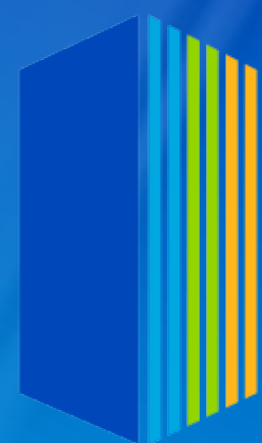


FY25 H1 Results presentation

Period to 31 December 2024

Smarter Buildings Happier People Healthier World

February 2025



ep&t global

ENVIRONMENT | PROPERTY | TECHNOLOGY

IMPORTANT NOTICES AND DISCLAIMER



This Presentation has been prepared by EP&T Global Limited ("EP&T Global" or "Company"). The following notice and disclaimer applies to this investor presentation ("Presentation") and you are therefore advised to read this carefully before reading or making any other use of this Presentation or any information contained in this Presentation. By accepting this Presentation you represent and warrant that you are entitled to receive this Presentation in accordance with the restrictions, and agree to be bound by the limitations, contained within it. If you do not agree, accept or understand the terms on which this Presentation is supplied, or if you are subject to the laws of any jurisdiction in which it would be unlawful to receive this Presentation or which requires compliance with obligations that have not been complied with in respect of it, you must immediately return or destroy this Presentation and any other confidential information supplied to you by EP&T Global. By accepting this document, you acknowledge and agree to the conditions in this notice and agree that you irrevocably release EP&T Global from any claims you may have (presently or in the future) in connection with the provision or content of this Presentation.

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). 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. The distribution of this Presentation in jurisdictions outside Australia may also be restricted by law and any such restrictions should be observed. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

Summary Information

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.

Not Investment Advice

Each recipient of this Presentation should make its own enquiries and investigations regarding all information in this Presentation including but not limited to the assumptions, uncertainties and contingencies which may affect future operations of EP&T Global and the impact that different future outcomes may have on EP&T Global. This Presentation has been prepared without taking account of any person's individual investment objectives, financial situation or particular needs. Before making an investment decision, prospective investors should consider the appropriateness of the information having regard to their own investment objectives, financial situation and needs and seek legal, accounting and taxation advice appropriate to their jurisdiction. EP&T Global is not licensed to provide financial product advice in respect of EP&T Global shares. This Presentation does not constitute investment or financial product advice (nor tax, accounting or legal advice) or any recommendation to acquire shares of EP&T Global and does not and will not form any part of any contract for the acquisition of shares of EP&T Global. Cooling off rights do not apply to the acquisition of EP&T Global shares.

Market and Industry Data

Certain market and industry data used in connection with this Presentation may have been obtained from research, surveys or studies conducted by third parties, including industry or general publications. None of the Company, its representatives or advisers have independently verified any such market or industry data provided by third parties or industry or general publications.

Investment Risk

An investment in EP&T Global shares is subject to known and unknown risks, some of which are beyond the control of EP&T Global. EP&T Global does not guarantee any particular rate of return or the performance of EP&T Global nor does it guarantee any particular tax treatment. An investment in EP&T Global should be considered as Highly Speculative and High Risk due to the start up nature of the Company and its proposed business.

Financial Data

All dollar values in this Presentation are in Australian dollars (A\$ or AUD) unless otherwise stated. Unaudited financial data contained within this presentation may be subject to change.

IMPORTANT NOTICES AND DISCLAIMER



Forward-Looking Statements

This Presentation may contain forward looking statements. The words 'anticipate', 'believe', 'expect', 'project', 'forecast', 'estimate', 'likely', 'intend', 'should', 'could', 'may', 'target', 'plan' and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Forward-looking statements are subject to risk factors associated with the Company's business, many of which are beyond the control of the Company. It is believed that the expectations reflected in these statements are reasonable, but they may be affected by a variety of variables and changes in underlying assumptions which could cause actual results or trends to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements. **You should not place undue reliance on forward-looking statements and neither EP&T Global nor any of its directors, employees, advisers or agents assume any obligation to update such information.** Any such statements, opinions and estimates in this Presentation speak only as of the date hereof and are based on assumptions and contingencies subject to change without notice, as are statements about market and industry trends, projections, guidance and estimates. Forward-looking statements are provided as a general guide only. The forward-looking statements contained in this Presentation are not indications, guarantees or predictions of future performance and involve known and unknown risks and uncertainties and other factors, many of which are beyond the control of the Company, and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct. Forward-looking statements may also assume the success of the Company's business strategies. The success of any of these strategies is subject to uncertainties and contingencies beyond the Company's control, and no assurance can be given that any of the strategies will be effective or that the anticipated benefits from the strategies will be realised in the period for which the forward looking statements may have been prepared or otherwise.

There can be no assurance that actual outcomes will not differ materially from these forward-looking statements. A number of important factors could cause actual results or performance to differ materially from the forward-looking statements, including (without limitation) the risks and uncertainties associated with the ongoing impacts of COVID-19, the Australian and global economic environment and capital market conditions and other risk factors set out in this Presentation. Investors should consider the forward-looking statements contained in this Presentation in light of those risks and disclosures. The forward-looking statements are based on information available to the Company as at the date of this Presentation.

No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including the Company or any of its advisers). In particular, no representation, warranty or assurance (express or implied) is given that the occurrence of the events expressed or implied in any forward-looking statements in this Presentation will actually occur. Actual operations, results, performance, production targets or achievement may vary materially from any projections and forward-looking statements and the assumptions on which those statements are based. Except as required by law or regulation (including the ASX Listing Rules), the Company disclaims any obligation or undertaking to update forward-looking statements in this Presentation to reflect any changes in expectations in relation to any forward-looking statement or change in events, circumstances or conditions on which any statement is based.

Disclaimer

None of EP&T Global or its advisers or any of their respective affiliates, related bodies corporate, directors, officers, partners, employees and agents, have authorised, permitted or caused the issue, submission, dispatch or provision of this Presentation and, except to the extent referred to in this Presentation, none of them makes or purports to make any statement in this Presentation and there is no statement in this Presentation which is based on any statement by any of them. To the maximum extent permitted by law, EP&T Global and its advisers, affiliates, related bodies corporate, directors, officers, partners, employees and agents ("**Relevant Parties**") exclude and disclaim all liability, including without limitation for negligence or for any expenses, losses, damages or costs incurred by you as a result of your participation in an investment in EP&T Global and the information in this Presentation being inaccurate or incomplete in any way for any reason, whether by negligence or otherwise. Statements made in this Presentation are made only as the date of this Presentation. The information in this Presentation remains subject to change. The distribution of this Presentation (including an electronic copy) outside Australia may be restricted by law. To the maximum extent permitted by law, the Relevant Parties make no representation or warranty, express or implied, as to the currency, accuracy, reliability or completeness of information in this Presentation.

By accepting this Presentation, you expressly disclaim that you are in a fiduciary relationship with any of the Relevant Parties. 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.

Smarter Buildings Happier People Healthier World

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

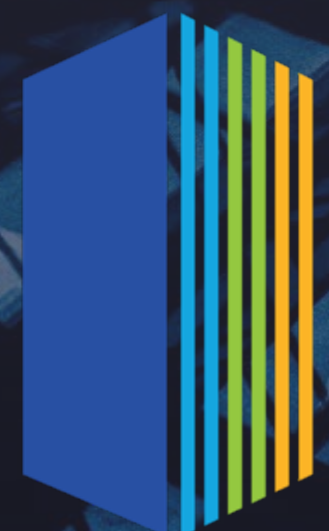


ep&t global

ENVIRONMENT | PROPERTY | TECHNOLOGY

WHO WE ARE AND WHY

*Leading international
building energy
management company
serving more than 550 sites
globally*



ep&t global

ENVIRONMENT | PROPERTY | TECHNOLOGY

Our business is committed to reducing building energy consumption and Co2 emissions - **Buildings are responsible for approx. 28%¹ of global emissions**

Proprietary technology – EDGE platform **optimises and reduces our customers energy consumption by an average of 21%²**

Collect and analyse multiple sources of energy consumption data.
Unlike others in the market, we go deeper than the BMS

1. 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
2. As at 30 June 2024 for the current portfolio: Hotels 15%; Commercial Office 21%; Retail 17%

BOARD AND KEY MANAGEMENT

Paul Oneile



**Independent
Chairman**

Paul has over 35 years experience across a variety of industries including roles within ASX listed technology companies. Paul was CEO of Aristocrat Leisure Ltd where he oversaw significant business and cultural change.

