

**EP&T Global Limited**  
**March 2025 Quarterly Activity Report and Appendix 4C**

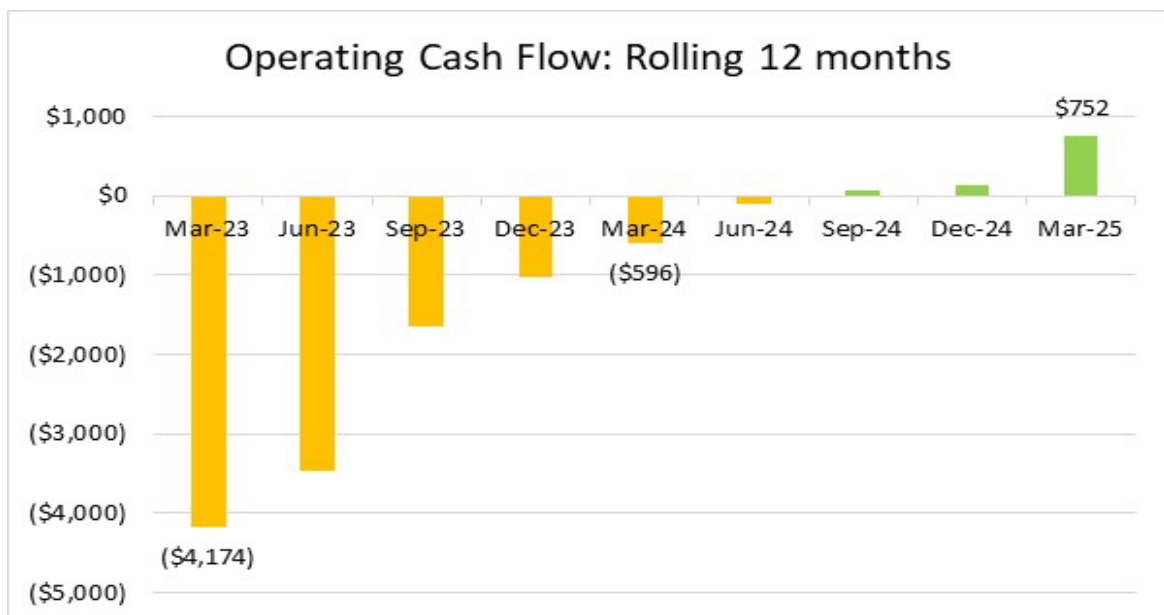
**24 April 2025** EP&T Global Limited (ASX: EPX) is pleased to release its quarterly activity report and Appendix 4C for the quarter ended 31 March 2025.

## HIGHLIGHTS

- EPX completes **three consecutive quarters of positive operating cash inflows**
- March quarter **operating cash inflow of \$0.1m**
- **12 month rolling operating cash inflow result to March 2025 of \$0.8m**, being a \$1.3m annual improvement from March 2024
- **Cash receipts from customers of \$4.5m** for the quarter to 31 March 2025
- Cash receipt from customers are **up 32% over the prior corresponding quarter** (March 2024).
- Total **cash on hand of \$1.5m on 31 March 2025**.

### Operating cash flow overview

The March quarter continued the trend of positive capital management, focusing upon customer collections to meet operating cash out flows. This created the platform for the +\$0.1m net operating cash inflow in the quarter. This quarter does tend to be a bit slower in cash collections given the corresponding United Kingdom March financial year ending period.



The chart above highlights the improved performance resulting from EPX's focus on core value drivers of:

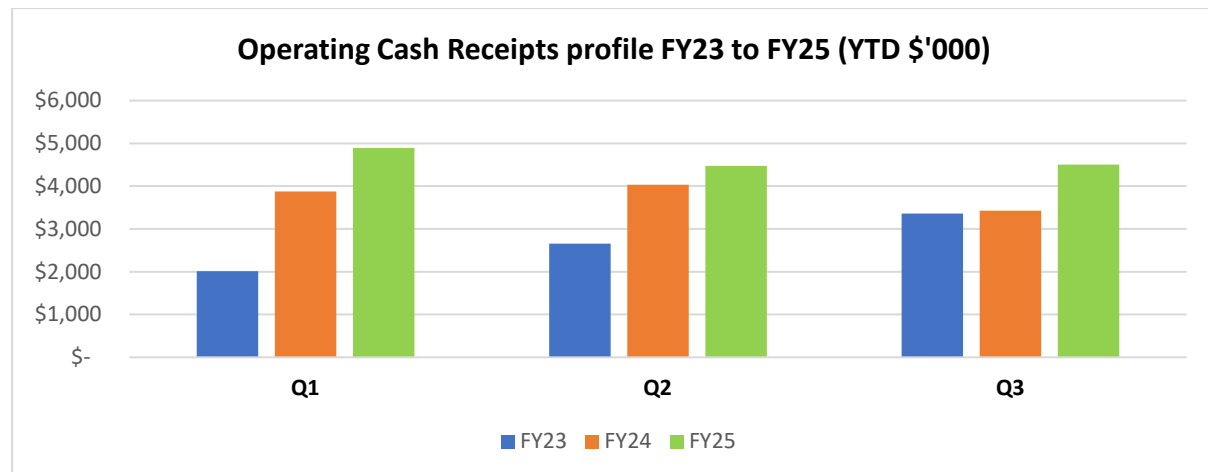
- Improved revenue generation and quicker cash collection.
- Working capital management including on-going cost control; and
- Conversion of incremental revenue to net operating cash.

For the 12 months to 31 March 2023 EPX was consuming (\$4.2m) in net operating cash outflows. The structural changes made in 2023 and 2024 significantly reduced this 12-month net operating cash outflow to (\$0.6m) by March 2024. It has improved further and is now a net operating cash inflow of +\$0.8m for the rolling 12-month period to March 2025 and +\$1.0m for the financial year to date.

This type of net operating cash inflow allows EPX to start covering payment for hardware and installation costs out of its own generated operating cash flows, being an investment in new Annual Contract Revenue which delivers future ARR.

## Cash Receipts

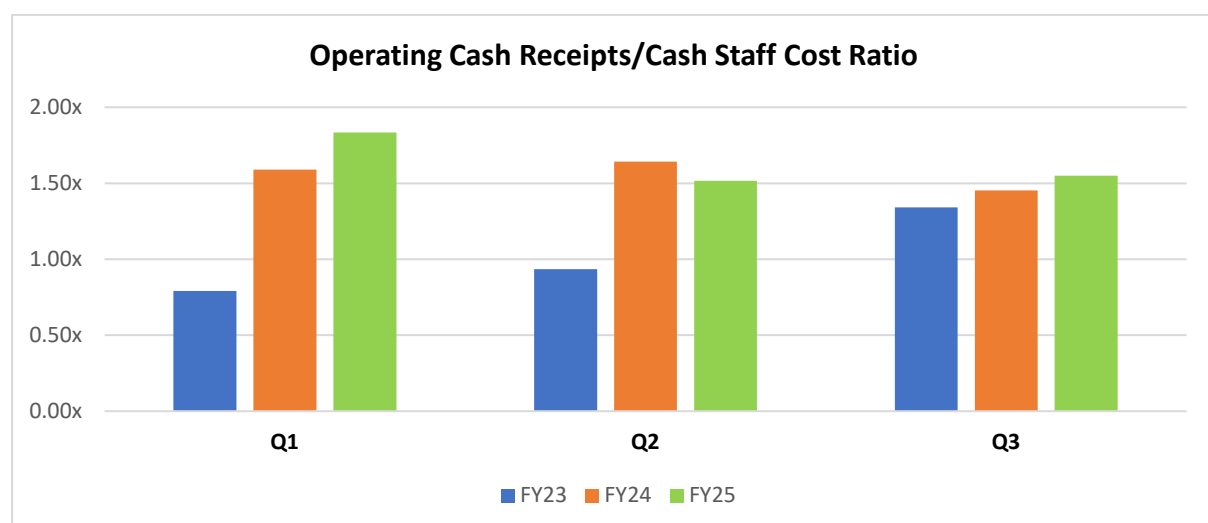
The March quarter continued the positive trend of cash receipts from operations in excess of \$4m per quarter. The graph below shows quarter on quarter cash receipts for the prior corresponding periods between FY23 to FY25 (Year to date to March) and the improvement being made in the operational cash receipts in the business.



