

EP&T Global Limited

September 2024 Quarterly Activity Report and Appendix 4C

30 October 2024 EP&T Global Limited (ASX: EPX) the building energy optimisation company helping clients contribute to a greener future, is pleased to release its quarterly activity report and Appendix 4C for the quarter ending 30 September 2024.

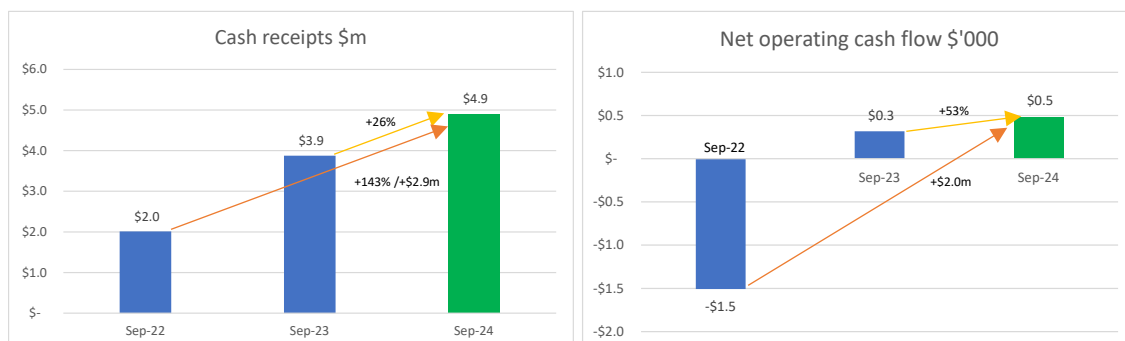
Highlights

- Cash receipts from customers for the quarter to 30 September 2024 of \$4.9m is up 26% (or \$1.0m) over the prior corresponding quarter (September 2023).
- Net operating cash inflow is +\$0.5m as new revenue comes on stream and the timing of customer receipts continue to improve.
- Total cash receipts to people cost multiple continues to improve, now at 1.75x, which is a 16% improvement on the prior corresponding period multiple of 1.51x (September 2023).
- Total cash on hand of \$1.4m at 30 September 2024.

Operating cash flow overview

EPX continues to manage and improve its cash flows, supporting its focus on remaining operating cash flow positive, whilst seeking to invest in growth. This builds on the improvements made in FY24.

The September quarter continued the trend of good capital management, together with improvements in collection of key receivables held over by customers at 30 June 2024. This created the platform for the +\$0.5m net operating cash inflow in the quarter.



The chart above highlights how cash receipts have continued to grow. The September 2024 quarter receipts of \$4.9m represent a 26% increase from a year earlier and a 143% (+\$2.9m) increase over the September 2022 quarter. The second chart sets out how quarterly net operating cash flow continues to improve up 53% over the prior corresponding period.

Patrick Harsas, CFO, said “the improvements we have implemented to the EP&T business model is achieving revenue growth and managing to deliver positive operating cash flows. The cash receipts to people cost metric of 1.75 times, exceeds the 1.51 times of a year earlier. This highlights EP&T’s targeted growth and cost focus is driving the right results”.

Financial - other

Payments for property, plant and equipment for the quarter include payments for hardware and installation costs for new customer projects of (\$0.2m). This investment is required to deliver future ARR growth and typically starts generating cash inflow in the quarter after the investment occurs. This investment varies from quarter to quarter, driven by the size and speed of converting Annual Contracted Revenue (ACV) to ARR cash inflow.

During the quarter payments (\$0.1m) were made to related parties of EP&T which comprised non-executive director fees and the executive director salary, and sales commissions paid to a previous director of the company.

Total cash on hand as at 30 September 2024 was \$1.4m.

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 CO2 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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Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

EP&T Global Limited

ABN

Quarter ended ("current quarter")

50 645 144 314

30-Sep-24

	Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1	Cash flows from operating activities		
1.1	Receipts from customers	4,892	4,892
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs	(227)	(227)
	(c) advertising and marketing	(138)	(138)
	(d) leased assets	(44)	(44)
	(e) staff costs	(2,793)	(2,793)
	(f) administration and corporate costs	(1,170)	(1,170)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	8	8
1.5	Interest and other costs of finance paid	(42)	(42)
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	-	-
1.8	Other (provide details if material)	-	-
1.9	Net cash from / (used in) operating activities	485	485
2	Cash flows from investing activities		
2.1	Payments to acquire or for:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	(180)	(180)
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(180)	(180)

3	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(95)	(95)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (repayment of lease liabilities)	(161)	(161)
3.10	Net cash from / (used in) financing activities	(256)	(256)

4	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	1,396	1,396
4.2	Net cash from / (used in) operating activities (item 1.9 above)	485	485
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(180)	(180)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(256)	(256)
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	1,445	1,445

5	Reconciliation of cash and cash equivalents		
	at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	1,445	1,396
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (Term Deposits)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	1,445	1,396

6	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	127
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		
6.1 Payments were made to related parties of EP&T Global during the quarter which comprised of Non-Executive Director fees and Executive Director salaries and sales commissions.		

7	Financing facilities available <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	319	319
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	319	319
7.5	Unused financing facilities available at quarter end		-
7.6	Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		
	7.1 Loan facility is held in Hong Kong with HSBC for HK\$3,458,750. The loan tenor is 60 months, it is unsecured and the interest charged is 2.25% p.a.. The loan facility is fully drawn down.		

8	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	485
8.2	Cash and cash equivalents at quarter end (item 4.6)	1,445
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	1,445
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	N/A
	<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	N/A - see 8.5 above	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
	N/A - see 8.5 above	
8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
	N/A - see 8.5 above	
	<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

Compliance statement

1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.

2 This statement gives a true and fair view of the matters disclosed.

30-Oct-24

Authorised by: By the Board

Paul Oneile - Chairman

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.

2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.

3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.

4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".

5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.