

## **EP&T Global Limited Bell Potter Environmental Conference**

**20 November 2023** Building energy optimisation company EP&T Global Limited (ASX: EPX) is pleased to be presenting at the Bell Potter Environmental Conference.

The conference will take place virtually on Tuesday 21 November from 9.30am – 5.30pm (AEDT). A presentation from EP&T Global Limited will take place at 4.20pm (AEDT). CEO John Balassis will discuss insights about the evolving ESG landscape and the unique challenges and opportunities we face.

If you would like to join the presentation, you can register [here](#).

A copy of the presentation is attached to this announcement.

*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 proprietary EDGE cloud platform 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+ building, 7+ million sqm portfolio, identifying operational inefficiencies and providing accurate, auditable insights that on average deliver 21% reduction in energy consumption.

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

### **For more information, please contact:**

John Balassis  
**Chief Executive Officer**  
[investor@eptglobal.com](mailto:investor@eptglobal.com)

Patrick Harsas  
**Chief Financial Officer**

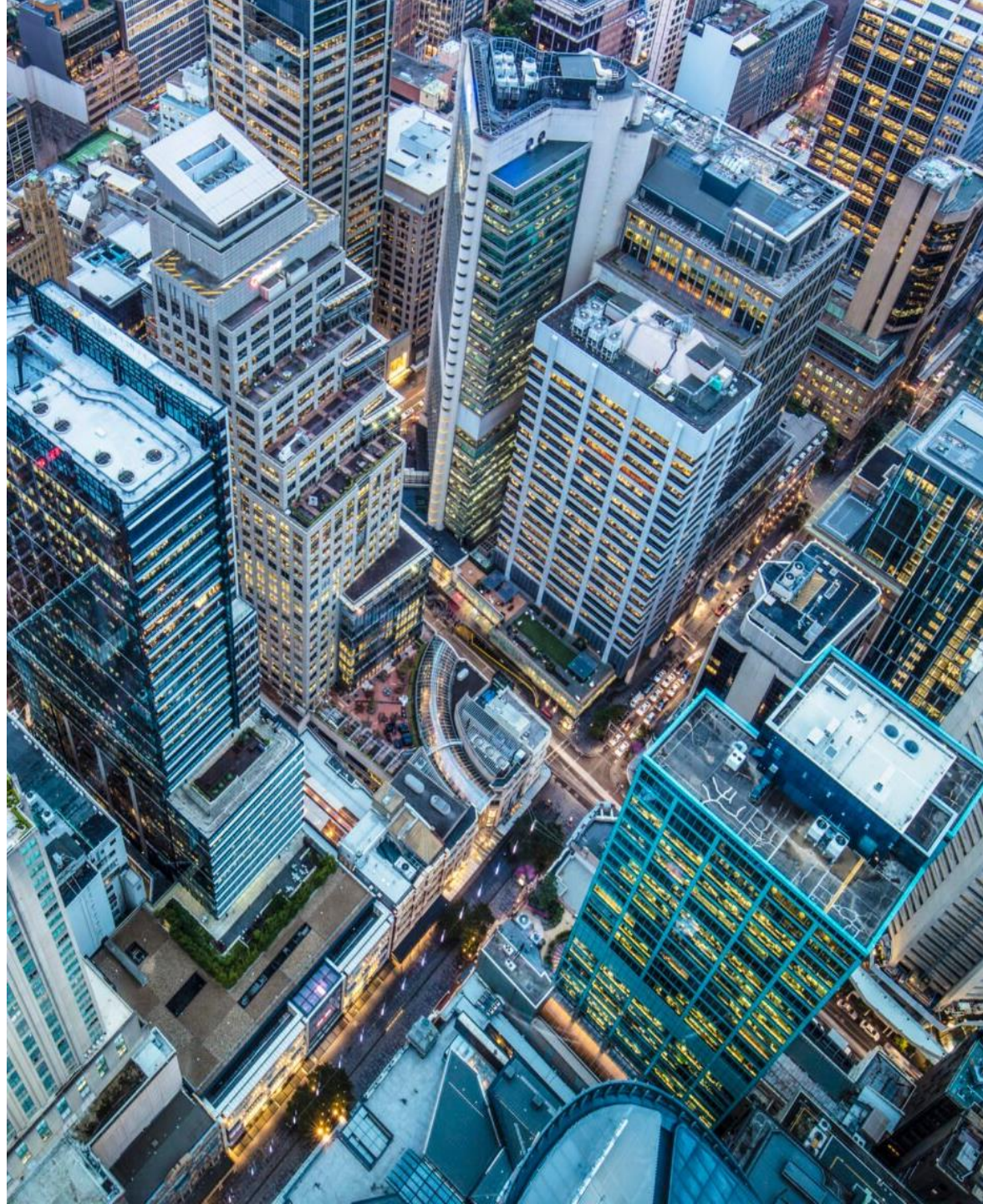


**ep&t global**

ENVIRONMENT | PROPERTY | TECHNOLOGY

# Company Update November 2023

Smarter Buildings Happier People Healthier World





# Important Notices

This Presentation has been prepared by EP&T Global Limited ("EP&T Global" or "Company"). The following notice and disclaimer applies to this investor presentation ("Presentation") and you are therefore advised to read this carefully before reading or making any other use of this Presentation or any information contained in this Presentation. By accepting this Presentation you represent and warrant that you are entitled to receive this Presentation in accordance with the restrictions, and agree to be bound by the limitations, contained within it. If you do not agree, accept or understand the terms on which this Presentation is supplied, or if you are subject to the laws of any jurisdiction in which it would be unlawful to receive this Presentation or which requires compliance with obligations that have not been complied with in respect of it, you must immediately return or destroy this Presentation and any other confidential information supplied to you by EP&T Global. By accepting this document, you acknowledge and agree to the conditions in this notice and agree that you irrevocably release EP&T Global from any claims you may have (presently or in the future) in connection with the provision or content of this Presentation.

## No Offer

This Presentation is not a prospectus, product disclosure statement or other offering document under Australian law (and will not be lodged with ASIC) or any other law. This Presentation is for information purposes only and is not an invitation or offer of securities for subscription, purchase or sale in any jurisdiction (and will not be lodged with the ASIC). This Presentation does not constitute an offer to sell, or the solicitation of an offer to buy, any securities in the United States or any other jurisdiction in which such an offer would be illegal. The securities referred to in this Presentation have not been, and will not be, registered under the US Securities Act of 1933 ("US Securities Act") or the securities laws of any state or other jurisdiction of the United States, and may not be offered or sold, directly or indirectly, in the United States unless the securities have been registered under the US Securities Act (which the Company has no obligation to do or procure) or are offered or sold pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the US Securities Act and applicable U.S. state securities laws. This Presentation may not be distributed or released in the United States. The distribution of this Presentation in jurisdictions outside Australia may also be restricted by law and any such restrictions should be observed. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

## Summary Information

This Presentation contains summary information about EP&T Global, its subsidiaries and their activities, including financial information which is current as at the date of this Presentation. The information in this Presentation is of a general nature. Certain financial information has been presented in an abbreviated form insofar as it does not include all the presentation and disclosures, statements or comparative information as required by the Australian Accounting Standards and other mandatory professional reporting requirements applicable to financial reports prepared in accordance with the Corporations Act. The summary information provided in this Presentation is for illustrative purposes only and does not purport to be complete nor does it contain all the information which a prospective investor may require in evaluating a possible investment in EP&T Global or that would be required in a prospectus or product disclosure statement prepared in accordance with the requirements of the Corporations Act. While EP&T Global has taken every effort to ensure the accuracy of the material in the presentation, neither the Company nor its advisers have verified the accuracy or completeness of the information, or any statements and opinion contained in this Presentation.

## Not Investment Advice

Each recipient of this Presentation should make its own enquiries and investigations regarding all information in this Presentation including but not limited to the assumptions, uncertainties and contingencies which may affect future operations of EP&T Global and the impact that different future outcomes may have on EP&T Global. This Presentation has been prepared without taking account of any person's individual investment objectives, financial situation or particular needs. Before making an investment decision, prospective investors should consider the appropriateness of the information having regard to their own investment objectives, financial situation and needs and seek legal, accounting and taxation advice appropriate to their jurisdiction. EP&T Global is not licensed to provide financial product advice in respect of EP&T Global shares. This Presentation does not constitute investment or financial product advice (nor tax, accounting or legal advice) or any recommendation to acquire shares of EP&T Global and does not and will not form any part of any contract for the acquisition of shares of EP&T Global. Cooling off rights do not apply to the acquisition of EP&T Global shares.

## Market and Industry Data

Certain market and industry data used in connection with this Presentation may have been obtained from research, surveys or studies conducted by third parties, including industry or general publications. None of the Company, its representatives or advisers have independently verified any such market or industry data provided by third parties or industry or general publications.

## Investment Risk

An investment in EP&T Global shares is subject to known and unknown risks, some of which are beyond the control of EP&T Global. EP&T Global does not guarantee any particular rate of return or the performance of EP&T Global nor does it guarantee any particular tax treatment. An investment in EP&T Global should be considered as Highly Speculative and High Risk due to the start up nature of the Company and its proposed business.

## Financial Data

All dollar values in this Presentation are in Australian dollars (A\$ or AUD) unless otherwise stated. Unaudited financial data contained within this presentation may be subject to change.

