



## ASX RELEASE

29 November 2023

# Company Presentation

Leading environmental intelligence technology company **Envirosuite Limited (ASX: EVS) (Envirosuite or the Company)** is pleased to release the Company Presentation to be delivered at the webinar commencing at 3.00pm AEDT.

The Company Presentation will only be accessible online, and if not already registered, investors are encouraged to register to attend [here](#).

Authorised for release by the Board of Envirosuite Limited.

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## ABOUT ENVIROSUITE

Envirosuite (ASX: EVS) is a global leader in environmental intelligence and is a trusted partner to the world's leading industry operators in aviation, mining & industrial, waste and water.

Envirosuite is a multi-year Deloitte Tech Fast 50 company and winner of Frost & Sullivan's 2021 Global Digital Twin Technology for Water Entrepreneurial Company of the Year Award.

Envirosuite combines leading-edge science and innovative technology with industry expertise to produce predictable and actionable insights, that allows customers to optimise their operations, remain compliant and manage their environmental impact.

By harnessing the power of environmental intelligence, Envirosuite helps industries grow sustainably and communities to thrive.

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



# 2023 Annual General Meeting Company Presentation

ASX: EVS

29 November 2023



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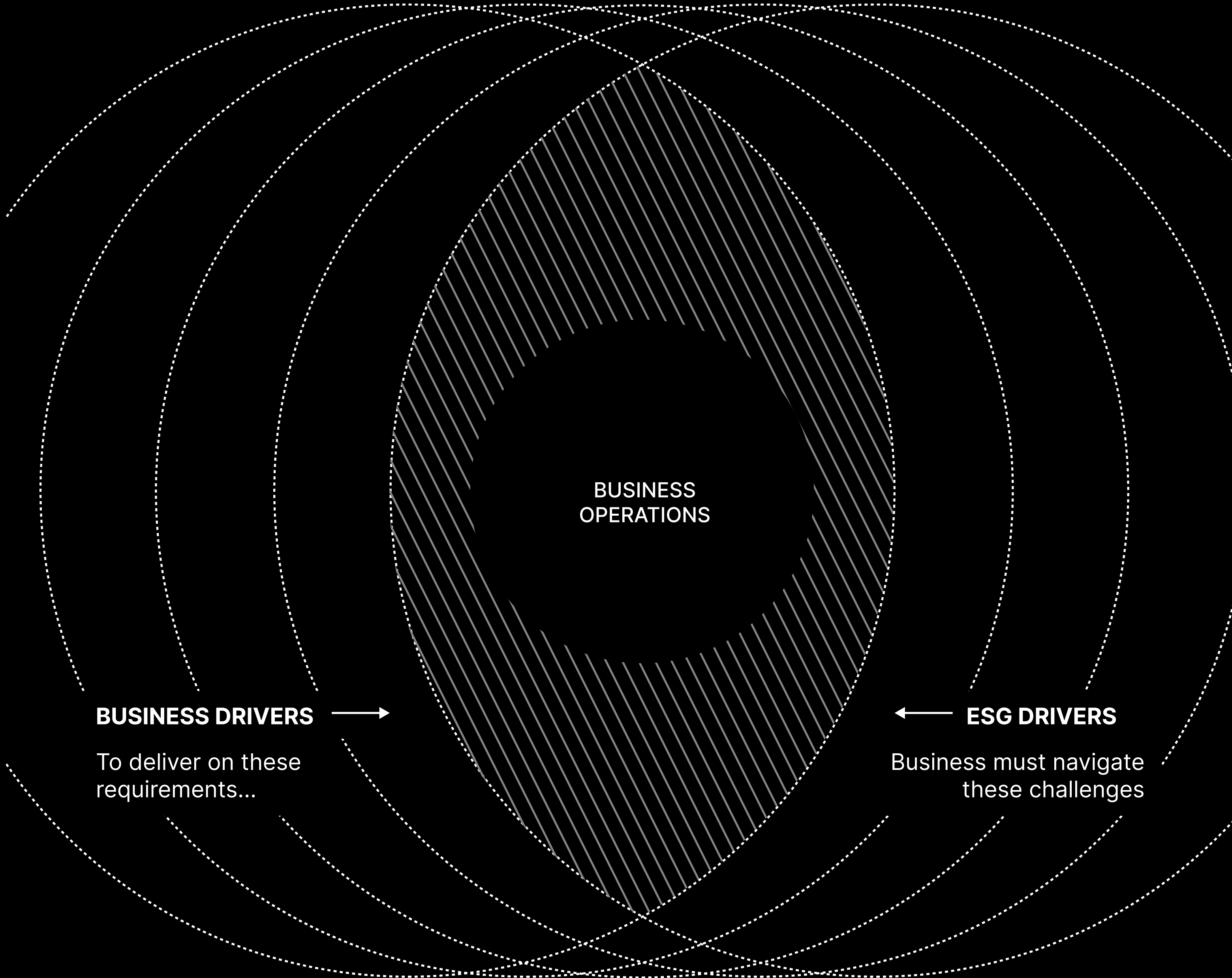
All amounts are in Australian dollars unless otherwise stated.



