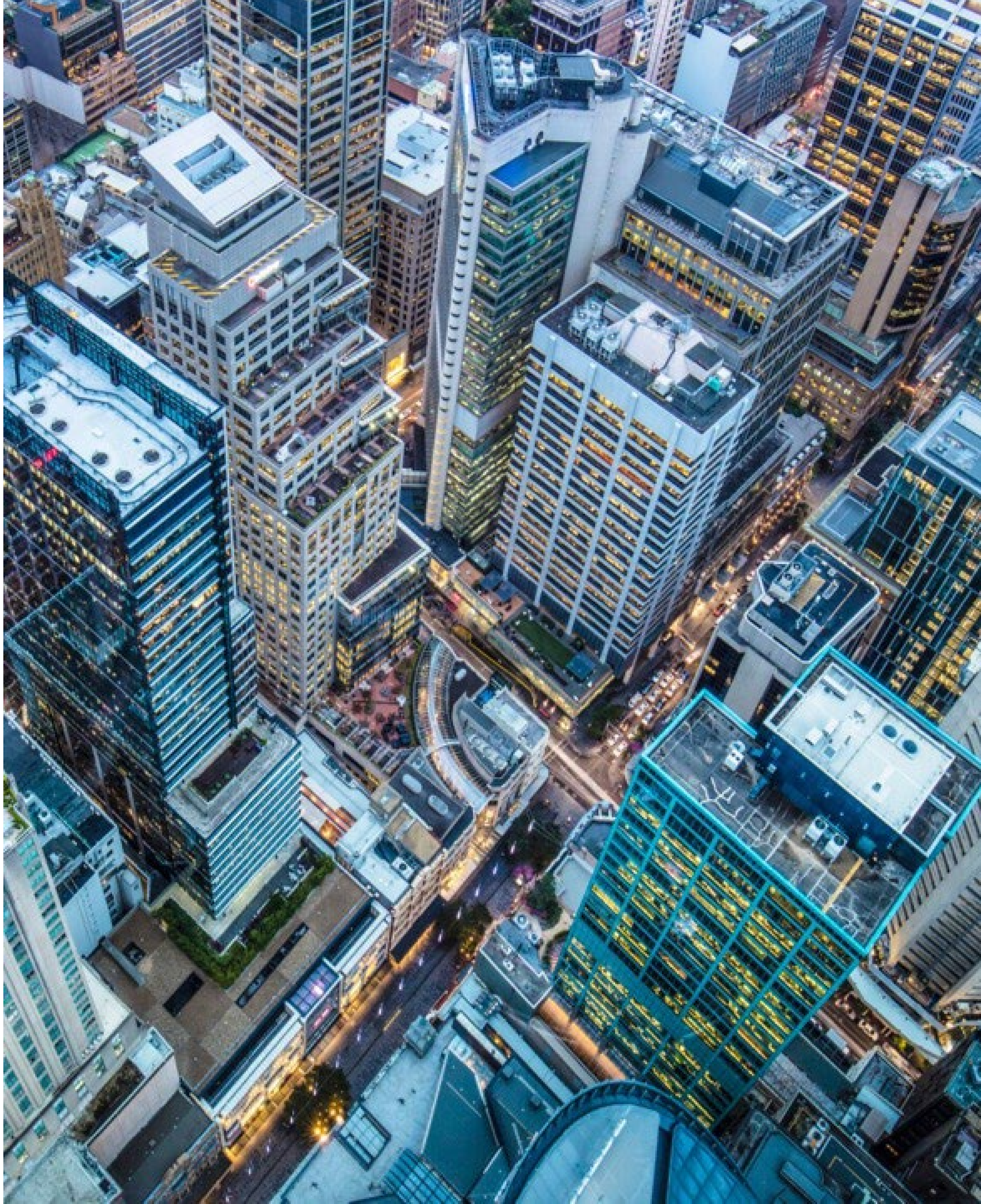
Company Update and Capital Raising

February 2024



Smarter Buildings Happier People Healthier World

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This Presentation has been prepared in connection with the institutional component of a $2.3 million capital raising comprising:

- a placement of New Shares to institutional and sophisticated investors ("Placement") under section 708A of the Corporations Act 2001 (Cth) ("Corporations Act"); and
- an accelerated non-renounceable entitlement offer to certain eligible shareholders of the Company ("Entitlement Offer") (collectively, the Placement and Entitlement Offer are referred to as "Offer")

The Entitlement Offer is being made to:

- eligible institutional shareholders of the Company ("Institutional Entitlement Offer"); and
- eligible retail shareholders of the Company ("Retail Entitlement Offer"),

under section 708AA of the Corporations Act (as modified by the Australian Securities and Investments Commission Corporations (ASIC) (Non-Traditional Rights Issues) Instrument 2016/84).

No Offer

This Presentation is not a prospectus, product disclosure statement or other offering document under Australian law (and will not be lodged with ASIC) or any other law. This Presentation is for information purposes only and is not an invitation or offer of securities for subscription, purchase or sale in any jurisdiction (and will not be lodged with the ASIC).

The Retail Entitlement Offer will be made on the basis of the information contained in the retail offer booklet to be prepared for eligible retail shareholders in Australia, New Zealand, Jersey and Sri Lanka ("Retail Offer Booklet"), and made available following its lodgment with ASX. Any eligible retail shareholder in Australia, New Zealand, Jersey and Sri Lanka who wishes to participate in the Retail Entitlement Offer should consider the Retail Offer Booklet before deciding whether to apply for New Shares under the Retail Entitlement Offer. Anyone who wishes to apply for New Shares under the Retail Entitlement Offer will need to apply in accordance with the instructions contained in the Retail Offer Booklet and the entitlement and acceptance form.

This Presentation does not constitute an offer to sell, or the solicitation of an offer to buy, any securities in the United States or any other jurisdiction in which such an offer would be illegal. The securities referred to in this Presentation have not been, and will not be, registered under the US Securities Act of 1933 ("US Securities Act") or the securities laws of any state or other jurisdiction of the United States, and may not be offered or sold, directly or indirectly, in the United States unless the securities have been registered under the US Securities Act (which the Company has no obligation to do or procure) or are offered or sold pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the US Securities Act and applicable U.S. state securities laws. This Presentation may not be distributed or released in the United States.

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This Presentation contains summary information about EP&T Global, its subsidiaries and their activities, including financial information which is current as at the date of this Presentation. The information in this Presentation is of a general nature. Certain financial information has been presented in an abbreviated form insofar as it does not include all the presentation and disclosures, statements or comparative information as required by the Australian Accounting Standards and other mandatory professional reporting requirements applicable to financial reports prepared in accordance with the Corporations Act.

The summary information provided in this Presentation is for illustrative purposes only and does not purport to be complete nor does it contain all the information which a prospective investor may require in evaluating a possible investment in EP&T Global or that would be required in a prospectus or product disclosure statement prepared in accordance with the requirements of the Corporations Act. While EP&T Global has taken every effort to ensure the accuracy of the material in the presentation, neither the Company nor its advisers have verified the accuracy or completeness of the information, or any statements and opinion contained in this Presentation.

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Cooling off rights do not apply to the acquisition of EP&T Global shares.

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Important Notices and Disclaimer Continued

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New Zealand

This document has not been registered, filed with or approved by any New Zealand regulatory authority under the Financial Markets Conduct Act 2013 (the "FMC Act"). The New Shares are not being offered to the public within New Zealand other than to existing shareholders of the Company with registered addresses in New Zealand to whom the offer of these securities is being made in reliance on the Financial Markets Conduct (Incidental Offers) Exemption Notice 2021. Other than in the entitlement offer, the New Shares may only be offered or sold in New Zealand (or allotted with a view to being offered for sale in New Zealand) to a person who:

- is an investment business within the meaning of clause 37 of Schedule 1 of the FMC Act;
- meets the investment activity criteria specified in clause 38 of Schedule 1 of the FMC Act;
- is large within the meaning of clause 39 of Schedule 1 of the FMC Act;
- is a government agency within the meaning of clause 40 of Schedule 1 of the FMC Act; or
- is an eligible investor within the meaning of clause 41 of Schedule 1 of the FMC Act.

United Kingdom

Neither this document nor any other document relating to the offer has been delivered for approval to the Financial Conduct Authority in the United Kingdom and no prospectus (within the meaning of section 85 of the Financial Services and Markets Act 2000, as amended ("FMSA")) has been published or is intended to be published in respect of the New Shares.

The New Shares may not be offered or sold in the United Kingdom by means of this document or any other document, except in circumstances that do not require the publication of a prospectus under section 86(I) of the FMSA. This document is issued on a confidential basis in the United Kingdom to fewer than 150 persons who are existing shareholders of the Company. This document may not be distributed or reproduced, in whole or in part, nor may its contents be disclosed by recipients, to any other person in the United Kingdom.

Any invitation or inducement to engage in investment activity (within the meaning of section 21 of the FSMA) received in connection with the issue or sale of the New Shares has only been communicated or caused to be communicated and will only be communicated or caused to be communicated in the United Kingdom in circumstances in which section 21(1) of the FSMA does not apply to the Company.

In the United Kingdom, this document is being distributed only to, and is directed at, persons:

- who have professional experience in matters relating to investments falling within Article 19(5) (investment professionals) of the Financial Services and Markets Act 2000 (Financial Promotions) Order 2005 ("FPO");
- who fall within the categories of persons referred to in Article 49(2)(a) to (d) (high net worth companies, unincorporated associations, etc.) of the FPO; or
- to whom it may otherwise be lawfully communicated (together "relevant persons").

The investment to which this document relates is available only to relevant persons. Any person who is not a relevant person should not act or rely on this document.

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In accordance with Article 1(4)(a) of the Prospectus Regulation, an offer of New Shares in the Netherlands is limited to persons who are "qualified investors" (as defined in Article 2(e) of the Prospectus Regulation).

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This document has not been, and will not be, lodged or registered as a prospectus in Sri Lanka with the Registrar-General of Companies. Accordingly, this document may not be distributed, and the New Shares may not be offered or sold, to the public in Sri Lanka. This document will be distributed, and the New Shares offered or sold, only to a limited number of institutional and professional investors and existing shareholders of the Company in a manner that will not constitute an offer of New Shares to the public in Sri Lanka.

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No Relevant Party makes any recommendation as to whether you or your related parties should participate in the Offer nor do they make any representations or warranties to you concerning the Offer. By accepting this Presentation, you expressly disclaim that you are in a fiduciary relationship with any of the Relevant Parties.