# Important Notices

## Financial Data

All dollar values in this Presentation are in Australian dollars (A\$ or AUD) unless otherwise stated. Unaudited financial data contained within this presentation may be subject to change.

## Forward-Looking Statements

This Presentation may contain forward looking statements. The words 'anticipate', 'believe', 'expect', 'project', 'forecast', 'estimate', 'likely', 'intend', 'should', 'could', 'may', 'target', 'plan' and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Forward-looking statements are subject to risk factors associated with the Company's business, many of which are beyond the control of the Company. It is believed that the expectations reflected in these statements are reasonable, but they may be affected by a variety of variables and changes in underlying assumptions which could cause actual results or trends to differ materially from those expressed or implied in such statements. There can be no assurance that actual outcomes will not differ materially from these statements. **You should not place undue reliance on forward-looking statements and neither EP&T Global nor any of its directors, employees, advisers or agents assume any obligation to update such information.** Any such statements, opinions and estimates in this Presentation speak only as of the date hereof and are based on assumptions and contingencies subject to change without notice, as are statements about market and industry trends, projections, guidance and estimates. Forward-looking statements are provided as a general guide only. The forward-looking statements contained in this Presentation are not indications, guarantees or predictions of future performance and involve known and unknown risks and uncertainties and other factors, many of which are beyond the control of the Company, and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct. Forward-looking statements may also assume the success of the Company's business strategies. The success of any of these strategies is subject to uncertainties and contingencies beyond the Company's control, and no assurance can be given that any of the strategies will be effective or that the anticipated benefits from the strategies will be realised in the period for which the forward looking statements may have been prepared or otherwise.

There can be no assurance that actual outcomes will not differ materially from these forward-looking statements. A number of important factors could cause actual results or performance to differ materially from the forward-looking statements, including (without limitation) the risks and uncertainties associated with the ongoing impacts of COVID-19, the Australian and global economic environment and capital market conditions and other risk factors set out in this Presentation. Investors should consider the forward-looking statements contained in this Presentation in light of those risks and disclosures. The forward-looking statements are based on information available to the Company as at the date of this Presentation.

No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including the Company or any of its advisers). In particular, no representation, warranty or assurance (express or implied) is given that the occurrence of the events expressed or implied in any forward-looking statements in this Presentation will actually occur. Actual operations, results, performance, production targets or achievement may vary materially from any projections and forward-looking statements and the assumptions on which those statements are based. Except as required by law or regulation (including the ASX Listing Rules), the Company disclaims any obligation or undertaking to update forward-looking statements in this Presentation to reflect any changes in expectations in relation to any forward-looking statement or change in events, circumstances or conditions on which any statement is based.

## Disclaimer

None of EP&T Global or its advisers or any of their respective affiliates, related bodies corporate, directors, officers, partners, employees and agents, have authorised, permitted or caused the issue, submission, dispatch or provision of this Presentation and, except to the extent referred to in this Presentation, none of them makes or purports to make any statement in this Presentation and there is no statement in this Presentation which is based on any statement by any of them. To the maximum extent permitted by law, EP&T Global and its advisers, affiliates, related bodies corporate, directors, officers, partners, employees and agents ("**Relevant Parties**") exclude and disclaim all liability, including without limitation for negligence or for any expenses, losses, damages or costs incurred by you as a result of your participation in an investment in EP&T Global and the information in this Presentation being inaccurate or incomplete in any way for any reason, whether by negligence or otherwise. Statements made in this Presentation are made only as the date of this Presentation. The information in this Presentation remains subject to change. The distribution of this Presentation (including an electronic copy) outside Australia may be restricted by law. To the maximum extent permitted by law, the Relevant Parties make no representation or warranty, express or implied, as to the currency, accuracy, reliability or completeness of information in this Presentation.

By accepting this Presentation, you expressly disclaim that you are in a fiduciary relationship with any of the Relevant Parties. Statements made in this Presentation are made only as at the date of this Presentation. None of the Relevant Parties, have any obligation to update statements in this Presentation. The information in this Presentation remains subject to change without notice.



**ep&t global**

ENVIRONMENT | PROPERTY | TECHNOLOGY

**To be the world's most  
trusted building efficiency  
platform provider.**

EP&T's proprietary EDGE cloud platform delivers energy cost and GHG emission reductions in commercial real estate.

EDGE data analytics collects and analyses BMS and metering data from a 500+ building, 7+ million sqm portfolio, identifying operational inefficiencies and providing accurate, actionable data that on average deliver 21% reduction in energy consumption

# Corporate Snapshot

## ASX: EPX

Share price (2 November 2023)	A\$0.025
Fully Paid Ordinary Shares	445,913,710
Options on issue	18,190,553
Undiluted Market Capitalisation	\$11.1 million
Cash (as at 30 September 2023)	\$1.0 million
Enterprise Value	\$10.1 million

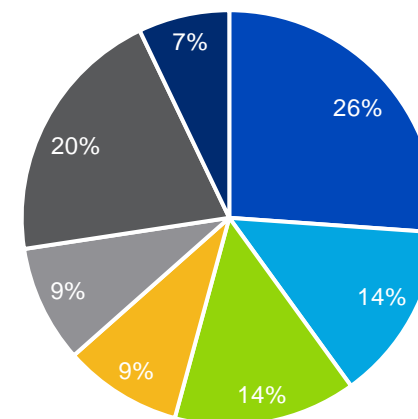
## Board and key management

Independent Chairman	Jonathan Sweeney
Executive Director & CEO	John Balassis
Independent Non-executive Director	Victor Van Bommel
Founder and executive Director	Keith Gunaratne
Non-executive Director	Richard Doyle
Chief Financial Officer	Patrick Harsas

## Share register<sup>1</sup>

Institutions hold ~45%

- Founder
- Perennial
- Ingot
- Thorney
- Other institutions
- Retail
- Board and management





# Highlights

## Globally proven technology

- **proprietary technology** combines multiple information sources with cloud-based data analytics to detect real-time energy inefficiencies in buildings.

## EDGE building efficiency platform

- a data as a service platform incorporating BMS, metering and IoT energy data from **5.6 billion+ points per annum, across over 7 million<sup>sqm</sup> of net lettable area** (Jun 23)

## Energy savings & sustainability

- current portfolio **average of 21% energy savings**, and annual reduction of CO2 emissions
- multiple EP&T clients have **won the world's most prestigious energy efficiency and sustainability awards** for the last 10 years

## Blue chip clients

- domestic and international client base currently **installed in >523 commercial buildings in 25 countries**
- average contract tenure over 4.1 years across total client base and 10 years for top 10%

## Macro environment strongly supports EP&T capability

- high electricity costs, carbon emission reduction, sustainability focus with Paris Accord, NABERS, GRESB and ESG

## Improving financials and operational discipline achieved

- **Achieved Operating Cashflow Breakeven<sup>1</sup>** inflection point, evidenced by the September 2023 Quarterly results **and 89% recurring revenue**

% energy savings

**21%**

Portfolio average FY23

FY23 Statutory Revenue

↑ **\$10.6m**

Increase of 50%

FY23 Annual Contracted Value<sup>3</sup>

↑ **\$14.4m**

Increase of 9%

Strong Recurring Revenues

**89%**

Consistent to FY22

average contract tenure

**4.1 years**

As at FY23

FY23 Recurring Revenue<sup>2</sup>

↑ **\$11.7m**

Increase of 26%

FY23 Underlying EBITDA Loss

↓ **(\$4.9m)**

Decrease of 24%

FY23 Unbilled Contract Value<sup>5</sup>

**\$42.9m**

average unexpired contract term of 3 years

1. Monthly operating cashflow breakeven is defined as monthly operating cash inflows (being receipts from operations and other revenue) less monthly operating cash outflows (being ordinary operating costs of the business) but excluding new project deployment costs and other investing and financing cash flows.

2. ARR is the contracted recurring revenue component of subscriptions on an annualised basis.

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

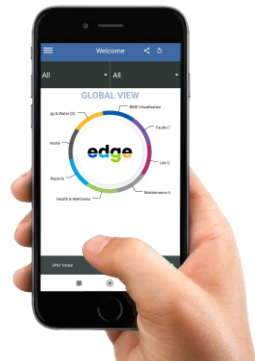
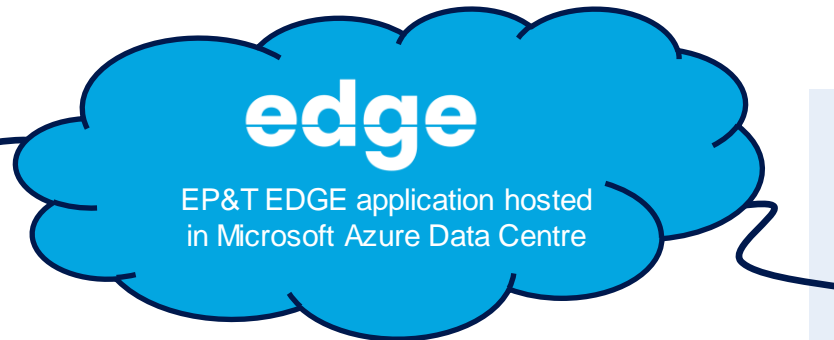
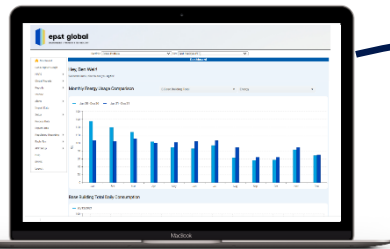
4. Source: 2019 Global Status Report for Buildings and Construction, Global Alliance for Buildings and Construction, International Energy Agency and the United Nations Environment Programme, 2019; Frost & Sullivan analysis 2021

5. Unbilled Contract value is the amount yet to be invoiced to customers under long term contracts; Based on Weighted average contract value.

