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**25 February 2022**

**Half Year Results Investor Presentation**

EP&T Global Limited (ASX: EPX) is pleased to release the attached investor presentation for the Half year results to 31 December 2021.

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



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# Environment, Property & Technology

Delivering operational efficiency and significant energy savings in all forms of commercial real estate

## Half-Year Results – December 2021

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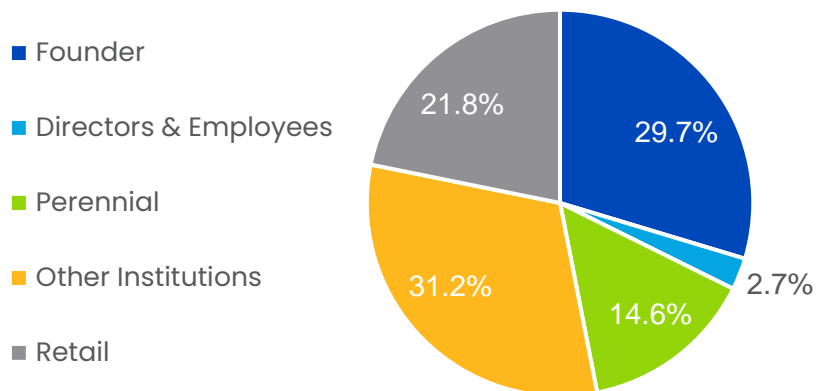
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# Corporate Snapshot

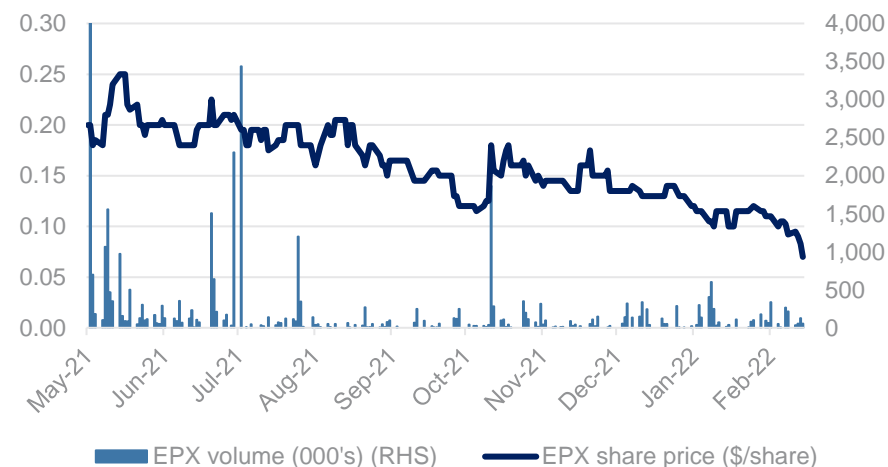
## ASX: EPX

Share price (24 February 2022)	A\$0.07
Fully Paid Ordinary Shares	240,799,500
Options on issue	20,696,780
Undiluted Market Capitalisation	\$16.9 million
Cash (as at 31 December)	\$9.0 million
Enterprise Value	\$7.9 million

## Share register<sup>1</sup>



## Share price performance <sup>2</sup>



## Board and management

Chairman	Jonathan Sweeney
Non-executive Director	John Balassis
Non-executive Director	Victor Van Bommel
Founder and executive Director	Keith Gunaratne
Chief Executive Officer	Trent Knox
Chief Financial Officer	Richard Pillinger

# Significant Valuation Gap to Peers

## ASX Listed SaaS companies

Company Name	Market Cap	Enterprise Value	FY22E Revenue Growth <sup>2</sup>	EV / FY22E Revenue
EP&T Global Limited	\$17m	\$8m	36% <sup>1</sup>	1.1x <sup>1</sup>
Nearmap Ltd	\$574m	\$472m	26%	3.3x
Nitro Software Limited	\$384m	\$321m	37%	3.4x
Bigtincan Holdings Limited	\$399m	\$344m	144%	3.2x
Elmo Software Limited	\$347m	\$379m	37%	4.0x
ReadyTech Holdings Limited	\$337m	\$365m	49%	4.9x
Whispir Limited	\$204m	\$169m	44%	2.5x
Limeade, Inc.	\$86m	\$51m	4%	0.7x
Damstra Holdings Limited	\$65m	\$70m	16%	2.2x
<b>Mean (ex EP&amp;T)</b>			<b>45%</b>	<b>3.0x</b>
<b>Median (ex EP&amp;T)</b>			<b>37%</b>	<b>3.3x</b>



# EP&T Global – December 21 Half-Year Update

A proven building optimisation and energy efficiency solution for all commercial real estate

- Annualised Recurring Revenue (ARR) <sup>(1)</sup> increased 36% to \$7.2m in the six months to 31 December 2021
- Annualised Contract Value (ACV) <sup>(2)</sup> as at 31 December 2021 of \$11.5m, an increase of \$0.6m from June 2021, representing 46% trailing twelve-month (TTM) growth
- Recurring subscription revenue increased 25.8% on the pcip to \$3.0m
- Current contracts on hand at December 2021 have \$36.7m of future ongoing fees yet to be invoiced
- In 1H FY22 EP&T completed the installation of the EDGE Intelligent System in 57 buildings. Contracted buildings as at 31 December were 404 sites
- \$8.25m share placement completed to support further growth investment, including in sales and marketing and installation of project backlog
- Total cash on hand of \$9.0m as at 31 December 2021

## Key Metrics

**\$11.5m**

Annualised Contract Value (ACV <sup>(2)</sup>) (Dec 21A)

**46%**

ACV growth (TTM Dec 21A)

**\$7.2m**

Annualised Recurring Revenue (ARR <sup>(1)</sup>) (Dec 21A)

**36%**

ARR Growth YTD (Dec 21A)

**85%**

Recurring Revenue <sup>(4)</sup> (Dec 21A)

**\$113m**

Lifetime Value <sup>(3)</sup> (Dec 21A)

1. ARR is the contracted recurring revenue component of subscriptions on an annualised basis

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

3. Lifetime value 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. LTV has been calculated assuming a GP% of 73.4% and a 3 year average ACV churn rate of 7.4%. ACV churn is calculated as total ACV losses as a percentage of opening ACV for a period

