An aerial photograph of a city, likely Sydney, Australia, showing a dense urban grid. A vibrant rainbow gradient is overlaid on the right side of the image, transitioning from purple at the top to yellow and orange at the bottom. The text is positioned on the left side of the image.

Envirosuite Limited HY Investor Presentation

March 2019



ASX: EVS

Investor Highlights for the half



ARR as at 31/12/18 \$4.6m*
YoY 100% growth rate on target

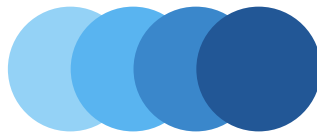
*ARR as at 31/1/19 was \$5.1m



H1 FY19 operating revenue of
\$4.8m, Net loss of \$2.1m, Cash
\$9.2m



Entry into “Smart City” sector



Monthly EBITDA targeted to be
positive by FYE20



Hugh Robertson appointed
to the board

\$10m

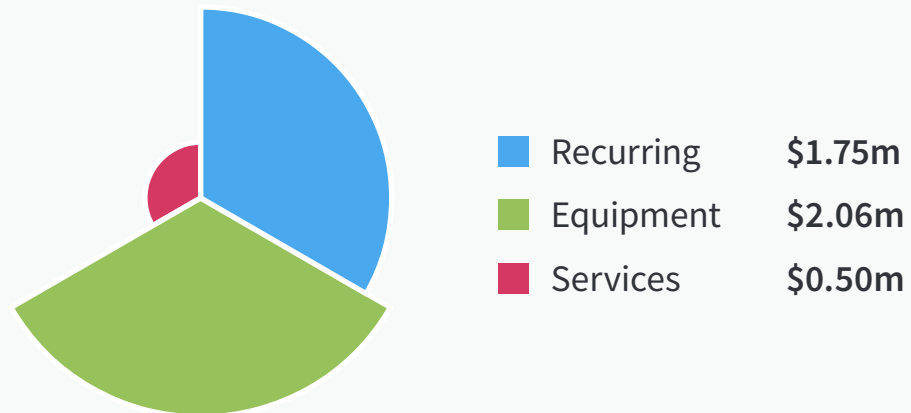
\$10m institution backed
capital raise completed
October 2018



H1 FY19 Results - Profit & Loss

- Recurring revenue up **126% YoY**
- Trading revenue up **305% YoY**

Revenue Breakdown



HALF YEAR ENDED 31 DEC 2018		Consolidated Group	
Continuing Operations		31 Dec 2018 ('000)	31 Dec 2017 ('000)
Trading revenue		4,306	1,061
Other revenue		499	606
Total operating revenue		4,805	1,667
Cost of revenue		(2,890)	(417)
Gross profit		1,915	1,250
Sales and marketing		(1,952)	(1,739)
General and administration		(1,501)	(1,767)
Due diligence and acquisition costs		-	(190)
Foreign Currency (losses)/gains		41	(52)
Total operating expenses		(3,412)	(3,748)
EBITDA		(1,497)	(2,498)



H1 FY19 - Balance Sheet

- Cash at end of June 2018: **\$3.65m**
- Cash at end of December 2018: **\$9.24m**
- Trade and other receivables: **\$3.20m**
- Nil Debt

