



# Translating data into action in real-time

Coffee Microcaps Conference  
April 2019

[www.envirosuite.com](http://www.envirosuite.com)



# Overview

## Solution

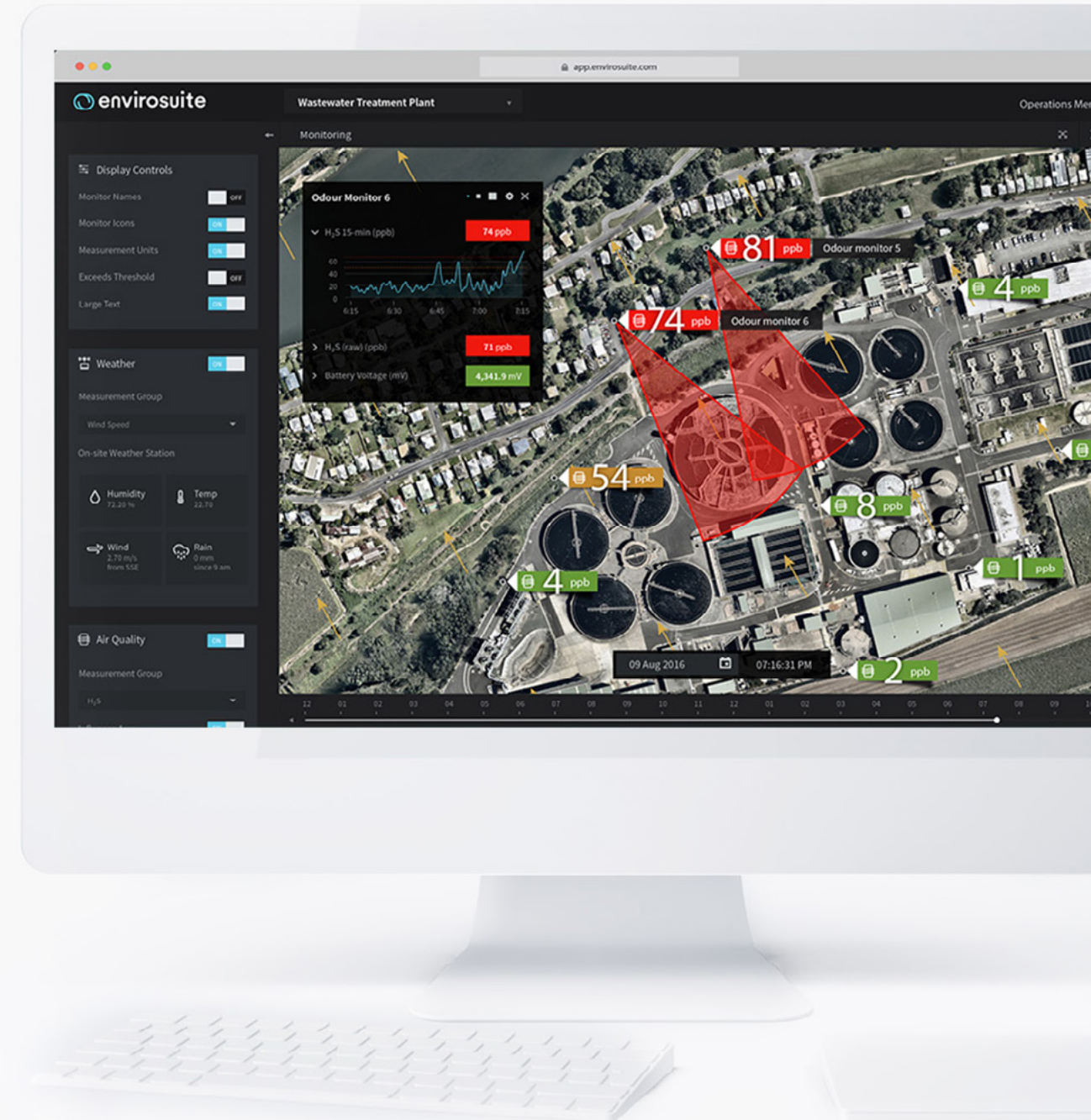
- Unique environmental management platform providing real-time operational decision support
- Based on 30 years of environmental and scientific experience

## Envirosuite enables companies and regulators:

- To optimise operations
- To meet regulatory requirements
- Achieve environmental best practice and social licence to operate

## Operations:

- Based in Australia (Sydney and Brisbane)
- Offices in USA, Europe, Canada, Chile, Colombia



# Key Industry Verticals



 Wastewater

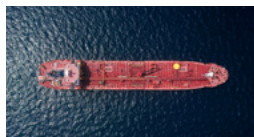


 Mining

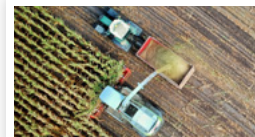


 Smart Cities

## Other verticals



 Ports



 Agriculture



 Heavy Industry



# Clients use Envirosuite if:



Data is complex & difficult to action in a timely manner.



Productivity is heavily influenced by weather.



Environmental impact is affecting operations.



To reduce the cost, time & complexity of managing community complaints.



To comply & stay ahead of increasing regulatory & community scrutiny.

