

## EPX SECURES \$500K+ ANNUAL REVENUE

EP&T Global Limited (**ASX: EPX**) (EP&T or the 'Company') has entered binding arrangements with FirstGroup Plc (LSE:FGP) and its related entities, in the United Kingdom, to reinstate over 200 sites.

### HIGHLIGHTS

- New Annual Contract Value (ACV) with over 200 sites utilising EDGE Industrial (Coda) technology
- FirstGroup's undertaking to reinstate the service highlights the proven capability of the technology
- Projected<sup>1,2</sup> initial ACV of over A\$500,000.

As announced on 15 October 2024, EP&T commenced discussions with FirstGroup and its related entities following the acquisition of Coda Cloud's technology and assets.

FirstGroup and its related entities were key development customers in the evolution of the Coda technology, which had been deployed across more than 200 sites in the UK. The technology provides monitoring and control of energy usage in train stations and bus depots and identifies opportunities for optimisation of energy.

EP&T has entered binding arrangements with a projected<sup>1,2</sup> new ACV of over A\$500,000<sup>2</sup>, to remotely monitor and where necessary control, energy usage at these sites, as well as alerting the sites to energy reduction and optimisation opportunities. Additionally, EP&T is actively engaged in discussions to further expand the agreement to include more FirstGroup sites.

The reinstatement of the service opens a new market for EP&T in the bus and rail property vertical. The potential addressable market in UK rail and bus vertical consists of over 2,000<sup>3</sup> stations/sites. EP&T sees significant potential to expand the use of this technology across the UK market.

**EP&T Chief Executive Officer, John Balassis said** *"We welcome FirstGroup and their related entities as customers and look forward to working with a leading UK group focussed on removing carbon from its built environment, whilst delivering sustainable transport solutions for its customers."*

*"This is an exciting time for EP&T as it is moving into a new vertical, with technology that is leading in both its ability to consistently deliver carbon reduction and energy savings, as well as remotely manage and optimise sites with centralised control functionality. This will greatly assist our customers to decarbonise their property infrastructure."*

<sup>1</sup> Projected or prospective 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 delivered. The projected information is based on the sites that had the Coda technology installed prior to EP&T acquiring the Coda technology and assets and is based on the sites operating as per the installed technology acquired as announced to the ASX on 2 October 2024.

<sup>2</sup> All consideration converted from GBP to AUD at the rate of \$1.00 = £0.55

<sup>3</sup> UK Office of Rail and Road: Rail Statistics Compendium (March 2023)

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

John Balassis  
**CEO & Director**  
[investor@eptglobal.com](mailto:investor@eptglobal.com)

Patrick Harsas  
**CFO & Joint Company Secretary**

### **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, servicing over 7 million sqm of floorspace across 5 continents. 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)



For personal use only