You acknowledge and agree that determination and eligibility of investors for the purposes of the Offer is determined by reference to a number of matters, including legal and regulatory requirements and the discretion of EP&T. You further acknowledge and agree that the Relevant Parties expressly disclaim any duty or liability (including for negligence) in respect of the exercise of that discretion, to the maximum extent permitted by law.

The lead manager may have interests in the securities of EP&T Global, including by providing investment banking services to EP&T Global. Further, the lead manager may act as market maker or buy or sell those securities or associated derivatives as principal or agent. The lead manager may receive fees for acting as a lead manager to the Offer.

Statements made in this Presentation are made only as at the date of this Presentation. None of the Relevant Parties, have any obligation to update statements in this Presentation. The information in this Presentation remains subject to change without notice. EP&T Global reserves the right to withdraw the Offer or vary the timetable for the Offer without notice.

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To be the world's most trusted building efficiency platform provider.

Corporate Snapshot

ASX: EPX

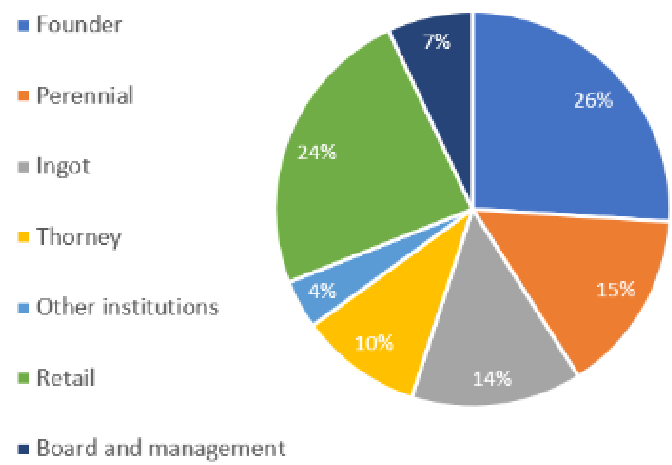
Share price (31 January 2024)	A$0.033
Fully Paid Ordinary Shares	445,913,710
Options on issue	22,325,729
Undiluted Market Capitalisation	$14.7 million
Cash (as at 31 December 2023)	$0.7 million
Enterprise Value	$13.4 million

Board and key management

Independent Chairman	Jonathan Sweeney
Executive Director & CEO	John Balassis
Independent Non-executive Director	Victor Van Bommel
Independent Non-executive Director (effective 1 February 2024)	Paul Oneile
Chief Financial Officer	Patrick Harsas

Share register[1]

Institutions hold ~43%



Note 1 – Based on internal analysis conducted October 2023; Investor tracking report

Company Overview

Proprietary technology

- combines multiple information sources with cloud-based data analytics to detect real-time energy inefficiencies in buildings enabling operational optimisation to deliver significant energy savings

EDGE building efficiency platform

- a data as a service platform incorporating BMS, metering and IoT energy data from **5.6 billion+ points per annum, across over 7 million^{sqm} of net lettable area $^{(Jun\ 23)}$**

Proven energy savings & sustainability

- current portfolio **average of 21% energy savings**, and annual reduction of CO_2 emissions
- multiple EP&T clients have **won the world's most prestigious energy efficiency and sustainability awards** for the last 10 years

Global blue chip clients

- domestic and international client base currently **installed in >523 commercial buildings in 25 countries**
- average contract tenure over 4.1 years across total client base and 10 years for top 10%

Macro environment strongly supports EP&T capability

- high electricity costs, carbon emission reduction, sustainability focus with Paris Accord, NABERS, GRESB and ESG

Improving financials and operational discipline achieved

- **Achieved Operating Cashflow Breakeven[1]** inflection point, evidenced by the September and December 2023 Quarterly results **and 89% recurring revenue**

British Land – Exchange House - 62% savings (35,634m2)

British Land – York House - 36% savings (9,473m2)

1. Monthly operating cashflow breakeven is defined as monthly operating cash inflows (being receipts from operations and other revenue) less monthly operating cash outflows (being ordinary operating costs of the business) but excluding new project deployment costs and other investing and financing cash flows.

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Operational Highlights – at a glance

FY23 Highlights

# of building sites globally
523
30 June 2023

% energy savings
21%
Portfolio average FY23

average client relationship
4.1 years
30 June 2023

Strong Recurring Revenues
89%
Consistent to FY22

FY23 Statutory Revenue
$10.6m
Increase of 50%

FY23 Recurring Revenue[2]
$11.7m
Increase of 27%.

FY23 Annual Contracted Value[3]
$14.4m
Increase of 8%

Unbilled Contract Value[5]
$42.9m
FY23 - average unexpired contract term of 3 years

Updated as at Jan 2024

As at 23 Jan 2024 Annual Contracted Value[3]
$15.4m
FY24 target $16.0-$17.0m

Operating cash flow
$0.3m
2 consecutive quarters Sept 23 and Dec 23

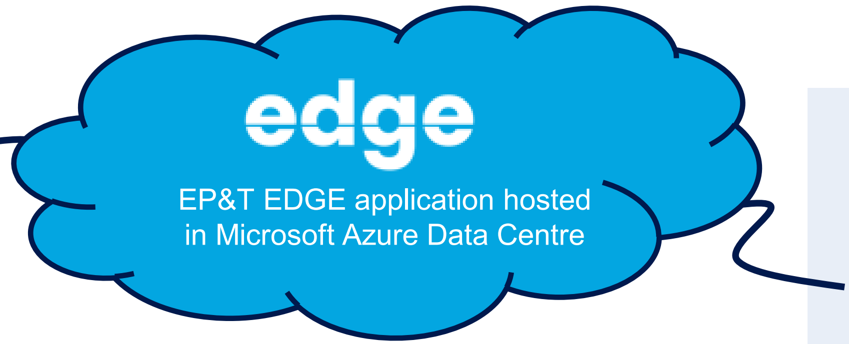
# of building sites globally
551
23 January 2024

2. ARR is the contracted recurring revenue component of subscriptions on an annualised basis.
3. ACV is defined as the annualised monthly fees charged under contracts on hand at each period end.
4. Source: 2019 Global Status Report for Buildings and Construction, Global Alliance for Buildings and Construction, International Energy Agency and the United Nations Environment Programme, 2019; Frost & Sullivan analysis 2021
5. Unbilled Contract value is the amount yet to be invoiced to customers under long term contracts; Based on Weighted average contract value.

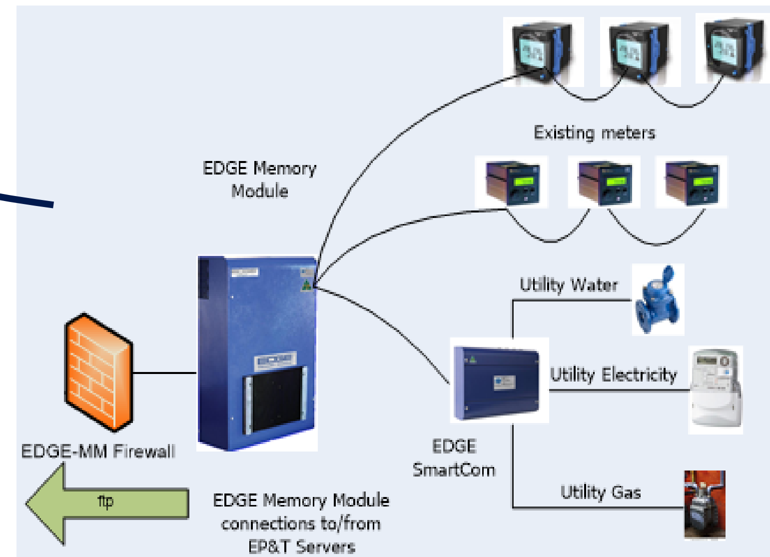
EDGE Intelligence System architecture

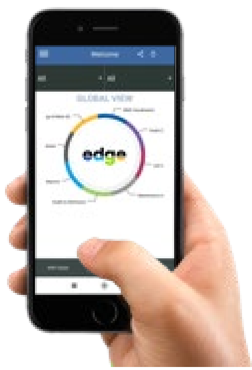
EP&T proprietary technology combines multiple information sources with cloud-based data analytics to detect real-time energy inefficiencies in buildings. EP&T collaborates with building managers to improve and optimise building plant operating systems and deliver significant energy savings

EDGE Desktop



Customer Site





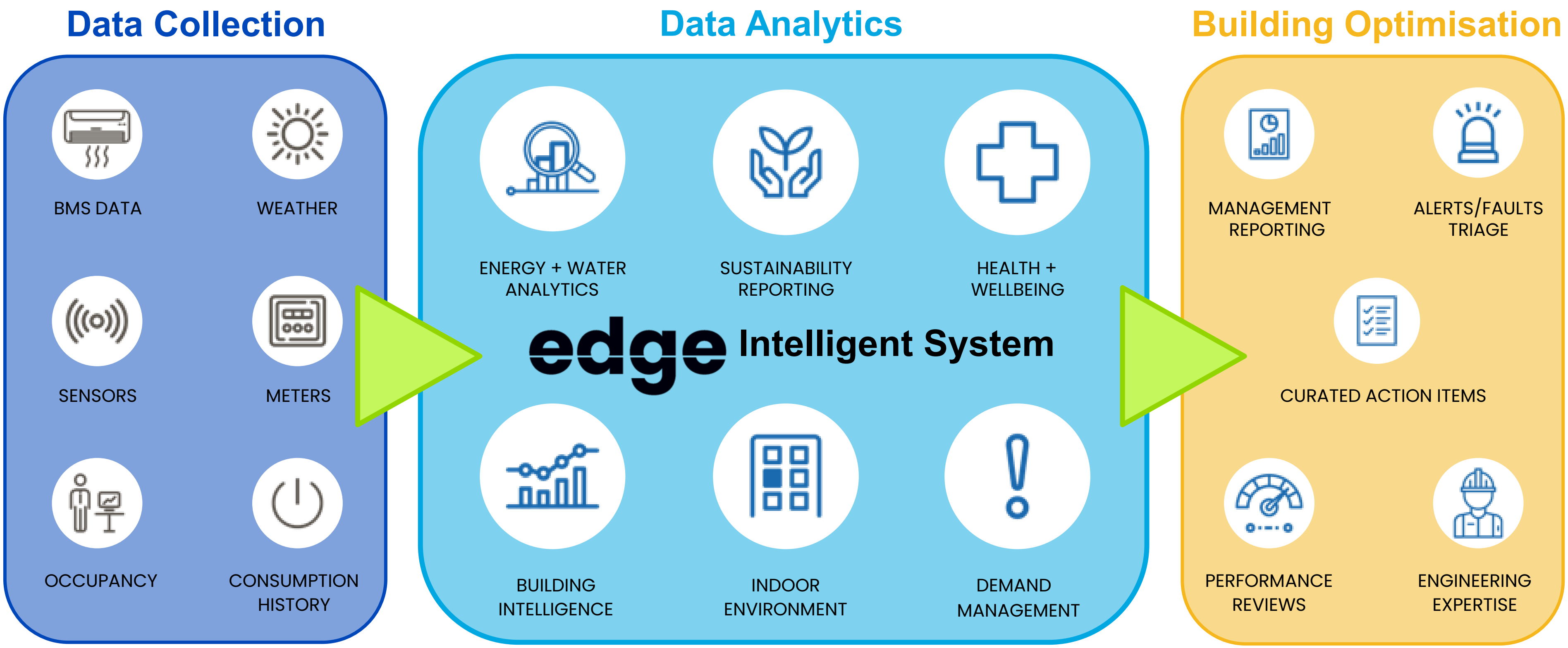
EDGE Mobile

edge is smart building technology that enables:

- Electricity, Gas, Thermal and Water Analytics
- BMS Analytics / Automatic Fault Detection & Diagnostics
- ESG Reporting (GRESB, MSCI, EPRA, GRI, et al.)
- Internal KPI reporting and NABERS tracking
- Utility Apportionment for Tenant Billing / Expense Recovery
- Maintenance and Lifecycle Analytics

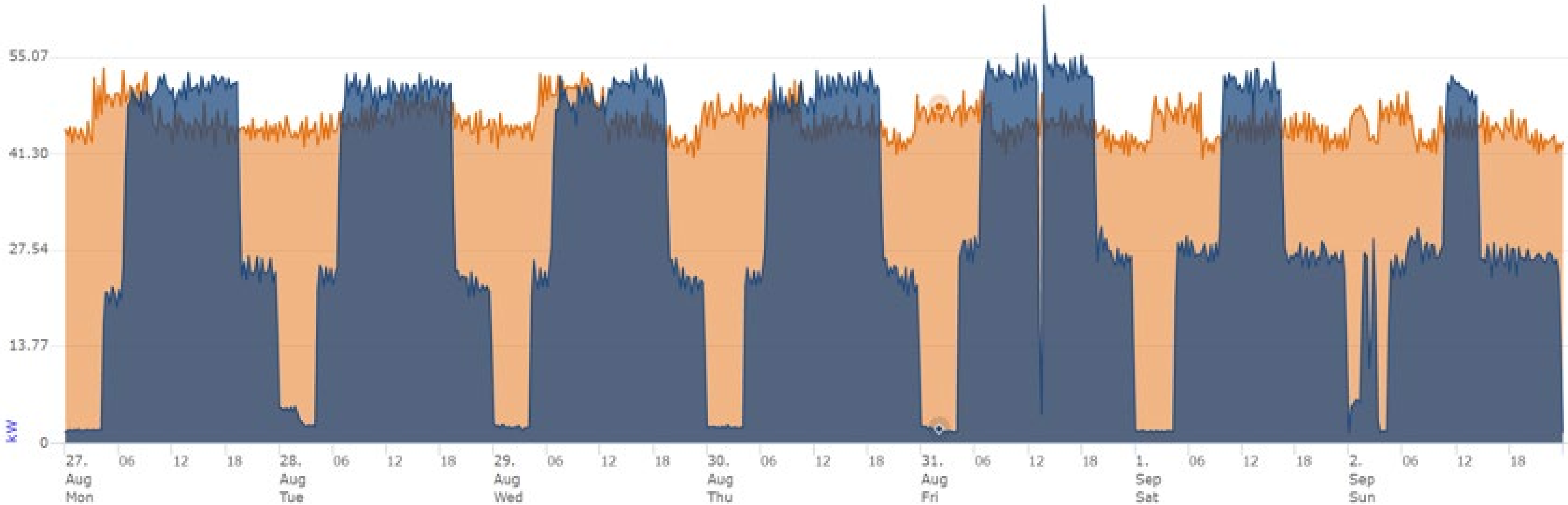
EDGE Intelligent System – Data Analytics

EDGE data analytics collects and analyses Building Management Systems (BMS) and metering data, identifying operational inefficiencies and providing accurate, auditable data to rectify faults and optimise building operations.



Case Study: Edge MARS Alert Example – data drives results

EP&T's 24/7 monitoring of multiple data sources and highly accurate identification of energy inefficiencies enables the detection of many more savings opportunities than our peers



- **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.

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EDGE product suite

The EP&T EDGE product suite provides multiple points of engagement with our customers

edge	Essential	Commercial	Insight	Insight+
Target Customer Needs	• Consumption reporting, net zero and carbon reduction goals	• Tenant billing and report on net zero and carbon goals	• Measure net zero, cost and/or carbon reduction goals	• Specific net zero, cost and/or carbon reduction targets
Key Customer Benefit	• Accurate energy, water, thermal and gas data • API for data export to third-party dashboard tools (Envizi, Measurabl, etc)	EDGE Essential plus • Accurate, customisable tenant billing across all metered utilities	EDGE Commercial plus • Actionable data to achieve energy and emissions reductions	EDGE Insight plus • Financially guaranteed to reduce costs and emissions
EP&T's EDGE	• Provision of accurate data • Helps improve energy efficiency and meet carbon reporting requirements	• Utility billing engine • Ensures precise allocation of utility costs among tenants	• Building energy data analytics • Building sustainability services with actionable insights	• Deep data analytics and property maintenance patterns • Actionable savings opportunities
Indicative cost	• **$1k/month/site**	• **$2k/month/site**	• **$3k/month/site**	• **$5k/month/site**

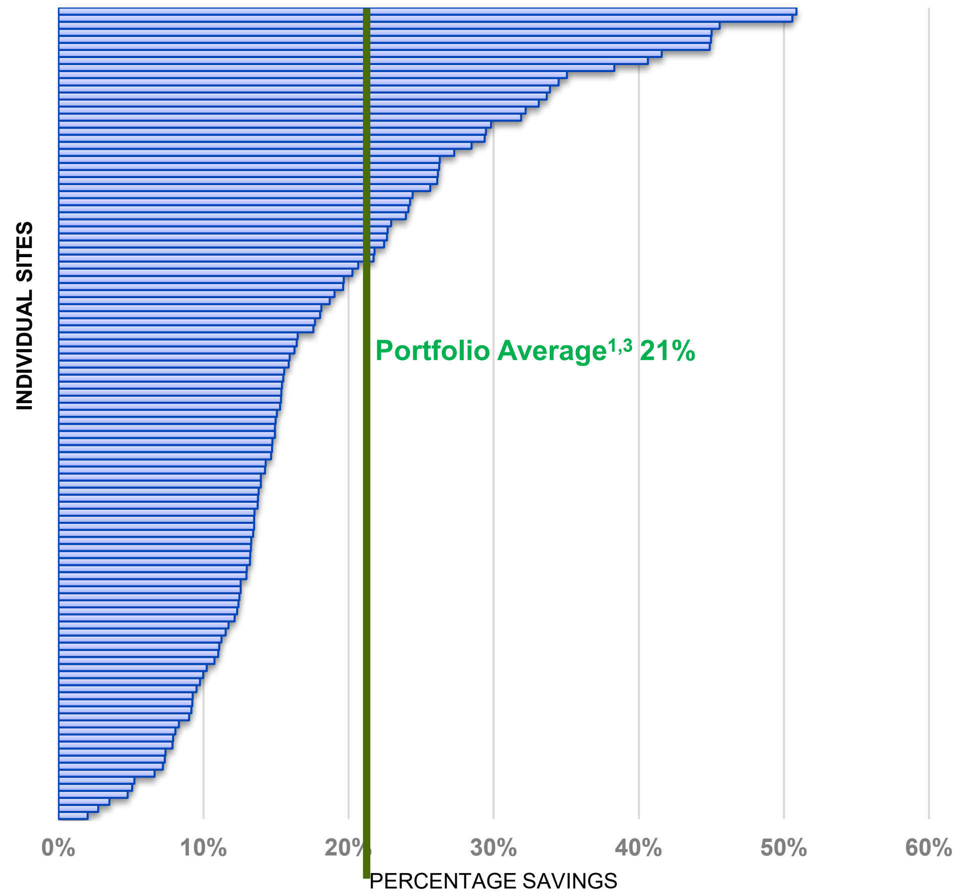
Notes:
1. Pricing is indicative and can vary depending on the size (NLA), complexity of the building and geography.

Proven and consistent energy savings

Portfolio average reduction in energy consumption by 21%,

- **The current portfolio average energy reductions is 21%**
  - ~ 85% of sites achieving 10% or more savings
  - ~38% of sites achieving 20% of more savings
  - ~ 18% of sites achieving 30% or more savings
- Based on EP&T's current portfolio of guaranteed savings sites, **the average CO2 saved per site is approx. 600 tonnes.**
- Based on EP&T's total current portfolio of guaranteed savings sites, total CO2 saved equates to the approx. equivalent of:
  - 390,000 trees being planted; or
  - 25 million car trip kilometers being removed; or
  - 16,000 return Sydney/London flight trips being saved.
- EP&T has delivered **material improvement in numerous clients NABERS ratings** from when EP&T contract commenced:
  - Ratings increases of up to 2.5 stars
  - Average portfolio increase of 0.8 stars

Annualised energy savings by site – current portfolio[1,2,3]



Notes:
1. Savings are average annual energy bill savings over the contract term versus the baseline 12 months energy usage
2. The baseline is typically 12 months prior to project commencement of the contract
3. Savings based on currently saved above baseline target, as at 30 June 2023. The final savings may be above or below the current actual saving

Case study : Commercial – Large UK REIT

Achieving energy reduction and cumulative savings

30% Energy Reduction

£455,000 Cumulative Savings

910t Reduced CO_2 Emissions

Building Type: Commercial

One of the largest UK focused REITs with a portfolio of commercial properties comprising over 500,000 sqm.

This building is a refurbished modern office asset of over 15,000 sqm and built around a spacious courtyard, in London.

The site adopted EDGE technology to aid the REIT to hit their target reduction in carbon intensity of 36% by 2022 and 55% by 2027.

A focus on energy efficiency using EDGE technology has allowed this asset to achieve energy savings of 30%.

