

25 November 2021

Company Announcements Office ASX Limited Level 4, 20 Bridge Street Sydney NSW 2000

#### 2021 AGM - CHAIRMAN AND CEO ADDRESS & PRESENTATION

Please find attached the following documents to be presented at The Environmental Group Limited's (EGL) 2021 Annual General Meeting being held today:

- Chairman's address
- CEO's address
- AGM Presentation Slides

The results of the AGM will be communicated to the ASX shortly after the conclusion of the AGM.

This Announcement has been authorised for release by the Board.

Yours sincerely Stephen Strubel Joint Company Secretary











#### ASX Announcement

25 November 2021

#### The Environmental Group (EGL) 2021 AGM – Chairman and CEO Addresses

#### Chairman's Address

I would like to commence these remarks by acknowledging the work of the entire EGL team during what has again been a challenging year. Covid-19 regulations have impacted each and every part of the EGL business and I thank all of our team members for their support and resilience as we have navigated the emerging environment and additional compliance requirements. I also acknowledge and thank our customers, suppliers and shareholders who have supported EGL over the past 12 months. Whilst many restrictions remain, we are witnessing a new working environment emerge and I am excited by the opportunities this brings.

Financial results for FY21 provided total revenue of \$46.5 million, an improvement of over \$9 million on the previous year's results. EBITDA increased for the group to just over \$3 million with profit after tax of \$1.7 million. These strong results were driven by positive returns from each area of operations, particularly in the second half of the year when some Covid restrictions had eased. Before corporate costs, Tomlinson Energy Service \$1.7 million, Baltec IES \$1.1 million and TAPC \$0.8 million.

Throughout the year research and development has continued for EGL Water with commercial trials commencing in Q2 FY22. Further updates to the market will be provided once results of these trials have been analysed.

Our newest division, EGL Waste, commenced operations in March 2021 as a result of the AES acquisition and subsequent Turmec agreement. As previously outlined to the market, this agreement provides both a regular income stream and commission potential, and importantly an opportunity to play a pivotal role in improving one of the major challenges facing Australia – effective enhancement of recycling in the waste stream. Whilst the formation of EGL Waste expands market opportunities it also facilitates our strategy towards one EGL. EGL Waste has provided enhanced opportunities for each division to work synergistically towards end-to-end solutions for clients in waste and allied industries.

As we look to FY22 the impact of Covid-19 is slowly reducing in key markets, particularly in NSW and Victoria, however remaining restrictions will cause some constraints for both service work and contract completion through the year. Latent demand will be leveraged as markets stabilise in the second half of FY22 and into FY23. In his presentation, Jason will outline pipeline and growth opportunities for each area of the EGL business.

Throughout FY21 and into FY22 the Board will continue to maintain a focus on strengthening the balance sheet to facilitate growth opportunities.

In FY21 the Board implemented a strategic strengthening of both governance structures and the senior management team. Following the appointment of Adrian Siah in September 2020, two additional independent directors were elected in the second half of the year, bringing a reinvigorated focus on corporate governance, organisational performance, and shareholder returns. We welcomed Graeme Nayler and Vincent D'Rozario to the Board in March 21 both of which were elected by shareholders in July this year. Graeme and Vince bring extensive Board and commercial expertise to EGL in addition to strategic design, safety, and risk















management experience. Resolution 5 on today's agenda, Replacement of the Constitution, is in part a result of the work the Board has done over the past 12 months to ensure compliance with revised regulations and recommendations. Resolution 4 on the agenda today in regard to Directors Renumeration is provided to formalise the renumeration structure that is currently in place.

Throughout the year the Board has also focused on strengthening the EGL senior management structure to provide a base for further growth. The Board was pleased to welcome Jason Dixon as CEO in February. As outlined in the annual report, Jason is an experienced senior executive with a track record in mergers and acquisitions and who has been appointed specifically to drive a growth strategy. Jason has moved seamlessly into this role, embracing the challenges of a diverse geographic and product portfolio across the EGL business, and has worked to capitalise on the solid potential in the business that has been established over recent years. We have already seen the impact on share price through the work that Jason has been doing within the investor community resulting in a diversified shareholder base and increased liquidity.

