

Envirosuite Limited

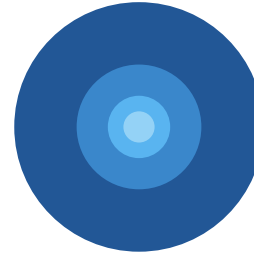
2018 Financial Year Results Summary & Capital Raise

23 August 2018

Highlights



Envirosuite completes formative year with strong growth momentum



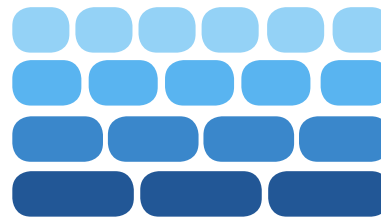
100% ARR YoY growth rate targeted to continue



FY2018 Total operating revenue of \$3.8m, Net loss of \$5.7m, Cash \$3.65m*

\$10m

\$10m two tranche capital raise at \$0.075 per share



Strong institutional shareholder base



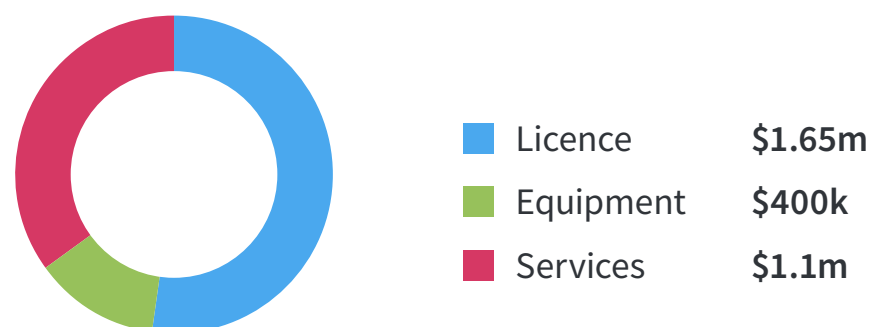
Group well positioned and resourced for sustained growth



Results Summary - Profit & Loss

- Licence revenue up 72% YoY
- Trading revenue for 2HY18 up 197% on 1HY18
- Majority of FY18 ARR won in 4th quarter, resulting revenues will commence in first quarter FY19

Revenue Breakdown



FOR THE FINANCIAL YEAR ENDED 30 JUNE 2018

Consolidated Group

Continuing Operations	2018 \$'000
Trading Revenue	3,152
Other Revenue	681
Total operating revenue	3,833
Cost of revenue	(1,607)
Gross profit	2,226
Operating expenses	
Sales and marketing	(3,643)
General and administration	(3,944)
Depreciation and amortisation	(383)
Due diligence and acquisition costs - Odotech	(178)
Total operating expenses	(8,148)
Foreign Currency (Losses) / Gains	12
Operating deficit	(5,910)
Net finance income	132
Net loss before tax	(5,778)
Income tax (expense) / benefit	24
Loss for the year from continuing operations	(5,754)
Discontinued Operations	
Profit / (Loss) from discontinued operations	586
Net loss for the year	(5,168)
Other comprehensive income	
<i>Items that may be reclassified to profit or loss</i>	
Exchange differences on translation of foreign operations	(61)
Other comprehensive income for the year, net of tax	(61)
Total comprehensive (loss)/income attributable to: Equity holders of Envirosuite Limited	(5,229)



Results Summary - Balance Sheet

- Cash at end of June 2017: **\$11.5m**
- Cash at end of December: **\$5.7m**
- Cash at end of June 2018: **\$3.65m***
- Odotech acquisition costs and associated working capital approximately: **\$1.8m**
- Nil debt