4. Recurring revenue is defined as contracted service and software revenue

# Positive Trends in EP&T's Key Operating Metrics

\$'000		Jun-20	Dec-20	Jun-21	Dec-21
<b>Annualised Recurring Revenue (ARR)</b>	<b>(\$'000)</b>	<b>5,075</b>	<b>5,280</b>	<b>5,307</b>	<b>7,209</b>
ARR annual growth rate (vs pcg)	(%)	-4	5	5	37
<b>Annualised Contract Value (ACV)</b>	<b>(\$'000)</b>	<b>7,649</b>	<b>7,826</b>	<b>10,872</b>	<b>11,451</b>
ACV annual growth rate (vs pcg)	(%)	23	5	43	46
<b>Lifetime Value (LTV)</b>	<b>(\$'000)</b>	<b>75,697</b>	<b>77,453</b>	<b>108,198</b>	<b>113,330</b>
Total LTV annual growth rate (vs pcg)	(%)	23	5	43	46
<b>Recurring revenue % total revenue</b>	<b>(%)</b>	<b>82</b>	<b>80</b>	<b>82</b>	<b>85</b>

## Notes:

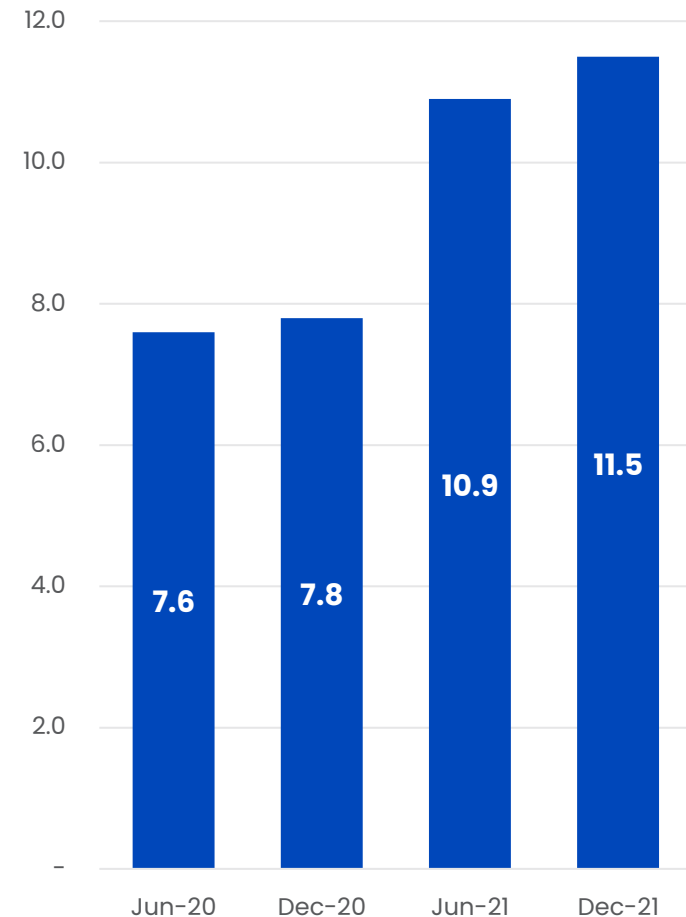
1. ARR is the contracted recurring revenue component of subscriptions on an annualised basis.
2. ACV is defined as the annualised monthly contract value of contracts on hand at each period end.
3. LTV is the estimated gross margin contribution from contracts on hand over the projected life of the customer, including initial contract term and projected renewal rates. LTV has been calculated assuming a GP% of 73.4% (COGS on recurring fees and ongoing support costs as a % of ACV (24%) and a 3 year average ACV churn rate of 7.4%. ACV churn is calculated as total ACV losses as a percentage of opening ACV for a period
4. Recurring revenue is defined as contracted service and software revenue

# Annualised Contract Value (ACV)

## ACV of \$11.5m at 31 December 2021

- 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
- ACV converts to ARR on completion of the installation of the EDGE system, at which point billing of subscription fees commences.
- Contracts typically range from 3 years to 7 years in duration and fees are typically invoiced monthly or quarterly in advance
- At December 2021 YTD actual ACV is \$11.5 million, an increase of \$0.6m in the six months to 31 December 2021.
- Subsequent to December 2021 the Company has signed new multi-year contracts with UK-based customers with a combined ACV of ~A\$0.6m
- Current **contracts on hand at December 2021 have \$36.7m of future ongoing fees yet to be invoiced**
- **Current contracts** have an **average remaining unexpired term of 3 years and 5 months**

Total ACV (Global, \$m)



Notes:

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



# ARR increase of 36% from conversion of ACV in 1H FY22

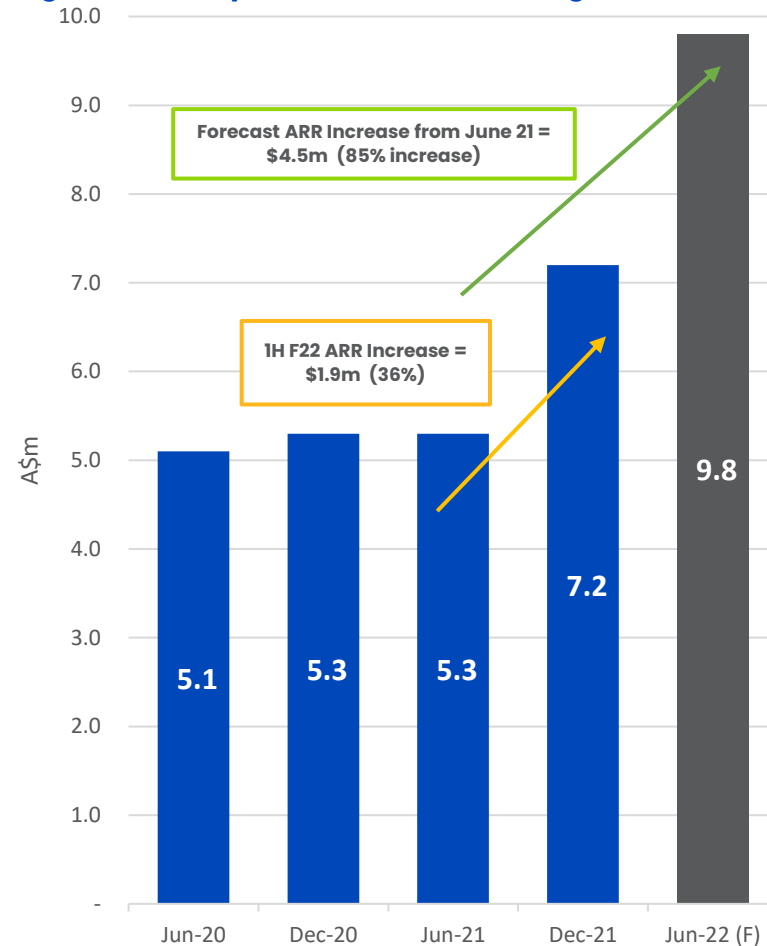
## EP&T's conversion of ACV backlog to ARR

- Subscription-based engagement model drives ACV and ARR growth

### ARR Conversion:

- From 1 July 2021 to 31 December 2021 actual ARR increased by \$1.9m (36%) to \$7.2m.
- Forecast ARR of \$9.8m for June 2022 <sup>(1)</sup> <sup>(2)</sup>
- ACV backlog yet to be deployed at 31 December 21 is \$3.5 million <sup>(1)</sup>.** Includes \$2.0m relating to the 3-year contract with leading asset manager, DWS.