Case study: Hospitality - Major hotel

Achieving energy reduction and cumulative savings

25%	Energy Reduction
$982,000	Cumulative Savings
3,940 t	Reduced CO_2 Emissions

Building Type: Hotel

This landmark Australian hotel comprises multiple dining options, cocktail bar, rooftop pool, lounge and bar.

EP&T were engaged with the objective of establishing an independent, 'single source of truth' from which the management team would deliver energy efficiency and cost reductions, which have included:

- Minimising AC loads during low demand periods and applying correct schedules for AC equipment to match conditioning requirements.
- Optimising lighting loads by providing lighting only when required. Focus was also concentrated on areas such as the hotel corridors and car park, and ensuring lighting controls were optimised in back of house.

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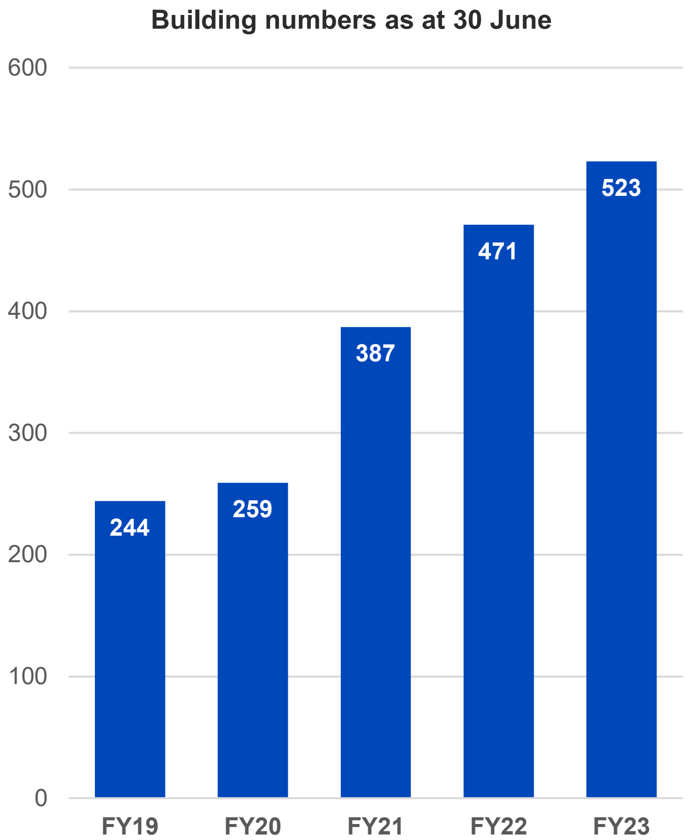
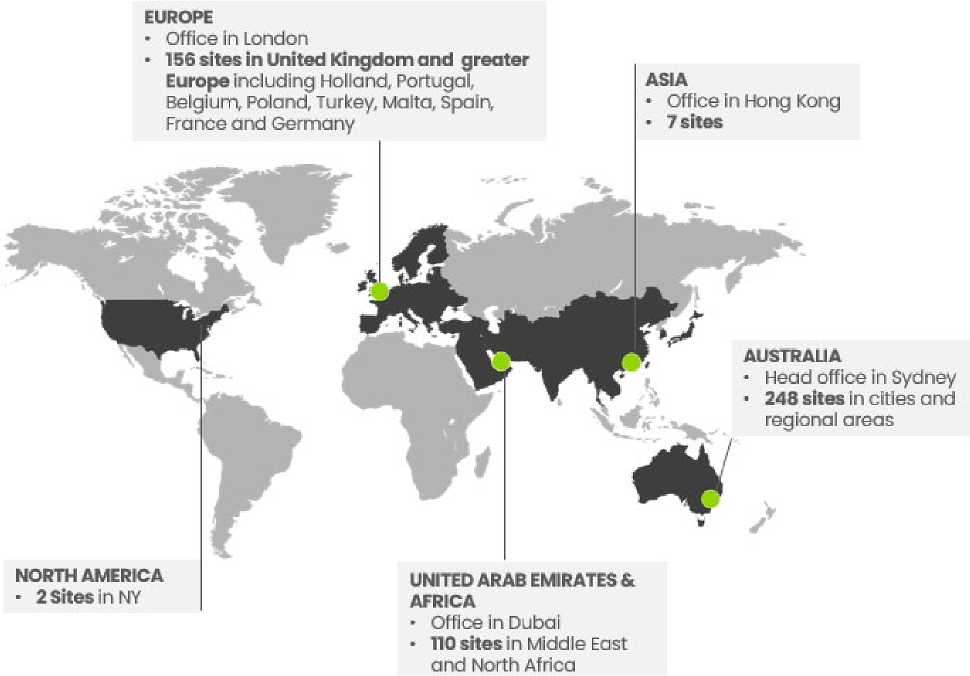
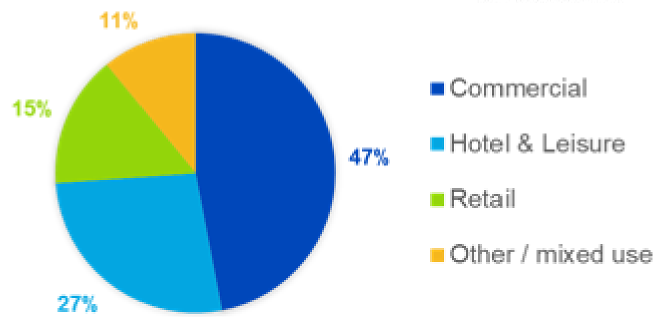
Customer base spanning over 25 countries in 5 continents

Site numbers continue to grow, monitoring over **7million^{sqm} of net lettable area**[1] and over **1billion kWh annually**[1]

Contracted Building #s







Notes:
1) As at 30 June 2023 for sites installed

Global Clients obtaining leading sustainability awards

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

Dow Jones Sustainability Indexes

GRESB

NABERS

EPRA sBPR GOLD

MSCI

CDP DISCLOSURE INSIGHT ACTION

2023

SUSTAINABILITY YEARBOOK S&P Global CSA **(formerly DJSI) CapitaLand, Stockland**
SUSTAINABILITY AWARD ClubsNSW Clubs & Community Awards 2023 **Hornsby RSL**

2022

GRESB SECTOR LEADERS Top quintile **British Land, Growthpoint**
B RATING CDP Climate Performance **British Land, Growthpoint**
sBPR GOLD EPRA Sustainability Reporting Awards **British Land, M&G**
AAA RATING MSCI ESG Rating **British Land, Stockland**
6 STARS Achieved maximum 6 Star NABERS Rating **Multiple customers**

2021

DOW JONES SUSTAINABILITY World Index for Real Estate **CapitaLand, Stockland**
GRESB SECTOR LEADERS Top quintile **British Land, Growthpoint**
sBPR GOLD EPRA Sustainability Reporting Awards **British Land, Cofinimmo, Derwent London**
B RATING CDP Climate Performance **Growthpoint**
6 STARS Achieved maximum 6 Star NABERS Rating **Multiple customers**

2020

DOW JONES SUSTAINABILITY World Index for Real Estate **CapitaLand, Stockland**
GRESB SECTOR LEADER Listed Retail **Scentre Group**
sBPR GOLD EPRA Sustainability Reporting Awards **British Land, Cofinimmo, Derwent London, Intu**
B RATING CDP Climate Performance **Growthpoint**
6 STARS Achieved maximum 6 Star NABERS Rating **Multiple customers**

2019

DOW JONES SUSTAINABILITY No. 1 in Corporate Sustainability **Stockland**
GRESB SECTOR LEADERS Listed Diversified Office/Retail **Stockland**
GRESB EUROPEAN LEADER Listed Retail **Unibail-Rodamco-Westfield**
sBPR GOLD EPRA Sustainability Reporting Awards **British Land, Cofinimmo, Derwent London, Intu**
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2017

WINNER CIBSE Test of Time Award **British Land**
sBPR GOLD EPRA Sustainability Reporting Awards **British Land, Cofinimmo, Derwent London, Intu**
GRESB SECTOR LEADER Listed Diversified Retail/Office **Stockland**
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Long-term customer relationships

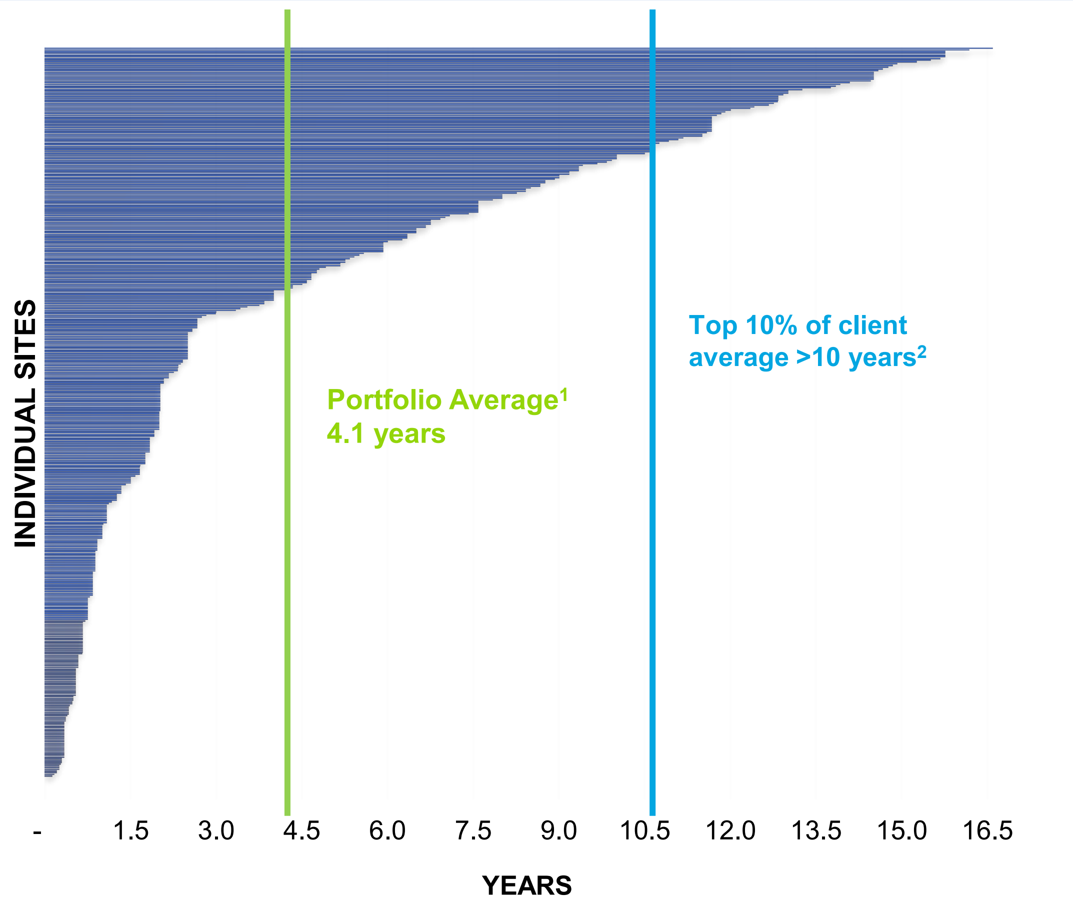
EP&T's consistent energy savings and improved building sustainability ratings performance has led to long-term customer relationships