Compliance is just the beginning. **We take our customers beyond that.**

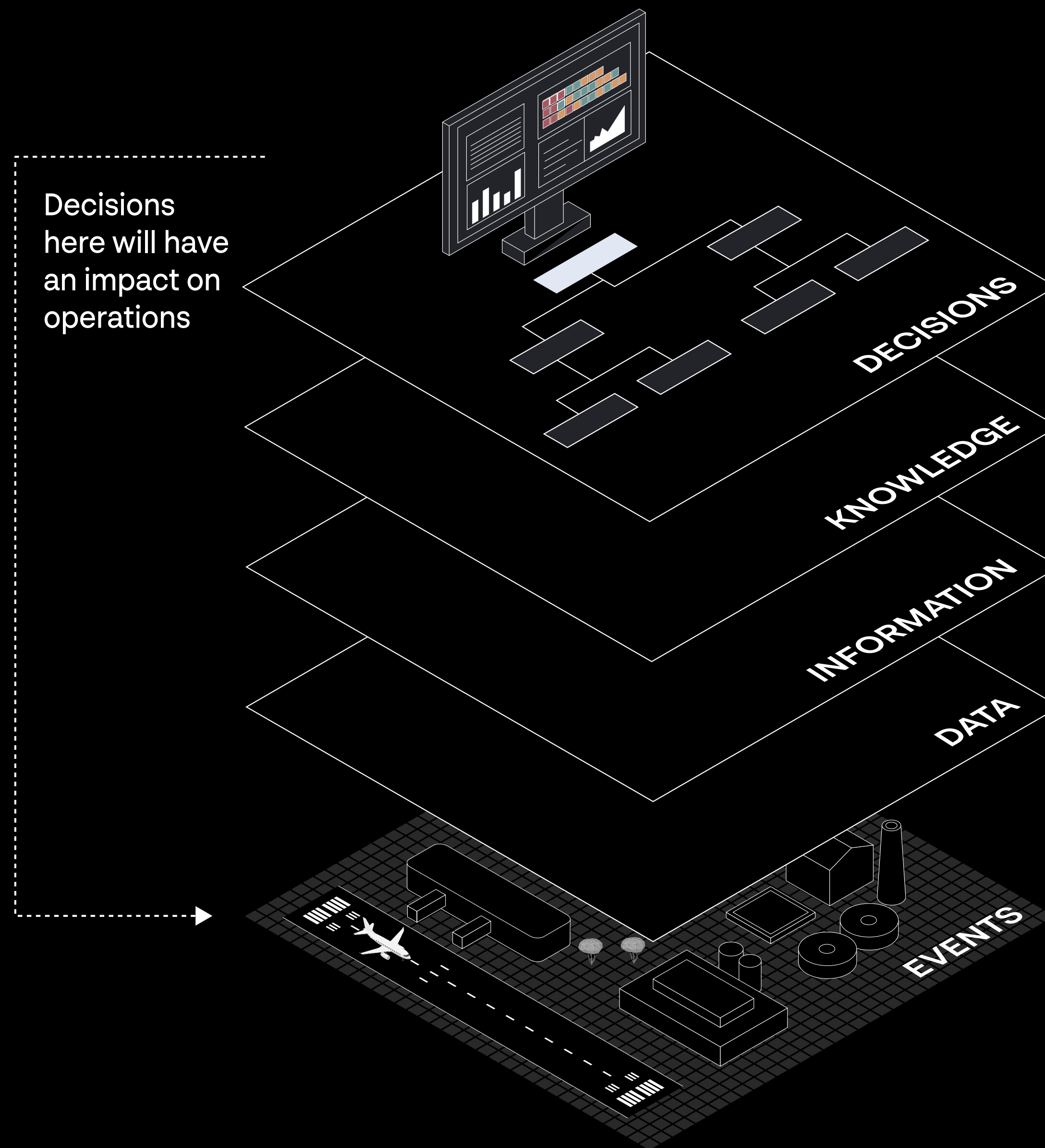


The platforms  
**required** to operate in  
our evolving world.