# EDGE Intelligence System architecture

EP&T proprietary technology combines multiple information sources with cloud-based data analytics to detect real-time energy inefficiencies in buildings. EP&T collaborates with building managers to improve and optimise building plant operating systems and deliver significant energy savings

## EDGE Desktop

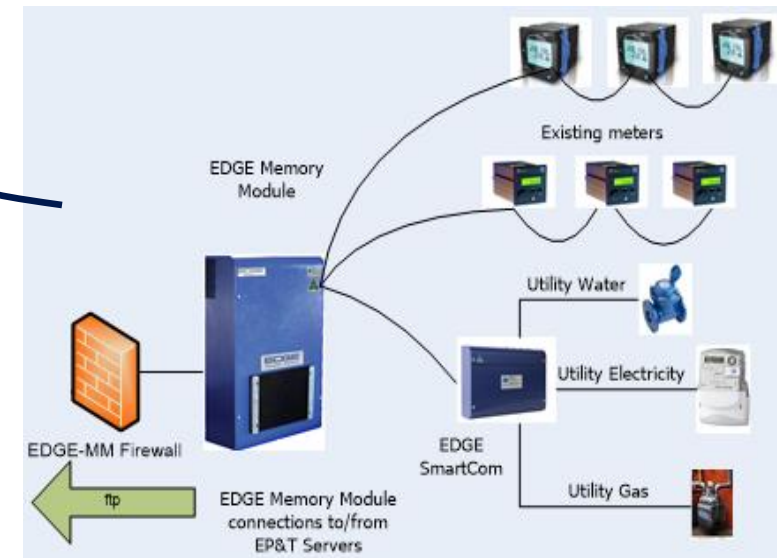


## EDGE Mobile

### edge is smart building technology that enables:

- Electricity, Gas, Thermal and Water Analytics
- BMS Analytics / Automatic Fault Detection & Diagnostics
- ESG Reporting (GRESB, MSCI, EPRA, GRI, et al.)
- Internal KPI reporting and NABERS tracking
- Utility Apportionment for Tenant Billing / Expense Recovery
- Maintenance and Lifecycle Analytics

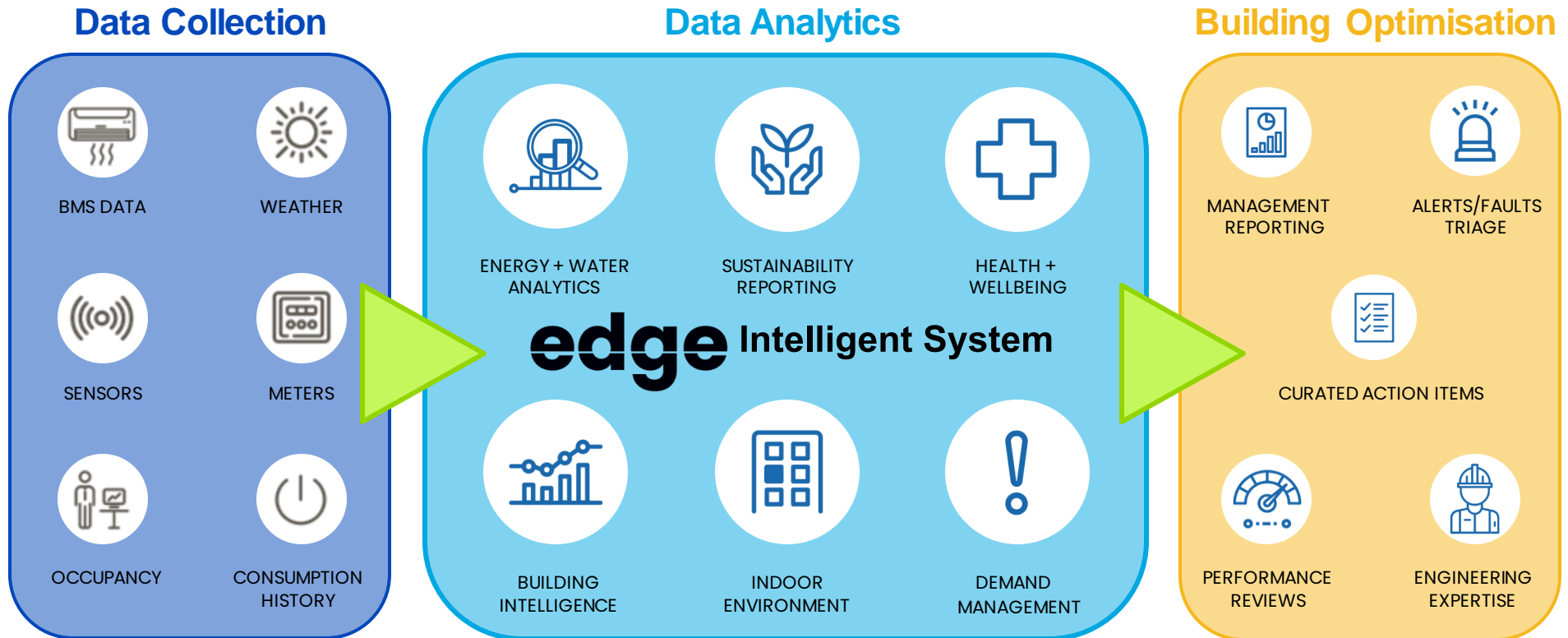
## Customer Site





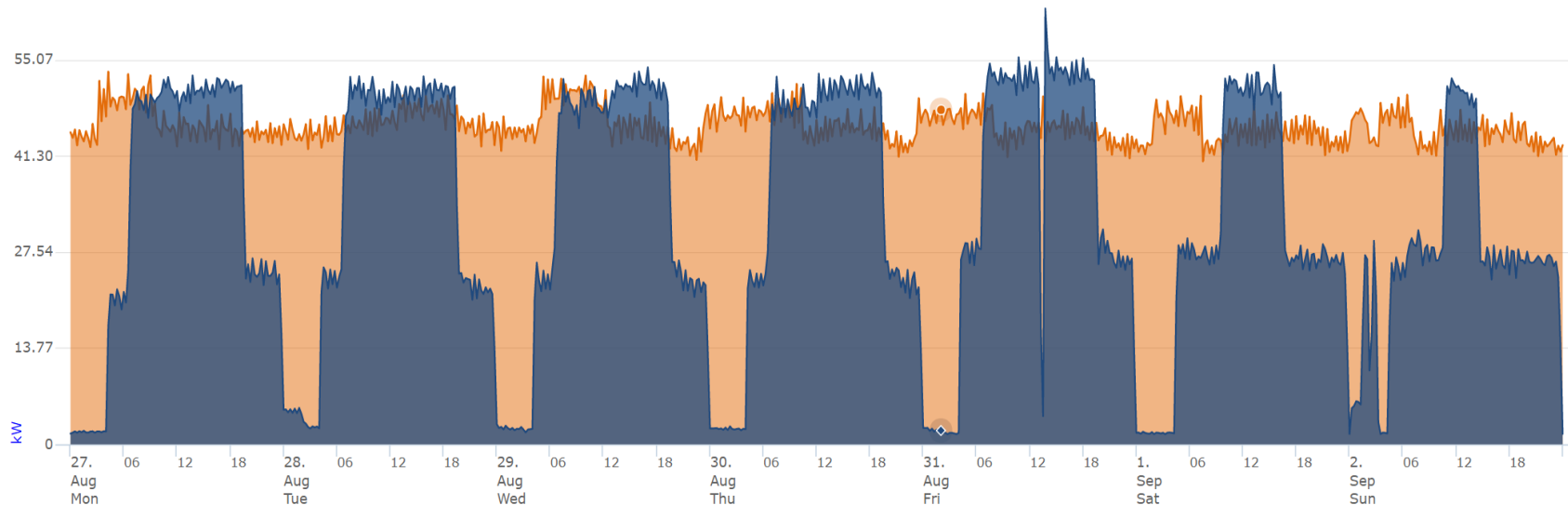
# EDGE Intelligent System – Data Analytics

EDGE data analytics collects and analyses Building Management Systems (BMS) and metering data, identifying operational inefficiencies and providing accurate, auditable data to rectify faults and optimise building operations.



# Case Study: Edge MARS Alert Example – *data drives results*

EP&T's 24/7 monitoring of multiple data sources and highly accurate identification of energy inefficiencies enables the detection of many more savings opportunities than our peers



- Previous energy consumption
- Corrected energy consumption

**Opportunity:** Edge algorithms identified the building heating equipment was running 24/7 at higher than expected levels given ambient conditions. The Building Management System (BMS) was incorrectly showing the equipment running as planned from 07:00 to 19:00, however this was due to a BMS software fault.

