

# EnviroSuite Investor Presentation

May 2017



ASX: EVS

# Transaction Overview

## Key terms

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- A\$15m sale to ERM (of which A\$500k provided to consulting staff)
- Warranty insurance in place
- Usual conditions to closing:

*No material adverse change*

*Relevant landlord and customer consents*

## Rationale

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- EnviroSuite becomes a focused global SaaS technology company
- Low cost base reflecting c.30 staff
- Significant cash for global expansion

## ERM

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- Cooperation agreement between EnviroSuite and ERM
- Combining EnviroSuite's award winning platform and ERM's global footprint and consulting capabilities



# Highlights - EnviroSuite Post Consulting Sale



Outstanding SaaS  
cloud-based platform



Massive IoT Market  
Opportunity



Lean operations in  
strong financial position



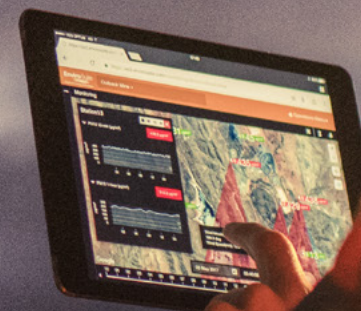
Global Clients



Rapid Growth



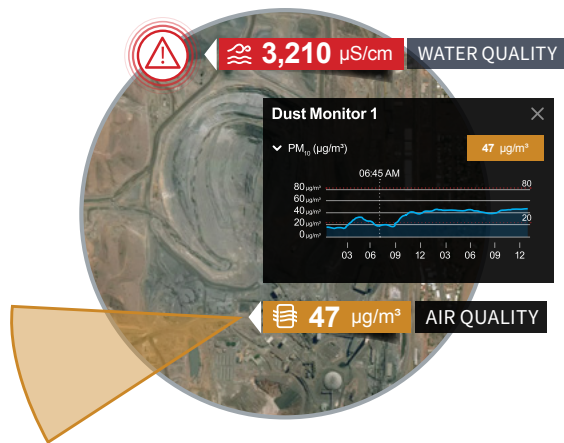
Global Partnerships





# Why EnviroSuite is Leading

The typical competitor only offers measurement and reporting,  
often after the event

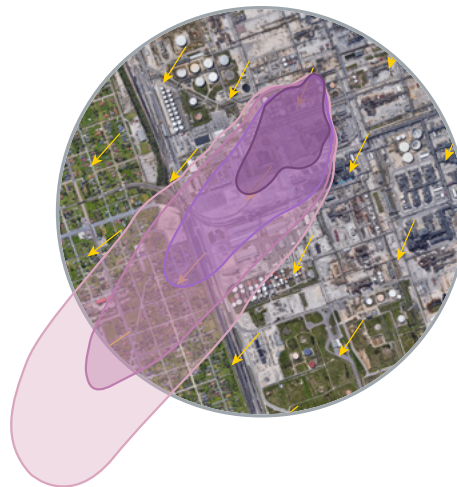


## Monitor

Real-time operational monitoring

### Instantaneous alerts

Enables operators to avoid costly and damaging environmental incidents.

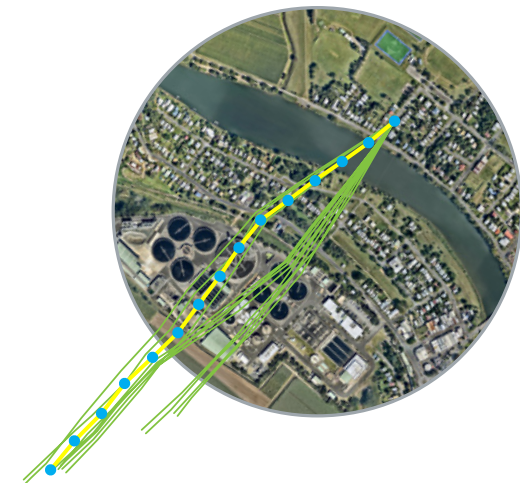


## Predict

Predictive capabilities

### 72-hour outlook

Enables planners to optimise their work schedules



## Investigate

Source Identification

### Analyse Events

Allows operators to pinpoint the sources of issues for events – both in real-time and historical