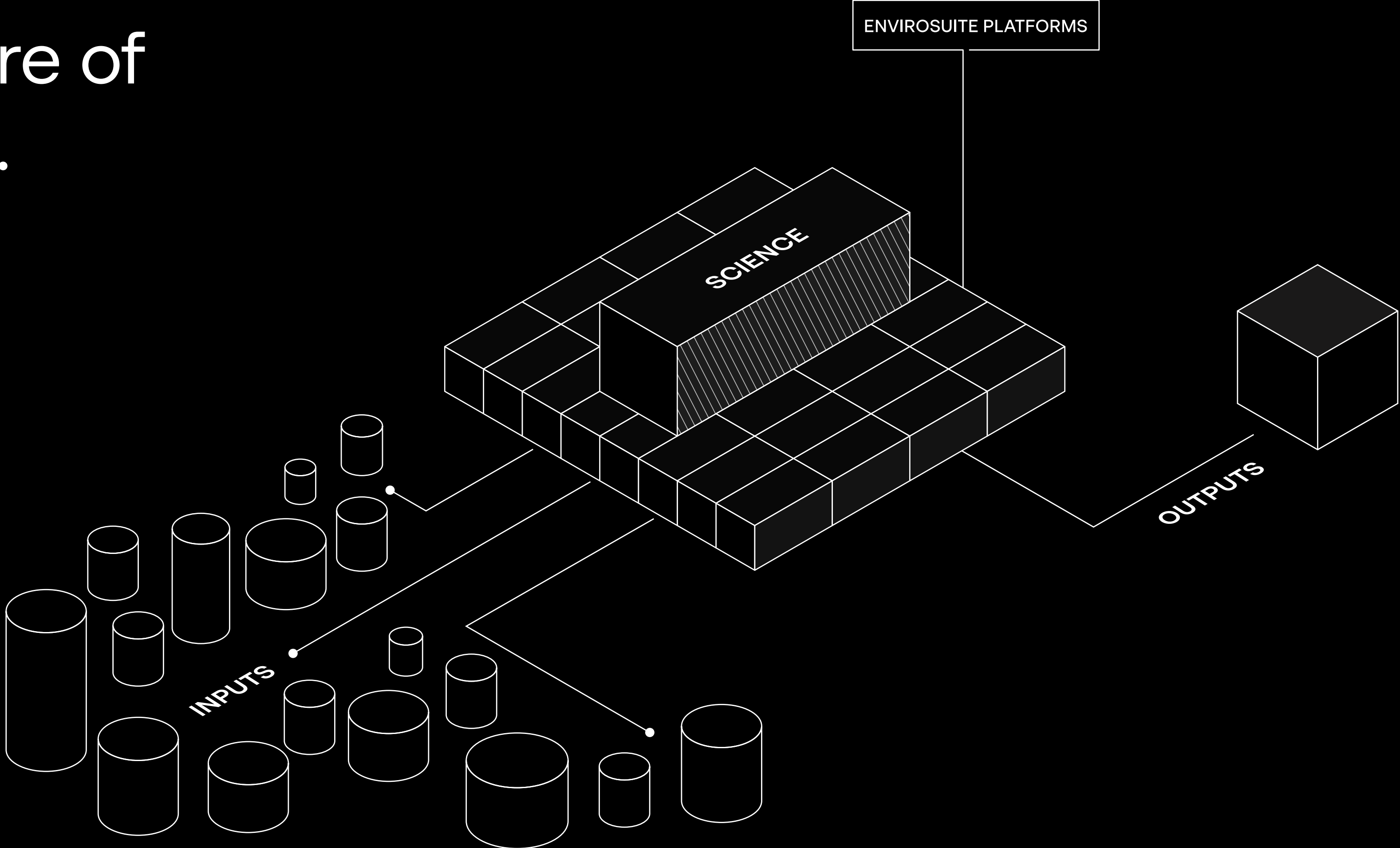


From NASA to BHP,  
we are an intrinsic  
part of efficient,  
modern day  
operations, enabling  
**data to decisions.**





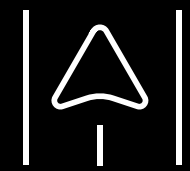
Science is at the core of everything we build.



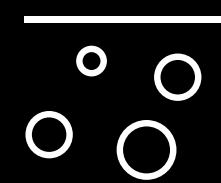


We help companies across  
a variety of sectors.

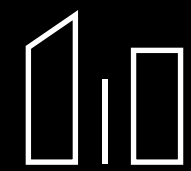
Aviation



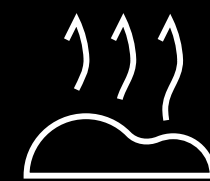
Mining



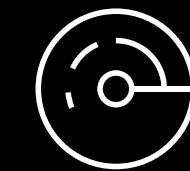
Industrial



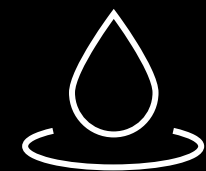
Waste



Wastewater



Water  
Treatment







## Our Purpose

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



# Business snapshot

Envirosuite provides our customers with solutions to accurately measure their environmental and social impact with the data-driven intelligence to make better business decisions.



**Managing the most demanding noise, operational and community requirements.**

The world-leading platform for airports to demonstrate compliance with local regulations, maintain trust with their communities and support growth initiatives.



**Future-proofing the industrial sector to take on a rapidly changing world.**

Highly accurate, predictive insights for operators to balance increasing community and regulatory expectations with production goals.



**Water is critical to daily life and the world's prosperity, but it isn't limitless.**

Powerful digital twin technology for water utility operators and engineers to address increasing business, operational, customer and environmental challenges.



## 4000+

connected devices providing situational awareness to operations



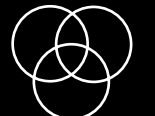
## 45+

countries with more engaged communities & sustainable industries



## 250+

Environauts, elite in their respective fields



## 30+

years experience



# FY23 Review

## Q1

"Q1 Total Sales of \$3.4m  
\$55.2m Total ARR up 13.6% PCP,  
\$2.1m increase in new ARR up 23.5% PCP"

**\$2.1m new ARR**

## Q2

"Record Quarter for EVS Aviation,  
Total Group ARR grows 16% PCP to \$56.9m  
\$3.0m added in new sales for Q2 FY23"

**\$2.0m new ARR**

## Q3

"\$4.2m Sales up 14% on PCP, Company ARR  
Grows 15% on PCP to \$56.2m"

**\$2.0m new ARR**

## Q4

"Record quarter, \$6.8m new Sales up 13% on  
PCP. Total ARR grows 12% on PCP to \$59.4m"

**\$3.1m new ARR**

# New ARR - \$9.1m<sup>1</sup>

|   |         |           |       |
|---|---------|-----------|-------|
|  evs<br>aviation   | \$4.2m  | \$36.4m   | 7.4%  |
|  evs<br>industrial | \$4.7m  | \$21.6m   | 19.3% |
|  evs<br>water      | \$0.3m  | \$1.4m    | 36.0% |
|   | New ARR | Total ARR | YOY   |

