

ASX Announcement

27 January 2022

## Felix Secures Cornerstone Customer in Diversified Real Estate Sector

### Key Highlights

- Felix signs cornerstone diversified real estate customer demonstrating platform expansion into new, high value and adjacent sectors
- Significant 3-year contract signed with GPT Group, one of Australia's largest diversified property groups, managing \$25.3 billion in real estate assets
- Contract will generate an additional \$300k of ARR, with further opportunities for expansion underpinned by GPT's multi-billion-dollar development pipeline
- GPT Group to utilise Felix's full suite of platform modules, highlighting the broad applicability of the platform across various sectors with complex procurement processes, and its ability to be deeply and seamlessly embedded into customer ecosystems

BRISBANE Australia, 27 January 2022: Felix Group Holdings Ltd (ASX: FLX) ("**Felix**" or the "**Company**") is pleased to announce that it has secured a 3-year contract with GPT Group (ASX: GPT) ("GPT") for its enterprise procurement management platform.

GPT is Felix's first cornerstone customer in the real estate sector, representing significant expansion into a new and high value industries. In line with the Company's growth strategy, Felix continues to leverage the strong traction of its platform across initial focus sectors of commercial construction and engineering into new and adjacent industries. The contract with GPT demonstrates Felix's broad applicability across those sectors with large and complex procurement processes. The contract will generate an additional \$300k of ARR, equivalent to approximately 7% of total contracted ARR, with a total contract value of \$900k over 3 years.

GPT is one of Australia's largest diversified property groups with a portfolio of \$25.3 billion across 79 Australian office, logistics and retail assets. GPT's portfolio includes some of Australia's most recognised properties, including Australia Square in Sydney, Melbourne Central and Brisbane's ONE ONE ONE Eagle Street. The Company has significant pipeline of developments with over \$4.8 billion currently underway or planned, providing Felix with further organic growth opportunities.

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

*"We are very excited to announce our contract with GPT Group, which represents our first cornerstone customer in the high-value real estate sector. Felix's full suite of modules will be rolled out across GPT, highlighting the ability of our leading platform to be deeply embedded into our customers' ecosystems. This represents a strong start to the calendar year, and we are excited for momentum to continue into H2 FY22."*

Under the contract, GPT will roll out Felix's full suite of modules across the organisation. Felix's platform will be integrated into GPT's third-party risk and compliance systems, deeply embedding the platform into GPT's procurement ecosystem. The new integrations being

developed for GPT will also further expand Felix's suite of APIs for new and existing customers.

### **About GPT**

Listed on the ASX since 1971 as Australia's first property trust, GPT was initially launched and managed by Lendlease who wanted to provide retail investors the opportunity to invest in a portfolio of high-quality commercial property assets. Today, GPT is a vertically integrated diversified property group that own, manages and develops high quality real estate across Australian office, logistics and retail assets. GPT has grown to be a constituent of the S&P/ASX 50 and is consistently ranked as one of the world's best performing property and real estate companies in international sustainability benchmarks and awards.

### **Quarterly Activity Report and Appendix 4C**

Felix expects to release its Quarterly Activity report and Appendix 4C for the December quarter 2021 pre-market open on Monday, 31 January 2022.

Authorised for release by:

**Mike Davis**  
**CEO**  
**Felix Group Holdings Ltd**

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### **About Felix – see more at [felix.net](https://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.*