

ASX RELEASE

25 November 2021

2021 Annual General Meeting Chairman's Address and Company Presentation

Leading environmental technology company Envirosuite Limited ('Envirosuite' or 'the Company'), is pleased to release the Chairman's Address and CEO & Company Update, ahead of these being delivered at the 2021 Annual General Meeting today.

The results of the meeting will be released to the ASX shortly after the conclusion of the meeting.

For further information, please contact:

investors@envirosuite.com or visit www.envirosuite.com.

Authorised by:

Rachel Ormiston
General Counsel and Company Secretary

CHAIRMAN'S ADDRESS

Envirosuite Fellow Shareholders, I am very pleased to welcome you to Envirosuite's 2021 Annual General Meeting.

As Covid-19 starts to recede from the daily mainstream headlines, we are already seeing that Environmental concerns, mainly driven by the universal levelling issue of climate change, are dominating the global mainstream conscious with renewed vigour for the foreseeable future.

Discussions of ESG are occurring at all levels, from the boardroom to investors to employees, and governments, regulators and companies are all being encouraged to take these matters into consideration. We believe environmental intelligence is key to improving the well-being of people and the planet. Environmental intelligence involves utilising technology to actively monitor, manage and measure the impacts of human endeavour on the immediate environment. This is the essence of what we do in identifying and going straight to the source, understanding in real time and even predicting

what will happen next, so that we can help our clients to do the best they can by their surrounding communities and their own operations.

Globally, the growing importance of ESG, the advancement of the UN's Sustainable Development Goals, and President Biden's US\$1 trillion infrastructure bill all create strong tailwinds, to an unprecedented degree. There are few ASX-listed companies better leveraged to this macro backdrop than Envirosuite, and fewer still which can offer solutions to help customers meet their ESG requirements and secure their social licence to operate. This bodes well for Envirosuite in FY22 and beyond.

The US "Infrastructure Investment and Jobs Act", signed into law just last week, has been hailed as a 'once in a generation' investment. The legislation's fiscal stimulus is staggering with US\$97bn (A\$132bn) of new funding earmarked for Envirosuite's key sectors: US\$55bn for clean water infrastructure - the largest investment in clean drinking water and waste-water infrastructure in American history; US\$25bn going to Airports; and US\$17bn towards Ports and Waterways. Whilst our target markets are global this watershed moment in the US is representative of opportunities in the years ahead for the Company.

Envirosuite delivered a solid financial result in FY21 with annual recurring revenue (ARR) of \$46.5m. As with most businesses, COVID-19 impacted revenue in the first half of FY21, however, in the second half, Envirosuite delivered its strongest ever Half Year with \$4.4m in new ARR orders. There was a clear increase in momentum in our end markets and the Company delivered two consecutive record breaking quarters. Total Revenue doubled in FY21 to \$48.6m. Momentum has continued into this year with a 42% increase in new ARR in the most recent Quarter on the prior corresponding period.

Growing revenue is but one element of our story. A key strategic goal is to improve the scalability of Envirosuite to positively influence margins. We have been successful in increasing Gross Margins materially over the year from 31.0% to 42.4%. Our CEO Jason Cooper will elaborate on this however, we see scope for this improvement to continue as cost efficiencies and a growing contribution from EVS Water will reshape the overall business.

Our core EVS Airports business experienced stable recurring revenues across FY21, reflecting the multi-year, contractual nature of that business. COVID-19 induced lower discretionary expenditure for one-off projects by airport customers with a temporary decline in our profitable non-recurring revenues. We are, however, positive regarding the outlook. The trend of gradual re-openings globally brings renewed optimism that air travel could see an uptick in 2022 and we are already seeing a pick-up in project work.

¹ <https://www.whitehouse.gov/briefing-room/statements-releases/2021/07/28/fact-sheet-historic-bipartisan-infrastructure-deal/>

Our EVS Water business, which we commercialised during the year was a modest financial contributor in FY21. We expect this to change markedly as we look ahead. At an estimated \$2.8bn SAM², EVS Water serves a materially larger addressable market than our core Aviation and Omnis platforms. Every major town in the world, for example, is a potential customer for EVS Water. We are focusing on internally resourcing EVS Water to attack this commercial opportunity and market acceptance has been very encouraging. It is also characterised by short sales cycles and a higher margin SaaS style commercial model.

As shareholders know, the Company's leadership evolved in FY21 with Jason Cooper moving from COO to CEO effective March 1. Jason's experience is well suited to Envirosuite's current positioning with 20 years' experience in the technology sector as well as at senior executive level in both multi-national and start-up SaaS environments. You will be hearing from him shortly.

Peter White retired, having prepared the Company for its next growth phase. In aggregate Peter dedicated more than eight years to leading EVS as CEO, overseeing the growth of the company from a small consulting firm to become a global leader in environmental intelligence solutions with 260 employees in 12 countries. On behalf of the Board I would like to thank Peter for his leadership through some trying times and some good times, he has always put the Company first and created many successful outcomes during his tenure. Peter will retire from the Board as of today's meeting, thanks Peter for your outstanding contribution. The Board is currently undertaking an extensive global search for two new Non-Executive Directors as part of our Board refresh program, we are hopeful of announcing one new NED early in 2022

In closing, we look forward to the coming quarters with great optimism, and with good reason. Envirosuite is well prepared for a new phase of growth. I would like to thank my fellow board members; we ask for active participation and that's what we get. To our team, the Environauts, as they are known around the world, thank you very much for your relentless pursuit of building a better Envirosuite for all stakeholders and to you, our shareholders, for your support this year. As I noted in the Annual Report, we are in the sweet spot of the most critical and mainstream themes in industry, government, community and capital markets: Climate Change, ESG and digital transformation. The value and importance of environmental intelligence for the world is only accelerating and the time for Envirosuite is now.

² The serviceable addressable market is the portion of the Total Addressable Market (TAM) that can be meaningfully reached by Envirosuite's software and solutions. It is calculated by taking the applicable global Sites (mines, wastewater treatment plants etc.) where Envirosuite's software and solutions could meaningfully apply and multiplied by the current market Annual Recurring Revenue (ARR) price for that software/solution.



Our time
is now

Disclaimer

The material in this presentation is general background information and is current at the date of the presentation. The information is given in summary form and does not purport to be complete. Investors should review this presentation in conjunction with the Annual Report of Envirosuite Ltd and its subsidiaries (the Group) for the 12 months ended 30 June 2021.

Information in this presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. Investors should consider the appropriateness of the information having regard to these matters, any relevant offer document and seek independent financial advice before making any investment decision. No representation is made as to the accuracy, completeness or reliability of the presentation.

Certain statements in this presentation constitute forward looking statements. Such forward looking statements involve both known and unknown risks, assumptions, uncertainties and other factors, many of which are beyond the control of the Company and which may cause actual results, performance or achievements to differ materially from those expressed or implied by such statements. There are a number of other important factors that could cause actual results to differ materially from those projected in such statements, including (without limitation) the risks and uncertainties associated with the ongoing impacts of COVID-19, the Australian and global economic

climate and market conditions. Further information is contained in the Group's Annual Financial Report for the 2021 financial year, which is available at www.envirosuite.com. Actual results may vary, with materially positive or negative impacts. Investors are cautioned not to place undue reliance on these forward-looking statements. Past performance is not indicative of future performance and no guarantee of future returns is implied or given.

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Any opinions expressed reflect the Group's position at the date of this presentation and are subject to change.

All amounts are in Australian dollars unless otherwise stated.

Online Attendees – Voting



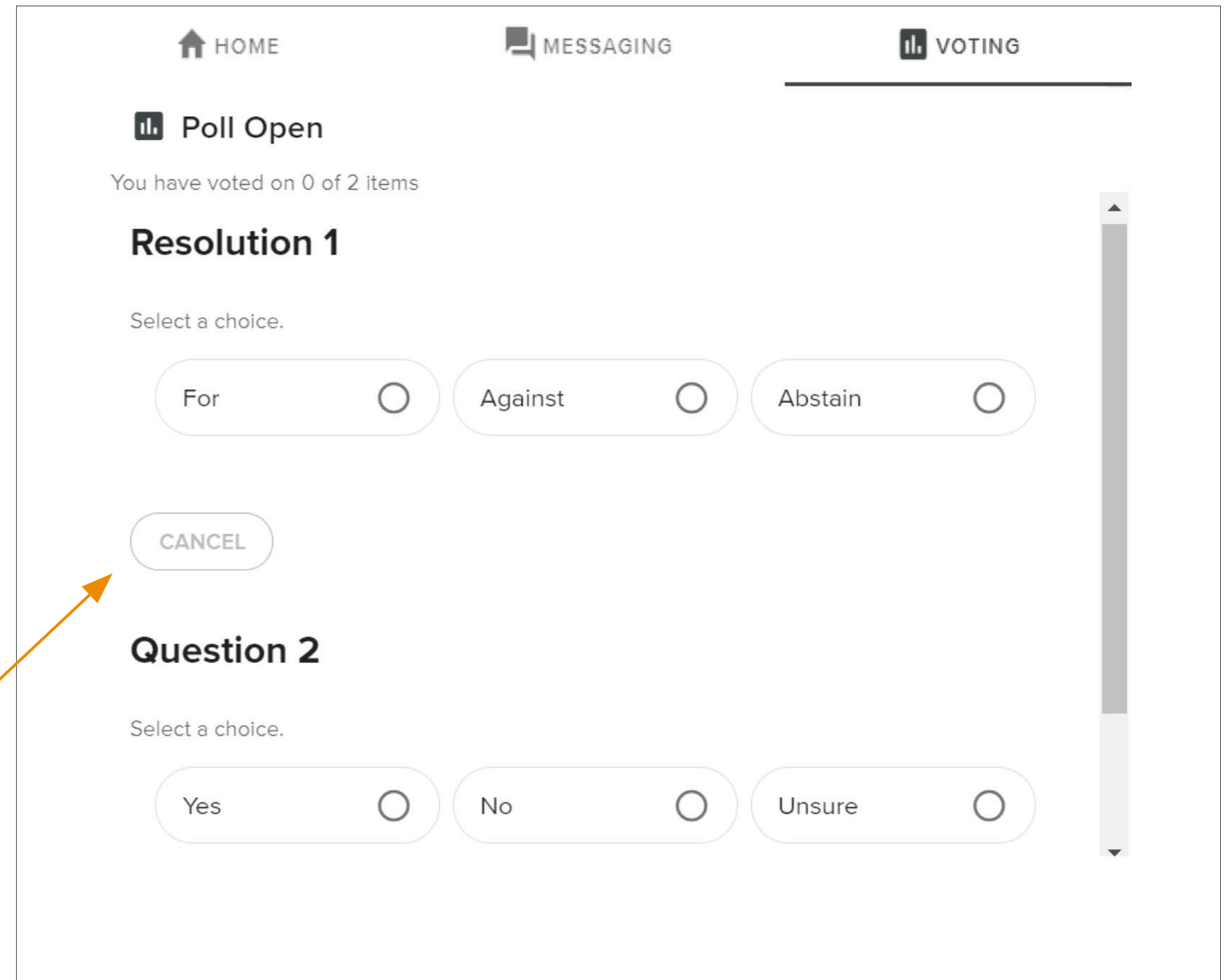
When open, the vote will be accessible by selecting the voting tab at the top of the screen



