



**ep&t global**

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## **EP&T Global Secures New Multi-Year Contracts in UK Market**

**21 February 2022**

### **Highlights**

- EP&T Global Limited (EP&T) signs a multi-year agreement with a fund affiliated with MCAP Global Finance (UK) LLP, the European subsidiary of New York-headquartered Marathon Asset Management LP with an Annual Contract Value (ACV) of A\$0.55m and a Total Contract Value (TCV) in excess of ~A\$1.6M
- New contract signed with an existing UK portfolio customer, with additional TCV of ~A\$0.2m
- New contracts to increase Annualised Contract Value (ACV) to \$12.1m; growth of \$1.2m (11%) from June 2021.

Building energy optimisation company EP&T Global Limited (ASX: EPX) ('EP&T' or 'the Company') is pleased to announce it has signed new multi-year contracts with UK-based customers with a combined TCV of ~A\$1.8m.

This includes an agreement with MCAP Global Finance (UK) LLP for their hotel portfolio to deliver savings on energy, carbon emissions, and cost. The contract includes 17 UK-based hotel sites. The multi-year contract will bring a TCV to EP&T in excess of ~A\$1.6M.

EP&T has also signed a multi-year contract with an existing UK-based portfolio customer, with a TCV of ~A\$0.2m. This brings the number of buildings within this portfolio serviced by EP&T to 18.

With the addition of these new contracts, EP&T's ACV increases to \$12.1m, with over 420 buildings now under contract.

EP&T Global CEO, Trent Knox said, *"This continues the sales momentum the Company is witnessing in the key markets of the UK and Europe, where ACV has grown by 83% in the past 12 months. The contract with Marathon Capital follows our recent contract win with DWS (42 sites) and further expands our footprint in the region.*

*"The business is well placed for continued growth due to consistent global ESG tailwinds and an increasing emphasis on net zero targets. EP&T's proven track record of delivering energy savings and reductions in carbon emissions plays an important role in assisting building owners and operators to achieve their net zero goals."*

### **Key Hires to Support Growth**

In response to strong interest in EP&T's solutions, the Company has further invested in the growth of the UK and European markets with the addition of two new sales executives in the European Sales team. EP&T is also expanding its team through the appointment of a Chief Product Officer. The Company is close to finalising this appointment. This is a newly created role whose primary directive will be to continue to evolve EP&T's products and services to remain aligned with our clients' needs arising from the net zero and ESG targets being set by commercial asset owners and operators.

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

### **About EP&T Global**

EP&T Global is a building energy optimisation company that has a proven track record of delivering significant energy savings and reductions in carbon emissions in all forms of commercial real estate. EP&T plays an important role in assisting building owners and operators with their ESG reporting and to achieve their net zero goals.

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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