In line with the focus on developing a senior management team the Board also appointed Paul Gaskett as National Sales and Marketing Manager whose extensive industry knowledge and experience has already provided benefit across the EGL group. Paul has identified significant opportunities for each EGL business to provide solutions across water treatment, energy generation, odour control and the management of particulates, in addition to the agency agreement with Turmec which provides world class solutions to Australia's waste and recycling challenges. The Board also welcomes the promotion of Charles Borg and Aldo Giachero to senior roles in Baltec IES and TAPC respectively, further strengthening these organisations.

As Australia and other countries look to increase regulations around emissions and protection of the environment, the demand for EGL's world-class solutions continues to grow. Pursuing a future-focused strategic direction, EGL continues to build strength and synergies across our areas of operation, developing world-class, value-led solutions engineered to meet the evolving environment.

Positive returns have continued for the first quarter of FY22 with results in line with budget expectations. Looking ahead, the Board continues to have a high level of confidence in achieving full year results as forecast, subject to stabilised market conditions particularly in relation to COVID-19 restrictions both within Australia and throughout the global markets in which we operate.

Once again, thank you to Jason and the entire EGL Team, my fellow Board members and you, our shareholders, for your ongoing support.













#### CEO's Address

Thank you for listening to today's AGM, hopefully I can provide you with some insight into the progress of the company since my arrival in February of this year and for the remainder of this financial year. Firstly, I would like to thank the staff for their contribution through the global pandemic. It has not been easy for the many staff working from home for months on end and for our authorised workers to continue to get the job done while under many constraints on site's.

Our staff, with the support of senior management, have performed very well and continued to drive improved results for the company with Revenue up 24.4% to \$46.6M and EBITDA up to \$3.1M, while improving the balance sheet with debt repaid of \$600K.

As already mentioned by Lynn, we added three Non-Executive Independent Directors this year, in my view a pivotal move for EGL in ensuring we have improved levels of Governance in place for the best interests of shareholders and to make us investment grade in the view of the market. Our Board has been very supportive of management's intent to grow the business while providing the strategic oversight and rigor in our decision making. I thank the Board for their ongoing support of myself and the team.

As I mentioned FY2021 was a tough year to operate through the pandemic which affected all our business units, however we still managed to achieve significant growth in earnings. All three business units contributed to the bottom line, while corporate overhead was managed tightly ensuring improved returns for our shareholders. The corporate rationalisation was completed prior to my arrival and set EGL up with a platform to grow from while enduring the economic impact of the pandemic.

The strength of the management of EGL has increased considerably over the course of the year with Paul Gaskett joining as National Sales and Marketing Manager and has made a significant contribution to the company already. While Peter Rankin has been running the Tomlinson division very well since its acquisition in 2019, TAPC is now ably lead by Aldo Giachero and Baltec IES by Charles Borg. This now aligns all business units to have one clear leader in place, fully accountable for the profit and loss and growth of the business units. Both Aldo and Charles have very strong commercial acumen, understanding of risk and a culture of success.

I would now like to take you through the performance of the business units and our plans for organic growth.

Tomlinson proprietary boilers employ industry leading technology to eliminate detrimental emissions, and our design team have engineered the most efficient water tube boiler available in the Australian market. TES is supported by over 50 service technicians: servicing and maintaining boilers throughout Australia. As our technicians work on site, they had to work with many challenges throughout the year but continued to do so with a high level of service quality.

As mentioned in the Annual Report, in June of this year TES achieved its highest level of invoicing since 2014, reflecting the true underlying strength of the business when there are limited lockdowns in place. Unfortunately, by July – August that had come to an end again with much of the East Coast back in lock down. Through this time TES continued to service its clients and sell a significant number of new boilers setting up the year ahead for further earnings growth.













TAPC brings together effective and energy-efficient industrial air pollution-control technologies that prevent harmful gases, particulate matter, and odours from being released into the environment. TAPC designs, manufactures and services the various technologies.

Financial Year 2022 is looking very good with TAPC going into the year with stronger sales in spare parts and servicing and as at 30 June had project sales on hand of \$2.6m. Since the end of the financial year TAPC secured the FLSmidth Pty Ltd contract for the emission systems design and supply for a Lithium refinery in WA, and subsequently won a smaller Lithium refinery emissions system for a Canadian Plant. The Hastings Technology Metals Limited rare earths project supply portion continues to advance as the project moves through approval processes. TAPC has proven itself to be a world leader in designing emission systems for specialist plants that produce minerals renewable energy sector. Together with the strong underlying projects and service revenue TAPC is on track to deliver improved earnings again in the current year.