1 - Number has been rounded



# Key Metrics

**\$59.4m**  
**Annual Recurring Revenue**  
 + 12.0% YOY

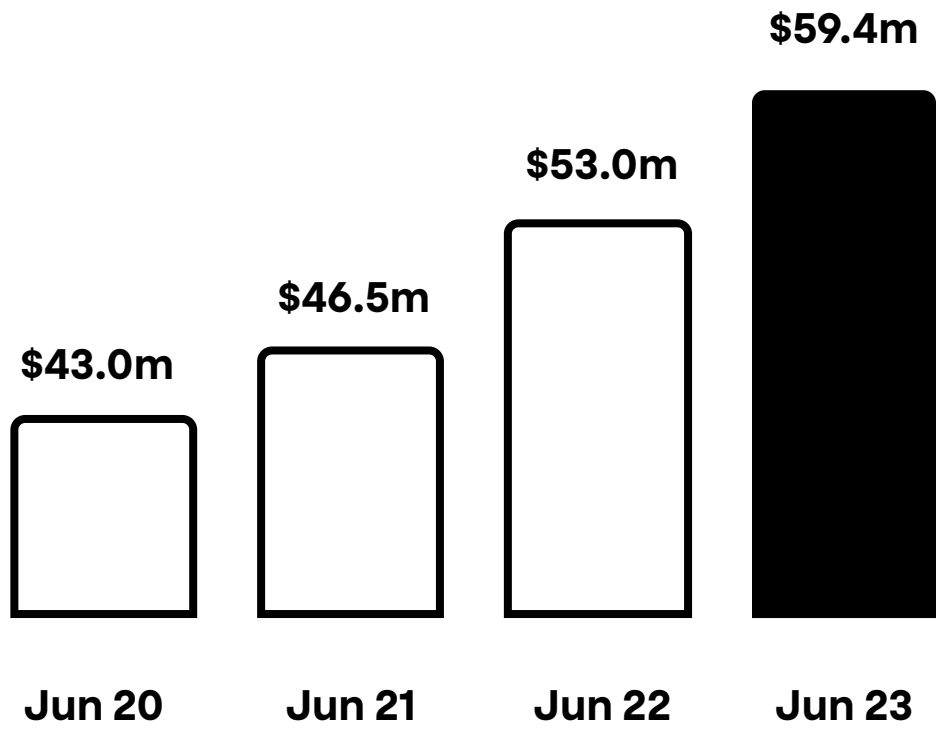
**443**  
**Client sites**  
 + 6.5% YOY

**\$57.9m**  
**Statutory revenue**  
 + 8.3% YOY

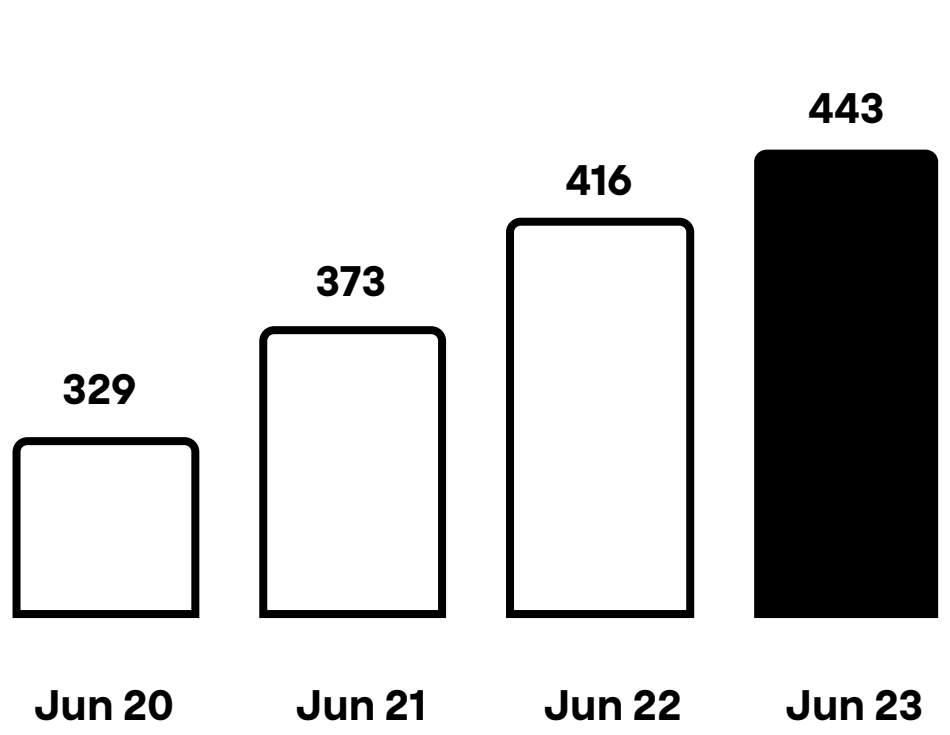
**51.6%**  
**Gross profit<sup>1</sup>**  
 + 7.7% YOY

**\$0.5m**  
**Adjusted EBITDA profit**  
 Improved \$4.5m YOY

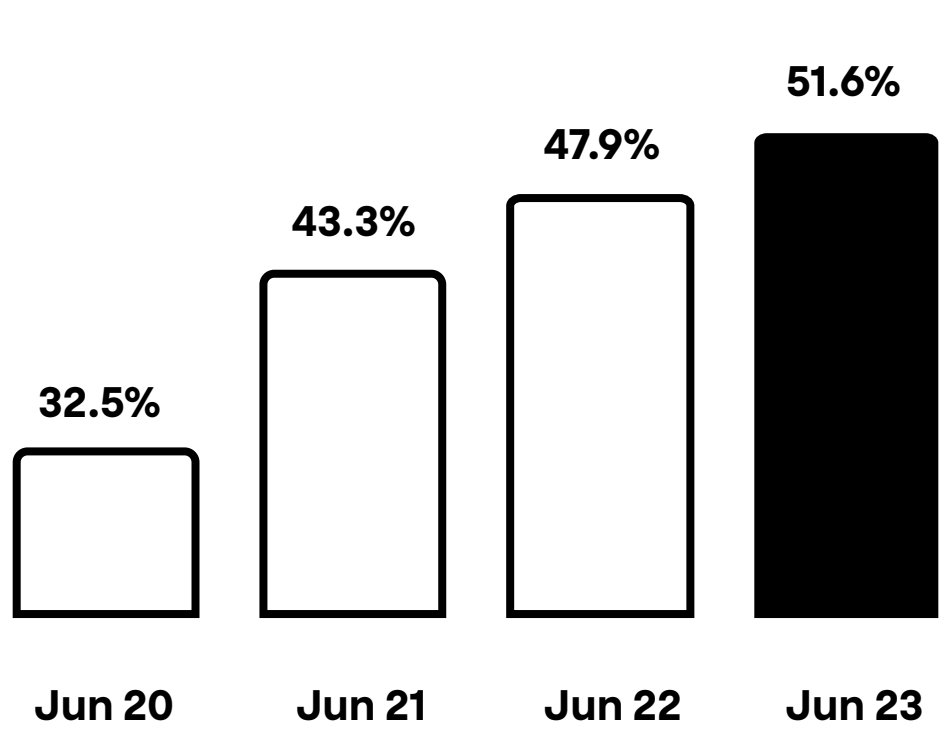
ARR (\$m)



