

Press release

Mon Courtier Energie Groupe announces the approval of its Registration Document by the AMF in respect of its planned IPO on Euronext Growth® Paris

- The leading French B2B energy broker, Mon Courtier Energie advises and assists businesses in the management of their energy costs
- A strong local presence with 23 licenced branches and already more than 24,000 clients in France
- A history of profitable growth with revenue of €19.2 million, an operating margin of 12.5% and operating profit of €2.4 million in 2022
- Concrete targets for 2025: revenue of over €40 million and operating profit of approximately €5 million

Bordeaux (France), April 19, 2023 – Mon Courtier Energie Groupe, a B2B energy brokerage company, announces the approval of its Registration Document by the *Autorité des Marchés Financiers* (AMF, the French stock market authority) under number I. 23 - 011 dated April 18, 2023.

The approval of the Registration Document constitutes the first step in Mon Courtier Energie group's planned Initial Public Offering on the Euronext Growth® multilateral trading facility in Paris. The implementation of this IPO is subject to the AMF's approval of the prospectus associated with this operation and to favourable market conditions.

Charlie Evrard, Founder and Chief Executive Officer of Mon Courtier Energie Groupe, said: *"It is with much enthusiasm and determination that we are launching Mon Courtier Energie Groupe's IPO project on Euronext Growth®. Since 2017, Mon Courtier Energie Groupe has been constantly growing on a booming energy brokerage market, driven by major and long-term in-depth trends associated with the liberalisation of this strategic sector. Our mission is clear: help our clients make the right choice from the many energy (gas or electricity) supply offers available and then provide them with long-term support to help them optimise the management of their energy costs through high-value-added services. Today, we want to further expand our domestic commercial network and embark on our international development. Our stock market listing will also allow us to help as many companies as possible to benefit from our expertise in energy brokerage, support and optimisation of energy supply contracts and advice regarding the energy transition. Within a context of volatile energy prices and complex SME support measures and energy transition schemes, we are more than ever positioned as the essential trusted third party enabling our clients to optimise their energy strategy whilst remaining focussed on their core business".*

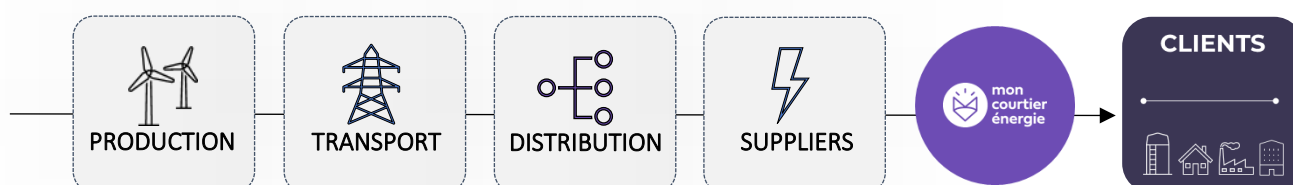


Mon Courtier Energie Groupe: the leading French B2B energy broker

Mon Courtier Energie Groupe is the leading energy brokerage network in France with 23 branches and more than 24,000 clients¹ at end-2022 that can thus benefit from help with their energy choices, their energy transition and the optimisation of their energy bills.

Founded in Bordeaux in 2017, the Group is run by a team of experts in the liberalisation of the energy market and enjoys preferential access to a network of more than 20 partner energy suppliers enabling it to negotiate – on behalf of its clients – the offers that best suit their requirements in terms of electricity and gas consumption.

The Group is positioned as a trusted third party between its partner energy suppliers and businesses, end-consumers.



Mon Courtier Energie Groupe is ideally positioned to benefit from the growth of the energy sector

The liberalisation of the European energy market, initiated in the early 2000s, has led to the gradual emergence of alternative energy suppliers. With the opening up of the market to competition and the various national initiatives, there are more than 60 active suppliers in France as of 2022.

Furthermore, in a context of price volatility, the energy market has become particularly unpredictable, forcing companies to have to cope with the complicated issue of how to optimise their energy spending. The brokerage and associated services proposed by Mon Courtier Energie Groupe is thus a response to the energy market's structural developments and fluctuations.

Today, Mon Courtier Energie Groupe estimates that it is in a position to address a market comprising a total of 2.4 million electricity and gas delivery points. With more than 24,000 clients as of December 31, 2022, including 7,200 newly acquired clients over the last year, **Mon Courtier Energie Groupe's market share represents approximately 1% of the addressable market, and therefore provides substantial growth potential.**

Mon Courtier Energie Groupe: the trusted third party helping companies to better purchase and better use their energy

With more than 20 partner energy suppliers, the Group's DNA is based on **brokerage and advice regarding energy purchasing**. This know-how is the result of the many years of experience in the energy industry of the Group's founders, who have surrounded themselves with a team of experts notably to develop an effective technological platform that can instantly indicate the best offers to clients. The Group is directly paid by energy suppliers as a business introducer by invoicing them a commission in euros per MWh of energy. This service, which represents no additional cost for end clients, accounted for 92.5% of the Group's revenue in 2022.

