FY2026 ANNUAL RESULTS PRESENTATION WEBINAR
15 September 2026 at 1.00pm AEST

28 August 2026 EPX Limited (ASX: '**EPX or Company'**) wishes to invite shareholders and investors to a webinar hosted by CEO, John Balassis and CFO, Patrick Harsas.

The Webinar will summarise the results of the FY2026 Financial Year, together with EPX talking through the enclosed Company update presentation, followed by Q&A.

Shareholders and investors are invited to register using the Webinar URL link below for the free Webinar: **WEBINAR URL:**
https://loghic.eventsair.com/951476/894171/Site/Register

Date: **Tuesday, 15 September 2026**
Time: **1.00pm AEST**
Durations: ~40 minutes

After registering, you will receive a confirmation email containing a calendar invitation and information about joining the Webinar. We invite you to register at the above link and look forward to discussing EPX's FY2026 Annual Results.

John Balassis
Chief Executive Officer

Patrick Harsas
Chief Financial Officer

investor@eptglobal.com

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

About EPX

EPX, the most impactful building performance platform provider, delivers sector leading vendor agnostic, cost and energy efficiency in buildings. EPX is a global leader in reducing energy costs and delivering energy efficiency in the built environment.

EPX's proven proprietary EDGE and EDGE Industrial cloud technology delivers energy cost and GHG emissions reduction in commercial real estate with control capability to manage critical energy and infrastructure assets. 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 broad operational data from a 7.5+ million sqm portfolio, in over 25 countries. It accurately identifies operational inefficiencies, building performance and maintenance improvements and CO2e reduction opportunities and provides auditable insights that on average deliver 21% reduction in energy consumption. It is rapidly deployable and able to deliver immediate visibility and automation without full system overhauls.

Connect with us:

LinkedIn: https://www.linkedin.com/company/epx-tech-optimisation/

Website: **www.eptglobal.com**

SCAN ME

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FY26 Annual Results presentation

August 2026

Smarter Buildings. Happier People. Healthier World.

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EPX exists to turn building data into action to help make our customers' buildings perform better

WHO IS EPX

Our Vision

To be the planet's most impactful building performance platform

Our Values:
- Customer Obsessed
- Innovative by Nature
- Trusting & Trusted
- Always Better

Proprietary technology – EDGE optimises, reduces and controls our customers energy consumption and has a track record of reducing costs by an average of over 20%[2]

Collect and analyse multiple sources of building performance data – Unlike others in the market, we go deeper than the BMS and go where there is no BMS

Award winning certified solution – one of very few global organisations that has the certifications necessary to consistently deliver trusted data

1. Source: 2019 Global Status Report for Buildings and Construction, Global Alliance for Buildings and Construction, International Energy Agency and the United Nations Environment Programme, 2019
2. As at 30 June 2026 for the current portfolio: Hotels 15%; Commercial Office 21%; Retail 17%

OUR IMPACT - TARGET TO SAVE/AVOID 1million tCO_2e

As at June 2026[1,2], across our sites globally serviced by EDGE Insight/Insight+

FLOOR AREA MONITORED
6.2m SQM
(5.8m FY25)

ACTION ITEMS
22.5k
(21k FY25)

FINANCIAL SAVINGS IN PAST 12months
A$21.3m

CUMALATIVE TCO2e Saved or avoided
270k tonnes
(equivalent to 12m trees)

1. As at 30 June 2026, based on EPX internal data arising from EDGE Insight/Insight+ data analytics savings that have been actioned and closed with the customers. A$ savings achieved is based on various exchange rates as at the date of the saving being actioned and closed, and the actual value may be higher or lower based on the exchange rate at the time of measurement.
2. Calculated based on an approx. 22 kilograms of CO_2 per year being absorbed by a mature tree.

BOARD AND KEY MANAGEMENT

Paul Oneile

Independent Chairman

Paul has over 35 years' experience across a variety of industries including roles within ASX listed technology companies. Paul was CEO of Aristocrat Leisure Ltd where he oversaw significant business and cultural change.

John Balassis

Executive Director & CEO

John has over 20 years in strategy and M&A across a range of industries including infrastructure, transportation and energy.

A former senior executive at KPMG and former CEO of an investee entity for a US based energy and resources investment firm, John has operated in Australia and internationally.

Victor van Bommel

Independent Non-executive Director

Victor has over 20 years' experience in Investment Banking and Real Estate with a very well-established network amongst world's leading Institutional Investors, Sovereign Wealth Funds and Real Estate companies.

Elizabeth Aris

Independent Non-executive Director

Elizabeth is a senior technology and telecoms executive with experience across the US, China and Australia.

Elizabeth is a Non-Executive Director for Public and Private Companies in financial services and technology, Chair of the Remuneration and Audit Committees and an Adjunct Professor of University of Technology Sydney.

Patrick Harsas

Chief Financial Officer

Patrick is a Chartered Accountant with over 25 years across a range of industries including infrastructure and agriculture with Macquarie Group, fintech and environmental services.

Wide ranging experience including IPOs, M&A, PE sales, capital and debt markets.

FY26 FINANCIAL HIGHLIGHTS

AT A GLANCE

$15.8m
Operating Revenue
Up 7% pcp

$17.5m
Annual Recurring Revenue[1]
Up 13% on pcp

$19.7m
Annual Contracted Value[2]
Up 12% on pcp

($1.4m)
FY26 Underlying EBITDA
Down from ($1.1m) loss pcp

1,142
Site Number
Up 54% pcp

$1.6m
Cash as at 30 June 2026

1. ARR is the contracted recurring revenue component of subscriptions on an annualised basis.
2. ACV is defined as the annualized revenue and fee potential under all contracts on hand at each period end. ACV includes potential annual revenue from both installed and billable contracts (ARR) and recently won contracts yet to be installed and billed. 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.

FY26 – Review Summary

REVENUE

- Sales reorganised into Northern (EU/UK/UAE) and Southern (AU/NZ) hemispheres.
- Northern sales FTE increased from 1.5 to 4 from March–June, led by a new London-based Chief Sales Officer.
- ACV growth reflects early impact:
  - Southern: 18% excluding Wattwatchers; 60% including Wattwatchers.
  - Northern: 2%; restructure benefits are yet to flow through.
- Statutory revenue has yet to reflect 13% ARR growth; most additions landed late in FY26 and will contribute in FY27.

PRODUCT & TECHNOLOGY

- Expanded EDGE Industrial across the EU/UK; first non-transport win secured in June 2026.
- Integrated EDGE with CODA and Wattwatchers, with Wattwatchers device data now flowing into EDGE.
- Broadened solution sets for existing customers and new go-to-market offers.
- Net churn remains 5–7%[2]

ACQUISITIONS

- Completed Wattwatchers acquisition[1]
- Gross cost A$1.1m; A$0.6m net after stock offset. FY26 ACV of A$1.5m, targeting A$2–3m.
- Post-administration DOCA costs exceeded budget; A$0.6m inherited opex reflected non-paying customers and unreconciled devices. EPX switched off 10,000+ devices (~25% of the advertised fleet).

