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.

Brief information about Enersize

*With its proprietary patent-pending automated software, **Enersize Q+** for leakage management, data collection and analysis, Enersize can provide 10-50% energy savings in industrial compressed air systems. With **Enersize Enterprise**, the customers can measure and monitor several factories centrally. Through the recently acquired **Enersize LEAQS** system, the company has access to more than 9000 leakage management projects, and the associated more than 4000 customers worldwide. The combination of the company's software services can increase the customer's savings in running projects, while generating direct license and project revenue. 90% of the manufacturing industry uses compressed air, which constitutes about 2% of the world's total electricity consumption. Among Enersize's existing customers are one of the world's largest manufacturers of flat screens and well-known car manufacturers and steel mills. The company is headquartered in Helsinki, have a sales offices in Gothenburg and Shanghai and a development office in Lund. The company is listed on Nasdaq Stockholm First North Growth Market under the ticker: ENERS. www.enersize.com*