



2024 Annual General Meeting Investor Presentation



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CEO



Emma Stepic
CFO



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Non-Executive Director



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All amounts are in Australian dollars unless otherwise stated.

Experienced Board and Executive Team aligned for next phase of growth



Colby Manwaring
Non-Executive Chair



Eric Winsborrow
Non-Executive Director



Stuart Bland
Non-Executive Director



Jason Cooper
Managing Director &
Chief Executive Officer



Emma Stepic
Chief Financial Officer

The background of the slide is a photograph of a city skyline, likely London, with several tall skyscrapers visible in the distance. In the foreground, there are silhouettes of people's heads and shoulders, suggesting they are looking out at the city. The overall color palette is warm, with a golden-yellow tint.

WE ARE PURPOSE LED

Vision: A world where people, planet and industry can prosper in partnership.

Mission: To revolutionise sustainable industry growth through environmental intelligence technology.

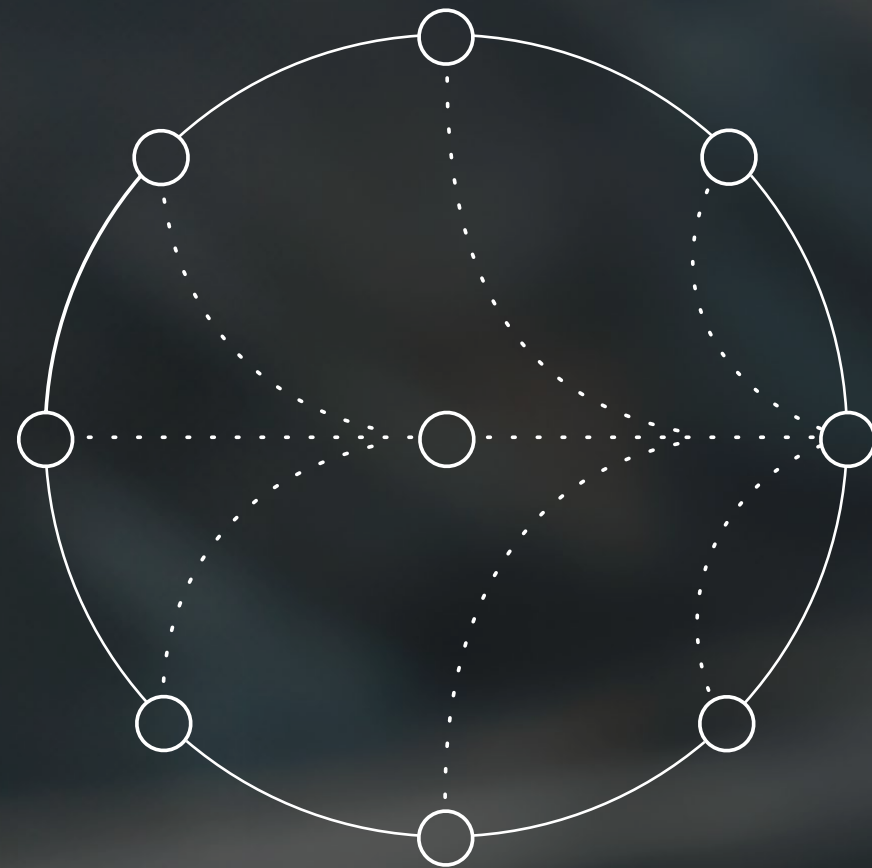
HOW WE CREATE VALUE

Operational flexibility means operators can maximise productivity responsibly while protecting staff and communities.



HOW WE DELIVER VALUE

An environmental technology company at our roots



Best in class sensor integration across multi-parameters



World-leading technology with science at its core



Environmental performance, operational optimisation, decision support data and insights

Entering an exciting new chapter with compelling improvement in key operating metrics

Overview

- ~450 customers globally in 46 countries
- **Market leader in Aviation sector**, with over 190 airport sites globally
- EVS Industrial growth driven by **focused approach on securing long-term contracts in high value core sectors** with proven and repeatable value propositions, particularly Mining and Waste
- Organisational restructure announced March 2024 resulting in cost and operational synergies

Strong New ARR fundamentals in FY24

- EVS Industrial: \$5.7m of New ARR growth (24.8% YoY)
- EVS Aviation: \$2.2m of New ARR growth (6.0% YoY)
- Americas the largest region with \$25.7m ARR
- Strategic run-off of legacy low-margin contracts in non-core sectors completed in FY24, with limited impact from these decisions expected in FY25

Driving significant operating leverage improvement

- Focus on high value core sectors driving **Gross Margin improvement of 21.2%¹** over the last 3 years to end FY24
- EVS Industrial average time to turn on revenue improved by 31.0% YoY in FY24
- EVS Aviation, a sustainable and growing business, supports the high-growth investment in the EVS Industrial portfolio

On track in FY25 to accelerate growth

- Secured a **\$10m investment from Hitachi Construction Machinery** at \$0.058ps, and signed Sales & Distribution Agreement with Wenco on 1 November 2024 with Hitachi Construction Machinery agreement to follow
- EVS Industrial: High customer engagement driving solution expansions and increasing ARPS, while **investment in Sales and Marketing** is delivering substantial pipeline development across focus segments
- EVS Aviation: **Exceptional Project Sales YTD** with other substantial deals anticipated to close in 1H
- Strong customer advocacy and referral with 77% of YTD wins coming from Expand and Scale opportunities

FY24 Revenue

\$59.4m

FY24 ARR

\$61.1m

FY24 Gross Margin¹

52.5%

1 - Numbers presented on an EBITDA basis

Project Sales driving strong start to FY25

Total Sales \$7.0m* underpinned by significant expansion on NASA project and continued traction in EVS Industrial