ARR growth on implementation of backlog (Global, \$m)<sup>1</sup>

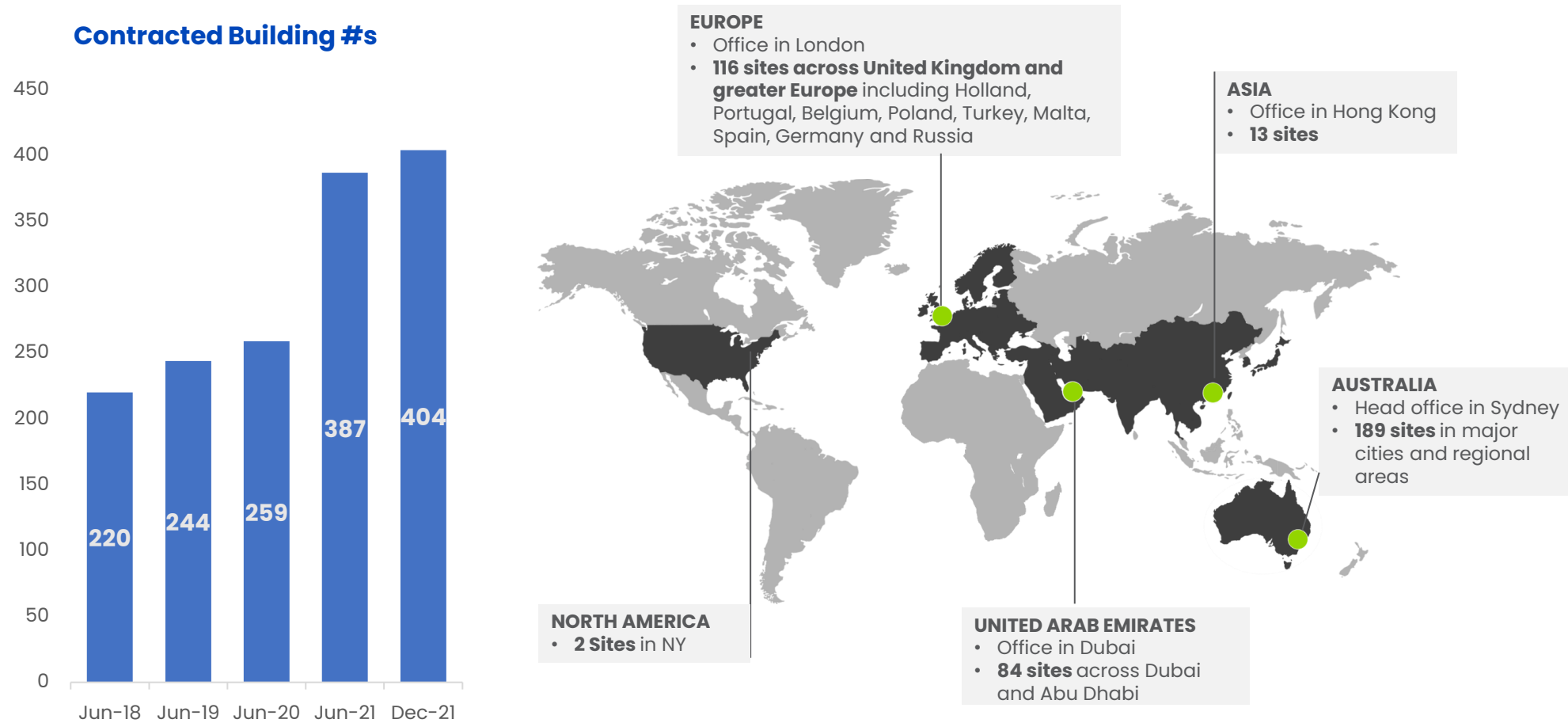


Notes:

- Backlog installation (and therefore ARR conversion) may be impacted by COVID-19 delays and other factors outside of EP&T's control. Future ARR may be impacted by unforeseen events leading to contract termination or cancellation
- Forecast based on signed contracts only and is subject to delays which may be caused by further COVID-19 related restrictions

# Global Client Base – in 22 countries across 4 continents

Domestic and international blue chip client base currently installed in 404 buildings, 22 countries, 4 continents



# H1 FY 22 – Company Highlights

## Corporate

- Completed share placement of \$8.25m in 1H FY22 quarter from both existing and new shareholders.
- Cash on hand as at 31 December 2021 was \$9.0m.

## Product Development

- Currently recruiting a Chief Product Officer (CPO).
- Multiple enhancements underway – focus on enhanced savings capability and system efficiency / scalability.
- Additional resources hired for R&D team.

## Customer Wins

- 17 new buildings with combined ACV of \$0.6m awarded in 1H FY22.
- ACV growth was impacted by COVID restrictions and delays in being able to source and recruit new staff due to candidate shortages in key markets.
- Now hired 2 additional multi-lingual sales executives to meet growing opportunities in the European market.

## Marketing Activity

- Sponsored and attended the PropTech Next summit in Australia and the International Real Estate Community Management Summit (IRECMS) in Dubai.
- LinkedIn followers increased by 71% to >13k in past 12 months, page 1 ranking on Google for 4 relevant search terms
- EP&T's EDGE Intelligent System now accredited under Germany's Federal Funding for Efficient Buildings initiative. Customers in Germany may be eligible for funding support of up to 40% of the contract value with EP&T.



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# | 1H2022 – FINANCIAL OVERVIEW

# 1H FY22 Financial Results

## Profit and Loss Summary

- Total Revenue of \$3.6 million, a 10.9% increase from 1H FY21
- Recurring subscription revenue has increased by 25.8% to \$3.0 million as a result of progress in the installation of contracted project backlog. This increase has been achieved despite the ongoing COVID related restrictions to building access and travel in a number of markets.
- Projects revenue has decreased by 44.9% to \$356k as EP&T's transition to a recurring subscription model continues.
- Other income in 1H FY21 included ~\$0.5m of COVID-19 stimulus payments which were not repeated in 1H FY22.
- Expenses have increased from \$4.6m in 1HFY21 to \$6.8m in 1HFY22 as a result of:
  - Investment in sales resources and marketing activity
  - Additional resourcing required to deliver the ~46% ACV growth achieved since 1H FY21. There is capacity to service further growth within the current team.
  - Increased administrative costs as a listed entity
- Underlying EBITDA excludes:
  - impairment of assets of \$1.9 million in 1H FY21 from revenues accrued and recognized in FY2018 and FY2019 under a discontinued revenue model
  - share-based payments expense of \$0.3 million relating to options issued prior to IPO.