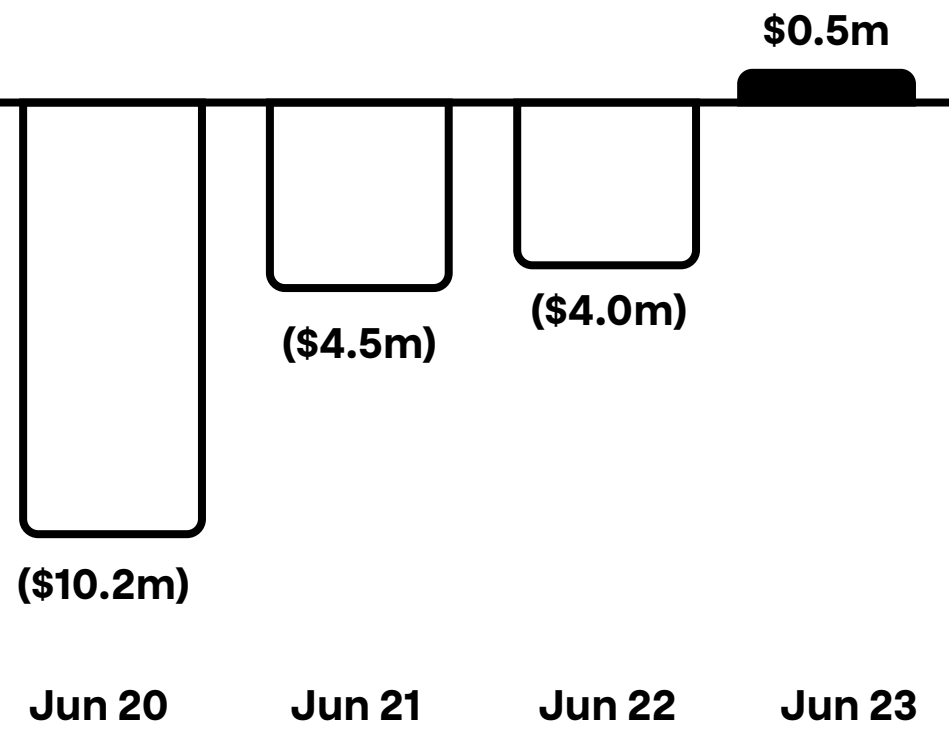
SITES



GROSS PROFIT %



ADJUSTED EBITDA (\$m)

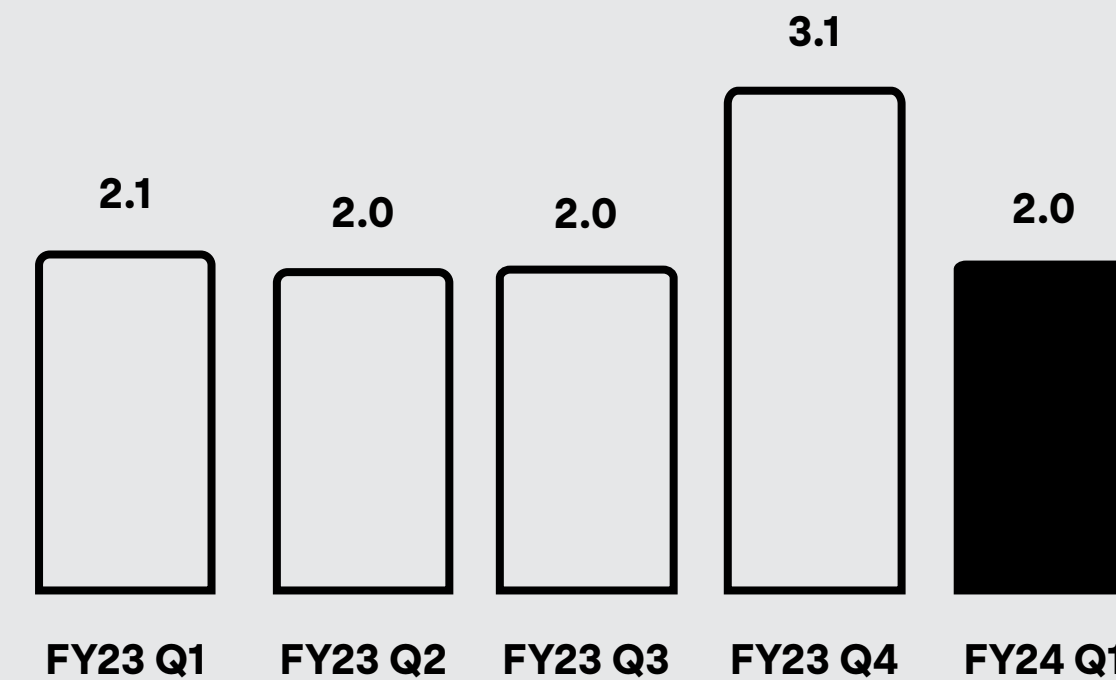


1 - Numbers presented on an EBITDA basis.

