ASX Announcement

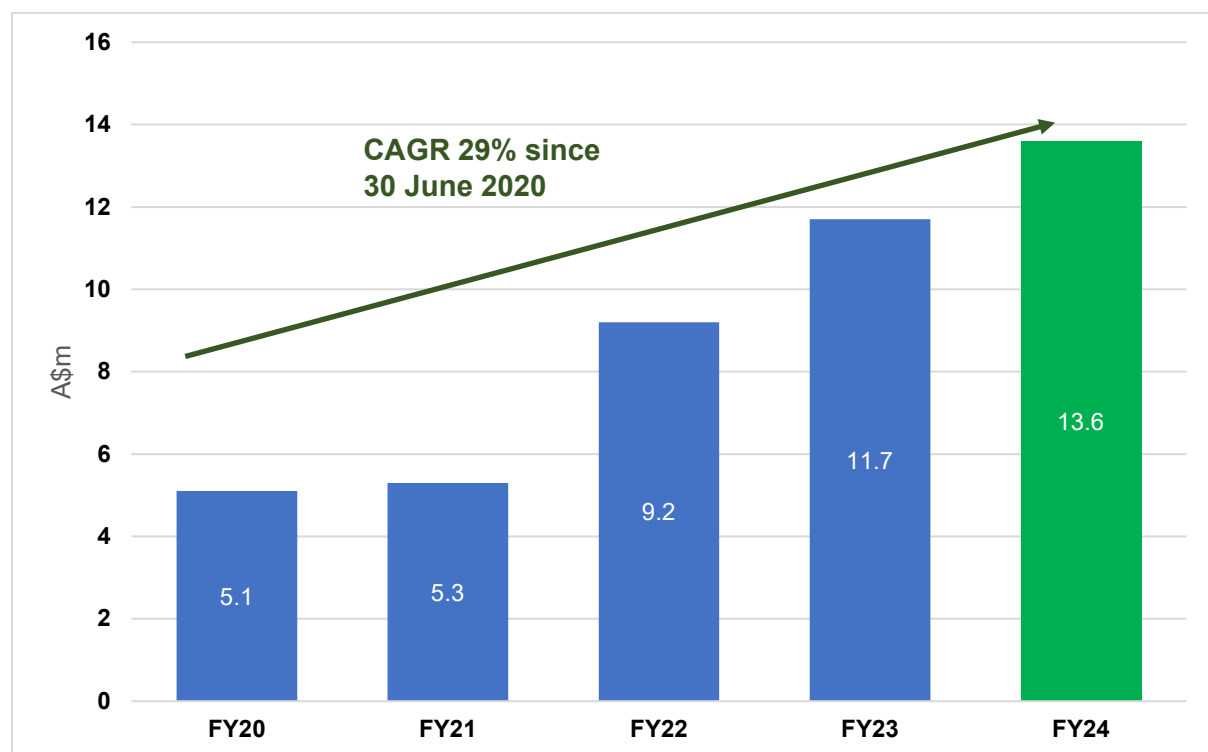# EP&T Global Limited - Projected ARR target exceeded

8 July 2024: EP&T Global Limited (ASX: EPX), the building energy optimisation company helping clients contribute to a greener future, provides a trading update.

Highlights

- Annualised Recurring Revenue (ARR[1]) as at 30 June of $13.6m, up $1.9m or 16% since June 2023, driven by the installation of backlog[2] ACV orders and new customer wins during FY24.

- Actual ARR exceeds Projected ARR to the year ended 30 June 2024, driven by an improved installation process and improved installation partnerships.

EP&T CEO, John Balassis, said: "During FY24, EP&T continued its focus of driving down ACV backlog[2] and improving the installation process. Working closely with our customers and installation partners in over 25 countries, this enabled us to exceed our Projected ARR to 30 June 2024."

Annual Recurring Revenue (ARR)

CAGR 29% since 30 June 2020

FY20	FY21	FY22	FY23	FY24
5.1	5.3	9.2	11.7	13.6

Commenting on the outlook, **EP&T CEO John Balassis,** said, "Conversion from contract signing to ARR cashflow delivery to the business has been at the fore front of our efforts over the past 12-months, and the results are starting to show. With a great EP&T team and excellent installation partners in over 25 countries capable of supporting our customers, this positions the Company well to partner with multi-jurisdictional commercial real estate portfolio owners."

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[1] ARR is the contracted recurring revenue component of subscriptions on an annualized basis.
[2] Backlog ACV is contracted revenue yet to be installed. The estimate of Backlog ACV is based on a financial year-end calculation, which is indicative at a point in time. Future installation and hence future ARR may be impacted by unforeseen events leading to contract termination or cancellation.

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

About EP&T Global

EP&T Global, the most trusted building efficiency platform provider, is a data as a service platform that delivers sector leading cost and energy efficiency in buildings. EP&T is a global leader in reducing energy costs and delivering energy efficiency in the built environment.

EP&T's proven proprietary EDGE cloud technology, delivers energy cost and GHG emissions reduction in commercial real estate. It is a data repository collecting and analysing more than 5.6 billion points of data per annum with proprietary algorithmic analysis and machine learning.

EDGE data analytics collects BMS and metering data from a 500+ buildings, 7.5+ million sqm portfolio, in over 25 countries. It accurately identifies operational inefficiencies and CO_2 reduction opportunities and provides auditable insights that on average deliver 21% reduction in energy consumption. To learn more visit **www.eptglobal.com**

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