	Consolidated 31-Dec-21	Aggregated 31-Dec-20
	\$	\$
Revenue		
<i>Recurring subscription revenue</i>	3,031,330	2,409,562
<i>Projects revenue</i>	355,718	645,785
<i>Service and maintenance revenue</i>	188,352	167,771
Total Revenue	3,575,400	3,223,118
Other income	226,009	883,698
Expenses	(6,757,800)	(4,646,666)
<b>Underlying EBITDA</b>	<b>(2,956,391)</b>	<b>(539,850)</b>
Share based payments, Impairment	(251,160)	(2,330,073)
Interest, taxation and depreciation	(518,681)	(15,424)
Net Loss After Tax	(3,726,232)	(2,885,347)

# 1H FY22 Financial Results

## Balance Sheet Summary

- Cash on hand at 31 December 21 = \$9.0m
- Current assets include trade receivables of \$1.3m, R&D incentive receivables of \$0.8m, inventory of \$1.2m (equipment to be allocated to project installations), contract assets of \$0.8m
- Non-current assets include project assets and other PPE of \$2.6m, contract assets of \$1.8m, deferred tax \$0.7m and right of use asset of \$0.5m
- Current liabilities include trade payables of \$1.5m, accrued payroll, commissions and incentives of \$1.8m, accrued leave and end of service liabilities of \$1.6m and lease liabilities of \$0.5m
- Non-current liabilities include borrowings of \$0.5m and lease liabilities of \$0.2m
- No intangibles – R&D costs are expensed as incurred

	<b>Consolidated Aggregated</b>	
	<b>31-Dec-21</b>	<b>30-Jun-21</b>
	<b>\$</b>	<b>\$</b>
Cash and cash equivalents	8,996,020	5,300,099
Other Current Assets	4,465,440	3,908,231
<b>Total Current Assets</b>	<b>13,461,460</b>	<b>9,208,330</b>
Non-Current Assets	5,600,791	5,059,224
<b>Total Assets</b>	<b>19,062,251</b>	<b>14,267,554</b>
Current Liabilities	5,801,230	5,370,171
Non-Current Liabilities	700,862	786,147
<b>Total Liabilities</b>	<b>6,502,092</b>	<b>6,156,318</b>
<b>Net Assets</b>	<b>12,560,159</b>	<b>8,111,236</b>



# 1HFY22 Financial Results

## Cash flow Summary

- Cash receipts of \$3.7 million for 1H FY22 period down from \$4.7 million in 1H FY21 – impacted by transition to subscription-based model completed in FY21. 1H FY21 includes receipts from customers related to sales made under the discontinued upfront capital model.
- Other operating cash flows decreased as 1H FY21 included an R&D incentive payment for which the corresponding FY22 payment was received in January 2022.
- Investing cash flows relate to project implementation costs for projects installed or partially installed. This investment supports future revenues from ongoing fees for new projects when complete.
- Financing cash flows in 1H FY22 includes the share placement completed to support further growth investment, including in sales and marketing and installation of project backlog.

	Consolidated 31-Dec-21	Aggregated 31-Dec-20
	\$	\$
<b>Cash flows from operating activities</b>		
Receipts from customers (inclusive of GST)	3,693,782	4,704,378
Payments to suppliers and employees (inclusive of GST)	(6,723,916)	(5,923,170)
Other operating cash flows	106,145	564,203
<b>Net cash used in operating activities</b>	<b>(2,923,989)</b>	<b>(654,589)</b>
Net cash flows from investing activities	(966,720)	(452,551)
Net cash flows from financing activities	7,586,630	950,000
<b>Cash and cash equivalents at the end of the period</b>	<b>8,996,020</b>	<b>108,857</b>



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# | GROWTH PLAN AND OUTLOOK

# EP&T – Key Growth Initiatives

EP&T has identified multiple levers to drive future growth.....

## Sales and marketing

- Increased marketing and brand awareness initiatives – LinkedIn followers increased by 71% to >13k in past 12 months, page 1 ranking on Google for 4 relevant search terms
- Increase sales / account mgt resources – 2 new multi-lingual sales resources hired to service European market
- New sales office locations to enter adjacent markets

## Drive ACV and conversion to ARR

- Continue to focus on subscription based customer engagement model – recurring revenue accounts for 85% of total revenue
- Revised modular product offering – land & expand focus
- Shorten timeframe from signing of contract to installation and revenue commencement – backlog to be installed of \$3.5m of ACV

## Product development and innovation

- Continued product development and innovation to meet the evolving requirements of our customers
- Recruitment of Chief Product Officer (CPO) underway

## Strategic M&A or partnership opportunities

- Proactive evaluation of M&A opportunities to accelerate new market entry and / or add complimentary product / service functionality
- Explore new channels to market – partnerships and referral sales models

# Company Highlights



**Globally proven technology** – proprietary technology operating in all forms of commercial real estate – portfolio average of 22% pa energy savings resulting in annual reduction of over 100,000 tonnes of CO2 emissions



**Global blue chip client base** – EP&T's clients include **leading blue chip companies and global real estate brands, currently contracted with 400+ sites across 22 countries over 4 continents**



**Large addressable market** – EP&T's technology has been successfully installed in commercial buildings, shopping centres, clubs, hotels, hospitals all over the world – the platform is applicable to all forms of commercial real estate



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

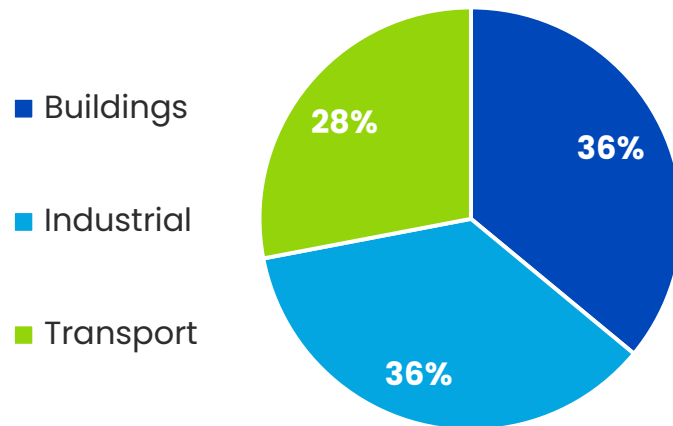
- Full transition to an Opex subscription-based contract model
- Further ACV growth – December 2021 YTD actual ACV is \$11.5 million
- **1H FY22 ARR growth of 36% to \$7.2m.**
- **Improvement in recurring revenues – from 82% at June 2021 to 85%** as at December 2021
- Ongoing **investment in sales and marketing to grow sales pipeline** – targeting C-Level decision makers, Heads of Sustainability, Facility Management Companies across multiple verticals