**John
Balassis**



**Executive
Director & CEO**

John has over 25 years in strategy and M&A across a range of industries including infrastructure, transportation and energy.

A former senior executive at KPMG and more recently CEO of an investee entity for a US based energy and resources investment firm, John has operated in both Australia and internationally.

**Victor van
Bommel**



**Independent
Non-executive
Director**

Victor has over 20 years' experience in Investment Banking and Real Estate with a very well-established network amongst world's leading Institutional Investors, Sovereign Wealth Funds and Real Estate companies.

**Elizabeth
Aris**



**Independent
Non-executive
Director**

Elizabeth is a senior technology and telecoms executive with experience across the US, China and Australia.

Elizabeth is a Non-Executive Director for Public and Private Companies in financial services and technology, Chair of the Remuneration and Audit Committees and an Adjunct Professor of University of Technology Sydney.

**Patrick
Harsas**



**Chief Financial
Officer**

Patrick is a Chartered Accountant with over 25 years across a range of industries including infrastructure and agriculture with Macquarie Group, fintech and environmental services.

Wide ranging experience including IPOs, M&A, PE sales, capital and debt markets.

CORPORATE SNAPSHOT



ASX: EPX

Share price (24 February 2025)

A\$0.032

Up 45% this financial year

Fully Paid Ordinary Shares¹

656 million

Options on issue

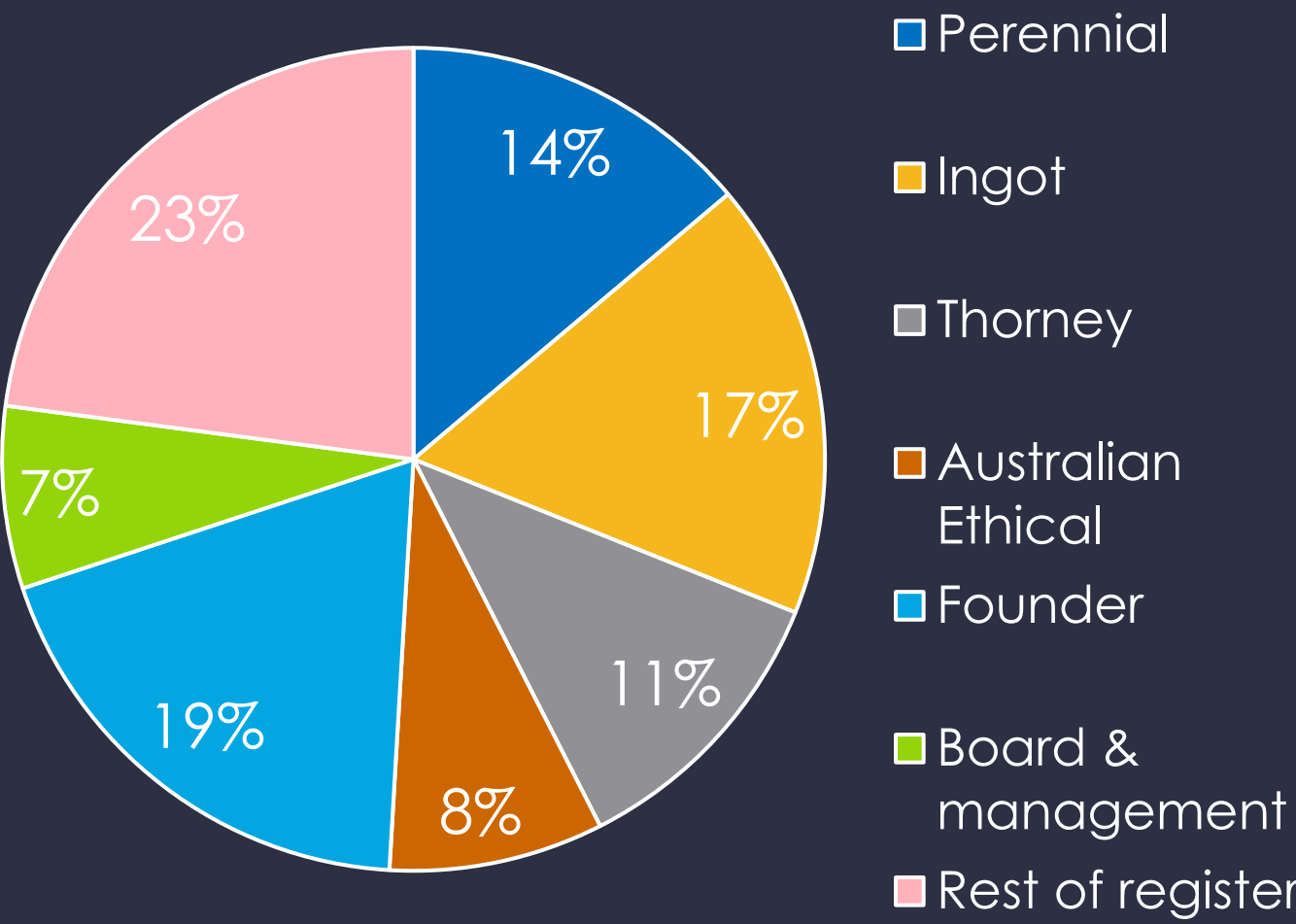
31 million

Undiluted Market Capitalisation

\$21.0 million

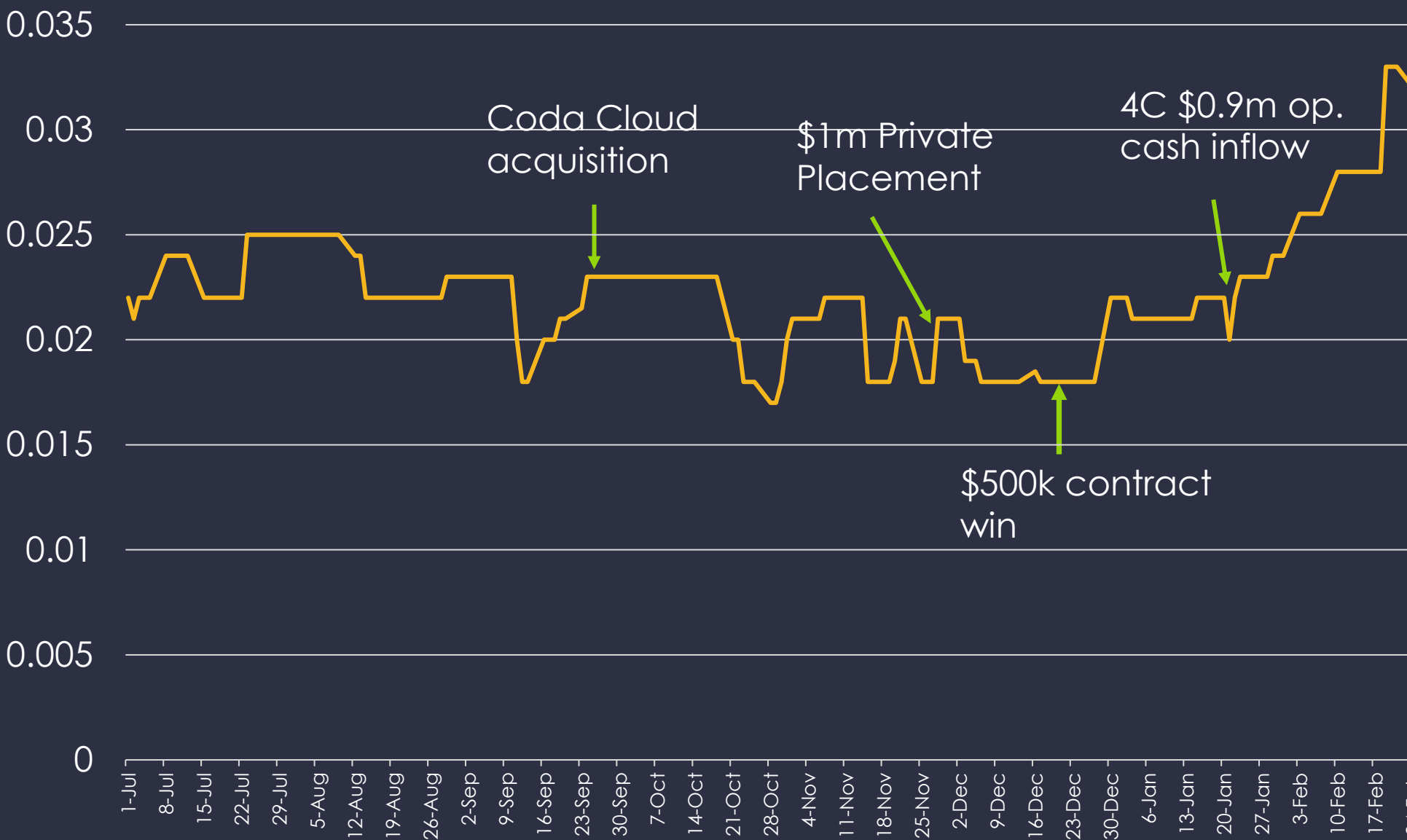
Up 58% this financial year

Shareholder Composition



Strong Institutional Support ~50%¹ with board/management alignment ~7%¹

Share Price 1 July 24 to 24 February 25



Note 1 – Based on internal analysis of the register.

