

Mon Courtier Energie Groupe announces H1 2024 revenue growth of +13% to €11.9m

- **Solid growth momentum in the first half:**
 - 5,000 new accounts to reach a customer base of 39,000, up +39% vs. H1 2023
 - Opening of 2 new branches, taking the network to 32 branches by June 30, 2024
- **Confirmation of Group targets for 2025**

Bordeaux, July 18, 2024, at 07:00 am CEST - Mon Courtier Energie Groupe (ISIN code: FR001400H3A0 - Ticker: ALMCE), an energy broker for businesses, today announced its revenue for the first half of 2024.

Guillaume Rouaud, CEO of Mon Courtier Energie Groupe, comments: *"Mon Courtier Energie Groupe once again recorded revenue growth at the end of the first half of 2024. This good momentum illustrates the relevance of our business model and the interest of our customers in working with our experts in energy brokerage. By the end of 2023, we had expanded our offering to include new solutions geared towards the energy transition, and we are now witnessing a gradual build-up of this business, which will gain momentum over the coming months. Lastly, the first half of the year confirmed the relevance of our international business model, with the substantial expansion of our customer base in Spain. On the strength of these assets, we are perfectly positioned to pursue healthy and profitable growth, and confident that we will achieve the objectives set at the time of our IPO just over a year ago."*

Activity in the first half of 2024

The first half of 2024 was marked by the acquisition of 5,000 new customers and the opening of 2 new branches in France (Angers and Clermont-Ferrand), bringing the number of branches to 32 at June 30, 2024.

Revenue for the first half of 2024 amounted to €11.9 million (+13% compared to H1 2023), breaking down as follows:

- **96% of revenue from brokerage:** business continues to grow, thanks to recruitment and the opening of 7 new branches in 2023.
- **2% of revenue from the "Energy Transition" business:** revenue were stable compared to the first half of 2023, due to a slight drop in support requests linked to the "Decree on the tertiary sector" and the "Guarantee of Origin" in 2024, offset by the gradual ramp-up of the new offerings launched at the end of last year (Mobility Audit, Energy Audit, Photovoltaic Audit, energy transition support services), the roll-out of which should accelerate in the coming months.

- **2% of revenue generated internationally:** the proportion of revenue generated in Spain has doubled compared to the first half of 2023, thanks to the acquisition of new customers (1,300 B2B accounts at June 30, 2024) and geographic expansion with a presence in 5 major zones at June 30, 2024. The Group's *Mi energia manager subsidiary* currently relies on the expertise of 10 sales people, 6 of whom were recruited in the first half of 2024.

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

2024 first-half results: October 18, 2024 (before market opens)

About Mon Courtier Energie Groupe

Founded in Bordeaux in 2017, in just a few years Mon Courtier Energie Groupe has become a major player in energy brokerage and the leading French network 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 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 circa 180 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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