Baltec IES supplies highly efficient inlet and exhaust systems, which is crucial to supporting the renewable-energy sector by supplementing peak load energy requirements for gas turbines.

Baltec went into the year with work on hand of \$10.7m and has a strong tender pipeline in place. With the sales achieved year to date we are confident that Baltec be a strong contributor to group earnings. Charles Borg was appointed as the General Manager of Baltec in September this year. Charles is an engineer who brings a wealth of knowledge working in the field of gas turbines for the last 30 years in various roles including senior positions with GE. Charles has already identified some areas of improvement he would like to focus on including business process improvements and quality control.

EGL Waste. Our agreement with Turmec for the world-leading recycling solutions via an exclusive agency agreement to provide the sales and service platform in Australia, has continued to gain momentum in the market. Following the CEO of Turmec Mr Geoff Bailey spending 3 months in Australia we were able to showcase the product suite with a great deal of interest from the waste management industry. Subsequently tenders for recycling plants have been or will be submitted by the end of the calendar year of around \$50m AUD. EGL has been able to support Turmec by working on the commissioning of a new plant in Australia via its Tomlinson technicians. TAPC also provided advice and audits around dust suppression on Turmec plants, bringing together all the strengths of the EGL group to provide a unique offering to the waste services sector.

EGL Water division has enhanced patented technology designed to protect our environment by the removal of PFAS from contaminated water. There is increasing recognition for the need to remediate PFAS from the environment due to its widespread contamination.

Through our unique offering we have also been able to have discussions with the waste sector about EGL's trial into the separation of regulated PFAS. Following the successful removal of regulated PFAS at the pilot level, the full commercial trial with Reclaim Waste in now well underway with various waste streams being processed. EGL expects to provide an update to the market prior to the end of the calendar year on the progress of the trial results.

EGL's extraction technology if successful will be able to treat significant volumes of liquids at a low operating cost. We also continue to work with Victoria University on the separation PFAS from soil as a second and potentially larger opportunity in the market.

On a final note, the improving earnings and balance sheet are of key interest to shareholders, from a strategic point of view the operating divisions are integrating more and more into one













EGL, recognising, and addressing risk in the business and working together for outcomes that are of benefit to the group.

I am pleased to say with the progress we have made in the year to date we remain on track to meet our earnings expectations provided in the FY21 full year result presentation. This reflects an expect EBITDA pre significant items to increase by over 15% year on year, subject to the unknown impacts of the pandemic for the rest of the year. I look forward to providing you with an update on our operating performance at the Financial Year 2022 half year results.

We appreciate the ongoing support of our shareholders and look forward to further communications with you.

For further information, please contact: Stephen Strubel Joint Company Secretary The Environmental Group Limited

#### **About EGL**

EGL has five business units, all committed to the protection of the environment by improving air quality, reducing carbon emissions, enhancing waste treatment and lifting water quality.

- **Total Air Pollution Control** has a range of technologies which reduce dust, odours and harmful gasses from the environment.
- Baltec IES produces inlet and exhaust systems for gas turbines, which are used
  to complement and augment solar and wind energy production, without the use of
  rare mineral battery resources.
- Tomlinson Energy Service offers a network of service offices across Australia providing 24/7 service, maintenance and repairs of both proprietary equipment and other OEM equipment. The division also provides an essential link in our strategy to build a bio/waste to energy platform.
- **EGL Water** division continues to develop our patented technologies in conjunction with Victoria University. EGL recognises that one of the world's most valuable assets is water and will persist in our vision to reduce water pollution, leading to an improved environment, through low-cost technology solutions.
- **EGL Waste Services** provides the sales and services platform for the exclusive Turmec Agency agreement in Australia. Turmec are specialists in recycling solutions for the global waste industry, providing bespoke systems that enable their customers to efficiently recover high-quality material from waste, reducing the need for landfills.

#### Disclaimer

EGL advises that these remarks contain forward looking statements which may be subject to significant uncertainties outside of EGL's control, particularly in relation to the ongoing impacts of Covid-19 and associated restrictions. No representation is made as to the accuracy or reliability of forward-looking statements or the assumptions on which they are based. Actual future events may vary from these forward-looking statements, and you are cautioned not to place undue reliance on any forward looking statement.











# Annual General Meeting

25 November 2021







# Chairman's Welcome



# **Acknowledgment of Country**

We respectfully acknowledge the Wurundjeri People of the Kulin Nation, who are the Traditional Custodians of the land on which we are located today, and pay our respects to their Elders past, present and emerging.





