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INVESTOR PRESENTATION

FY21 Results

27/08/2021

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Agenda

1 **FY2021 – RESULTS OVERVIEW**

2 **FY2021 – FINANCIAL OVERVIEW**

3 **GROWTH PLAN AND OUTLOOK**

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FY2021 – RESULTS OVERVIEW

Highlights

- Successful IPO completed in May 2021, raising $9.5 million for EP&T.
- Annualised contract value (ACV) increased by $3.3 million (43%) to $10.9 million during the year ended 30 June 2021.
- Unbilled Contract Value (UCV) has increased 57% from A$27.1m to A$36.6m over the same timeframe.
- The number of buildings contracted with EP&T increased by 49%, up from 259 at June 2020 to 387 at June 2021.
- EP&T's global client footprint expands from 18 to 22 countries during FY21.
- Significant contract won with three subsidiaries of DWS Group GmbH & Co. KGaA ("DWS") with combined ACV of $2.0 million and TCV of $6.0 million over the three year contract term.
- EP&T 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.
- Revenue of $6.1 million, a 9.7% decrease from prior year. Ability to convert new contracts into revenue significantly impacted by COVID-19 restrictions globally.
- Cash receipts of $7.6 million for the 12-month period down from $9.1 million in FY20 – impacted by the transition to a subscription-based model completed in FY21.
- Total cash on hand of $5.3 million as at 30 June 2021.

EP&T's Key Operating Metrics

Positive trends in EP&T Global's key operating metrics

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

* In the process of being audited

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 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

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FY2021 – FINANCIAL OVERVIEW

Financial Results

Profit and Loss Summary

- Revenue of $6.1 million, a 9.7% decrease from FY20
- The ability to convert new contracts into revenue was significantly impacted by COVID-19. Global restrictions to building access and travel combined to delay the commencement of the provision of ongoing services by EP&T to new customers. These delays do not reduce the total contract value to be derived by EP&T as the contract term only commences when ongoing services are first delivered.
- The Company granted temporary pauses to services and billing to a number of customers whose building occupancy was significantly impacted by COVID.
- Underlying EBITDA excludes:
  - fair value adjustment of $4.0 million on the conversion to equity of all convertible notes at the time of EP&T's IPO in May 2021.
  - Initial Public Offering ('IPO') costs of $1.0 million
  - impairment of assets of $2.0 million from revenues accrued and recognized in FY2018 and FY2019 under a discontinued revenue model
  - finance costs related to convertible notes of $0.8 million
  - share-based payments expense of $0.9 million relating to options issued prior to IPO.

	Consolidated 30-Jun-21	Aggregated 30-Jun-20
	$	$
Revenue	6,077,746	6,733,134
Other income	1,219,357	850,652
Expenses	(10,554,122)	(10,055,627)
Underlying EBITDA	**(3,257,019)**	**(2,471,841)**
Impairment, restructure, IPO costs	(8,629,045)	(1,302,573)
Interest, taxation and depreciation	(270,797)	(332,574)
Net Loss After Tax	(12,156,861)	(4,106,988)

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Financial Results

Balance Sheet Summary

- Cash on hand at 30 June 21 = $5.3m
- All debt, except for a long term bank loan of $560k repaid at IPO – including convertible notes, overdraft and shareholder loans
- No intangibles – R&D costs expensed as incurred

	Consolidated	Aggregated
	30-Jun-21	30-Jun-20
	$	$
Cash and cash equivalents	5,300,099	835,085
Other Current Assets	3,908,231	5,459,824
Total Current Assets	9,208,330	6,294,909
Non-Current Assets	5,059,224	3,807,101
Total Assets	14,267,554	10,102,010
Current Liabilities	5,370,171	9,985,175
Non-Current Liabilities	786,147	3,930,861
Total Liabilities	6,156,318	13,916,036
Net Assets	8,111,236	(3,814,026)

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Financial Results

Cashflow Summary

- Cash receipts of $7.6 million for the 12-month period down from $9.1 million in FY20 – impacted by transition to subscription-based model completed in FY21
- Other operating cashflows include R&D incentive and COVID stimulus payments
- $1.6m of investing cashflows relate to project implementation costs for projects installed or partially installed in FY21. This investment supports future revenues from ongoing fees for new projects when complete.
- Financing cashflows from IPO funds and issue of convertible notes prior to IPO.