AS AT 31 DECEMBER 2018

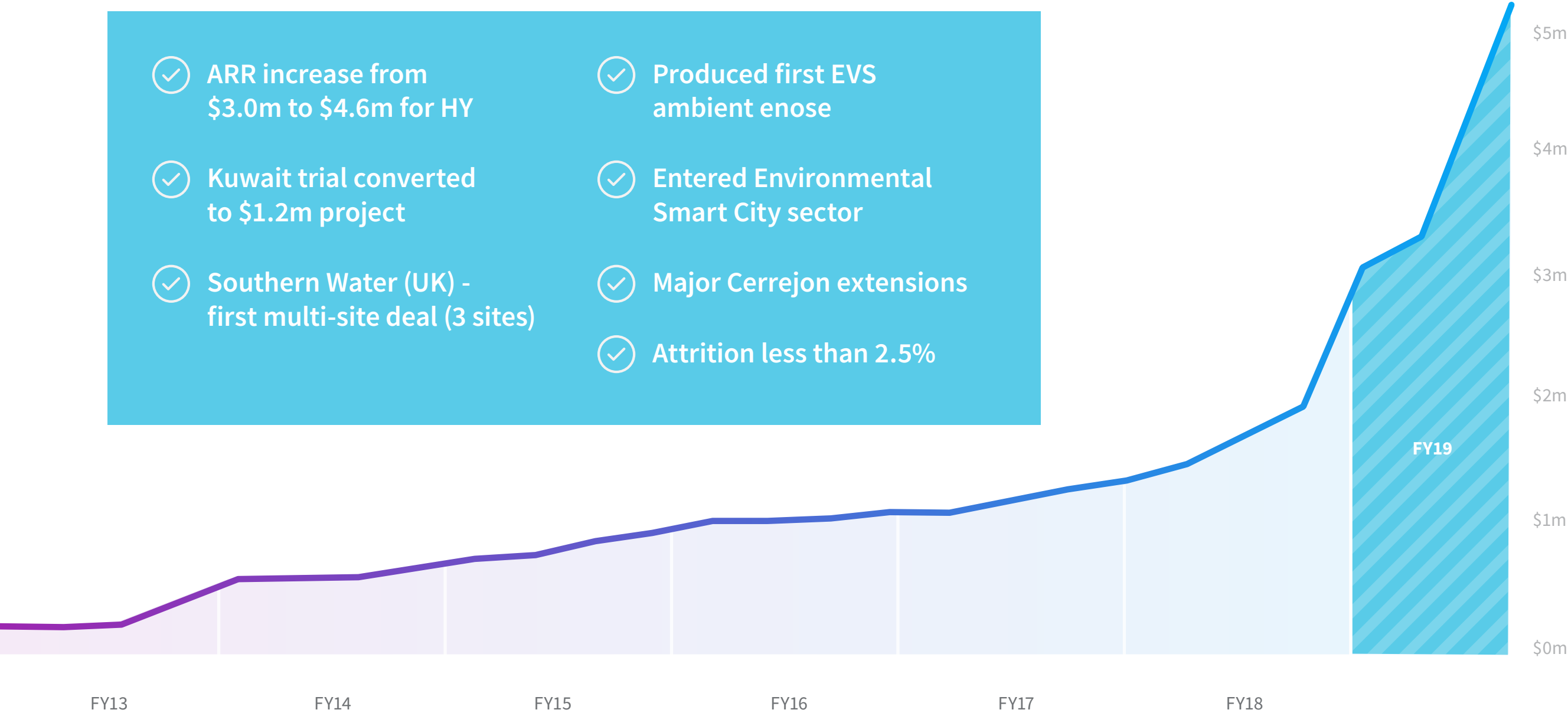
Consolidated Group

	31 Dec 2018 (\$'000)	30 June 2018 (\$'000)
ASSETS		
Current Assets		
Cash and cash equivalents	9,239	3,648
Trade and other receivables	3,200	1,326
Other assets	188	166
Inventories	235	169
Total current assets	12,862	5,309
Non-current Assets		
Property, plant and equipment	317	290
Deferred tax assets	602	414
Intangible assets	5,269	5,107
Total non-current assets	6,188	5,811
TOTAL ASSETS	19,050	11,120
LIABILITIES		
Current Liabilities		
Trade and other payables	1,159	902
Revenue in advance	915	851
Borrowings	544	508
Provisions	161	74
Total current liabilities	2,779	2,334
Non-current Liabilities		
Provisions	51	45
Borrowings	7	154
Total non-current liabilities	59	199
TOTAL LIABILITIES	2,837	2,534
NET ASSETS	16,213	8,586
EQUITY		
Issued capital	36,036	26,282
Reserves	127	251
Retained losses	(19,950)	(17,947)
Total equity attributable to equity holders of Envirosuite Limited	16,213	8,586



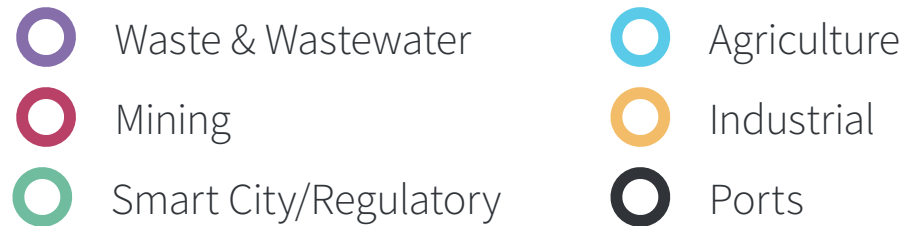
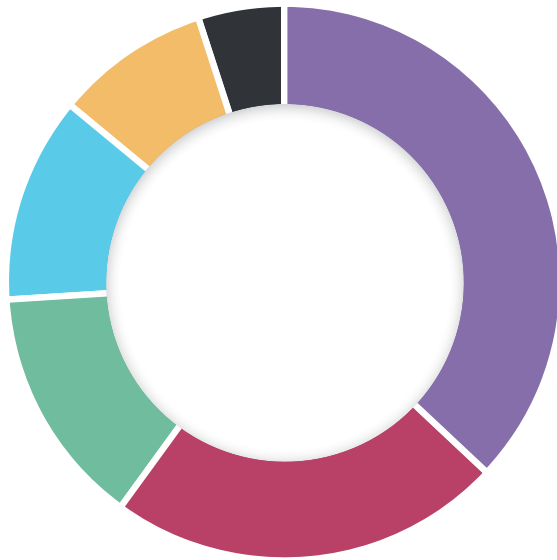
H1 FY19 Highlights