02

# **Lumi Platform**





Today's meeting is being held online via the Lumi platform. This allows shareholders, proxyholders and guests to attend the meeting virtually. All attendees can watch a live webcast of the meeting. In addition, shareholders and proxyholders have the ability to ask questions and submit votes.

Online attendees can submit questions at any time. To ask a question, select the messaging tab at the top of the Lumi platform. At the top of that tab there is a section for you to type your question. Once you have finished typing please hit the arrow symbol to send.

Please note that while you can submit questions from now on, these will be addressed at the relevant time in the meeting. Please also note that your questions may be moderated or if we receive multiple questions on one topic, amalgamated together.



### **TEXT QUESTION PROCESS**



When the Question function is available, the messaging tab will appear at the top of the app

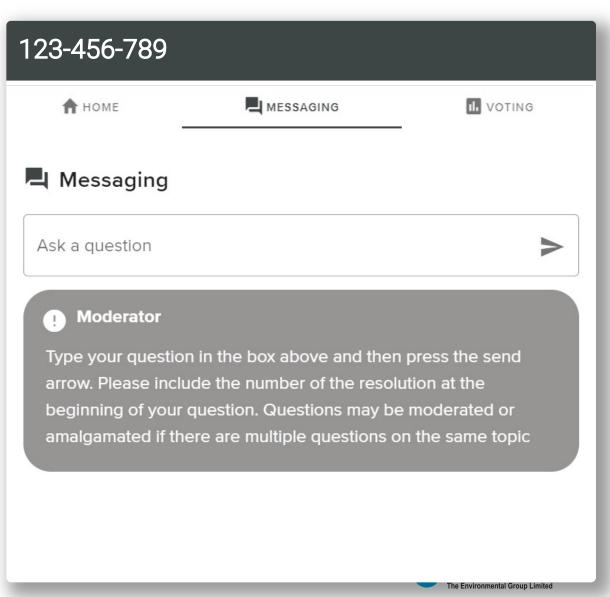


To send in a question, click in the 'Ask a question' box, type your question and press the send arrow



Your question will be sent immediately for review





### **AUDIO QUESTION PROCESS**

To ask a question verbally please dial the number shown on the main information page.

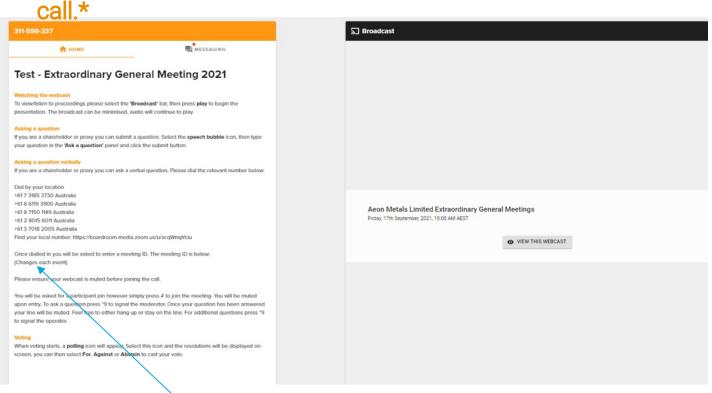
Enter your meeting ID followed by #.

You will be asked for a participant pin however simply press # to join the call. To ask a question press \*9 to signal the moderator.

Once your question is answered your line will be muted.

Feel free to either hang up or stay on the line. For additional question press \*9 to signal the operator.

# \*Please ensure your webcast is muted before joining the



\*Meeting ID can be found here\*



### **VOTING**



When open, the vote will be accessible by selecting the voting tab at the top of the screen



To vote simply select the direction in which you would like to cast your vote. The selected option will change colour