**Action:** BMS engineer reset the BMS software and the operation returned to normal of 12hrs/day vs 24hrs/day

**Outcomes:** Annual savings of more than \$54,000 per year financial impact and improved tenant comfort conditions.

# EDGE product suite

The EP&T EDGE product suite provides multiple points of engagement with our customers

edge	Essential	Commercial	Insight	Insight+
Target Customer Needs	<ul style="list-style-type: none"> <li>Consumption reporting, net zero and carbon reduction goals</li> </ul>	<ul style="list-style-type: none"> <li>Tenant billing and report on net zero and carbon goals</li> </ul>	<ul style="list-style-type: none"> <li>Measure net zero, cost and/or carbon reduction goals</li> </ul>	<ul style="list-style-type: none"> <li>Specific net zero, cost and/or carbon reduction targets</li> </ul>
Key Customer Benefit	<ul style="list-style-type: none"> <li>Accurate energy, water, thermal and gas data</li> <li>API for data export to third-party dashboard tools (Envizi, Measurabl, etc)</li> </ul>	<u>EDGE Essential plus</u> <ul style="list-style-type: none"> <li>Accurate, customisable tenant billing across all metered utilities</li> </ul>	<u>EDGE Commercial plus</u> <ul style="list-style-type: none"> <li>Actionable data to achieve energy and emissions reductions</li> </ul>	<u>EDGE Insight plus</u> <ul style="list-style-type: none"> <li>Financially guaranteed to reduce costs and emissions</li> </ul>
EP&T's EDGE	<ul style="list-style-type: none"> <li>Provision of accurate data</li> <li>Helps improve energy efficiency and meet carbon reporting requirements</li> </ul>	<ul style="list-style-type: none"> <li>Utility billing engine</li> <li>Ensures precise allocation of utility costs among tenants</li> </ul>	<ul style="list-style-type: none"> <li>Building energy data analytics</li> <li>Building sustainability services with actionable insights</li> </ul>	<ul style="list-style-type: none"> <li>Deep data analytics and property maintenance patterns</li> <li>Actionable savings opportunities</li> </ul>
Indicative cost	<ul style="list-style-type: none"> <li><b>\$1k/month/site</b></li> </ul>	<ul style="list-style-type: none"> <li><b>\$2k/month/site</b></li> </ul>	<ul style="list-style-type: none"> <li><b>\$3k/month/site</b></li> </ul>	<ul style="list-style-type: none"> <li><b>\$5k/month/site</b></li> </ul>

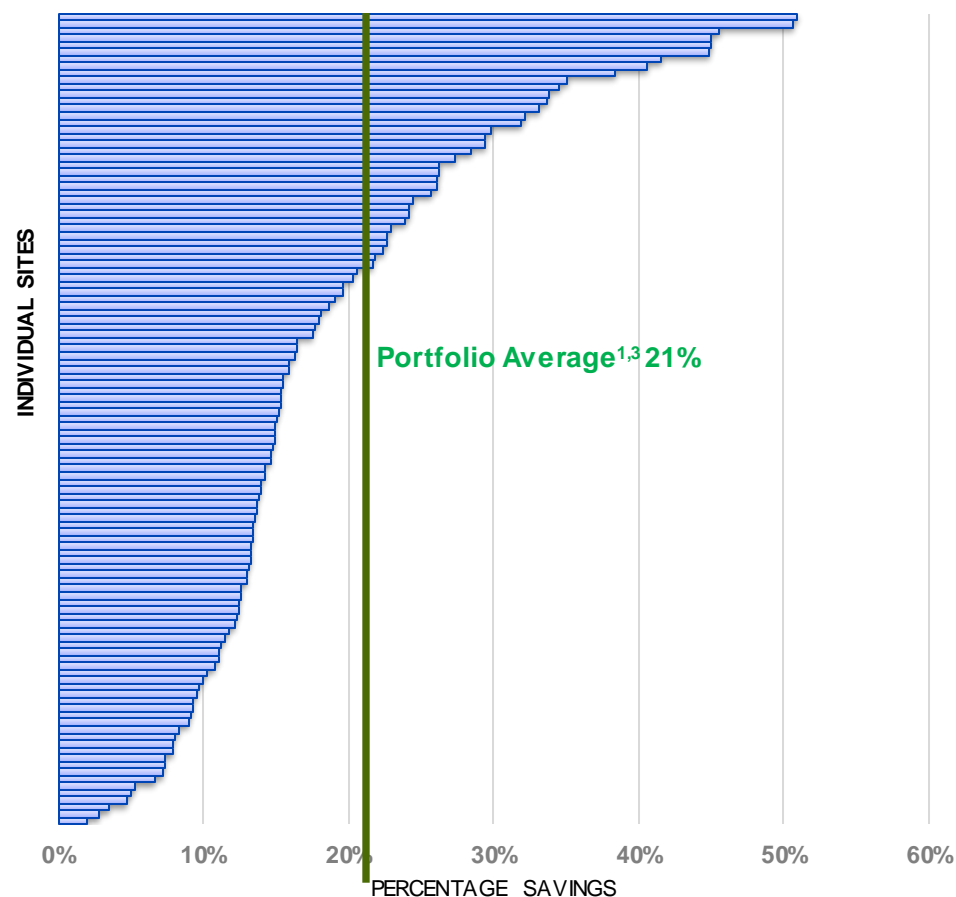


# Proven and consistent energy savings

## Portfolio average reduction in energy consumption by 21%,

- The current portfolio average energy reductions is 21%
  - ~ 85% of sites achieving 10% or more savings
  - ~35% of sites achieving 20% or more savings
  - ~ 15% of sites achieving 30% or more savings
- Based on EP&T's current portfolio of guaranteed savings sites, **the average CO2 saved per site is approx. 600 tonnes.**
- Based on EP&T's total current portfolio of guaranteed savings sites, total CO2 saved equates to the approx. equivalent of:
  - 390,000 trees being planted; or
  - 25 million car trip kilometers being removed; or
  - 16,000 return Sydney/London flight trips being saved.
- EP&T has delivered **material improvement in numerous clients NABERS ratings** from when EP&T contract commenced:
  - Ratings increases of up to 2.5 stars
  - Average portfolio increase of 0.8 stars

Annualised energy savings by site – current portfolio<sup>1,2,3</sup>

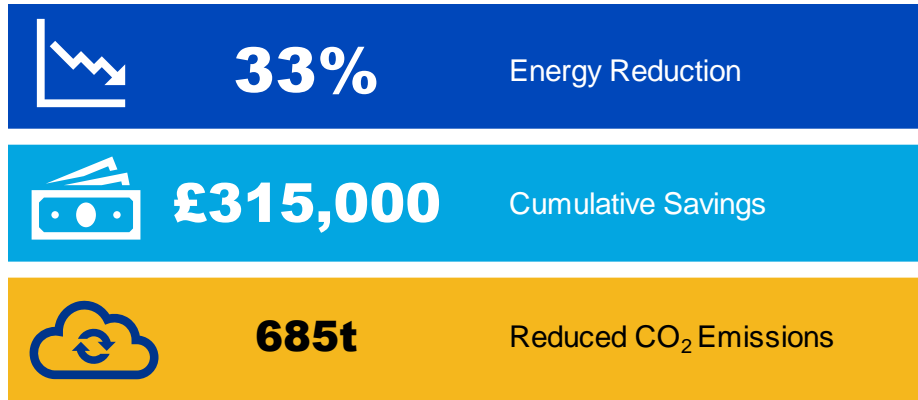


### Notes:

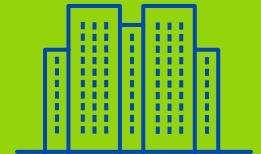
1. Savings are average annual energy bill savings over the contract term versus the baseline 12 months energy usage
2. The baseline is typically 12 months prior to project commencement of the contract
3. Savings based on currently saved above baseline target, as at 30 June 2023. The final savings may be above or below the current actual saving

# Case study : Commercial – Large UK REIT

## Achieving energy reduction and cumulative savings



### Building Type: Commercial



One of the largest UK focused REITs with a portfolio of commercial properties comprising over 500,000 sqm.

This building is a refurbished modern office asset of over 15,000 sqm and built around a spacious courtyard, in London.

The site adopted EDGE technology to aid the REIT to hit their target reduction in carbon intensity of 36% by 2022 and 55% by 2027.

A focus on energy efficiency using EDGE technology has allowed this asset to achieve energy savings of 33%.

# Case study: Hospitality - Major hotel

Achieving energy reduction and cumulative savings



**25%**

Energy Reduction



**\$317,000**

Cumulative Savings



**1,795 t**

Reduced CO<sub>2</sub> Emissions



## Building Type: Hotel



This landmark Australian hotel comprises multiple dining options, cocktail bar, rooftop pool, lounge and bar.

