

## EP&T signs new multi-year contracts to increase ACV to \$10.9m

30 June 2021

### HIGHLIGHTS

- EP&T Global Limited (EP&T) has signed a 3-year contract with a leading asset manager to enable energy and water optimisation and monitoring services.
- The annual contract value (ACV) is A\$2.04m with total contract value (TCV) of A\$6.12m
- In addition, EP&T has successfully entered the education vertical following the signing of five contracts in both Dubai and Australia with a combined ACV of A\$335k and TCV of A\$1.6m
- **The Company's ACV is now A\$10.9m, an increase of 34% since lodging its Prospectus on 19 March 2021. Unbilled Contract Value (UCV) has increased from A\$27.1m to A\$36.2m over the same timeframe**

Building analytics company EP&T Global Limited (ASX: EPX) (EP&T) is pleased to announce it has signed multiple new multi-year contracts which have increased its ACV to A\$10.9m.

This includes a 3-year contract with DWS Group's real estate business<sup>1</sup> to enable energy optimisation and monitoring services for their buildings and will see EP&T's EDGE Intelligent System installed across 42 assets in 11 countries. This will see EP&T continue to expand in Europe, with entry into Spain, Germany, Finland and Sweden.

The annual contract value (ACV) is A\$2.04m with total contract value (TCV) of A\$6.12m

EP&T's EDGE Intelligent System gathers data from multiple sources such as utility meters, sub metering, sensors, weather data, occupancy tracking systems and building management systems. The data is then aggregated, uploaded to the cloud and analysed. This enables EP&T's engineers to collaborate with the client's building managers and respond to energy faults and wastage if and when they arise.

EP&T Chief Executive Officer Trent Knox said the milestone of these new client signings was a significant point of validation so soon after listing on the ASX.

"We are extremely excited about working to support our client's efforts in operating their buildings and assets efficiently and sustainably. We are also looking forward to helping them reach their sustainability goals.

As a homegrown Australian technology company, EP&T Global are proud to be delivering our SaaS solution across Europe. Our pipeline continues to grow across a strong spread of verticals, products and geographies leaving EP&T extremely well placed for the future."

EP&T has additionally expanded into education as a new vertical with five new contracts, the combined value of which is ACV of A\$355k and TCV of A\$1.6 million. The assets are located in both Dubai and Australia and provide another opportunity for continued global growth.

"The education sector is a logical industry for EP&T to become involved in. Not only does it provide a significant opportunity in terms of revenue and growth, schools can utilise our technology and solutions to demonstrate real-time, real-world data that informs their studies of STEM (Science, Technology, Engineering & Mathematics) subjects," Knox said.

### EP&T Global Limited Key Operating Metrics

As at 30 June 2021, EP&T's ACV has increased to A\$10.9m. This represents 34% growth in ACV since the Company lodged its Prospectus in March 2021. Unbilled Contract Value, being the remaining

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<sup>1</sup> DWS Alternatives GmbH, DWS Grundbesitz GmbH and DWS Alternatives Global Limited

amounts yet to be invoiced under contracts on hand, has increased to A\$36.2m from A\$27.1m over the same timeframe.

\$'000		30 June 2018	30 June 2019	30 June 2020	At Prospectus Date <sup>3</sup>	As at 29 June 2021 <sup>4</sup>
<b>Annualised Contract Value (ACV)<sup>1</sup> (\$'000)</b>		<b>5,011</b>	<b>6,217</b>	<b>7,649</b>	<b>8,085</b>	<b>10,872</b>
<b>Unbilled Contract Value (UCV)<sup>2</sup> (\$'000)</b>		<b>14,438</b>	<b>18,772</b>	<b>23,390</b>	<b>27,127</b>	<b>36,180</b>

Notes:

1. ACV is defined as the annualised monthly contract value at each date.
2. UCV is defined as the total remaining unbilled contract value from all contracts on hand at each date (calculated as the monthly contract value for all contracts on hand multiplied by the remaining months to run for each contract).
3. EP&T's Prospectus was dated 19 March 2021.
4. Unaudited figures.

*This announcement has been authorised for release to the ASX by the Board of EPX*

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## ABOUT EP&T Global

EP&T Global is optimising buildings for a sustainable future.

EP&T's proprietary technology solution combines multiple information sources with cloud-based data analytics to detect real-time energy inefficiencies in buildings. This highly accurate identification of faults and inefficiencies enables EP&T to collaborate with building managers to improve and optimise building plant operating systems.

EP&T's "EDGE Intelligent System" is a data repository incorporating 20+ years of building energy efficiency knowledge – collecting and analysing more than 5.6 billion points of data per annum with proprietary algorithmic analysis and machine learning.

**[www.eptglobal.com](http://www.eptglobal.com)**