- ✓ ARR increase from \$3.0m to \$4.6m for HY
- ✓ Produced first EVS ambient enose
- ✓ Kuwait trial converted to \$1.2m project
- ✓ Entered Environmental Smart City sector
- ✓ Southern Water (UK) - first multi-site deal (3 sites)
- ✓ Major Cerrejon extensions
- ✓ Attrition less than 2.5%

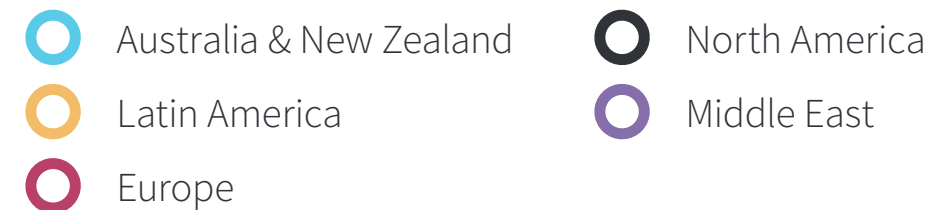
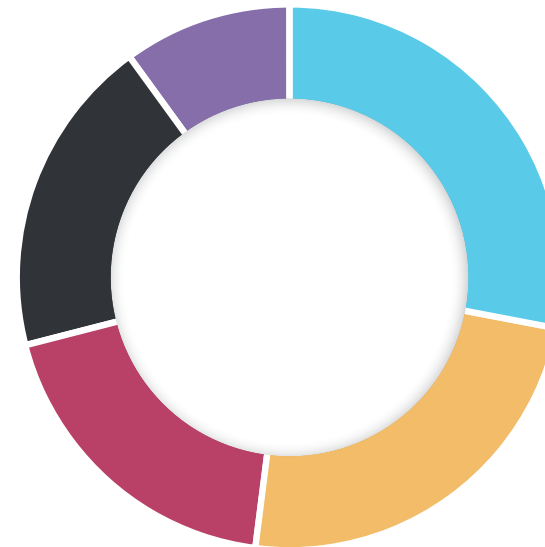


