

ASX Announcement

Major contract win and first whole-of-city application

17 December 2018

Highlights

- Major ‘smart city’ related project in Kuwait
- \$1.2m total contract value (TCV) over 3 years
- Adds \$265,000 to the Group’s Annual Recurring Revenue (ARR)
- First large-scale roll-out of Envirosuite’s new proprietary E-noses
- Significant potential for further contracts with Kuwait EPA
- Builds on Envirosuite’s presence in the Middle East

Envirosuite Limited (the “Company” or “Group”) is pleased to announce a material contract win in relation to a smart-cities project with the Kuwait Environment Public Authority (K-EPA) to provide a city-wide odour monitoring and management system. The contract is the Group’s first whole-of-city application as well as the first sale of Envirosuite’s new E-nose sensors.

K-EPA will utilise Envirosuite’s solution to drive improved methods and outcomes for identifying, analysing and responding to odour issues and general air quality management for the benefit of its citizens in the state of Kuwait.

The 3-year contract includes the provision of a network of ninety of Envirosuite’s proprietary new E-nose sensors tuned to identify client-specific categories of odour that feed data into Envirosuite’s Environmental Compliance and Incident Intelligence solutions. The project continues the trend of clients looking for a full end-to-end service (“Solution as a Service”) including the software platform bundled with appropriate hardware.

The ARR includes the on-going provision and maintenance of the hardware and software solution and the majority of the balance of the TCV is received upfront on delivery of the equipment.

K-EPA has advised that this contract is only considered as an initial phase and a significant expansion is anticipated in the medium-term subject to the success of this project.

Envirosuite Limited Chief Executive Officer, Peter White said,

“We’re very pleased to have been awarded this initial implementation of our solution in a major smart cities project. We look forward to working with K-EPA on their project to deliver our world-leading solution for the management of odour issues across Kuwait city and surrounding regions.”

Envirosuite is in an excellent position to become a leading supplier of air quality solutions to smart-city projects globally and we are already receiving in-bound enquiries from other regions, including South America, for similar smart-city projects.”

In accordance with ASX GN8 for LRs 3.1-3.1B, the Company further advises that there is no other material information or conditions to be satisfied in relation to this contract win.

For further information contact:

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About Envirosuite

Envirosuite Limited (ASX:EVS) is an environmental management technology company that has developed a leading Software-as-a-Service platform which translates data into action in real-time.

Using proprietary algorithms built on more than 30 years of environmental consulting experience, Envirosuite's platform provides a range of environmental monitoring, management and investigative capabilities.

Envirosuite's platform is used worldwide by a range of clients in the mining, oil refining, transportation and water management industries and by governments looking to regulate industry in accordance with community well-being.

To learn more, please visit: www.envirosuite.com