Average client relationship of **4.1 years**

Average client relationship of the top 10% of installed sites is **>10+ years**

Long-term relationships lead to improving Lifetime Value (LTV) of clients

ONGOING SITE RELATIONSHIP LENGTH[1] (YEARS)



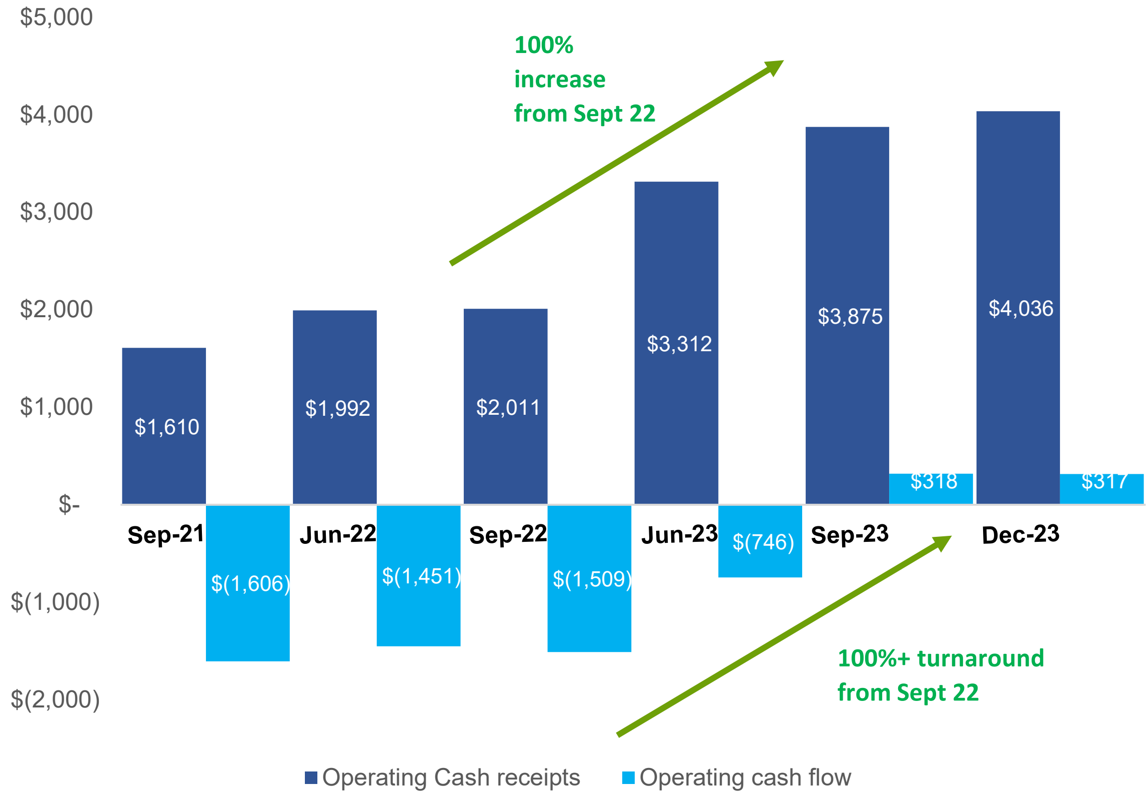
Notes:
1) As at 30 June 2023, the average being the simple average based on initial contract date with EP&T for sites installed
2) Top 10% based on initial contract date with EP&T and based on current installed sites ARR

Operating Metrics

Positive operating cash flow achieved in Q1 & Q2 FY24

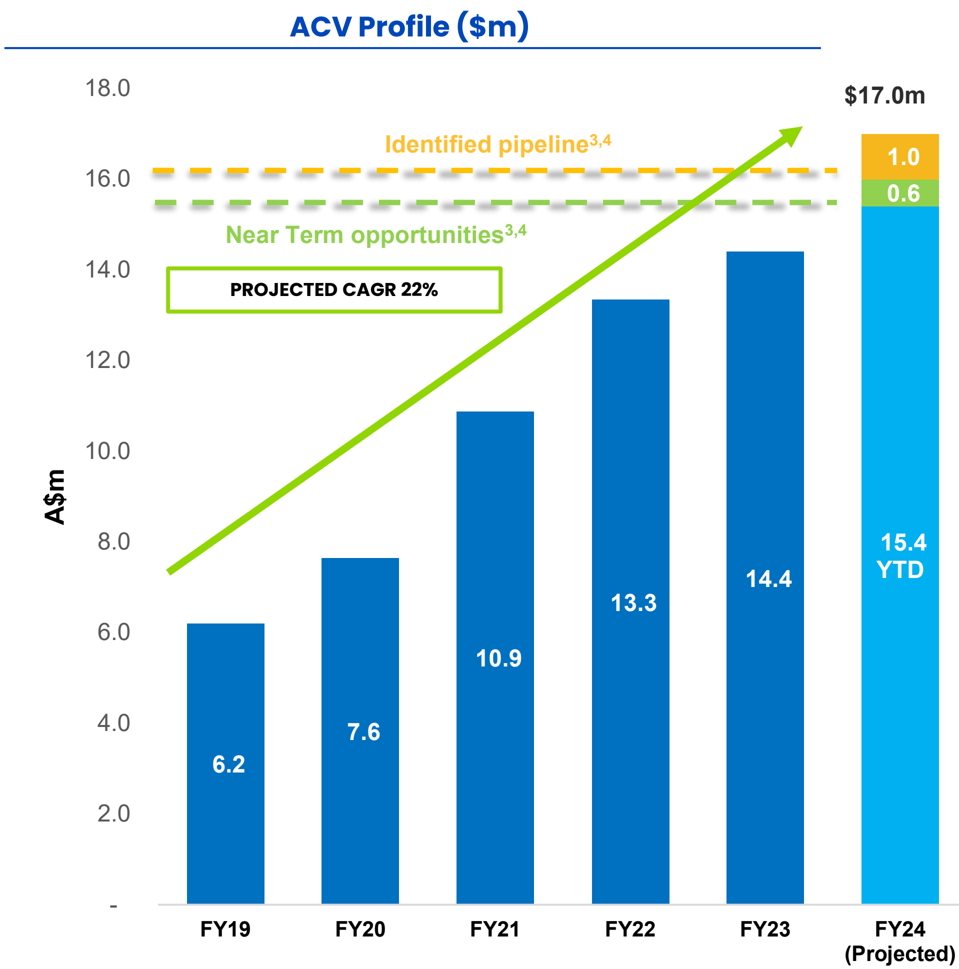
EPX attains a strategic milestone of operating cash flow breakeven in the September 2023 quarter and in December 2023 quarter

- **Significant improvement in cashflow –**
  - with a 100% increase in Operating Cash Receipts from $2.01m (Q1 FY23) to $4.0m (Q2 FY24)
  - and 100%+ in net Operating Cash Flow. from -$1.51m (Q1 FY23) to +$0.32m (Q2 FY24)
  - Total net operating cash flows for the quarter was +$0.3m, a significant improvement from June 23 (negative $0.7m) and September 2022 (negative $1.5m).
- Turnaround is a combination of:
  - Improved installations process leading to converting ACV into revenue more rapidly; and
  - Active cost and working capital management.



ACV – Projected ACV[3,4] between $16m-$17m at 30 June 2024

- At 23 January 2024 ACV was $15.4m, up from 30 September ACV of $14.5m.
- FY24 ACV projected[3,4,5] between $16.0m to $17.0m based on qualified identified Near Term opportunities[4] and projected Identified pipeline[4] opportunities projected, based on existing and new customer opportunities.
- If projected ACV is delivered it would equate to a CAGR of 22% since EP&T changed its commercial model to a recurring revenue model.



1. ACV is defined as the annualised monthly fees charged under contracts on hand at each period end.
2. ACV Year to Date (YTD) is as at 23 January 2024;
3. Allowance has been made for an assumed 2.5% annual ACV churn which is consistent to historical performance, plus an estimated conversion from the Company sales pipeline of $0.6m – $1.6m in ACV prior to 30 June 2024.
4. Near term opportunities of $0.6m are defined as Sales opportunities which have not yet been signed but are in a progressed state of negotiation with customers, Should Near Term prospective ACV opportunities not be delivered, the ACV target range may not be met without further opportunities being delivered by 30 June 2024. Identified pipeline opportunities with projected ACV of $1.0m is based on identified customer opportunities which are in negotiation but are not yet sufficiently progressed and may not occur.
5. Prospective financial information is predictive in character, may be affected by inaccurate assumptions or by known or unknown risks and uncertainties and may differ materially from results ultimately achieved.