ARR Breakdown

ARR by Sector



ARR by Region

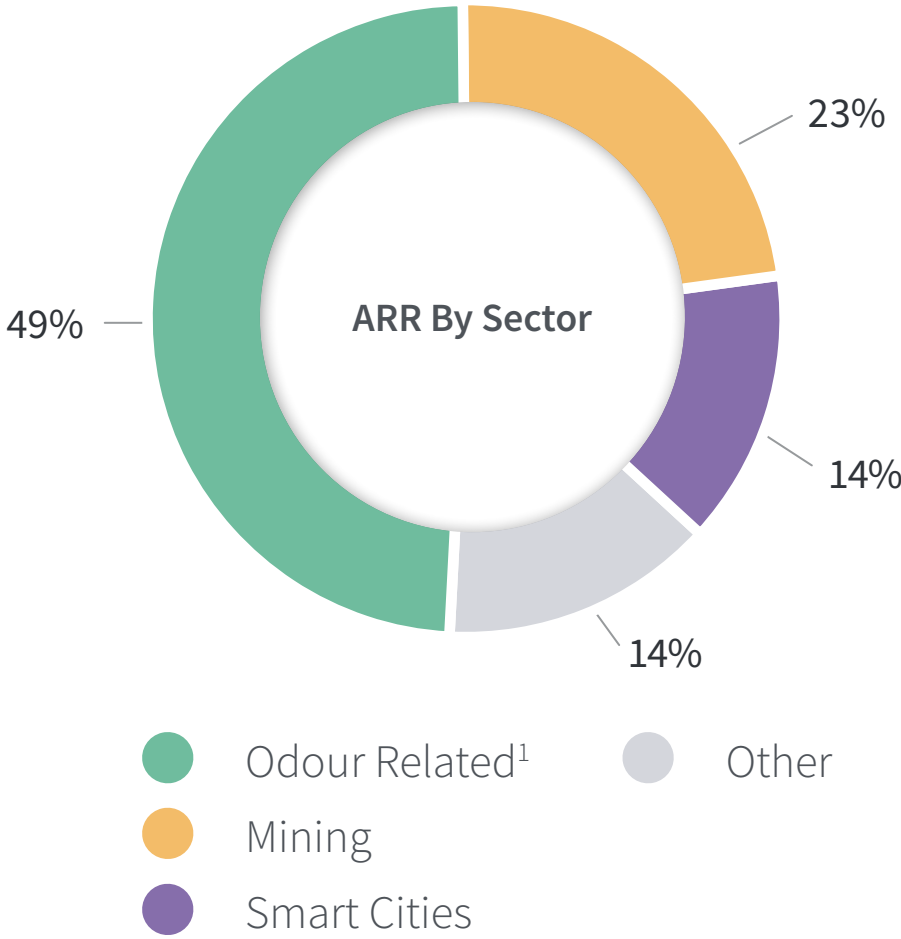


Odotech - Transaction Outcomes

- 💰 Purchased for \$0.46m in Dec 2017
- 💰 Integration Costs and Due Diligence \$0.40m
- 💰 Migrated ARR expected to total \$1.35m p.a.
- 💰 Provided introductions into Middle East

- ✓ Operations now fully integrated
- ✓ Hardware leveraging Odotech Brand
- ✓ 100% of Top 20 clients retained
- 📅 Migrations to be completed by July 2019

Focus on 3 major sectors



Region	Mining	Odour	Smart Cities
ANZ	<div></div>	<div></div>	
Europe		<div></div>	<div></div>
Middle East		<div></div>	<div></div>
North America	<div></div>	<div></div>	
Latin America	<div></div>	<div></div>	
Asia	<div></div>	<div></div>	<div></div>

- Initial Sales
- Expanding Sales
- Future Prospects

¹Includes: Wastewater, Agriculture, Landfill, Composting

Waste & Wastewater

Client sites:

Over 40

Major focus sector in:

Europe, North America, Latin America, Middle East

Envirosuite Solutions:



