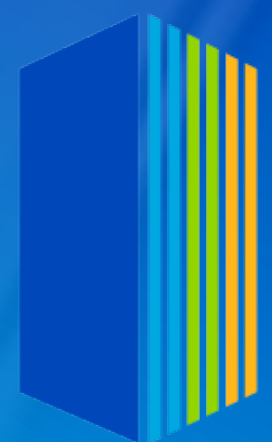


# Coda - acquisition overview

Smarter Buildings Happier People Healthier World

2 October 2024



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# Acquisition Overview

Coda acquisition expands EP&T's product roadmap in delivering accurate and auditable data to reduce energy and Co2 emissions for our customers

## ACQUISITION ADDS TO EPX CAPABILITY

- **Enhances EP&T's EDGE platform:** Adds capability to EP&T's existing EDGE platform as well as new features such as digital twin visualisation and remote fault detection, allowing for more targeted optimisation opportunities
- **Evolves capability into building maintenance analytics:** Proactively informs Facility Manager partners of property health diagnostics, to minimise reactive maintenance (operational disruption) and support the transition to condition-based maintenance
- **Supports our focus on Data as a Service capability:** Qualified data, formatted & presented to support internal and external reporting commitments (environmental, financial, NetZero carbon reduction)

## ATTRACTIVE ACQUISITION PRICE LESS THAN 1.0X HISTORICAL ARR

Upfront Acquisition of £120,000 payable at Settlement as:

- 50% Cash; and
- 50% EP&T Global Limited (EPX) shares at A\$0.033 cents per share (i.e. AUD 3.3 cents per share).

## INSTALLED IN 200+ SITES

- Coda solution has been deployed and tested in over 200 sites in the UK
- In discussion with UK based blue chip customer to re-enliven the service, with a FY25 ARR Projected<sup>1</sup> target of £250k (circa. A\$480k<sup>2</sup>)

## EXPANSION IN SALES VERTICAL

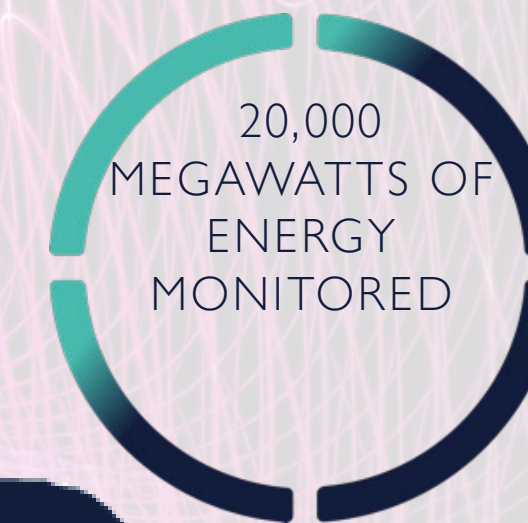
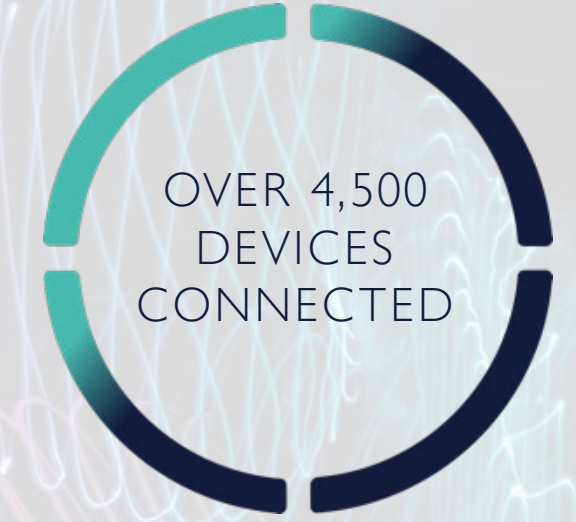
The acquisition brings a good pipeline of additional sites to deploy Coda to the Industrial property market, which includes assets such as rail stations, data centers and telecommunication sites.

