

## EP&T announces a trading update

**24 May 2023**

EP&T Global Limited (ASX: EPX) is pleased to provide a trading update. The Company now has sufficient contracted revenue, that once installed, is projected to achieve the Operating Cashflow Breakeven point<sup>1</sup> of the Company.

### Highlights

- Projected operating cash flow breakeven<sup>1</sup> point has been lowered to an ARR<sup>2</sup> target of \$12.2m.
- Current ARR installed at 31 March 2023 is 11.1m, being 91% of target.
- Contracted order book of \$2.4m ACV currently being installed.
- Operating cost efficiencies will reduce the EP&T cost base by \$1.3m

### Update

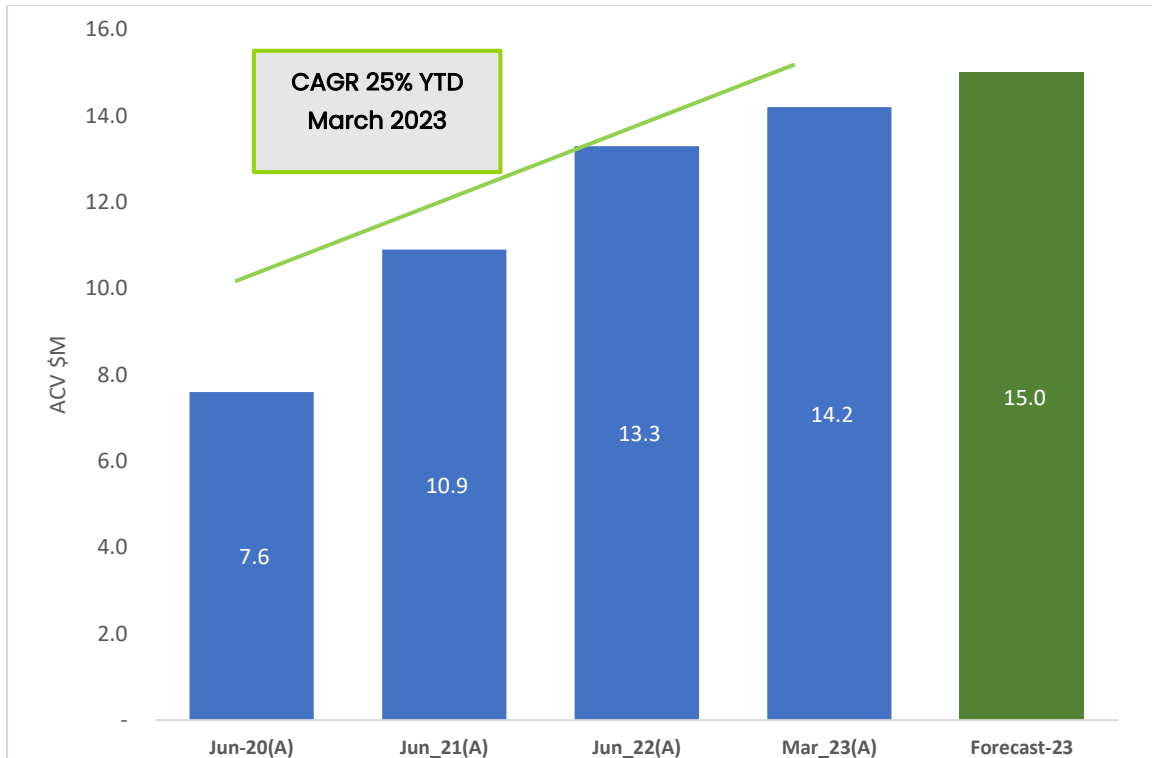
EP&T's focus on working with customers with large portfolios to support them on their building efficiency journey continues to drive contracted revenue. EP&T's "EDGE" platform, providing a data as a service platform that delivers sector leading cost and energy efficiency in buildings is resonating with our customers. Recent contract wins, included in contracted ACV as at 31 March 2023 of \$14.2m, are:

- Electricity and water monitoring for 14 sites of an Australian and New Zealand dealership network of one of Europe's most prestigious car manufacturers
- 11 hotel portfolio from a large Australian based global fund manager which specialises in alternative investments in property
- The Company's first win in New Zealand with an independent global investment company, with offices in 20 countries – this is an extension of an existing Australian customer relationship.
- Further additional sites with a major European asset manager adding to the existing over 40 sites already secured with this customer
- Further sites with an existing European global hotel portfolio customer. This brings the number of sites within this portfolio serviced by EP&T to 15 within 12 months

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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.

<sup>2</sup> ARR is the contracted recurring revenue component of subscriptions on an annualized basis.



CEO John Balassis said, “EP&T is emerging as the trusted building efficiency platform, able to deliver consistently accurate, auditable and most importantly actionable initiatives to reduce building energy costs. Our EDGE platform is providing critical data to our customers to allow our customers to make their buildings efficient, but also meet their environmental reporting requirements for ESG purposes. There are very few companies in Australia, if any, that can deliver this as consistently and as accurately as EP&T, given our large and growing data base and deep and growing experience in international markets.”