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



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

A screenshot of the LUMI voting interface. At the top, there are three tabs: 'HOME' (with a house icon), 'MESSAGING' (with a speech bubble icon), and 'VOTING' (with a bar chart icon). The 'VOTING' tab is active. Below the tabs, it says 'Poll Open' and 'You have voted on 0 of 2 items'. The first poll is titled 'Resolution 1' and asks to 'Select a choice.' It has three options: 'For' (selected, orange), 'Against' (light grey), and 'Abstain' (light grey). Below these is a 'CANCEL' button. The second poll is titled 'Question 2' and also asks to 'Select a choice.' It has three options: 'Yes' (light grey), 'No' (light grey), and 'Unsure' (light grey). A vertical scrollbar is on the right side of the poll area. An orange arrow points from the text 'You can change your mind or cancel your vote any time before the poll is closed' to the 'CANCEL' button.

Online attendees - Text question process



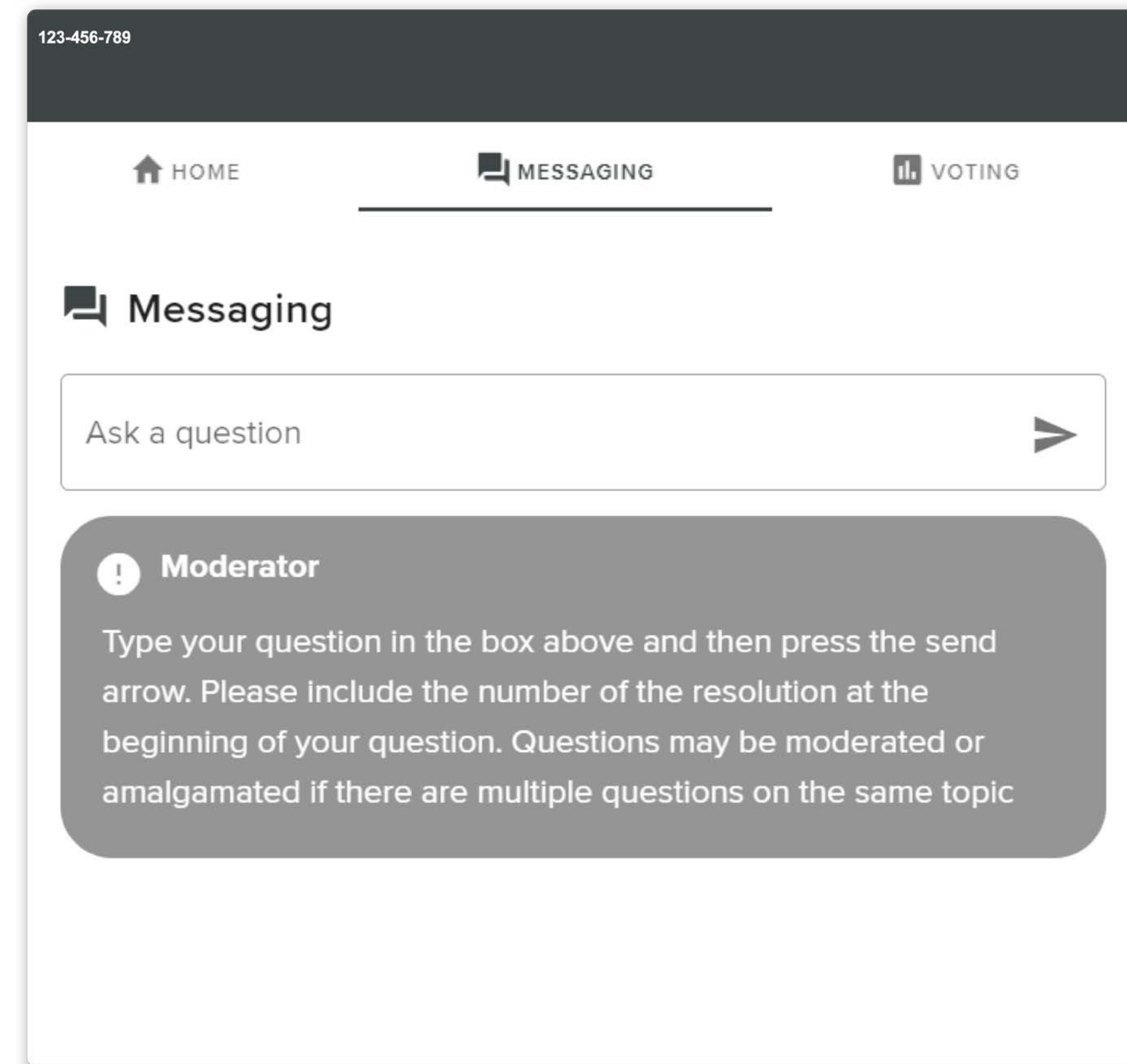
When the Question function is available, the messaging tab will appear at the top of the app.



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



Boardroom Media - Audio question process



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

Enter your meeting ID followed by #.

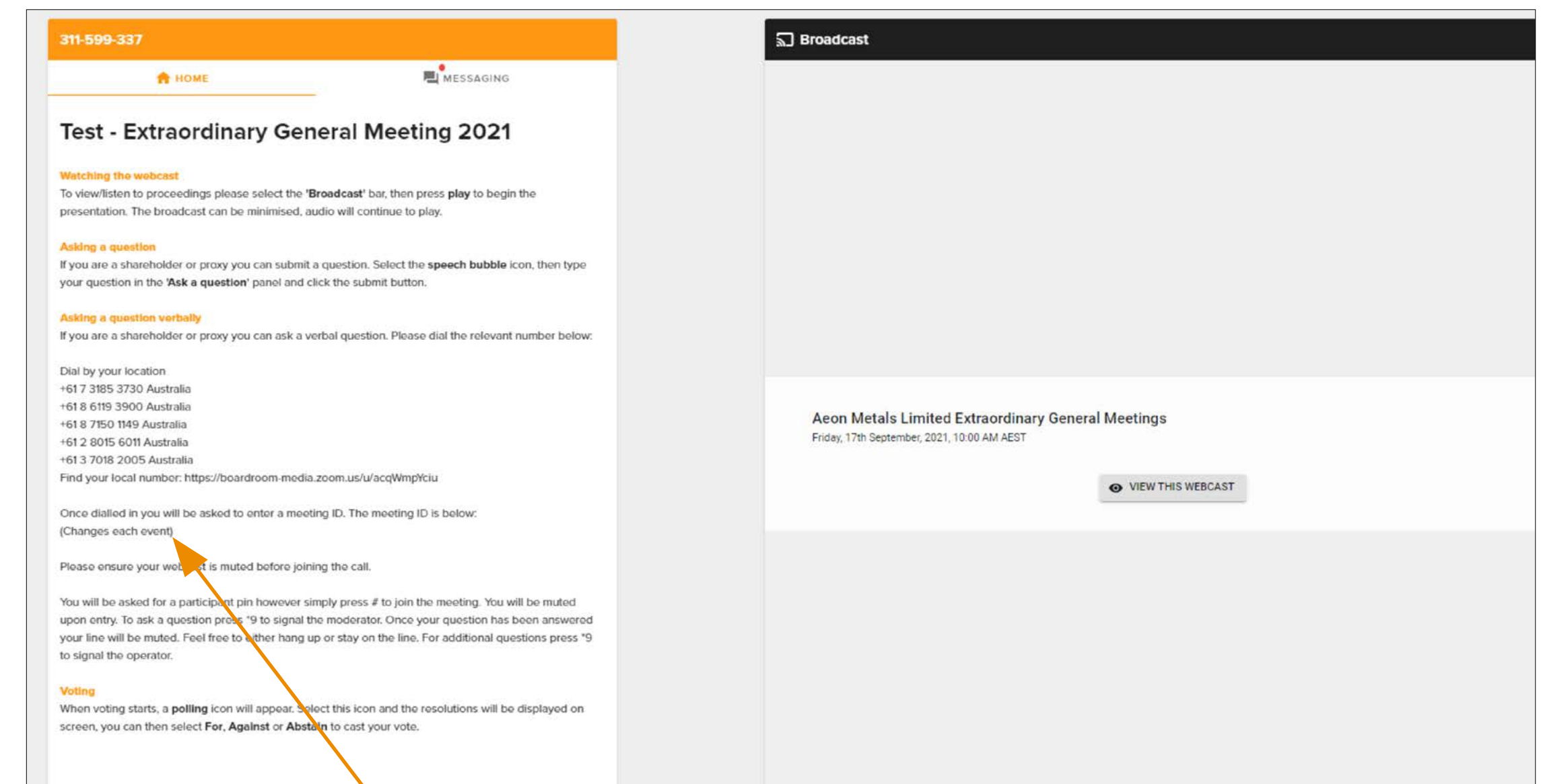
You will be asked for a participant pin however simply press # to join the call.

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 call



Meeting ID can be found here



Welcome

Agenda

01

CHAIRMAN'S ADDRESS

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INTRODUCTION TO SUE

03

CEO & COMPANY UPDATE

- FY21
- Product
- Growth

04

RESOLUTIONS

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Q & A

Chairman's Address



David Johnstone
Chair of the Board



Transforming for scale

ESG

Increased focus on Environmental, Social and Governance criteria and climate change globally

Tailwinds from

US\$1 trillion

bipartisan infrastructure plan that includes **\$97bn** of additional funding

Completed a successful capital raise

of \$14m to support the investment into product development, the acceleration of our EVS Water product suite and to support the growth agenda for North America.