	Consolidated 30-Jun-21	Aggregated 30-Jun-20
	$	$
Cash flows from operating activities		
Receipts from customers (inclusive of GST)	7,610,818	9,052,152
Payments to suppliers and employees (inclusive of GST)	(12,308,052)	(11,542,076)
Other operating cashflows	1,267,255	759,585
Net cash used in operating activities	**(3,429,979)**	**(1,730,339)**
Net cash flows from investing activities	(1,757,833)	(31,110)
Net cash flows from financing activities	10,221,915	1,779,704
Cash and cash equivalents at the end of the financial year	**5,300,099**	**265,997**

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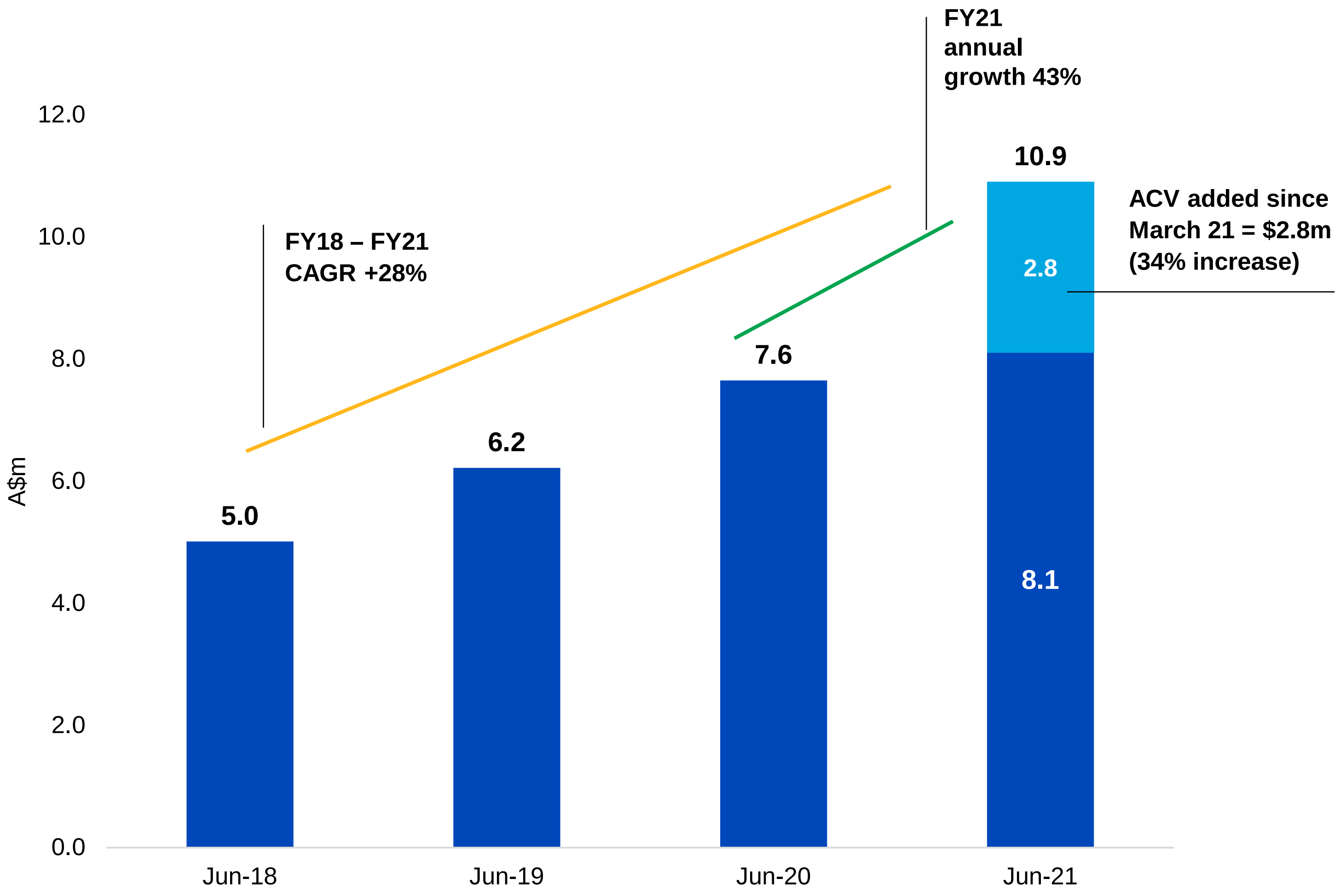
Annualised Contract Value (ACV)

Total ACV (Global, $m)