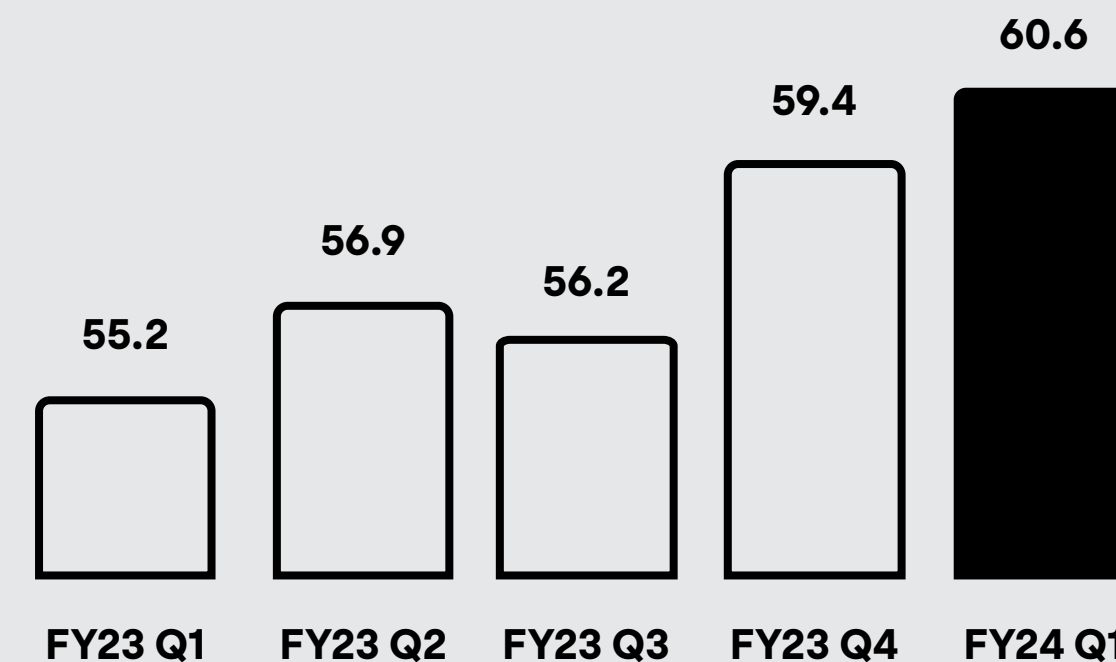


# FY24 Q1 Sales Update: Company ARR grows to \$60.6m

NEW ARR (\$m)



TOTAL ARR (\$m)



## Key Highlights

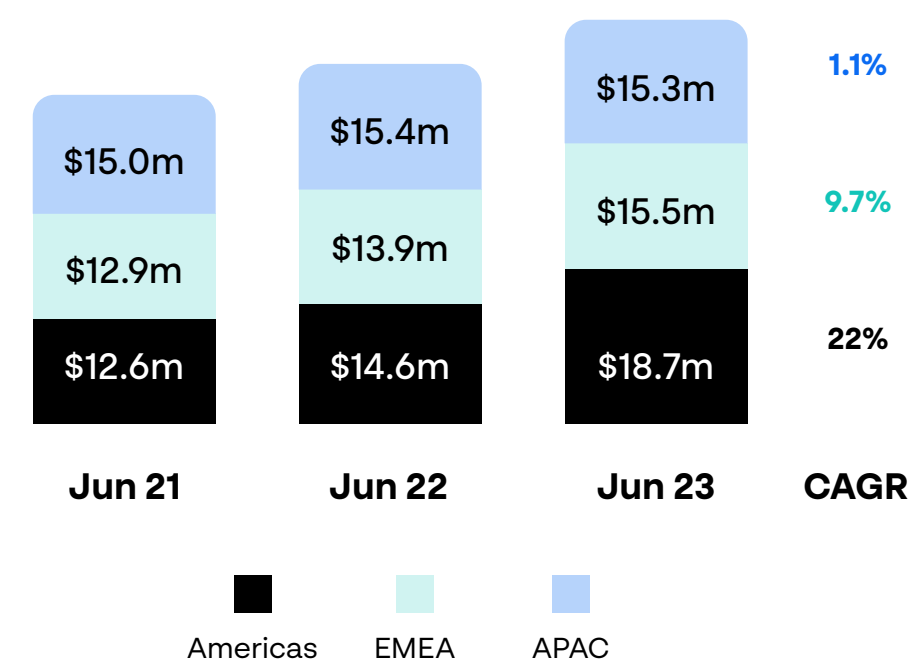
- New Sales of \$3.7m, including New ARR of \$2.0m and Project Sales of \$1.7m. A strong result in a seasonally softer quarter impacted by northern hemisphere Summer holidays.
- Total ARR grows 10% on PCP to \$60.6m (16% growth excluding one-off churn event reported in FY23 Q3).
- EVS Aviation achieved New ARR of \$0.6m, with several customers taking up additional solutions during the quarter, including a significant expansion with a key aviation customer in the UK.
- Strong contribution from EVS Industrial, particularly from the Americas region, achieving New ARR of \$1.1m with the addition of several new customers, including a significant oil shale enterprise in Europe and premium copper producer Capstone Copper in the US.
- EVS Water achieved New ARR of \$0.3m, up 45% in Total ARR on PCP, including the signing of an Enterprise Agreement with Ion Exchange, a leading water treatment solutions company in India.



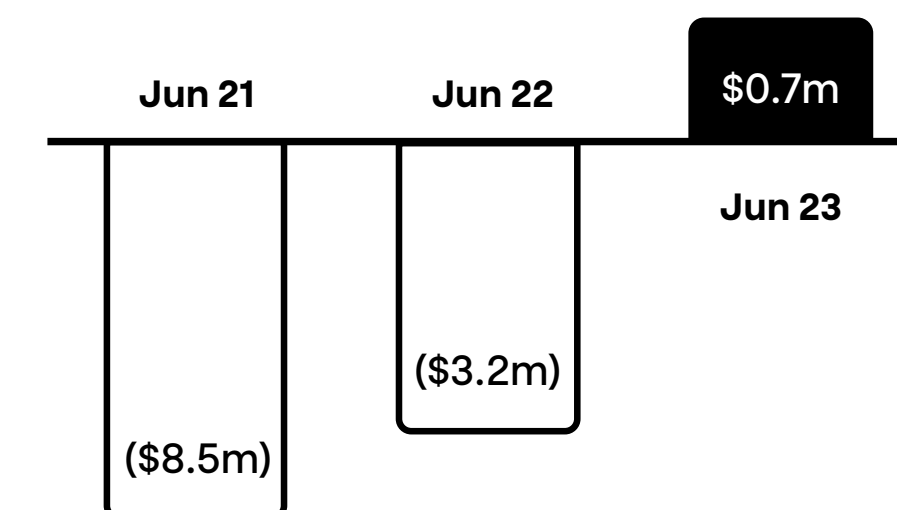
# Revenue growth and positive cash flow trend