NOTE: 'Cash' refers to cash and cash equivalent

* Includes R&D tax rebate from FY2017 of \$1.3m

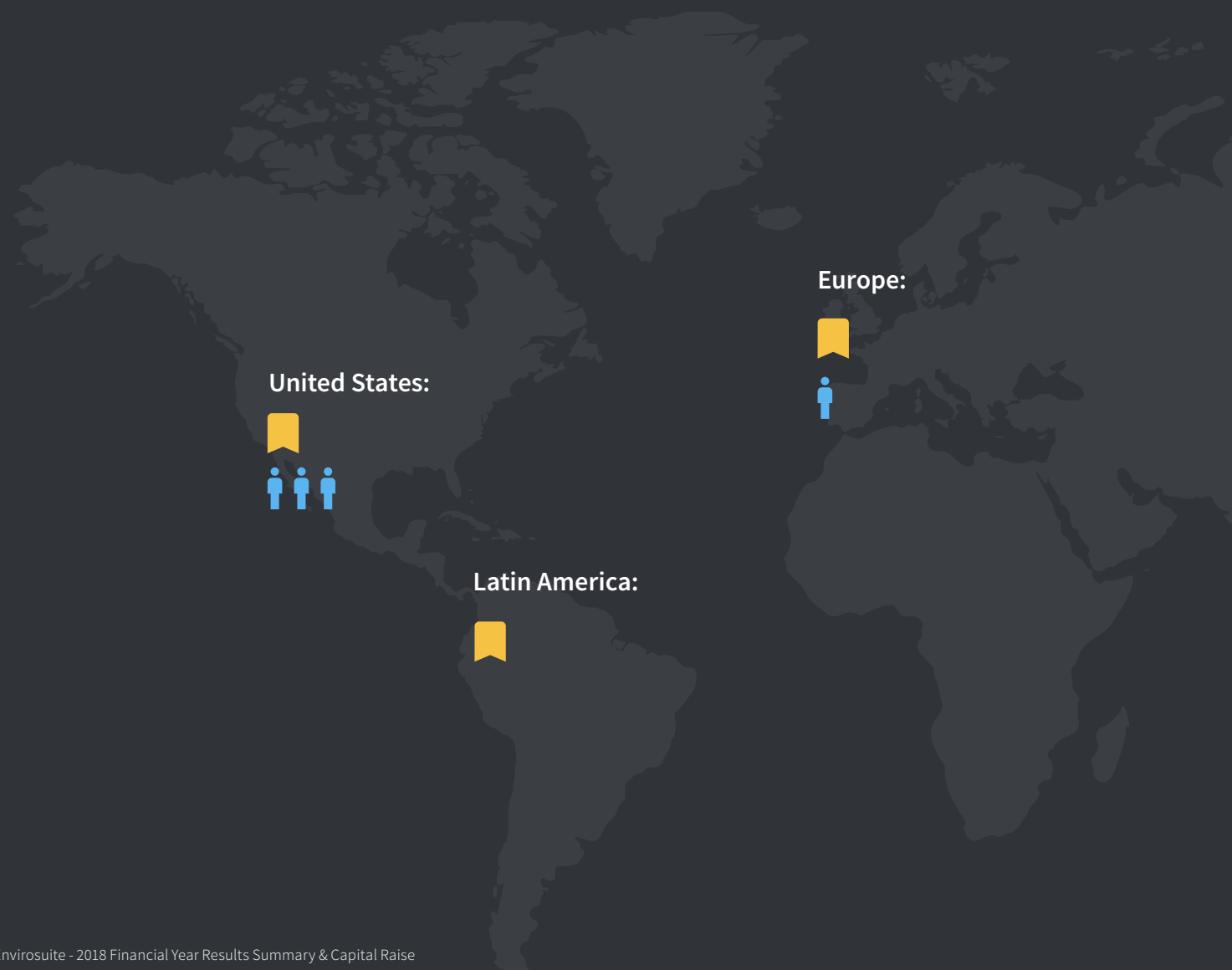
AS AT 30 JUNE 2018

Consolidated Group

	2018 \$'000
ASSETS	
Current Assets	
Cash and cash equivalents	3,648
Trade and other receivables	1,386
Other assets	166
Inventories	109
Total current assets	5,309
Non Current Assets	
Property, plant and equipment	290
Deferred tax asset	414
Intangible assets	5,107
Total non-current assets	5,811
Total Assets	11,120
LIABILITIES	
Current Liabilities	
Trade and other payables	902
Revenue in advance	851
Provisions	508
Borrowings	74
Total current liabilities	2,335
Non-current Liabilities	
Provisions	45
Borrowings	154
Total non-current liabilities	199
Total liabilities	2,534
Net assets	8,586
EQUITY	
Issued capital	26,282
Reserves	251
Retained losses	(17,947)
Total equity attributable to equity holders of Envirosuite Limited	8,586