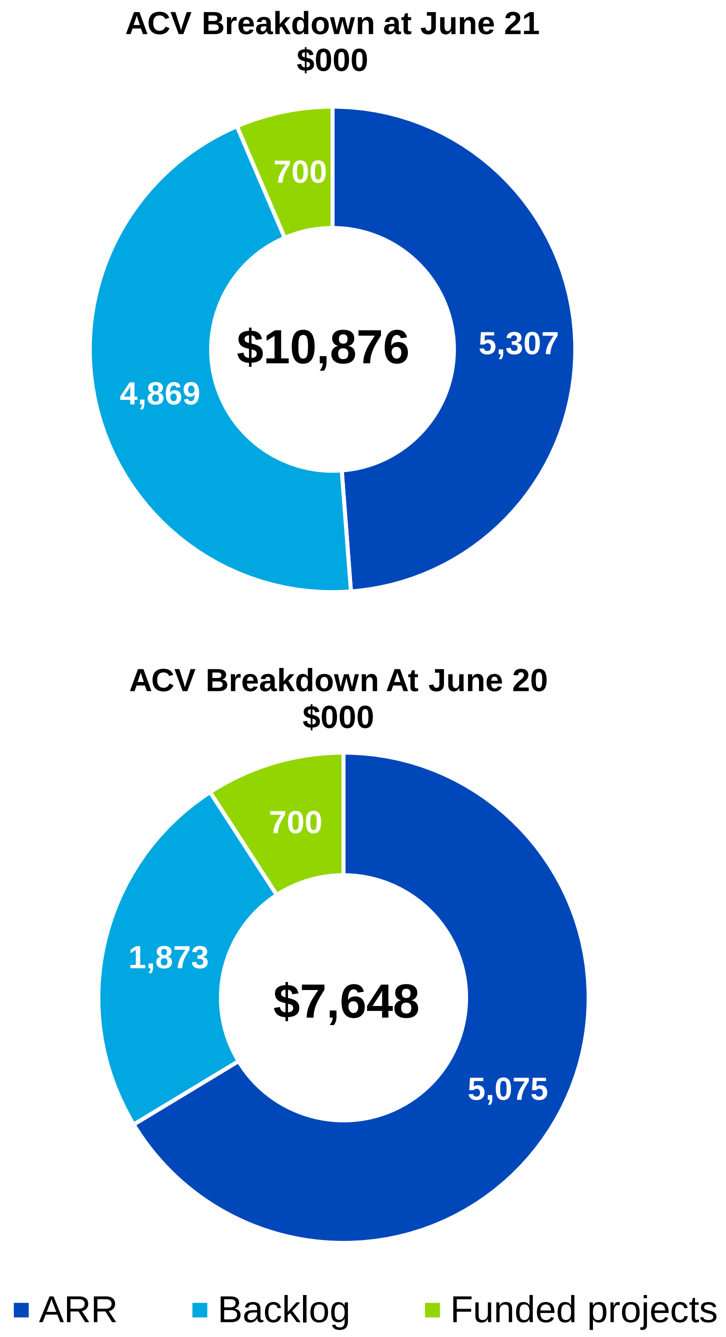
- ACV is generated from ongoing fees for the provision of access to EP&T's edge software platform and associated contracted ongoing services, including data collection and aggregation equipment where required
- Contracts range from 3 years to 7 years in duration and fees are typically invoiced monthly or quarterly in advance
- Global ACV CAGR of 28% from June 2018 to June 2021
- At June 2021 YTD actual ACV is $10.9 million up from $7.6m at June 2020 – **an annual increase of 43%**
- $2.8m of new ACV added since EP&T lodged its prospectus on 19 March 2021



Notes:
1.ACV is defined as the annualised monthly fees charged under contracts on hand at each period end.

ARR and ACV Backlog

- Total ACV contains three components:
  - ARR: the annualised amounts being invoiced and recognized as revenue under long term contracts
  - Backlog: ACV which is contracted, but not yet fully deployed so not being invoiced
  - Funded projects: amounts invoiced under a discontinued customer engagement model where EP&T financed customer project costs.
- Included in ACV at 30 June 21 is ACV backlog yet to be deployed of $4.9 million
- $2.0 million of this is from the DWS contract awarded in June 2021 to be rolled out progressively over FY22
- Backlog of ACV starts to generate revenue when fully deployed so current backlog will contribute significantly to revenue when installed
- The deployment of new ACV has been impacted by COVID restrictions, however, as key growth markets in Europe and UAE emerge from restrictions the backlog can be implemented
- Some sites have been in backlog since FY20 as a result of COVID restrictions
- Delays to installation do not impact on the overall contract value for EP&T. The contract term commences from when the ongoing services commence.