EP&T were engaged with the objective of establishing an independent, 'single source of truth' from which the management team would deliver energy efficiency and cost reductions, which have included:

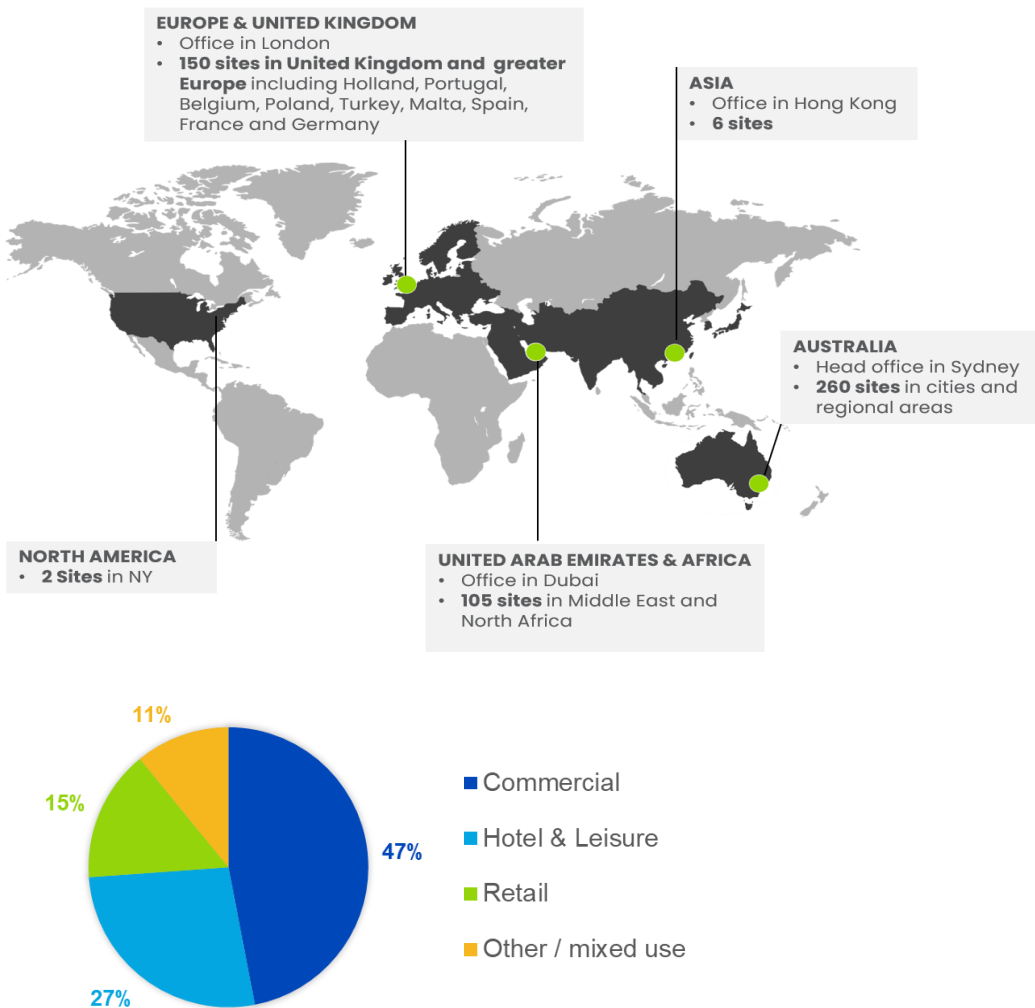
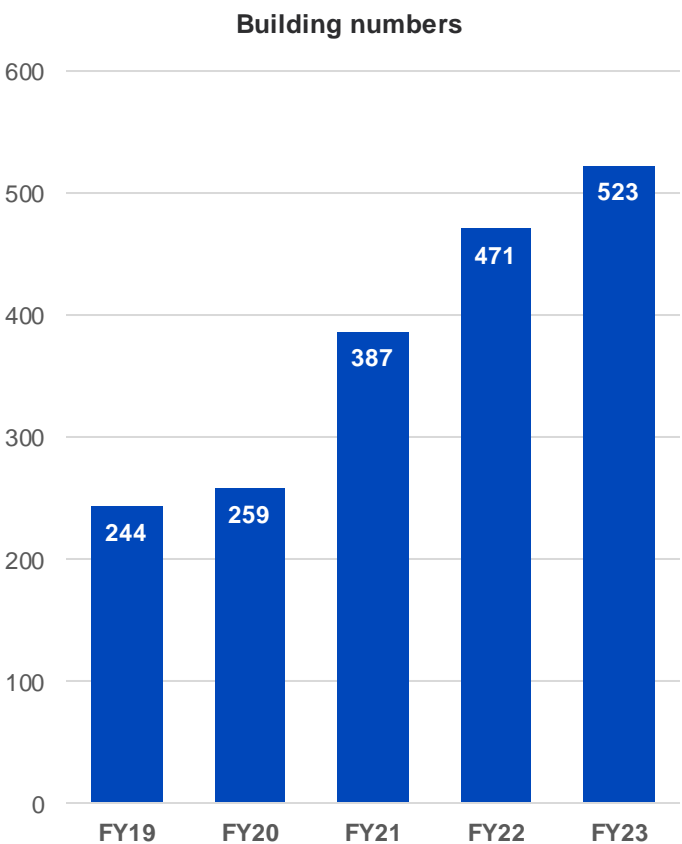
- Minimising AC loads during low demand periods and applying correct schedules for AC equipment to match conditioning requirements.
- Optimising lighting loads by providing lighting only when required. Focus was also concentrated on areas such as the hotel corridors and car park, and ensuring lighting controls were optimised in back of house.



# Customer base spanning over 25 countries in 5 continents

Site numbers continue to grow, monitoring over **7million<sup>sqm</sup> of net lettable area<sup>1</sup>** and over **1billion kWh annually<sup>1</sup>**

## Contracted Building #s



# Global Clients obtaining leading sustainability awards

Multiple EP&T clients have won the world's most prestigious energy efficiency and sustainability awards for the last 10 years.



2023

**SUSTAINABILITY YEARBOOK** S&P Global CSA (formerly DJSI) **CapitaLand, Stockland**  
**SUSTAINABILITY AWARD** ClubsNSW Clubs & Community Awards 2023 **Hornsby RSL**

2022

**GRESB SECTOR LEADERS** Top quintile **British Land, Growthpoint**  
**B RATING** CDP Climate Performance **British Land, Growthpoint**  
**sBPR GOLD** EPRA Sustainability Reporting Awards **British Land, M&G**  
**AAA RATING** MSCI ESG Rating **British Land, Stockland**  
**6 STARS** Achieved maximum 6 Star NABERS Rating **Multiple customers**

2021

**DOW JONES SUSTAINABILITY** World Index for Real Estate **CapitaLand, Stockland**  
**GRESB SECTOR LEADERS** Top quintile **British Land, Growthpoint**  
**sBPR GOLD** EPRA Sustainability Reporting Awards **British Land, Cofinimmo, Derwent London**  
**B RATING** CDP Climate Performance **Growthpoint**  
**6 STARS** Achieved maximum 6 Star NABERS Rating **Multiple customers**

2020

**DOW JONES SUSTAINABILITY** World Index for Real Estate **CapitaLand, Stockland**  
**GRESB SECTOR LEADER** Listed Retail **Scentre Group**  
**sBPR GOLD** EPRA Sustainability Reporting Awards **British Land, Cofinimmo, Derwent London, Intu**  
**B RATING** CDP Climate Performance **Growthpoint**  
**6 STARS** Achieved maximum 6 Star NABERS Rating **Multiple customers**

2019

**DOW JONES SUSTAINABILITY** No. 1 in Corporate Sustainability **Stockland**  
**GRESB SECTOR LEADERS** Listed Diversified Office/Retail **Stockland**  
**GRESB EUROPEAN LEADER** Listed Retail **Unibail-Rodamco-Westfield**  
**sBPR GOLD** EPRA Sustainability Reporting Awards **British Land, Cofinimmo, Derwent London, Intu**  
**6 STARS** Achieved maximum 6 Star NABERS Rating **Multiple customers**

2018

**DOW JONES SUSTAINABILITY** No. 1 in Corporate Sustainability **Stockland**  
**GRESB SECTOR LEADERS** Listed Diversified Office/Retail **Stockland**  
**sBPR GOLD** EPRA Sustainability Reporting Awards **British Land, Cofinimmo, Derwent London, Intu**  
**6 STARS** Achieved maximum 6 Star NABERS Rating **Multiple customers**

2017

**WINNER** CIBSE Test of Time Award **British Land**  
**sBPR GOLD** EPRA Sustainability Reporting Awards **British Land, Cofinimmo, Derwent London, Intu**  
**GRESB SECTOR LEADER** Listed Diversified Retail/Office **Stockland**  
**6 STARS** Achieved maximum 6 Star NABERS Rating **Multiple customers**