H1 FY25 OPERATIONAL HIGHLIGHTS

AT A GLANCE



↑ **\$7.4m**

Statutory Recurring Revenue

Up 25% pcp

↑ **\$14.0m**

Annual Recurring Revenue¹

Up 15% on pcp

↑ **\$16.9m**

Annual Contracted Value²

Up 16% on pcp

↑ **Breakeven**

H1 FY25 Underlying EBITDA

Up from (\$0.5m) loss pcp

↑ **\$0.9m**

H1 FY25 Operating cash flow

39% improvement from pcp

90%+

Recurring revenue

Percentage of Recurring Revenue

\$2.0m

Cash on hand

31 December 2024

4.5 years

Average client relationships

31 December 2024

2.5x

Coda revenue to acquisition⁴

Revenue to date to acquisition costs

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. As at 30 June 2024 for the current portfolio: Hotels 15%; Commercial Office 21%; Retail 17%

4. Coda Cloud technology and assets acquired for a revenue multiple of 0.36x 2023 ACV, as per ASX release announced 2 October 2024.

H1 FY25 DEVELOPMENTS

CODA TECHNOLOGY ACQUISITION¹



- October '24 acquisition of assets and technology
- December '24 \$0.5m annual revenue secured (2.5x initial acquisition cost)
- Re-enlivening over 200 sites with a major UK transportation plc listed entity
- Good pipeline of opportunities

\$1M PRIVATE PLACEMENT²



- EP&T successfully close an institutional investor supported placement
- Will assist in growth plans

OPERATIONAL METRICS



- ARR per site at \$197k, an increase from \$185k (or 6%) pcp
- Statutory Recurring revenue up 25% pcp, against staff FTE growth of 7.5% (66FTE to 71FTE) pcp
- Cash flow positive half
- Maintainable EBITDA approx. breakeven for the first six months, a 90%+ improvement from the pcp

NEW BUSINESS VERTICAL



- EDGE Industrial introduced to target industrial asset vertical
- Technology also deployed in UK telecoms sites and assessing broader use cases
- Ability to move into asset control, fault detection and maintenance analytics

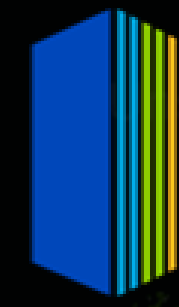
INVESTMENT IN PRODUCT TEAM AND MARKETING FUNCTION



- New EDGE functionality to be released H2 FY25
- Product team expanded
- New Marketing team member joined

1. ASX announcements on 2 October 2024 and 23 December 2024.

2. ASX announcement 28 November 2024 and 6 December 2024



ep&t global
ENVIRONMENT | PROPERTY | TECHNOLOGY

Our Global Impact is also contributing to a better planet ...So far in 2024

Across our sites globally serviced by EDGE Insight/Insight+

Over 300,000

Alerts generated
by EDGE identifying
energy efficiency
opportunities

Over 4,000

Action items
identified worth
**\$20.8m in
savings**

Over 44,000

tCO₂ avoided for our
customers
(equivalent of planting
approx. 2million trees)

CASE STUDY: Westfield London

Product: Insight+

20%

Energy Reduction



£491k

Cumulative Savings



904 tonnes

Annualised avoided CO₂ emissions



Building Type: Shopping Centre – Shepherds Bush

Westfield London is a 235,900m² building located in West London.

It is the largest shopping centre in Europe

EP&T's Insight+ data analytics solution provides targeted actions for the property management team to minimise the 'performance gap' between design and operation.



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:

- Varying the outdoor air supplied based on occupancy within the mall
- Reducing air handling schedules to avoid unnecessary consumption
- Minimising the amount of active cooling required by maximising the times that cool outside air provides free-cooling to the mall
- Matching kitchen extract fan schedules to the kitchens' required airflows & times
- Reducing the mall lighting levels a set time after the retail units have closed

CASE STUDY: Office

Product: Insight+

22%

Energy Reduction



\$4.7million

Annualised Savings



5,950tonnes

Annualised avoided CO₂ emissions



Building Type: Offices

This analysis comprises 42 air-conditioned commercial offices across Europe, Australia and the Middle East covering over 900,000 sqm in net lettable floor area. The analysis comprises office buildings ranging in size from 2,000 to 160,000 sqm.

In all cases, the achieved savings have been greater than the fee to deploy EDGE Insight, as shown:

- Average annual fee = \$1.59 per sqm
- Average annualised saving = \$4.68 per sqm

EP&T works in partnership with offices owners and operators with the common objective of establishing an independent, **'single source of truth'** from which the management team would deliver energy efficiency and **cost reductions**, which have included:

- Implementation of an automatic Ambient Chilled Water Lockout strategy to optimise free-cooling and allow more efficient control of the chillers, particularly in cooler seasons
- Identification of faulty BMS controllers and software programming causing excessive HVAC usage due to simultaneous heating and cooling of unoccupied spaces
- Identification of fan-coil units incorrectly running in heating mode during the cooling season
- Optimisation of setting on lighting sensors
- Data-driven optimisation of HVAC set-points using BMS Analytics module, in turn, minimising heating and cooling clashes between AHUs and FCUs
- Elimination of out-of-hours HVAC and lighting loads



CASE STUDY: Entertainment Arena

Product: Insight+



15%

Energy Reduction



£266k

Annualised Savings



490 tonnes

Annualised avoided CO₂ emissions



Building Type: Arena

A 100,000m² building located in UK/EUR and is in top 10 largest buildings in the world by volume.

The Customer required a tailor-made data analytics solution to enable greater insight and targeted actions to be derived from its legacy Building Energy Management System (BEMS).

EP&T's Insight+ data analytics solution provides targeted actions for the property management team to minimise the 'performance gap' between design and operation.