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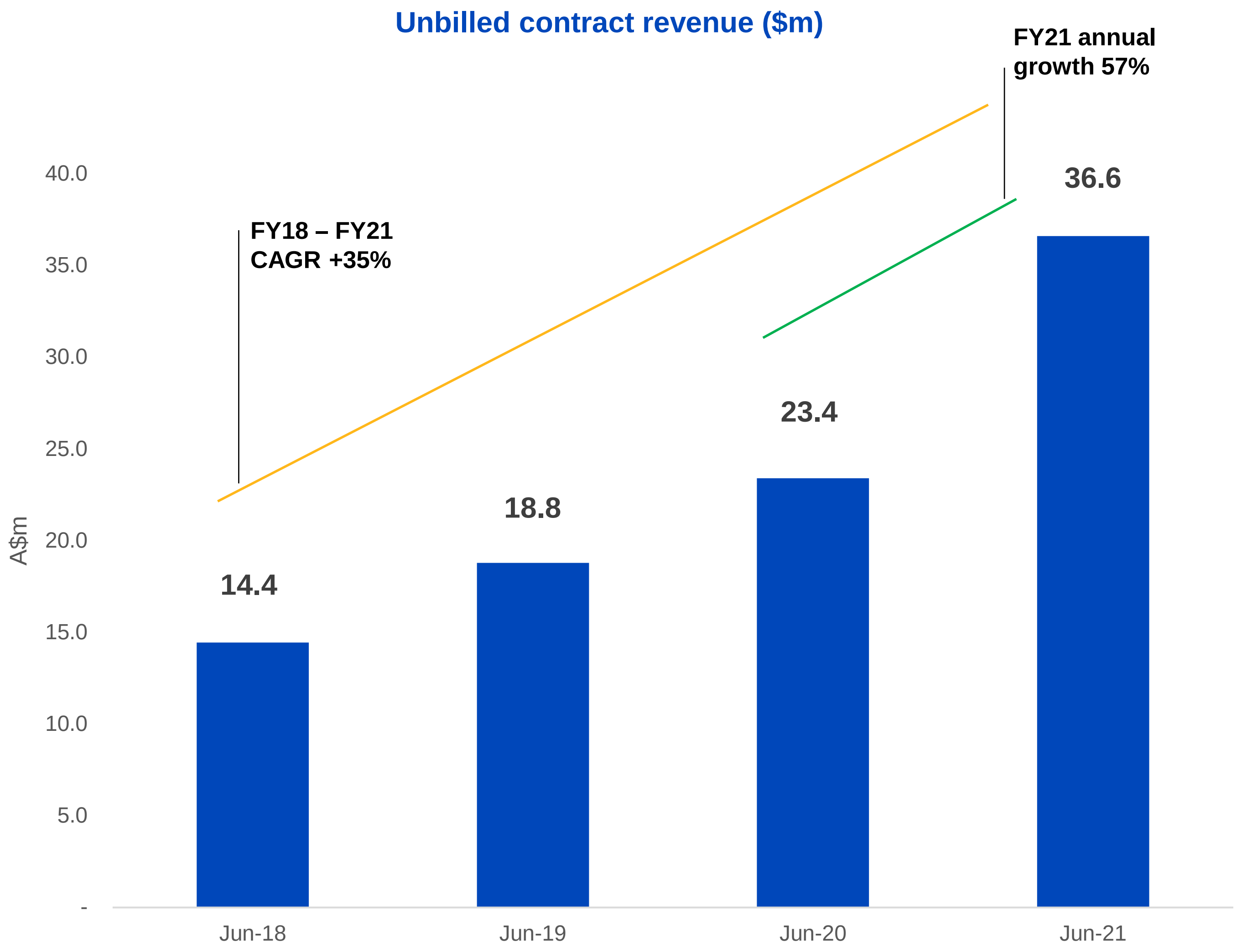
Remaining Unbilled Contract Value (UCV)

Contract terms with EP&T Global's clients are typically between 3 and 7 years. The current contracts on hand at 30 June 2021 have $36.6m of future ongoing fees yet to be invoiced.

Commentary

The graph shows the growth in unbilled contract value. This figure represents future amounts to be billed under the contracts on hand at that time.