# Long-term customer relationships

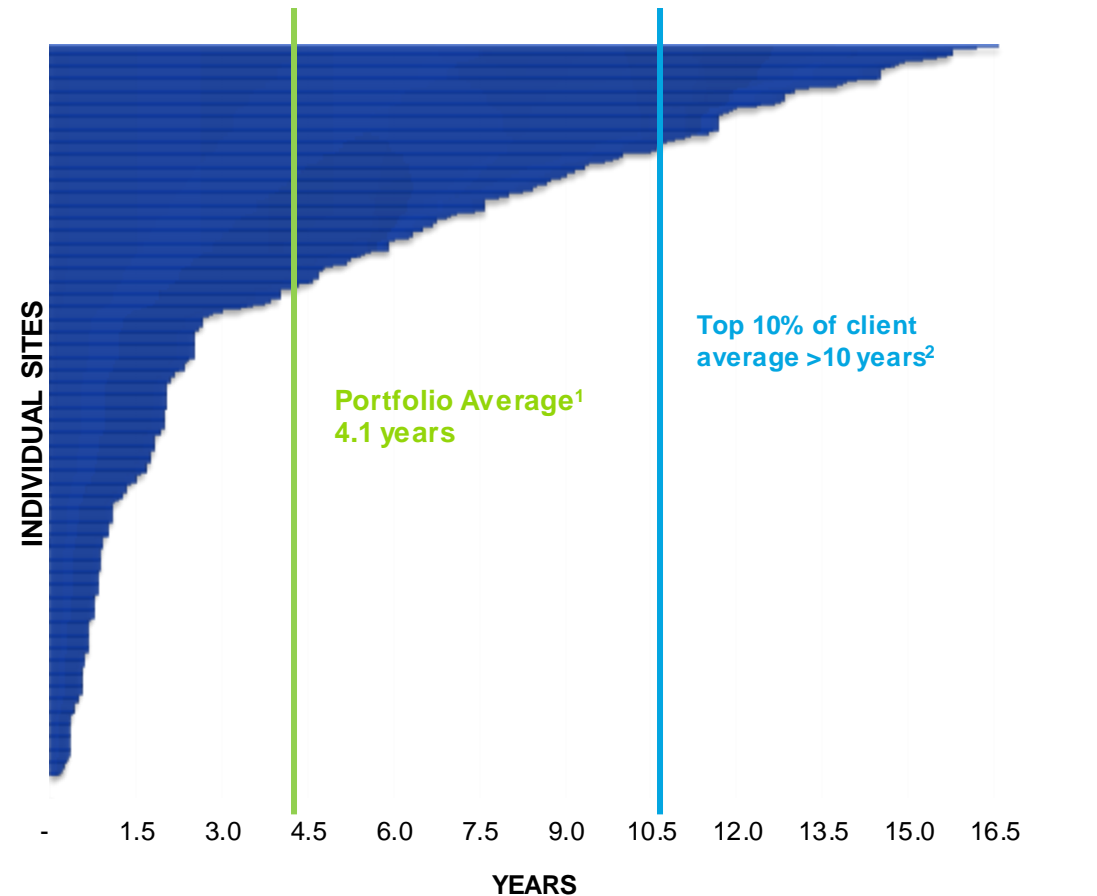
EP&T's consistent energy savings and improved building sustainability ratings performance has led to long-term customer relationships

Average client relationship of **4.1 years**

Average client relationship of the top 10% of installed sites is **>10+ years**

**Long-term relationships lead to improving Lifetime Value (LTV) of clients**

ONGOING SITE RELATIONSHIP LENGTH<sup>1</sup> (YEARS)



Notes:

1) As at 30 June 2023, the average being the simple average based on initial contract date with EP&T for sites installed

2) Top 10% based on initial contract date with EP&T and based on current installed sites ARR





**ep&t global**

ENVIRONMENT | PROPERTY | TECHNOLOGY

# Operating Metrics

# Positive operating cash flow achieved in Q1FY24

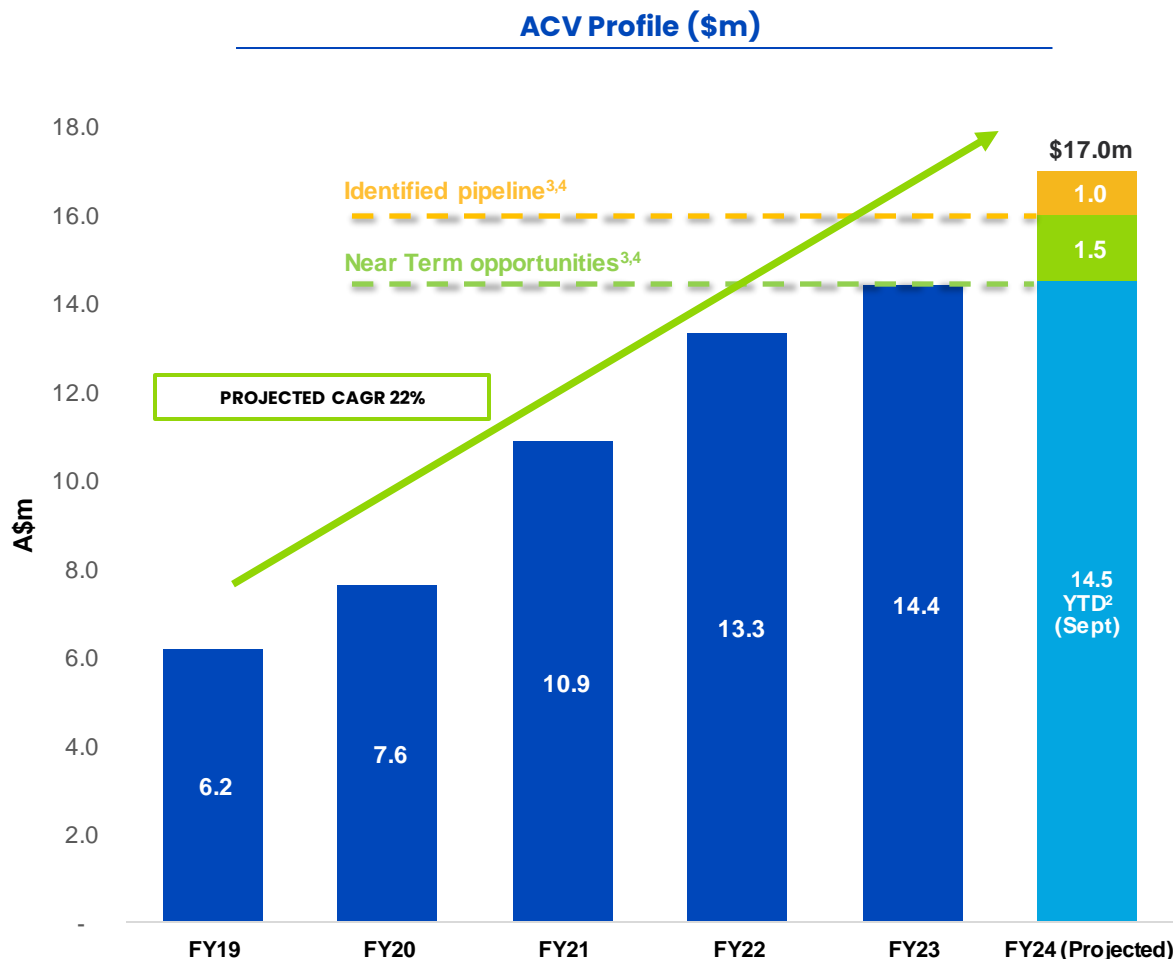
EPX attains a strategic milestone of operating cash flow breakeven in the September 2023 quarter

- The turnaround from a year earlier is significant, with a 92% increase in Operating Cash Receipts and 100%+ in net Operating Cash Flow.
- Turnaround is a combination of:
  - Improved installations process leading to converting ACV into revenue; and
  - Active cost and working capital management.
- Total net operating cash flows for the quarter was \$0.3m, a significant improvement from June 23 (negative \$0.7m) and September 2022 (negative \$1.5m).



# Projected<sup>3,4,5</sup> ACV<sup>1</sup> range of \$16.0-\$17.0m

- ACV projected<sup>3,4,5</sup> between of \$16.0m to \$17.0m based on qualified identified pipeline.
  - Near Term opportunities<sup>4</sup> projected of \$1.5m, based on progressed negotiations with existing customers, the two largest of which represent approx. \$1.0m of projected ACV.
  - Identified pipeline<sup>4</sup> opportunities projected of \$1.0m, based on existing and new customer opportunities.
- If projected ACV is delivered it would equate to a CAGR of 22% since EP&T changed its commercial model to a recurring revenue model.



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

2. ACV Year to Date (YTD) is as at 30 September 2023;

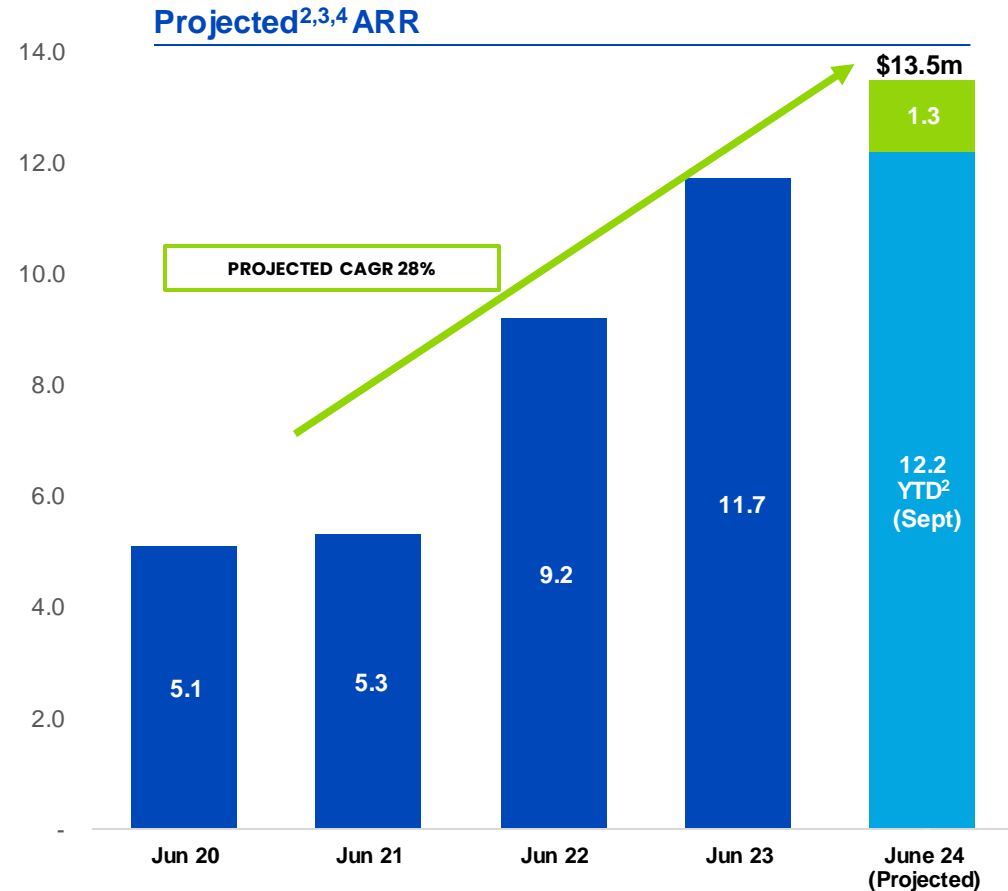
3. Allowance has been made for an assumed 2.5% annual ACV churn which is consistent to historical performance, plus an estimated conversion from the Company sales pipeline of \$1.5m – \$2.5m in ACV prior to 30 June 2024.