Combined Serviceable Addressable Markets (SAM) of approximately

\$4 billion

FY21 Annual Recurring Revenue of

\$46.5m

New CEO in March 2021

Jason Cooper

Building a leading position in Environmental Intelligence

Meet Sue Klose

Sue is an experienced non-executive director and executive, with a diverse background in digital business growth and operations, corporate development, strategy and marketing. She is currently a non-executive director of Nearmap (ASX: NEA), a provider of aerial imagery and location intelligence; Pureprofile (ASX: PPL), a provider of data insights, quantitative research and lead generation; Stride, one of Australia's largest mental health care providers; and Honan Insurance Group, a insurance, risk and financial solutions provider.

Sue also has an MBA in Finance, Strategy and Marketing from the JL Kellogg School of Management at Northwestern University, and a Bachelor of Science in Economics from the Wharton School of the University of Pennsylvania.

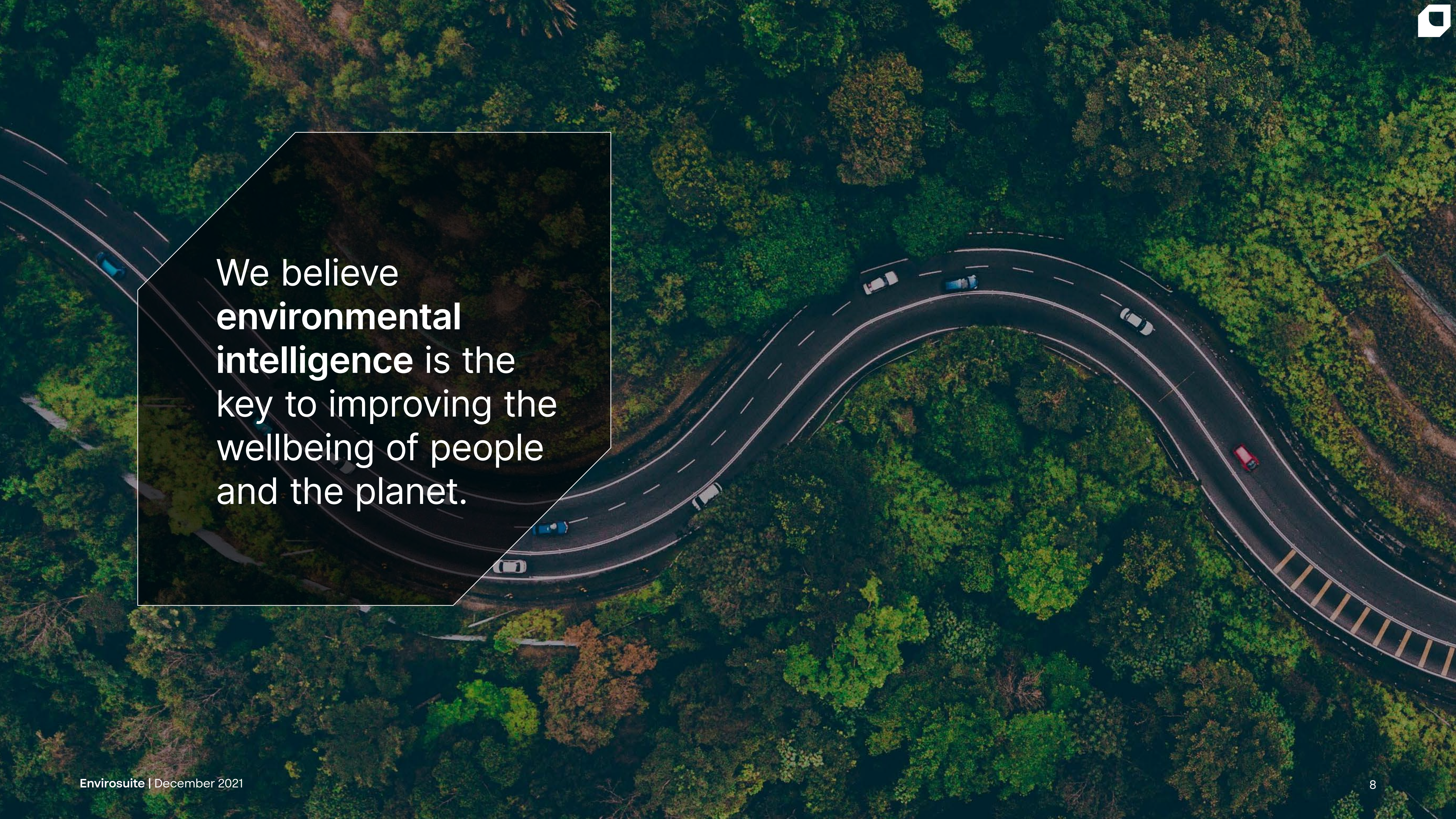




CEO & Company Update



Jason Cooper
CEO

An aerial photograph of a winding asphalt road that curves through a dense, lush green forest. Several cars are visible on the road, including a blue car, a white car, and a red car. The road has white dashed lines and a solid white edge line. The forest is composed of various types of trees, creating a textured green canopy.

We believe
**environmental
intelligence** is the
key to improving the
wellbeing of people
and the planet.



Connecting **environmental information, social intelligence and predictive insights** that help customers respond to, and better manage, **meaningful change.**





A science-based, human-led **intelligence platform** built to help businesses **unlock** data, **knowledge and insight** across an increasingly connected economy, to their advantage.



Envirosuite's four key strategic focus areas Delivered in FY21

GROWTH



- Implemented new sales process and training globally around proven value based selling
- Improved deal velocity with focused customer acquisition programs and customer segmentation of Ideal Customer Profiles
- Launch of Land, Expand and Scale sales strategy to prioritise account pursuit and strategic growth of key accounts
- Investment into sales functions through new, experienced scale up hires with domain expertise

PRODUCT



- Launched new EVS Aviation platform, ANOMS X, which is in use by 30+ Airports
- Creation of EVS Water with acquisition of AqMB and delivered initial customers onto platform
- Combined EVS and EMS solutions into EVS Omnis portfolio to build the most comprehensive EI platform and to derive operational efficiencies
- Created united product strategy team accelerating transition to a Product-led, Sales Focused organisation

CUSTOMER



- Implemented global customer success strategy to build engagement over customer lifecycle to increase retention and upsell opportunities
- Launch of Environmental Intelligence Services to further embed Envirosuite platforms to provide actionable, data-driven insights and improved customer outcomes
- Improved customer support and service delivery capabilities across three regions through an increased customer focus to improve retention, quality and satisfaction

SCALABILITY



- Alignment on single cloud environment and digital transformation with project on schedule for go-live
- Consolidation of the regions from 5 to 3 to gain cost reduction benefits and drive improved process alignment
- Significant improvement of Gross Profit through cost out, process improvement and product consolidation
- Implemented greater focus and discipline into the operating model and across the organisation