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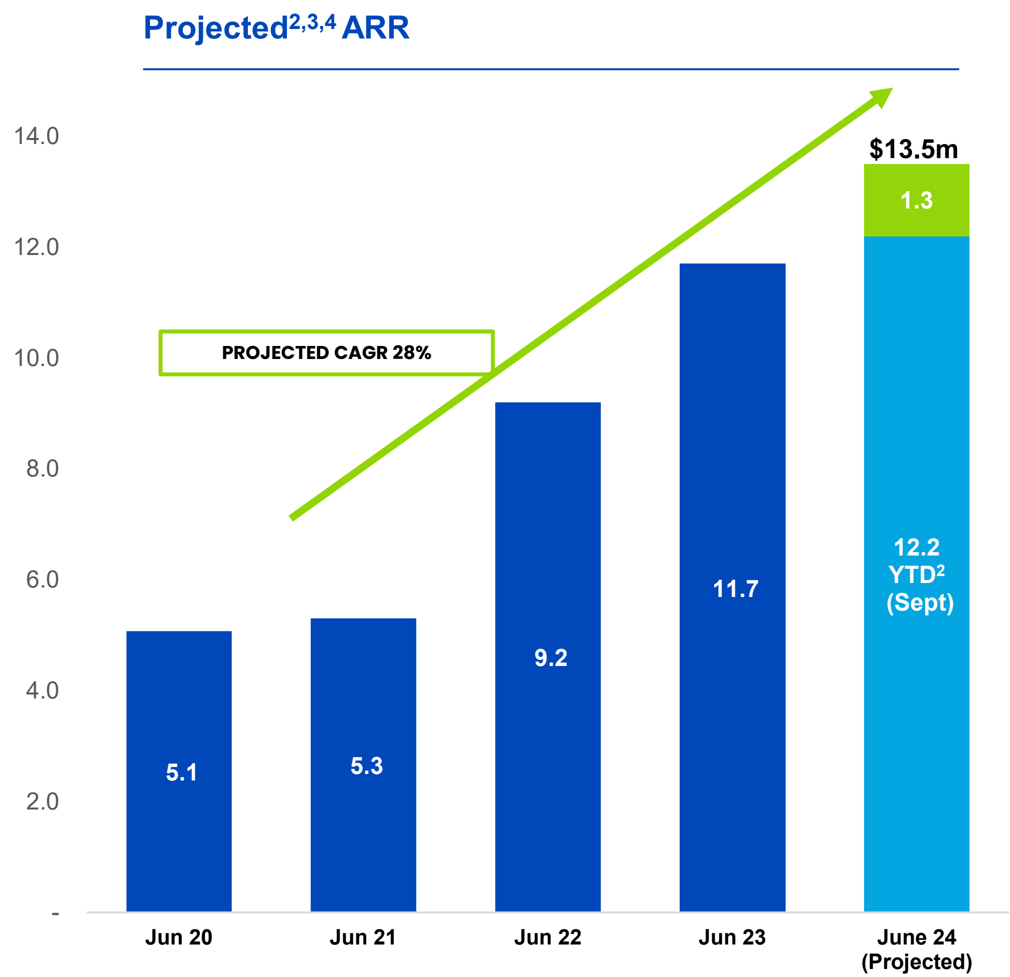
ARR[1] – Projected[3] ARR of $13.5m at 30 June 2024

- FY23 ARR[1] of $11.7m installed as at 30 June 2023, a 27% increase from 30 June 2022.
- ARR was $12.2m at 30 September 2023.
- The business is currently projecting a further $1.3m in ARR conversion[3,4] by 30 June 2024. Once installed this will bring total ARR to $13.5m.
- Projected ARR of $1.3m[3,4] is based on:
  - Contracted ACV backlog, the majority of the projected ARR, being ACV currently being installed or planned to be installed prior to 30 June 2024; and
  - Projected New ACV[2] to be won and installed prior to 30 June 2024.



1. ARR is the contracted recurring revenue component of subscriptions on an annualised basis.
2. ARR Year to Date (YTD) is as at 30 September 2023.
3. Allowance has been made for an assumed 2.5% annual ARR churn which is consistent to historical performance, plus an estimated conversion of ACV backlog, being ACV contracted but not yet installed, plus new ACV yet to be won and installed. The breakdown of the projected additional $1.3m in ARR is based on approx. $0.9m in contracted ACV backlog being installed prior to 30 June 2024 and approx. $0.4m in ACV yet to be won to be successfully closed and installed. Contracted backlog ACV may fail to be installed due to delays outside the control of the Company, such as gaining site access, the relevant property being sold prior to installation commencing, restrictions placed on the installation due to tenant or other requirements. In some of these circumstances where installation cannot proceed, the Company is entitled to cost recovery and /or revenue recovery.

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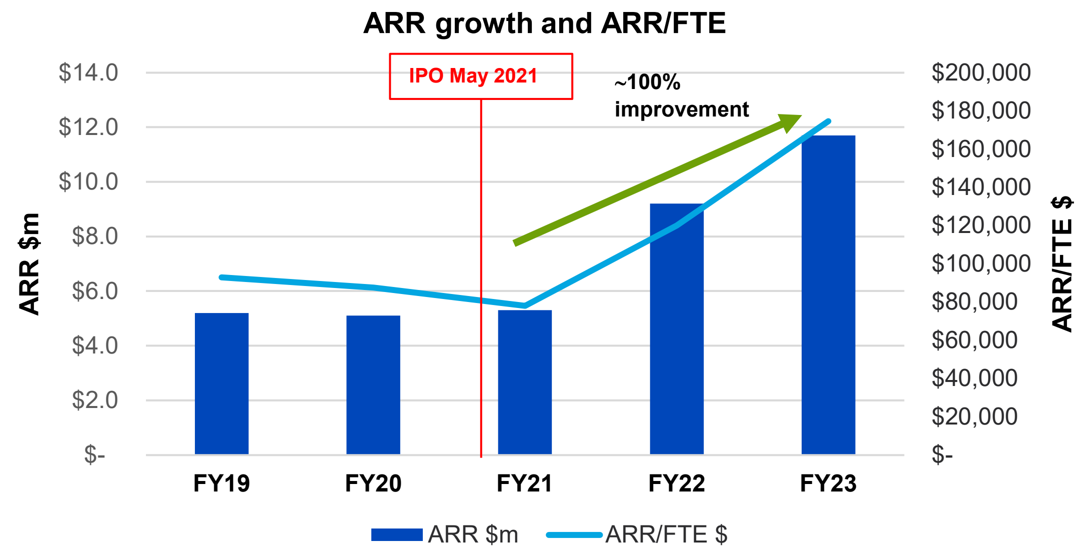
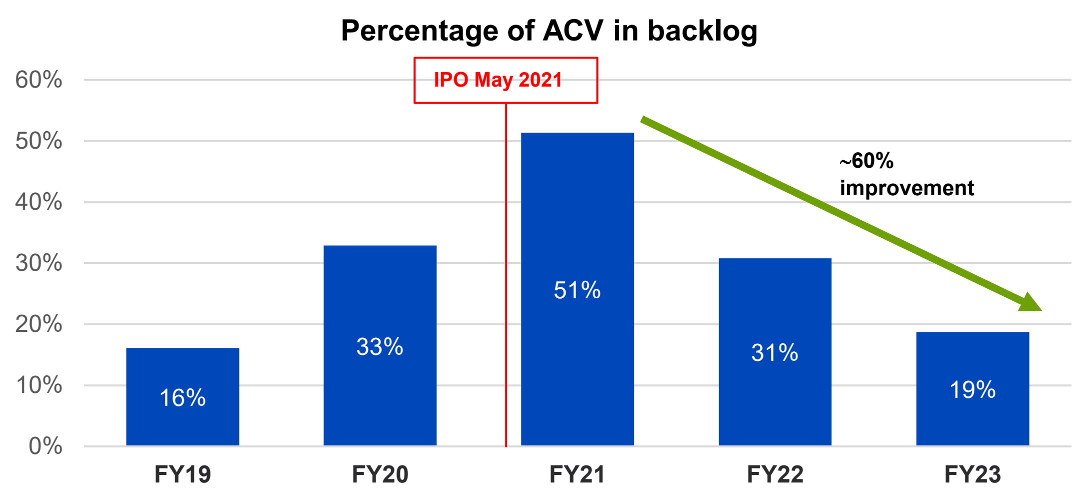
Significant improvement in ARR metrics during FY23

- **ARR per FTE**
  - Improved from FY22 of approx. $120k/fte per annum to FY23 of approx. $174k/fte per annum, an increase of 45%
  - Over 100% improvement since IPO
- **ACV to ARR conversion**
  - Improved from 31% (i.e., 31% of ACV in backlog) down to 19%, which represent an over 30% improvement from FY22
  - Over 60% improvement since IPO

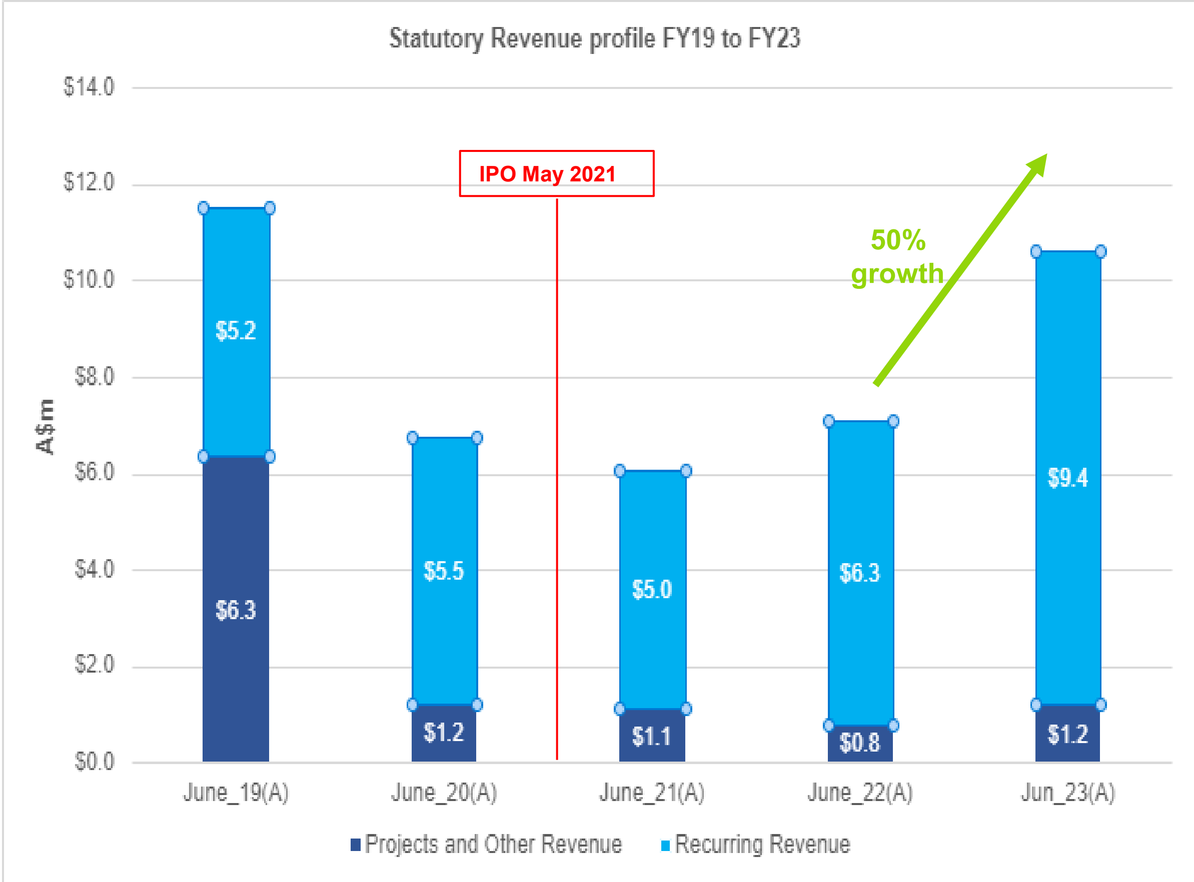




FY23 statutory revenue up 50%

Statutory revenue changed from predominantly capital in nature to now being 89% recurring