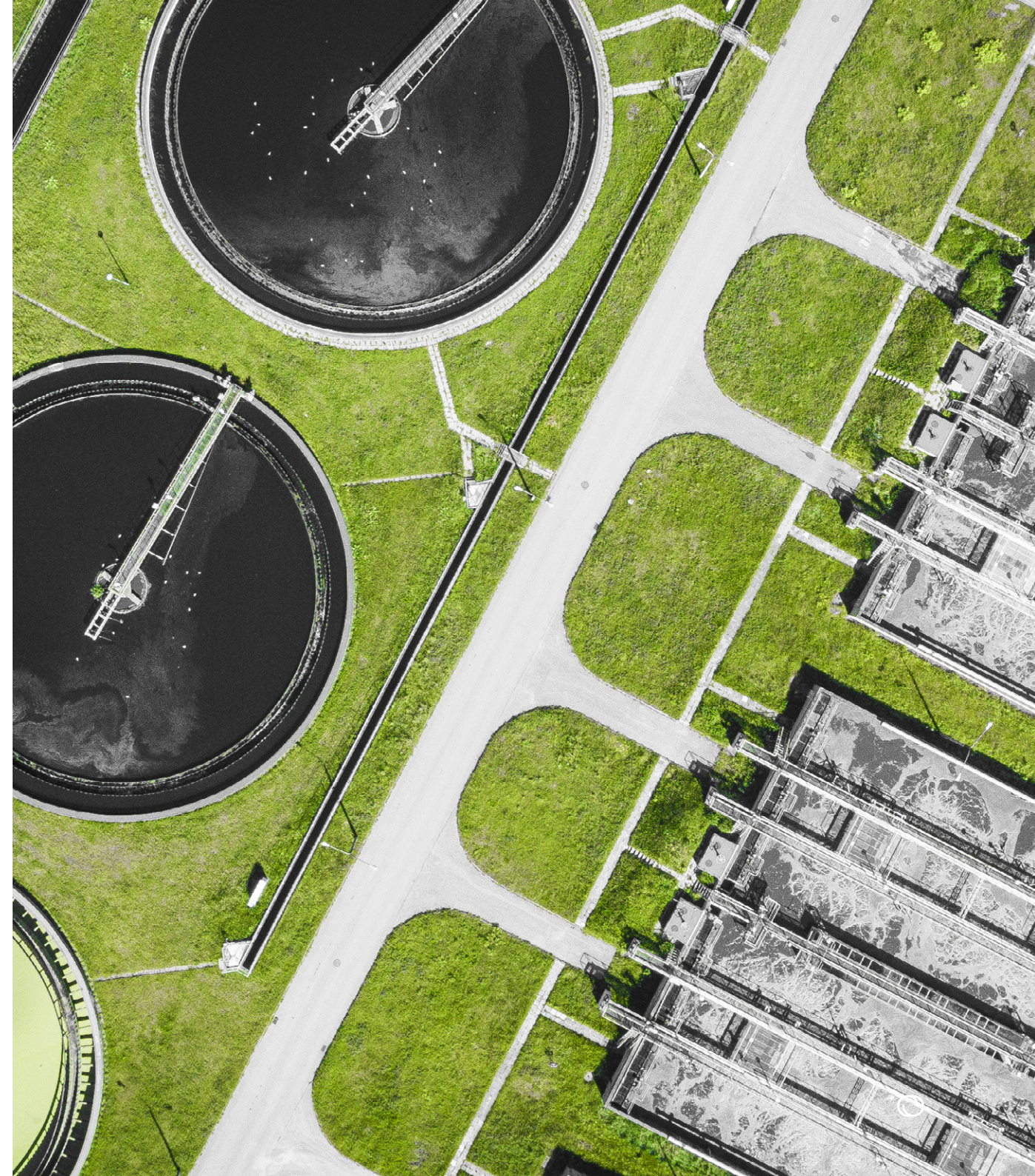
Environmental
Compliance



Impact
Modelling



Incident
Intelligence



Wastewater case study



Multi-site odour management deal with Southern Water

Situation:

Southern Water is an UK water utility responsible for public wastewater collection and treatment in Hampshire, the Isle of Wight, West Sussex, East Sussex and Kent. Several of their sites have experienced ongoing complaints related to odour management from both local residents and businesses.

Task:

While operational staff are diligently following up on these complaints, there often does not seem to be a clear correlation with operational activities. Operations and management staff are spending significant time and money attempting to validate whether complaints are legitimate or not.

Action:

Envirosuite's Risk Management solution has been implemented as a decision-support tool at several Southern Water sites. It will improve operational management and enable more efficient workflow management by providing an hour-by-hour forecast of risk levels for odour impact up to 72 hours ahead.

Envirosuite's Incident Intelligence solution has also been implemented to provide instant diagnoses about the likely sources of community complaints. This allows for faster management and resolution of odour complaints from the community.

Result:

Southern Water personnel across multiple sites are now using EnviroSuite to see the connection between facility status and odorous emissions more effectively. The status can be determined for real time via monitoring, as well as retrospectively using stored data, and ahead of time via risk forecasting. Accordingly, operational efficiency is enhanced and odour incidents can be mitigated or avoided more effectively.



Mining

Client sites:

20

Major focus sector in:

ANZ, Latin America, North America

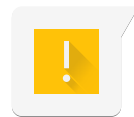
Envirosuite Solutions:



Environmental
Compliance



Blast
Management



Risk
Management



Mining case study



Pro-active dust management at GoldCorp's Peñasquito Mine in Mexico

Situation:

Goldcorp is a leading producer of gold in México. It operates one of the biggest openpit operations in the State of Zacatecas.

Task:

As part of Goldcorp's operational improvement initiative, Minera Peñasquito plans to improve its dust management system. This has become a key priority at the mine as dust events lead to stoppages and operational inefficiencies. Operations staff at the mine desire to to manage environmental needs whilst optimising production.

Action:

Envirosuite's Risk Management solution has been implemented at the mine for pro-active dust management with forecast modeling. This provides the Operations team with early warning for periods of high dust risk up to 3 days in advance. SMS alerts will also trigger from any monitoring device that has breached a concentration threshold value. This will highlight the most opportune times to carry out certain operations at times of low dust risk.

Envirosuite's Incident Intelligence solution also allows for sourcing of any community complaints caused by dust events at the mine. This avoids long investigations by staff of the mine which may lead to shutdowns and inconclusive results.

Result:

The Operations Team are now empowered with more confidence to plan mining and dust control activities in response to unfavourable weather conditions such as high dust risk events that may interrupt or stop operations under the usual operating scenarios.

The Peñasquito mine can now proactively assess multiple mine plans, up to 3 days in advance, to ensure that dust control measures are implemented and potential impacts from high dust risk events are effectively mitigated while maximising operational efficiency at the mine.