1. Projected financial information is predictive in character, may be affected by inaccurate assumptions or by known or unknown risks and uncertainties and may differ materially from results ultimately achieved. Allowance has been made for an assumed re-contracted number of existing installed sites of approx. 200 sites. This assumptions site access to installed sites, and delays may occur outside the control of the Company, such as the relevant property being sold prior to recommencing, restrictions placed on the site due to tenant or other requirements.

# Coda Cloud at a glance

Coda Cloud ('Coda') have their technology deployed in over 200+ sites in the UK

- Proprietary technology developed with a leading UK based transportation PLC.
- Coda historical Recurring Revenue has been in the order of £250k- £400k per annum (A\$400-A\$750k<sup>1</sup>) and historical Total Revenue of between £1.1m- £1.5m.
- The technology delivers energy efficiency, asset monitoring and control, including fault detection and maintenance, predictions.
- It is designed to:
  - operate within Industrial real estate, where there are critical energy requirements, including **railway stations, bus depots** and **high energy usage assets** (e.g. data centres, telecommunication centres).
  - Provides visibility to industrial property energy/Co2 consumption and allows for energy reduction/optimisation as well asset control where required.



 Coda deployed

1. Translated at AUD \$0.53cents.

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# Coda capability overview

INNOVATIVE ENERGY OPTIMISATION SOLUTION DEVELOPED AND TESTED IN HARSH INDUSTRIAL PROPERTY ASSETS

## ENERGY & ENVIRONMENTAL SENSORS

Family of smart environmental and energy sensors enabling unrivalled data visibility

## PROPERTY TELEMETRY

Vendor agnostic data acquisition via communication interfaces & engineering practices

## IoT CAPABILITY

Monitor, control and optimise asset performance, energy/cost/carbon reduction

## DATA VISUALISATION

Digital Twin visualisation

## ASSET VISIBILITY

Capability includes reducing reactive maintenance for customers & transitioning to condition-based maintenance

## ADVANCED ANALYTICS

Real-time actionable insights and analytics, combined with artificial intelligence (AI) / machine learning (ML) algorithms

# Why acquire CODA



## EXPANDED VERTICAL

Allows EP&T entry into industrial and remote sites such as transport stations, data centres, telecommunication centres, etc.



## ESTABLISHED TRACK RECORD WITH A MAJOR PARTNER

Technology stack has been operationally live for 5+ years within harsh industrial environments



## EVOLES MAINTENANCE AND FAULT DETECTION CAPABILITY

Built on similar objectives to EP&T's EDGE technology, with energy optimisation and Co2 reduction at the core



## INTEGRATES INTO OUR EXISTING CAPABILITY

Integrates within EP&T's current operational structure such as project deployment and commissioning