# The EnviroSuite Model



## Gather Information in real-time

### Sources

- Bureau of Meteorology
- Devices located around the site  
(typically existing devices  
EnviroSuite is device agnostic)
- Other relevant data sources connecting to  
EnviroSuite's APIs

## Deliver Information through EnviroSuite

### Key Features

- Real-time
- Connect to any device
- Predictive and Historical

## Revenue Client packages

### SaaS Fee

- Clients pay EnviroSuite  
a SaaS fee  
(Averaging \$60k-\$80k  
per site per annum)

# Product Development Pipeline

## 0-3 Months

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### Business intelligence module

API for integration with 3rd party BI tools, and an internal platform allowing enhanced BI functions to be delivered and managed on behalf of clients.

### Global weather station integration

Integration with global network of weather stations, allowing enhanced accuracy of modelling functions.

### Public observation mobile app

App for public use to submit environmental observations which will be tagged against client locations.

## 3-6 Months

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### Hydrological Modelling

Allows modelling of surface water for flow, flood and water quality alerts.

### Web config tools for partners

Tool to allow partners to set up and manage clients using a guided, secure, auto-validated process.

### Agent observation app

Extension of the public observation app, will allow collection of field sample data and observations matching client-specific requirements.

## 6-12 Months

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### Scenario modelling module

Allows clients and partners to quickly model various scenarios in order to select optimal course of action.

### Noise monitoring

Update to existing noise monitoring module to include capture of audio.

### Machine learning

Apply machine learning techniques to improve forecasting accuracy at individual sites.

# Global Clients Rely On Our Technology



# Sector Highlight

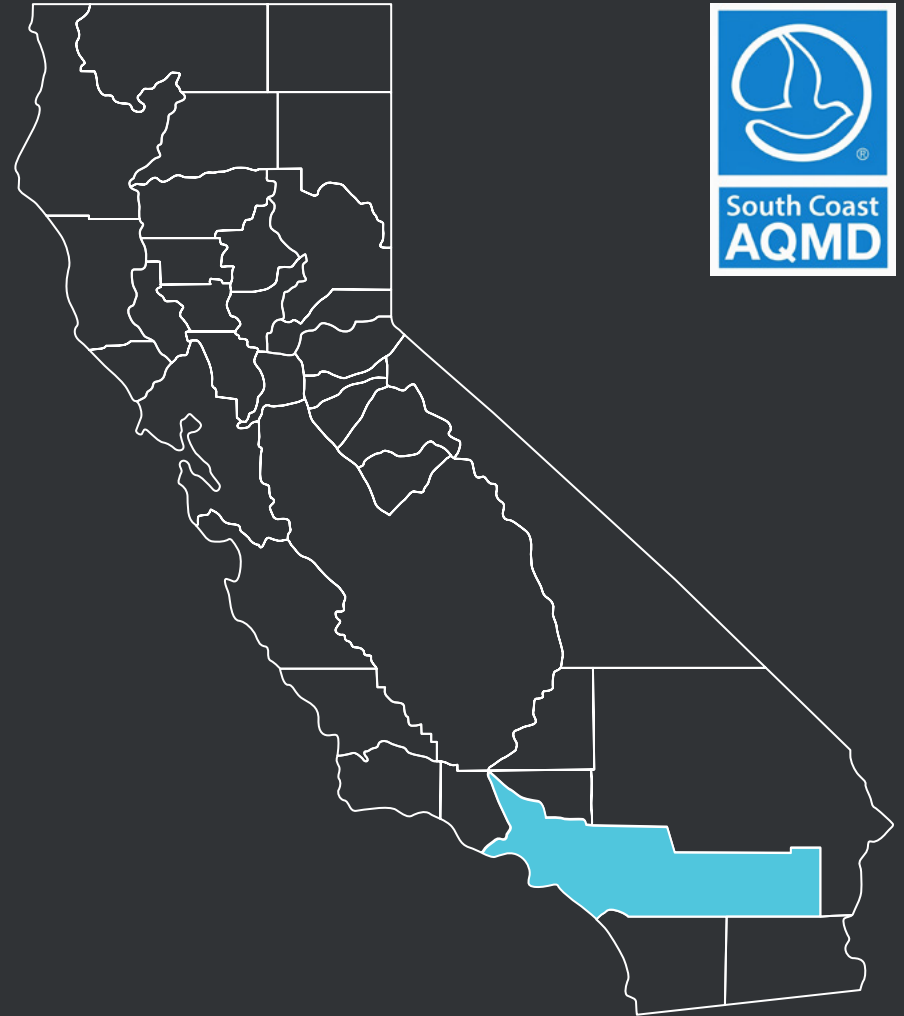
The first subscription with SCAQMD has commenced after successful 6 month trial of EnviroSuite using Monitoring, Forecasting and Incident Intelligence modules.