OPERATIONAL METRICS

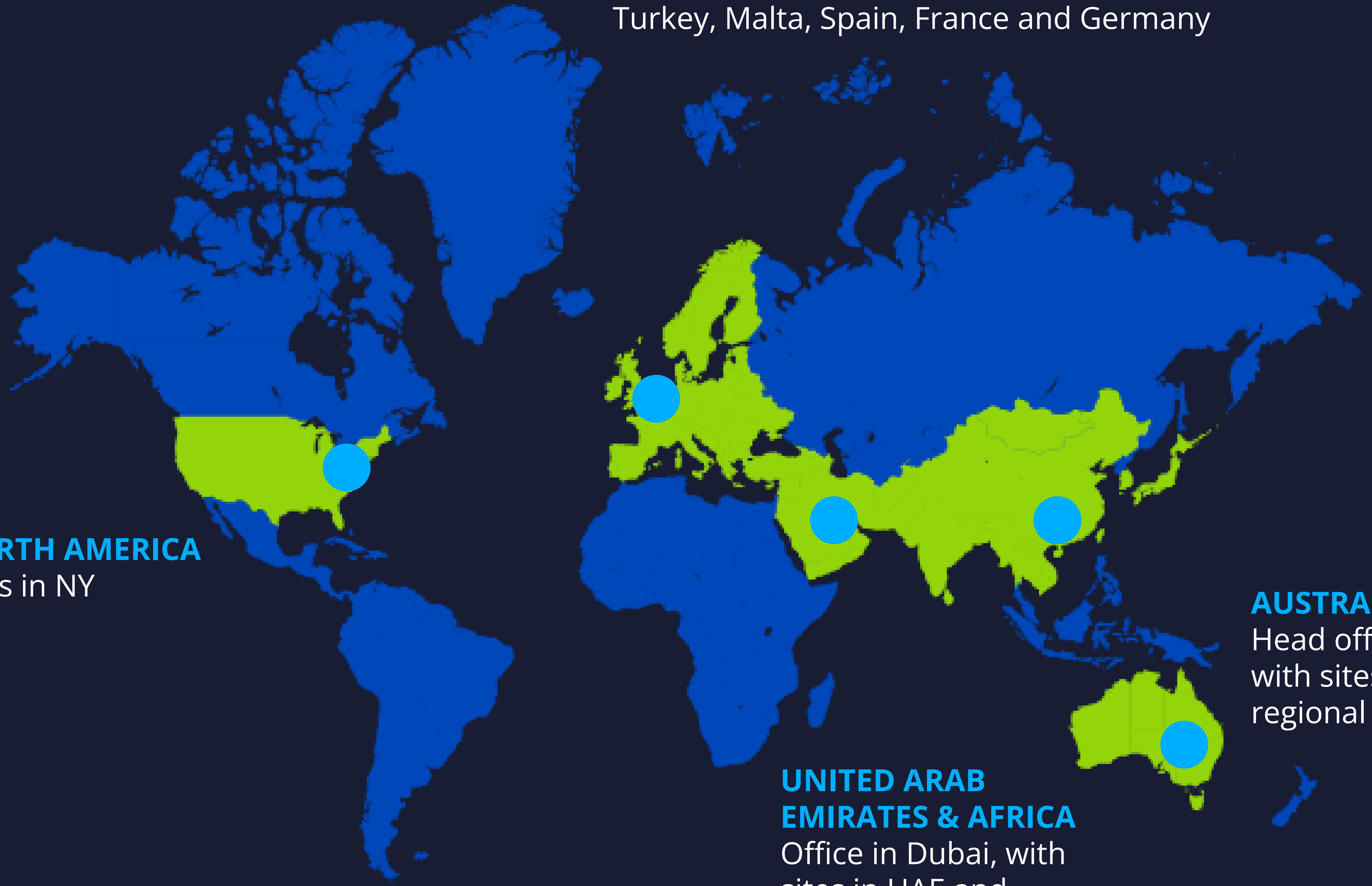
- Operating revenue +7%; ACV +12%; ARR +13%.
- Recurring revenue per FTE increased from A$204k to A$240k.
- Cost base steady at 72 FTE, consistent with FY25; resources shifted to sales and product/technology growth.
- Maintainable EBITDA was (A$1.4m) vs (A$1.1m) pcp, driven by ARR-to-revenue timing, EU/UK sales and marketing investment, and Wattwatchers acquisition costs.

1. ASX announcements on 18 December 2025.
2. Churn is defined as ARR which has not renewed, the building has been sold and the contract terminated, or upon renewal a lower ARR is contract compared to the previously disclosed ARR and could include uplift ARR from existing sites.

WHERE IS EPX

1,100+ SITES SPANNING OVER 25 COUNTRIES IN 5 CONTINENTS

UK / EUROPE
Office in London, with sites in United Kingdom and greater Europe including Holland, Portugal, Belgium Poland, Turkey, Malta, Spain, France and Germany