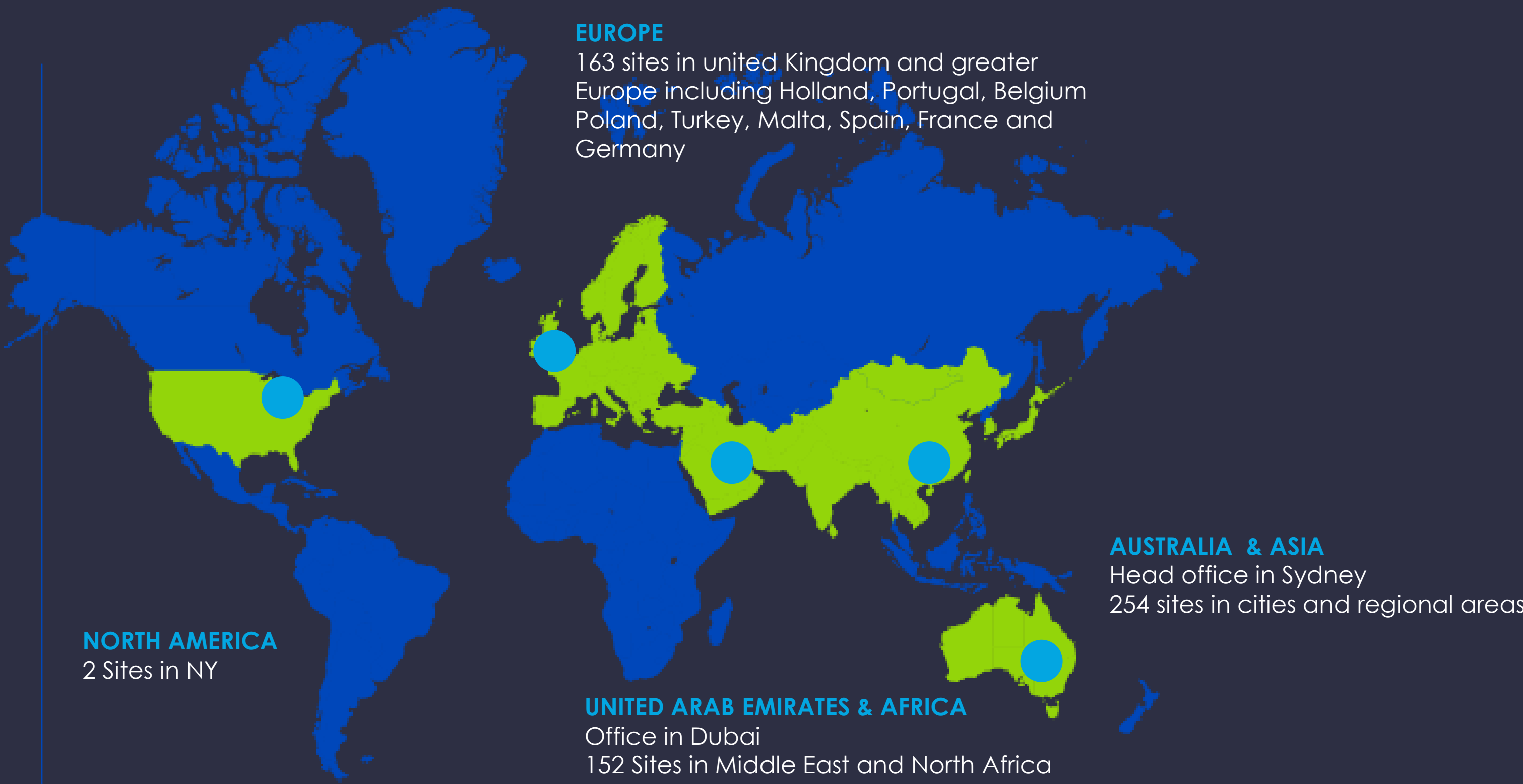


EP&T were engaged with the objective of establishing an independent, '**single source of truth**' from which the Management Team could deliver improved energy efficiency and **cost reduction** strategies. These have included:

- Optimising the control strategy for Condenser Water Pumps by operating cooling towers more efficiently.
- Amending Primary Heating Pump speed – depending on seasonal changes in weather conditions using live data.
- Minimising the requirement to simultaneously heat and cool the arena space by adjusting deadband functionality and ambient lockout strategy.
- Match kitchen extract fan schedules to the kitchens' required airflows and times of operation.
- Supported the site team with LED replacement & motion sensor installation, maximising the ROI of this project.

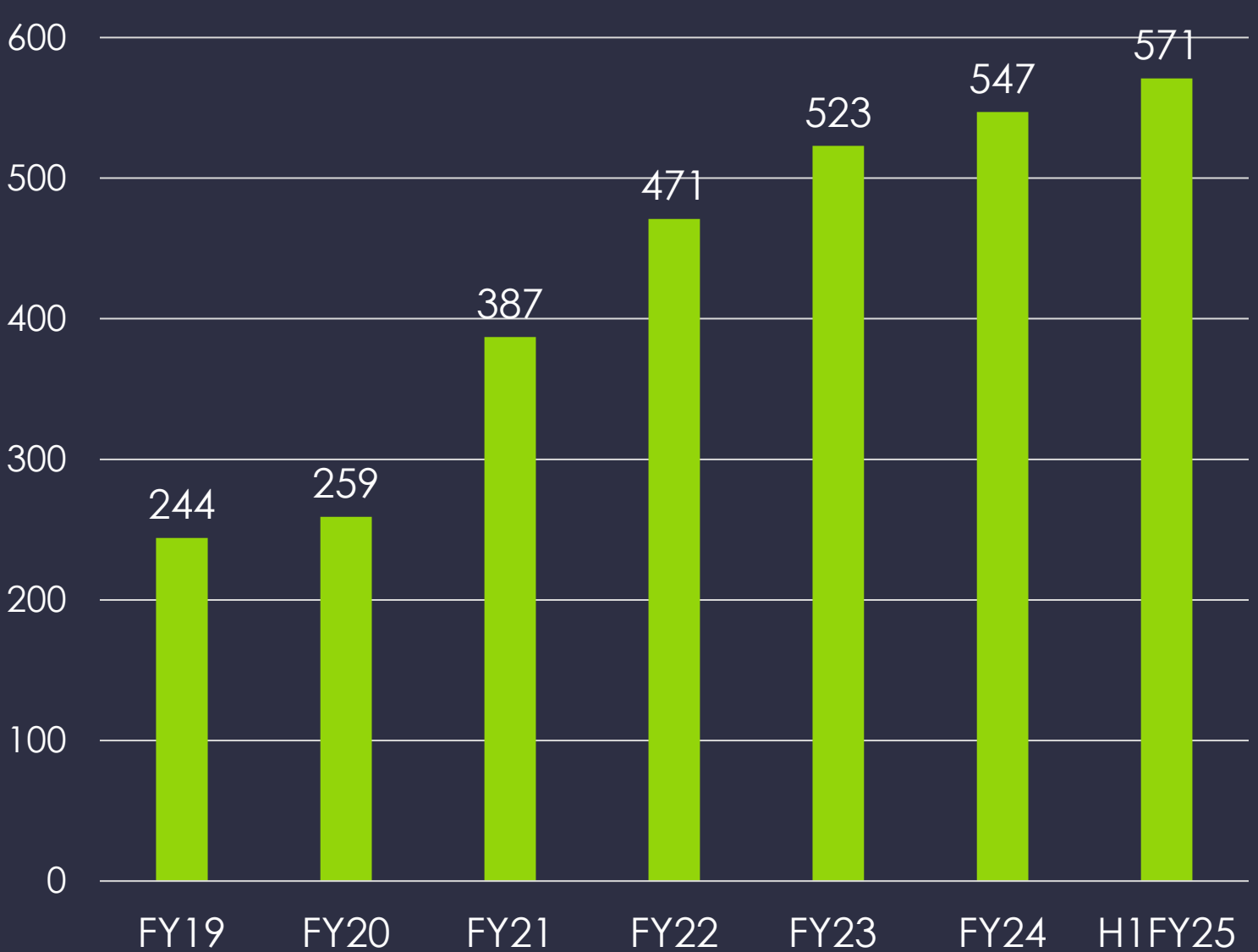
CUSTOMER BASE

571 SITES SPANNING OVER 25 COUNTRIES IN 5 CONTINENTS

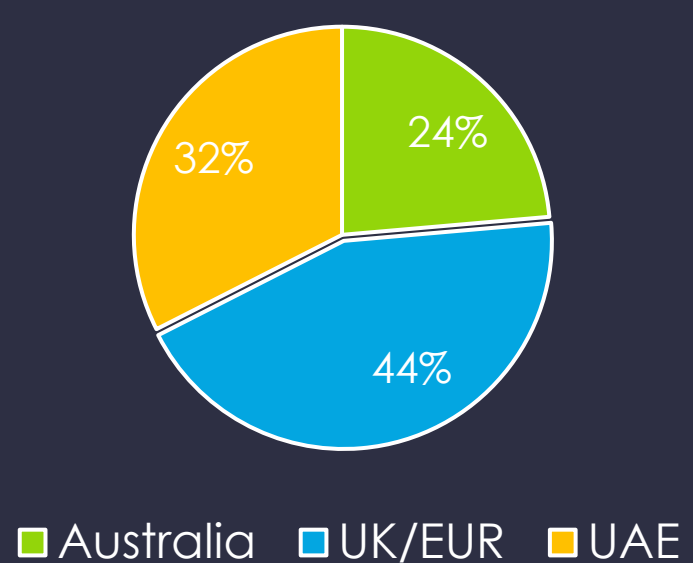


Site numbers continue to grow, monitoring **over 8 million sqm** of net lettable area¹ and over **1 billion kWh annually**