Key Metrics

As at 30 June 2021

\$46.5m

Annual Recurring Revenue

+ 8.1% YOY

+373

Client sites

+ 13.4% YOY

\$48.6m

Statutory Revenue

+ 104% YOY

42.4%

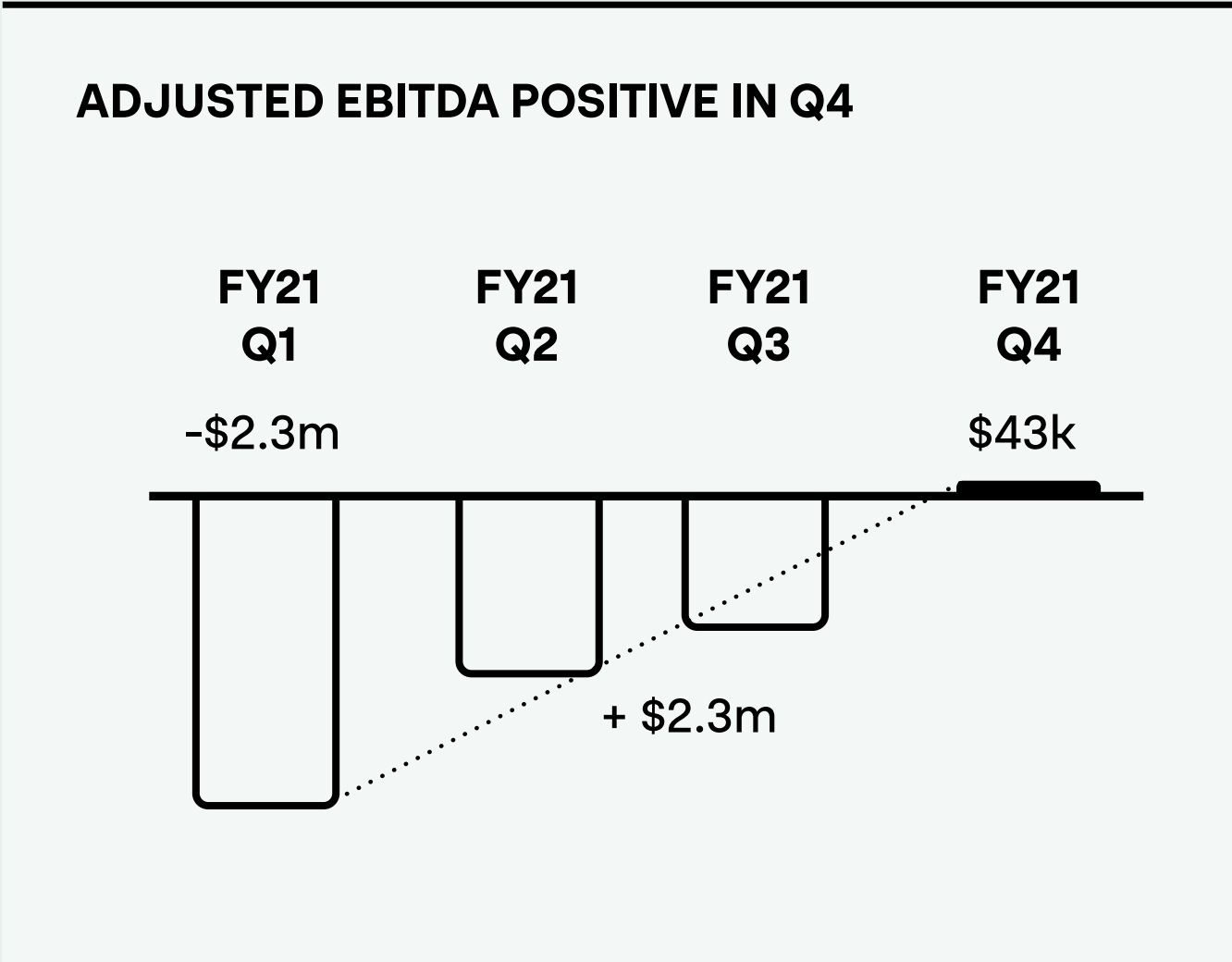
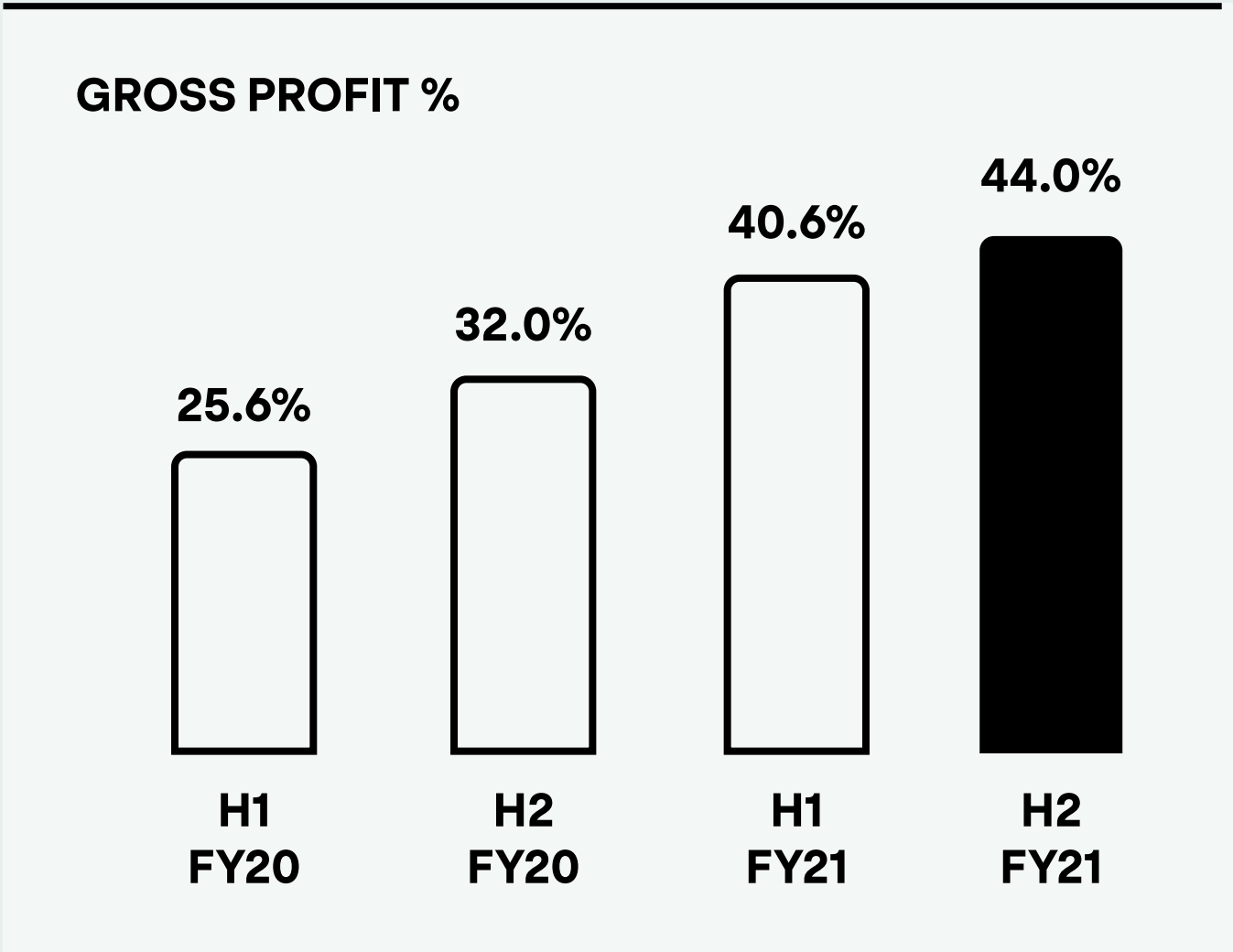
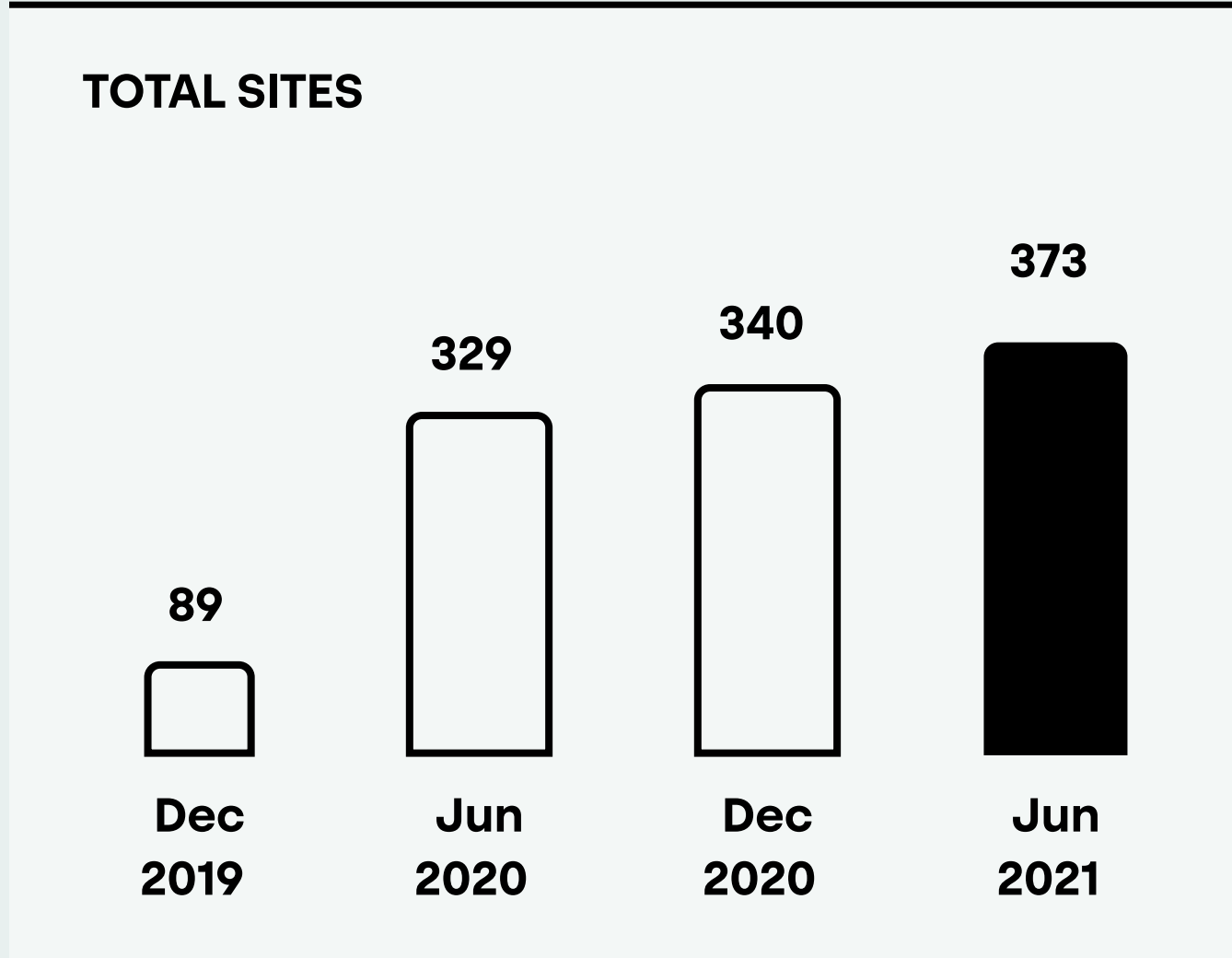
Gross Profit

+ 36.8% YOY

\$(4.5)m

Adjusted EBITDA (loss)

+ 56% YOY



Momentum Building

Two consecutive
record breaking
quarters

\$4.4m
of new ARR in H2FY21

Land, Expand and Scale
sales strategy delivering
results with over

56% of new ARR
in Q4FY21
coming from existing customers

Completed a successful capital raise

of \$14m to support the investment into
product development, the acceleration
of our EVS Water product suite and to
support the growth agenda for North
America.