4. Near term opportunities of \$1.5m are defined as Sales opportunities which have not yet been signed but are in a progressed state of negotiation with customers, with two near term opportunities representing in total approx. \$1.0m of the \$1.5m in Near Term opportunities. Should either of these Near Term prospective ACV opportunities not be delivered, the ACV target range may not be met without further opportunities being delivered by 30 June 2024. Identified pipeline opportunities with projected ACV of \$1.0m is based on identified customer opportunities which are in negotiation but are not yet sufficiently progressed and may not occur.



# Projected ARR<sup>1</sup> of \$13.5m at 30 June 2024

- FY23 ARR<sup>1</sup> of \$11.7m installed as at 30 June 2023, a 26% increase from 30 June 2022.
- The business is currently projecting a further \$1.3m in ARR conversion<sup>3,4</sup> by 30 June 2024. Once installed this will bring total ARR to \$13.5m.
- Projected ARR of \$1.3m<sup>3,4</sup> is based on:
  - Contracted ACV backlog, the majority of the projected ARR, being ACV currently being installed or planned to be installed prior to 30 June 2024; and
  - Projected New ACV<sup>2</sup> to be won and installed prior to 30 June 2024.



1. ARR is the contracted recurring revenue component of subscriptions on an annualised basis.

2. ARR Year to Date (YTD) is as at 30 September 2023.

3. Allowance has been made for an assumed 2.5% annual ARR churn which is consistent to historical performance, plus an estimated conversion of ACV backlog, being ACV contracted but not yet installed, plus new ACV yet to be won and installed. The breakdown of the projected additional \$1.3m in ARR is based on approx. \$0.9m in contracted ACV backlog being installed prior to 30 June 2024 and approx. \$0.4m in ACV yet to be won to be successfully closed and installed. Contracted backlog ACV may fail to be installed due to delays outside the control of the Company, such as gaining site access, the relevant property being sold prior to installation commencing, restrictions placed on the installation due to tenant or other requirements. In some of these circumstances where installation cannot proceed, the Company is entitled to cost recovery and /or revenue recovery.

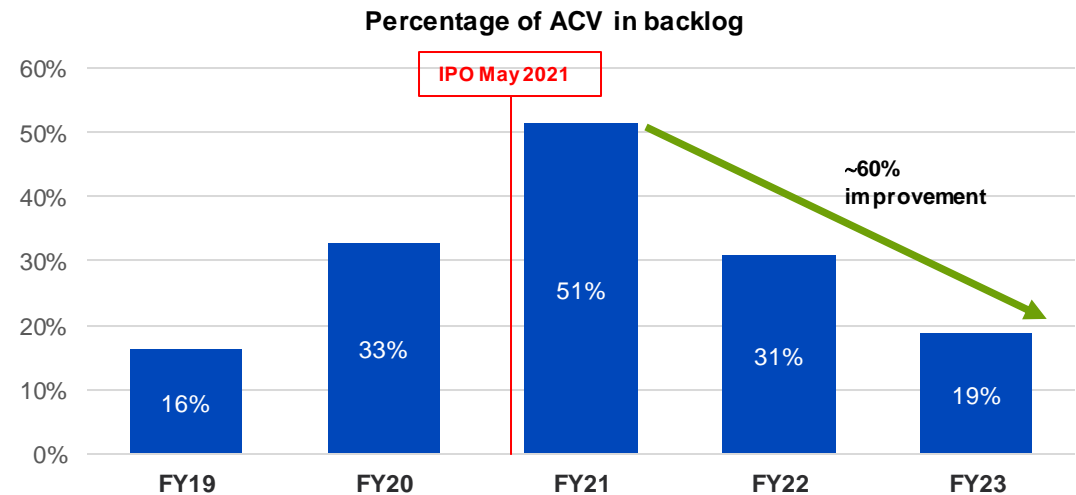
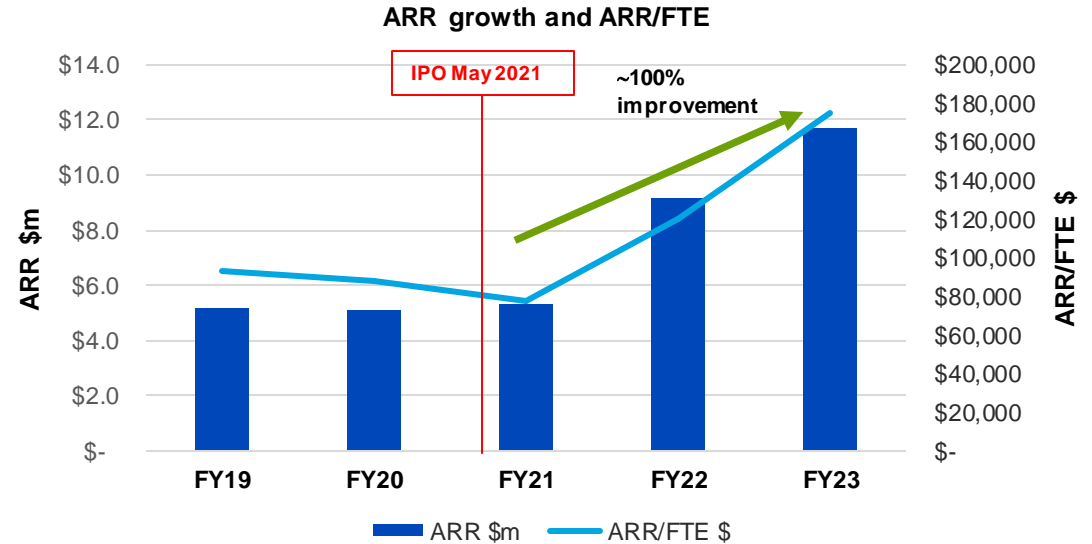
# Significant improvement in ARR metrics during FY23

- **ARR per FTE**

- Improved from FY22 of approx. \$120k/fte per annum to FY23 of approx. \$174k/fte per annum, an increase of 45%
- Over 100% improvement since IPO

- **ACV to ARR conversion**

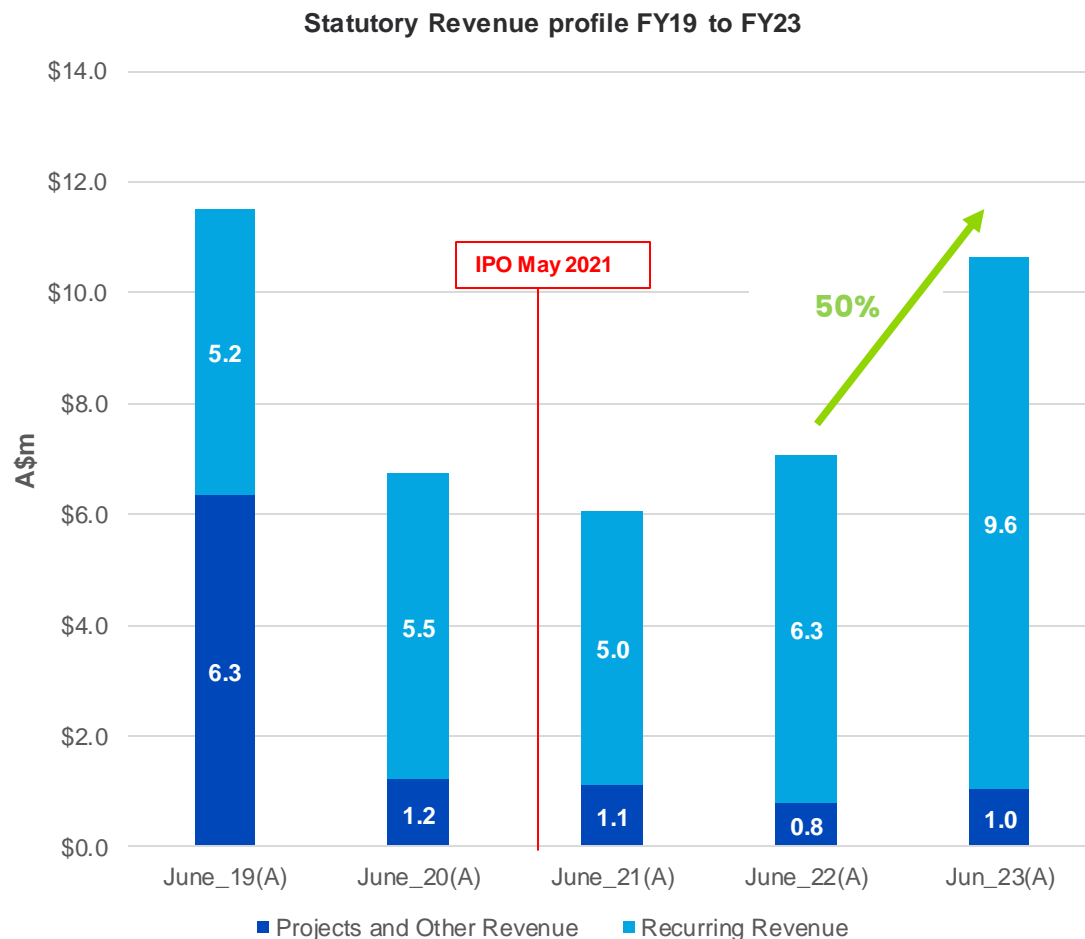
- Improved from 31% (i.e., 31% of ACV in backlog) down to 19%, which represent an over 30% improvement from FY22
- Over 60% improvement since IPO