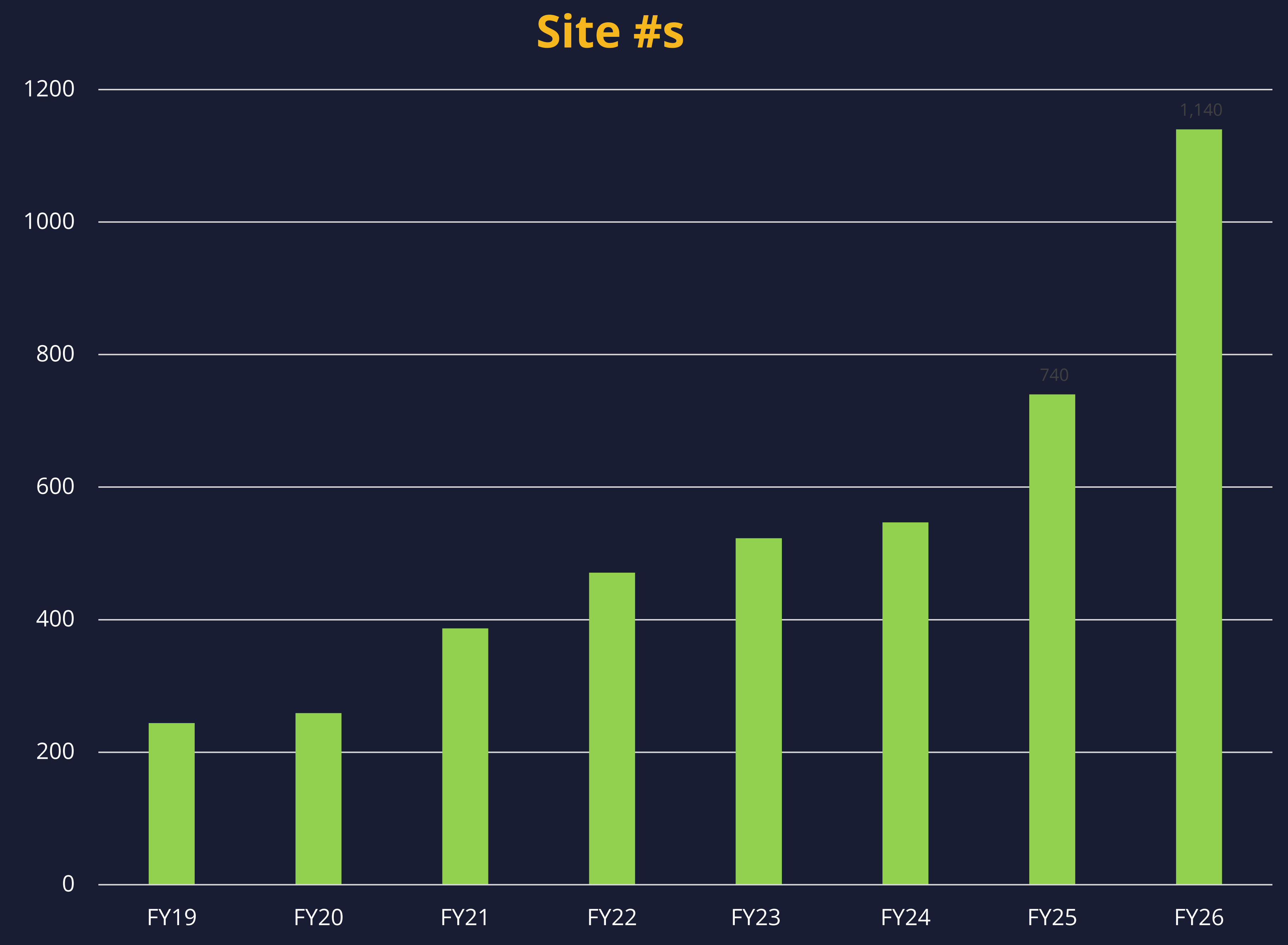


NORTH AMERICA
Sites in NY

UNITED ARAB EMIRATES & AFRICA
Office in Dubai, with sites in UAE and North Africa

AUSTRALIA & ASIA
Head office in Sydney, with sites in cities and regional areas

FY26 site numbers have grown over 50%



Site numbers continue to grow, monitoring over **1billion kWh annually**

OUR MARKET - US$250B[1] MARKET WITH STRUCTURAL DEMAND TAILWINDS

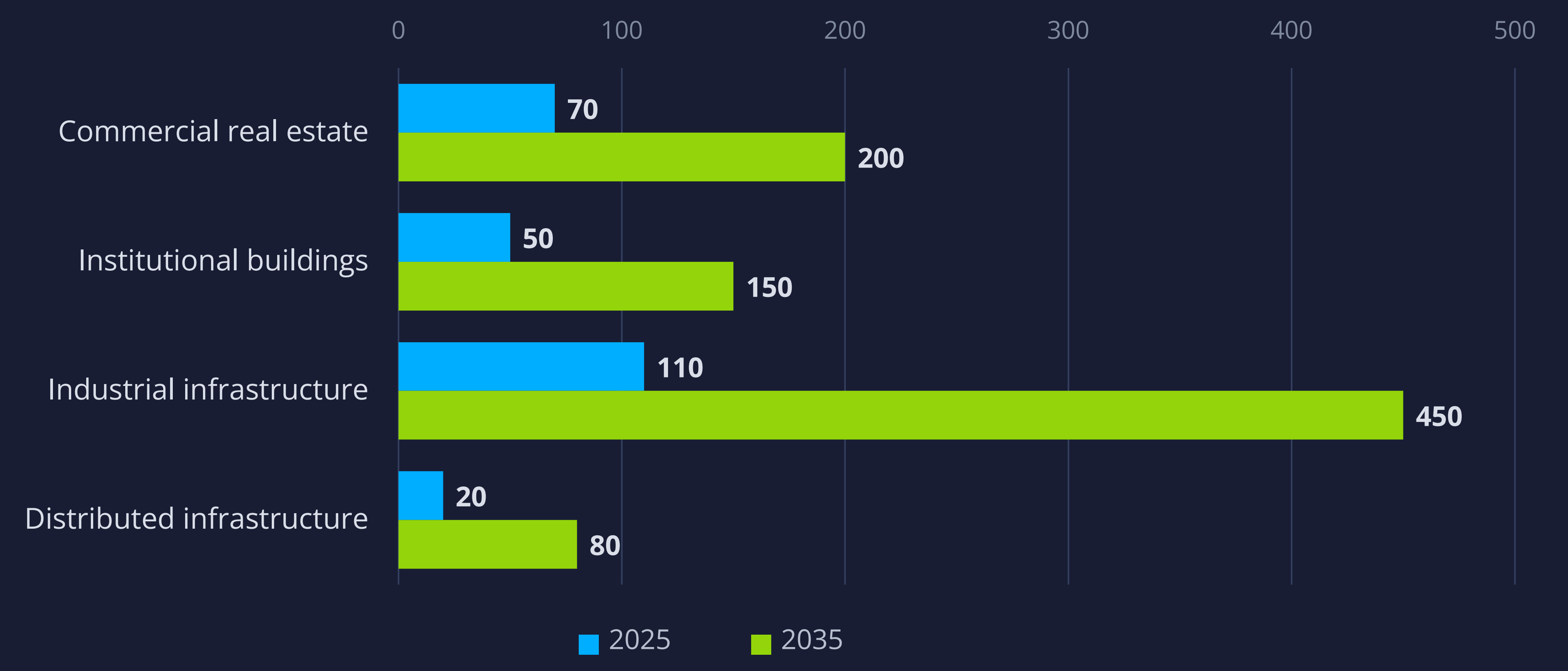
MARKET SCALE

2025 → 2035

US$250B → **US$880B**

GLOBAL ENERGY INTELLIGENCE / IoT MARKET • USD$B

SELECTED MARKET SEGMENTS • USD$B



STRUCTURAL DEMAND DRIVERS

Capital pressure

Higher rates increase the need to optimise existing assets, preserve occupancy and direct capital selectively.

Operating-cost pressure

Energy represents approximately one-third of commercial-building operating cost; active control supports resilience and margins.

Compliance & asset-value pressure

Ratings, disclosures and regulation increasingly influence asset value, financing and tenant expectations.

Global Energy Intelligence / IoT is projected to expand from US$250B (2025) to US$880B (2035), as owners confront rising cost, risk and reporting pressure.

1. Sources: Frost & Sullivan analysis (2021); Grand View Research; Markets & Markets; Guidehouse; IEA; EPX internal value framework.

EPX SOLUTIONS OVERVIEW

EPX Solutions sit where cost, risk and compliance converge — turning accurate and verifiable building data into measurable efficiency and asset performance

ENERGY OPTIMISATION

Reveals how the portfolio uses energy, water, gas and thermal, then drives action that cuts usage.