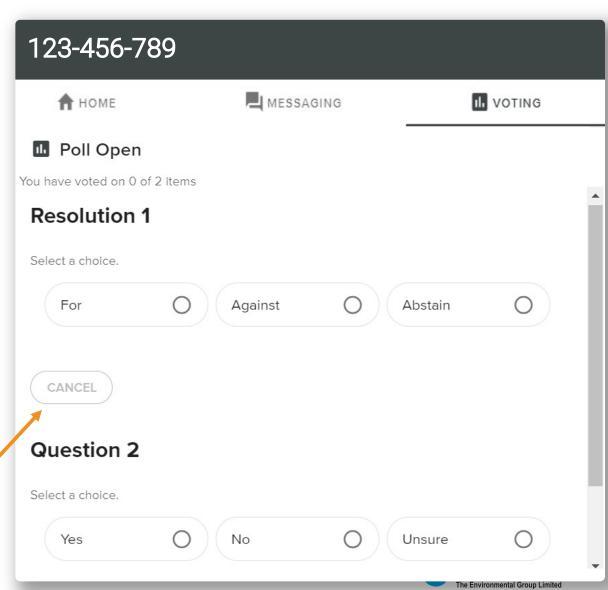
For

Against

Abs

Abstain

There is no submit or send button, your selection is automatically recorded. You can change your mind or cancel your vote any time before the poll is closed





# **Agenda**

- Onairman's Welcome
- O2 Acknowledgement of Country
- 03 Chairman's Report
- 04 CEO's Report
- O5 Approval of items
- Financial Statements and Reports
- 07 Resolutions





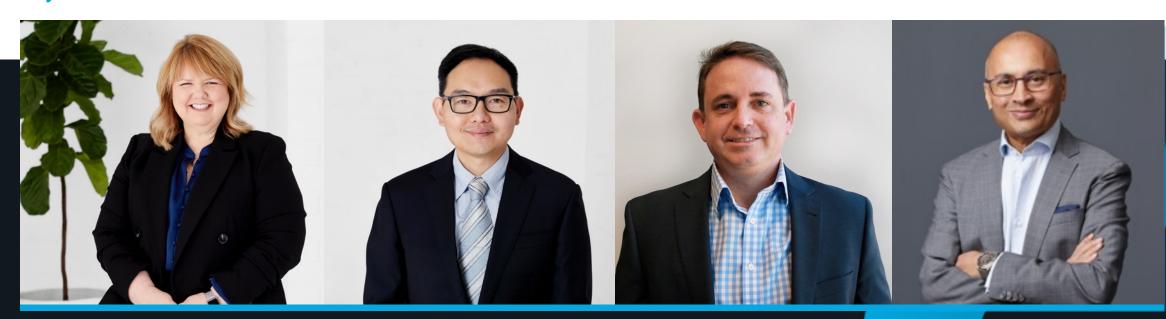
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# Chairman's Report



## **EGL Board**

Lynn Richardson Adrian Siah Graeme Nayler Vincent D'Rozario





# Thank you

Covid-19 regulations have impacted each and every part of the EGL business and I thank all of our team members for their support and resilience as we have navigated the emerging environment and additional compliance requirements.

I also acknowledge and thank our customers, suppliers and shareholders who have supported EGL over the past 12 months. Whilst many restrictions remain, we are witnessing a new working environment emerge and I am excited by the opportunities this brings





# **FY21 Financial Results**



\$46.6M Total revenue



\$9M Increase on FY20



\$3.1M EBITDA -before significant items



**\$1.7M**Tomlinson Energy Service



\$1.1M Baltec IES



**\$0.8M**Total Air Pollution Control



### 2021 Review

- Impact of COVID-19 has been felt through the organisation, however opportunities are emerging as restrictions ease in Eastern states.
- EGL Water commenced commercial trials in Q2 FY22. Further updates will be provided once results have been analysed.
- EGL Waste signed agreement with Turmec, forming a strong bond in world class waste recycling equipment with a strong tender pipeline already in place.
- Continued focus on strengthening the balance sheet to facilitate growth opportunities.
- Board Appointments
  - Graeme Nayler Independent Director
  - Vincent D'Rozario Independent Director