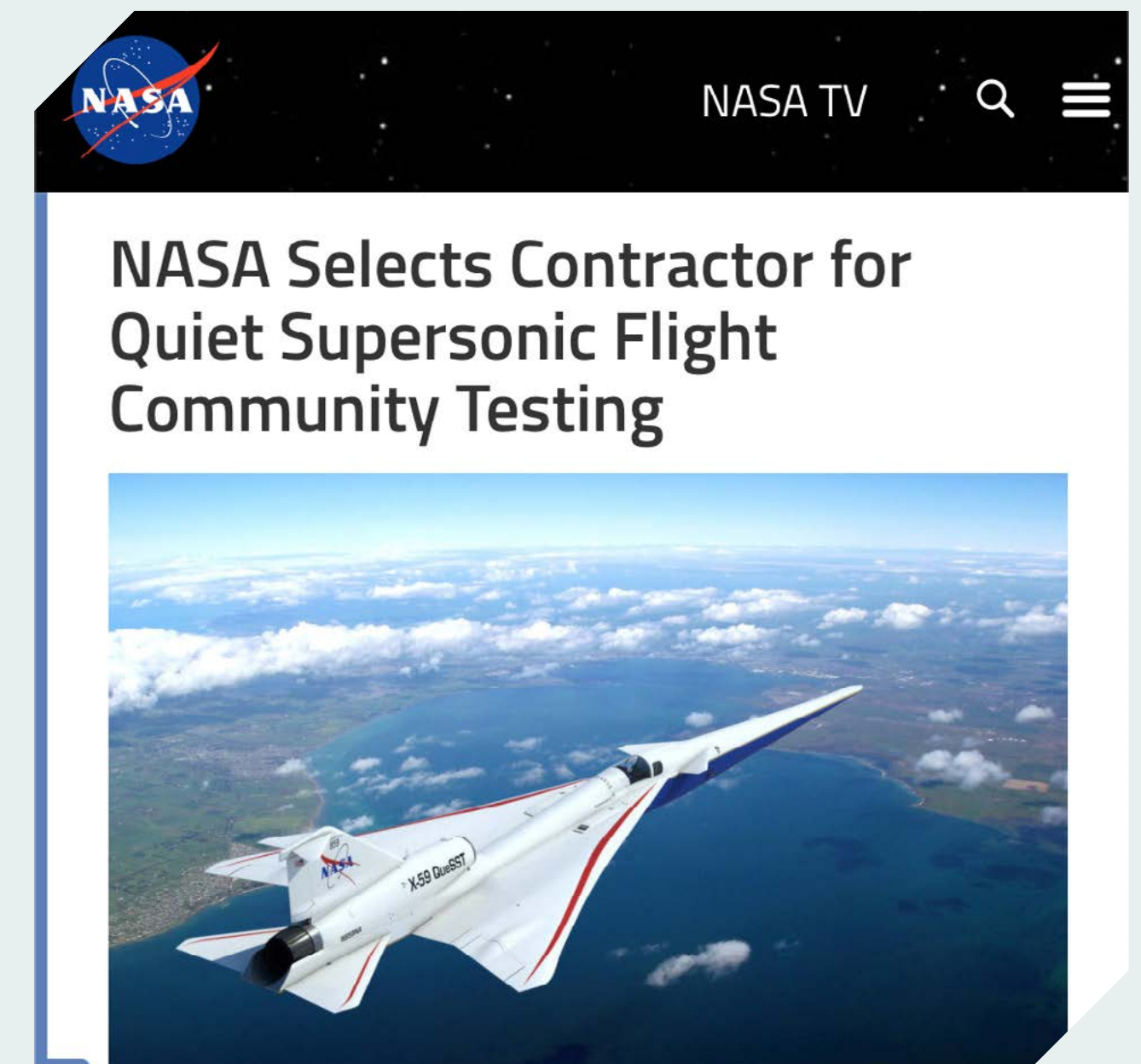
ARR for EVS Omnis grew

24%
year-on-year

**Frost &
Sullivan**

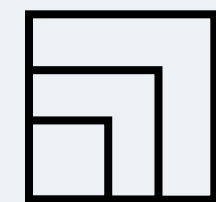
Winner of the **Global digital
twin technology for water**
- entrepreneurial company
of the year award.

**Adjusted EBITDA
positive in Q4FY21**





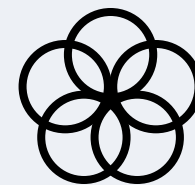
Our strategy addresses significant market opportunities



**Serviceable
Addressable
Market of \$4bn***



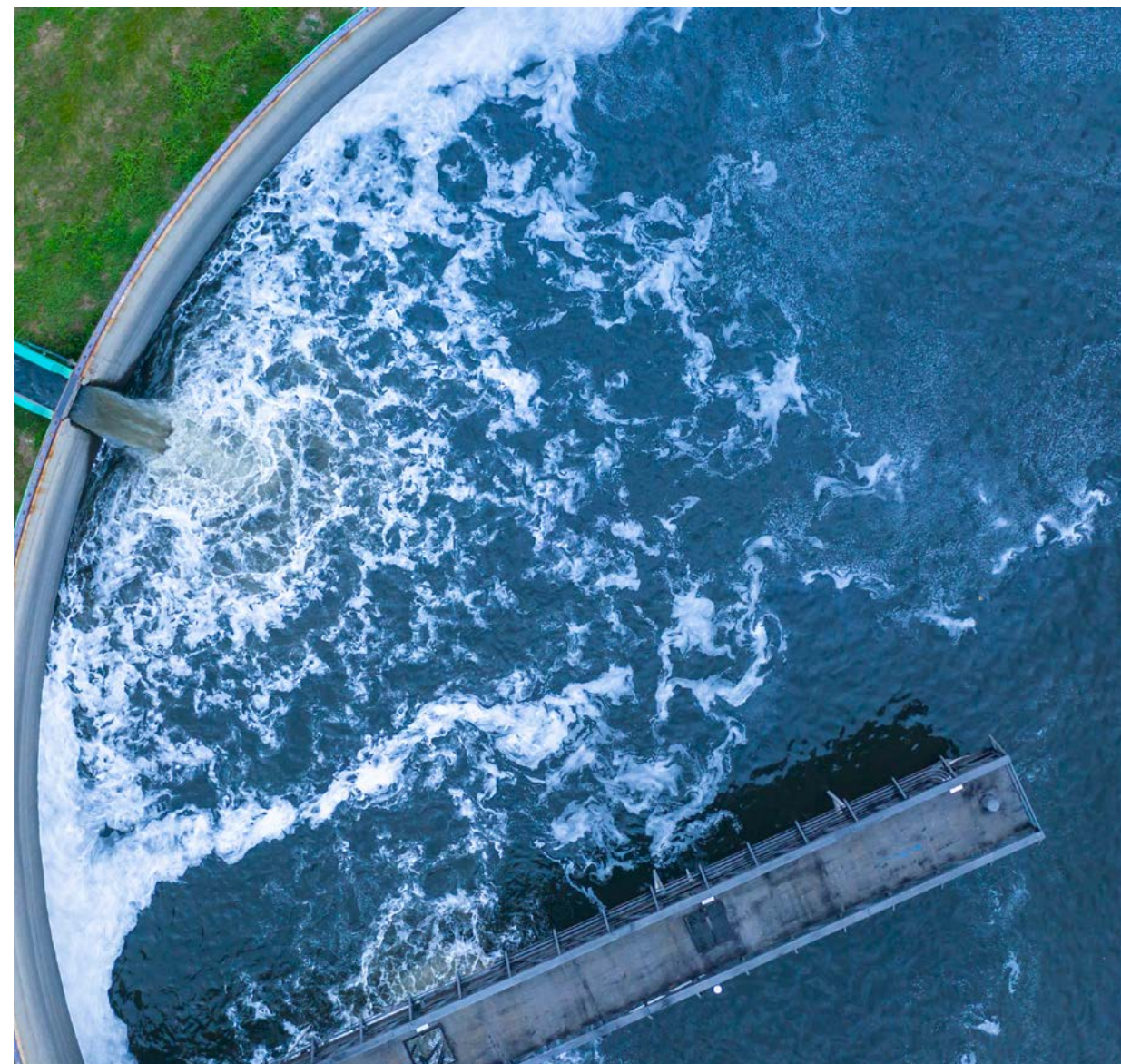
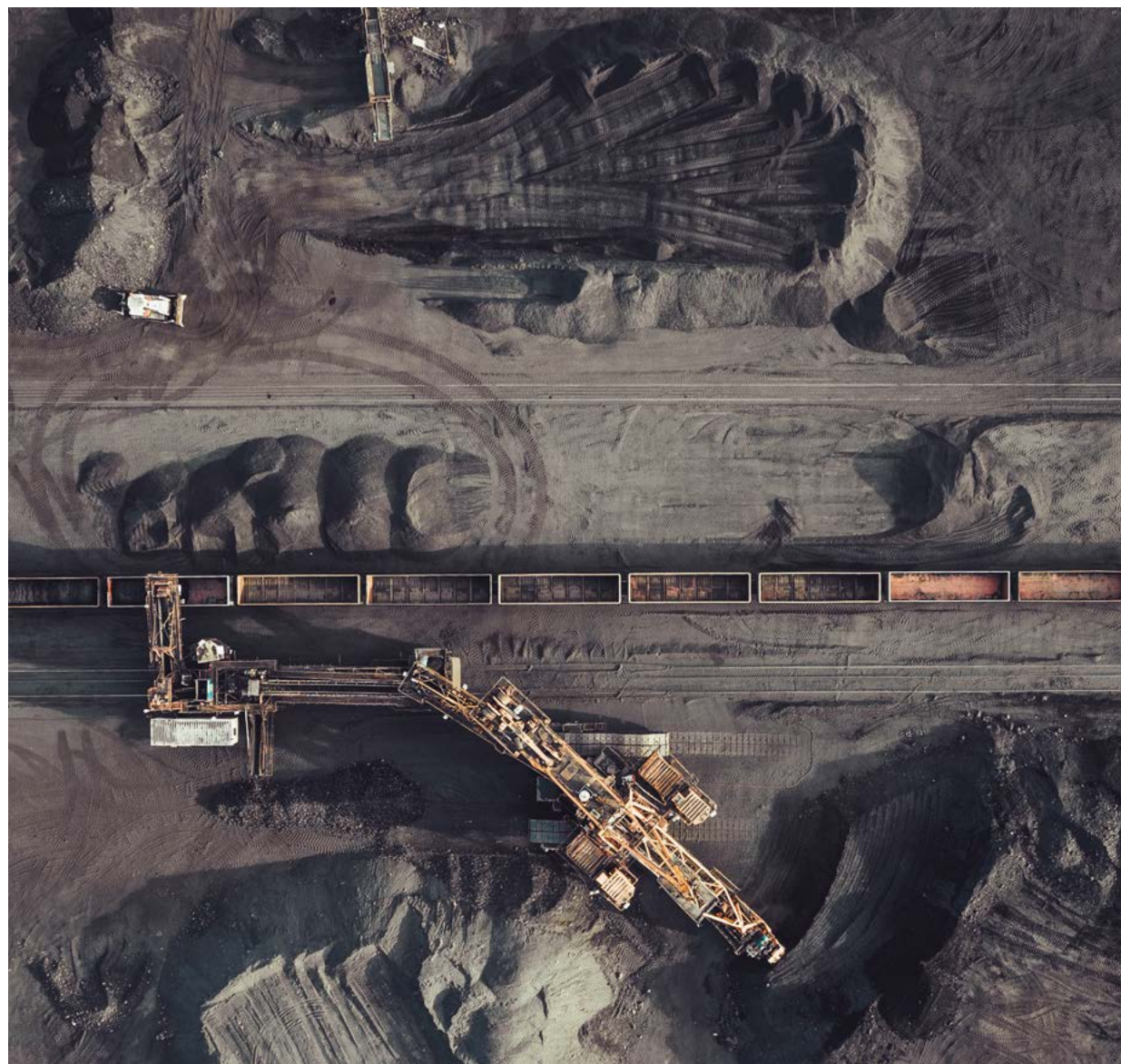
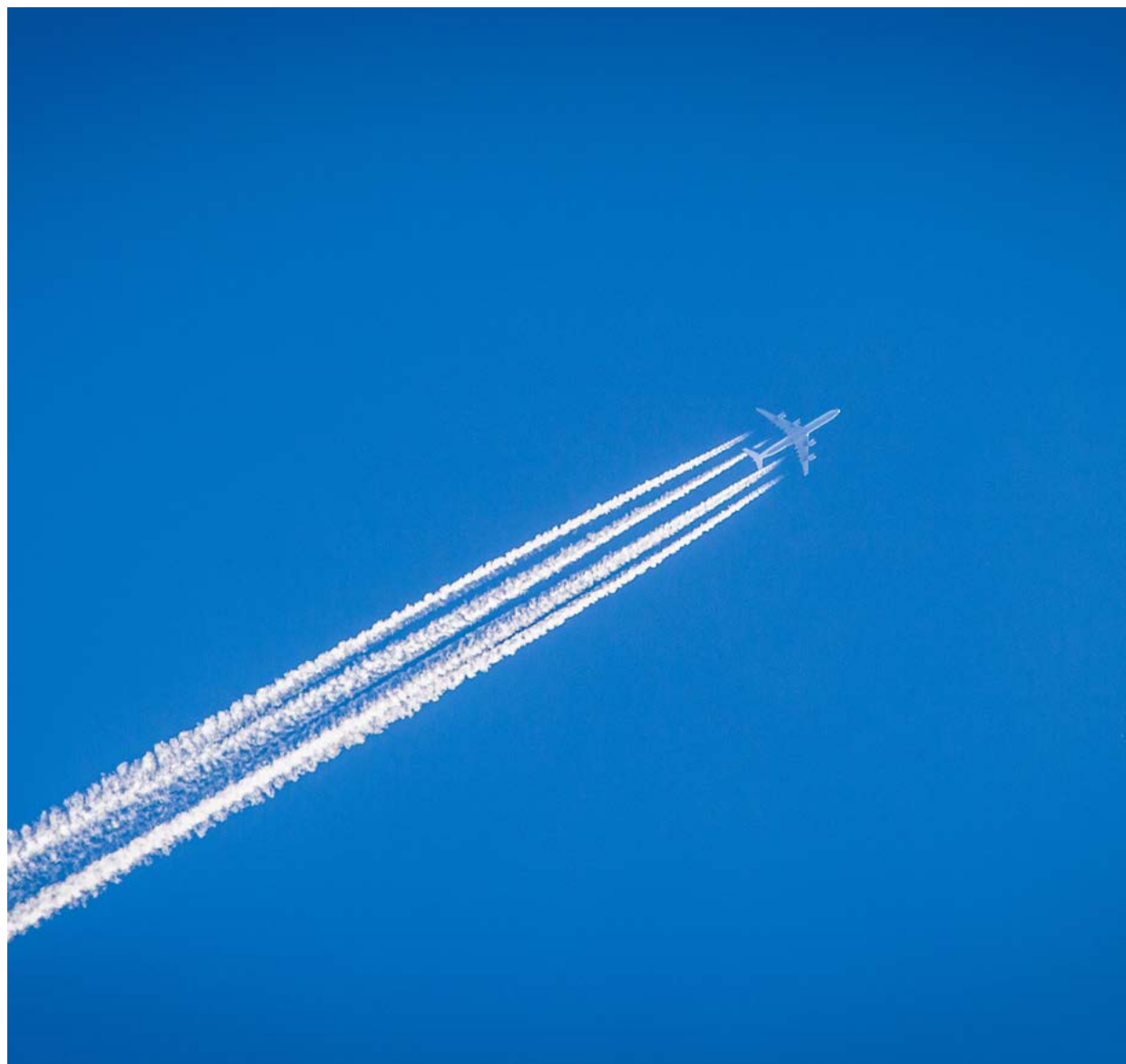
**Acceleration of
Environmental,
Social, Governance
Practices**



