

## Investor Presentation

**2 August 2021**

Building analytics company EP&T Global Limited (ASX: EPX) ('EP&T' or 'the Company') is pleased to announce that CEO Trent Knox and CFO Richard Pillinger will be presenting the following slides at the NWR Virtual Investor Conference today, Monday 2 August 2021 at 11:25am AEDT.

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

### **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.

To learn more visit [www.eptglobal.com](http://www.eptglobal.com)

### **For more information, please contact:**

Trent Knox  
**Chief Executive Officer**  
[investor@eptglobal.com](mailto:investor@eptglobal.com)

Simon Hinsley  
**Investor Relations**  
[simon@nwrcommunications.com.au](mailto:simon@nwrcommunications.com.au)  
+61 401 809 653



**ep&t global**

ENVIRONMENT | PROPERTY | TECHNOLOGY

# Smarter Buildings Sustainable futures

August 2021. Trent Knox, CEO. Richard Pillinger, CFO.

## Buildings use...



**1/3**

of global energy and  
drinking water



**28%**

of global  
CO<sub>2</sub> emissions

Buildings use over a third of the world's energy and drinking water.  
They emit over a quarter of its carbon dioxide.


Every year businesses lose hundreds of millions of dollars due to inefficiencies, old or faulty equipment and, in the end, wastage.  
These incredible statistics can be reduced.





The **International Energy Agency** estimates that the current global building stock is 223 billion square meters and will almost double to 415 billion square meters by 2050.

Smarter buildings can **help in the fight against climate change, create jobs, improve energy security, and lower energy costs.**



The background of the slide features a night-time city skyline with various skyscrapers illuminated. Overlaid on this is a line graph with several data points connected by lines. The data points are labeled with numerical values: 22.36, 21.01, 20.92, 30.67, 20.97, 21.15, 20.94, 20.92, 20.94, and 20.5. A large blue rectangle on the left side of the slide contains the text 'You cannot manage what you do not measure.'

**You cannot manage  
what you do not  
measure.**

EP&T has been collecting and leveraging building data to enrich our propriety technology for 27 years.

EP&T's technology is known as the EDGE Intelligent System  
**The amount of data we have collected over the years enriches the artificial intelligence we and we alone possess.**

**Historical data, real-time feeds from our sensors** throughout a property, combined with **the experience of our engineers** and technical services, delivers extremely compelling results for building owners, operators and occupiers.

# How we do it

A simple 4-stage process underpins our collaboration with clients.



EP&T Global combines market-leading technology, future-proofed performance management processes, and world-class engineering knowledge.

**CAPTURE – The sensors**

**AGGREGATE – The EDGE Intelligent System.**

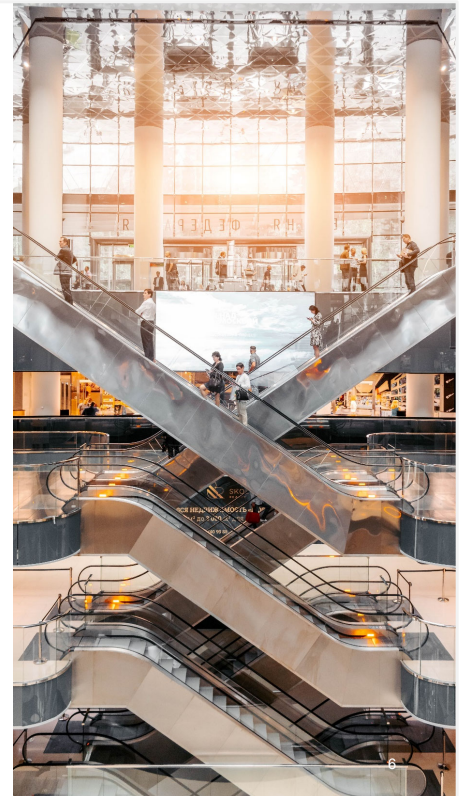
**ANALYSE – The AI, machine learning elements...**

**SOLVE – Collaboration between our people and the client or their providers.**





## Driving performance across multiple verticals



From single properties to entire portfolios.

EP&T delivers proven/documented results – **An average reduction of 22% on energy consumption across :**

Commercial offices, shopping centres, hospitals, hotels and leisure facilities, schools and universities, and industrial....

**And this isn't just about turning the lights or aircon off at the right time.** EDGE can do so much more than that. For example:

It will notify us when equipment is due for maintenance, alert of leaks, faults and shutdowns, track a building's NABERS rating monthly.

Technology and human expertise intersect when our **teams collaborate with the client** to take the appropriate action.

## We are global

Our solutions are being used in **22 countries** across **4 continents**.

We have offices in Sydney, London, Dubai, and Hong Kong.