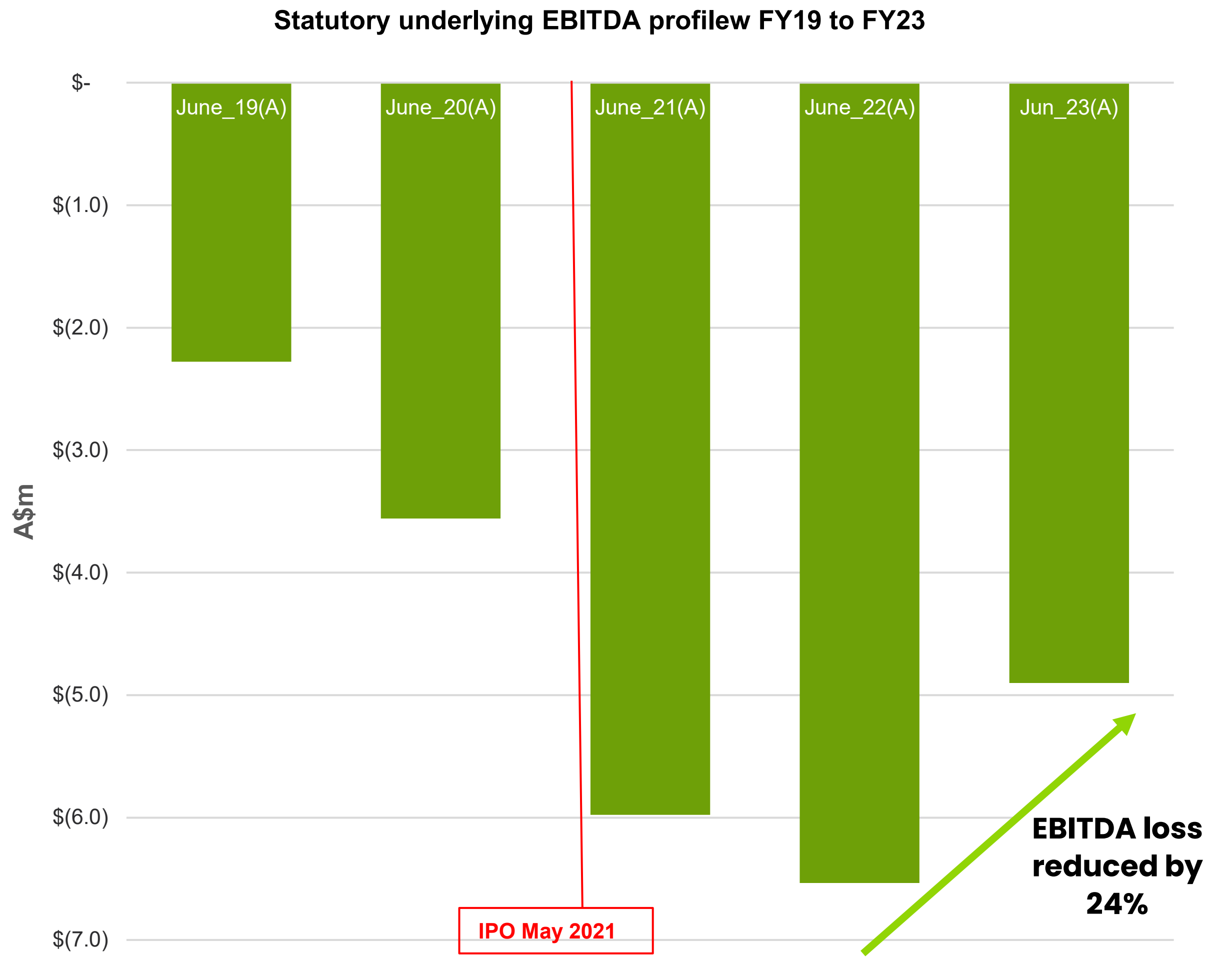
- FY19-20 transitioned from capex model to recurring subscription revenue model
- **FY23 total statutory revenue of $10.6m, an increase of 50% from FY22:**
  - Recurring revenue of $9.4m an increase of 49% from FY22
  - Project and other revenue of $1.2m an increase of 50% from FY22
- **Recurring revenue 89%** of total revenue:
  - Significant improvements made since FY19 when it was 45% of total revenue
  - Recurring revenue CAGR of 32% since IPO
- **Projects & Capital revenue increased by 33%** from FY22 due to:
  - Capital project revenue was consistent to FY22
  - **Launch of EDGECertifi** during FY23 saw revenue increase from $0.2m to $0.4m, growth of over 50%.



Underlying EBITDA loss reduced by 24%

This has been a turnaround journey from a capital revenue to a recurring revenue business

- **Underlying EBITDA loss improvement by 24%**
    - FY23 underlying EBITDA of ($4.9M) compared to FY22 of ($6.5m)
    - $1.3m in one-off costs impacting the EBITDA result as the business focused on restructuring the management structure and implementing cost control
- Operating cost efficiency savings of $1.3m per annum were implemented during financial year 2023, which will benefit the forward operating cost base of the business.



Growth Drivers

Growth markets

- AU, UK and Europe – moving to active energy management requiring accurate date to assist with predictive opportunities which lower costs and ESG reporting
- Middle East and Asia – principally energy cost reduction focus requiring accurate insights and consistent monitoring
- Existing Portfolio focus supported by Customer Success and Customer Delivery teams

Platform automation and scalability

- EDGE, proven cloud-based technology platform:
  - Delivers consistently accurate energy behaviour and insights;
  - Expanding into solar, water and thermal/gas energy insights
  - Platform suitable for all markets

Product innovation

- New EDGE product suite allows multiple entry points to customers
- EDGE Certifi launched and early engagement is positive
- Data recovery capability unique to EP&T and an important element of accuracy
- Machine learning and data algorithms improving

Organic growth strategy

- Up-sell / cross-sell in our regions to existing customer base
- Expand product suite to partner customers on their net zero journey
- Regional opportunities support the product suite and EP&T's core capabilities

Acquisition opportunities

- Bolt on opportunities emerging
- Enhance customer experience and/or product offering

Summary

Proven energy saving technology – proprietary technology operating in multiple sectors of commercial real estate **continuing to deliver portfolio average of 21% pa energy savings.**

Continued growth in domestic & international markets – EP&T's clients include **leading blue-chip companies and global real estate brands, currently contracted with 551 sites in over 25 countries in 5 continents.**

Market tailwinds support EP&T's core strength – proven energy savings based operational data analytics – EP&T takes a holistic view of the full building equipment ecosystem to give **deeper insights and verifiable data** to driver operational improvements and efficiency

Sales and marketing initiatives – strong pipeline as a result of improved sales and growing market awareness of the EP&T proven results and ROI to the client

Annual Operating performance metrics considerably improved

- FY23 **ARR growth of 27%** to $11.7m (30 September 2023: $12.2m).
- FY23 **Statutory revenue growth 50%** to $10.6m
- FY23 **Underlying EBITDA loss reduced by** ~ 24**%** to ($4.9m)
- Operating cashflow break even[1] achieved in first two quarters of FY24.
- Strong recurring revenues – **89% recurring – average remaining tenure of >3 years**

1. Operating cashflow is defined as monthly operating cash inflows (being receipts from operations and other revenue) less monthly operating cash outflows (being ordinary operating costs of the business including employment costs, direct cost of goods sold, occupancy, marketing, corporate and other operating costs) but excluding new project deployment costs and other investing and financing cash flows.

Capital Raising Details

Transaction Summary

Offer structure and size	A ~A$2.30m Capital Raising comprising a Placement and Entitlement Offer ("**Offer**"): A$0.8 million Institutional Placement ("**Placement**") A$1.5 million 1 for 5.95 accelerated non-renounceable entitlement offer
Offer price	The Placement and Entitlement Offer will be offered at $0.02 per New Share ("**Offer Price**") 39.4% discount to last close of $0.033 on 31 January 2024 34.1% discount to TERP of ~$0.030[1]
Institutional investors	The Placement and Institutional Entitlement Offer will be conducted on 1st – 2nd February 2024 entitlements not taken up and entitlements of ineligible institutional shareholders will be sold in the institutional shortfall bookbuild[2]
Commitments	▪ The Company has received non-binding commitments of approximately $1.77 million under the Offer as follows: i. under the placement and the institutional component of the accelerated non-renounceable entitlement offer non-binding commitments in excess of the A$1.58 million being offered; and ii. the retail component of the Entitlement Offer of A$0.72 million is partially underwritten by shareholders which are controlled by directors John Balassis and Victor van Bommel for up to A$0.17 million.
Retail Entitlement Offer	Retail Entitlement Offer to existing eligible retail shareholders The Retail Entitlement Offer will open from 8 February 2024 and close 19 February 2024 Under the Retail Entitlement Offer, Eligible Retail Shareholders that take up their full Entitlement may also apply for additional New Shares in excess of their Entitlement. Retail shareholders should review the retail offer booklet which will be announced on 8 February 2024
Lead Manager	Bell Potter Securities Pty Ltd
Ranking	New Shares will rank equally with existing ordinary shares from their time of issue
Record Date	5pm (Sydney time)on 5 February 2024

1. The Theoretical Ex-Rights Price (TERP) is the theoretical calculation of what EP&T's share price may be immediately after the ex-date for the Entitlement Offer. TERP is a theoretical calculation only and the actual price at which shares trade immediately after the ex-date for the Entitlement Offer will depend on many factors and may not equate to TERP. The TERP includes New Shares to be issued under the Placement.
2. The institutional shortfall bookbuild will be conducted as to volume not to price.