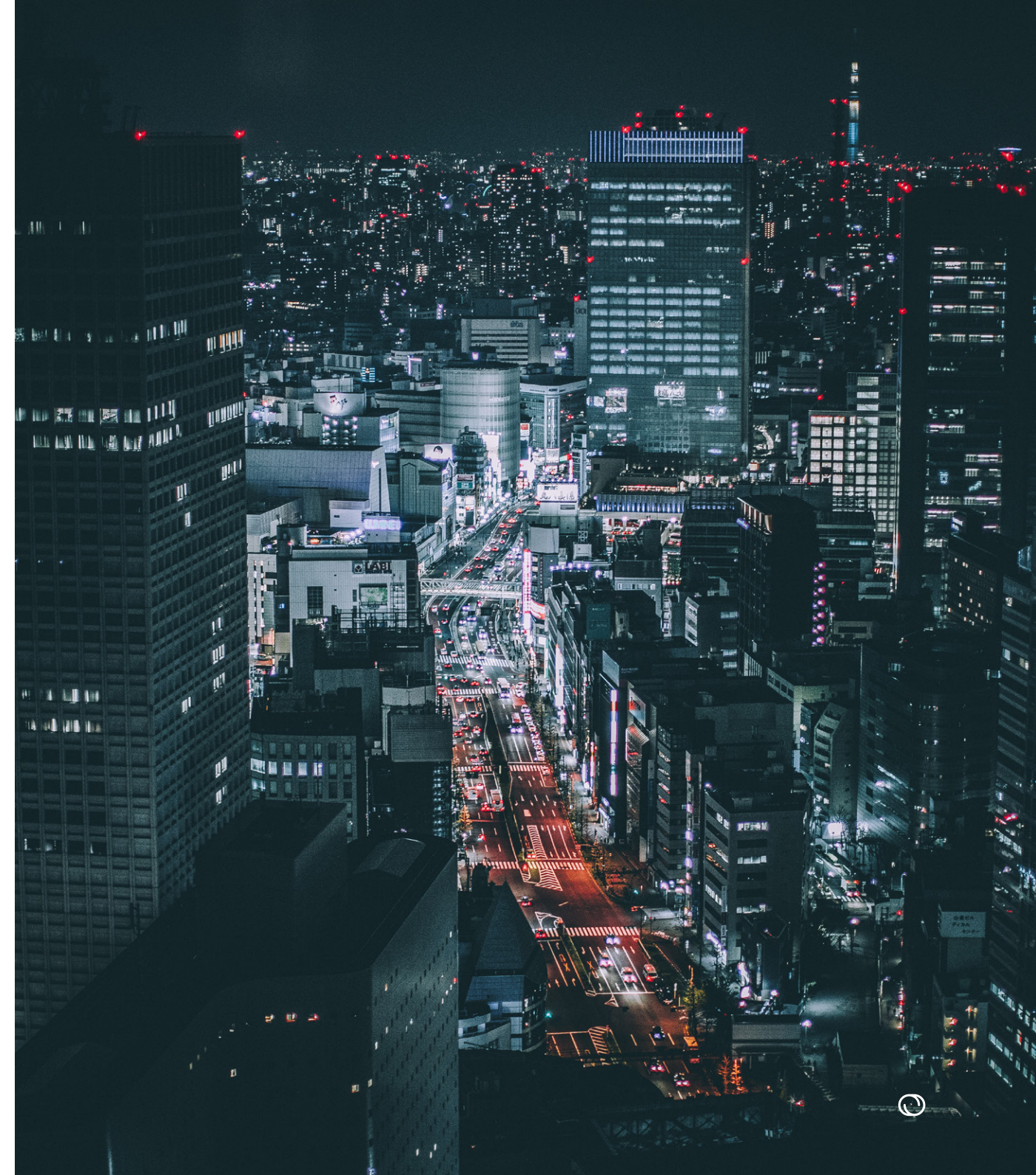
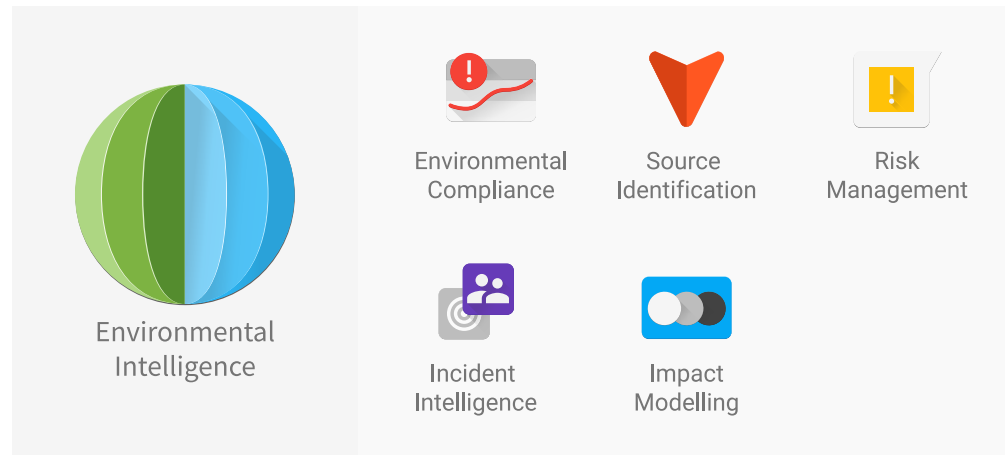
Smart Cities

