

## ASX Announcement

30 August 2021

### First New Enterprise Customer for Procurement Schedule Module

#### Key Highlights

- **First new Contractor to license the recently launched Procurement Schedule module highlighting early sales traction of the highly strategic module**
- **Felix has secured a 2-year contract with FKG Group, a leading Contractor active across Felix's high-value target sectors**
- **Momentum building in Q1 FY21 as a number of pipeline opportunities continue to progress to plan**

BRISBANE Australia, 30 August 2021: Felix Group Holdings Ltd (ASX: FLX) ("**Felix**" or the "**Company**") is pleased to announce that it has secured the first new Contractor customer for the recently launched *Procurement Schedule* module.

FKG Group ('FKG') is the first new Contractor outside of the existing customer base to license the recently launched *Procurement Schedule* module (see ASX announcement '*Felix launches new strategic module*', 20 August 2021). This follows the rollout of the module across an existing cornerstone customer earlier this month. The early traction of *Procurement Schedule* across new and existing customers demonstrates the value of the new, highly strategic module that serves as the nerve centre of the Felix platform.

The new contract also includes Felix's *Vendor Management* and *Sourcing* modules with the three solutions to be initially rolled out across FKG's construction division. FKG is a rapidly growing Contractor across commercial construction, civil engineering and support services to the property, resources, infrastructure and government sectors across Australia. The commercial construction market FKG operates in is an important sector as Felix continues its strategy to penetrate new high value sectors beyond civil engineering and infrastructure.

In addition, the new contract provides further opportunities to accelerate the scale of the Vendor Marketplace through FKG mandating use of Felix across its network of third-party Vendors. Although not material to overall Group revenues, the annualised recurring revenue (ARR) generated by the contract is expected to increase Contractor ARR by 5%.

Felix continues to focus on converting its significant Contractor pipeline in line with its near-term goal of doubling the number of Contractor customers. Several new customer discussions are progressing to completion as momentum continues to build in Q1 FY22.

#### **Felix's Co-Founder and CEO, Mike Davis commented:**

*"We are very excited to announce the first new customer for Procurement Schedule following its launch only just last week. The contract with FKG group is further evidence of the growing adoption of Felix's platform across our high-value target sectors. We are continuing to see growing interest for Procurement Schedule along with the broader suite of modules across a number of ongoing discussions with new and existing customers. The first quarter is shaping up to be a very exciting start to FY22."*

Authorised for release by:

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***About Felix – see more at [felix.net](http://felix.net)***

*Felix operates a cloud-based enterprise Software as a Service (SaaS) procurement management platform and vendor marketplace. Felix connects contractors and third-party vendors by digitising, automating, and streamlining a range of critical procurement-related business processes – reducing supply chain risk and improving transparency and governance.*