- ✓ Lower energy and utility costs
- ✓ Verified proof of savings
- ✓ Reduced service charge impact

TENANT RECHARGING

Meters consumption per occupier and apportions shared supply for accurate, automated tenant billing.

- ✓ Recover more, including void and communal
- ✓ Less cash tied up in disputes and bad debt
- ✓ Stay compliant and avoid Ofgem fines

INFRASTRUCTURE MANAGEMENT & CONTROL

Monitors equipment condition and performance, diagnoses faults, and enables planned maintenance over reactive callouts.

- ✓ Lower maintenance costs and higher first-time-fix rate
- ✓ Reduced downtime and operational risk
- ✓ Extended asset and equipment life

OCCUPANT EXPERIENCE

Monitors comfort, air quality and accessibility, resolving issues before they turn into complaints.

- ✓ Retain occupiers, fewer disputes
- ✓ Comfort data that supports lettings
- ✓ Meet accessibility and environmental obligations

DECARBONISATION

Cuts operational carbon through targeted interventions, with audit-ready data and reporting to prove it.

- ✓ Measurable, verified progress
- ✓ Improved building ratings
- ✓ Green accreditations, stay compliant

INVESTMENT PLANNING

Models the financial and carbon case for capital, prioritising spend by impact across the portfolio.

- ✓ Direct capital to highest-ROI initiatives
- ✓ Unlock green financing with an evidenced case
- ✓ Increase building and asset value

OUR VALUE TO CUSTOMERS

Bringing together data with people and the expertise to deliver real value, not just information

ENERGY OPTIMISATION

Cuts usage across all utilities

→ **Lower energy costs for landlords,**

lower service charges for tenants

INFRASTRUCTURE MANAGEMENT & CONTROL

Diagnose and fix faults remotely

→ **Lower maintenance costs with reduced downtime and longer asset life**

DECARBONISATION

Cut operational carbon

→ **Measurable progress toward better ratings and green accreditation**

TENANT RECHARGING

Automated, accurate tenant billing

→ **Cut billing disputes and bad debt**

OCCUPANT EXPERIENCE

Better comfort, air quality, access

→ **Better retention with data that supports lettings and compliance**

INVESTMENT PLANNING

Prioritise capital by ROI & carbon impact

→ **Direct capital to the highest-impact initiatives**

02 Financial Results

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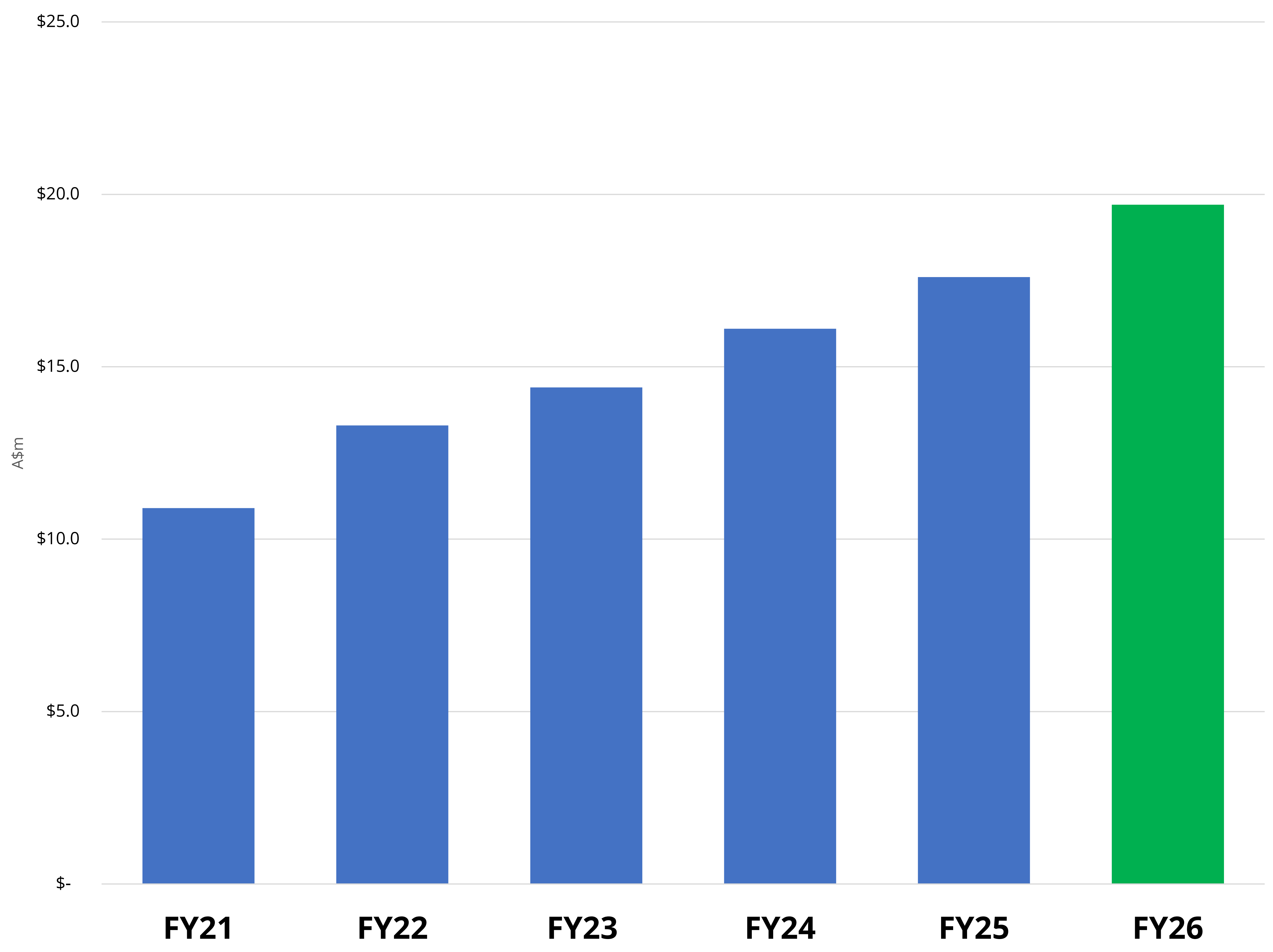
Annual Contract Value (ACV[1])

ACV up 12% pcp with new contract wins coming in mainly H2 FY26



Key FY26 ACV Wins

New contract wins were derived from a combination of existing and new customers, including:

- Pure Health/Rafed – UAE- new hospital and health clinics tender win
- GWR Renewal and uplift – UK - Great Western Rail tender win and uplift from existing contract starting 1 July 2026
- FirstGroup plc – UK - new revenue from FirstGroup and First Bus
- Charter Hall Industrial – AU – re-enlivened post acquisition of Wattwatchers across their industrial estate
- Revelop – AU – new competitive process win for sites in Australia
- TAFE NSW – AU – Tender win across all TAFE NSW sites
- Brookfield – UK - competitive process win of 5 initial sites
- DWS – UK/EU – Renewal of a 3-year Master Services Agreement

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FY26 profit and loss

$m	FY26	FY25
Total Revenue	16.1	15.7
Cost of goods sold	(1.6)	(1.1)
Gross Profit	14.5	14.6
	90%	93%
Employee Expenses	(13.9)	(12.8)
Other Expenses	(3.6)	(3.8)
EBITDA	(3.1)	(2.0)
Non cash impairment and provisions	0.2	0.6
Share-based payments	0.3	0.0
Acquisition and integration costs	0.7	0.3
IT architectural transformation costs	0.1	0.0
Legal costs / court rulingsUAE receivables	0.0	(0.4)
Restructuring costs	0.3	0.3
Underlying EBITDA	(1.4)	(1.1)

Key items

Gross profit

Came back slightly due to the cost of Wattwatchers devices now included and building up some additional stock items post DOCA.

