



**ep&t global**

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**9 July 2021**

### **Investor Update Presentation**

EP&T Global Limited (ASX: EPX) is pleased to release the attached investor update presentation.

This announcement has been approved for release by the Chairman of the Board of Directors.



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ENVIRONMENT | PROPERTY | TECHNOLOGY

# Environment, Property & Technology

Delivering operational efficiency and significant energy savings in all forms of commercial real estate

Company Presentation – July 2021 Update

# EP&T Global – Recent Contract Wins

## Strong momentum since IPO

### Summary of Key Contract Wins since March 2021

Description	ACV <sup>1</sup>	TCV <sup>2</sup>	
DWS Group	A\$2.0m	A\$6.0m	Competitive tender process resulting in award of 42 buildings across 11 countries
Education - various	A\$355k	A\$1.6m	5 new contracts in Dubai and Australian markets
UAE - various	A\$455k	A\$3.2m	16 buildings – mixed use commercial, retail, high rise residential
<b>Total</b>	<b>A\$2.8m</b>	<b>A\$10.8m</b>	<b>34% ACV growth since March 2021</b>

EP&T's drivers of success for these wins:

- Client engagement and query handling during tender process “**customer focus**”
- Global footprint and ability to deliver in multiple territories
- Case studies and calibre of client references
- Independence from any consultant/property manager seen as an advantage across a multiple asset portfolio

Notes:

1.ACIV is defined as the annualised monthly fees charged under contracts on hand at each period end.

2.TCV is defined as the total fees to be charged over the life of the contract term.

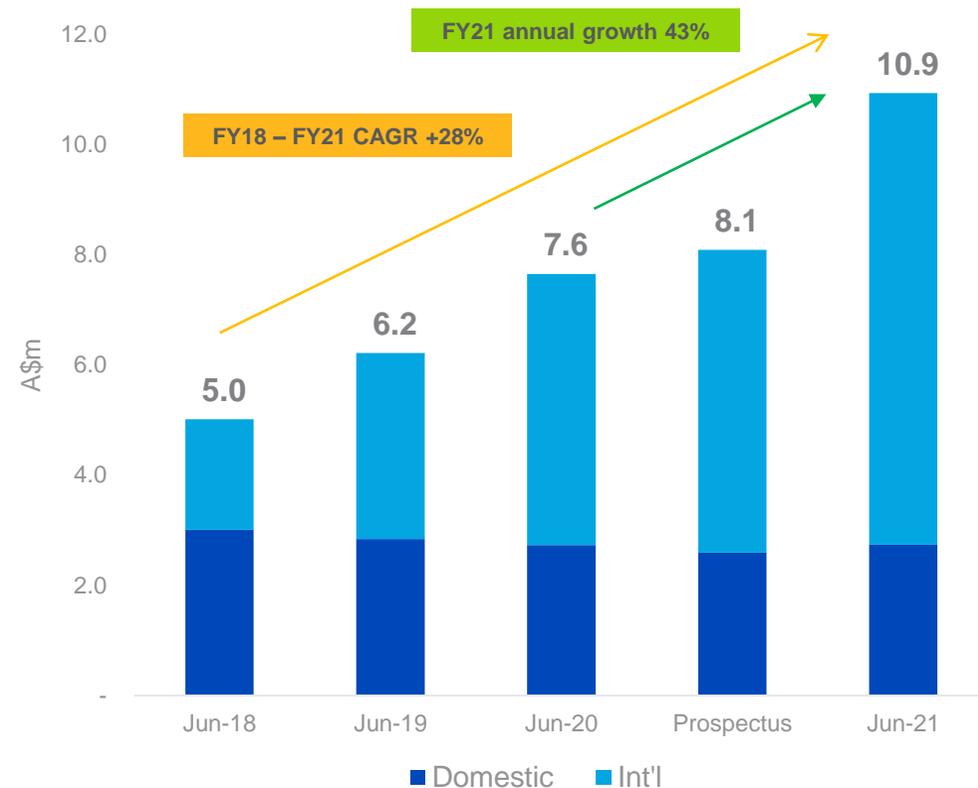
# Annualised Contract Value (ACV)

EP&T has achieved sustained growth in total ACV<sup>1</sup>

## Commentary

- ACV is generated from ongoing fees for the provision of access to EP&T's edge software platform and associated contracted ongoing services, including data collection and aggregation equipment where required
- Contracts range from 3 years to 7 years in duration and fees are typically invoiced monthly or quarterly in advance
- Global ACV CAGR of 28% from June 2018 to June 2021
- At June 2021 YTD actual ACV is \$10.9 million up from \$7.6m at June 2020 – **an annual increase of 43%**
- \$2.8m of new ACV added since EP&T lodged its prospectus on 19 March 2021

## Total ACV (Global, \$m)<sup>2</sup>



### Notes:

- 1.ACV is defined as the annualised monthly fees charged under contracts on hand at each period end.
- 2.Current as at 30 June 2021

