

## Mon Courtier Energie Groupe 2023 first-half revenue up 24% at €10.5m

- Strong sales momentum in the first half: +4,000 new customers
- Opening of 3 new branches in France
- Successful IPO on Euronext Growth® Paris
- Confirmation of the Group's guidance for 2025

Bordeaux, July 18, 2023, at 07:00 am CEST - Mon Courtier Energie Groupe (ISIN code: FR001400H3A0 - Ticker: ALMCE), a B2B energy brokerage company, today announces its first-half revenue for 2023.

**Charlie Evrard, Founder and Chief Executive Officer of Mon Courtier Energie Groupe,** comments: *"As a listed company, we are delighted to publish our half-year revenue, which is growing steadily. Mon Courtier Energie Groupe ramps up with the acquisition of more than 4,000 new BtoB customers over the half year, as well as the opening of three new branches in France, strengthening our sales network. We are continuing to develop new offers focused on the energy transition, which should be available, as planned, during the second half of the year, and we are confident that the roadmap announced at the IPO will be successfully implemented. Our strong commercial momentum reflects a booming energy brokerage market, enabling us to pursue our historic trajectory of profitable growth and also to confirm our 2025 targets: a revenue of more than €40m, operating income of around €5m and a network of more than 40 branches"*.

### Dynamic activity in the first half of 2023

**Revenue for the first half of 2023 reached €10.5m (+24% on the first half of 2022), of which 3% came from the "Energy transition" business and 1% from international sales, with the first sales in Spain.**

The half-year was marked by the acquisition of 4,000 new customers and the opening, at the end of the period, of 3 new branches in France (Chambéry, Grenoble and Sarlat), bringing the total number of branches to 26 as of June 30, 2023. At the same time, a major recruitment campaign was launched to strengthen the teams in the branches and to support the energy transition business, which is in the pilot phase for the launch of new offers in the second half of 2023.

In May 2023, the Company successfully listed on Euronext Growth® Paris, with a capital increase of €7.3m following the partial exercise of the over-allotment option.

Lastly, Mon Courtier Energie Groupe was certified Great Place To Work 2023, coming 28<sup>th</sup> in the "Companies with 50 to 250 employees" category.

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## 2025 targets confirmed

- Revenue of more than €40m
    - of which more than 10% from energy transition consulting services
    - of which more than 15% generated abroad
  - Operating income of approximately €5m
  - A network of more than 40 branches
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## Next financial publication

2023 first-half results: October 18, 2023 (before market opens)

## 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](http://www.moncourtierenergie.com).



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