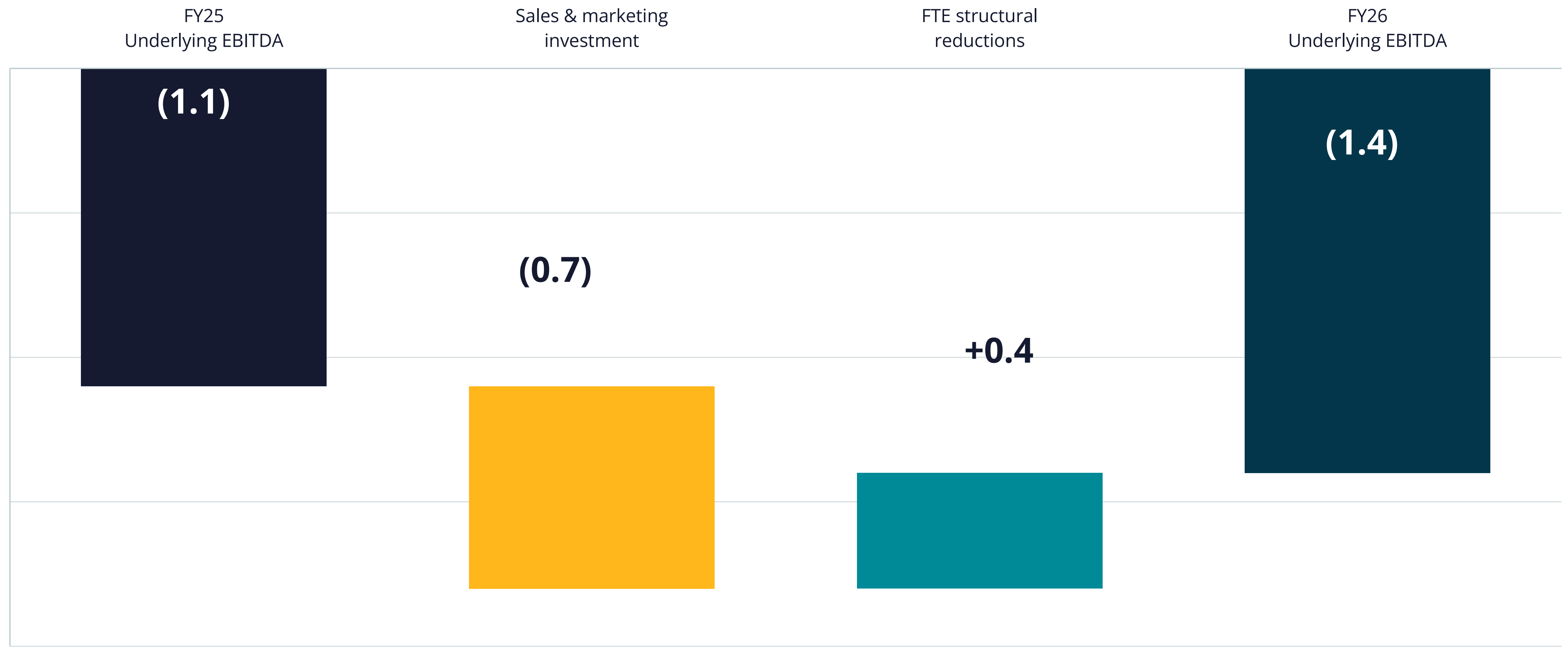
Employee expenses

The increase reflects the new FTEs from Wattwatchers and the recycling of departures into growth areas across sales, marketing and product.

Underlying EBITDA loss

Slightly higher than FY25, driven by investment in sales and marketing (-$0.7m) offset by reduction on FTE run rate for FY27 (+$0.4m)

