

## ASX Announcement

# EP&T Global Limited Achieves ACV guidance

**01 July 2024:** EP&T Global Limited (ASX: EPX), the building energy optimisation company helping clients contribute to a greener future, is pleased to provide an update on its sales momentum.

### Highlights

- Total Contract Value (TCV<sup>1</sup>) wins of over \$6.0million across both existing and new customers, adding approx. equivalent of \$1.7million in new Annual Contract Value to 30 June 2024.
- Annualised Contract Value (ACV<sup>2</sup>) increases to \$16.1m, up 12% since June 2023, and meets ACV projected guidance.
- Some new revenue wins from January 2024 to date, include:
  - A new five-year agreement with a growing Australian based hotel owner, which is part of a large Australian private investment manager, securing three of their existing hotels, with an ACV of \$0.1m.
  - A new five-year, multi-building agreement with an existing customer, being a leading EU hotel resort, with an ACV of approx. A\$0.2m.
  - A new five-year agreement, on the back of signing a Master Services Agreement, with an existing large UK based commercial real estate customer, with an ACV of approx. \$0.3m per annum; and
  - Further buildings in Australia, Europe and the UK for an existing European based leading asset manager customer, adding A\$0.7m in new ACV during the period. EP&T now monitors over 50 buildings for this customer in over 10 countries.

**EP&T CEO, John Balassis**, said “the operational changes made during the first half of FY24 are delivering results. Having achieved operating cashflow breakeven, our move from January 2024 to focus on growth, has led to new site wins, from both existing and new customers, demonstrating the demand for our technology.”

**John Balassis** added “with the successful completion of a capital raising in February 2024, we are now growing our ACV pipeline. The second half FY24 ACV growth is greater than the entire previous financial year (FY23), with signs of continued positive momentum emerging within the current pipeline as we move into FY25.”

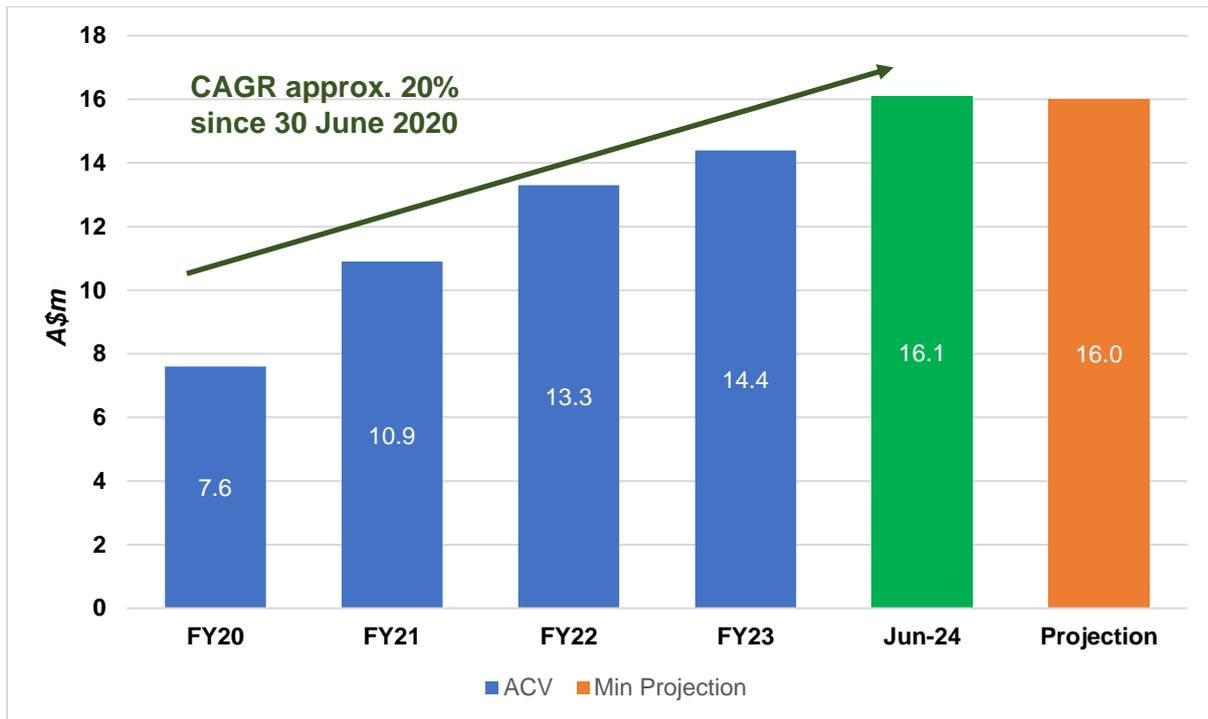
Churn to date has remained within the portfolio budgeted range of approximately 2% –3%. EP&T is investing further in its product range and product functionality, to offer customers more choice when seeking to utilise the EDGE platform. To support this, EP&T has expanded its internal product team.

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<sup>1</sup> TCV is defined as the total of all fees charged under the contract over the total term of the contract

<sup>2</sup> ACV is defined as the annualized monthly fees charged under contracts on hand at each period end. ACV is calculated into Australian dollars based on historical long term exchange rates. On conversion to actual cashflow, the exchange rate prevailing at the time of billing may be higher or lower to the historical long term average exchange rates used to determine the ACV value

### Annual Contract Value (ACV)



Commenting on the outlook, **EP&T CEO John Balassis**, said, “having added over \$6.0million in new contracts to June 2024, we are now well placed to convert the growth opportunities presented by our existing customers and more broadly by the market. Our ability to apply our EDGE platform across multi-jurisdictions means we can deliver consistent energy saving and optimisation outcomes to our clients. This is evidenced by our success in growing a new vertical in hospitality and hotel monitoring, with EP&T now monitoring over 20,000 rooms globally for some of the largest hotel operators in the market.”

“EP&T’s EDGE technology platform remains a leading trusted data source globally and an integral platform for customers to meet their sustainability needs, whilst also continuing to optimise their buildings and reduce energy consumption and CO2 emissions. This unique offering, our long-term customer base and multi-national customer reach, position us positively for future growth.”

*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 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)

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