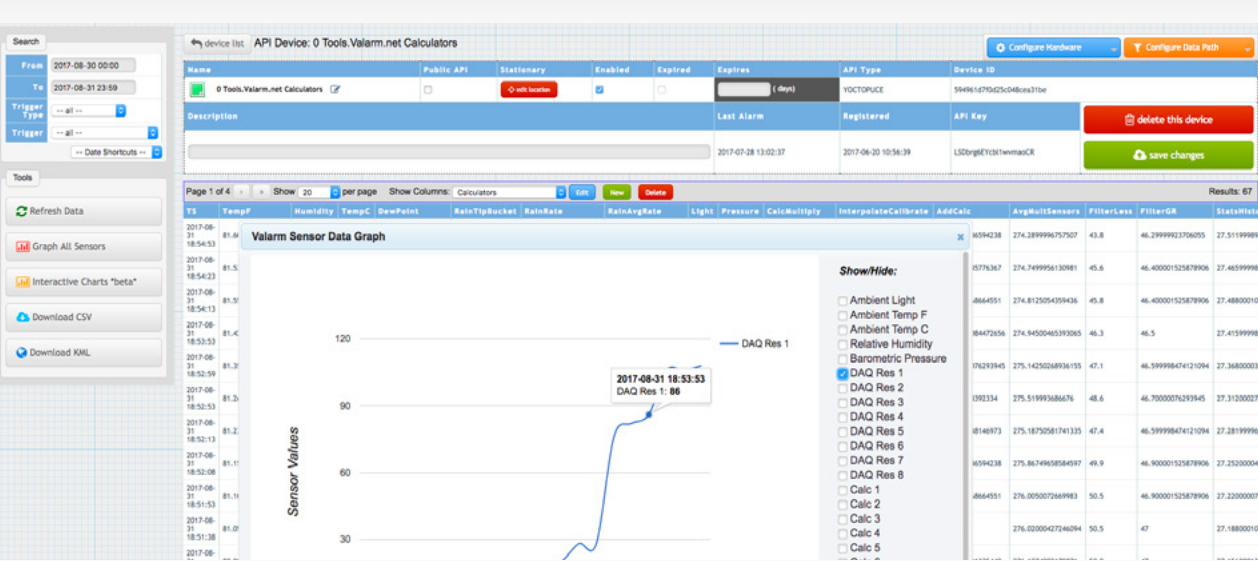


To manage a complex site, multi-site or regional footprints.



From:

# Traditional environmental monitoring is manual and retrospective

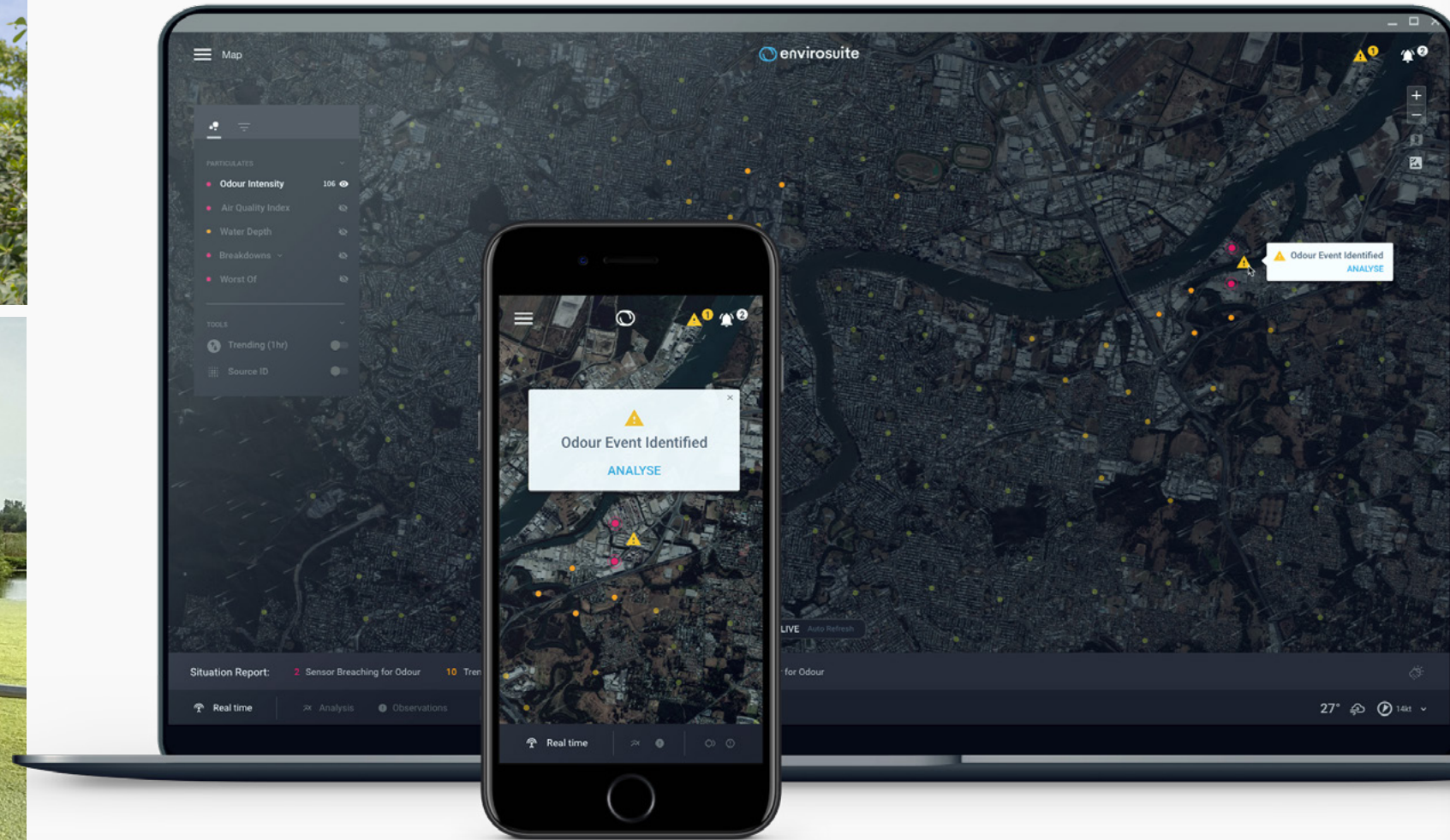


Date	Time	Sydney central-east RAQI hourly RAQI derived from hourly AQI [index]	Sydney north-west RAQI hourly RAQI derived from hourly AQI [index]	Sydney south-west RAQI hourly RAQI derived from hourly AQI [index]	Illawarra RAQI hourly RAQI derived from hourly AQI [index]
07/03/2019	01:00	116	121	97	90
07/03/2019	02:00	116	121	98	89
07/03/2019	03:00	116	122	99	89
07/03/2019	04:00	117	122	100	87
07/03/2019	05:00	116	123	100	83
07/03/2019	06:00	115	120	100	81
07/03/2019	07:00	112	116	99	76
07/03/2019	08:00	106	105	96	72
07/03/2019	09:00	100	95	90	69
07/03/2019	10:00	93	89	83	66
07/03/2019	11:00	87	83	76	65
07/03/2019	12:00	79	81	73	63
07/03/2019	13:00	78	76	67	60
07/03/2019	14:00	66	68	63	63
07/03/2019	15:00	63	67	63	64
07/03/2019	16:00	62	66	62	60
07/03/2019	17:00	62	65	62	56
07/03/2019	18:00	61	65	60	55
07/03/2019	19:00	61	67	61	54
07/03/2019	20:00	59	67	60	56
07/03/2019	21:00	59	66	60	54
07/03/2019	22:00	58	65	59	53
07/03/2019	23:00	58	64	59	55
07/03/2019	24:00	57	63	59	55



# To: Envirosuite

## Rapid & detailed analysis enables timely & effective response



# The Envirosuite Platform:



# 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 a UK water utility responsible for Hampshire, the Isle of Wight, West Sussex, East Sussex and Kent.
- Several sites experienced ongoing complaints related to odour from local residents and businesses

### Task:

- Operational staff are required to diligently follow up on every complaint
- There does not seem to be a clear correlation with operational activities
- Management spend significant time and money validating legitimacy of complaints

### Action:

- Envirosuite Risk Management solution implemented as a decision-support tool
- Provides operations with 72 hour odour impact forecasts
- Envirosuite Incident Intelligence solution implemented to track sources of odour complaints
- Provides faster management and resolution of odour complaints from the community

### Result:

- Teams at multiple sites are now able to determine connection between operations and odour
- Operational activities can be scheduled at the right time to limit odour impact on community
- Efficiency is enhanced and odour incidents can be mitigated or avoided altogether



# Mining

Client sites:

20

Major focus sector in:

ANZ, Latin America, North America

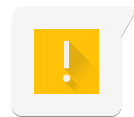
Envirosuite Solutions:



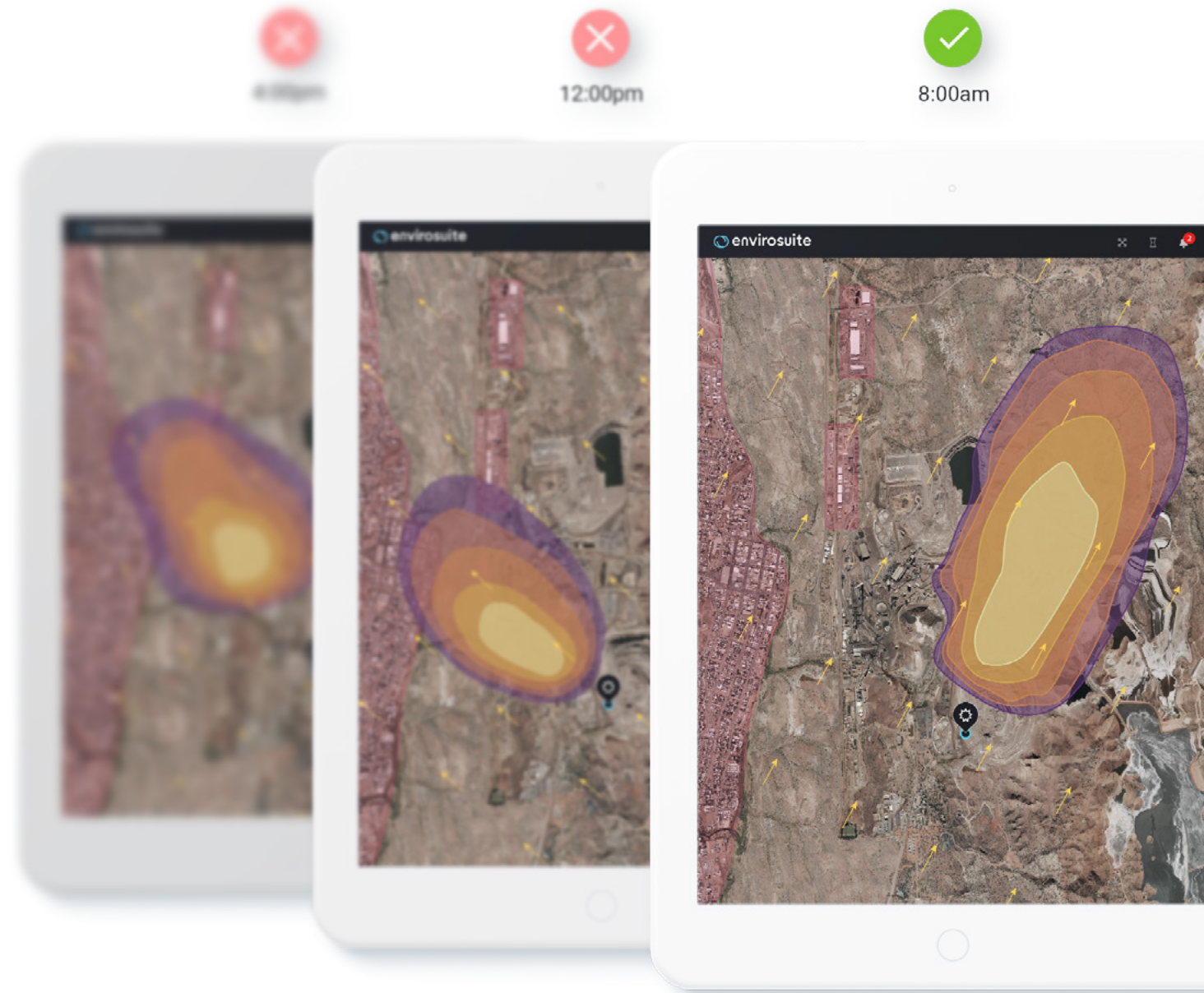
Environmental  
Compliance



Blast  
Management



Risk  
Management



## Mining case study



# Cerrejon mine has comprehensively integrated Envirosuite into their operations

### Situation:

- Cerrejon mine is Latin America's largest open-pit coal mine
- Blasting is also required to expand the pit
- Experienced routine stoppages due to air quality exceedances
- Required to avoid impacting community on its boundary

### Task:

- Minimise environmental impact and keep production to schedule
- Strict regulatory requirements imposed
- Community must not be impacted by operations

### Action:

- Envirosuite Environmental Intelligence solution Implemented for proactive dust management
- Prediction of potential high dust events from operations
- Produce blast models for operators to anticipate environmental impacts
- Blasts planned appropriately and scheduled to avoid adverse weather conditions

### Result:

- Operations can now assess potential environmental impacts and evaluate risks in advance
- Community and environmental impacts are minimised by optimal scheduling of operations
- The mine can improve regulatory compliance while maintaining operational efficiency