**Advancement
of Sustainable
Development
Goals**

With strong tailwinds from the recent US\$1 trillion bipartisan infrastructure plan that includes \$97bn of additional funding¹ (A\$132bn) into Envirosuite's key sectors.







Growth



Greg Bracci
VP Americas

Strong Growth in Americas

TAILWINDS



Greg Bracci
VP Americas



Strong Growth in Americas

STRATEGIC FOCUS



Greg Bracci
VP Americas



Strong Growth in Americas

LAND, EXPAND & SCALE



Greg Bracci
VP Americas



Strong Growth in Americas

LAND, EXPAND & SCALE



Greg Bracci
VP Americas



Strong Growth in Americas

LAND, EXPAND & SCALE



Greg Bracci
VP Americas

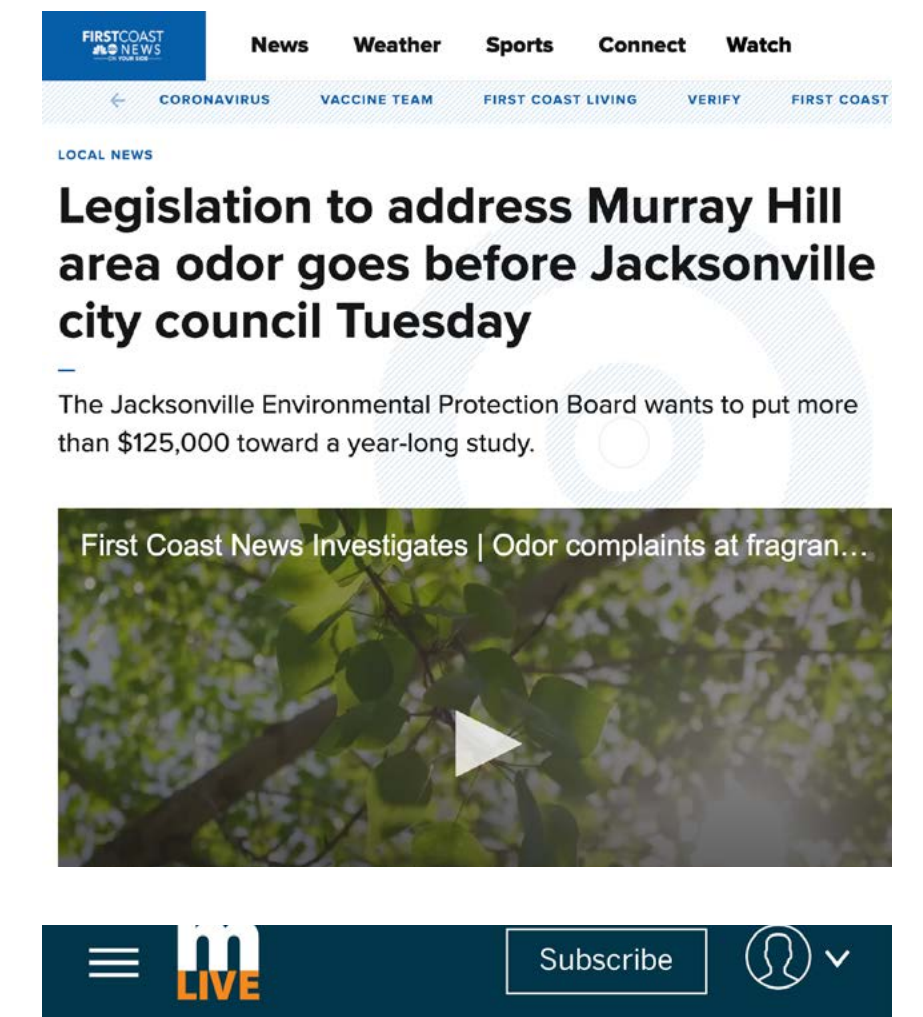
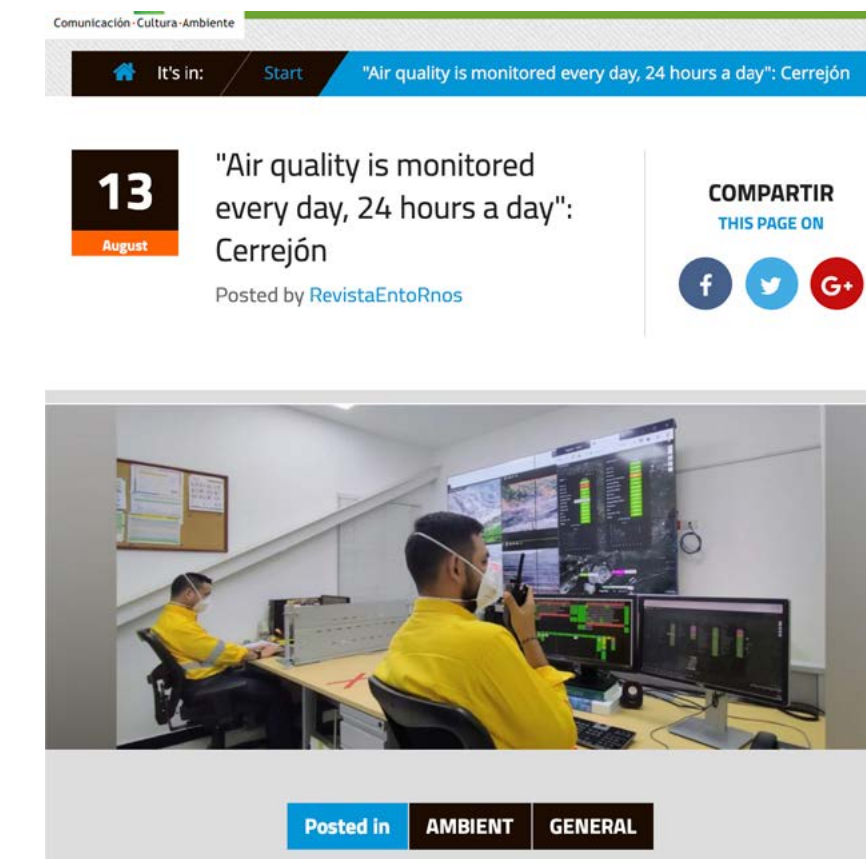