Emerging sector

Major focus sector in:

Middle East, Asia, Europe

Envirosuite Solutions:



Smart Cities case study



Ground-breaking regional odour management solution for Kuwait EPA

Situation:

Due to the effects of high temperatures in the Middle East, urban sources of odour can have an amplified impact on local communities. Kuwait EPA routinely receives complaints about odours but these are often transient or from combined sources and thus fairly difficult to trace to the actual source.

Task:

Kuwait EPA are required to investigate individual odour complaints to assess community well-being in the greater Kuwait City area. This can be a detailed and long process and sometimes lead to inconclusive results from lack of data on the cause of an odour issue.

Action:

Kuwait EPA have now implemented 90 e-noses to assess odour impact across the city. They are currently using Envirosuite to monitor and visualise odours from industrial plants, agriculture and wastewater facilities across Kuwait City.

This software enables city officials to use ‘reverse trajectory modelling’ of odour issues at a fine-scale and in three dimensions while using sophisticated meteorological for the region. It is integrated

with a ticketing system for logging peak monitored values and community complaints. Reverse trajectories are generated as soon as predetermined thresholds are exceeded or the location and time of a complaint are logged.

Result:

Kuwait EPA is now undertaking proactive management through data from approximately 90 proprietary monitoring devices placed at locations around the city and is able to instantly identify the source of odour and air quality issues in real-time.






Smart Cities Roadmap

By mid-2019 EVS will deliver the following Smart City functionality:

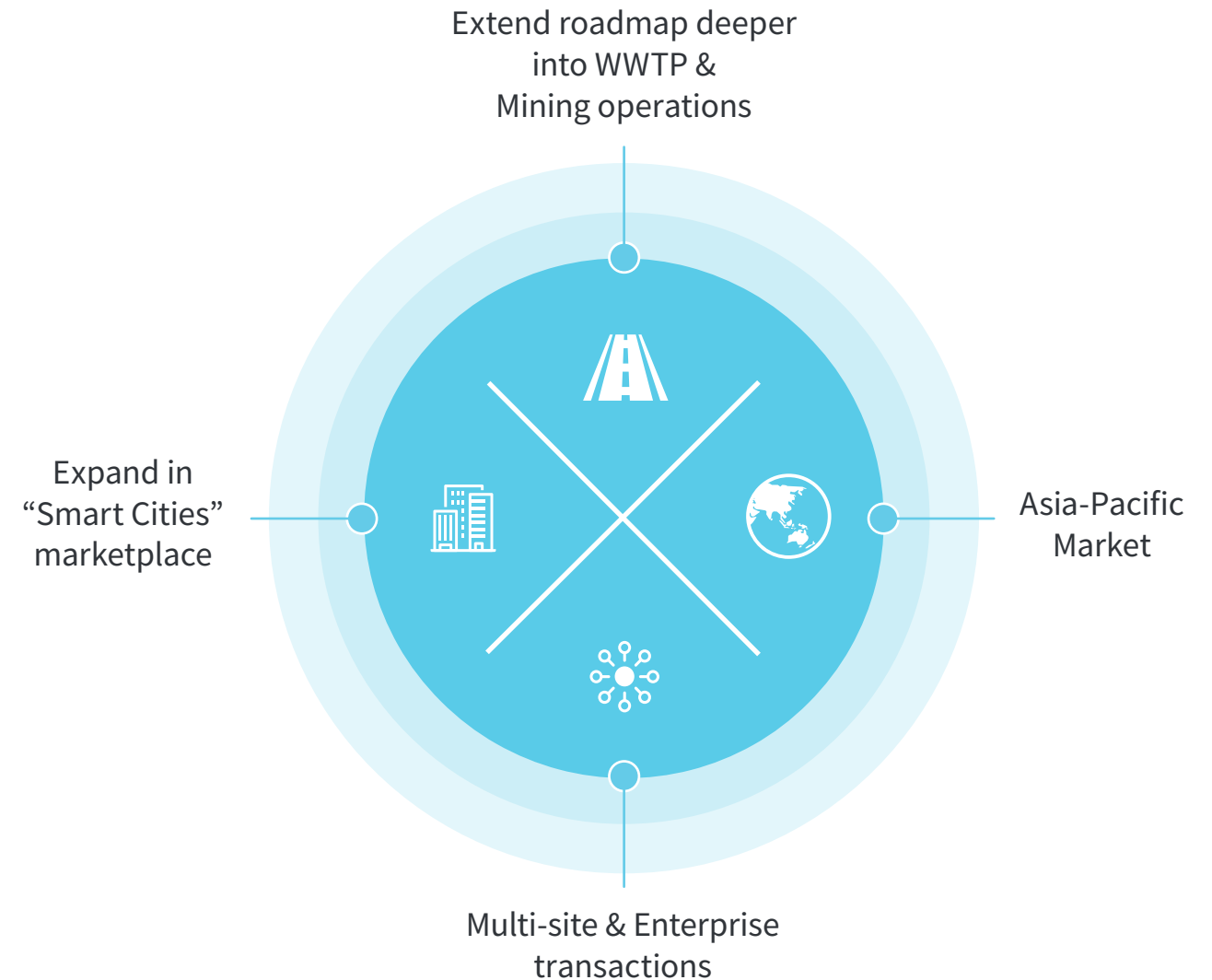
- Regional (city wide) scale and visualisation
- Scaling proprietary algorithms to identify a problem's source at a city level
- Characterisation of an odour type through machine learning
 - “Fingerprinting”
- Enhanced community complaints management
- Quantification of impact on community of a incident
- Development and refinement of hardware for measuring ambient odour