For the March quarter, compared to the prior two year comparative periods, operational cash receipts have increased by over 30% period on period. This is also prior to starting to receive operating cash receipts from the recently acquired Coda Cloud acquisition, with billing for EDGE Industrial being re-enlivened in over 200 FirstGroup sites to start in April 2025.

## Staff Costs Ratio

During this environment of improving operating cash inflows, EP&T has also been managing its operating cost base, with the Operating Cash Receipts to Staff Costs ratio remaining at over 1.5x. The graph below shows the quarter on quarter ratio for the prior corresponding periods between the periods FY23 and FY25 (Year to date to March).



Patrick Harsas, CFO, said "It is pleasing to witness how the changes made to the business, structure, and the ongoing focus on the core value drivers of the business, has turned around EPX over the last 2 years. Annual operating cash flows have improved by \$4.9m in just this period, which is a good result for a business the size of EPX. This is positive given we

are also yet to see the revenue streams starting to be delivered from the acquisition of the Coda Cloud technology and re-enlivening the over 200 sites for the FirstGroup, which will start billing from April 2025”.

Patrick further said, “with the ability for EPX to generate positive operating cash flows, it places the Company in a good position to further invest in sales growth, at a time when we are seeing other industry players either reducing their forward investment or having to restructure their business to target operating cash flows.”

### **Financial - other**

Payments for property, plant and equipment for the quarter include payments for hardware and installation costs for new customer projects of (\$0.4m). 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.

Total cash on hand as at 31 March 2025 was \$1.5m.

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

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### **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, servicing over 7 million sqm of floorspace across 5 continents. EP&T’s proprietary technology solution combines multiple information sources with cloud-based data analytics to detect real-time energy inefficiencies in buildings. This highly accurate identification of faults and inefficiencies enables EP&T to collaborate with building managers to improve and optimise building plant operating systems.

EP&T’s “EDGE Intelligent System” is a data repository incorporating 20+ years of building energy efficiency knowledge – collecting and analysing more than 5.6 billion points of data per annum with proprietary algorithmic analysis and machine learning.

To learn more visit [www.eptglobal.com](http://www.eptglobal.com)



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Patrick Harsas  
**Chief Financial Officer**

## 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

31-Mar-25

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
<b>1</b>	<b>Cash flows from operating activities</b>		
1.1	Receipts from customers	4,504	13,871
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs	(226)	(606)
	(c) advertising and marketing	(44)	(246)
	(d) leased assets	(2)	(140)
	(e) staff costs	(2,908)	(8,654)
	(f) administration and corporate costs	(1,352)	(3,508)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	1	11
1.5	Interest and other costs of finance paid	(51)	(118)
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	216	216
1.8	Other (provide details if material)	-	182
<b>1.9</b>	<b>Net cash from / (used in) operating activities</b>	<b>139</b>	<b>1,007</b>
<b>2</b>	<b>Cash flows from investing activities</b>		
2.1	Payments to acquire or for:		
	(a) entities		
	(b) businesses	0	(166)
	(c) property, plant and equipment	(379)	(1,036)
	(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)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(379)</b>	<b>(1,202)</b>

<b>3</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	(0)	1,000
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	-	(16)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(98)	(271)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (repayment of lease liabilities)	(197)	(450)
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>(295)</b>	<b>263</b>

<b>4</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	1,998	1,396
4.2	Net cash from / (used in) operating activities (item 1.9 above)	139	1,007
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(379)	(1,202)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(295)	263
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>1,464</b>	<b>1,464</b>

<b>5</b>	<b>Reconciliation of cash and cash equivalents</b>	<b>Current quarter</b>	<b>Previous quarter</b>
	at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>\$A'000</b>	<b>\$A'000</b>
5.1	Bank balances	1,464	1,998
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (Term Deposits)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>1,464</b>	<b>1,998</b>

<b>6</b>	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter</b>
		<b>\$A'000</b>
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.		

<b>7</b>	<b>Financing facilities available</b> <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>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1	Loan facilities	156	156
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	<b>Total financing facilities</b>	<b>156</b>	<b>156</b>
7.5	<b>Unused financing facilities available at quarter end</b>		-
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.		

<b>8</b>	<b>Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1	Net cash from / (used in) operating activities (item 1.9)	139
8.2	Cash and cash equivalents at quarter end (item 4.6)	1,464
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	1,464
8.5	<b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	<b>N/A</b>
	<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.

24-April-25

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.