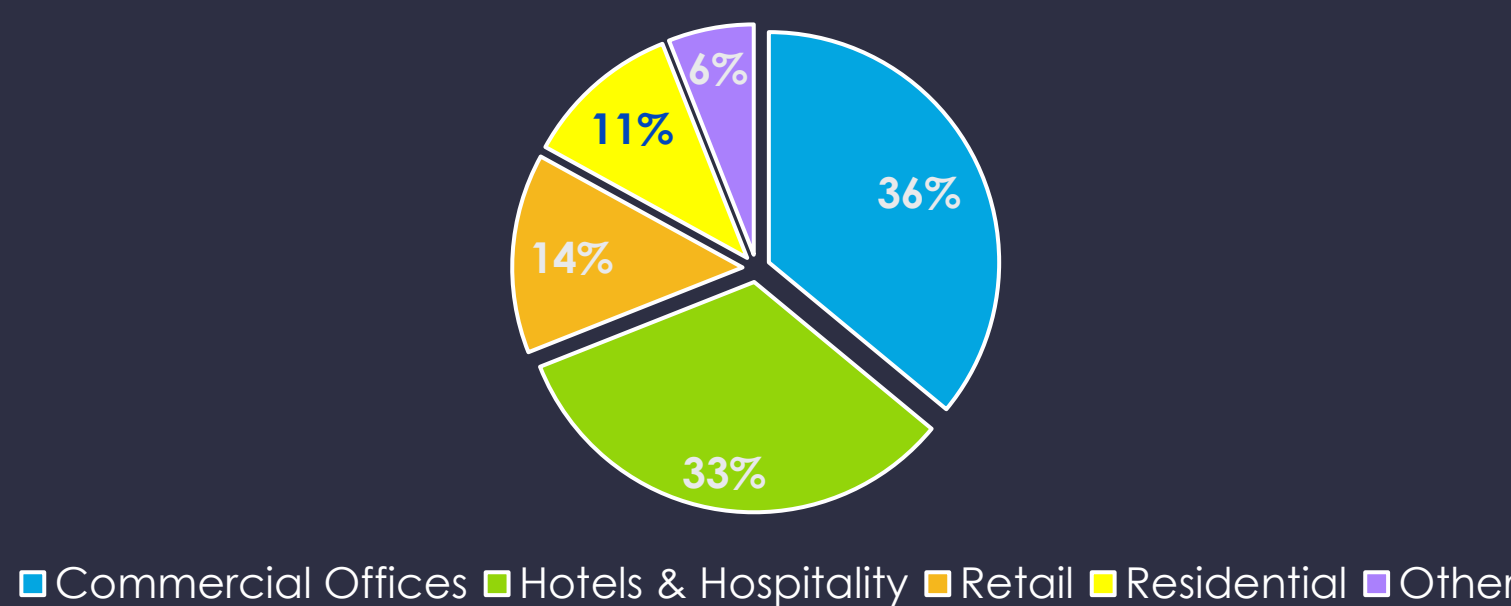
Contracted Site #s



Revenue by region



Vertical/market split



Smarter Buildings Happier People Healthier World

H1 FY25 FINANCIAL RESULTS



ep&t global

ENVIRONMENT | PROPERTY | TECHNOLOGY

REVENUE AND EBITDA

CONTINUED REVENUE GROWTH AND COST DISCIPLINE BENEFITTING EBITDA



Total revenue up 16% in H1 VS PCP

- Revenue growth of 16% continues the positive trend of recent years
- Ongoing new revenue growth will drive continued improvements in EBITDA

Underlying EBITDA loss falls 96% in the year

- Underlying EBITDA breakeven position is a \$0.5m turnaround from the pcg and represents a 50% conversion of revenue growth into EBITDA
- Achievements made over the last 24 months to grow revenue while stabilising the cost base
- Continue to focus on new contract wins whilst improving operating efficiencies to streamline and manage costs

	Consolidated		
\$'000	Dec-24	Dec-23	Change
Revenue	7,539	6,475	16%
Net Loss After Tax	(1,685)	(1,851)	-9%
Interest, taxation and depreciation	1,552	1,331	17%
EBITDA	(133)	(520)	-74%
Less: Recovery of impaired assets	(83)	(117)	-29%
Add: Share based payments	6	138	-96%
Add: Coda acquisition & pre-revenue costs	146	-	
Add: Residual legal costs - past recovery	44	-	
Underlying EBITDA	(20)	(499)	-96%

REVENUE

H1 FY25 TOTAL STATUTORY REVENUE UP 16% PCP – 108% GROWTH SINCE 2021 PCP

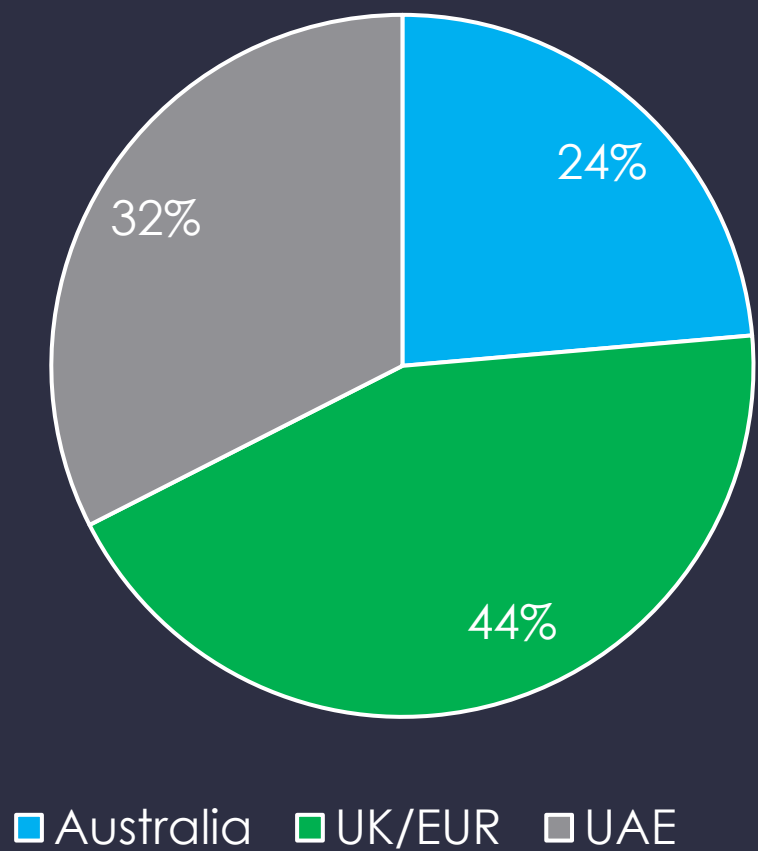
Total recurring revenue is up 25% against pcg, and 131% over the 3 years

- Total recurring revenue of \$7.4m for the 6 months, a 25% increase from pcg.
- Recurring subscription revenue now consistently over 90% of total revenue.
- Recurring revenue growth since 2021 (IPO) is 131% / CAGR 32%