The unbilled contract value at June 2021 is $36.6 million and the average remaining unexpired term on current contracts is 3 years and 5 months



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GROWTH PLAN AND OUTLOOK

Our Vision

To be the world's most trusted brand in building energy efficiency

Our Mission

To enhance building operational efficiency and create a sustainable future

Our Purpose

To support every client's Net-Zero journey

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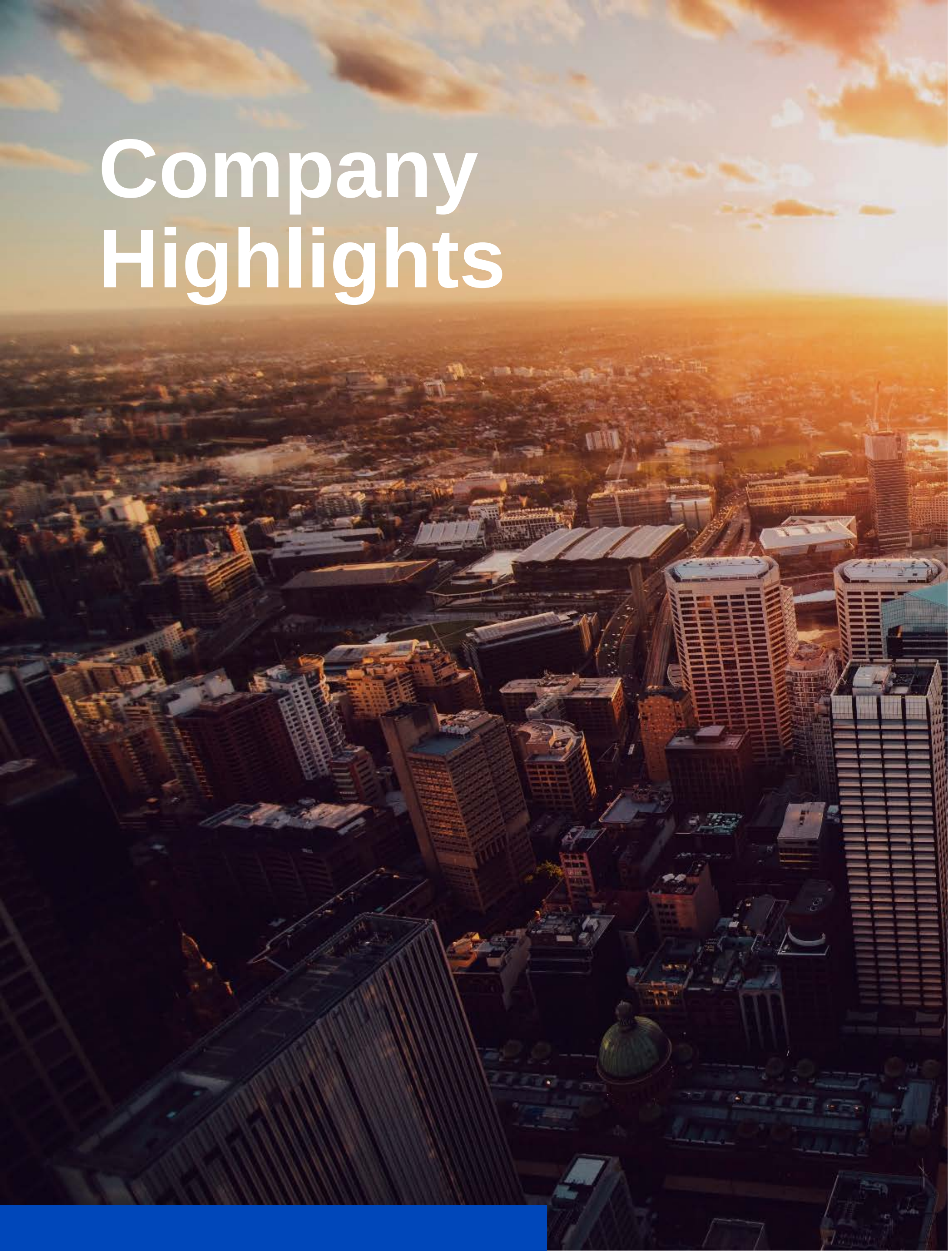
Company Highlights



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_2 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 ~387 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

What problem is EP&T solving?

EP&T products and solutions assist building operators to manage a number of challenges, including:

Complexity in building operations

As there is a shift towards Smart Buildings the number of connected devices increases and building operators now require a holistic view of these devices in individual buildings and across a portfolio of buildings.

