

## ASX Announcement

### EP&T Global Limited Operations Update – To 30 April 2025

**13 May 2025** EP&T Global Limited (ASX: 'EPX') releases its latest operating update for the period to 30 April 2025. Regular updates are issued throughout the financial year to keep shareholders informed on the company's sales performance and operational efficiency.

#### YTD APRIL HIGHLIGHTS

- Annual Recurring Revenue<sup>1</sup> increased from \$13.6m (June 2024) to \$14.9m Year to Date to 30 April ('YTD'), being a 10% growth rate YTD.
- Annual Recurring Revenue per FTE increased from \$197k/site (June 2024) to \$204k/site YTD, continuing the trend of ongoing operational efficiency.
- Site numbers have increased from 547 (June 2024) to 730 sites YTD.
- Annual Contract Value<sup>2</sup>, being an indication of potential future value of revenue has increased from \$16.1m in June 2024 to \$17.2m YTD, being approx. 7% growth YTD.

#### Annual Recurring Revenue (ARR A\$m)

ARR has increased by \$1.3m YTD, an increase of 10% to date. ARR<sup>1</sup> YTD of \$14.9m is driven by the conversion of ACV<sup>2</sup> to recurring revenue, and is based on a combination of factors, including obtaining site access, management of third party installation contractors, and commissioning/system integration with existing site systems.

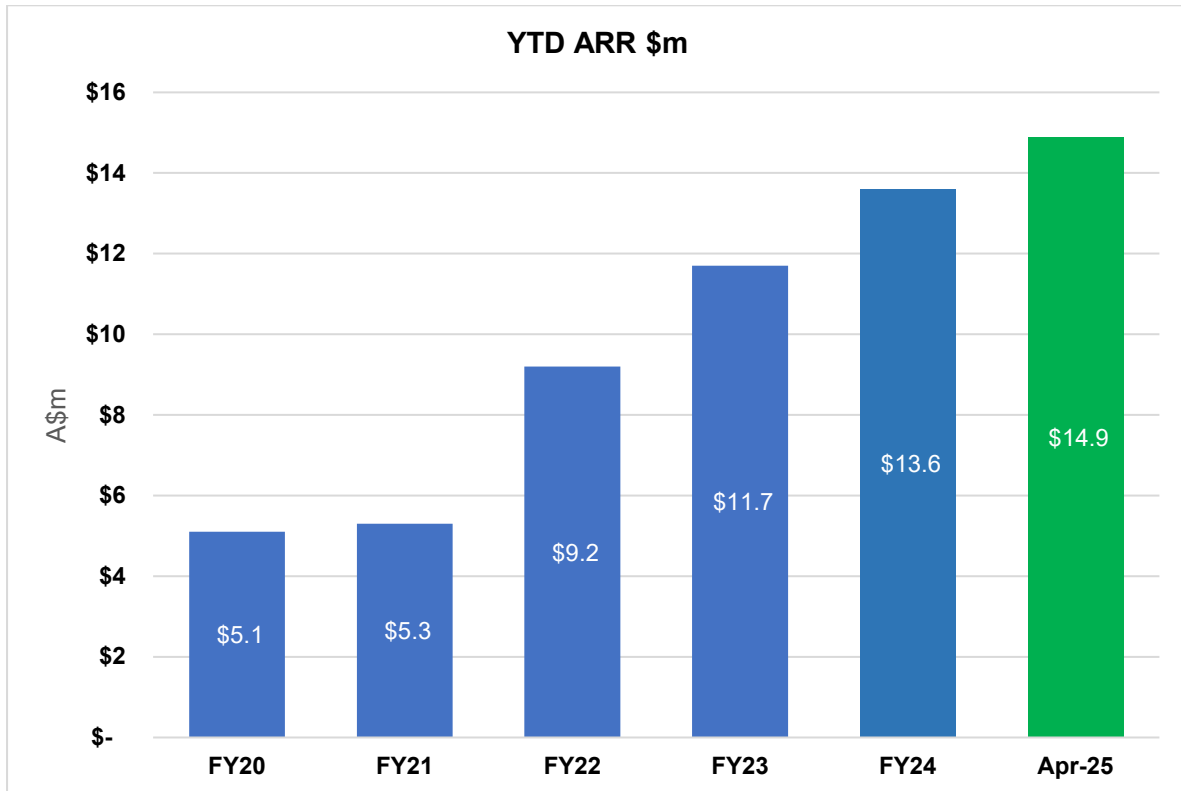
ARR is showing good momentum, assisted by ACV to ARR installation time frames being managed within the 90day timeframes set by the company to install and commission EP&T's proprietary EDGE platform. In addition, new ARR arising from re-enlivening some of the FirstGroup sites acquired through the Coda Cloud technology acquisition are showing good progress, with further ARR projected for the last few months of FY25. The entry into industrial and small site assets has been a positive expansion for EP&T.