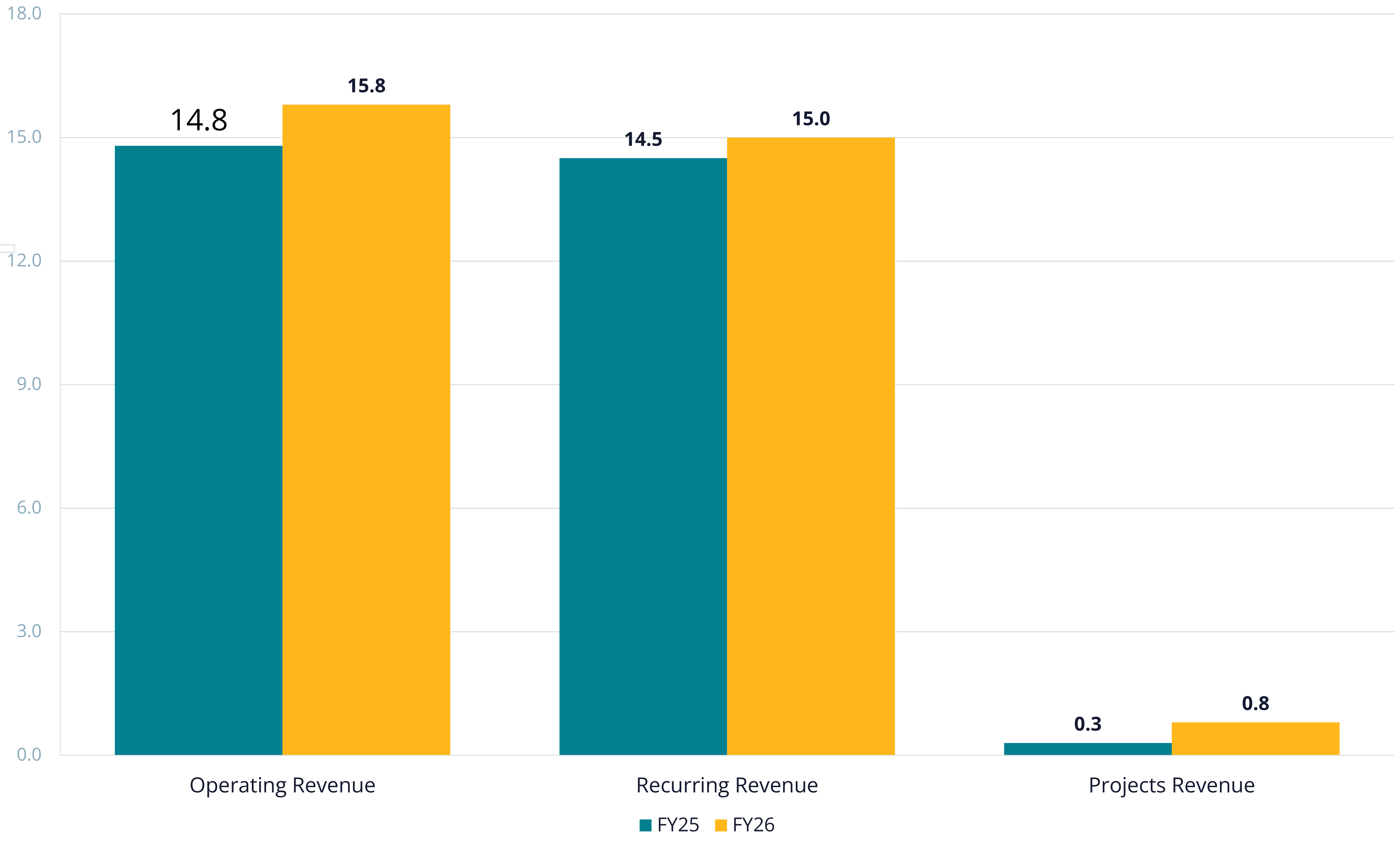
Underlying EBITDA bridge | $m



Operating revenue grows 7% to $15.8m

Recurring Revenue remains over 90% of Total Revenue

Revenue by type | $m



+7% Operating revenue growth

Growth drivers

Projects Revenue +206% to $0.8m
New revenue from investment in Wattwatchers in FY26.

Recurring Revenue +3%
$15.0m in FY26, up from $14.5m; Recurring revenue continues to represent over 90% of total revenue

FY25 included a $0.5m UAE ruling
No equivalent income in FY26 so excluded for comparative analysis

Income reconciliation | $m

	FY26	FY25
Operating revenue	**15.8**	**14.8**
Other income	0.3	0.4
UAE Court ruling	–	0.5
Total Income	**16.1**	**15.7**

Operating costs increase 5% to $17.5m

Comparable spend rises 4% as EPX invests in sales and marketing initiatives, acquisition and integration of Wattwatchers and streamlines platform capability

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$'M	FY26	FY25	
Statutory employee expenses	**(13.9)**	**(12.8)**	**9%**
EBITDA adj impacting empl. costs	1.0	0.6	
Underlying employee expenses	**(12.9)**	**(12.2)**	**6%**
IT costs	(1.1)	(0.9)	
Insurance	(0.3)	(0.4)	
Reporting and ASX	(0.5)	(0.5)	
Marketing and IR	(0.1)	(0.3)	
Other	(1.6)	(1.7)	
Statutory operating expenses	**(3.6)**	**(3.8)**	**-6%**
EBITDA adj impacting op. exp	**0.6**	**0.7**	
Underlying operating costs	**(3.0)**	**(3.1)**	**-4%**
Total underlying costs	**(15.9)**	**(15.3)**	**4%**

+5% reported costs

+4% comparable spend

Comparable spend increased due to the $0.7m investment in Sales and Marketing

People investment
Employee expenses include $0.7m of growth investment and $0.5m from acquisitions. FTEs remain at 72

Product and platform
IT costs include product development and cyber security; Further IT integration to occur with Wattwatchers/EDGE/Coda platforms.

Wattwatchers: Acquisition metrics

Acquired in Dec 2025 from Administration (DOCA), completed operating reset & now positioning the business for FY27

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Acquisition Value

Gross acquisition of $1.1m, with a net acquisition cost of $350k versus $560k planned — the business had over $0.5m in stock on DOCA completion

Revenue Reset

Revenue run rate is approximately $1.5m; Total Revenue of over $2 - $3m targeted.

Margin Reset

Gross Profit margins in FY26 improved from nil (on acquisition) to 40% - FY27 run-rate gross profit margin targeted at circa 55% — above business-case assumption

EBITDA

FY27 Run Rate trajectory of positive EBITDA

Summary of the acquisition

FY26 - What we found

- Six-month loss was higher than planned, mainly due to reconciling devices to customers (and removing circa 25% of the fleet), most of which were not/had not paid for months.
- Recurring revenue was minimal as post DOCA there were no ongoing customer contracts and needed re-enlivening
- Clean-up costs affected FY26 cash.

FY27 – Run Rate look through

- Strategic customer accounts identified
- Agreements now in place with revenue of $1.5m, up from $0.3m in March quarter
- Further customer agreements being negotiated
- ‘Unexpected’ market entry into EV, telecommunications and data centre environments – yet to be exploited
- Target of revenue Run Rate of $2-3m remains

Acquisition metrics

- Gross purchase value was $1.1m, with approx. $0.5m in stock/inventory included in the business – net purchase value of $0.6m
- Current acquisition revenue multiple is **0.4x** on net purchase value and on current FY27 Run Rate look through of $1.5m
- Further upside expected in FY27 which will improve the ratio.