Goals

-  Double ARR in FY19 - \$3mil to \$6 mil
-  Double ARR in FY20 - \$6 mil to \$12 mil
-  Monthly EBITDA targeted to be positive by FYE20

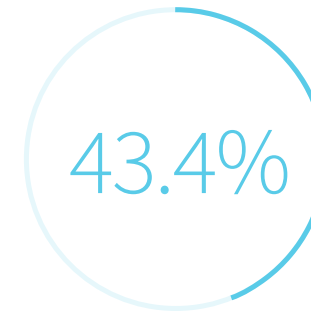
Growth Drivers in FY20



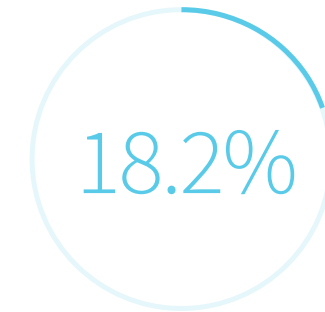
Highlights

ASX code:	EVS
Industry code:	Software & Services
Shares on issue:	369,602,780
Market cap:	\$34 million
Share price (at last close 27/2/2019)	\$0.092
12 month high:	\$0.13
12 month low:	\$0.04
Unlisted options:	15,933,333
Debt:	Nil

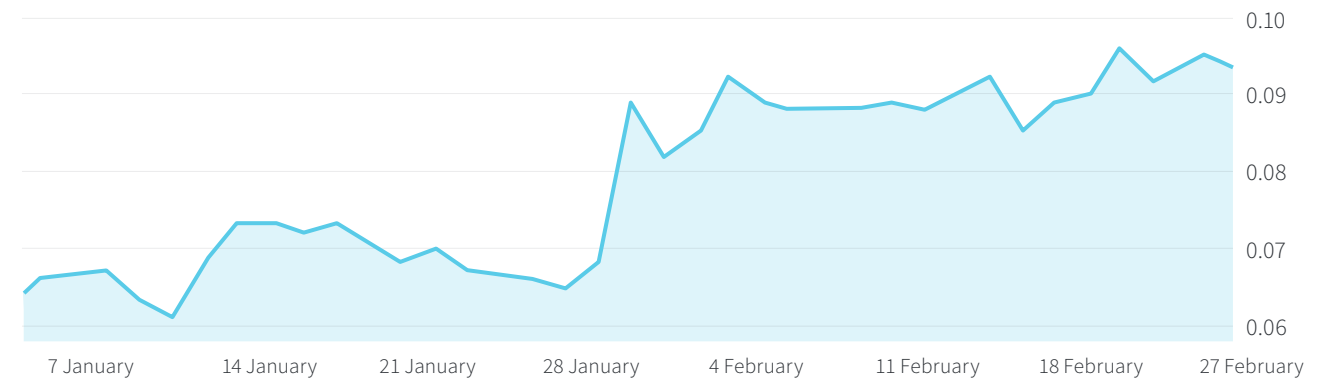
Top 20 Holders



Directors & Management



Share Price YTD



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