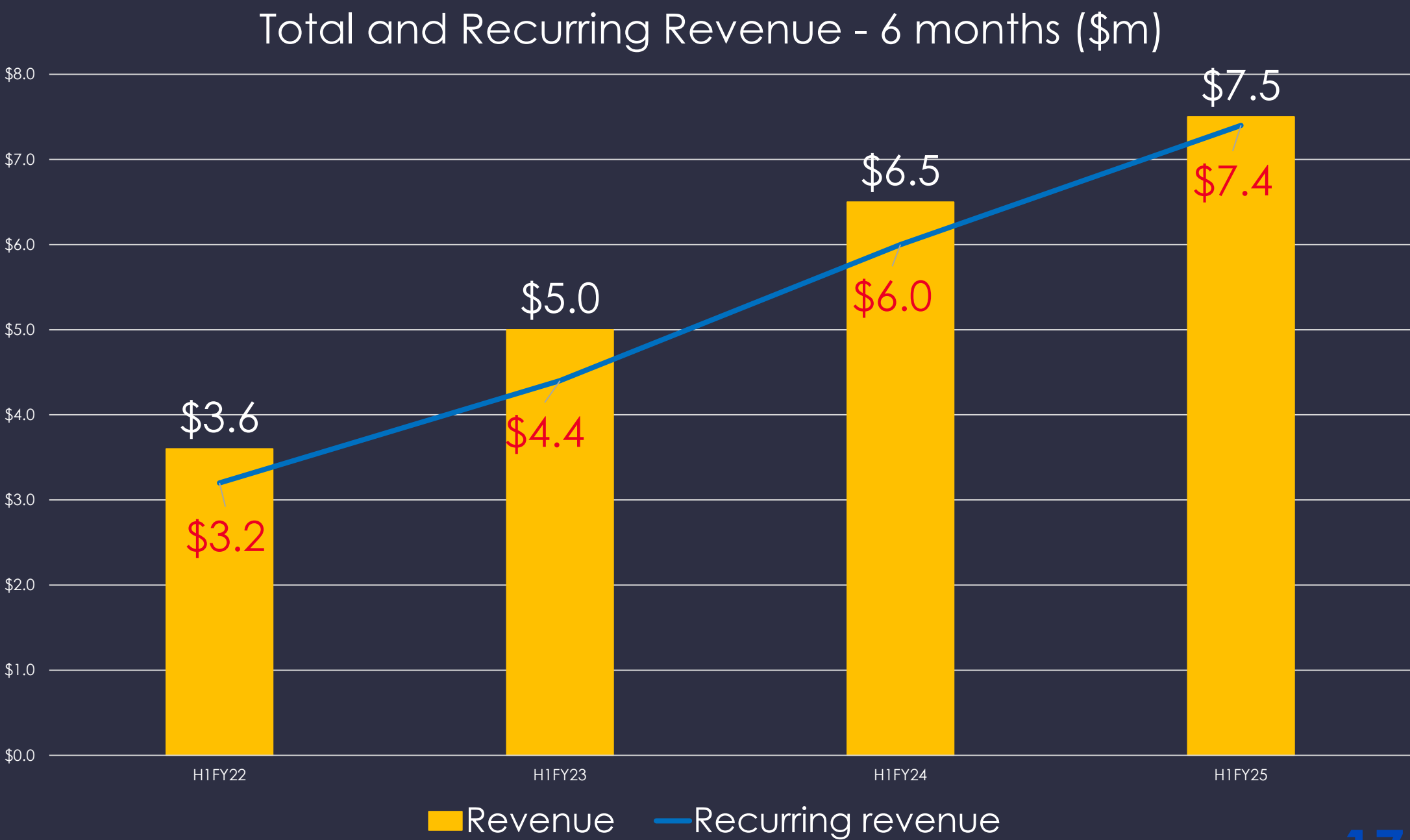
Project revenue down on prior period

- Project revenue is non-recurring and relates predominantly to meter installations not connected to the ongoing service
- Project revenue will fluctuate and is not an integral or marketed product offering

Revenue by region



Consolidated			
\$'000	Dec-24	Dec-23	Change
Recurring revenue	7,427	5,955	25%
Projects revenue	112	520	-78%
Total Revenue	7,539	6,475	16%
Recurring subscription revenue %	99%	92%	



EXPENDITURE

H1FY25 NET OPERATING EXPENSES up 9% AS RECURRING REVENUE GREW 25% pcp

Net operating expenses \$7.8m (pcp: \$7.1m)

- 71FTE (from 66 pcp), a growth of 7.5% compared to a 25% increase in recurring revenue and is aligned to growth areas
- Executive team STI of \$0.3m is first since 2022 restructure. \$0.2m will be paid in shares to better align executives to performance of the business
- Investment in a product team and marketing function
- Acquisition costs for Coda (\$0.1m) included
- Legal costs to prosecute a Dubai customer for non-payment (\$0.1m)

Other items

- Depreciation and amortisation is up 17%. This is a function of the growing revenue generating asset base, being the installed hardware on customer sites.

	Consolidated		
\$'000	Dec-24	Dec-23	Change
Raw Material and Consumables	(314)	(481)	-35%
Employee benefits and expenses	(5,465)	(4,872)	12%
Other Expenses	(2,374)	(1,794)	32%
Total Operating Expenses	(8,153)	(7,147)	14%
Other income cost recoveries	398	35	
Net Operating Expenses	(7,755)	(7,112)	9%
Finance Costs	(76)	(84)	-10%
Depreciation and amortisation	(1,398)	(1,192)	17%
Reversal impairment of assets	83	117	-29%
Total Expenses	(9,544)	(8,306)	15%
Total (net of other income cost recoveries)	(9,146)	(8,271)	11%

CASH FLOW

H1FY25 OPERATING CASH FLOW CONTINUES – FREE CASH FLOWS GENERATED

- Operating cash inflow highlights business transformation and financial management.**
- \$3.5m turnaround in operating cash inflow over 2-year pcp. This exceeds the \$2.5m increase in revenue and therefore highlights:
 - Control over operational spend; and
 - Improved customer collections.

Receipts from customers \$9.4m - up 19% (\$7.9m)

- Cash collections grew ahead of revenue (up 16%) reflection better cash collections procedures

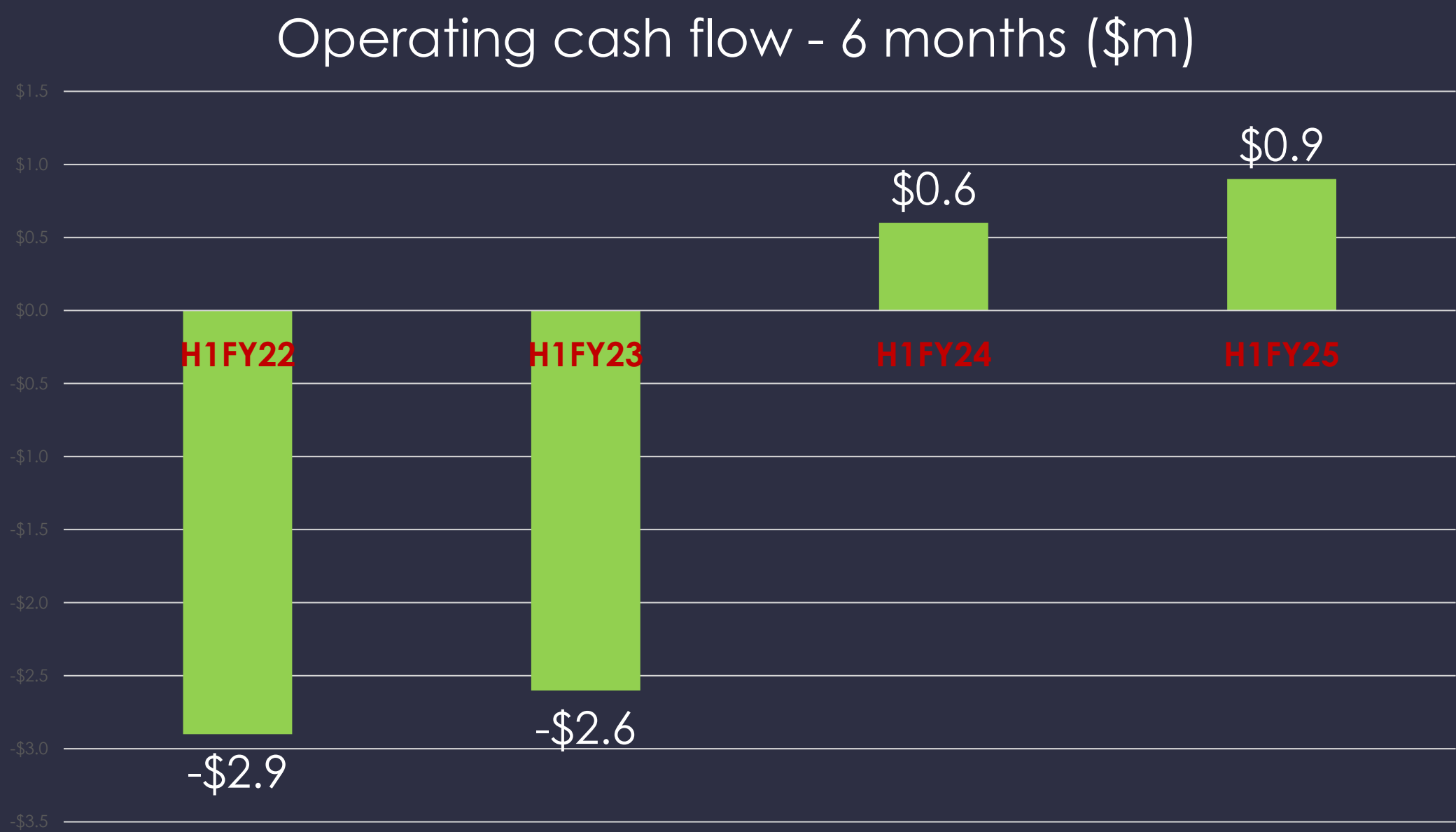
Payments to suppliers \$8.6m – up 13% (\$7.6m)