### Blue chip clients

Domestic and international client base currently installed in 350+ commercial buildings. Average contract tenure over 5.3 years across total client base and 9.3 years for top 10 clients<sup>2</sup>.

Notes:  
2) At 31 December 2020





## Case Study – Derwent London

Our partnership with Derwent London maps the energy efficiency of several of Derwent's buildings through real-time analytics and data intelligence.

This continuous monitoring across their large multi-let buildings enables building management teams to optimise operational strategies and drive out inefficiencies.

Since installation we have:

- **Saved Derwent 20,701,000 kWh against their baseline.**
- **Derwent's total performance in 2019 alone provided savings of 4,520,000 kWh against baseline.**

Source: Derwent London Responsibility Report 2019



EP&T's energy optimisation services have been installed across a number of buildings, including:



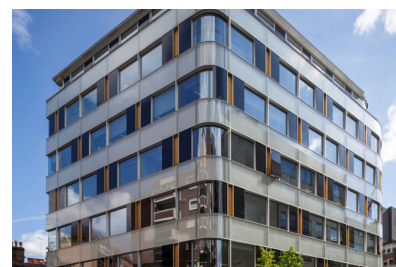
1-2 Stephen Street, W1



1 Oliver's Yard, EC1



90 Whitfield St, W1



Charlotte Building, W1

## EP&T Global – Recent Contract Wins

Strong momentum since the IPO has seen:



The award of  
**42 buildings**  
across **11 European**  
**countries** with DWS



**5 new contracts**  
within the education vertical  
in **Dubai** and **Australia**



**16 properties**  
in **Dubai**  
across various types

**34%**  
**ACV growth**  
since March

EP&T's drivers of success for these wins:

Client engagement and query handling during tender process “customer focus”

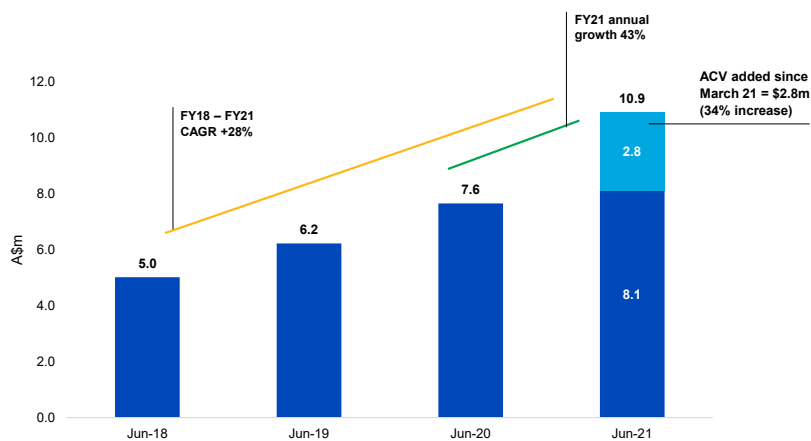
Global footprint and ability to deliver in multiple territories

Case studies and calibre of client references

Independence from any consultant/property manager seen as an advantage across a multiple asset portfolio

## Annualised Contract Value (ACV)

Total ACV (Global, \$m)<sup>2</sup>



Notes:

1. ACV is defined as the annualised monthly fees charged under contracts on hand at each period end.
2. Current as at 30 June 2021

### Contracts with customers:

- Flat monthly fees  
– typically range from A\$10k – A\$60k+ per site per year
- Long term contracts  
– between 3 and 7 years
- No upfront payment required by customer
- EP&T retains ownership of installed equipment