# FY23 statutory revenue up 50%

Statutory revenue changed from predominantly capital in nature to now being 89% recurring

- FY19-20 transitioned from capex model to recurring subscription revenue model
- FY23 **total statutory revenue** of \$10.6m, an increase of 50% from FY22:
  - Recurring revenue of \$9.4m an increase of 49% from FY22
  - Project and other revenue of \$1.0m an increase of 33% from FY22
- **Recurring revenue 89%** of total revenue:
  - Significant improvements made since FY19 when it was 45% of total revenue
  - Recurring revenue CAGR of 32% since IPO
- **Projects & Capital revenue increased by 33%** from FY22 due to:
  - Capital project revenue was consistent to FY22
  - **Launch of EDGECertifi** during FY23 saw revenue increase from \$0.2m to \$0.4m, growth of over 50%.

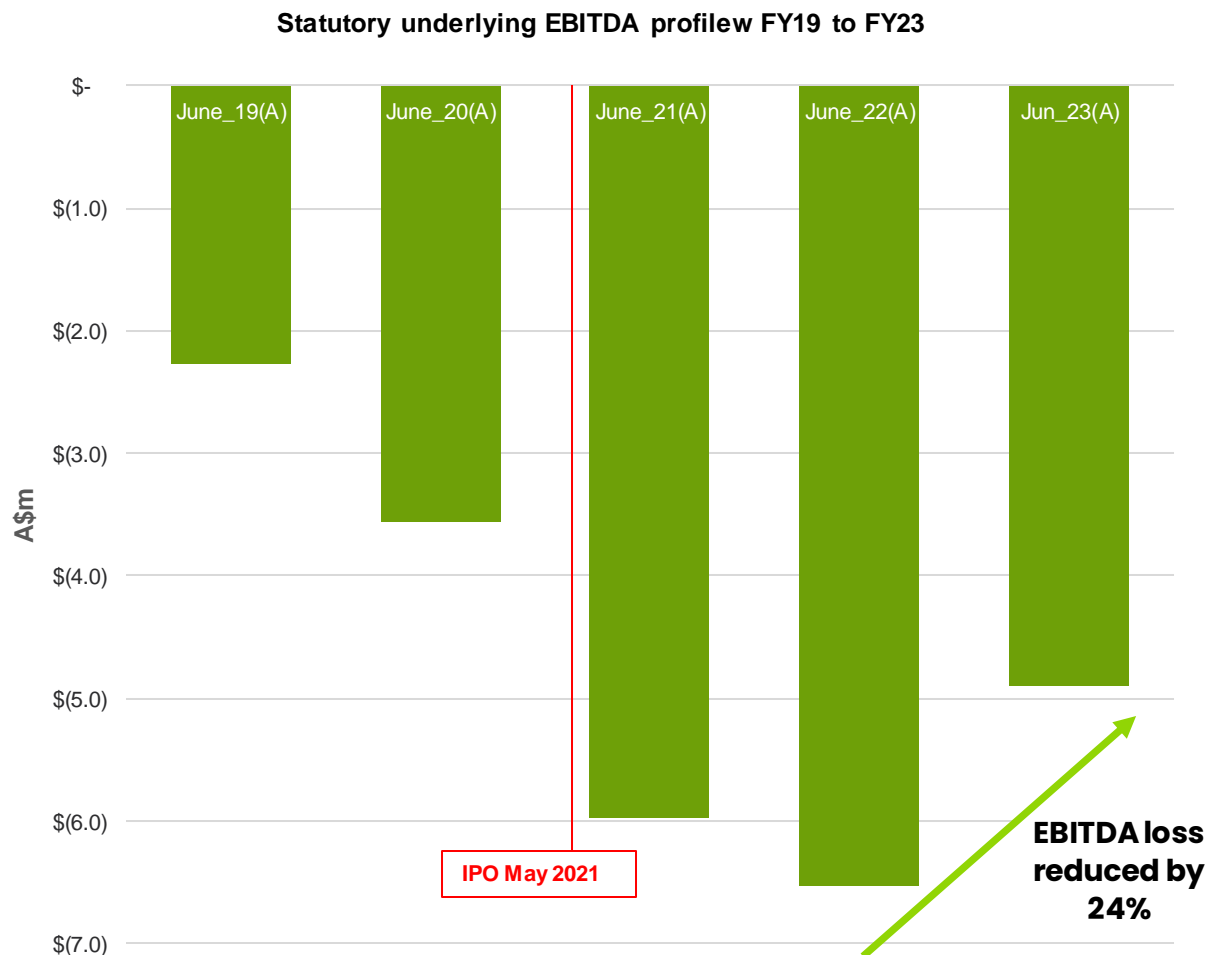


# Underlying EBITDA loss reduced by 24%

This has been a turnaround journey from a capital revenue to a recurring revenue business

- **Underlying EBITDA loss improvement by 24%**

- FY23 underlying EBITDA of (\$4.9M) compared to FY22 of (\$6.5m)
- \$1.3m in one-off costs impacting the EBITDA result as the business focused on restructuring the management structure and implementing cost control
- Operating cost efficiency savings of \$1.3m per annum were implemented during financial year 2023, which will benefit the forward operating cost base of the business.





# Growth Drivers

## Growth markets



- AU, UK and Europe – moving to active energy management requiring accurate data to assist with predictive opportunities which lower costs and ESG reporting
- Middle East and Asia – principally energy cost reduction focus requiring accurate insights and consistent monitoring
- Existing Portfolio focus supported by Customer Success and Customer Delivery teams

## Platform automation and scalability



- EDGE, proven cloud-based technology platform:
  - Delivers consistently accurate energy behaviour and insights;
  - Expanding into solar, water and thermal/gas energy insights
  - Platform suitable for all markets

## Product innovation



- New EDGE product suite allows multiple entry points to customers
- EDGE Certifi launched and early engagement is positive
- Data recovery capability unique to EP&T and an important element of accuracy
- Machine learning and data algorithms improving

## Organic growth strategy



- Up-sell / cross-sell in our regions to existing customer base
- Expand product suite to partner customers on their net zero journey
- Regional opportunities support the product suite and EP&T's core capabilities

## Acquisition opportunities



- Bolt on opportunities emerging
- Enhance customer experience and/or product offering

# Summary



**Proven energy saving technology** – proprietary technology operating in multiple sectors of commercial real estate **continuing to deliver portfolio average of 21% pa energy savings.**



**Continued growth in international blue chip client base** – EP&T's clients include **leading blue-chip companies and global real estate brands, currently contracted with 523 sites in over 25 countries in 5 continents.**



**Market tailwinds support EP&T's core strength based on granular data** – EP&T takes a holistic view of the full equipment ecosystem to give **deeper insights and verifiable data** which continues to attract global customers.



**Operating cashflow breakeven<sup>1</sup> achieved** – recent quarterly performance shows cashflow breakeven achieved.



**Operating performance metrics considerably improved**

- ❖ FY23 **ARR growth of 26%** to \$11.7m
- ❖ FY23 **Statutory revenue growth 50%** to \$10.6m
- ❖ FY23 **Underlying EBITDA loss reduced by ~ 24%** to (\$4.9m)
- ❖ Strong recurring revenues – **89% recurring**

1. Operating cashflow is defined as monthly operating cash inflows (being receipts from operations and other revenue) less monthly operating cash outflows (being ordinary operating costs of the business including employment costs, direct cost of goods sold, occupancy, marketing, corporate and other operating costs) but excluding new project deployment costs and other investing and financing cash flows.

**Smarter Buildings**

**Happier People**

**Healthier World**



**ep&t global**

ENVIRONMENT | PROPERTY | TECHNOLOGY

**The world's most trusted  
building efficiency platform  
provider**

---

**[www.eptglobal.com](http://www.eptglobal.com)**

**[info@eptglobal.com](mailto:info@eptglobal.com)**

**Sydney – Australia**

T: +61 2 8422 6000

**Dubai – Middle East & Africa**

T: +971 4 874 7547

**London – UK & Europe**

T: +44 207 831 7511

**Hong Kong – Asia**

T: +852 2831 0999