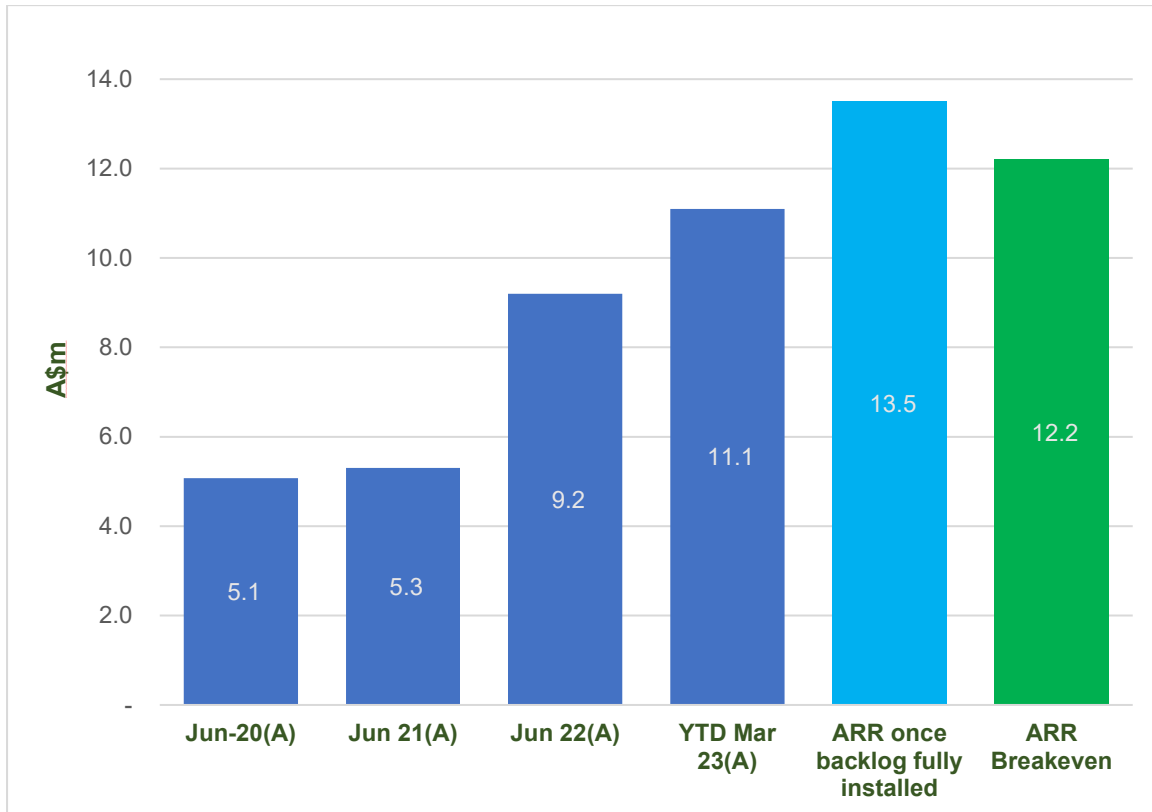
Due to EP&T’s continued contracted revenue growth, and ongoing cost efficiency management, this has provided the Company with sufficient revenue, that once fully installed, will provide sufficient ARR<sup>2</sup> to achieve its projected operating cashflow breakeven point<sup>3</sup>.

ARR as at 31 March was \$11.1m and the contracted backlog, yet to be installed is \$2.4m. In addition, EPX has identified cost efficiencies of approximately \$1.3m. These efficiencies represent approximately a 9% reduction of the operating cost base. This has lowered the projected Operating Cashflow Breakeven<sup>3</sup> point of the business to ARR of approximately \$12.2m. This is a reduction from the previous projected Operating Cashflow Breakeven<sup>3</sup> point of \$13.5m.

<sup>2</sup> ARR is the contracted recurring revenue component of subscriptions on an annualized basis

<sup>3</sup> 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.

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John Balassis said “EP&T’s lower projected operating cashflow breakeven point is down to \$12.2m. Based on ARR as at 31 March 2023, we are over 90% along the path to achieving this important inflection point in our business. Our business is moving in the right direction with growing contracted revenue, increasing ARR and a continual assessment of the Company’s operating cost base. With the support of our customers, who have worked with EP&T as they pursue their individual net zero journey, we continue to evolve our business to be the trusted building efficiency platform servicing our customers’ needs. Our ability to deliver consistently accurate data to our customers is core to our growth. I believe no one does it as well as we do. I would like to thank all our staff for their ongoing commitment to consistently deliver for our customers.”

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

John Balassis  
 CEO  
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### ABOUT EP&T Global

EP&T Global is focussed on being the most trusted building efficiency platform provider. EP&T’s proprietary “EDGE” platform is a data as a service platform that delivers sector leading cost and energy efficiency in buildings. It combines multiple information sources including BMS, IoT and main meter data, with cloud-based data analytics to detect energy inefficiencies in buildings. This highly

accurate and actionable data 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" platform 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.

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

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