Operating cash outflow in FY26, Underlying H2 improvement

UAE collections improving but subject to ongoing Middle East issues

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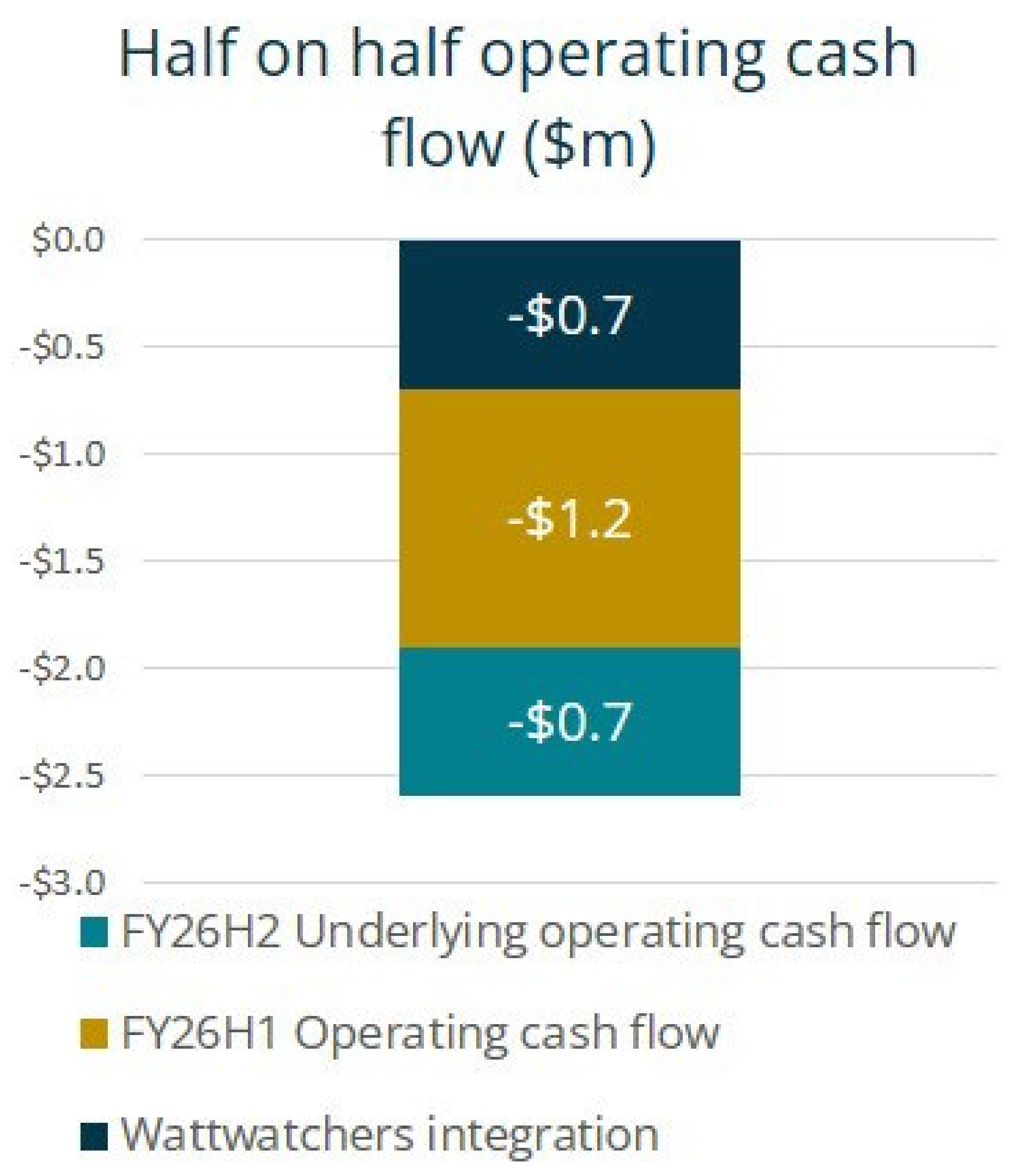
Cash flow | $m

	FY26	H1 FY26
Receipts from customers	18.1	9.2
Payments to suppliers	(20.8)	(10.4)
Other	0.1	-
Operating cash flow	**(2.6)**	**(1.2)**
New contract installations	(1.3)	(0.7)
Purchase of Wattwatchers	(0.6)	-
Other	(0.3)	(0.1)
Investing cash flow	(2.2)	(0.8)
Equity capital raised	4.2	4.0
Net borrowings	1.5	-
Repayment of lease liabilities	(0.6)	(0.3)
Financing cash flow	5.1	3.7
Cash	**1.6**	**3.0**



$1.6m FY26 closing cash

FY26 $(2.6)m operating cash-flow composition

H2 FY26 $(0.7)m

Underlying spend efficiencies reduce H2 deficit by 40%. UAE debtor collection improved slightly In H2 and $0.4m was collected in July/Aug

H1 FY26 $(1.2)m

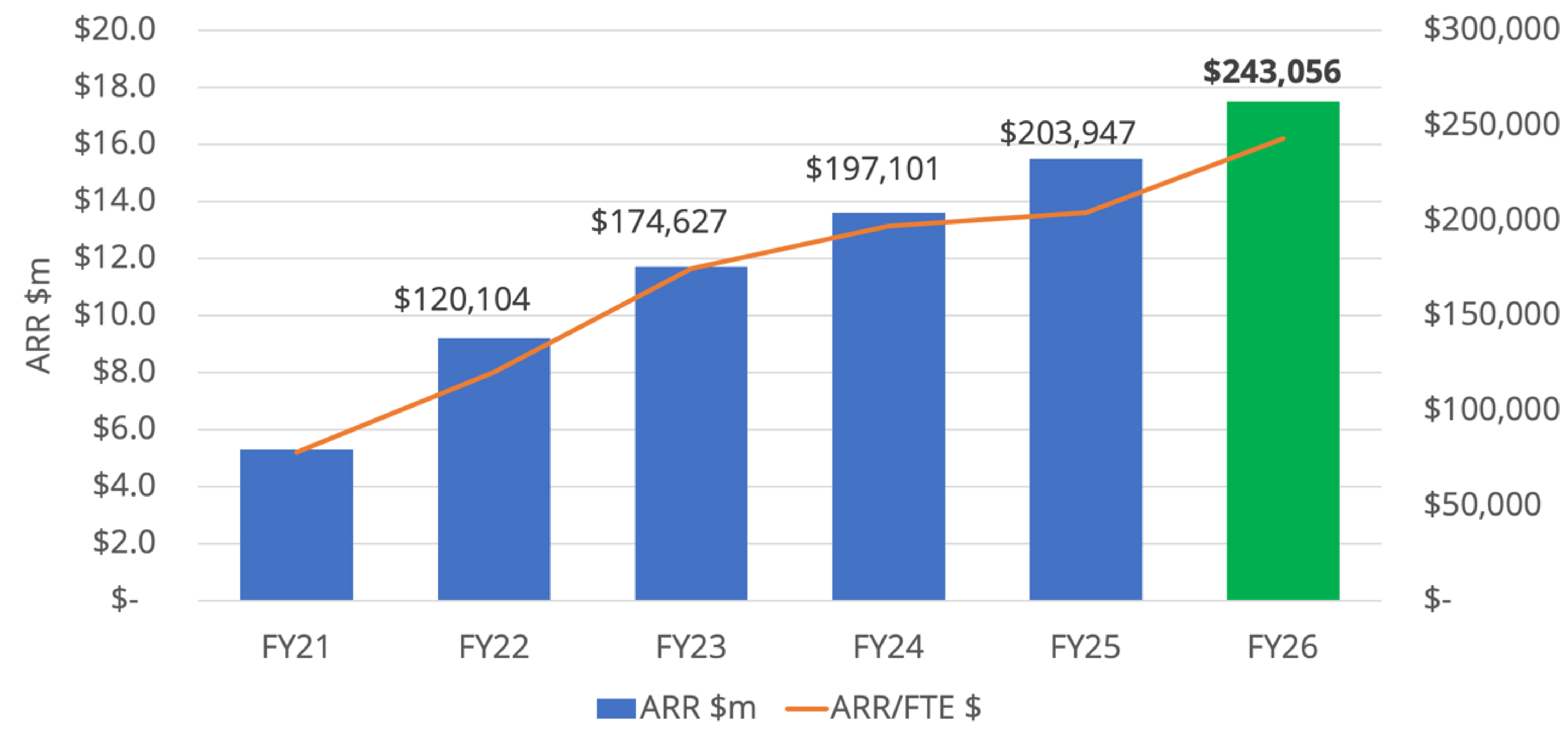
Reflects investment for growth and decline in UAE debtor collections.