ACV backlog continues to fall, with the ACV to ARR backlog now down to approx. 10% of ACV.

<sup>1</sup> ARR is the contracted recurring revenue component of subscriptions on an annualized basis.

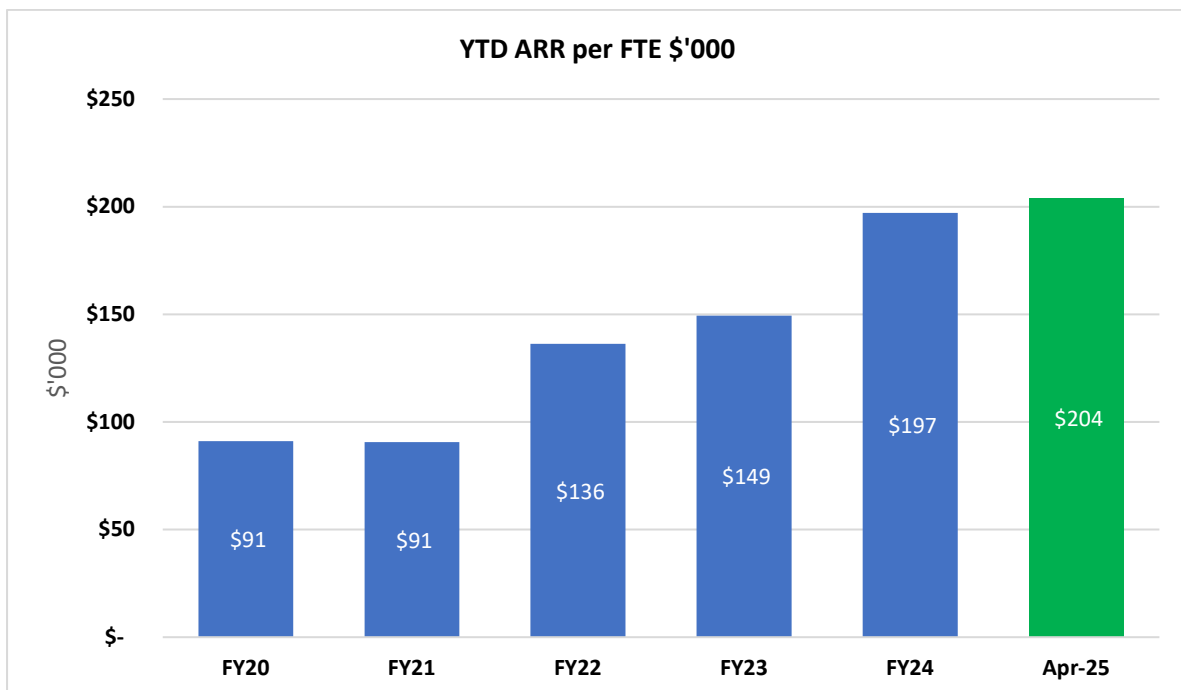
<sup>2</sup> ACV is defined as the annualized revenue and fees charged under contracts on hand at each period end. ACV is calculated into Australian dollars based on historical long term exchange rates. On conversion to actual cashflow and/or ARR, the exchange rate prevailing at the time of billing may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