SCAQMD is the air pollution agency for all of Orange County and urban portion of Los Angeles and is widely regarded as the leading air quality regulatory agency in the US. Our work with SCAQMD has led to encouraging discussions with other environmental regulatory agencies in the region.

This initial subscription supports an EPA funded project for the *“Application of Next Generation Air Monitoring Methods to Characterize Hazardous Air Pollutant Emissions from Refineries and Assess Potential Impacts to Surrounding Communities”*

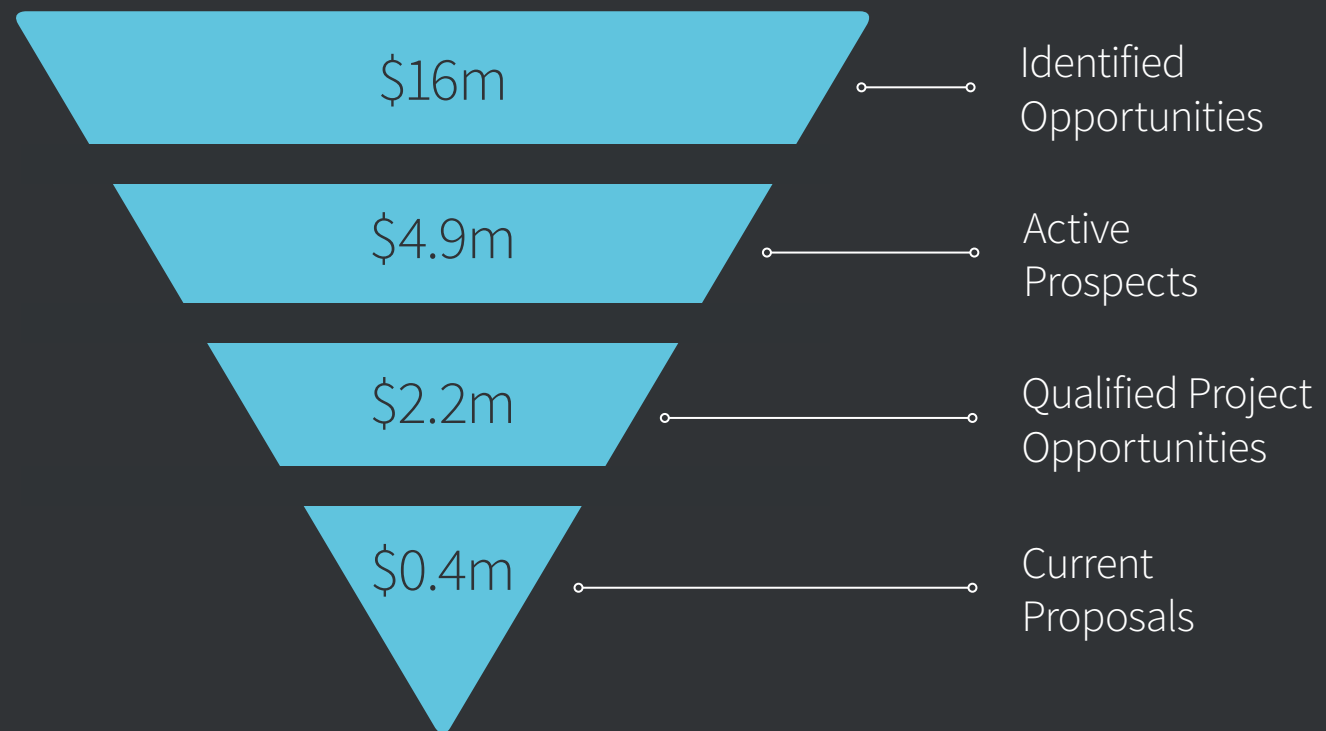
## Will enable SCAQMD to :