The rise of big data

The amount of data produced by buildings is growing. It is therefore increasingly difficult to channel the information into actionable insights that will help save energy consumption, improve financial performance and reduce emissions.

Increasing price of energy

Energy costs are approximately one-third of the operating expenses of commercial buildings*. With the rise of energy prices globally there is a need for building operators and owners to reduce the operating inefficiencies in buildings to control the rise in their energy costs.

An increased focus on sustainability of building operations

Obtaining and retaining rating measures such as GRESB and NABERS have a meaningful impact on the occupancy levels and the value of the real estate.

* Global Home Energy Management Systems (HEMS) and Building Energy Management Systems (BEMS) Market, Forecast to 2025, Frost & Sullivan, Aug 2019.

Big data analytics is the foundation of our end-to-end, modular solution

CAPTURE

DATA SOURCES

- BMS DATA
- WEATHER
- SENSORS
- METERS
- OCCUPANCY
- CONSUMPTION HISTORY

AGGREGATE & ANALYSE

edge INTELLIGENT SYSTEM

- ENERGY + WATER ANALYTICS
- SUSTAINABILITY REPORTING
- HEALTH + WELLBEING
- BUILDING INTELLIGENCE
- TENANTS
- DEMAND MANAGEMENT

SOLVE

PERFORMANCE OPTIMISATION

- MANAGEMENT REPORTING
- ALERTS/FAULTS TRIAGE
- CURATED ACTION ITEMS
- PERFORMANCE REVIEWS
- ENGINEERING EXPERTISE

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.

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Why do Clients trust EP&T Global?

Global Reach

Portfolio support across different countries and continents

24/7 Curated Actions and Alerts

Data-driven building intelligence optimising around the clock

Cloud-based Technology

Customisable to the needs of client business objectives across all utilities, and always accessible

Customer-centric Solutions

We are always collaborative and consultative

Opex Model

Subscription-based contract with immediate ROI

Proven Energy Savings & Emissions reduction

Average 22% energy reduction. >100,000 tonnes less CO_2 every year

Passionate and Knowledgeable Team

Deep industry experience supporting clients and delivering the results

Sustainability Champions

Supporting clients on their Net Zero journey.

Addressable Market Size
Frost and Sullivan

BEMS* Market opportunity

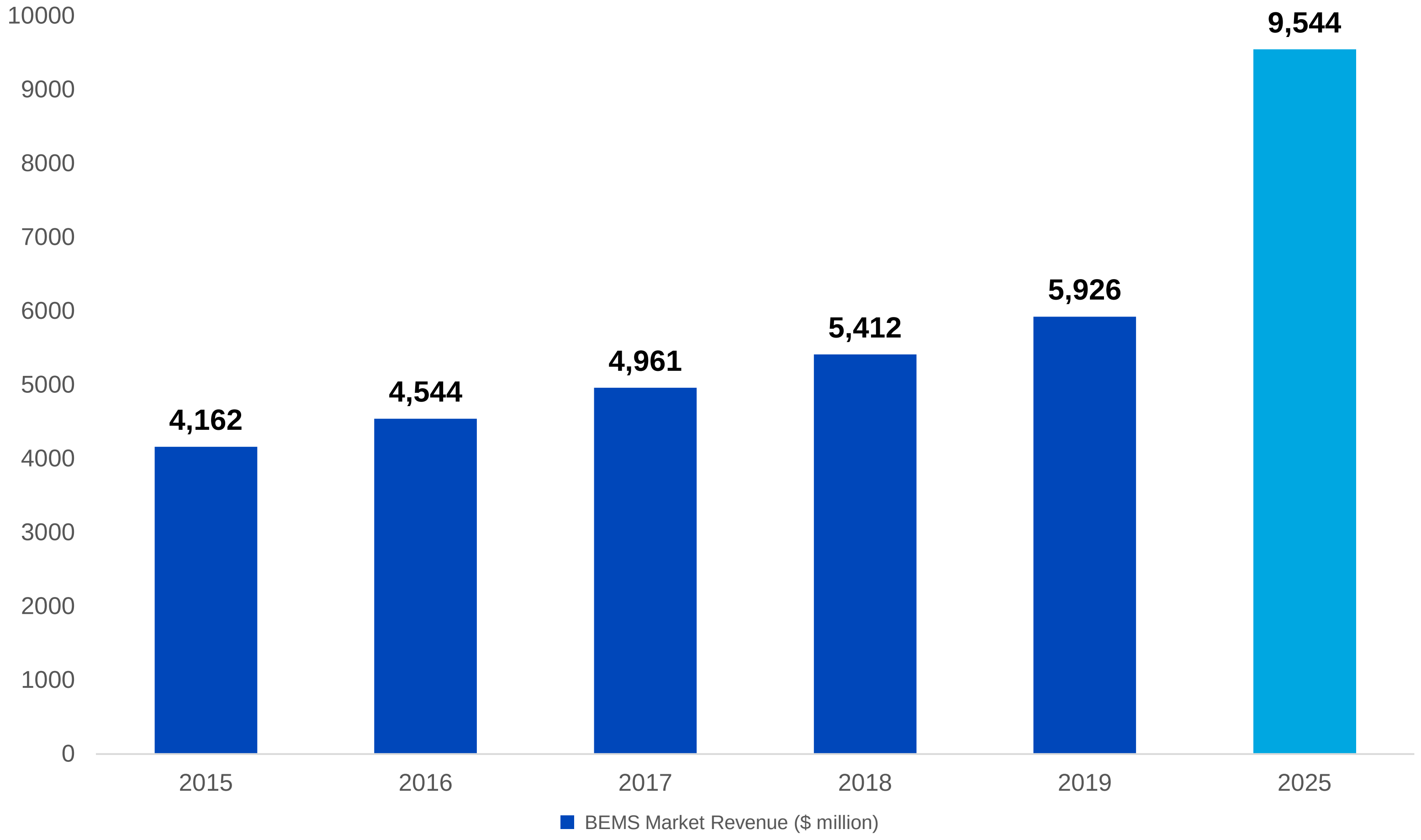
In 2019, total energy efficiency investments in buildings were over $205 billion. This includes all incremental spending on new energy-efficient equipment in buildings, as well as the full cost of refurbishments that reduce energy use.