# Expands EP&T product suite

PRODUCT SUITE EVOLVES TO PROVIDE A BROADER SCOPE FOR MULTI ASSET CLASS CUSTOMERS

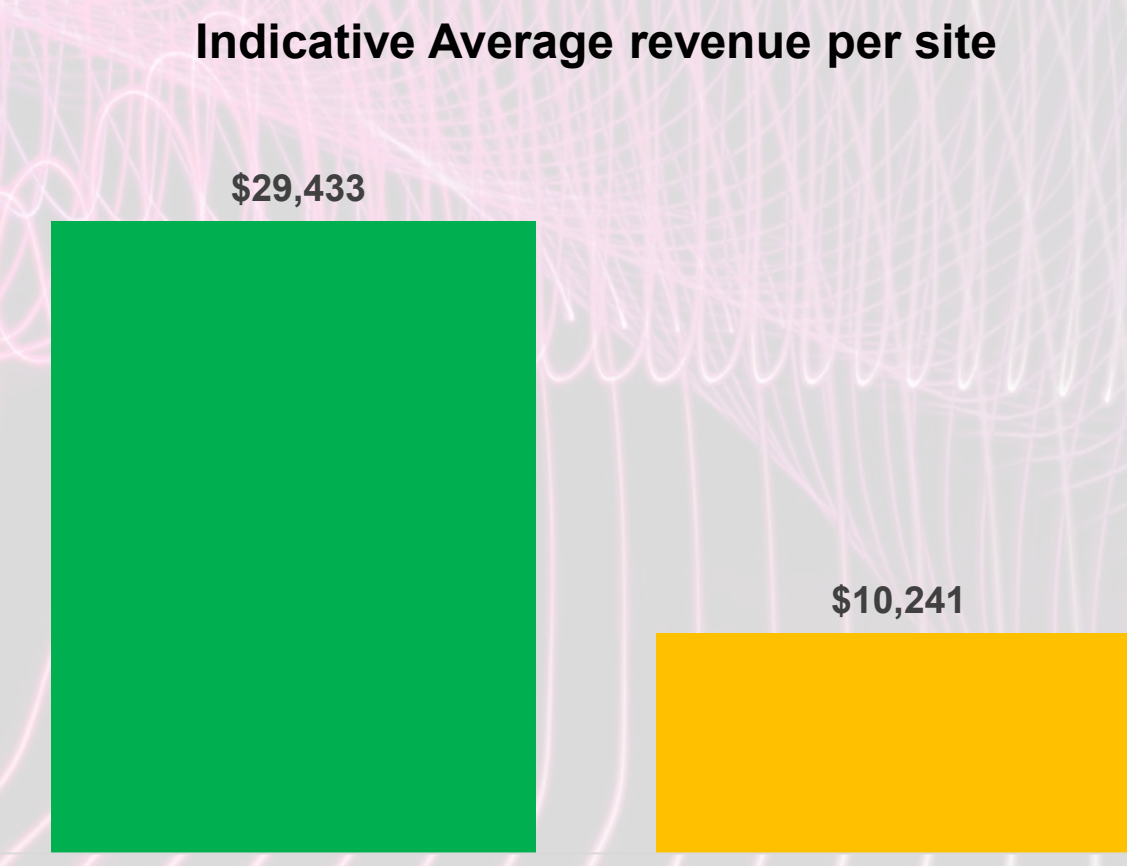
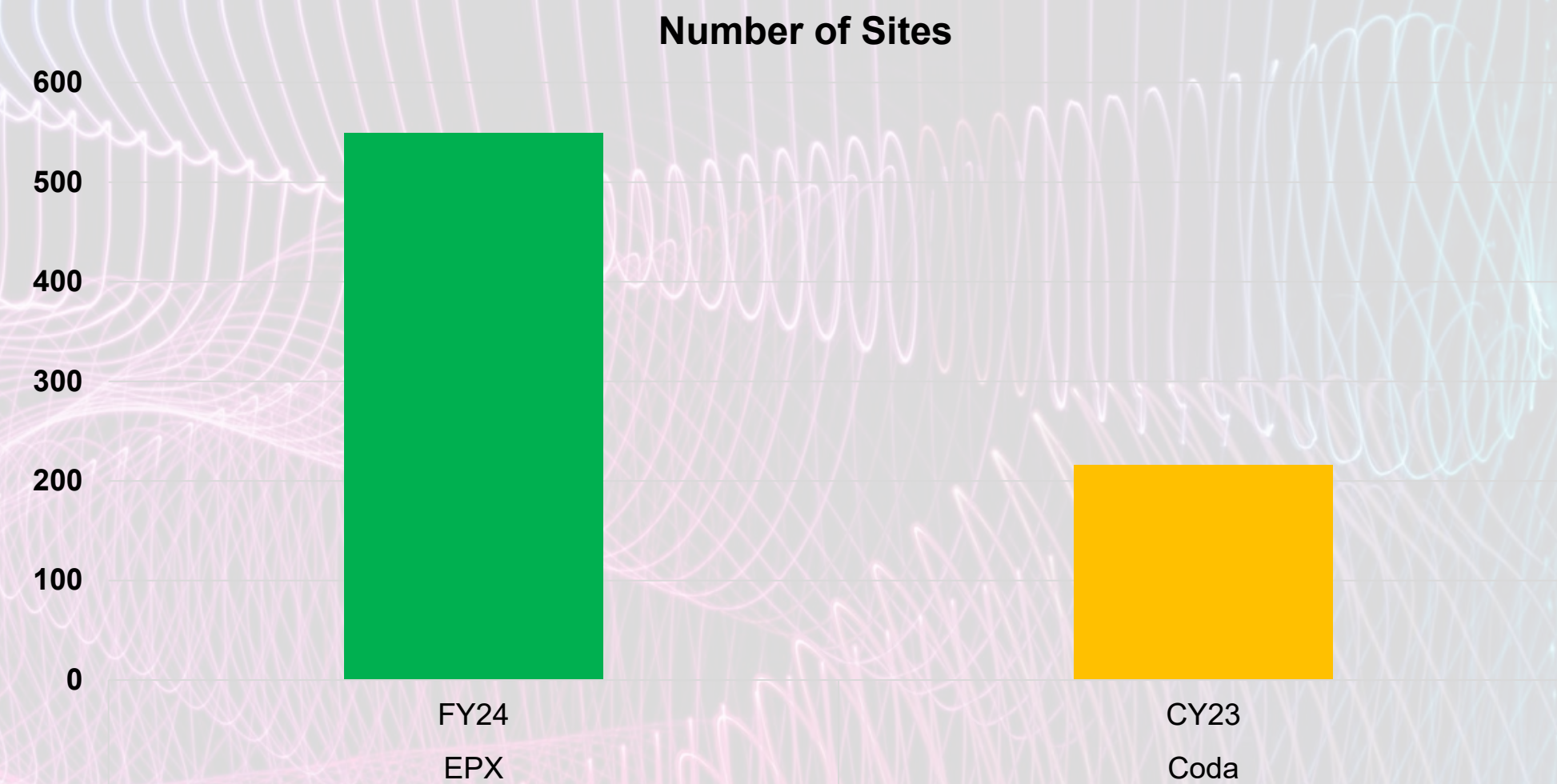
	Essential	Commercial	Industrial (NEW)	Insight	Insight+
<b>Target Customer Needs</b>	<ul style="list-style-type: none"> <li>Consumption reporting, net zero and carbon reduction goals</li> </ul>	<ul style="list-style-type: none"> <li>Tenant billing and report on net zero and carbon goals</li> </ul>	<ul style="list-style-type: none"> <li>Coda technology to target industrial sites (e.g. transport depots/stations, data centres and telecommunication centres)</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>
<b>Key Customer Benefit</b>	<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>	<p><b>EDGE Essential plus</b></p> <ul style="list-style-type: none"> <li>Accurate, customisable tenant billing across all metered utilities</li> </ul>	<p><b>EDGE Essential plus</b></p> <ul style="list-style-type: none"> <li>Actionable data to achieve energy and emissions reduction in industrial sites, plus control, fault and maintenance analytics</li> </ul>	<p><b>EDGE Commercial plus</b></p> <ul style="list-style-type: none"> <li>Actionable data to achieve energy and emissions reductions</li> </ul>	<p><b>EDGE Insight plus</b></p> <ul style="list-style-type: none"> <li>Financially guaranteed to reduce costs and emissions</li> </ul>
<b>EP&amp;T's EDGE</b>	<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>Monitoring and control capability at sites</li> <li>Maintenance and Fault detection service for energy assets</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>