For personal use only



**ARR per FTE (A\$'000) continues a positive trend**

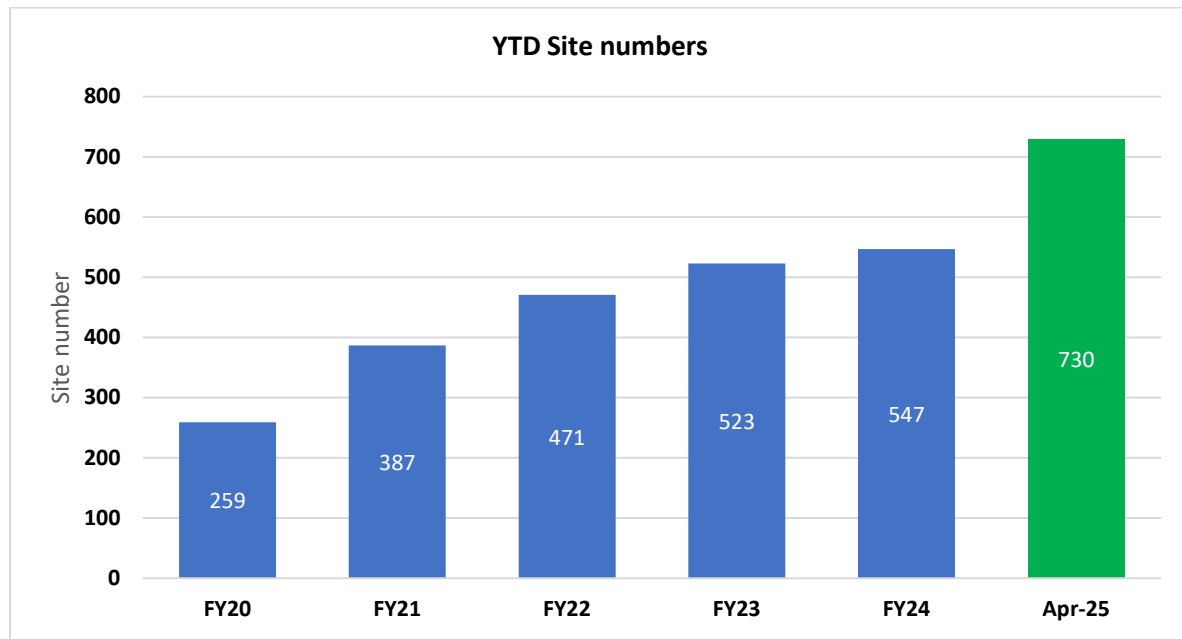
A key measure in tracking the operating performance of EP&T is ARR per total Full Time Equivalent (FTE) staff member. This measure continues to show a positive trend, with ARR per FTE improving YTD, from approx. \$197k per FTE (June 2024) to \$204k per FTE (YTD).



For personal use only

## Site Numbers grow to over 700 sites

Site numbers have grown with EP&T now monitoring over 700 sites in over 25 countries. The increase in sites include some of the new sites re-enlivened from the acquisition of the Coda Cloud technology, where some 150+ sites have been re-enlivened as at 30 April 2025. There are further sites (and corresponding ARR) due to be re-enlivened prior to the completion of FY25.



## Annual Contract Value (ACV A\$m)

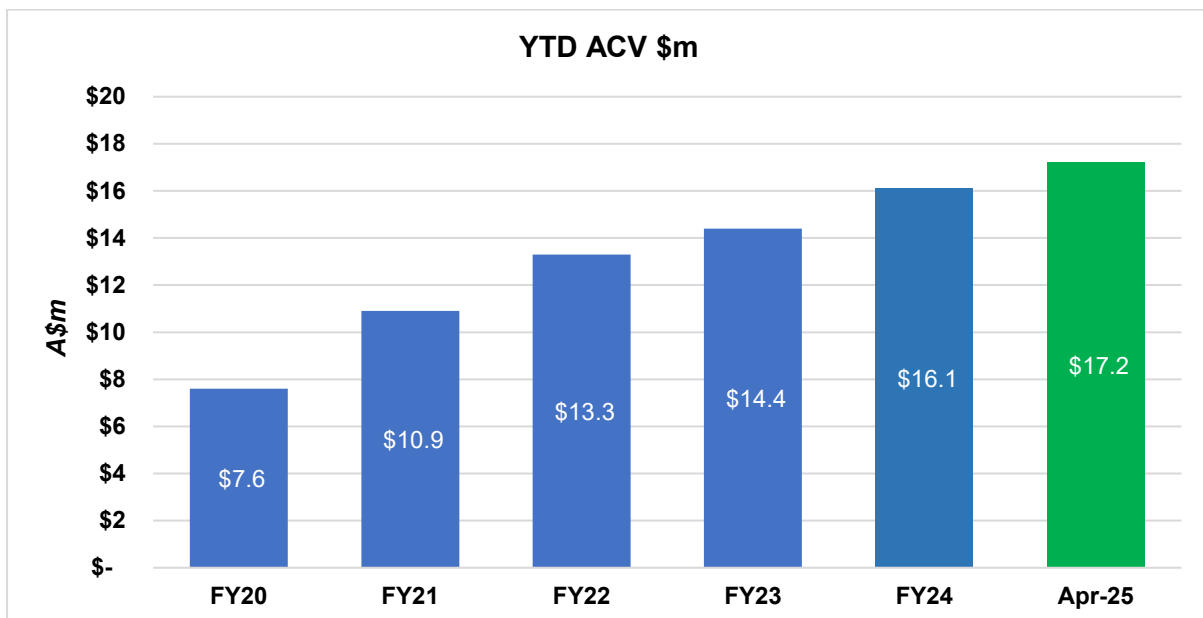
ACV, a reflection of potential future revenue, has grown by \$1.1m for the period July 24 to April 2025, with net ACV at \$17.2m being an approx. increase of 7% for the period to 30 April. This ACV growth is over 25% higher, when compared to a similar period YTD to April 2024, where ACV growth was \$0.85m.