- Visualise continuous air monitoring data from the next generation sensors to better understand how sources of air emissions behave
- Identify and predict where emissions impact, using real-time and predictive models, and
- Engage and communicate more effectively with the community



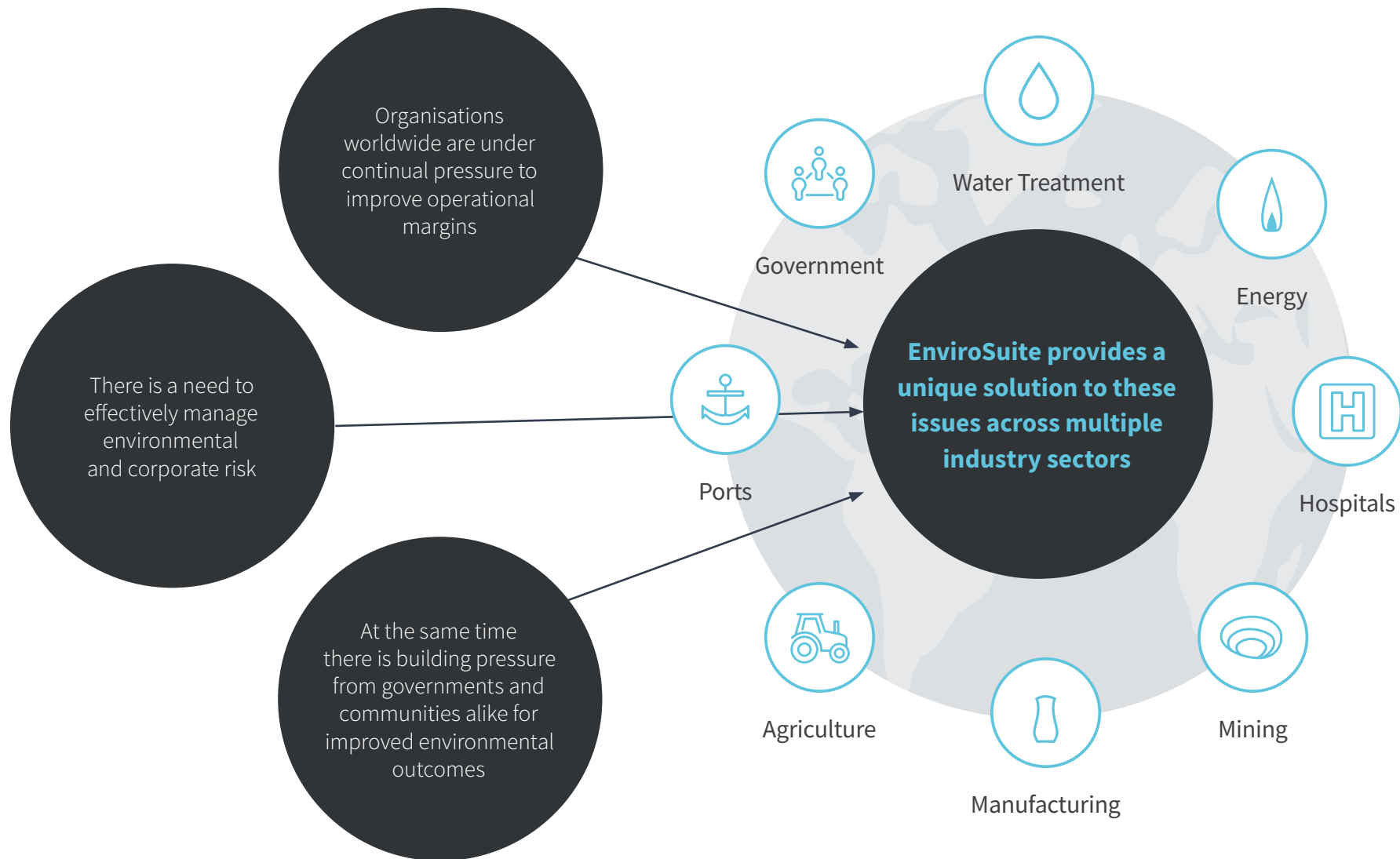


# Qualified Direct Sales Pipeline



Qualified pipeline is only the EVS direct team's and does not include the broader sales opportunities identified by the growing sales partner channels including ERM.

# Global Market Opportunity



# Global Prospects

Out of the US\$900+ billion environmental technology market, EnviroSuite addresses a market of US\$3 to \$4 billion.

Facilities	Global Market	Current Pipeline	Existing Clients
 Bulk Ports	c. 1,800	13	8
 Operating Mines	2,500+	8	18
 Heavy Industry	5,000+	17	5
 Wastewater Treatment	7,000+	32	4
 Government	Very Large	23	3
Other	12,000+	1	7

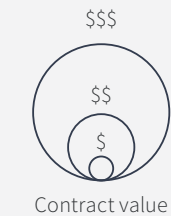
Typical EnviroSuite sale is \$60k - \$80k per site per annum

# Global Partners

Partner	Region	Description
	Europe	Globally leading odour consulting and services firm, 40 people, 5 countries
	Spain & Mexico	Leading software distributor with background in environmental consulting to industry
	USA	Major US based engineering group with 10,000 employees across 220 offices
	Canada & USA	Canada-based technology hardware and software distributor
	Global	World's largest environmental consultancy with 4,500 employees globally



# Growth



Single site  
e.g Mine Site

Multi site  
e.g California Regulators

UK Wastewater Group

Timeline

We are here

Smaller, simpler sales; market testing and proving; trials for larger organisations; initial engagement with partners

Growing partner base with increasing indirect sales; trials leading to early rollouts; upselling to existing clients.

