

FY2025 Results

Revenue Growth, EBITDA improvement and Cash Inflows

EPX Limited (**ASX: EPX**) (EPX or the 'Company') is pleased to announce it has released its full year results for the period ended 30 June 2025.

HIGHLIGHTS

- **Statutory revenue up 17%** to \$15.3m on the prior corresponding period.
- **Recurring revenue up 23%** to \$15.0m, representing over 98% of total revenue.
- **Underlying EBITDA loss reduced by 56%** to (\$0.6m) compared to the prior corresponding period.
- **Cash inflow from operations was \$1.4m**, a \$1.6m improvement over the prior period (FY24: negative \$0.2m).
- **Launch of EDGE Industrial** and entry into the transport vertical post the acquisition of Coda Cloud technology and assets
- **Launch of new name and brand 'epx'**

FY25 RESULTS SUMMARY

	Consolidated		
\$	Jun-25	Jun-24	Change
Revenue	15,272,563	13,031,970	17%
Net Loss After Tax	(5,750,642)	(5,015,186)	15%
Interest, taxation and depreciation	(3,771,408)	(3,036,931)	24%
EBITDA	(1,979,234)	(1,978,255)	0%
Add / (Less): Impairment of assets and other	672,512	275,363	
Add: ERP implementation costs	36,000	255,298	
Add: Acquisition, restructuring	627,333	-	
Underlying EBITDA	(643,389)	(1,447,594)	-56%
Revenue growth conversion to underlying EBITDA	36%		

Underlying EBITDA loss decreased 56% to (\$0.6m). This continual improvement in the Company result has been driven by:

- ✓ Continued total revenue growth, up 17% during the financial year; and
- ✓ Continual focus on operation efficiencies, allowing \$0.8m of the \$2.2m of new revenue to improve the underlying EBITDA. This is a 36% net conversion of FY25 revenue growth to EBITDA improvement during FY25. Collectively since the start of the turnaround of the business in FY23 over 70% of revenue growth has been converted to an improved EBITDA result.

1 ACV is defined as the annualized revenue and fee potential under all contracts on hand at each period end. ACV includes potential annual revenue from both installed and billable contracts (ARR) and recently won contracts yet to be installed and billed. ACV is calculated into Australian dollars based on historical long term exchange rates. On conversion to actual cashflow and/or ARR, the exchange rate prevailing at the time of billing may be higher or lower to the historical long term average exchange rates used to determine the ACV value and the recurring revenue amount may also vary. ACV is an indication of potential future revenue and 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 through ARR.

2 ARR is defined as the recurring annualized contract revenue that has been installed and is currently being invoiced to customers.

FY25 STATUTORY REVENUE

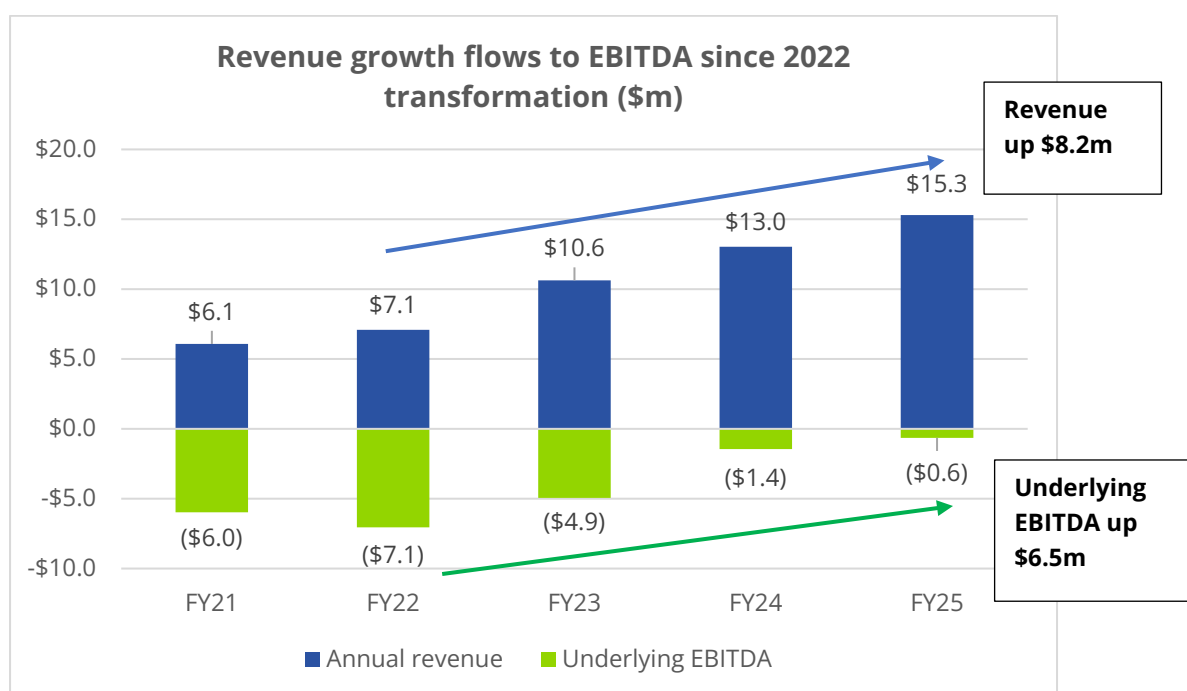
Total revenue increased 17% during FY25 to \$15.3m. This growth was delivered through a 23% increase in Recurring Revenue from \$12.2m (FY24) to \$15.0m (FY25). This has led to further improvement in EPX's recurring revenue, increasing from 94% of Total Revenue in FY24 to now being approximately 98% of FY25 Total Revenue.