# | APPENDICES

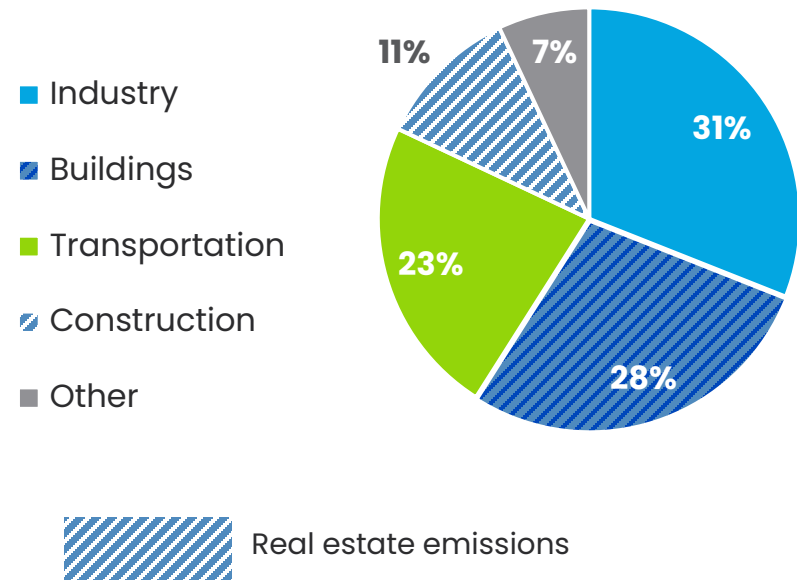
# EP&T's Market – Buildings And The Environment

Buildings use 36% of the world's energy and emit 28% of the carbon emissions.

Global energy use by sector<sup>1</sup>



Share of global CO<sub>2</sub> emissions by sector<sup>1</sup>





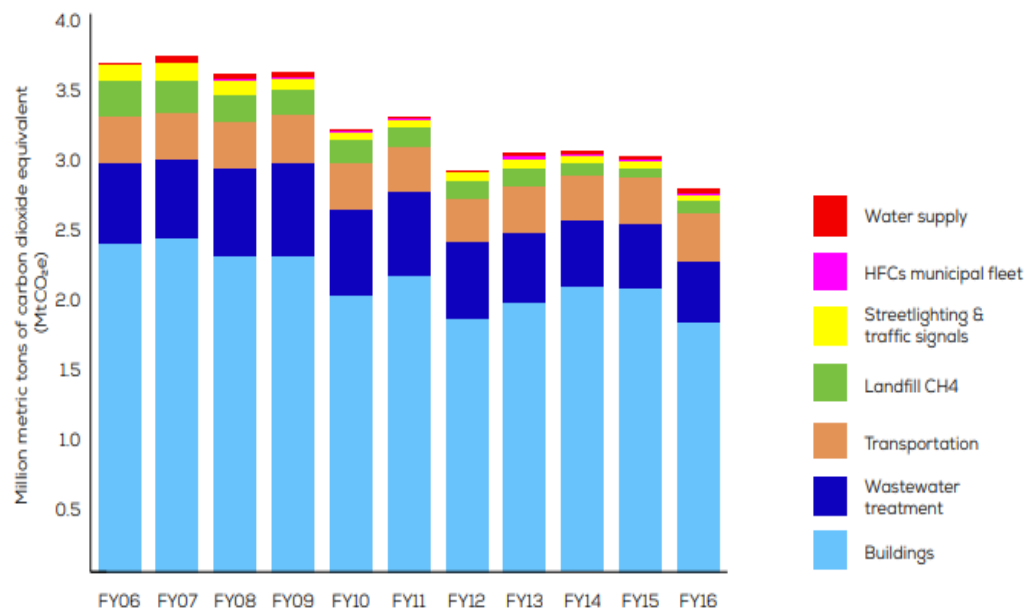
# Global Initiatives – Strong ESG Tailwinds

Globally regulators have enacted legislation that specifically targets real estate with aggressive, near-term emissions reduction requirements.

In 2018, 73 countries had or were designing mandatory or voluntary building energy codes and 85 countries had adopted building energy performance certification programs <sup>1</sup>.

- **New York's Climate Mobilization Act**, which passed in May 2019, requires an incredible 40% drop in GHG emissions by 2030 and an 80% drop by 2050, with enforcement beginning in 2024. This law applies to all buildings over 25,000 square feet, which today is about 50,000 assets across the city.
- **Los Angeles' Green New Deal**, also passed in May 2019 and requires that all new buildings be net-zero carbon by 2030, with the entire building stock converted to zero-emission technologies by 2050.
- **New York – Mike Bloomberg** unveiled a plan to make new buildings carbon neutral by 2025 (via The Washington Post).
- **London – Mayor Sadiq Khan** said if he's re-elected he will make London carbon neutral by 2030 (via The Guardian).
- **Canada – Finance Minister** reported that climate change will be a centrepiece of the country's 2020 budget (via The Wall Street Journal).
- **European Union** – released details around a \$1 trillion plan to make the whole continent carbon neutral by 2050 (via Forbes).

CITY GOVERNMENT ANNUAL GHG EMISSIONS BY SECTOR



*New York City Annual Green House gas Emissions by source - GHG Inventory Report Emission Year 2016*

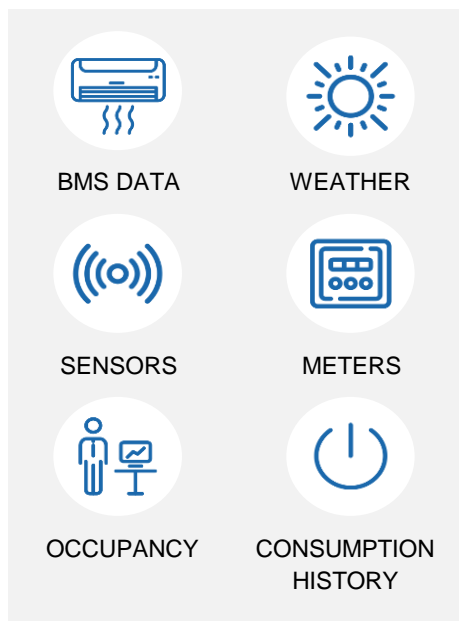
## Notes

1) 2019 Global Status Report for Buildings and Construction, Global Alliance for Buildings and Construction, International Energy Agency and the United Nations Environment Programme, 2019