Strong Growth in Americas

POSITIVE EVS MEDIA ARTICLES



Greg Bracci
VP Americas





Product



Andrew Barron
Head of Product



Andrew Barron
Head of Product

VALUE PROPOSITION

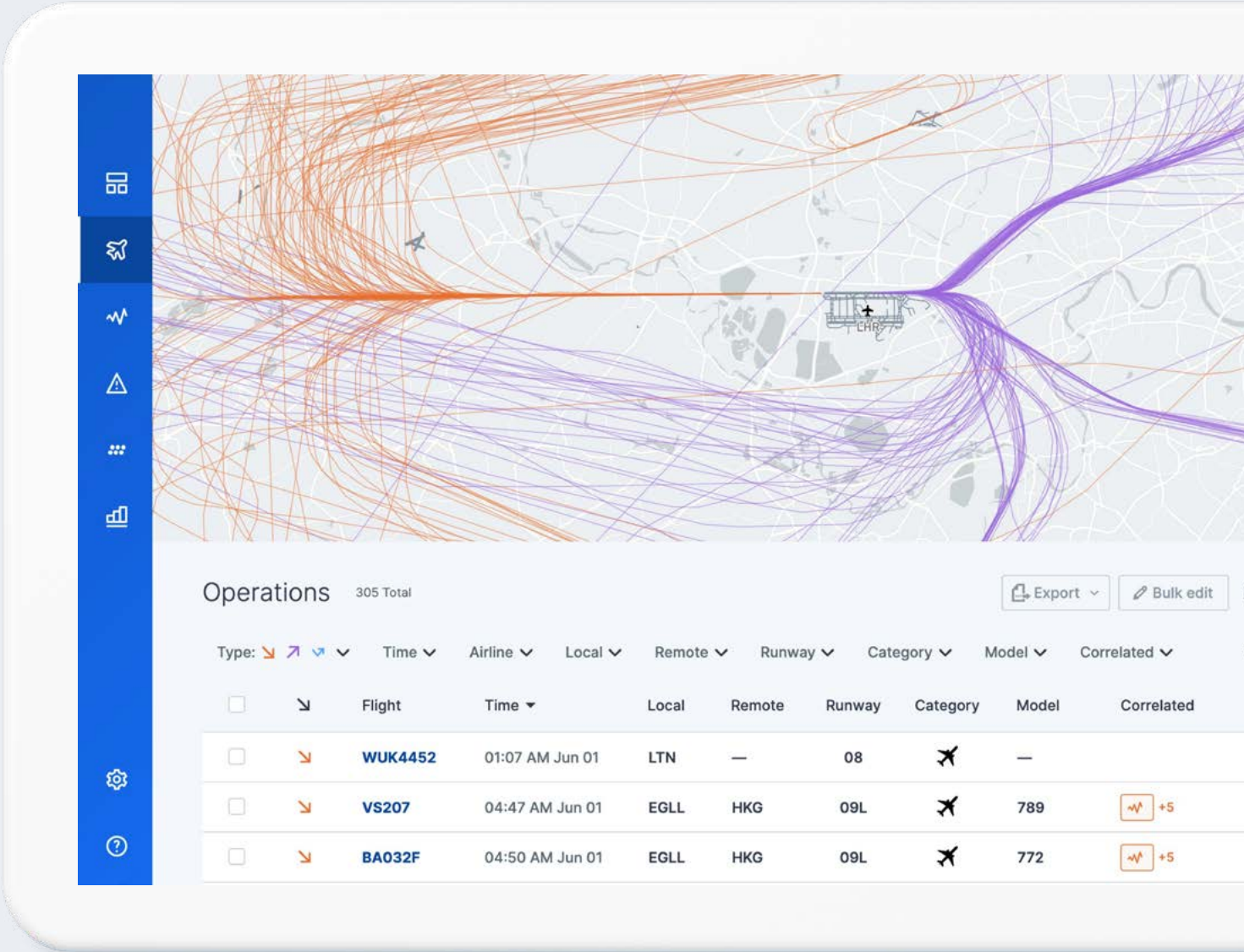
EVS Aviation products make up the world’s leading comprehensive airport environmental management solution. Deep analytics on top of rich data sets deliver insights to reduce environmental impact and demonstrate compliance to key stakeholders, while improving operational efficiency.

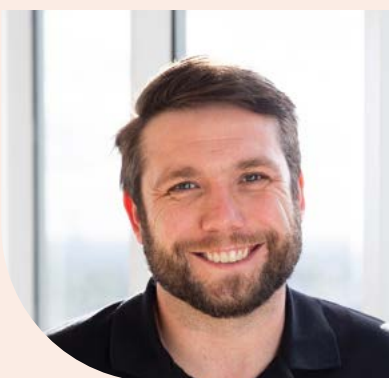
MARQUEE CUSTOMERS

- Los Angeles International
- Airservices Australia
- Heathrow Airport
- Amsterdam Airport Schipol
- AENA (Spain)
- Port Authority of New York and New Jersey

PROGRESS

- ANOMS X platform launched to deliver aviation insights and analytics in an efficient and accessible way never experienced before in the sector
- Carbon Emissions launched on ANOMS X platform
- Cloud transformation initiative underway
- Partnership with Cranfield Universities Digital Aviation Research & Technology Centre (DARTeC) in their Unmanned Aerial Vehicle research project





Andrew Barron
Head of Product

VALUE PROPOSITION

EVS Omnis is a cloud-based platform designed to be used by specialists and non-specialists alike to easily interpret complex environmental data. The platform provides easily understood information to help operators address environmental challenges and build trust with stakeholders and surrounding communities.

MARQUEE CUSTOMERS

Anglo American

BHP

Thames Water

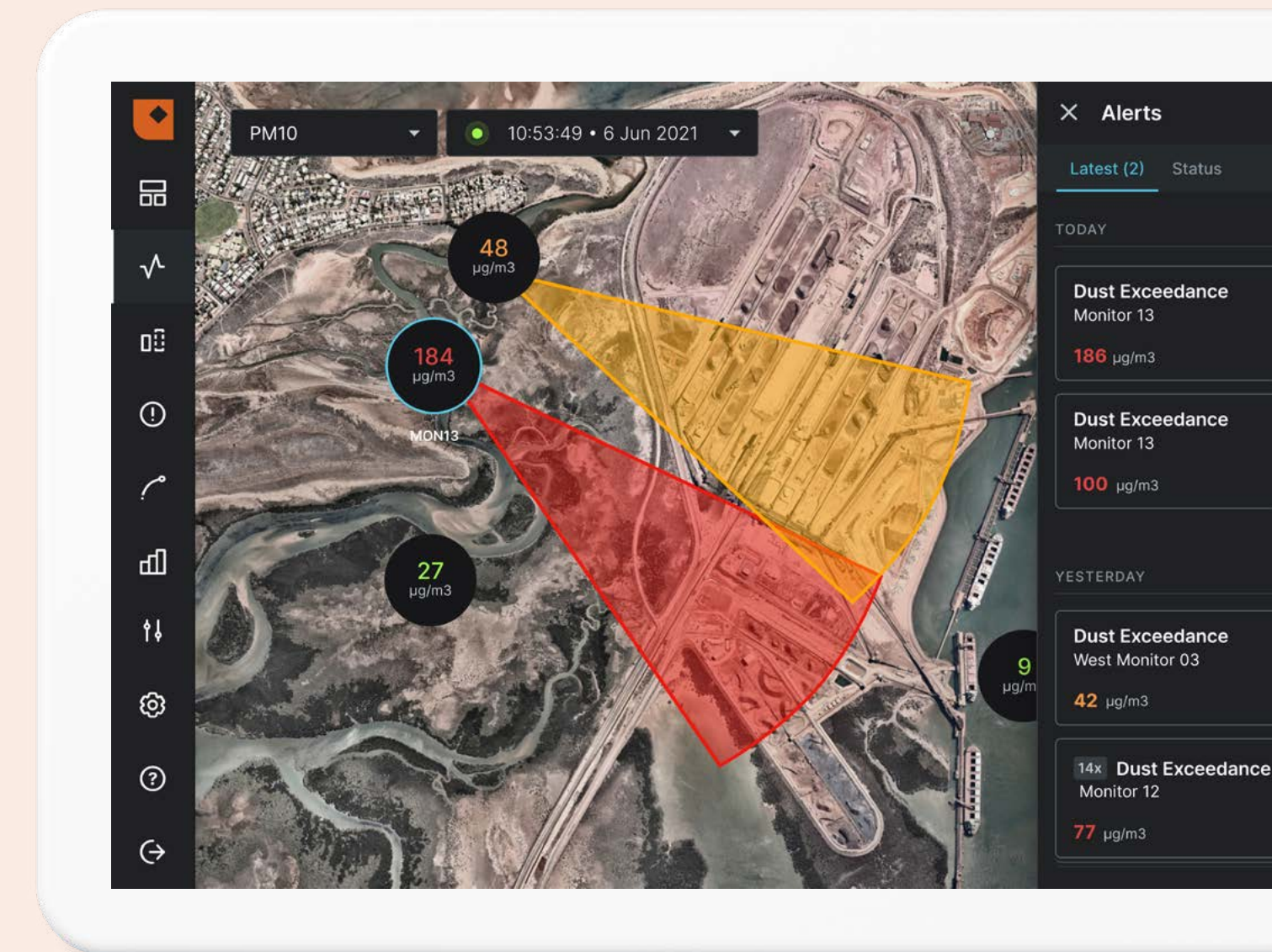
Fortescue Metals Group

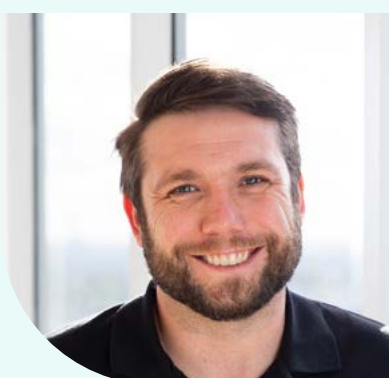
Vale

Veolia

PROGRESS

- Improved forecasting accuracy with new computation of cloud cover and height impacts
- System and operational scalability to support accelerated platform adoption
- Next generation eNose Ambient IoT device launched and over 100 devices shipped, allowing customers to deploy a network of sensors to respond rapidly and accurately to potential emission concerns
- Technology consolidation for EMS and EVS to realise cost savings
- New EVS Omnis platform under development seeking to leverage the unique capabilities of the EVS and EMS organisations, both technically and scientifically across noise, vibration, air quality, meteorology, hyper-localised modelling, and predictive capabilities