Envirosuite footprint 1 July 2017



United States:



Europe:



Latin America:



Australia & New Zealand:



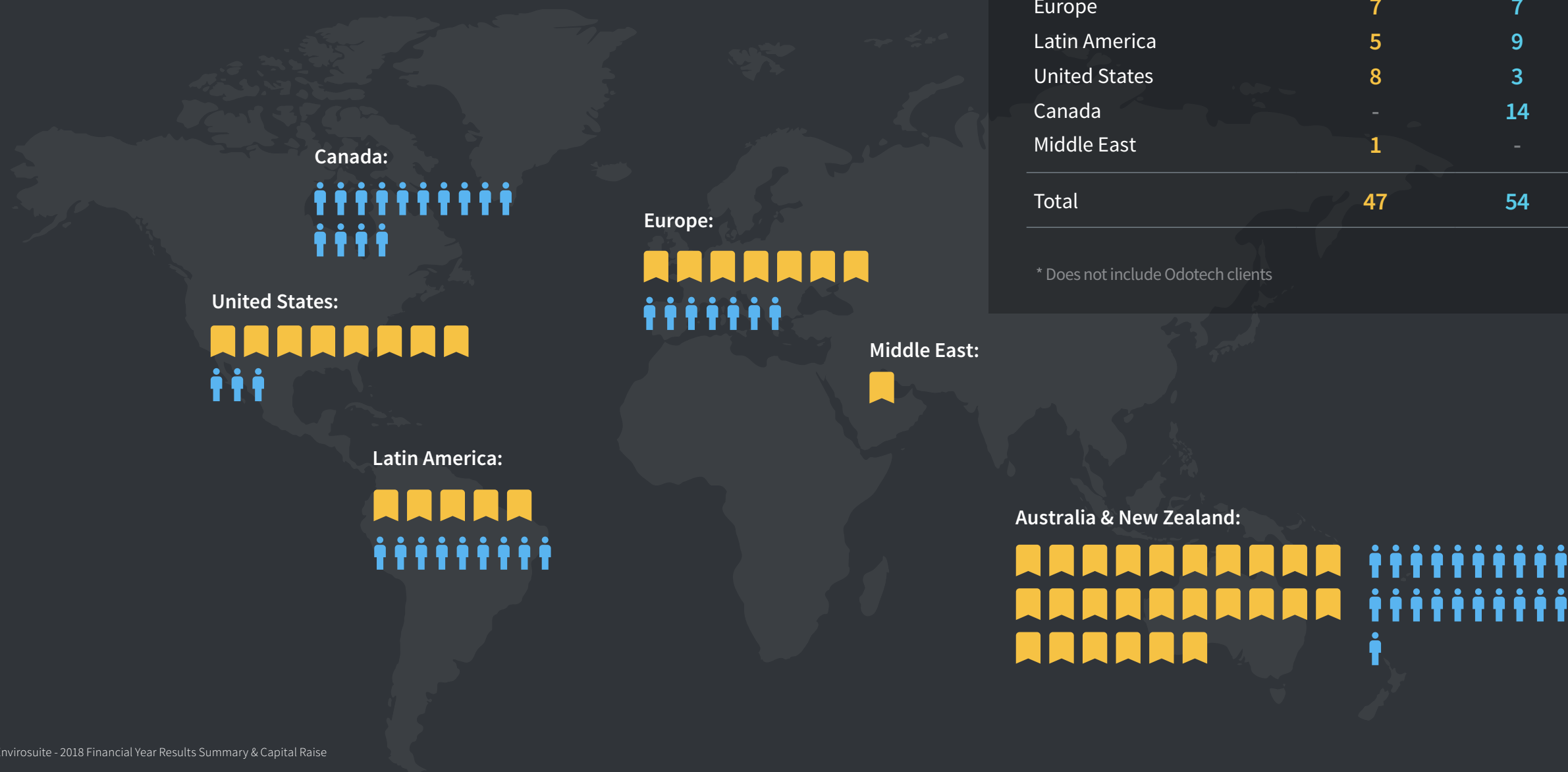
Client Sites* Staff

Australia & New Zealand	20	26
Europe	1	1
Latin America	1	-
United States	1	3
Canada	-	-
Middle East	-	-
Total	23	30