# Edge – Proprietary Technology Platform

Edge is our cloud-based technology platform for utility monitoring, billing and analytics

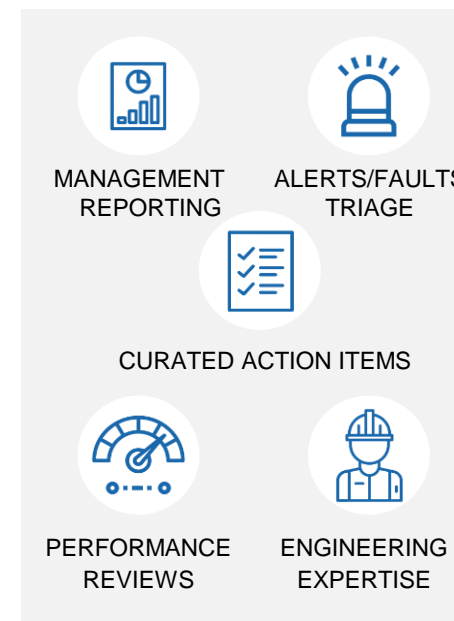
## DATA SOURCES



## AGGREGATE & ANALYSE



## PERFORMANCE OPTIMISATION



**Multiple real time data sources** – gathered continually and analysed by the Edge platform. ~5.6 billion data points in FY21

**Data** is sent to the cloud and analysed using proprietary technology and algorithms, delivering highly accurate identification of faults and energy inefficiencies.

**Performance Optimisation** – EP&T collaborates with building managers to undertake actions that improve and optimise plant and equipment that drive building operational efficiency and energy savings.

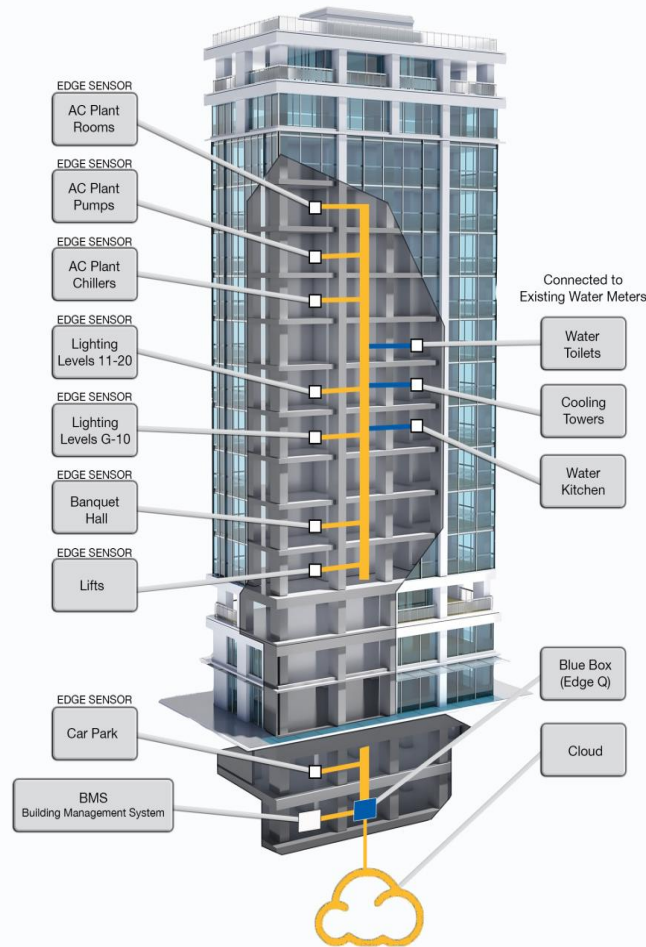
# Edge In Practice

Granular data collection and proprietary technology enables services and analytics that delivers proven energy savings.

## EDGE gathers data from internal and external sources including:

- Baseline energy data from utility meters
- Weather data
- Occupancy tracking systems
- Building Management System ("BMS") data
- Existing building meters and sensors
- Sensors (developed to gather more detailed data).

The **EDGE Memory Module** is the proprietary central aggregation device situated at the base of the building to cleanse and process all data sources up to the cloud



## EP&T Services and Analytics

- BMS, energy & water metering analytics
- Main H2O, gas & electricity metering analytics
- Sustainability Reporting
- Data-driven maintenance analytics
- Validation of plant and equipment upgrades
- Utility Tenant Billing
- Conducting NABERS ratings & assessments
- Reporting and tracking dashboards
- Site engineering support for FM teams

# Edge Portal – Portfolio Performance

EP&T Client Dashboard – real time accurate monitoring and performance reporting



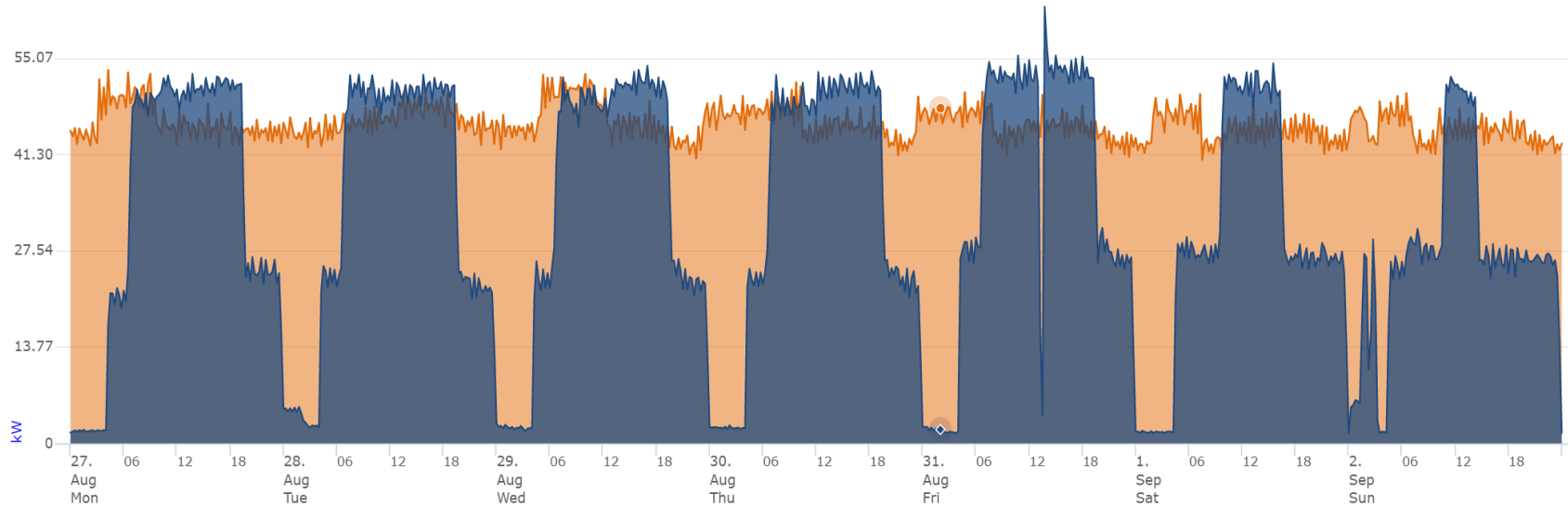
Edge Summary –  
Savings Report –  
Open/Closed Items