Actual BEMS Market Revenues, Growth and Segmentation

The global BEMS market was estimated at $5.93 billion in 2019 and is expected to reach $9.54 billion by 2025 (equating to 61% growth over that period).

Whilst the COVID-19 pandemic is expected to negatively impact new building construction activity, as well as occupancy in existing building stock in several markets over the near-term, the long-term fundamentals remain strong for uptake of BEMS.

BEMS Market: Revenue Forecast, Global, 2015–2019 and 2025



Source: Frost & Sullivan analysis
Forecast assumes economic recovery in 2021
*Building Energy Management Systems (BEMS).

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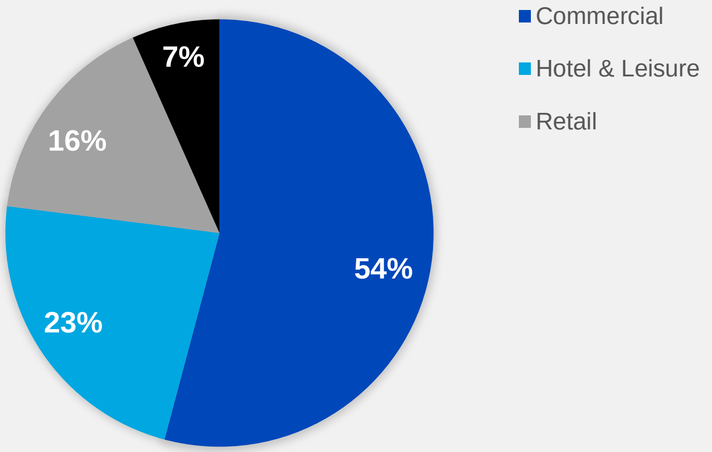
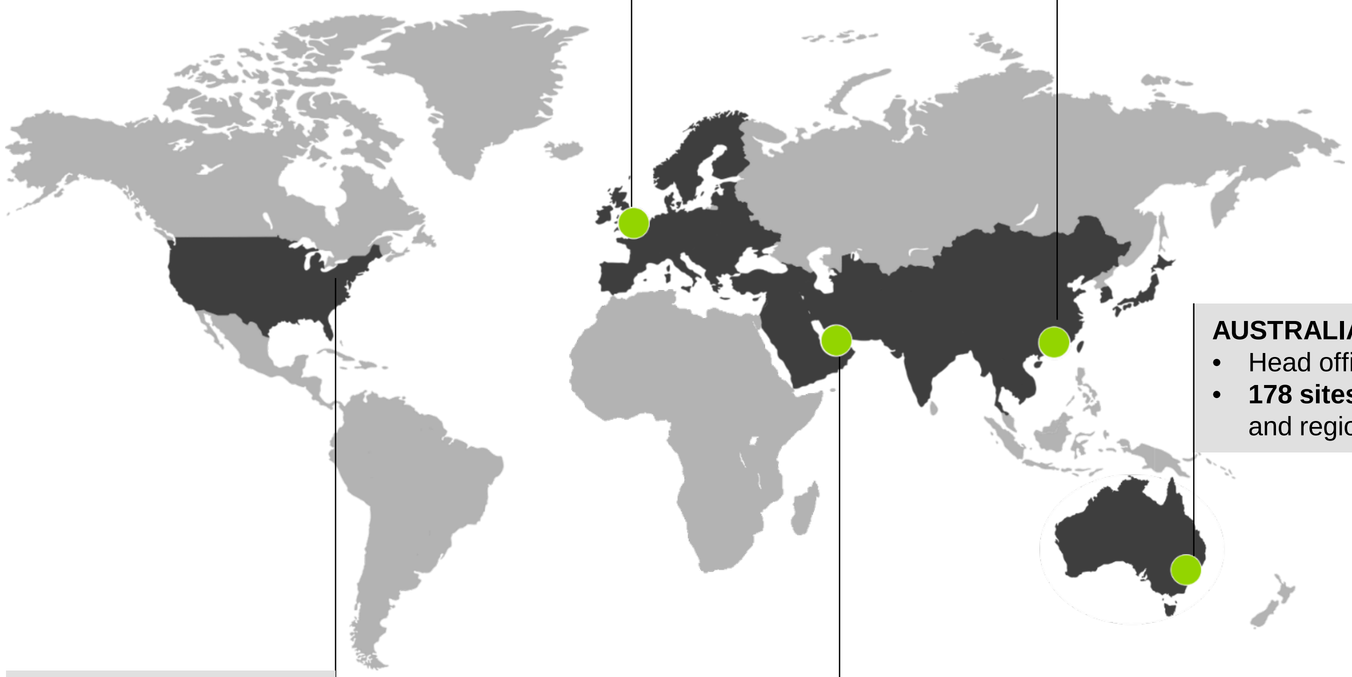
Global Footprint: 22 countries, 4 continents

Blue chip clients

Domestic and international client base currently installed in ~ 387 commercial buildings. Average contract tenure over 5.4 years across total client base and 8.5 years for top 10 clients.

ACV split by building use





EUROPE
- Office in London
- **57 sites United Kingdom**
- **57 sites across greater Europe** including Holland, Portugal, Belgium, Poland, Turkey, Malta, Spain, Germany and Russia

ASIA
- Office in Hong Kong
- **14 sites**

AUSTRALIA
- Head office in Sydney
- **178 sites** in major cities and regional areas

NORTH AMERICA
- **2 Sites** in NY

UNITED ARAB EMIRATES
- Office in Dubai
- **79 sites** across Dubai and Abu Dhabi

June 2020, 259 sites
June 2021, 387 sites
= 49% growth

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Priorities and Outlook for FY 22

Accelerate growth of EP&T

- Provide EP&T with the benefits of an increased profile that comes with the Company being a publicly listed company (EPX)
- Continue to target ACV growth and focus on customer retention
- Uncertainty exists relating to potential ongoing impacts of Covid 19.

Product and Communications

- Continued product innovation to meet the evolving requirements of our clients and to anticipate their future expectations. The expansion of the product suite is constantly being considered where it will result in cross/up-sell opportunities and increase EP&T's addressable market

Sales Pipeline and Development

- Investment in Marketing - Targeted marketing activity to increase EP&T's brand recognition, incoming enquiry and in turn sales opportunities to gain deeper levels of market penetration. This will include but not limited to the creation of new sales collateral, strategic digital communications, sponsorship of industry events etc.
- Invest in Sales – Investment in Sales resources to take advantage of EP&T marketing activities whilst developing independent pipeline opportunities.

Drive ARR Growth

- Expedite completion of $4.9m of projects under implementation
- Convert this backlog into ARR and operating cashflows

Future Focused - International Expansion, M&A

- EP&T has a pipeline of global sales opportunities and a proven track record of successfully entering new markets, from individual sites through to large multi-region portfolio owners. We intend to continue this strategy going forward.
- International expansion will be targeted in those regions where EP&T assess the addressable market opportunities lie for accretive expansion.

The greenest and most cost effective energy is the energy you don’t use.

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