# Strengthened Management Team



**CEO Jason Dixon** 



**CFO Andrew Bush** 



National Sales and Marketing Manager Paul Gaskett



TES General Manager Peter Rankin



Baltec IES General Manager Charles Borg



TAPC General Manager Aldo Giachero



### **Forward Outlook**





# O4 CEO Report Jason Dixon



## **FY21 Financial Results**



\$46.6M

Total Revenue up \$9.1M on FY20



**24.4%** 

Increase in Revenue on FY20



\$3.1M

EBITDA – after significant items of \$217K



\$1.8M

EBIT – after significant items up from a loss of \$1,829K FY20



\$1.7M

NPAT – after significant items up 230%

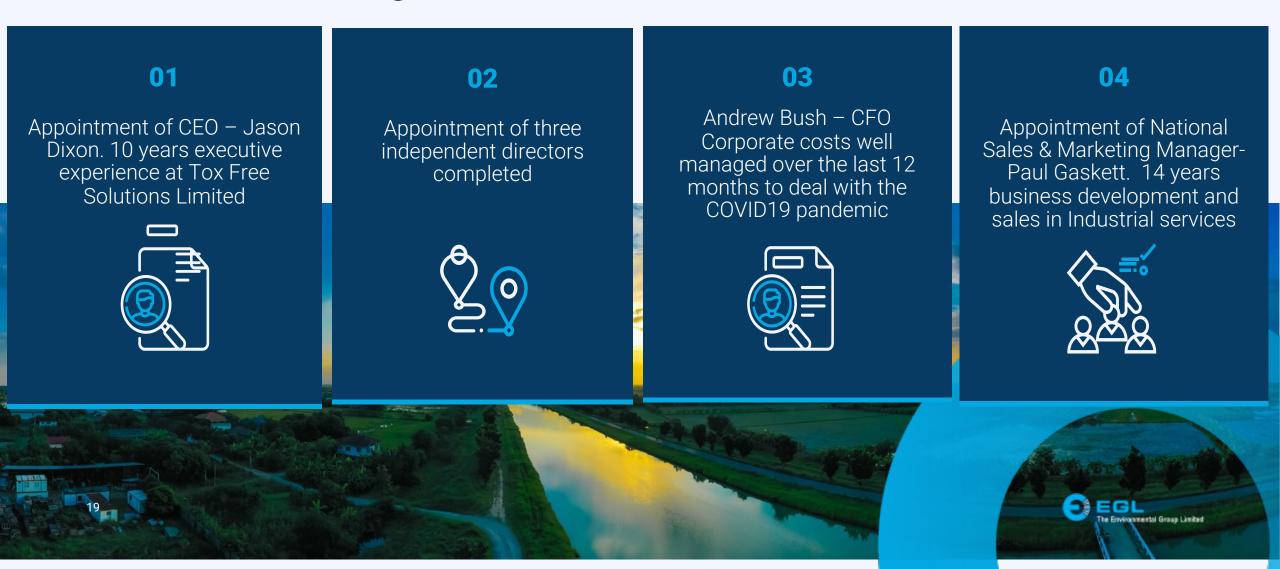


\$0.6M

Improved balance sheet with debt repaid of \$600K



## **Board & Management**



## **Board & Management**



# **Operating Units**







# **Tomlinson Energy Service**





Tomlinson Energy Service (TES) offers a network of service offices across Australia providing 24/7 service, maintenance and repairs of both proprietary equipment and other OEM equipment.

#### **Key Offering**

- Sale and Installation of cost-effective boilers design focusing on maximum reliability, long term operating efficiency, fuel flexibility and ease of access for inspection and maintenance.
- On going service and maintenance of boilers burners and steam equipment through a national network of service technicians.
- Continued to provide essential services during Covid-19 to hospitals and food manufacturing.





#### **AGM update**

- As mentioned in the Annual Report invoicing in June 2021 was the highest since 2014 as we bounced back from Covid.
- Revenue has continued to improve into FY22
- TES continued to service clients through the Victoria & NSW lockdown constraints with a high level of service quality.
- New Boiler sales have remained strong with the postponed sales returning to normal levels.
- The level of work returned to pre pandemic levels in the recent months but could be influenced if we incur further long-term lock downs.





02



**Total Air Pollution Control** 





TAPC designs, manufactures and services flue gas treatment systems which prevent harmful contaminants being discharged into the atmosphere.

#### **Key offering**

- Scrubbers including dry and wet for the removal of particulates and gaseous contaminants.
- Electrostatic Precipitators & Bag filters for particulate removal and flue gas clean up.
- On going service, parts and maintenance of pollution control equipment.
- A team of specialist engineers and designers who understand the clients need for specialist pollution control equipment.





#### **AGM update**

- Sales focus on existing client base to perform higher levels of parts and services not just new products.
- Servicing and spare of parts has remained strong generating good cashflow.
- Margins have been maintained at improved levels.
- The market for pollution control equipment appears to be rebounding with a solid tender pipeline and increased work in hand from 30 June 2021.
- Post the end of the financial year TAPC were awarded the FLSmidth Pty Ltd contract for the emissions systems design and supply for a Lithium refinery for \$5.2M
- TAPC is proving to be a leader in the emissions control systems systems for these specialist plants to produce minerals for the renewable energy sector.