Portfolio Performance  
Summary

Portfolio Performance  
Leader-board

# Edge MARS Alert Example

EP&T's 24/7 monitoring and highly accurate identification of energy inefficiencies



- Previous energy consumption
- Corrected energy consumption

**Opportunity:** Edge algorithms identified the building heating equipment was running 24/7 at higher than expected levels given ambient conditions. The Building Management System (BMS) was incorrectly showing the equipment running as planned from 07:00 to 19:00, however this was due to a BMS software fault.

**Action:** BMS engineer reset the BMS software and the operation returned to normal of 12hrs/day vs 24hrs/day

**Outcomes:** Annual savings of more than \$54,000 per year financial impact and improved tenant comfort conditions.

# Why do Clients Choose EP&T Global?

Long-term proven track record of delivering energy savings for clients and supporting them to attain their environmental sustainability goals.



## **Proven Energy Savings & Emissions reduction**

Average 22% energy reduction – and . >100,000 tonnes less CO2 every year



## **24/7 Curated Actions and Alerts**

Data-driven building intelligence optimising around the clock



## **Sustainability Champions**

Supporting clients on their Net Zero journey by measuring, monitoring and reporting on property sustainability initiatives



## **Cloud-based Technology**

High frequency cloud based data analytics to process billions of data inputs in real time



## **Opex Model**

Subscription-based contract, no capex and with immediate ROI for clients



## **Global Reach**

Portfolio support across 22 countries and 4 continents



## **Passionate and Knowledgeable Team**

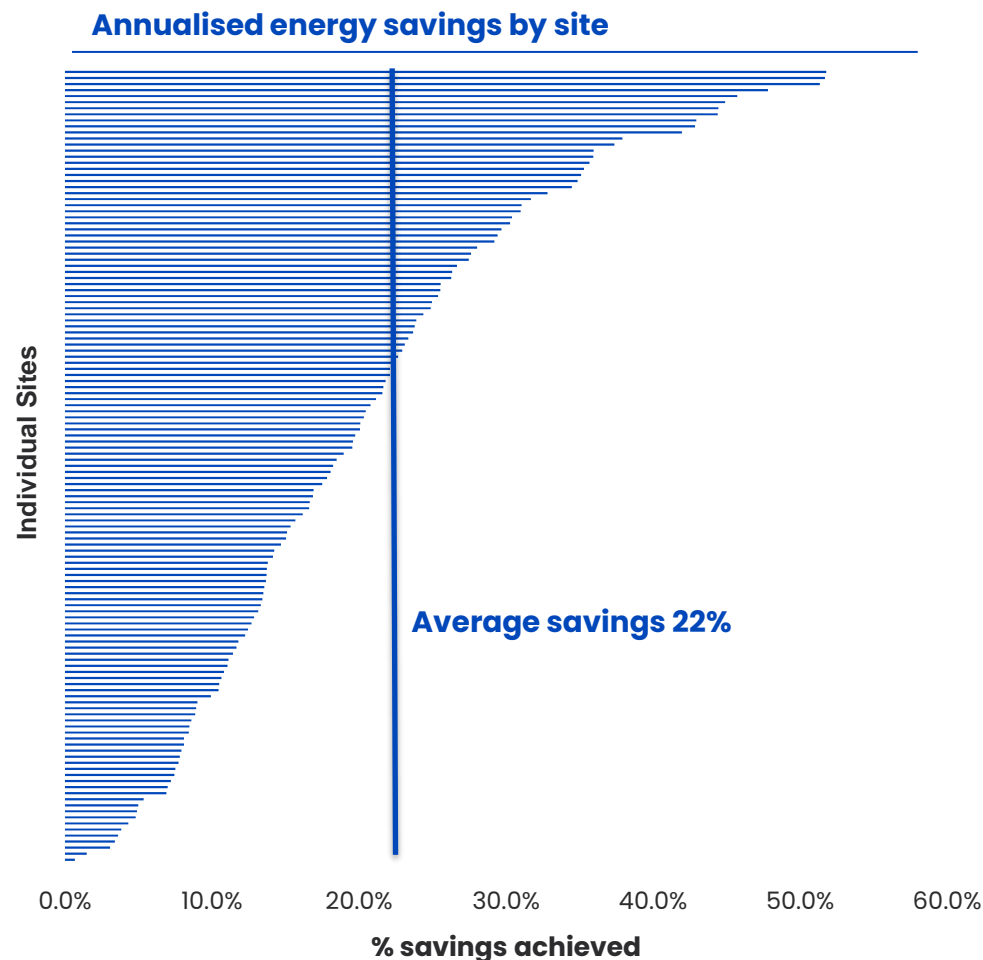
Deep industry experience supporting clients and delivering the results



# Energy Savings & Improved Sustainability Ratings

EP&T has a proven track record of reducing energy consumption, delivering financial savings and improving building sustainability ratings across the entire client portfolio

- Portfolio average energy reductions of 22%
- 81% of sites achieve over 10% reductions
- Over \$110m of client energy savings delivered in the past 5 years
- Over 100,000 tonnes of CO2 emissions avoided annually
- EP&T has delivered material improvement in clients NABERS ratings from when EP&T contract commenced:
  - Ratings increases of up to 2.5 stars
  - Average increase of 0.8 stars