Andrew Barron
Head of Product

VALUE PROPOSITION

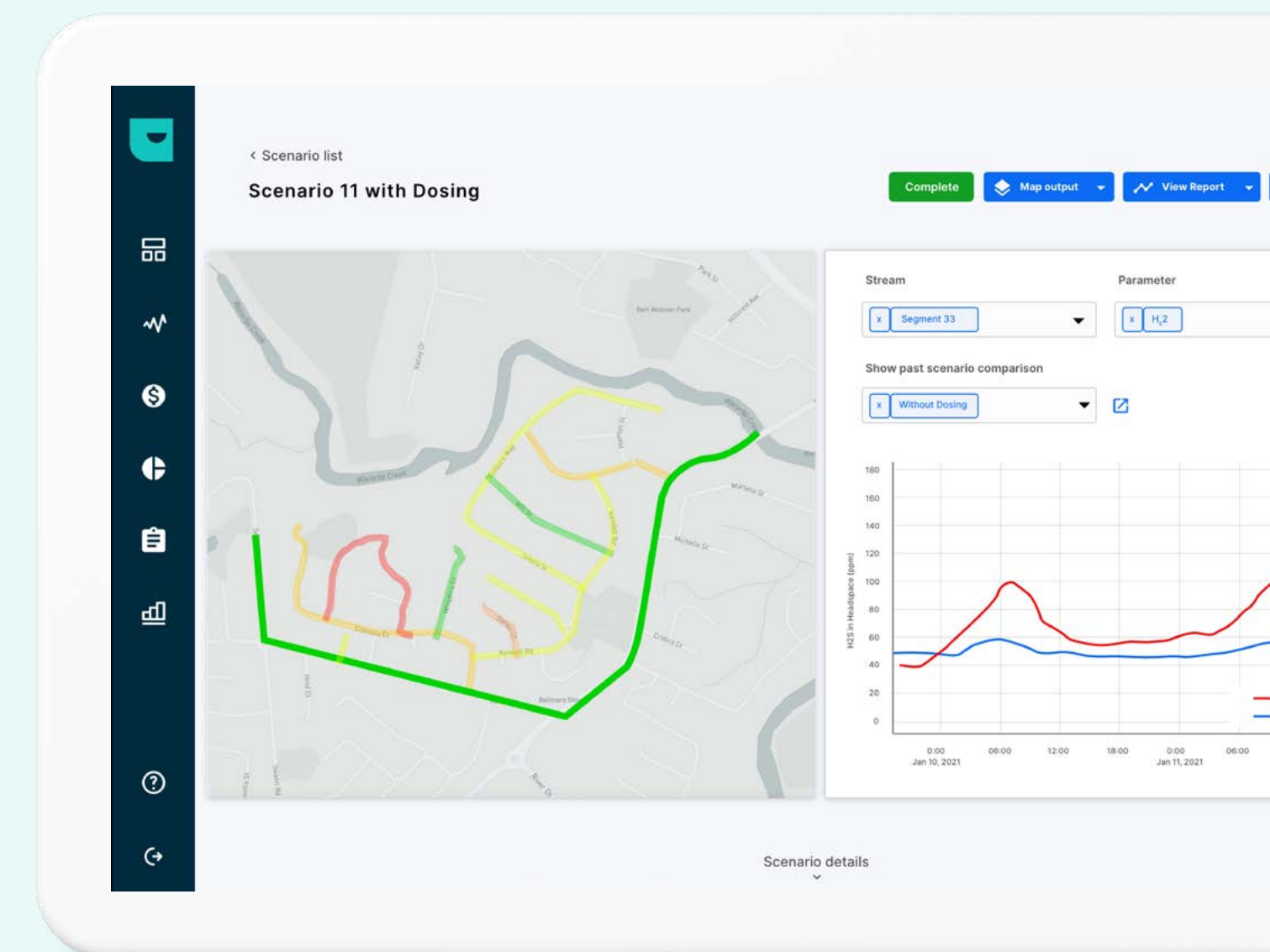
EVS Water is a cloud-based engineering solution which interprets complex process model information, providing predictive and real-time advice to design new infrastructure, avoid water quality incidents, reduce operating costs and achieve regulatory targets with pinpoint accuracy.

MARQUEE CUSTOMERS

Public Utility Board of Singapore
Water Corporation WA
GHD

PROGRESS

- Acquired AqMB and created “EVS Water” portfolio
- Developed product foundations including security, automated deployment tools, monitoring platform, user account management
- Recruited additional scientific modelling expertise
- Developed functional SeweX solver system
- Modeled implementation processes and system scalability with initial customers
- Grew the repeatability of the combined scientific deterministic and Machine Learning led solvers



Product-led for accelerated growth and scale



Andrew Barron
Head of Product

STRATEGY

- AI driving operational efficiency
- Enabling engaged communities
- Reducing environmental footprint and carbon
- Delivery via global platforms

TECHNOLOGY

- New go-forward platforms across the portfolio
- Migration to cloud
- Science and insights derived from experience

COMPANY BENEFITS

- Growing experienced team
- Repeatable & Scalable solutions
- Jobs To Be Done Thinking
- User analytics and research



Outlook



Jason Cooper
CEO



Envirosuite's four key strategic focus areas FY22

Strong progress & On-track

GROWTH

- Develop strategic partnerships that drive meaningful revenue, optimise costs and accelerate growth
- Combine data science with deep customer understanding to pinpoint high value opportunities with Ideal Customer Profiles (ICPs)
- Focus the customer account management discipline on expansion and cross selling opportunities (MEDDIC)
- Leverage brand and product innovation to drive customer awareness, demand generation and retention

PRODUCT

- Focus our R&D investment across Research, Product, and Engineering to deliver deeper science-based innovation to win in our chosen market sectors
- Implement best practices to intimately understand our customers and users challenges to directly inform our product plans
- Drive a culture of innovation and scientific excellence across our business to grow our capabilities and value for our customers
- Commercialise and grow the EVS Water portfolio globally
- Launch integrated EVS Omnis

CUSTOMER

- Embed data analytics into all platforms to drive greater customer understanding, improve user experience and product adoption
- Deliver high value differentiation, customer retention and product innovation through Environmental Intelligence Services
- Deployment of new ticketing system to improve support and customer response times
- Optimisation of project deployment times and simplification of support centre times and simplification of support centre

SCALE

- Utilise cloud infrastructure to drive efficiencies in development, support and leveraging tools to accelerate cost effective innovation
- One Data – One Customer project to align our data platforms for customer acquisition, experience and retention
- Continue to deliver significant improvement of Gross Profit through cost out, process improvement and product consolidation
- Optimisation of the global business structure to deliver cost effective support services
- Combine machine learning and EVS industrial environmental intelligence IP to deliver unique insights and efficiencies

OUR TIME IS NOW




EVS Omnis

Predictive. Accurate. Accessible.



EVS Aviation

Engaging the community



Every major town in
the world is a potential
customer for Optimiser
and SeweX

EVS Water



Resolutions



Considerations of Reports



RESOLUTION 1

Remuneration Report Adoption

To consider and, if thought fit, pass, with or without amendment, the following resolution, in accordance with section 250R(2) of the Corporations Act, as an **ordinary resolution**:

“That the Remuneration Report for the year ended 30 June 2021 be adopted.”

<div>Votes for</div> <div>343,660,412</div>	<div>Votes Against</div> <div>9,952,319</div>	<div>Votes Open</div> <div>41,679,420</div>	<div>Votes Total</div> <div>395,292,151</div>
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RESOLUTION 2

Election of Ms. Susan Klose as Director

To consider and, if thought fit, pass, with or without amendment, the following resolution as an ordinary resolution:

“That Ms Klose, who was appointed a director of the Company by the Directors on 1 December 2020, is elected as a director of the Company with effect from the end of the Meeting.”

<div>Votes for 357,201,752</div>	<div>Votes Against 185,667</div>	<div>Votes Open 42,320,036</div>	<div>Votes Total 399,707,455</div>
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RESOLUTION 3

Increase in the total remuneration pool for the non-executive directors

To consider and, if thought fit, pass, with or without amendment, the following resolution as an ordinary resolution:

“That, for the purposes of ASX Listing Rule 10.17 and rule 13.3 of the Company’s constitution, the total remuneration pool of the Company’s Non-Executive Directors’ is increased to \$600,000 per annum.”

<div>Votes for</div> <div>348,504,163</div>	<div>Votes Against</div> <div>6,241,139</div>	<div>Votes Open</div> <div>41,202,385</div>	<div>Votes Total</div> <div>399,657,912</div>
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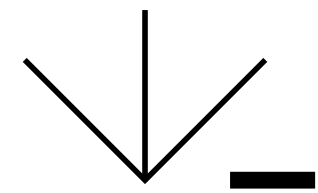
RESOLUTION 4

Introduction of non-executive director fees to be paid via equity, in addition to the methods already provided for in the company constitution

To consider and, if thought fit, to pass the following resolution as a special resolution:

“That, pursuant to section 136(2) of the Corporations Act, approval is given for the Company to amend the Constitution to allow Directors’ fees to be paid in equity, as well as the existing methods specified in the Company Constitution, in the manner set out in the Explanatory Statement and in the form presented at the Meeting and received by the Chairman, with effect from the conclusion of the Meeting.”

<div>Votes for</div> <div>346,367,991</div>	<div>Votes Against</div> <div>7,729,037</div>	<div>Votes Open</div> <div>41,683,420</div>	<div>Votes Total</div> <div>396,490,673</div>
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Please complete voting now.
The formal business of the
meeting is now closed.



Q&A



Thank you.