# Smart Cities

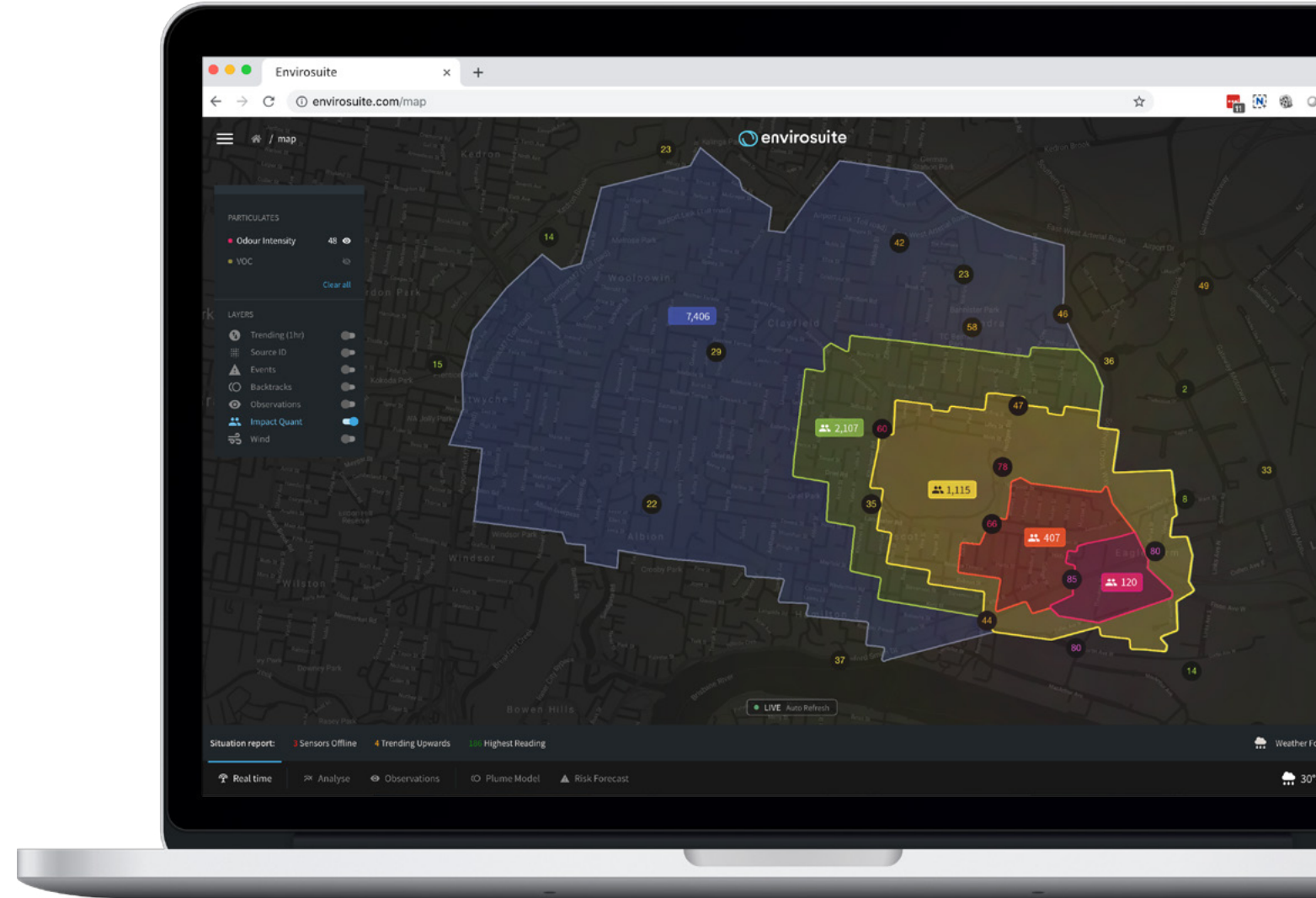
Emerging sector

Major focus sector in:

Middle East, Asia, Europe

Envirosuite Solutions:

- Environmental Intelligence
- Environmental Compliance
- Source Identification
- Risk Management
- Incident Intelligence
- Impact Modelling



## Smart Cities case study



# Ground-breaking regional odour management solution for Kuwait EPA

### Situation:

- High temperatures in the Middle East amplify industrial odours
- Kuwait EPA routinely receives odour complaints
- Odours negatively impact on local communities throughout the region.
- Difficult to trace to the actual source of odours

### Task:

- Kuwait EPA are required to investigate individual odour complaints
- There is a lack of data on the cause of an odour issue
- Can be a complex process that leads to inconclusive results

### Action:

- Kuwait EPA are implementing 90 e-noses to assess odour impact across the city
- Envirosuite monitors and visualises odours from industrial operations across Kuwait
- City officials to use 'reverse trajectory modelling' to identify source of odour issues

### Result:

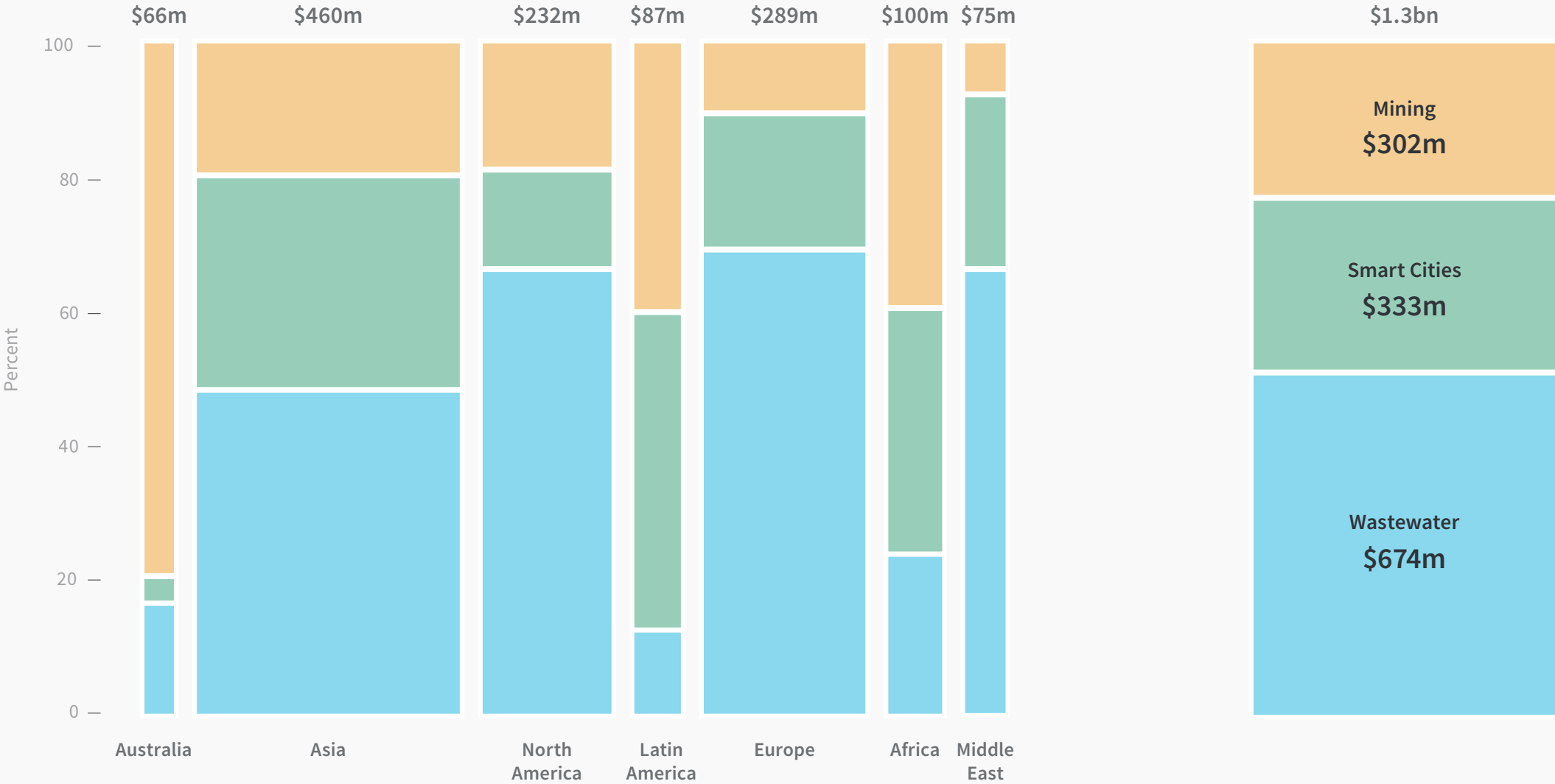
- The source of odour and air quality issues can be instantly identified in real-time
- Kuwait EPA is now undertaking proactive management of identified odours to protect citizen health
- Birds-eye-view of city through 90 proprietary monitoring devices placed at locations