## EP&T's Key Operating Metrics

Positive trends in EP&T's key operating metrics

\$36.6m of contracted fees remaining under contracts on hand

Market cap\*\* / 30 June 2021 ACV = 3.1x

\*\* Based on market cap of \$34m as at 30/07/21



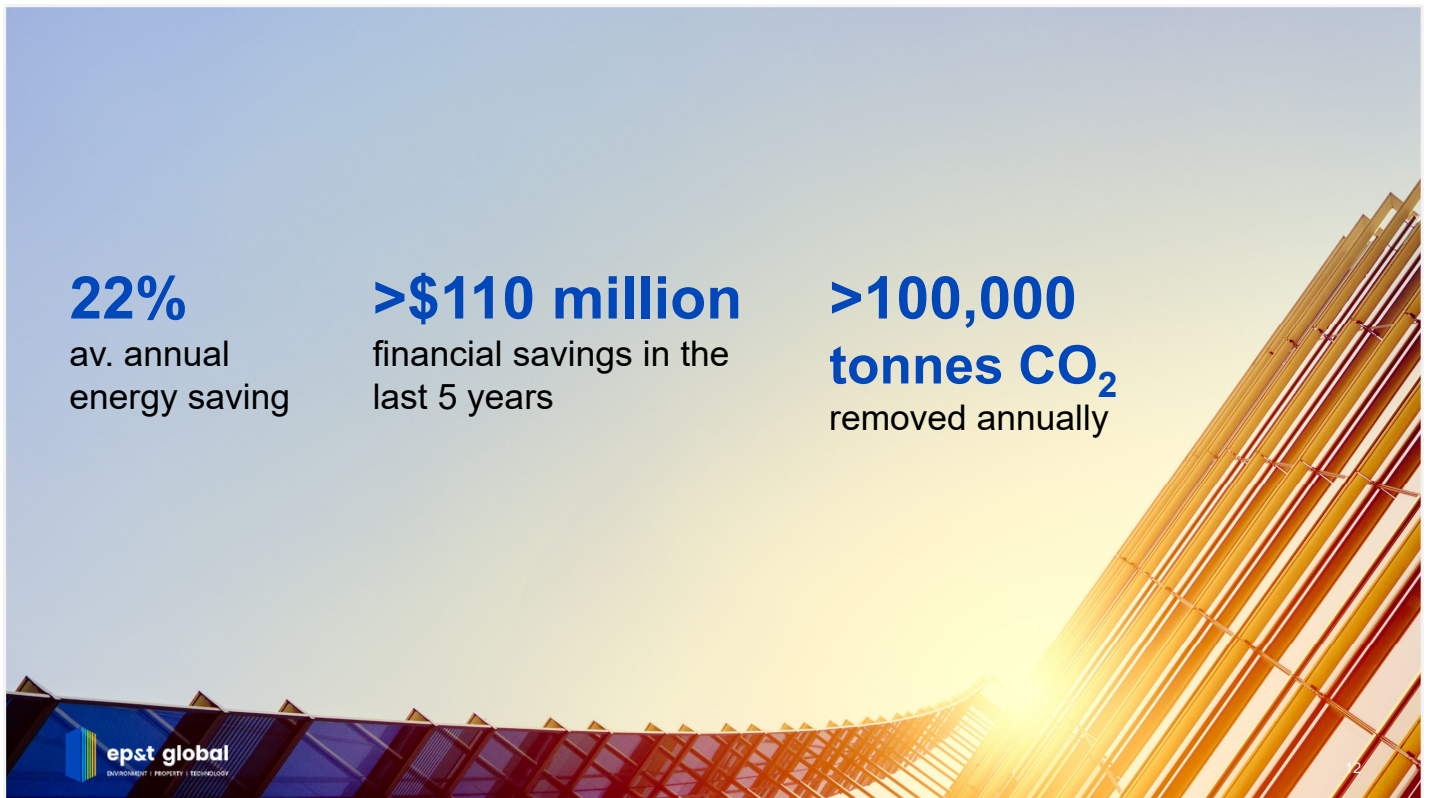
\$'000		FY18	FY19	FY20	FY21 *
<b>Annualised Contract Value (ACV)</b>	<b>(\$'000)</b>	<b>5,011</b>	<b>6,217</b>	<b>7,649</b>	<b>10,872</b>
ACV annual growth rate	(%)	9	24	23	43
CAGR (June 18-June 21)	(%)				28
<b>Unbilled Contract Value (UCV)</b>	<b>(\$'000)</b>	<b>14,438</b>	<b>18,772</b>	<b>23,390</b>	<b>36,648</b>
Total UCV annual growth rate	(%)	9	30	25	57
CAGR (June 18-June 21)	(%)				35
<b>Lifetime Value (LTV)</b>	<b>(\$'000)</b>	<b>49,589</b>	<b>61,524</b>	<b>75,697</b>	<b>108,198</b>
Total LTV annual growth rate	(%)		24	23	43
CAGR (June 18-June 21)	(%)				29
<b>Average Term Remaining</b>	<b>(yrs)</b>	<b>2.7</b>	<b>3.0</b>	<b>3.1</b>	<b>3.4</b>
<b>Recurring revenue % total revenue</b>	<b>(%)</b>	<b>49</b>	<b>45</b>	<b>82</b>	<b>82</b>

Notes:

1. ACV is defined as the annualised monthly contract value of contracts on hand at each period end.
2. UCV represents the total unbilled contract value remaining at each period end of contracts on hand.
3. LTV is the estimated gross margin contribution from contracts on hand over the projected life of the customer, including initial contract term and projected renewal rates.
4. LTV has been calculated assuming a GP% of 73.4% (COGS as at Jun-20 of 4.8% and ongoing support costs as a % of ACV (21.8%) and a 3 year average ACV churn rate of 7.4%.
5. ACV churn is calculated as total ACV losses as a percentage of opening ACV for a period.
6. Recurring revenue is defined as contracted service and software revenue.

\* Unaudited as at 30 June 2021





The last metric represents carbon emissions that were never emitted because, together with our clients, energy consumption was reduced.