* Does not include Odotech clients



Envirosuite footprint 30 June 2018



Number of Envirosuite Platform Subscriptions

**Over 100% increase
in FY18**



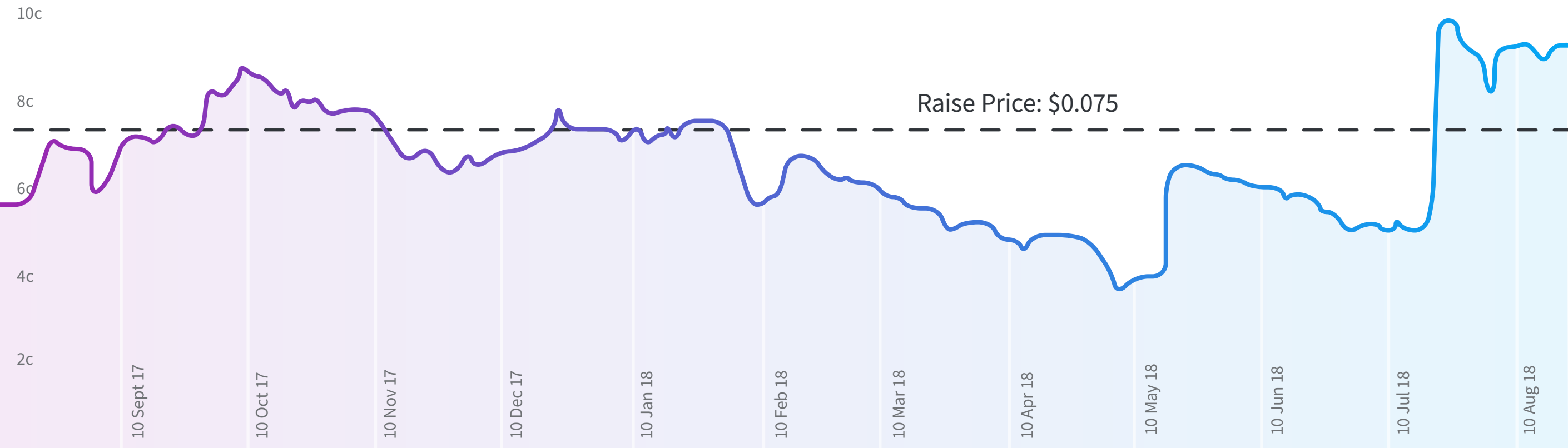
Key Capital Raise Statistics

Price per share	\$0.075
New Shares to be issued under Tranche 1	34,640,080
Gross proceeds from Tranche 1	\$2,598,006
New Shares to be issued under Tranche 2	98,693,254
Gross proceeds from Tranche 2	\$7,401,994
Total number of existing shares on issue prior to completion of the raise	230,933,875
Total number of shares on issue post the completion of the raise	364,267,209
Indicative Market Capitalisation at raise price post offer	\$27,320,040



12 Month Share Price and Raise Price

	Price	% Discount
Last Close	\$ 0.0950	- 21%
30 Day VWAP	\$ 0.0961	- 22%
60 Day VWAP	\$ 0.0834	- 10%
90 Day VWAP	\$ 0.0708	+ 6%



