

ASX Announcement

6 February 2023

Felix secures new Tier 1 contract across full module suite

Key highlights

- **Felix signs 3-year enterprise contract with Laing O'Rourke Australia, a Tier 1 engineering and construction company**
- **Laing O'Rourke has contracted Felix's full suite of modules and an API licence, which will generate base annual recurring licence fees of \$249k, with further opportunities to expand ARR through additional planned usage uptake**
- **Following recent enterprise deal with BMD Group, this contract win validates Felix's strategic focus on large Tier 1 Contractors, which provide significant opportunities to scale the platform and enhance Felix's revenue profile**
- **Contract follows separate agreement signed in Q2 FY23 with the Nexus Consortium (\$89k ARR), led by Laing O'Rourke, for the use of Felix's platform on part of Victoria's multi-billion dollar North East Link Project**
- **Felix continues to progress numerous further opportunities of a similar size to Laing O'Rourke in the pipeline**

BRISBANE Australia, 6 February 2023: Felix Group Holdings Ltd (ASX: FLX) ("**Felix**" or the "**Company**") is pleased to announce it has signed an enterprise contract with Tier 1 Contractor, Laing O'Rourke Australia.

The 3-year contract with Laing O'Rourke, one of Australia's largest Contractors, includes Felix's entire enterprise suite of modules and an API licence. The annual recurring licencing fee will generate \$249k, representing 8% of Felix's Q2 FY23 Contracted Contractor ARR. This contract provides further validation from another Tier 1 Contractor as Felix continues to execute on its Contractor-led growth strategy. The contract includes provisions for additional licence tiers as usage uptake increases, providing scope for considerable increases in ARR.

Laing O'Rourke Australia is the local division of multinational engineering and construction company Laing O'Rourke headquartered in the UK. The company delivers state-of-the-art infrastructure and buildings projects for clients across Europe, the Middle East, and Australia. It is the largest privately owned construction company in the UK with projects spanning a wide range of sectors including building, transport, power, water & utilities, mining & natural resources, and oil & gas. In Australia, Laing O'Rourke's portfolio includes Sydney Central Station Metro, Great Eastern Highway Bypass Interchanges Project, Sydney Opera House Renewals Project and more.

Felix's Co-Founder and CEO, Mike Davis commented:

"We are incredibly excited to partner with Laing O'Rourke and the signing of another Tier 1 Contractor in the engineering and construction sector, demonstrating Felix's traction across some of Australia's largest builders with highly complex supply chains. This contract provides further validation for our Contractor-led growth strategy, focused on opportunities to significantly enhance the scale and revenue profile of the Company. Felix is in strong position to build on the momentum of Q2 FY23."

Notably, the enterprise contract follows a separate 5-year agreement signed in Q2 FY23 with the Nexus Consortium (\$89k ARR), led by Laing O'Rourke. The Nexus Consortium have been named preferred bidder to deliver the South Package of Victoria's North East Link Project and have licenced Felix's *Vendor Management*, *Sourcing* and *Contracts* modules, as well as an API licence.

Having also recently secured an enterprise agreement with BMD Group, Felix remains focused on executing on a number of further opportunities of similar size and scope to Laing O'Rourke in the pipeline.

Authorised for release by:

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About Felix – see more at felix.net

Felix operates a cloud-based enterprise Software as a Service (SaaS) procurement management platform and vendor marketplace. Felix connects contractors and third-party vendors by digitising, automating, and streamlining a range of critical procurement-related business processes – reducing supply chain risk and improving transparency and governance.