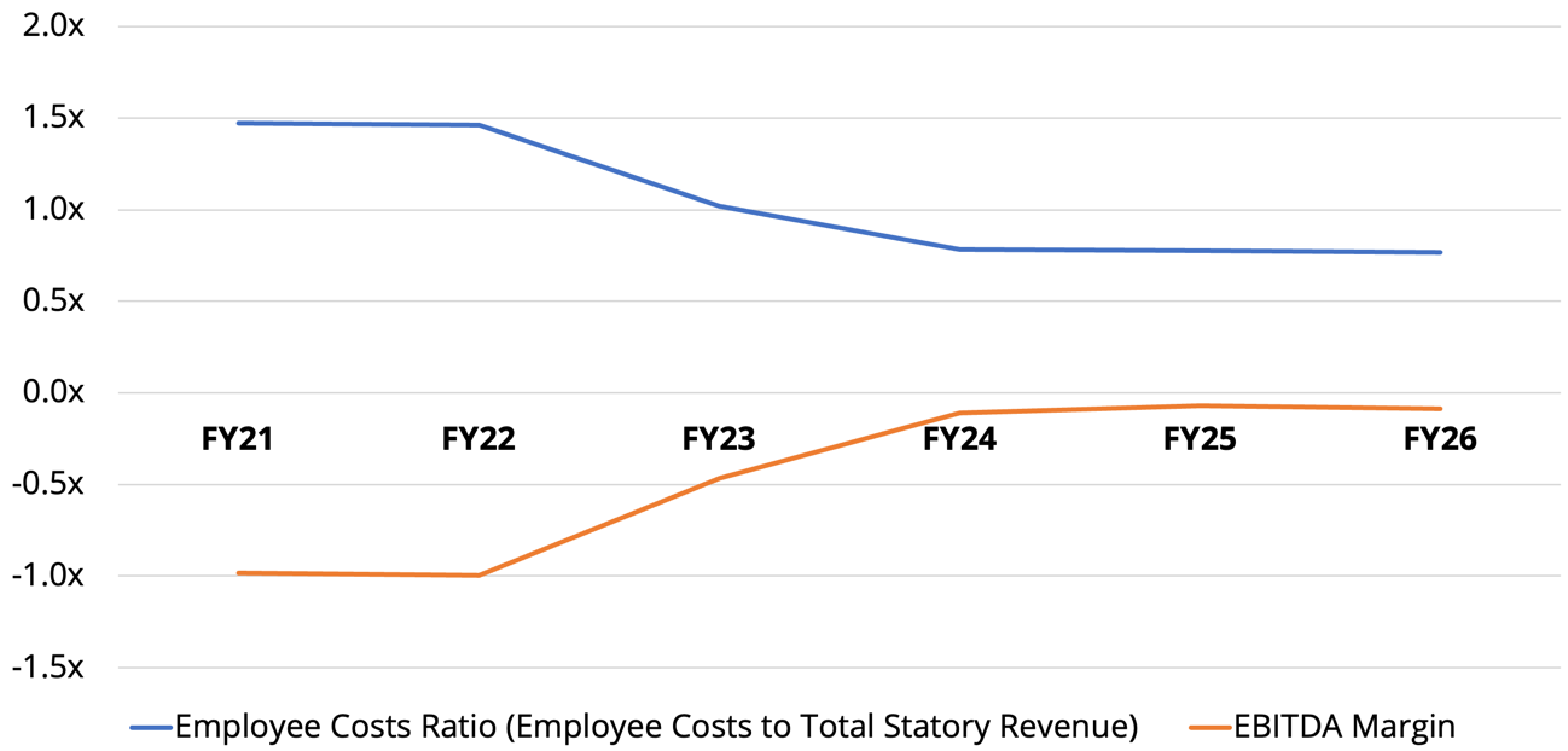
Wattwatchers integration costs $(0.7)m

Separate from acquisition costs is spend to re-enliven customer contracts and supply chain partners, following acquisition out of Administration (DOCA)

Efficiency metrics

Revenue efficiency metrics improved by 18%; Operational efficiency maintain consistent to pcp





- **Revenue efficiency**
  - ARR per FTE increased from approx. $204k/fte (FY25) to $240k (FY26)
  - As at 30 June, EPX retained approx. 72FTE post the re-alignment of the organisation into regional based Customer aligned teams

Operational Productivity

- Employee Cost ratio (to Statutory Revenue) is maintained at approx. 0.8x.
- EPX's EBITDA Margin is maintained at an approx. Loss (5%).

OUTLOOK REMAINS POSITIVE

epx

MACRO ENVIRONMENT CONTINUES TO SUPPORTS EPX CAPABILITY

- High electricity costs and emissions-reduction targets support demand.
- Mandatory reporting is expanding, including the Australian Sustainability Reporting Standards (ASRS).

EPX DELIVERS IMPACT

- Monitors 5bn+ data points annually through its data-as-a-service platform.
- Delivered $20m+ in savings FY26 and cumulative 270,000tCO2e savings
- Produces auditable, reconciled data to IPMVP standards.

GROWING THE TARGET MARKET

- Expanded beyond a ~US$6bn energy-savings niche, focused on commercial offices.
- Recent acquisitions broadened capabilities and the addressable market to ~US$250bn.

GLOBAL BLUE-CHIP CLIENTS

- 1,100+ sites, up 45%+ pcp, with broader reach.
- Expanded industrial capability.
- Can optimise most building types.

FOCUS ON REVENUE GROWTH

- ACV grew by 12% pcp
- ARR grew 13% pcp; conversion to statutory revenue is now the priority.
- EU/UK pipeline growth aligns with the Group's investment focus.

CONTINUE OPERATING DISCIPLINE WHILST GROWING

- Operating efficiency improved
- Further cost reduction expected after Wattwatchers IT integration
- Focused on achieving positive underlying EBITDA
- M&A to continue for the right assets

Thank you

www.epx.tech

Awards & Certifications

WINNER of an edie Award 2025 for Partnership and Collaboration of the Year

- Award Focus: Celebrates bold climate leadership, green innovation, and impactful sustainability partnerships
- Result: Winner through our partnership with Westfield, Schneider Electric and ISS

SHORTLISTED for two CIBSE Building Performance Awards

- Award Focus: Excellence in sustainability, innovation, and performance in the built environment
- Result: Shortlisted for 2 Awards:
  - Building Performance Evaluation – Practice Award and
  - Collaboration Award for 2 Redman Place

SHORTLISTED for two UK PropTech Awards 2025

- Award Focus: Innovation in digital transformation, sustainability, and customer-centric solutions across property
- Result: Shortlisted for 2 Awards:
  - Collaborative Business Transformation Award - epx + Freesi
  - ESG Collaboration Award – epx and 2 Redman Place.

Globally Accredited Standards

- ISO 9001:2015 (UK and Australia)
- ISO 14001 (UK and Australia)
- ISO 45001:2018 (UK)
- ESCO and BEMAS Accreditation (UAE)