Reliance on mature partner network; enterprise deals; upselling.

# Operations

High operational efficiency through a focused team,  
fully developed software and global partnership sales model



# Key Financials

Following the completion of the sale of Pacific Environment Consulting, EnviroSuite will have an operating model appropriate for a small but fast growing global SaaS business

## Net Cash

No debt

Cash on balance sheet  
anticipated to exceed \$13 m, post  
transaction completion

## Revenue

SaaS revenues of over \$1m for the  
2017 financial year to date

Europe, USA and Australasian sales  
team operational since February  
2017 have built a substantial active  
global pipeline

## Cost Base

Net cash burn following restructure  
post completion of the sale  
anticipated to be less than \$0.27m  
per month (post R&D rebate)

Restructuring measures include  
reduced finance, administration  
and management resources,  
leasing and systems costs

# The Company

## EnviroSuite

<b>Business</b>	Unique environmental SaaS technology platform providing decision support for managing environmental risk to business operations
<b>Operations</b>	Based in Sydney, operating globally through a network of international partners
<b>Clients</b>	International corporates and governments in Europe, Asia, North and South America

## The Board

**Robin Ormerod** - Managing Director  
**Adam Gallagher** - Director and Company Secretary  
**David Johnstone** - Non-executive Chairman

## Snapshot

<b>Share Price</b>	6.8c*
<b>Shares on issue</b>	230.9m
<b>Market capitalisation</b>	\$15.7m*
<b>Share price (12mth high/low)</b>	8.9c/4.2c
<b>Forecast cash position 1 July 2017</b>	~ A\$13m**
<b>Zero debt</b>	

\*closing price 16 May 2017

\*\*post completion of sale transaction



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