# **Baltec Inlet and Exhaust Systems**





Baltec IES supports the gas turbine industry in its role in assisting the transition from coal-powered to renewable energy production. Tailoring products and custom designs specifically to meet clients' requirements:

#### **Key offering**

- •Turbine performance enhancement for lower emissions and higher output
- Project management of the upgrade
- •Global manufacturing to a range of international standards
- Erection and commissioning
- •After sales maintenance and spare parts





#### **AGM update**

- Tender pipeline remains strong with some good opportunities over the next 3 months.
- Risk & Tender review of the sales process with a focus on margins in place.
- Charles Borg has 30 years experience in the power generation industry various roles including senior positions with GE.
- Charles has a background in BD strong focus on tendering, quality & margins.
- Good project management delivering projects at forecast margins.
- 80% of work performed internationally had its challenges due to COVID19 but we have learnt to do business in this environment.





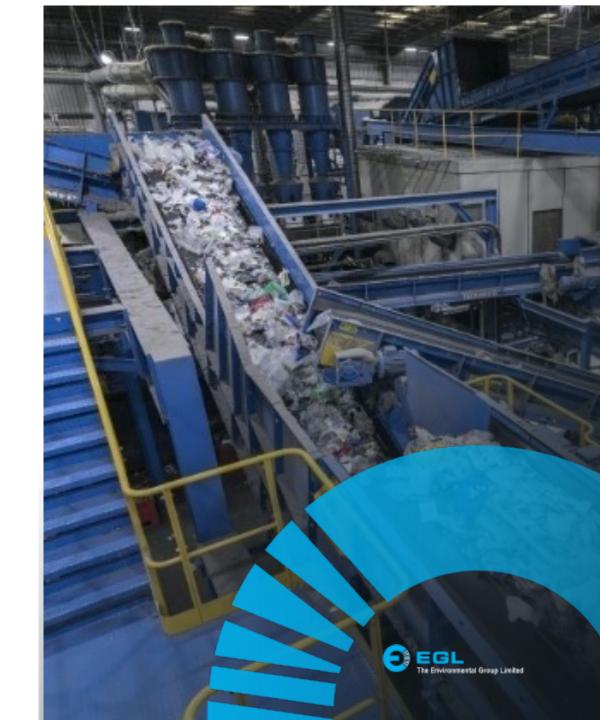


## EGL Waste – Turmec Agency agreement



### AGENCY AGREEEMNT UPDATED COMMENTARY

- EGL has spent the last six months building the Turmec brand recognition with potential clients in Australia and building product awareness, customer response has been positive to the product and service quality.
- Turmec's CEO Mr. Geoff Bailey has been in Australia form Ireland for the last 3 months and has visited most of the major waste companies with EGL's National Head of Sales.
- This has also allowed us to introduce the EGL PFAS solution to the major waste companies at the same time with the support of Turmec.
- Response to the product offering has been very good with on going leads generated for potential plant sales.
- A tender pipeline has now been generated that we are actively participating in.
- Service staff and technicians are being trained to help maintain plants already in Australia and provide spare parts.





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## **EGL Water**





EGL Water division has enhanced patented technology designed to protect our environment by the removal of Per- and polyfluoroalkyl chemical substances (PFAS) from contaminated water.

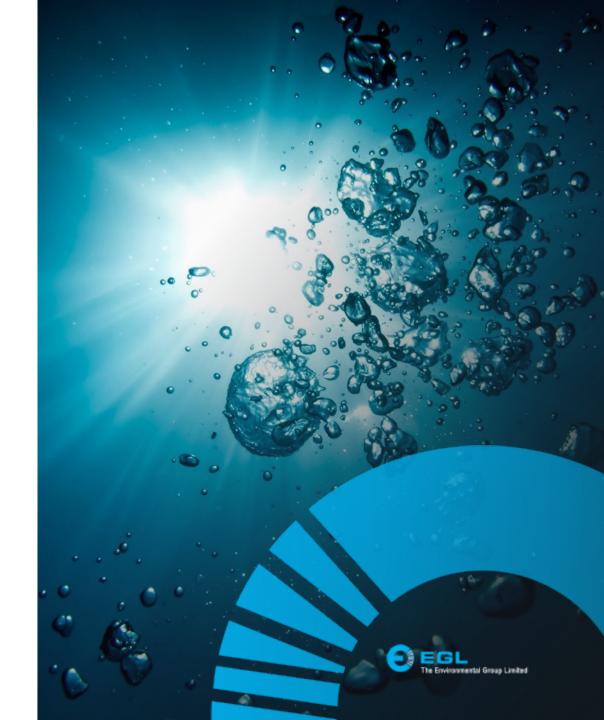
- PFAS was primarily used in aircraft fire fighting as a fire retardant however its use expanded into plastics and clothing prior to its detrimental impact on our environment being fully understood.
- Successful class actions have highlighted increased awareness and the urgent need to find solutions to remove contamination in water, soil, landfills, farmland and housing estates.
- EGL recognises that one of the world's most valuable assets is water and will persist in our vision to reduce water pollution, leading to an improved environment, through low-cost technology solutions.





