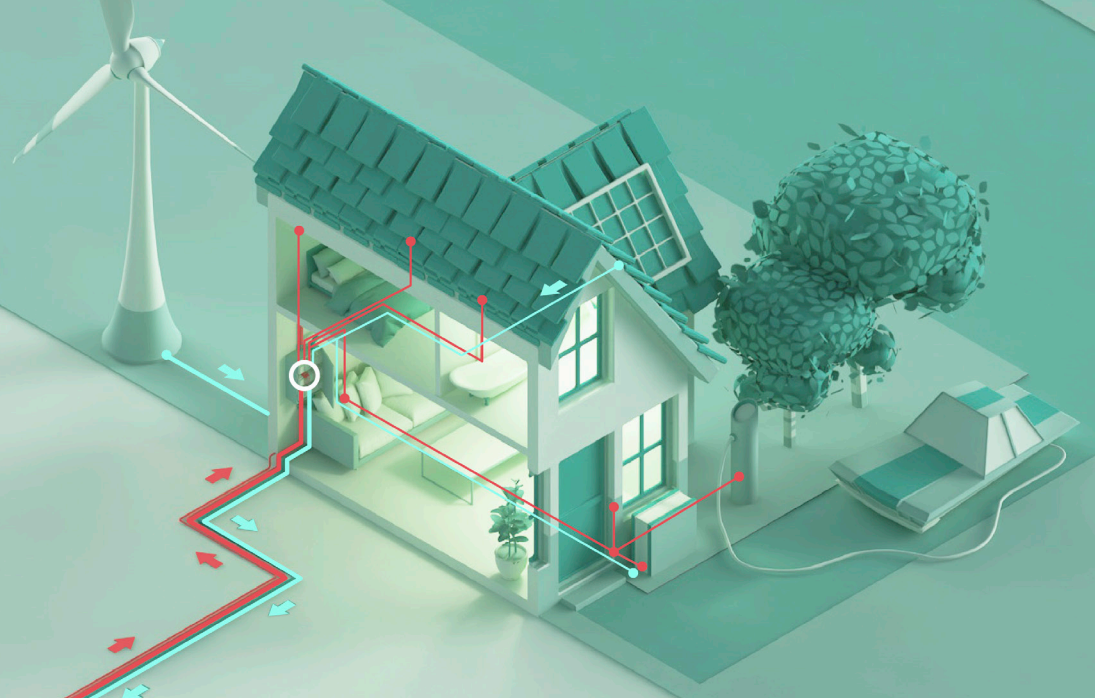


june

Power to the people.

EXECUTIVE SUMMARY - 2021



Introduction

June is a **100% digital and scalable energy services start-up** that envisions to accelerate the transition towards clean energy.

Unstoppable drivers are reversing the value-chain and, as proven in many sectors, **being allied to the consumer with relieving services** is key to fully unlock the new market potential.

June empowers the consumers, who are becoming leading actors, by **unburdening them on energy related decisions**. Simple services, that generate guaranteed savings, are offered to consumers to nudge them towards clean energy in exchange for unprecedented data on utility related consumption and behaviour.



PRODUCTION



TRANSPORT



DISTRIBUTION



PROVIDERS



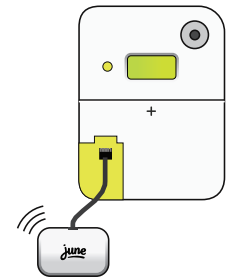
CONSUMERS

SUMMARY

June is a automated service that lowers utility bills through contract swapping and custom investment advise. June has over **10.000 active users** and overlooks more than 500.000 € monthly on utility transactions. June has a **100% turnover growth** and raised 4 mio € in funding (grants and business-angels) since being founded in 2016. June's IP is **patented**. June has signed contracts with with tier-1 companies that licence June's **AI-technology** on a **European B2B2C market**. June offers a **convertible loans investment opportunity** in anticipation of a, in 2022 envisioned, series B capital round to accelerate growth and to launch in other European countries.

APPROACH

Making the digital meters usefull for customers by lowering their bills.



