



PRESS RELEASE

N-SIDE opens first office in Tokyo and strengthens APAC market ambitions

Belgian company expands global presence to empower energy & life sciences customers

Tokyo, Louvain-la-Neuve, December 14, 2023 – N-SIDE, a worldwide provider of innovative software and services that empower energy and life sciences companies with better decision-making and resource management, is opening an office in the business district of Tokyo. The new N-SIDE office, the first in the Asia-Pacific (APAC) region, will start its operations on January 15, 2024. The fast-growing Belgian scale-up has strong ambitions in the APAC market and recently signed a major contract with Japan Electric Power Exchange (JEPX). The new presence in Tokyo will enable N-SIDE to expand its support to energy and life sciences customers in the region.

The new Tokyo branch is N-SIDE's third office, in addition to the Belgian headquarters in Louvain-la-Neuve and an American hub in Cambridge, Boston. The decision to choose Tokyo was obvious since N-SIDE started working with Japan Electric Power Exchange (JEPX) earlier this year.

Contributing to a more efficient and sustainable energy market in Japan

JEPX has selected N-SIDE's Power Matching Algorithm, renowned for its accuracy and efficiency, to determine the day-ahead electricity market prices and executed volumes in Japan. This algorithm will optimize supply and demand matching, ultimately supporting the sustainable growth of the Japanese energy market. Having successfully deployed and continuously enhanced EUPHEMIA in Europe for over a decade and more recently implemented its Power Matching Algorithm for two of India's largest power exchanges, N-SIDE is now collaborating with JEPX since June 2023.

Philippe Chevalier, CEO at N-SIDE: *"The Japanese power grid is extremely specific and complex, so we wanted to take our responsibility by ensuring our local presence. The new office allows us to collaborate closely and combine N-SIDE's experience and innovative solutions with JEPX's market knowledge. In the long term, we also hope to reach out to Japan's highly developed academic sector and create our own APAC center of competence. As we get to know the market's specific challenges, other countries in our portfolio will also benefit from this knowledge. The new Tokyo office demonstrates our commitment to pursue our international expansion."*

Participating in one-third of the world's successful clinical trials

During its first year of operations, five people, who are Japanese residents with extensive knowledge of the APAC market, will be part of N-SIDE's Tokyo office workforce. In addition to the energy industry, the presence in Tokyo will also benefit the company's activities in the life sciences sector. With 5,900 ongoing clinical trials conducted by pharmaceutical companies with headquarters in the APAC region, there is great potential for N-SIDE to expand its operations in this area and reinforce its footprint in global clinical research.

With the branch in Tokyo, N-SIDE will be able to serve prospects and customers in their own language and time zone. This will be key as the company introduces its latest software, Lighthouse, to cover all types of clinical trials and other professional services to the APAC market. This expanded local presence will empower N-SIDE to improve the efficiency and sustainability of a larger number of clinical trials, ultimately accelerating the time-to-market for more innovative medicines.

As for its US office, N-SIDE partners with the local branch of the Cambridge Innovation Center (CIC) to establish its footprint in Japan. Located in Toranomon Hills Business Tower (Minato-ku), the new office space offers a blend of services to help N-SIDE accelerate its growth in a highly promising market.

ABOUT N-SIDE

N-SIDE is a world leader in increasing the efficiency of life sciences and energy industries by providing software and services that optimize the use of natural resources, facilitating the transition to a more sustainable world.

To achieve this, N-SIDE leverages its deep industry knowledge, technical expertise, and understanding of applied mathematics to help global pharmaceutical and energy companies anticipate, adapt, and optimize their decisions.

In the life sciences industry, N-SIDE reduces waste in clinical trials, leading to more efficient, faster, and more sustainable clinical trials. In the energy industry, N-SIDE helps electricity market and grid operators in enabling a safer and faster transition toward renewable sources.

N-SIDE is driven by a diverse team of over 200 passionate engineers, computer scientists, and business experts from 30+ different nationalities, with 25% holding PhDs, and committed to making a meaningful impact toward a more sustainable future.

N-SIDE is headquartered in Belgium with offices in the USA and Japan. The company is certified B Corporation, Best Managed Company by Deloitte Belgium, ISO 14001 and ISO 27001. For more information, visit www.n-side.com

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