¹ These 24,000 clients correspond to 24,000 active delivery points for which the supplying of natural gas or electricity is ongoing.

Additionally, Mon Courtier Energie Groupe provides an **energy contract management and optimisation** service, a service enabling energy costs to be further reduced through administrative and financial monitoring, the control and explanation of energy invoices, threshold exceedance alerts, the optimisation of energy delivery costs and the study of optimisation eligibility criteria.

Lastly, the Group offers an **energy transition advice and assistance service** to enable its clients to consume better by using renewable energies.

A differentiated and perfectly replicable “brand licensee” model based on energy expertise and a local presence

The Group has made the strategic choice to be close to its clients, in French regions and departments, by opening local branches with the goal of developing a quality service and a long-term relationship of trust with its clients. Mon Courtier Energie Groupe has thus deployed a **network of “brand licensees” comprising 23 branches**, 14 of which have been open for over two years, all of which have direct access to the head offices' technological platform and have autonomy of action on their local market. This network is structurally profitable: a branch breaks even in terms of profitability after 12 months and becomes fully productive after the second year of activity.

The Group accompanies businesses of all sizes in various sectors such as health, real estate, hotels and restaurants, stores and industry.

A history of profitable growth with revenue of €19.2 million, an operating margin of 12.5% and operating profit of €2.4 million in 2022

Mon Courtier Energie Groupe has generated strong growth since its creation. Over the **last four years, its revenue has been multiplied by 12**. This growth has not been achieved at the expense of profitability: **the Group has been continuously profitable since 2019**.

In the year ended on December 31, 2022, the Group recorded consolidated revenue of €19.2 million, up 96% on the previous year, and an operating margin of 12.5%, up more than 5 points on the previous year.

A committed and responsible player

In February 2023, Ethifinance gave Mon Courtier Energie Groupe an **extra-financial score of 62**, which places the Group in the **“Advanced” category of ESG maturity** on the Ethifinance scale (Gaïa Rating referential), well above the sectoral average (26)².

Mon Courtier Energie Groupe has adopted a proactive ESG policy focussing on the well-being and fulfilment of its employees (“Great Place to Work” certified), support for communities in difficulty (patron of the SOL SOLIDAIRE charity association) and local and national sport sponsorship (support for Sébastien Marsset’s CAP AGIR ENSEMBLE charity association).

² Benchmark of comparable companies (“Services – excluding finances and ITC” sector companies with fewer than 100 employees)

An IPO to accelerate the profitable growth strategy

Mon Courtier Energie Groupe intends to accelerate its profitable growth by pursuing the following development priorities:

1) Acceleration of its commercial network in France

Opening of new branches to expand the network's coverage in France and be as close as possible to its clients. The network's growth will also be ensured by strengthening existing branches and recruiting additional brokers.

2) Replication of its model abroad

The Group, which already has a subsidiary in Spain since March 2022, aims to continue its development in Europe by strengthening its presence in Spain and gradually extending its presence to Italy and Germany.

3) New services associated with the energy transition of companies

Building on its position as a trusted third party for its 24,000 clients, the Group wants to expand its footprint with its current and new clients via specific energy transition offers such as assessing requirements, guarantees of origin, mobility and energy efficiency.

Mon Courtier Energie Groupe's 2025 targets:

- **Revenue of over €40 million**
 - of which more than 10% from energy transition consulting services
 - of which more than 15% generated abroad
- **Operating profit of approximately €5 million**
- **A network of more than 40 branches**

Availability of the Registration Document

Mon Courtier Energie Groupe's Registration Document, approved by the AMF on April 18, 2023, under number I. 23 - 011, is available on the Company's website (www.mce-finance.com) and the AMF's website (www.amf-france.org), as well as free of charge upon request from the Company's head offices: Mon Courtier Energie Groupe, 22 Quai de Bacalan, 33300 Bordeaux, France.

The Registration Document contains a detailed description of the Company, and in particular its activity, strategy, financial situation and results, as well as the associated risk factors. The Company draws the public's attention to Chapter 3, "Risk factors", of the Registration Document.

About Mon Courtier Energie Groupe:

Founded in Bordeaux in 2017, in just a few years Mon Courtier Energie Groupe has become the leading French energy broker on the B2B market. The Group's mission is to help companies with the global management of their energy budget in order to reduce or optimise their gas and/or electricity bill. Mon Courtier Energie Groupe's service offer comprises brokerage and advice regarding energy purchasing, the management and optimisation of contracts and energy transition guidance.

Mon Courtier Energie Groupe draws on the expertise of more than 130 people at its head offices and in "licenced" branches around the country.

For further information, please go to www.moncourtierenergie.com.

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This press release constitutes promotional material and is not a prospectus within the meaning of Regulation (EU) No. 2017/1129 of the European Parliament and of the Council of June 14, 2017 (the "Prospectus Regulation").

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