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# Expands EP&T into a new vertical with over 200 sites installed

## CODA TECHNOLOGY EXPANDS:

- **EP&T sales vertical into industrial property:** Allows offering in the transportation sector (rail, bus, etc) and critical infrastructure property (telecommunication depots, data centres)
- **Evolves capability into building maintenance analytics:** Proactively inform Facility Manager partners of property energy diagnostics, to minimise reactive maintenance (operational disruption) and support the transition to condition-based maintenance to maximise asset availability.
- **Broadens offering to EP&T existing clients:** EP&T's organic sales focus of 'growing with our customers' allows EP&T to offer multi property portfolio solutions to existing customers (e.g. Hotel, Office, Retail and Industrial).
- **Revenue potential upside:** Provides an opportunity to improve Coda's average revenue per site and bring EP&T's EDGE capability and guarantee savings experience to industrial property owners/users.



# Acquisition summary

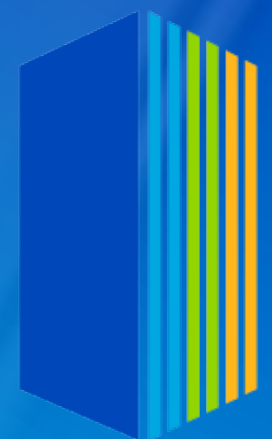
<b>Purchase Price</b>	<b>£120,000 payable at Settlement as:</b> <ul style="list-style-type: none"><li>• 50% Cash; and</li><li>• 50% EP&amp;T Global Limited (EPX) shares at A\$0.033cents per share (i.e. Australian 3.3cents per share)</li></ul>
<b>Performance Payments</b>	<p>In addition to the Purchase Price, EP&amp;T will pay three further amounts (Performance Payments), as follows:</p> <p><b>Performance Payment 1</b></p> <ul style="list-style-type: none"><li>• If there is a successful win of a Contract (being a contract of at least 3 years duration) with a specific Customer with an Annual Recurring Revenue value of no less than £500,000 on or prior to 12 months from Settlement, a one-off Performance Payment of £300,000 will be made. Performance Payment 1 will be paid as:<ul style="list-style-type: none"><li>• 50% in cash (Pounds Sterling); and</li><li>• 50% by way of a new issue of ordinary shares determined based on VWAP for the 20 business days period ending 12 months from Settlement.</li></ul></li></ul> <p><b>Performance Payment 2</b></p> <ul style="list-style-type: none"><li>• An amount equal to 10.0% of CY2026 Recurring Revenue ('RR' - defined as Annual Recurring Revenue earned between 1 January 2026 to 31 December 2026) generated from Coda Customers acquired at completion, to be paid as:<ul style="list-style-type: none"><li>• 40% in cash (Pounds Sterling); and</li><li>• 60% by way of a new issue of ordinary shares determined based on VWAP for the 20 business days period ending on 31 December 2026.</li></ul></li></ul> <p><b>Performance Payment 3</b></p> <ul style="list-style-type: none"><li>• An amount equal to 10.0% of CY2027 RR (Annual Recurring Revenue between 1 January 2027 to 31 December 2027) generated from Coda Customers acquired at completion, to be paid as:<ul style="list-style-type: none"><li>• 50% in cash (Pounds Sterling); and</li><li>• 50% by way of a new issue of ordinary shares determined based on VWAP for the 20-business day period ending on 31 December 2027.</li></ul></li></ul> <p>All share issuances are to be escrowed for 12months from the Issuance Date for each individual issuance of shares.</p>

# Appendices

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# Summary of Coda technology