- New SAGE finance system and better operating procedures has created better management and alignment of cash inflows with outflows

Other cash flow items

- EPX via a Placement to Institutional investors, raised \$1.0m in new equity in December 2024

Consolidated			
\$'000	Dec-24	Dec-23	Change
Receipts from customers	9,381	7,915	19%
Payments to suppliers	(8,631)	(7,634)	13%
Other	116	341	-66%
Net cash inflow from operating	866	622	39%
Cash flow from investing	(823)	(598)	38%
Net cash flow from financing	557	(529)	-205%
Change in cash in period	600	(505)	-219%
Cash	1,996	713	180%



TRANSFORMATION DELIVERING RESULTS

REVENUE GROWTH COMBINED WITH FINANCIAL DISCIPLINE IMPROVED EBITDA & CASH

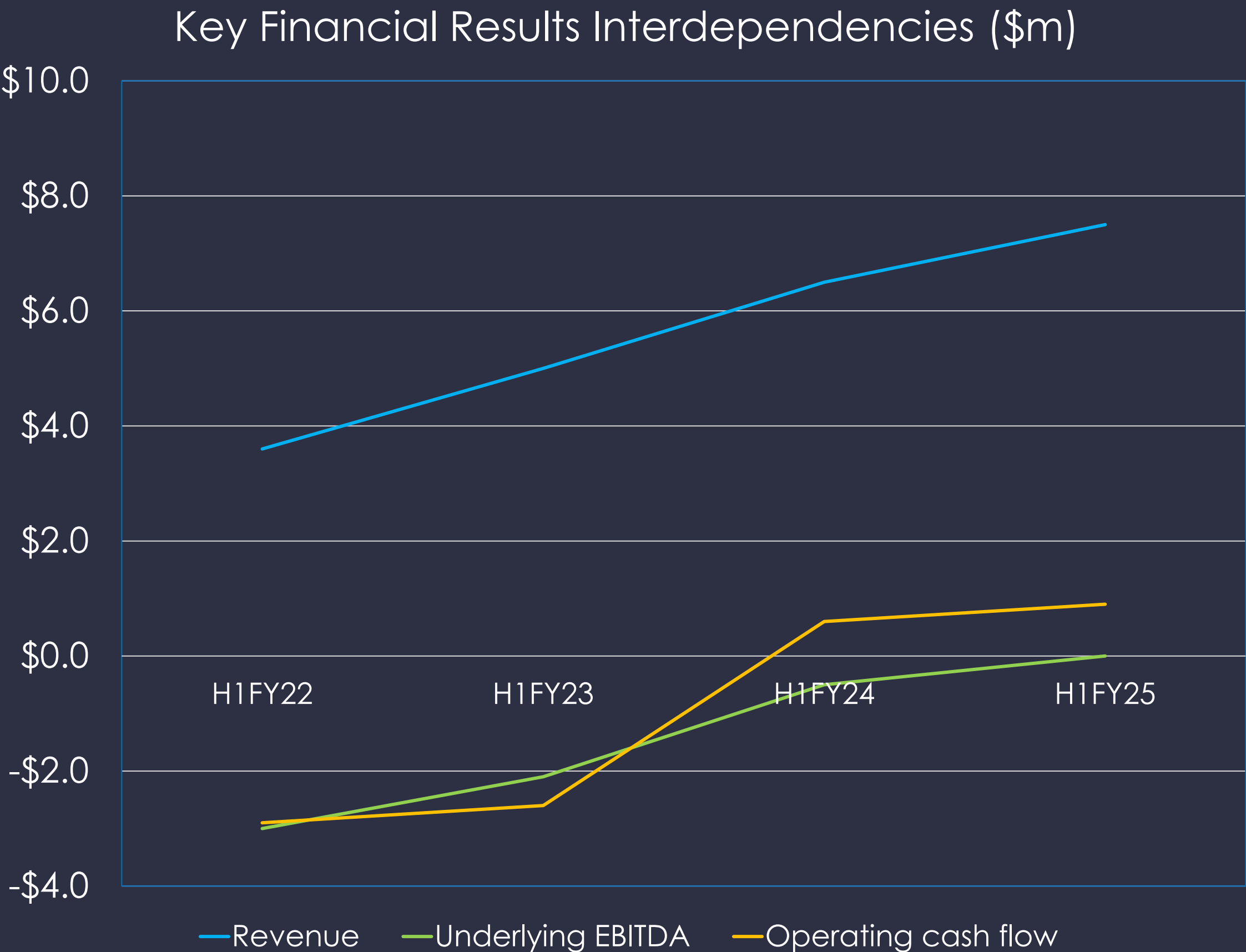


Ability to deliver revenue growth and earnings

- Since 2021, half year revenue has risen from \$3.9m to \$7.5m for H1FY25.
- EBITDA has improved \$3.0m in this time, being a 77% revenue conversion rate

Ability to generate cash

- Over the same period operating cash flows have improved \$3.8m.
- This represents a 100% conversion rate.