- Adjusted EBITDA positive in FY23
- ARR and revenue growth
- Continued improvement in gross margin
- Improvement in operating cost leverage within General and Administration cost base
- Continued investment in product development delivering greater customer value

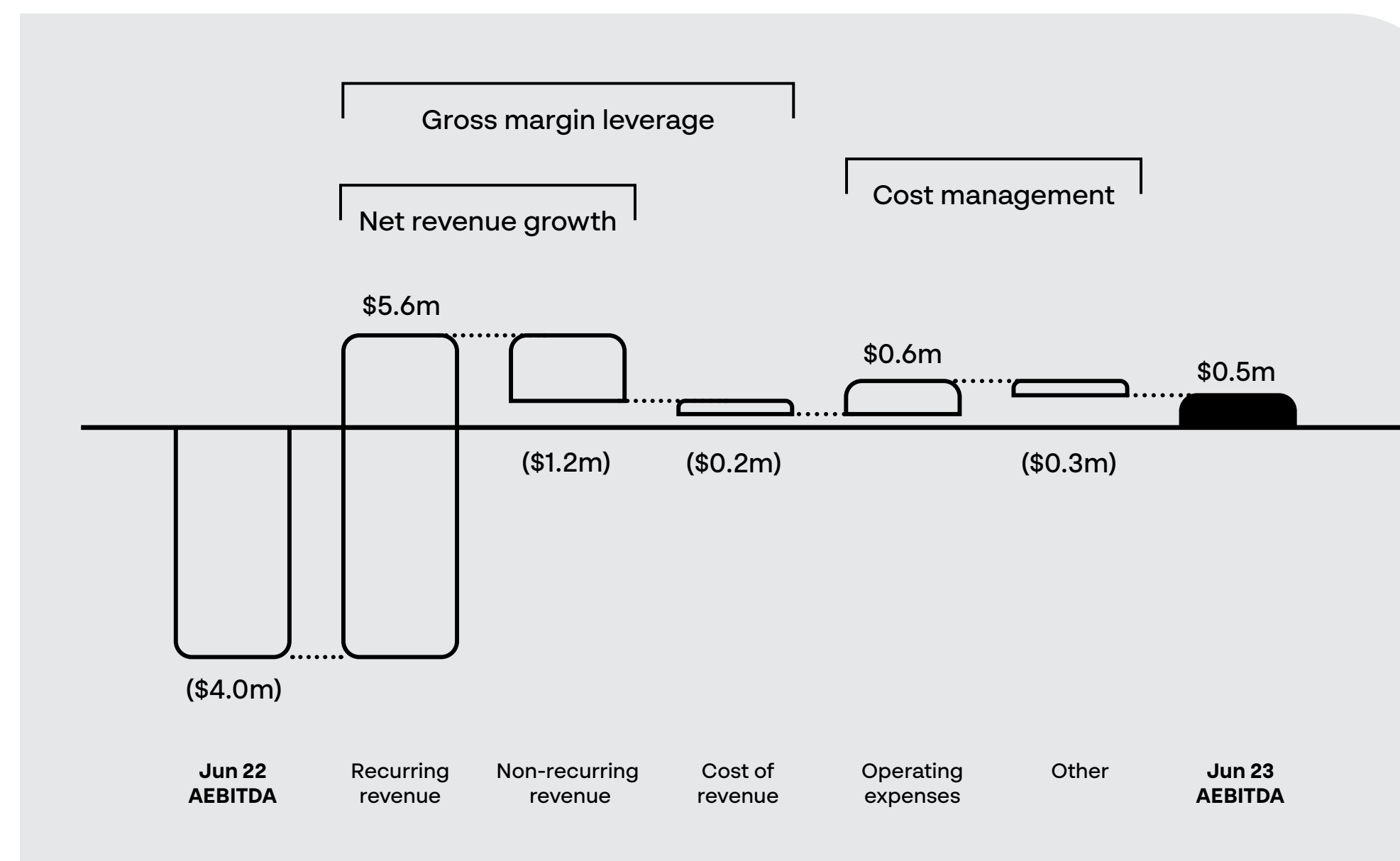
## RECURRING REVENUE GROWTH



## OPERATING CASH FLOW IMPROVEMENTS



## ADJUSTED EBITDA GROWTH





# Continuous innovation is in our DNA

1991  
**GEMS**

Real-time noise and track-keeping software

2011  
**Sentinel**

Industrial noise monitoring solution including noise monitoring on demand

2013  
**ANOMS 9**

Holistic aviation noise and operations management platform

2016  
**SourceID**

Novel air quality emissions technology for managing specific operations emission sources

2020  
**Water Optimiser**

Acquired AQmB, launched water treatment optimisation platform

2021  
**Carbon Emissions**

Launched automated carbon footprint reporting software, accurately assessing all flight phases

2022  
**Emissions Intelligence**

Enhanced spatial emission location and quantification capabilities for industrial applications

2004  
**WebTrak**

Publicly available noise and flight tracking data portal

2011  
**ES1**

World's first automated reverse trajectory modelling software

2014  
**Arcs of Influence**

At-a-glance identification of areas influencing high air quality monitor readings

2014  
**ANEEM**

New aircraft noise correlation method

2020  
**ANOMS X**

Modern WebUI for managing aviation noise and operations compliance

2022  
**SeweX**

Launched self-serve sewerage system dosing and odour modelling platform

2022  
**Metriqa**

Industrial operational grade weather system for critical decision support

2023  
**Omnis**

Launched Integrated Environmental Intelligence platform combining noise, odour, dust and air quality, and water management



# Elevating environmental insights in Aviation

- Aircraft noise is the most significant cause of adverse community reaction related to the operation and expansion of airports.<sup>1</sup>
- The Aviation industry is committed to its Net Zero 2050 goal<sup>2</sup>, with decarbonisation as well as broader environmental management (beyond noise) being a key focus.
- Paradigm shift toward a more integrated aviation solution, where the interplay of technology, operational practices, environmental sustainability, and community well-being takes center stage.