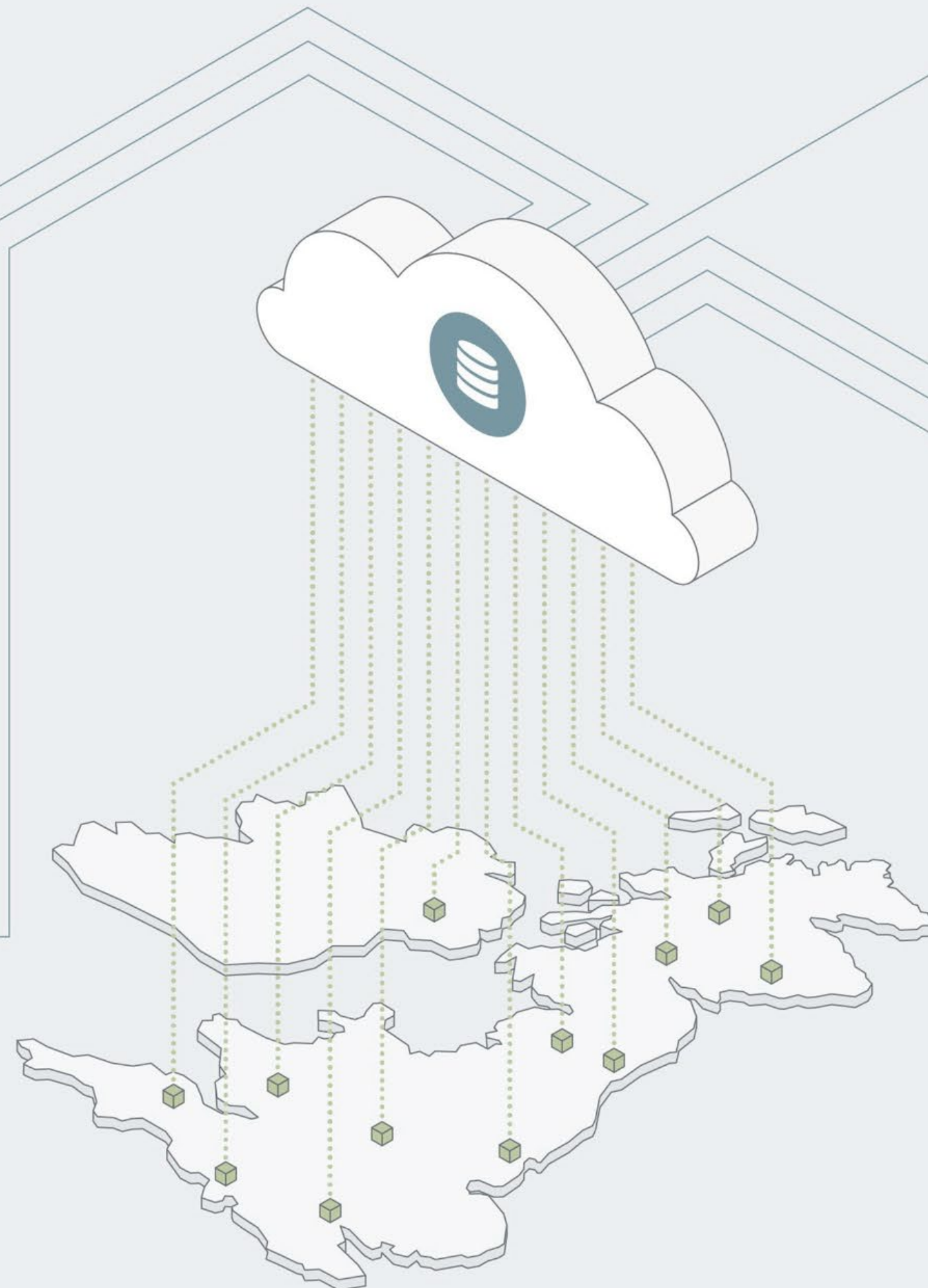
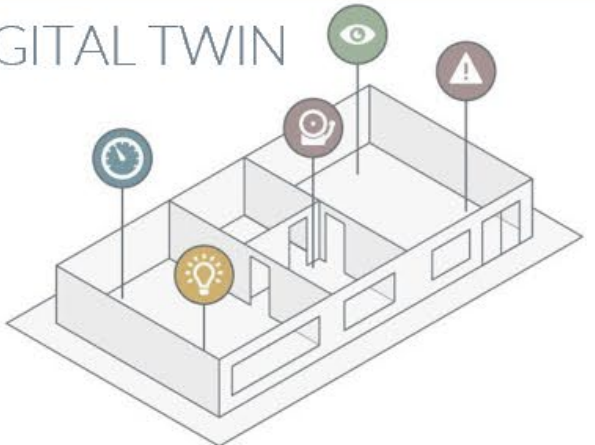
ANALYTICS PLATFORM



BUSINESS INTELLIGENCE

- custom analytics, alerts, reporting & dashboards
- 3<sup>rd</sup> party system integration
- data normalisation, M&V
- critical infrastructure management

DIGITAL TWIN






## COMPUTER AIDED FACILITIES MANAGEMENT

- reduced reactive & ppm maintenance
- remote fault diagnostics
- early warning alerting
- condition based asset maintenance

## OPTIMISED BUILDING CONTROLS

- reduced energy consumption, cost & emissions
- improved comfort & compliant environmental conditions
- maximise asset lifespan