### **FY2021 COMMENTARY**

- EGL was able to demonstrate, with various PFAS waste streams at pilot plant level, the successful removal of regulated PFAS.
- Significant progress has been made commercially with the plant design in preparation for a full commercial trial currently underway.
- EGL has partnered with Reclaim Waste to run the trial at their site with EPA licenses granted.
- Trial results expected to be announced in the first half FY2022
- A provisional patent application has been lodged with IP Australia for its proprietary technology developed for the treatment of PFAS in contaminated water and soil.
- Customer interest remains very strong, subject to the commercial trial's success.
- Work continues with PFAS contaminated soil to seek further opportunities to commercialise the process.



## EGL WATER'S PFAS TECHNOLOGY

The EGL Water technology is an extraction technique that does not involve oxidation or reduction of PFAS compounds.

EGL Water's PFAS technology involves extraction of PFAS compounds through the attraction of these compounds to water gas interface. The attraction is facilitated by a number of specific charged and ionized gasses. Foam Fractionation is therefore one of the techniques that can be used to aid the extraction process







# Forward Outlook



## **Forward Outlook**





## **EGL outlook continued**

- EGL has budgeted for improved earnings in all operating divisions subject to the impact of COVID-19 which is unknown at this stage.
- At this stage we continue to expect EBITDA to increase by over 15% year on year after significant items\*.
- Corporate costs will increase with the new management team and renewed board in place.
- Management's focus will remain on margin improvement and reviewing processes to improve products and services.
- The two new organic growth areas of Water (PFAS separation) and Waste (Turmec agency agreement) will focus on the commercial opportunity to generate returns for shareholders.



<sup>\*</sup> Whilst maintaining a positive outlook, the impact of COVID-19, and in particular ongoing lockdowns across the country, cannot be fully predicted and may affect final results.

05

# **Approval of Items**



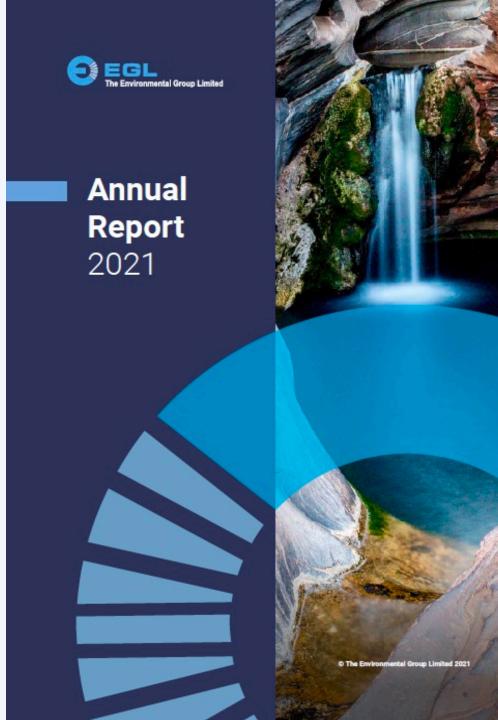


# Financial Statements and Reports



## **Financial Reports**

Consideration of the Reports – Annual Report for the year ended 30 June 2021





## **Resolutions**



## **CONDUCTING OF THE POLL**

That concludes the Resolutions to be voted on today. As noted, we are conducting a poll on all Resolutions.

I will take this opportunity to remind eligible shareholders and proxy holders that the poll was opened at the commencement of the meeting and will remain open for a further few minutes.

Can all shareholders voting online please now ensure that they have submitted their votes. If you have any questions in relation to the submission of online votes, please send them through the Q&A function now.



# Thank you for your attendance today





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environmental.com.au

### **Disclaimer**

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