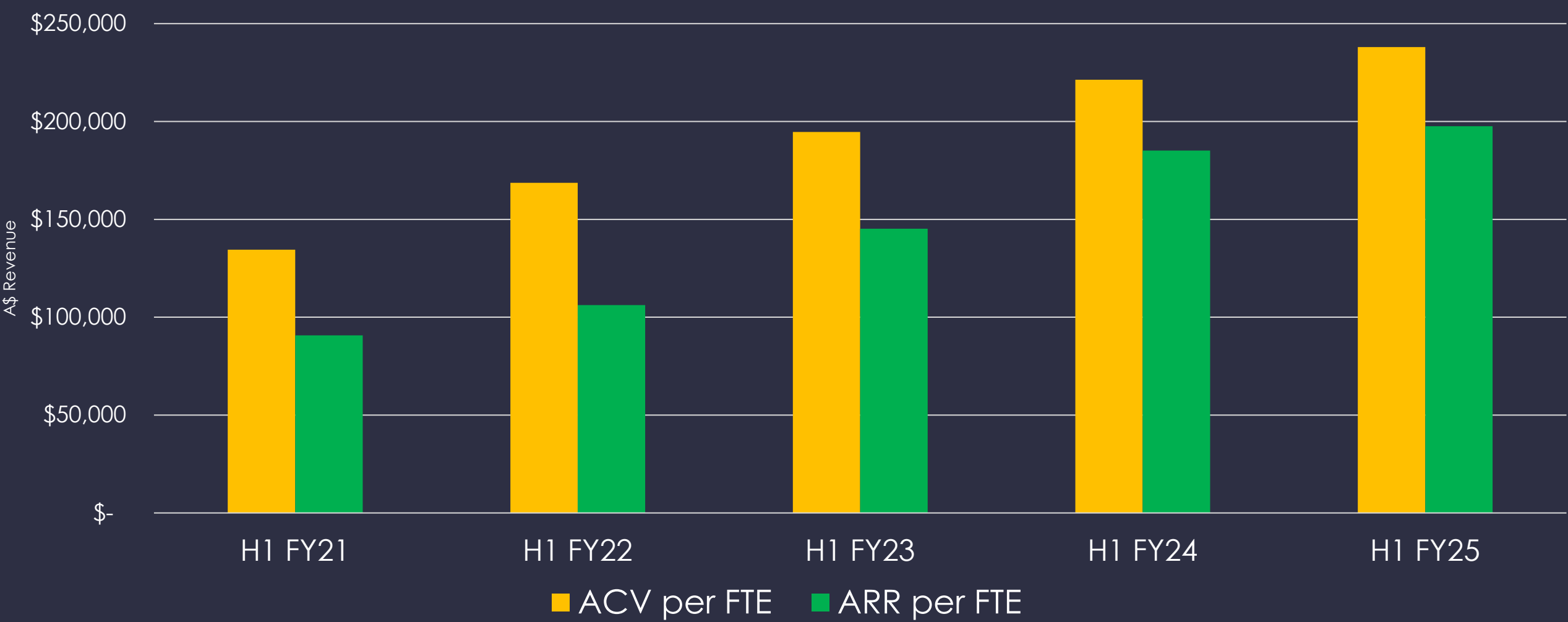
EFFICIENCY METRICS BEING MAINTAINED

OPERATIONAL EFFICIENCY MEASURES IMPROVED FROM THE PRIOR CORRESPONDING PERIOD



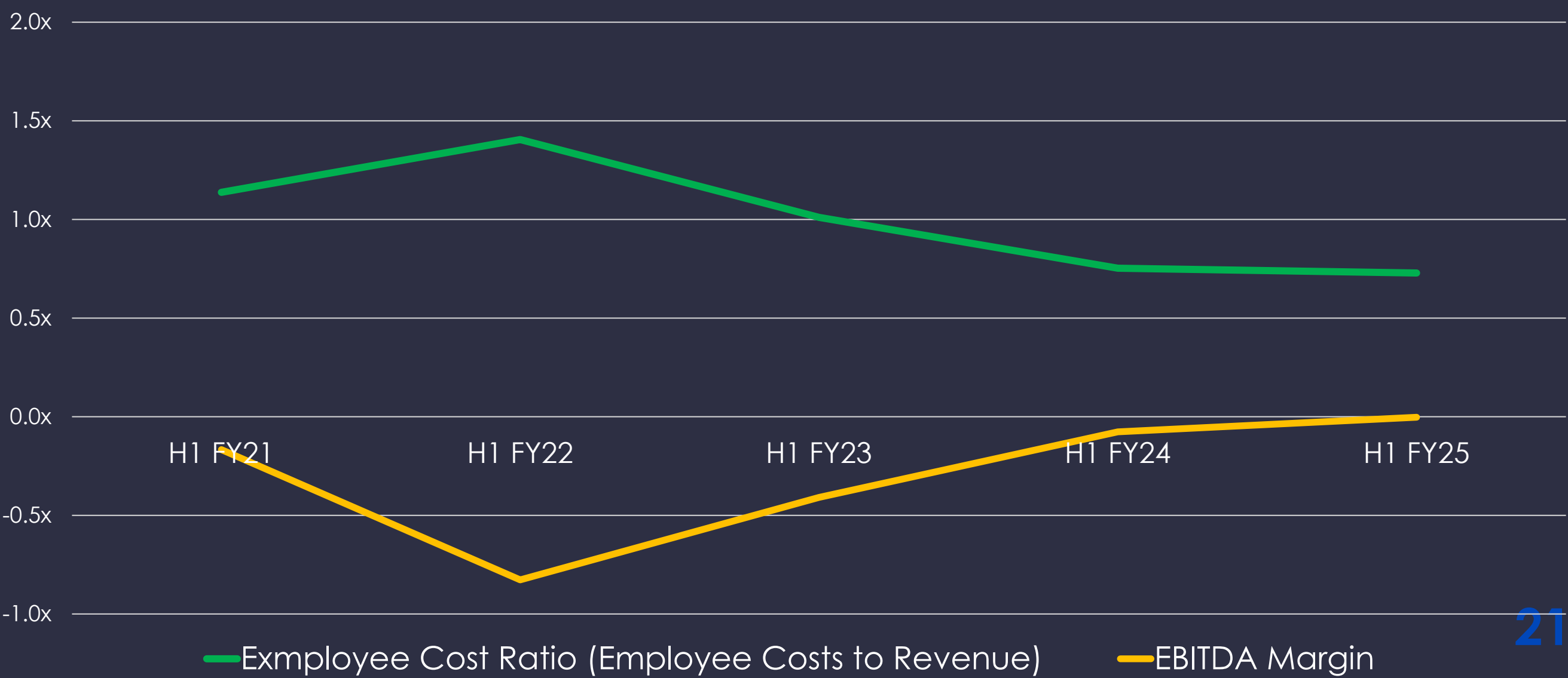
Sales efficiency

- ACV per FTE improved in HY1 FY 25 to \$238k/fte (from \$221k/FTE in H1 FY24)
- ARR per FTE also improved , increasing to approx. \$197k/fte (from \$185k/fte in H1 FY24)
- New hires focused on new ACV to drive recurring revenue (ARR)



Operational Productivity

- Employee Cost ratio (Employee Costs/Statutory Revenue) for the Half Year improved to 0.7x (HY1 FY25) compared to 0.8x (HY1 FY24)
- EBITDA Margin also keeps improving to be approx. Breakeven for HY FY25.



Smarter Buildings Happier People Healthier World

Outlook



ep&t global

ENVIRONMENT | PROPERTY | TECHNOLOGY

OUTLOOK FOR H2 REMAINS POSITIVE



PROPRIETARY TECHNOLOGY



- Remains relevant with new ACV wins – also through tender wins (UAE and UK)
- Addition of the Coda proprietary technology via acquisition provides a broader product offering into asset control, fault detection and maintenance analytics

EDGE BUILDING EFFICIENCY PLATFORM



- A data as a service platform incorporating BMS, metering and IoT energy data from 5.6 billion+ points pa
- Introduction of new Industrial vertical to add to sales pipeline opportunities
- Functionality improvements continue

PROVEN ENERGY SAVINGS & SUSTAINABILITY



- Historical portfolio average of 21%¹ energy savings, and annual reduction of Co2 emissions continues
- New accreditations in UAE and UK provides further support to EPX's sustainability credentials

GLOBAL BLUE-CHIP CLIENTS



- 570+ sites in over 25 countries allows EPX to provide a global portfolio solution
- Churn being maintained at less than 3%
- Continued build out of existing customer base

MACRO ENVIRONMENT STRONGLY SUPPORTS EP&T CAPABILITY



- High electricity costs, carbon emission reduction, sustainability focus with Paris Accord, NABERS, GRESB and ESG needs continuing
- Data accuracy to allow for auditable ESG reporting is emerging

IMPROVING FINANCIALS AND OPERATIONAL DISCIPLINE ACHIEVED



- Recurring revenue up 25% on pcp
- Operating cash flow positive continuing
- Underlying EBITDA a key forward focus area
- M&A opportunities continue to emerge

1. As at 30 June 2024 for the current portfolio: Hotels 15%; Commercial Office 21%; Retail 17%

SUMMARY

- ✓ **Proven energy saving technology** – proprietary technology operating in multiple sectors of commercial real estate **continuing to deliver historic portfolio average of 21% pa energy savings.**
- ✓ **Continued growth with our clients** – EP&T’s clients include **leading blue-chip companies and global real estate brands – we will go with them**
- ✓ **Market tailwinds support EP&T’s core strength – proven energy savings and Co2 reduction based on operational data analytics** – EP&T takes a holistic view of the full building equipment ecosystem to give **deeper insights and verifiable data** to drive and implement operational improvements and efficiencies.
- ✓ **Sales and marketing initiatives** – strong pipeline as a result of improved sales and growing market awareness of EP&T’s proven results and ROI to the client
- ✓ **Operating performance metrics continue to strengthen**

Strong recurring revenues – **~94% recurring – average remaining tenure of >4 years**

H1 FY25
Operating cash flow
95% turnaround
\$0.9m for six-month period

H1FY25
Statutory recurring revenue
growth 25%
To \$7.4m for six-month period

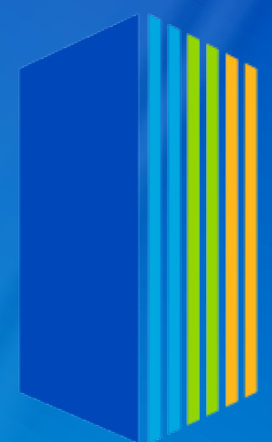
H1FY25
Underlying EBITDA
Breakeven
~ 96% improvement

The world's most trusted building efficiency platform provider

Smarter Buildings Happier People Healthier World

www.eptglobal.com

info@eptglobal.com



ep&t global

ENVIRONMENT | PROPERTY | TECHNOLOGY

London – UK & Europe
T: +44 207 831 7511

Hong Kong – Asia
T: +852 2831 0999

Sydney – Australia
T: +61 2 8422 6000

Dubai – Middle East & Africa
T: +971 4 874 7547