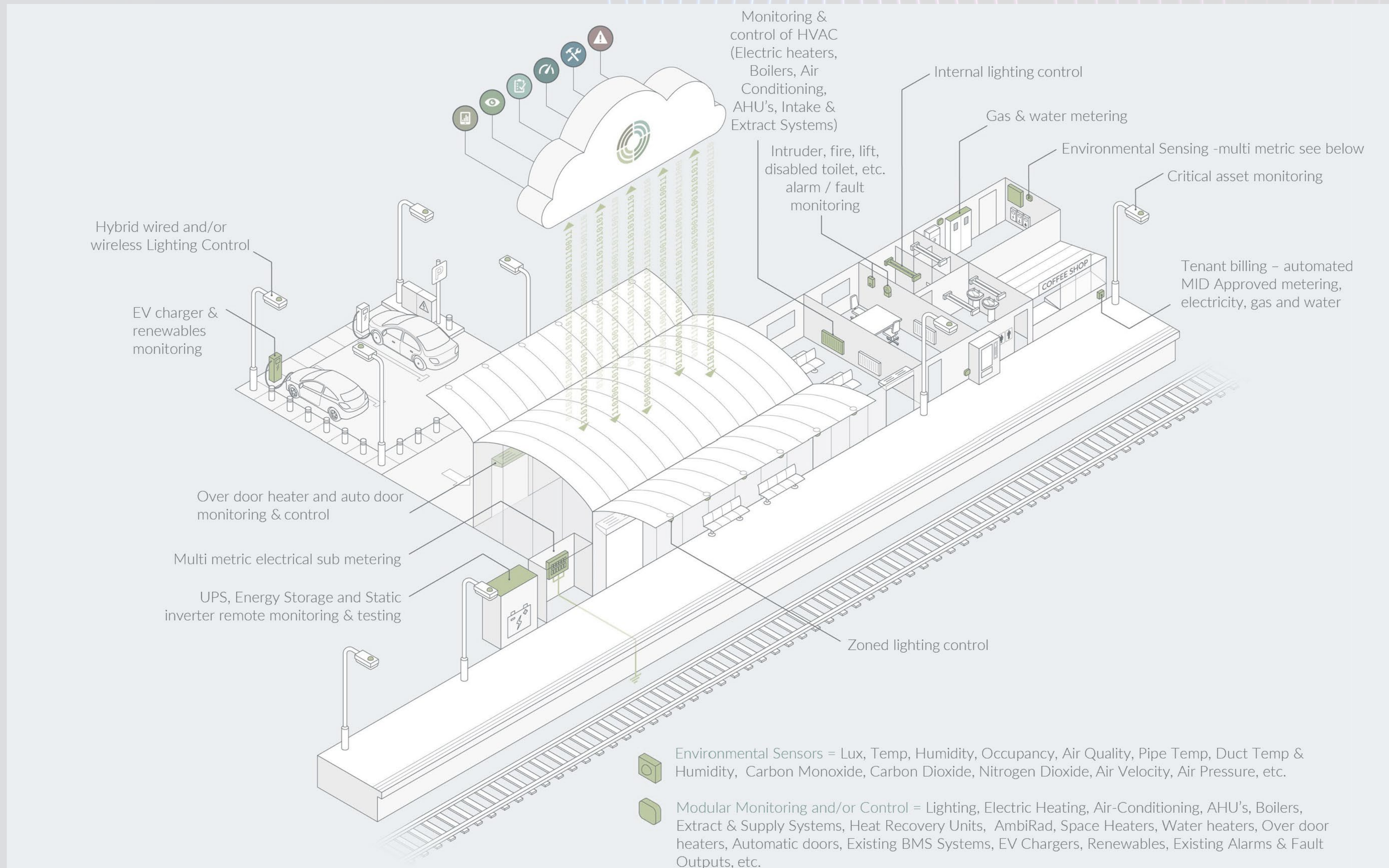
## ESTATE WIDE VISIBILITY

-  real-time visibility
-  notifications
-  alerts

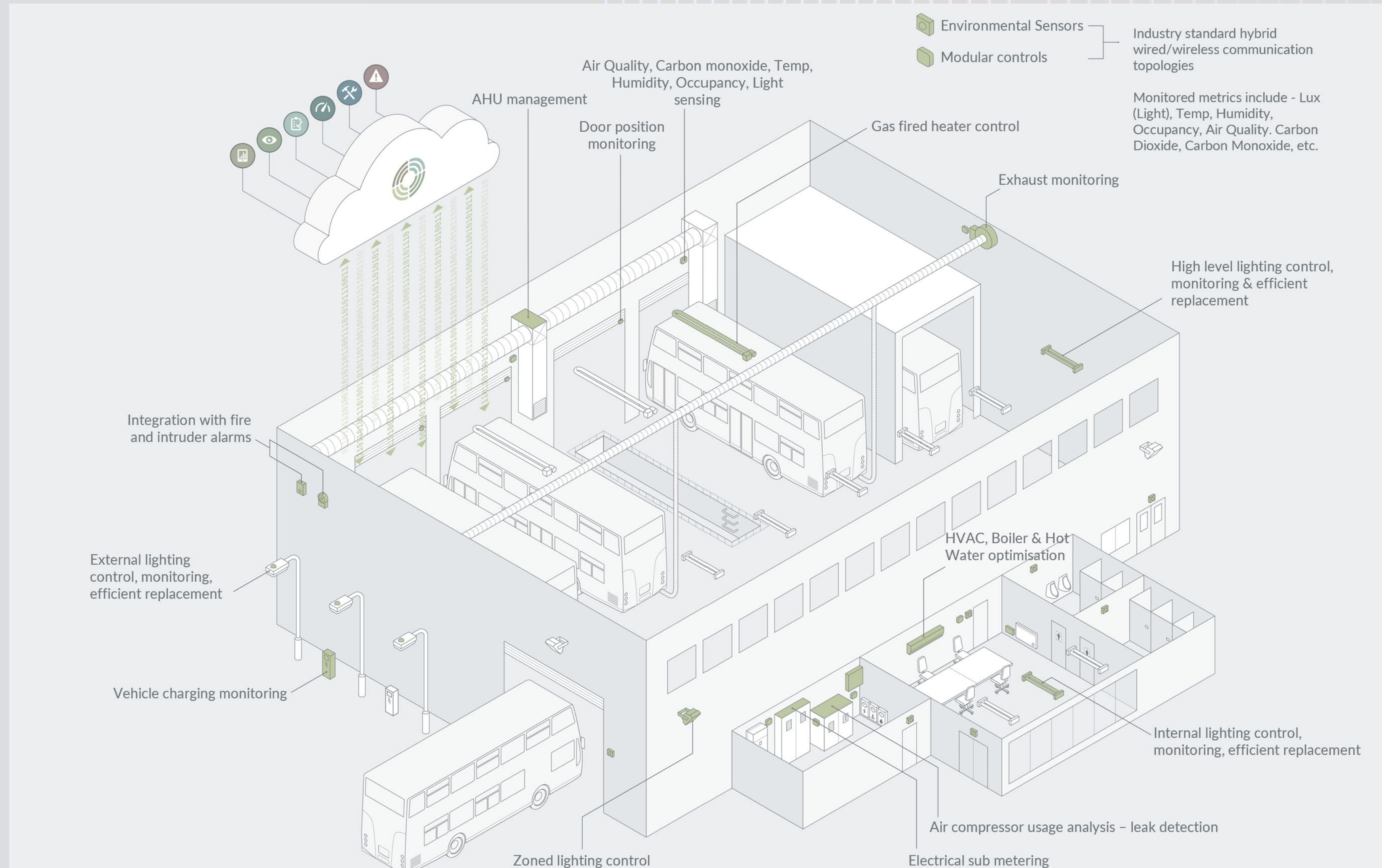
## SUPPORT ONGOING COMPLIANCE & TARGETS

- ✓ Net Zero Commitments
- ✓ ISO Reporting
- ✓ Environmental / CSR

# CODA use case – Rail sector



# CODA use case – Transport depot



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