Transaction Timetable

Key events	Indicative dates
Trading halt and announcement of Transaction and equity Capital Raising Release entitlement offer cleansing notice and Appendix 3B (before 12.00pm)	Thursday, 1 February 2024
Placement bookbuild[1] and Institutional Entitlement Offer opens	Thursday, 1 February 2024
Placement and Institutional Entitlement Offer closes (12:00pm Sydney time)	Friday, 2 February 2024
Announce results of Institutional Offer (before 10.00am). Trading halt lifted	Monday, 5 February 2024
Record Date for Entitlement Offer (5pm Sydney time)	Monday, 5 February 2024
Retail Entitlement Offer opens	Thursday, 8 February 2024
Retail Offer booklet dispatched	Thursday, 8 February 2024
Settlement of Placement and Institutional Offer	Friday, 9 February 2024
Issue of New Shares under the Placement, Institutional Entitlement Offer and Institutional Entitlement Offer shortfall	Monday, 12 February 2024
Retail Entitlement Offer closes 5.00pm (Sydney time)	Monday, 19 February 2024
Announce results of the Retail Entitlement Offer	Thursday, 22 February 2024
Settlement of Retail Entitlement Offer	Friday, 23 February 2024
Issue of New Shares Under the Retail Entitlement Offer and Retail Entitlement Offer shortfall	Monday, 26 February 2024
Quotation of New Shares under the Retail Entitlement Offer	Tuesday, 27 February 2024

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Note: The dates referred to above are indicative and may change. Unless indicated otherwise, all dates are Sydney, Australia time.
1. The bookbuild will be conducted as to volume not to price.

Use of Funds

Category	Amount (A$m)[1]
New project installation costs	1.25
Investment in sales, marketing and product development	0.87
Other working capital	0.18
TOTAL	**2.30**

1. Indicative only, may not add due to rounding

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Key Risks

Summary Of Key Risks

Failure to achieveFY24 market guidance	EP&T has provided FY24 ACV guidance of between $16.0 million - $17.0 million comprising Near Term and Identified Pipeline opportunities. Near Term opportunities of $1.5m are defined as Sales opportunities which have not yet been signed but are in a progressed state of negotiation with customers, with two near term opportunities representing in total approx. $1.0m of the $1.5m in Near Term opportunities. Should either of these Near Term opportunities not be delivered, the ACV target range may not be met without further opportunities being delivered by 30 June 2024. Identified Pipeline opportunities with projected ACV of $1.0m is based on identified customer opportunities which are in negotiation but are not yet sufficiently progressed and may not occur. A delay in the signing of a material contract, or a failure to execute the contract could result in EP&T not achieving this target guidance in the financial year ending 30 June 2024. Any delay in the installation of contracted ACV could result in the FY24 ARR guidance of $13.5 million not being achieved by 30 June 2024.
Failure to retain existing clients and attract new business	Whilst EP&T is an established player in the building energy management system industry, it remains in the early stages of its recurring revenue-based growth strategy, and its ability to scale its business is heavily reliant on new client growth. EP&T's business also depends on the Company's ability to retain existing clients and attract further additional business from existing clients. There is a risk EP&T's existing clients reduce their usage of the Company's building energy management solution (for example the number of sites, services or modules used) or terminate their relationship with the Company. This would result in a reduction in the level of payments made from clients resulting in a decrease in the Company's revenue.
Failure to meet minimum guaranteed savings levels	EP&T has guaranteed a pre-determined value of energy savings following installation of monitoring equipment and the commencement of monitoring and reporting services to certain clients in accordance with their specific agreements. Under the various guarantees, EP&T is obligated to pay the relevant client in cash for any shortfall between actual savings achieved and the guaranteed energy savings amount. The savings are stipulated in the applicable contracts and are based on modelled savings determined by EP&T in accordance with an approval process which involves a rigorous review and assessment being undertaken by the technical services department of data points against comparable buildings. There is a risk that the approval process to determine the appropriate guarantee is ineffective or that the guarantees are called upon. Whilst the guarantees are unsecured, maintaining the strength of EP&T's reputation is important to retaining and growing its client base and if EP&T fails to generate minimum guaranteed savings for clients this may adversely impact its reputation. In addition, failure to generate guaranteed savings for clients will result in EP&T incurring a liability to repay the shortfall which may adversely impact EP&T's future financial performance.

Summary Of Key Risks

Disruption or failure of technology systems and software	Both the Group and its clients are dependent on the performance, reliability and availability of the Group's technology platforms, data centres and global communications systems (including servers, the internet and the cloud environment in which the Group provides its products). There is a risk that these systems may fail to perform as expected or be adversely affected by factors outside the control of the Group including, service outages or data corruption that could occur as a result of computer viruses, "bugs" or "worms", malware, internal or external misuse by websites, cyber-attacks or other disruptions including natural disasters, power outages or other similar events. These events may be caused by factors outside of the Group's control, and may lead to prolonged disruption to its platform, or operational or business delays and damage to the Group's reputation. This could potentially lead to a loss of clients, legal claims by clients, and an inability to attract new clients, any of which could have a material adverse impact on the Group's business, operations and financial performance.
Failure to successfully implement its business strategy	EP&T is in the early stages of implementing a new growth strategy. There is a risk that EP&T's business strategy or any of its growth initiatives will not be successfully implemented, deliver the expected returns or ultimately be profitable. For example, EP&T's growth depends in part, on the increasing adoption of building energy management solutions and it may be difficult for EP&T to persuade potential new clients of the benefits of using a software based building energy management solution and to adopt EP&T's integrated modular solutions. Promoting awareness of EP&T's brand is therefore critical to the Company's success, however there is a risk that investment in sales and marketing may not realise benefits for several years or may not realise benefits at all. Failure to successfully execute its business strategy will negatively impact EP&T's ability to attract new clients.
Increased competitive pressures	EP&T's competitors include global building management system companies who have greater financial and operational resources, as well as in-house building management teams who develop internal energy management solutions. This is coupled with the current evolution of the broader building energy management solution market, which has seen a number of new entrants over recent years. In this competitive landscape, there is a risk that EP&T may: • fail to implement changes to satisfy the changing expectations of the Company's clients, relative to and with the same efficiencies as its competitors. • be slower to anticipate and adapt to technological changes and updates, which may result in a prolonged period of product obsolescence; and • face the risk that in-house building management teams developed internal solutions may become preferred to outsourced building energy management system solutions. If any of these risks arise, the Group's ability to effectively compete and increase its market share will be adversely effected which could result in the reduction of the Group's market share and revenue, having a material adverse impact on the Group's revenue and profitability.

Summary Of Key Risks

Failure to recover receivables from clients	The Group is exposed to credit risk from clients. Under the deferred payment arrangement plans and the current data-as-a service model an investment is made by EPX which is then recovered from the customer of the contract term. The extended nature of these payments increases the Group's risk of exposure to clients who may encounter financial difficulties. The Group's ability to recover deferred payments, receivables and the cost of installations from clients who encounter financial difficulties may be impacted and this may lead to impairment charges being recognised in the Group's financial statements and reduced cash collections in the future
Macroeconomic risks	The Group is exposed to changes in general economic conditions in the United Kingdom, Dubai, Hong Kong, Australia and globally. Adverse changes in inflation rates, interest rates, exchange rates, employment rates, government policies (including fiscal, monetary and regulatory policies), other structural changes and other factors driving global macroeconomic conditions are outside the control of the Group, the Directors and the Group management, and are not reliably predictable. Any of these factors may have an adverse impact on the Group's business and financial performance. There is a risk that external factors impacting the Group's industry may cause the Group's clients and potential clients to reduce, delay or cancel expenditure on the Group's products and services. Any reduction, delay or cancellation may have a material adverse effect on the Group's financial performance.
Competitive market and changes to market trends	In the competitive landscape that the Group operates in, there is a risk that the Group may: • fail to implement changes to satisfy the changing expectations of its clients, relative to and with the same efficiencies as its competitors; • be slower to anticipate and adapt to technological changes and updates, which may result in a prolonged period of product obsolescence; and/or • face the risk that in-house building management teams developed internal solutions may become preferred to outsourced building energy management sysem solutions. If any of these risks arise, the Group's ability to effectively compete and increase its market share will be adversely effected which could result in the reduction of the Group's market share and revenue, having a material adverse impact on the Group's revenue and profitability.
Risk of workplace injury	The Group has a zero-risk tolerance for serious safety incidents. During the financial year, the Group continued to improve its WHS practices by using the existing safety culture across the business to continue to develop and train its workforce on WHS matters. In July 2023 the Australian EP&T entity has successfully obtained the first time certification under ISO 45001:2018 (Occupational Health & Safety systems).
Compliance with laws and regulations	The Group's business is subject to laws and regulations that may evolve and be subject to uncertain interpretation. In addition, new laws and regulations may be implemented in the future that could impact the Group's business. While the Group has developed internal processes around compliance with legal and regulatory requirements, these processes may not ensure compliance with all relevant laws and regulations across all the jurisdictions in which the Group operates.

Summary Of Key Risks

Cybersecurity and Information technology ('IT') infrastructure	The use of information technology is critical to the Group's ability to deliver its products and services to clients and the growth of its business. Through the ordinary course of business, the Group collects confidential information about its clients. Cyber-attacks may compromise or breach the technology platform used by EP&T to protect confidential information which may have an adverse effect on the Group's reputation and consequently its financial performance. There is a risk that the measures the Group takes to prevent technology breaches may prove to be inadequate which may result in cyber-attacks, unauthorised access to data, financial theft and disruption to business-as-usual services. The Group is in the process of conducting a review of its cybersecurity resilience and is in the process of working with an external consultant to implement its improved cybersecurity and IT infrastructure plan.
Inability to attract or retentain key personnel	The Group's success is dependent upon the ongoing retention of key personnel across its departments. There is a risk that the Group may not be able to retain key personnel or be able to find effective replacements for key personnel without causing disruption to the Company's operations. The loss of such personnel, or any delay in their replacement, could have a material adverse impact on management's ability to operate the business and execute the Group's growth strategies and prospects, including through the development and commercialisation of new solutions or modules. Any prolonged periods of disruption would adversely impact the Group's operations and financial performance, and result in the potential loss of key client relationships and business process knowledge.
Delays in the installation of equipment	Delays in the installation of new projects can lead to higher costs to complete the work and to a deferral of the resulting revenue growth. Higher costs to complete a project and a deferral of revenue growth will have a negative impact on cash and cash flow.
EP&T may be exposed to other risks	• Pricing risk; • Product liabilities; • Operations in foreign jurisdictions or unfamiliar markets; • Failure to adequately maintain and develop the building energy management solution; • Failure to realise benefits from research and development; • Sales cycles and implementation times can be complex, lengthy, and require significant resources; • Failure to protect EP&T's intellectual property rights; • Breach of third party intellectual property rights; • Inability to attract or retain key personnel; • Compliance with laws and regulations; • Litigation, claims, disputes; • Foreign exchange fluctuations; • Ability to access capital markets or refinance debt on attractive terms.

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