<sup>1</sup> <https://www.icao.int/environmental-protection/pages/noise.aspx>

<sup>2</sup> <https://www.icao.int/Newsroom/Pages/States-adopts-netzero-2050-aspirational-goal-for-international-flight-operations.aspx>





# Industrial demand for Environmental Intelligence

- Environmental Social Governance (ESG), License to Operate, and Digital & Innovation among top drivers for Industrial customers around the world.<sup>1</sup>
- The demand for responsibly mined critical minerals is increasing globally and Envirosuite is well positioned to support the Mining sector.
- ‘Environmental Justice’ continues to drive demand across the USA. Waste and Industrial represents a strong opportunity for Envirosuite technologies to support these facilities and their communities.



# Tides of change starting to deliver success in Water

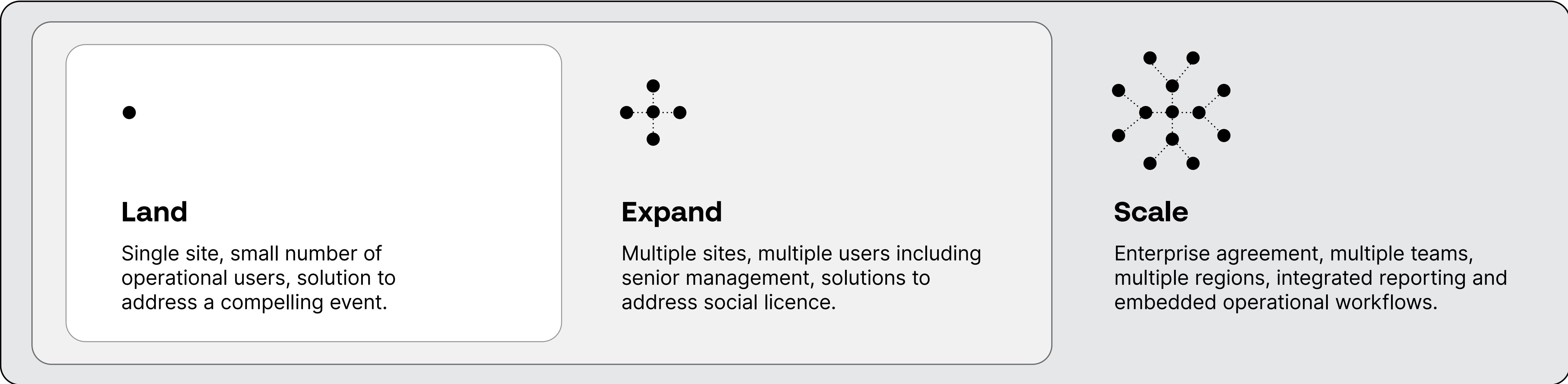
- Transitioning to Business to Business (B2B) engagement in Water with the signing of an enterprise agreement with Ion Exchange in India.
- Momentum continues to improve with several additional opportunities in the later stages of the sales process.
- The Water pipeline continues to grow with entry into new markets and digital transformation driving the adoption of water management technologies.





# Our multiplier effect

## Land, Expand and Scale.





# Strong leadership underpinned by diverse experience



**Jason Cooper**

MANAGING DIRECTOR & CEO

Jason brings more than 20 years' experience in the technology sector, having worked in senior executive roles in both national and start-up environments in Silicon Valley, London and Australia. Jason holds an executive MBA in Entrepreneurship and Innovation from HEC, France.



**David Johnstone**

NON-EXECUTIVE CHAIRMAN

David is an experienced executive and chairman with over 35 years' business experience, successfully starting, owning and operating a range of businesses. David joined the Board as a non-executive director in February 2014 and was appointed chairman in September 2016.



**Sue Klose**

NON-EXECUTIVE DIRECTOR

Sue is an experienced non-executive director and executive with a diverse background in digital business growth, corporate development, strategy and marketing. Sue has an MBA in Finance, Strategy and Marketing from the J.L. Kellogg School of Management at Northwestern University.



**Stuart Bland**

NON-EXECUTIVE DIRECTOR

Stuart has over 30 years' broad commercial experience primarily in global SaaS businesses undergoing high rates of growth. His industry experience includes technology (fintech, knowledge management), defence, sport, telecommunications, biotechnology and wine.



**Colby Manwaring**

NON-EXECUTIVE DIRECTOR

Colby is an experienced board member and executive with a track record of driving growth in technology companies in Australia, UK, Spain, and the USA. Colby is a licensed Professional Engineer with a Master's in Civil and Environmental Engineering from Brigham Young University.



**Justin Owen**

CFO


Justin brings significant executive financial experience in SaaS, financial transformation and operational improvement programs to EnviroSuite. Justin holds a bachelor's in Accounting from Monash and is a member of the Institute of Chartered Accountants in Australia.



# Well-positioned for sustainable growth



**Market and technology leader**




**Over \$60m in ARR and growing**



**Multi-year contracts, multi-decade customers**



**Strong environmental and digitisation demand drivers**



**Funded for growth**



# Q&A

To submit further questions, email [investors@envirosuite.com](mailto:investors@envirosuite.com)

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