

02 July 2013

Company Announcements  
ASX Limited  
Exchange Centre  
Level 6  
20 Bridge Street  
Sydney, NSW, 2000

Dear Sirs

Re: Ecosave Holdings Limited (ECV)  
Trading Update

Please see attached Announcement for immediate release to the Market.

Yours sincerely



Patrick J Raper  
Company Secretary  
Ecosave Holdings Limited

## ASX Release

2 July 2013

Ecosave Holdings Limited (ASX: ECV)

# Trading Update

Ecosave Holdings Limited (“the Company” or “Ecosave”) provides a trading update and updated earnings guidance for the year to 30 June 2013.

In the Company’s Initial Public Offering prospectus, Ecosave gave a FY2013 forecast of net profit after tax from operations of \$3 million. The company now expects to report a net profit after tax from operations in the range of \$1.6 million to \$2 million<sup>1</sup> for the FY2013 period.

Revenues for the FY2013 period are expected to be in the range of \$11 million to \$12 million versus a forecast of \$17.8 million.

“None of the major opportunities which made up our IPO forecast have been lost,” says Ecosave CEO Marcelo Rouco. “There have been delays in sales closing partly due to contract negotiations taking longer than expected and partly due to our allocation of resources to a high number of Energy Performance Contracting (EPC) bids in the latter part of FY2013. We chose to enter those bids knowing it could draw resources away from fulfilment of existing contracts and therefore push some revenues into FY2014. But I’m pleased to say it paid off and we have won a record number of EPC bids in FY2013.”

The Company is going into FY2014 having won four EPC bids in the last five months with an estimated value of \$16 million (a 471% increase in the value of EPC bids won, compared to the \$2.8 million in EPC bids won going into FY13). The Company’s success rate for EPC bids in FY2013 is now 100% (versus 35% for FY2012). EPC bids won in FY2013 will be recognised as revenue in FY2014 and FY 2015. All EPC bids won have been with government bodies.

Orders on hand for energy efficiency solutions are also up by 106% at \$3.7 million going into FY2014 (versus \$1.8 million going into FY2013).

The Company still intends to pay its prospectus dividend of 4.1 cents per share.

Note 1.

Net profit from operations does not include non-operating expenses such as listing expenses and M&A expenses incurred during the recently announced acquisition of DVLA Inc.

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\*ENDS\*

Further information:

Marcelo Rouco: CEO 02 9659 7477

Martin Rushe: Rushe & Co [martin.rushe@rushe.com](mailto:martin.rushe@rushe.com)

## About Ecosave

Ecosave is a leading Australian provider of energy efficiency services in the built environment. The business was established in 2002 by its current Chief Executive Officer, Marcelo Rouco and operated through Ecosave's wholly owned subsidiary, Ecosave Pty Limited.

Since it was established, the business has attracted senior managers from within the industry and developed its capabilities in building, lighting and air conditioning energy conservation, as well as water conservation for commercial and industrial buildings.

Ecosave has completed hundreds of energy and resource savings projects. In successfully doing so, the Company has built a respected brand.

Ecosave was listed on the Australian Stock Exchange in January 2013.