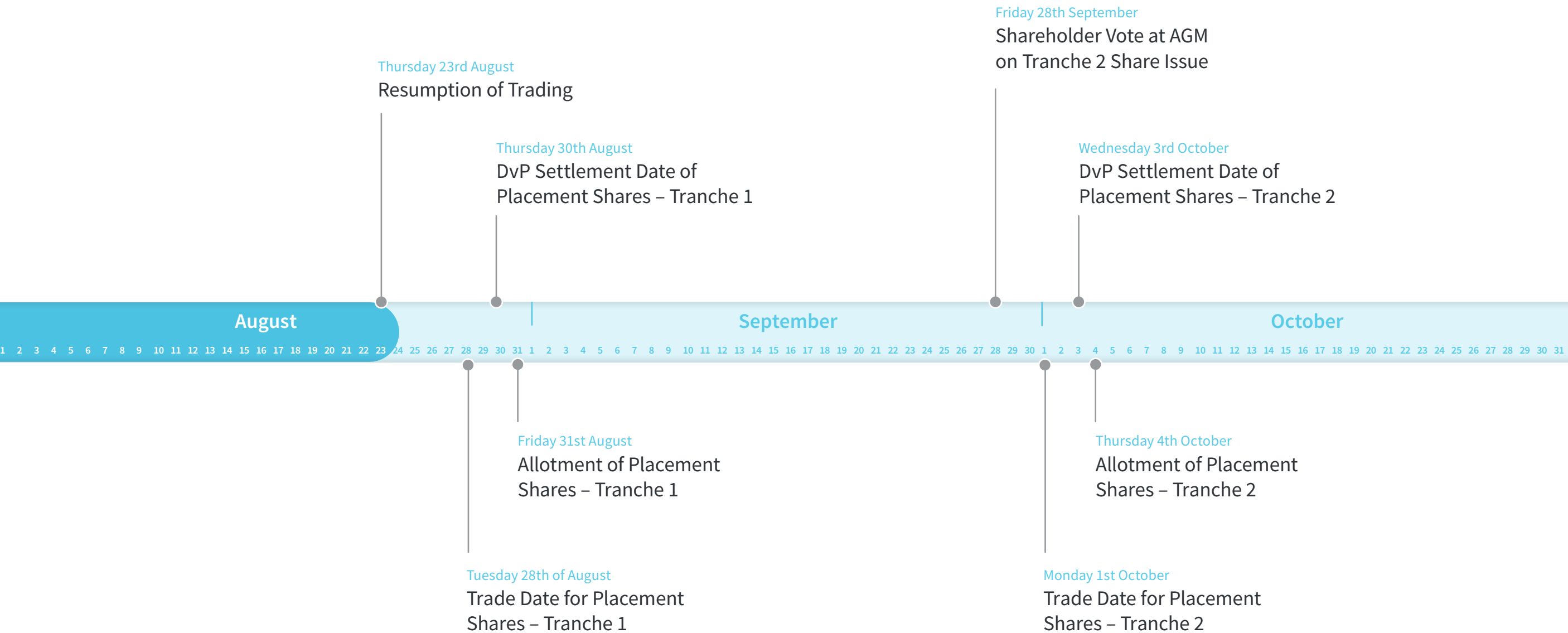
Use of funds

The Group is targeting to be cash flow positive within 24 months.

■ International Expansion	\$1.6m
■ Key Employee appointments	\$1.1m
■ Software Dev & R&D	\$3.8m
■ Sales & Marketing	\$1.2m
■ Working Capital	\$1.8m
■ Costs of Offer	\$0.5m