	Consolidated		
\$	Jun-25	Jun-24	Change
Recurring revenue	15,017,472	12,249,337	23%
Projects revenue	255,091	782,633	-67%
Total Revenue	15,272,563	13,031,970	17%
Recurring revenue %	98%	94%	

Recurring revenue increased by 23% to \$15.0m due to continued installation of new contracts during the financial year. EPX has focussed on transitioning its revenue profile from a capital to a recurring based model in response to customer needs. Recurring revenue now accounts for 98% of total revenue.

Non-recurring (project) revenue may arise from the existing customer base. It is predominantly installation of enabling hardware for customers not connected to the ongoing recurring data-as-a-service business. Project revenue will fluctuate year on year and is only undertaken for existing customers.

EPX has also been able to convert the increase in revenue to improvements to Underlying EBITDA. Since FY22, being the start of the turnaround strategy implemented by EPX, over 70% of total revenue growth has been converted to an improvement in Underlying EBITDA.



FY25 STATUTORY EXPENSES

\$	Jun-25	Jun-24	Change
Raw Material and Consumables	(943,425)	(925,128)	2%
Employee benefits and expenses	(11,662,603)	(10,269,907)	14%
Other Expenses	(4,454,411)	(3,699,635)	20%
Total Operating Expenses	(17,060,439)	(14,894,670)	15%
Coda cloud acquisition costs	341,862	-	
Departmental restructuring	285,471	-	
ERP/ residual legal costs/share based payments	91,665	379,886	
Underlying Operating Expenses	(16,341,441)	(14,514,784)	13%
Finance Costs	(553,680)	(140,533)	294%
Depreciation and amortisation	(3,085,533)	(2,843,106)	9%
Impairment reversal/(Impairment) of assets	(616,847)	(150,775)	309%
Total Expenses	(20,597,501)	(17,649,198)	17%

Total operating expenses for the year to 30 June 2025 increased 15% to \$17.1m mainly due to targeted growth spend in functions not previously within the business, and required to target future opportunities such as marketing, customer success and additional sales team members. Total operating expenses also includes acquisition costs associated with the Coda Cloud technology acquisition and the costs of restructuring teams to maintain efficiencies. Key items to note are:

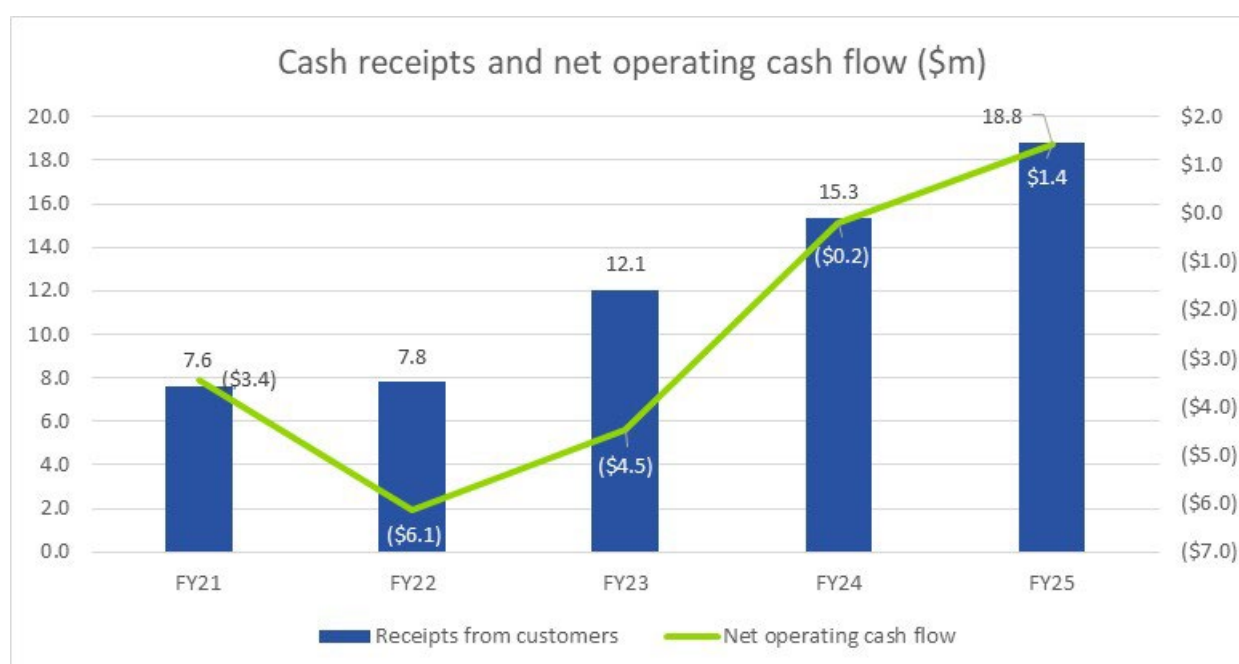
- Employee benefits expenses, EPX's biggest cost were up 15%. The major contributor to this increase were strategic new hires in product, marketing and sales as the business continued to grow revenue and sees further opportunity to deliver growth. Items which did impact the FY25 employee cost base, include the people cost associated with restructuring teams in the UK and Australia to align the teams more closely with customer needs (\$0.3m) and employee costs acquired with the purchase of the assets of Coda Cloud (now Edge Industrial) of (\$0.2m). EPX also paid an STI to executives for the first time since IPO, for FY24 STI achievements of (\$0.2m) which was paid in a combination of cash and shares.
- Other expenses were up by 20%, to \$4.5m. Whilst the business remains focused on cost control, during FY25 EPX has increased expenditure on IT to improve the operability of the Company IT infrastructure. This includes the rollout out a new Cyber Security architecture, given growing data security requirements (\$0.3m) and new IT costs following the acquisition of the Coda Cloud assets (\$0.2m). Other expenses include new spend on marketing during FY25 of (\$0.1m) which had been minimal in prior years, and additional legal costs enforcing contract compliance (\$0.1m).

- Depreciation and amortisation increased \$0.3m (9%) due to the growth in revenue requiring installed enabling hardware on customer premises. This hardware is critical to the delivery of accurate and reconcilable energy usage data. It is with this data accuracy EPX can continue to offer and deliver significant guaranteed savings for customers.
- Net Impairment of assets, including expected credit losses reflects an allowance as disclosed in Note 9 of the Company Financial Statements. The calculation is based on Accounting Standards to recognise the potential write-down of assets that may no longer be recoverable or capable of generating future benefits. This mainly relates to doubtful debtors in the UAE given the prior history of the Company in collecting some UAE based receivables. This has improved in recent years, both in terms of bad receivables and improved cash collection timeframes, but the provision is required under the relevant accounting requirements.
- Finance Costs includes interest paid due to a historical COVID loan which is due to be fully repaid in FY26, interest on leases and insurance premium payment plans. The balance is an accrual for the potential funding cost of working capital from some suppliers.

OPERATING CASH FLOW

Operating Cash flow ended the year at \$1.4m and reflects the ability to manage cash flows while continuing to increase revenue. This has also been aided by managing working capital, matching cash inflows with cash outflows.

As can be seen from the chart below as receipts from customers improved so too has the net operating cash inflow. This has been achieved by measured spend and the right allocation of cash resources.



EPX Chief Financial Officer, Patrick Harsas said *“The results for the year to 30 June 2025 continues the trend of the last two years of combining double digit growth, with measured spend focused on operational improvements and supporting further sales success.*

The acquisition of the Coda assets in October 2024 launched Edge Industrial. For a total consideration to date of \$0.2m (\$0.1m in cash, \$0.1m in equity) the Edge Industrial business has already secured annual revenue of \$0.5m.

Looking to FY26, EPX will pursue growth in its core verticals of commercial, hotel and retail office. With the addition of industrial site capability, EPX can address all the core assets of major REITS and property trusts. By strengthening our sales team, marketing effort and product offering we are targeting greater penetration in these markets”.

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

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About epx

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

EPX's proven proprietary EDGE and EDGE Industrial cloud technology delivers energy cost and GHG emissions reduction in commercial real estate with control capability to manage critical energy and infrastructure assets. 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.

Our EDGE platform collects BMS, metering and broad operational data from 700+ buildings, 7.5+ million sqm portfolio, in over 25 countries. It accurately identifies operational inefficiencies, building performance and maintenance improvements and CO2e reduction opportunities and provides auditable insights that on average deliver 21% reduction in energy consumption. It is rapidly deployable and able to deliver immediate visibility and automation without full system overhauls.

Connect with us:

LinkedIn: <https://www.linkedin.com/company/epx-tech-optimisation/>

Website: www.eptglobal.com

ASX ANNOUNCEMENT

30 August 2025