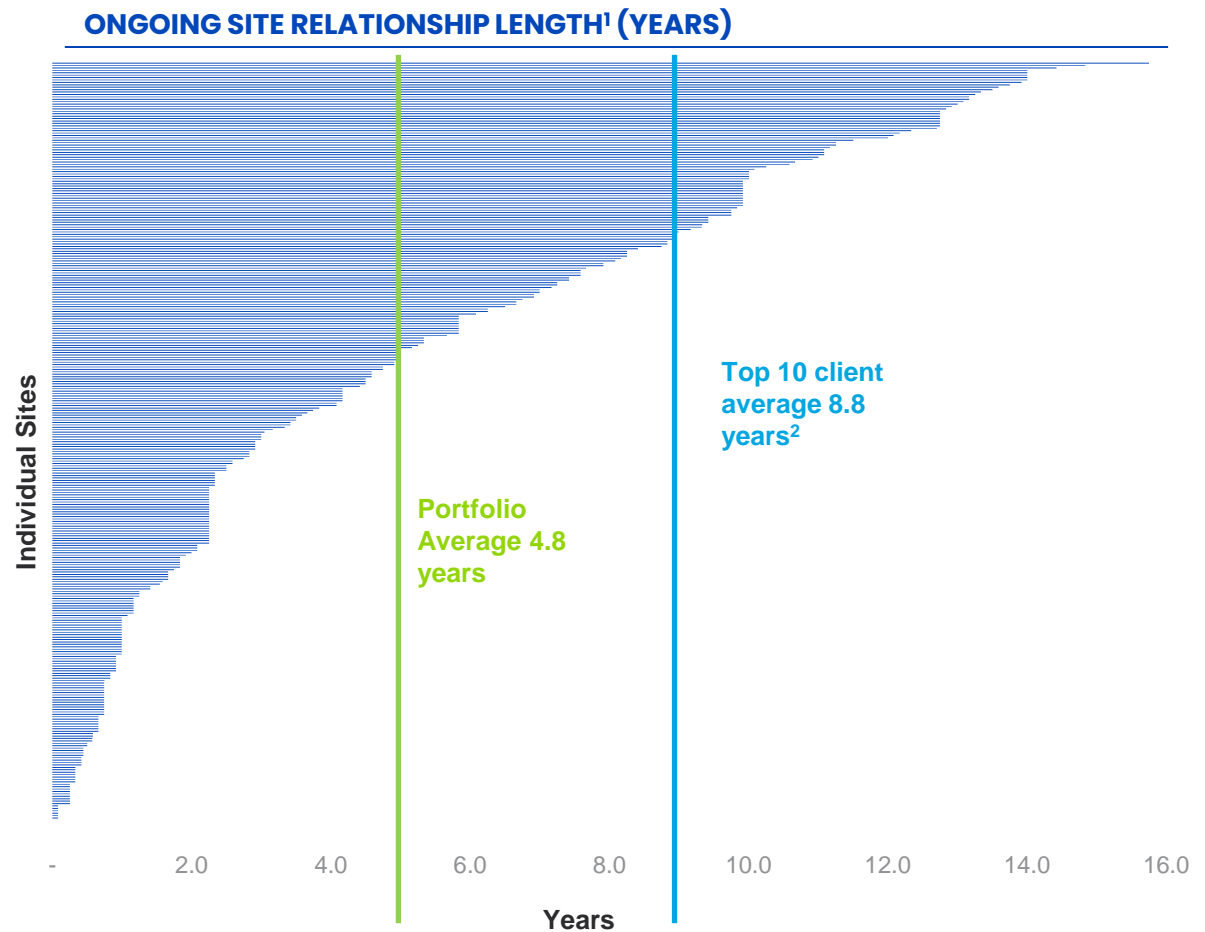
**Notes:**

- Savings are average annual savings over the contract term versus the baseline 12 months energy usage
- The baseline is typically 12 months prior to project commencement of the contract
- Savings based on energy units (such as kWh)

# Long-term client relationships

EP&T's proven and consistent energy savings and improved ratings performance has led to highly satisfied clients and long-term relationships

- Average client relationship of **4.8 years**
- Average client relationship of 10 longest tenure clients is **8.8 years**
- **46%** of sites added in the past **2 years**
- **15%** of sites have been with EP&T for past **10 years**
- Long-term relationships lead to improving Lifetime Value (LTC) of clients



Notes:

1) As at 31 December 2021

2) Top 10 based on number of buildings contracted with EP&T

# EP&T And Industry Performance Ratings

EP&T solutions facilitate accurate reporting to the leading Australian & international energy efficiency and sustainability ratings/benchmarks – DJSI, NABERS / GRESB



## Dow Jones Sustainability Index

The Dow Jones Sustainability World Index, or DJSI World, is a global index consisting of the top 10% of the largest 2,500 stocks in the S&P Global Broad Market Index based on their sustainability and environmental practices.

## GRESB



GRESB validates, scores and benchmarks ESG performance data. The 2020 real estate benchmark covers more than 1,200 property companies, real estate investment trusts (REITs), funds, and developers. GRESB's coverage for infrastructure includes more than 540 infrastructure funds and assets. **Combined, GRESB represents US \$5.3 trillion in real asset value**



## NABERS

NABERS (which stands for the National Australian Built Environment Rating System) can be used to measure a building's energy efficiency, carbon emissions, as well as the water consumed, the waste produced and compare it to similar buildings. NABERS is Australia's leading building performance rating and uses a 6 star scale, to help Australian building owners and investors understand how their asset impacts the environment.

## 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%

This helps building owners to understand their building's performance versus other similar buildings, providing a benchmark for progress.



# Global Clients Win Multiple Sustainability Awards...

Multiple EP&T clients have won the world's most prestigious energy efficiency and sustainability awards for the last 10 years...



2021

**TOP RATED** - Dow Jones Sustainability World Index for Real Estate - Announced Nov. 12th 2021  
**WINNER** - CDP Climate Performance scorers - Client: **Growthpoint**  
**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**  
**Sector Leaders (top quintile)** - GRESB - Announced Oct. 19th 2021

2020

**TOP RATED** - Dow Jones Sustainability World Index for Real Estate - Client: **Stockland, CapitalLand**  
**WINNER** - GRESB Global Leader for Listed Retail- Client : **Scentre Group**  
**GOLD** - EPRA Sustainability Reporting Awards - Client: **British Land, Cofinimmo, Derwent London, Intu**  
**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 Retail- Client: **Unibail-Rodamco-Westfield**  
**GOLD** - EPRA Sustainability Reporting Awards - Client: **British Land, Cofinimmo, Derwent London, Intu**  
**6 STARS** - Achieved maximum 6 Star NABERS Rating for **multiple clients**

2018

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

2017

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

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**  
**GOLD** - EPRA Sustainability Reporting Awards - Client: **British Land, Cofinimmo, Derwent London, Intu**

# Case Study – Derwent London

## Energy Efficiency and Real-time Analytics

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.

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

- 90 Whitfield Street W1
- Charlotte Building W1
- 1 Oliver's Yard EC1
- 1–2 Stephen Street W1
- 20 Farringdon Road EC1

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.



1-2 Stephen Street, W1



1 Oliver's Yard, EC1



90 Whitfield St, W1



Charlotte Building, W1