Indicative* Timetable



* Subject to confirmation of AGM date



Market focus

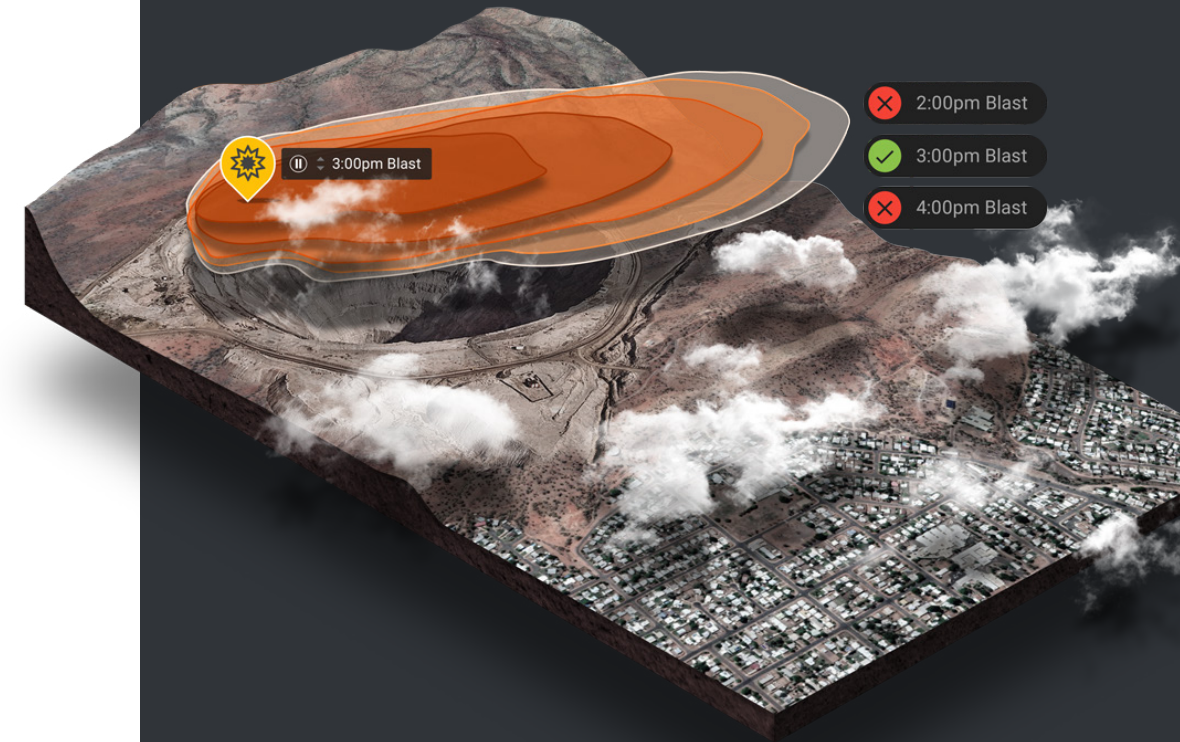
Region	Wastewater	Mining	Regulatory	Ports	Oil & Gas	Agriculture
Australia & New Zealand						
Europe						
Middle East						
North America						
Latin America						
Asia						

 Future prospects
  Emerging opportunities
  Initial Sales
  Expanding Sales



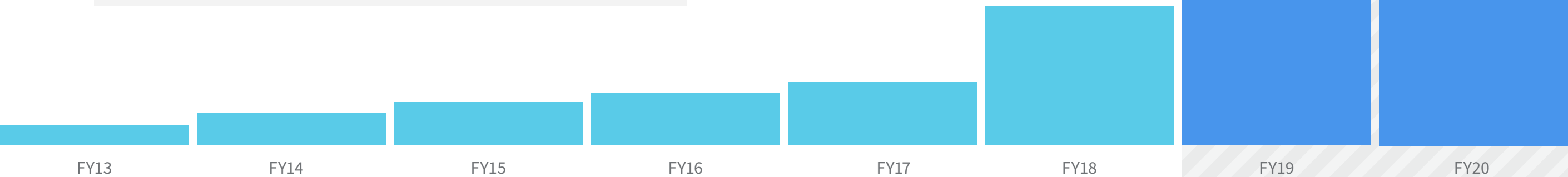
FY19 Business Objectives

- Double ARR from \$3 million to \$6 million
- Secure a partnership with a multi-national supplier to the Wastewater sector
- Become established in at least two more major UK water utilities
- Win two major clients in the Oil and Gas sector
- Extend our platform functionality in the US Regulatory sector
- Gain traction in the Latin American mining sector
- Secure further city-wide clients in the Middle East
- Expand our existing client base in Australia and New Zealand



Positioned for Growth in FY19

- Growing industry and regional demand for environmental management solutions
- Multi-award winning technology platform
- Global presence, partners and clients
- Recurring SaaS revenues
- Institutional investor base
- Strong balance sheet



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