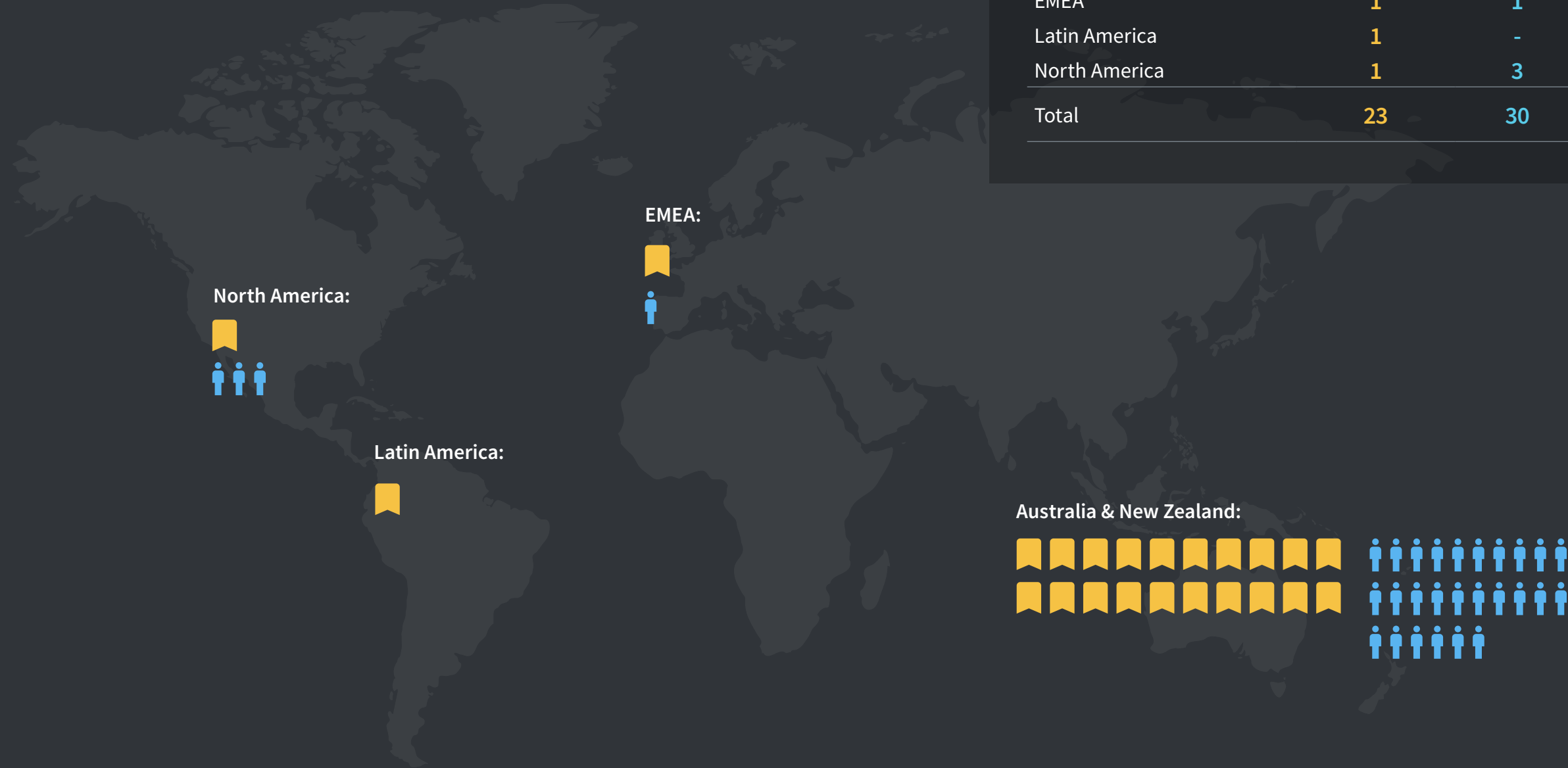
# Blue-chip clients



# Well-defined addressable market in key verticals > \$1.3bn p.a.



# Envirosuite footprint 1 July 2017



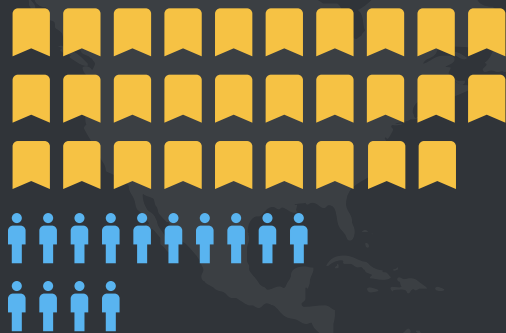
	📌 Client Sites	👤 Staff
Australia & New Zealand	20	26
EMEA	1	1
Latin America	1	-
North America	1	3
<hr/>		
Total	23	30



# Envirosuite footprint 30 March 2019

	📌 Client Sites	👤 Staff
Australia & New Zealand	29	33
EMEA	25	10
Latin America	8	13
North America	29	14
<b>Total</b>	<b>91</b>	<b>70</b>

North America:



EMEA:



Latin America:

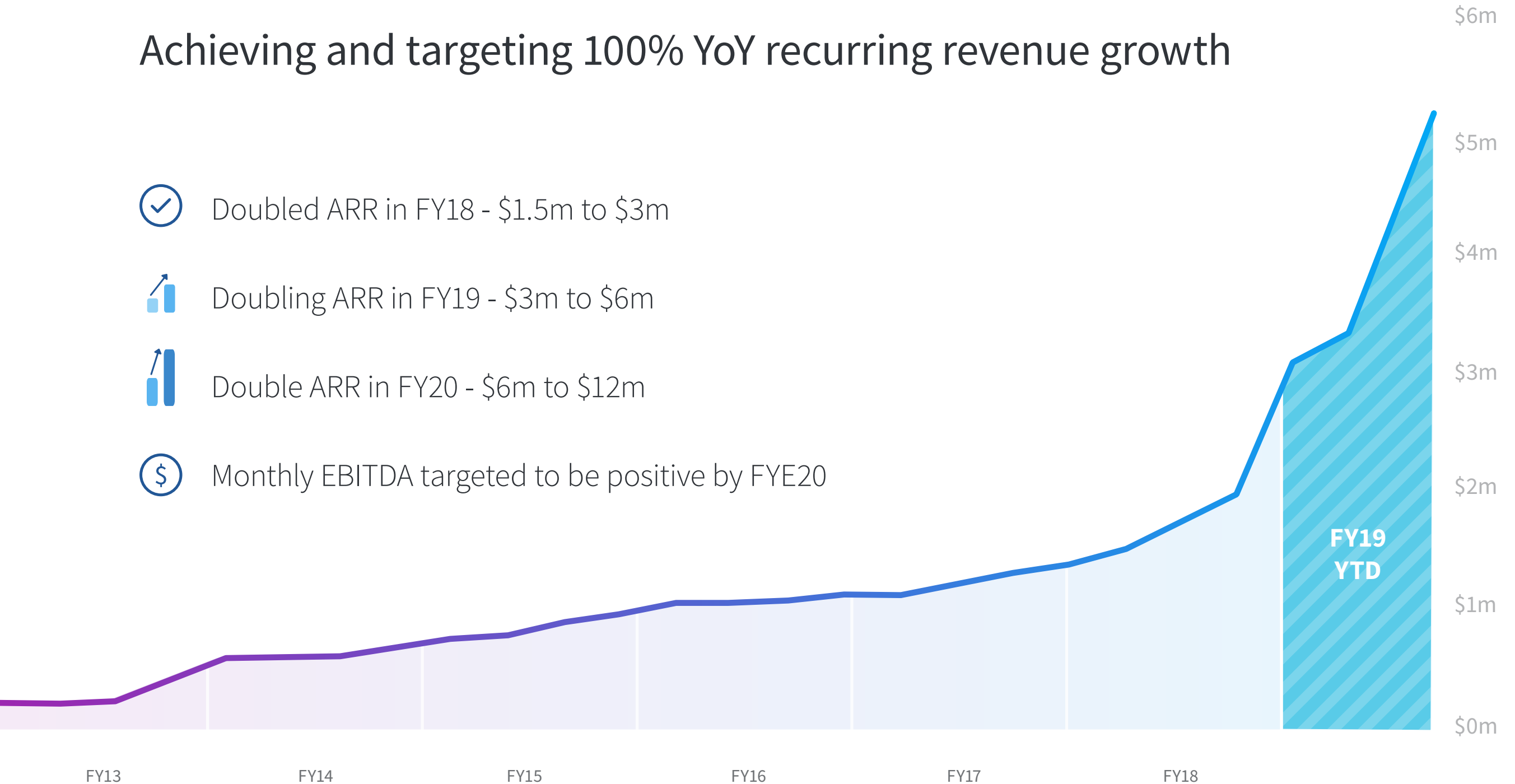


Australia & New Zealand:

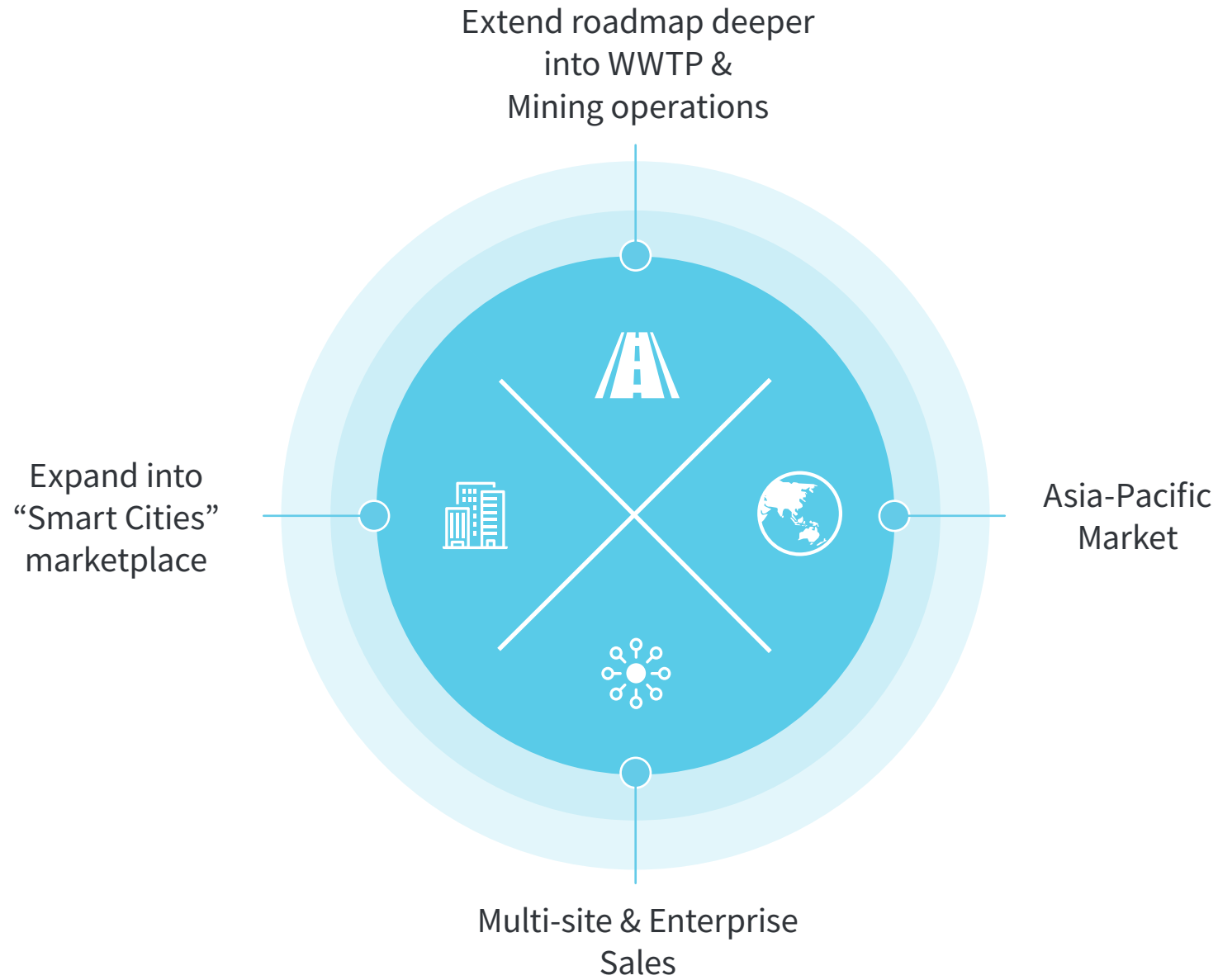


# Achieving and targeting 100% YoY recurring revenue growth

- ✓ Doubled ARR in FY18 - \$1.5m to \$3m
- 📈 Doubling ARR in FY19 - \$3m to \$6m
- 📈 Double ARR in FY20 - \$6m to \$12m
- 💰 Monthly EBITDA targeted to be positive by FYE20

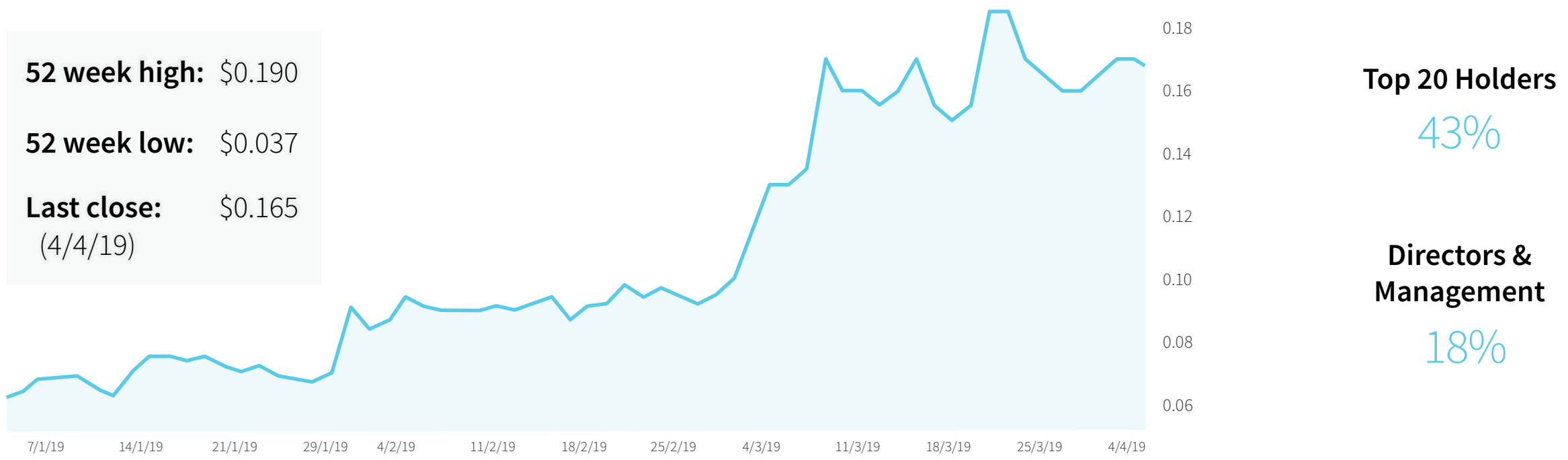


# Growth Drivers in FY20



# Company Snapshot

ASX code:	Industry code:	Shares on issue:	Market cap:	Unlisted options:	Debt:
EVS	Software & Services	370m	\$61m	15m	Nil



# Investor Highlights

**\$Bn**

Proven, powerful, world-leading solution for a multi-billion dollar market



Rising tide of increasing regulatory compliance drives need for best-practice solution



Multi-layered ROI proposition for clients



Strong balance sheet and global presence underpinning capacity to service enterprise sales



Positioned for growth with strong technical core, increased direct sales, emerging enterprise opportunities and strong board and management.





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