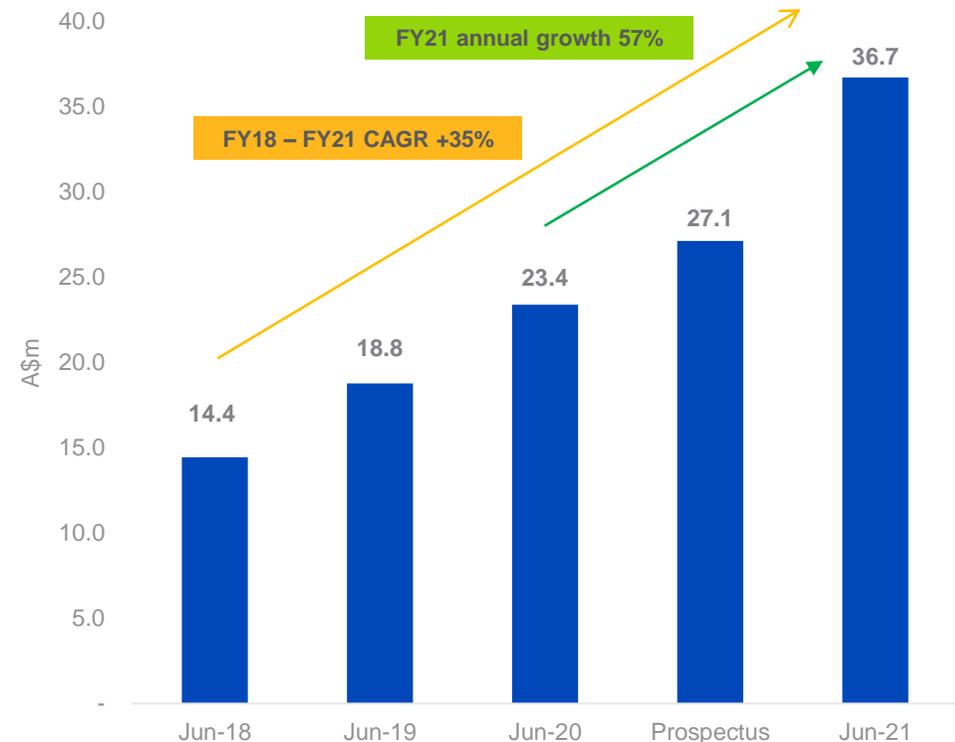
# Remaining Unbilled Contract Value (UCV)

Contract terms with EP&T clients are typically between 3 and 7 years – the current contracts on hand at 30 June 2021 have \$36.7m of future ongoing fees yet to be invoiced.

## Commentary

- The graph shows the growth in unbilled contract value. This figure represents future amounts to be billed under the contracts on hand at that time.
- The unbilled contract value at June 2021 is \$36.7 million and the average remaining unexpired term on current contracts is 3 years and 5 months
- Average annual churn rates<sup>2</sup> across all contracts since June 2018 is 7.4%

## Unbilled contract revenue (\$m)<sup>3</sup>



### Notes:

1.LTV is calculated as ACV x gross margin % / average churn %

2.ACW churn is calculated as total ACW losses in a period as a percentage of opening ACW for that period

3. Current as at June 2021

# EP&T's Key Operating Metrics

## Positive trends in EP&T's key operating metrics

\$'000		FY18	FY19	FY20	Prospectus	FY21 *
<b>Annualised Contract Value (ACV)</b>	<b>(\$'000)</b>	<b>5,011</b>	<b>6,217</b>	<b>7,649</b>	<b>8,085</b>	<b>10,933</b>
ACV annual growth rate	(%)	9	24	23	6	43
CAGR (June 18-June 21)	(%)					29
<b>Unbilled Contract Value (UCV)</b>	<b>(\$'000)</b>	<b>14,438</b>	<b>18,772</b>	<b>23,390</b>	<b>27,127</b>	<b>36,704</b>
Total UCV annual growth rate	(%)	9	30	25	16	57
CAGR (June 18-June 21)	(%)					35
<b>Lifetime Value (LTV)</b>	<b>(\$'000)</b>	<b>49,589</b>	<b>61,524</b>	<b>75,697</b>	<b>79,810</b>	<b>108,198</b>
Total LTV annual growth rate	(%)		24	23	5	43
CAGR (June 18-June 21)	(%)					29
<b>Average Term Remaining</b>	<b>(yrs)</b>	<b>2.7</b>	<b>3.0</b>	<b>3.1</b>	<b>3.5</b>	<b>3.4</b>
<b>Recurring revenue % total revenue</b>	<b>(%)</b>	<b>49</b>	<b>45</b>	<b>82</b>	<b>**</b>	<b>**</b>

\* Draft as at 30 June 2021

\*\* Not disclosed

Notes:

1. ACV is defined as the annualised monthly contract value at each period end.
2. UCV represents the total unbilled contract value remaining at each period end.
3. Recurring revenue is defined as contracted service and software revenue
4. ACV churn is calculated as total ACV losses as a percentage of opening ACV
5. LTV has been calculated assuming a GP% of 73.4% based upon COGS as at Jun-20 of 4.8% and ongoing support costs as a % of ACV (21.8%) in FY20