June's platform and technology continuously lowers the energy bills of consumers based on behavioural insights :

- by **switching energy contracts automatically to a cheapest supplier** based on actual behaviour,
- by **automatically identifying how to lower energy spendings** with tailored home energy advice, products & services offered by 3rd party companies (such as solar panels, insulation, heat-pumps, ev-chargers, loans ..)



BUSINESS MODEL

June operates a platform business model, where curated product and services are delivered to customers in exchange for data and a recurring fee (front) or lead fee (back) from 3rd party product & service providers. As the digital transformation finally hits the utility market, we see a lot of new players entering the field. June is a B2C brand In Belgium. Beside that, we licence our technology and services to bigger brands in Belgium and Europe to help them enter the field, where we can grow throughbtheir huge existing client base. These new players are Banking & insurance, heating or installation companies, real-estate, telco and data companies.

TRACTION



Over **10.000 B2C users** of the June Energy platform generating approx. 30 k€ MRR.



800 k€ revenue in 2020 and a **100% growth** since commercial launch.



June has raised over **3.5 mio € in funding** since being founded in 2016.



More than **50 million unique energy data points** processed, structured and analysed.



European **patented** energy monitoring solutions. **>1,5 mio € granted research** projects.



Launching **B2B** in 2019 resulting in over 100 k€ turnover with **first partner contracts**.

TEAM



CEO - Vincent De Dobbeleer has 11 years of professional experience in upcoming energy companies in the B2C market in Belgium (Nuon: 2004 - 2010 / Eneco: 2010 - 2015) in a vast area of domains (IT, data analysis, customer service, finance, strategy, marketing). His work at Eneco resulted in the Marketer of the Year award end of 2014. Having mastered in Computersciences at the University of Leuven positions him to understand the potential of bringing digital solutions together with relevant customer experiences.



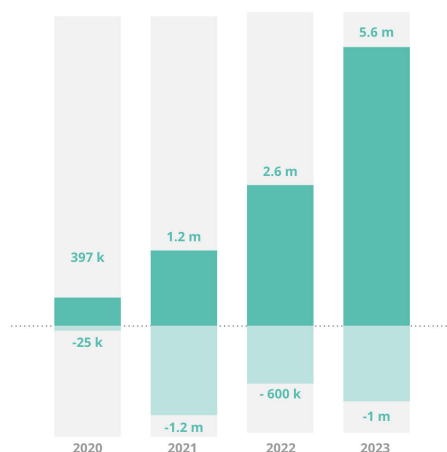
CIO - Georges Lieben is an entrepreneur and industrial product engineer having created several successful digital companies and products: Bagaar (digital solutions, exited in 2017), Twikit (3D printing customization software) and June Energy. These companies have a consolidated headcount of +90 FTE. Georges has contributed to several international patents. Georges is committed full time to June.

We work with a team of 10 FTE and are supported by additional external service providers in software development, sales, customer service, marketing and logistics. Since 2018, June has a professional board of directors with experienced entrepreneurs and business leaders. The board is chaired by Luc Sterckx (a.o. ex-CEO Luminus and chairman of the board of Febeliec), next to François Lagae (experienced software entrepreneur between 1980 and 2010 with 3 successful start-ups) and Serge Hannecart (leading real estate developer since 1989) and the founders.

FORECAST

The MRR will be fueled by B2B2C partnerships and EU expansion as of 2021 and will grow to 600k by end of 2023. We expect to evolve from 628 k€ in 2020 towards 6 mio€ yearly revenue in 2023. EBITDA is expected to be positive as of Q4 2022. We currently expect a cumulative cashburn of 2.25 mio€ Q3 2022, motivating an equity need.

CASH POSITION & RECURRING REVENUES



INVESTMENT OPPORTUNITY

With break-even point in sight by end of 2021, we're offering a **first 500k in convertible loans** to focus on execution and preparation of a serie B round planned in 2022. We offer substantial discount and interest.

(30% discount and 6.5 % interest on CLA's signed in Q1 2021, 20% discount and 5% interest in Q2 2021)

The planned series B capital round will be used to accelerate our growth and to launch in other European countries.

Let's talk.

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