## Green is good

### Why is this important?

Green building certifications or rating systems have been shown to: positively impact property valuations; make the sale or lease process easier; support higher rentals; improve occupancy rates and strengthen tenant retention.

Parameter	Mean Increase on account of green certification*
Rental Income	6.3%
Occupancy	6.0%
Sale Price	14.8%



\* Source: A Review of the Impact of Green Building Certification on the Cash Flows and Values of Commercial Properties, Department of Built Environment, School of Engineering, Aalto University, Finland, March 2020



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## Helping global clients win multiple awards...

EP&T's clients have won the world's most prestigious energy efficiency and sustainability awards for the last 9 years...



### 2020

**Top Rated** - Dow Jones Sustainability World Index for Real Estate – Client: Stockland, CapitalLand  
**Winner** - CIBSE Client of the Year Energy Management Award - Client: British Land  
**Sector Leaders (top quintile)** - GRESB - Client: Scentre Group, GPT  
**Gold** - EPRA Sustainability Reporting Awards - Client: British Land  
**6 Stars** - Achieved maximum 6 Star NABERS Rating for multiple customers  
**B List** - CDP Climate Performance scorers – Client: Growthpoint

### 2019

**WINNER** - GRESB Global Leader for Listed Diversified Retail/Office - Client: Stockland  
**WINNER** - No. 1 in DJSI Corporate Sustainability - Client: Stockland  
**WINNER** - GRESB European Leader for Listed Diversified Retail/Office - Client: British Land  
**6 STARS** - Achieved maximum 6 Star NABERS Rating for multiple customers

### 2018

**WINNER** - GRESB Global Leader for Listed Diversified Retail/Office - Client: Stockland  
**WINNER** - No. 1 in DJSI Corporate Sustainability - Client: Stockland  
**WINNER** - EPRA Sustainability Reporting Awards - Clients: British Land, Derwent London, Confinimmo, Intu  
**6 STARS** - Achieved maximum 6 Star NABERS Rating for multiple customers

### 2017

**WINNER** - CIBSE Test of Time Award - Client: British Land  
**WINNER** - EPRA Sustainability Reporting Awards - Client: British Land  
**WINNER** - GRESB Global Leader for Listed Diversified Retail/Office - Client: Stockland  
**6 STARS** - Achieved maximum 6 Star NABERS Rating

### 2016

**WINNER** - No. 1 in DJSI - Client: Stockland  
**WINNER** - No. 1 in GRESB Aus/NZ (Aus/NZ GRESB benchmark is the highest globally) - Client: Stockland  
**WINNER** - No. 1 in GRESB Europe Diversified Retail / Office category - Client: British Land

# The Game Changer is our customer- centric engagement model.

- ✓ Opex only
- ✓ Simplified stakeholder alignment
- ✓ Simplified budget approval
- ✓ Immediate ROI

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# Company Highlights



**Globally proven technology** – proprietary technology combining both hardware and software that is delivering energy savings results in all forms of non-residential real estate



**Proven energy savings** – portfolio average of 22% pa energy savings, and annually over 100,000 tonnes of CO<sub>2</sub> emissions avoided (equivalent to removing 22,000 cars off the road for a year)



**Global blue chip client base** – EP&T's solution is currently installed in 360+ sites with leading global real estate brands across 22 countries



**Large addressable market** – EP&T has been successfully installed in commercial buildings, shopping centres, clubs, hotels, hospitals all over the world – the platform is applicable to all forms of non-residential real estate



**Improving Operating Metrics and multiple positive initiatives underway**

- Full transition to an Opex subscription-based contract model,
- Expecting further growth in annualised contract value,
- Strong increase in recurring revenues,
- Further investment underway in sales and marketing,
- Marketing initiatives leading to improved brand awareness,
- Inbound client interest and growth in sales pipeline

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## Key Interests And Escrow

### Shareholder interests


	Shares held at completion	
	Shares	%
EP&T founder – Keith Gunaratne	58,246,569	31.4%
Non-Executive Directors	4,543,898	2.4%
Perennial Value Management	27,141,660	14.6%
Others	95,867,373	51.6%
<b>Total</b>	<b>185,799,500</b>	<b>100.0%</b>

### Escrow

	Escrowed shares	Escrow period
12 month mandatory ASX escrow	10,699,843	12 months from IPO (to 11 May 2022)
24 month mandatory ASX escrow	54,917,697	24 months from IPO (to 11 May 2023)
Voluntary Escrow	46,919,993	50% from Completion of the Offer to (and including) FY21 Results Date 50% from Completion of the Offer to (and including) 1H FY22 Results Date
<b>Total</b>	<b>112,537,533</b>	<b>61% of shares on issue</b>

### Options<sup>1</sup>

Options on issue (12-24 month escrow periods)	20,696,780
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**The greenest and  
most cost effective  
energy is the energy  
you don't use.**