The ACV pipeline is also showing potential in all markets. Since employing a new marketing staff member and implementing a customer success function into the business in November 2024, EP&T have increased the Company profile at industry events, better structured electronic media campaigns and refreshing brand collateral. This has improved the ACV pipeline and has also seen EP&T participate in tender processes to service global property entities. New or expanded contracts added YTD include:

- **Continued expanded engagement with Leading European Asset Manager:** Additional buildings in Europe, and the UK for an existing top-tier European-based asset manager, adding new ACV of \$0.3 million during the period.
- **Continued expanded engagement with British Land plc** – ongoing growth with British Land within their existing portfolio post entering a Master Services Agreement with them in 2024. New ACV of approx. A\$0.2m during this period.
- **New EU Real Estate Advisory group:** Following from a successful tender process win, EPX was selected to work exclusively with a large EU Real Estate advisory group to provide the EDGE platform to their customers, via a 'white labelled' solution. This is the first time EP&T has entered such a white labelled

solution. The contract started in January 2025, and since signing, EPX has onboarded 10 new sites to 30 April 2025. New ACV is approx. A\$0.1m

- **New UK based Property group:** Following from a successful tender process win, EPX was selected to work with a publicly listed UK entity which is a specialist business, delivering housing and mixed-use partnership schemes and construction services across the UK for the public, commercial and regulated sectors. Since winning the tender, EP&T has won five sites and is working with the entity for further sites. New ACV is approx. A\$0.1m.
- **New ACV from FirstGroup and its related entities** – following the closing of the Coda Cloud technology acquisition, EP&T has re-enlivened over 150 sites with FirstGroup and its related entities, adding new ACV approx. A\$0.4m. Further ACV is anticipated during the remaining FY25 reporting period.
- **Continued expansion with AU based Growthpoint** – EP&T continues to expand its footprint with AU based Growthpoint Properties Australia Limited. New ACV added for the period was approx. \$0.1m



**CEO, John Balassis** said, “The year to date performance continues the trend positively, as the business continues to grow at a time of also delivering three quarters of operating cashflow positive results. It is also pleasing EP&T participated in tenders in the past six months and have successfully been selected by globally significant property owners and managers to assist them in their optimisation and sustainability objectives.”

John added, “The period to April 2025 has been much better than the same period in 2024, with an over 25% improvement year on year in new revenue wins on a like for like basis to April. Pipeline growth across our markets is showing good momentum. Our EP&T team have really responded to the new, more efficient, growth operating environment we are seeking from the business, and for this I am very thankful of what they are delivering.”

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

For personal use only

## 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 technology 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.

Our EDGE platform collects BMS, metering and operational data from 700+ buildings, 7.5+ million sqm portfolio, in over 25 countries. It accurately identifies operational inefficiencies and CO2e reduction opportunities and provides auditable insights that on average deliver 21% reduction in energy consumption.

### For more information, please contact:

John Balassis  
**Chief Executive Officer**  
[investor@eptglobal.com](mailto:investor@eptglobal.com)

Patrick Harsas  
**Chief Financial Officer**

---

### Connect with us

[ep&t global: | LinkedIn](#)

[www.eptglobal.com](http://www.eptglobal.com) | [Website](#)



For personal use only