Hitachi Construction Machinery investment an accelerator for EVS Industrial growth

- \$10m strategic investment and collaboration
- Mining industry drivers strongly align with collaboration goals and Envirosuite value proposition
- Global Mining Lead appointed in North America to drive sales success with both Hitachi Construction Machinery and Wenco



High customer engagement within EVS Industrial driving growth, solution expansions and contract renewals

- New ARR sales of \$1.3m* and Project Sales of \$0.4m YTD, including major customer expansion of \$0.4m currently in procurement
- ARPS continues to increase, with existing customer expansions driving over 60% of New ARR growth
- Strong customer renewals driving significantly reduced churn rate YTD
- Won 2024 Innovation Award at Clean Air Society ANZ Conference, recognising Envirosuite's innovation and technology leadership

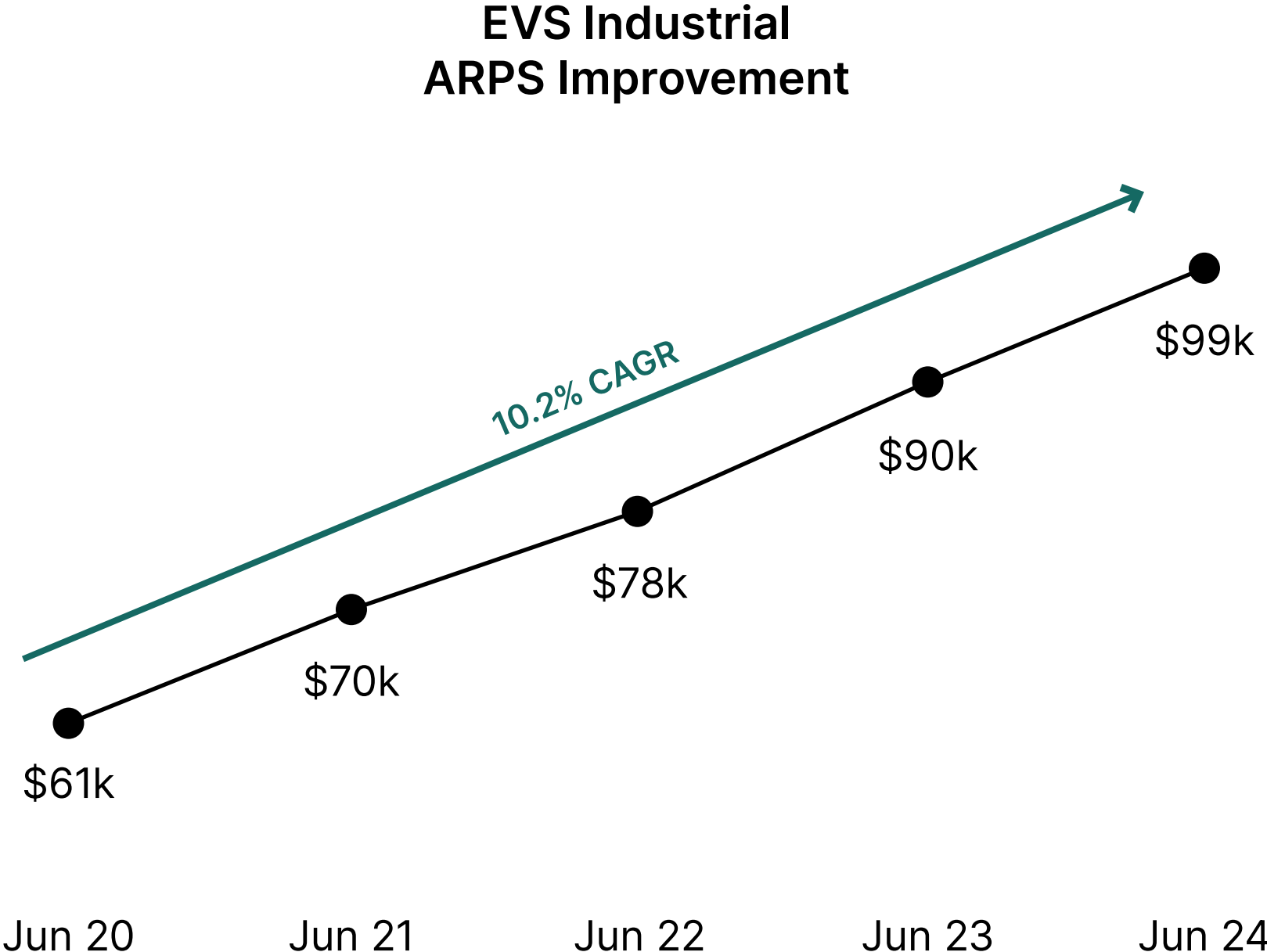


Compelling start to FY25 for EVS Aviation with several key contracts won

- Exceptional Project Sales of \$3.9m*, which will drive an increase in Total Revenue growth and EBITDA improvement, along with New ARR sales of \$1.5m*
- Emerging GHG optimisation market opportunity in sustainable airspace management, with solution validated by NAV CANADA
- Major expansion of work under NASA's X-59 low boom supersonic project resulting in \$2.9m TCV contract expansion, and additional customer contracts in the final stages of closing
- EVS Aviation Carbon Emissions product won Airport Excellence Award for Sustainability and Experience at 2024 Saudi Airports Exhibition



Our business model is driving high value, long term customers in core growth markets



- Focus on driving growth in areas where we can turn revenue on fast
- Our core competitive strengths continues to be product innovation backed by science and customer needs
- Successful execution of our Land, Expand and Scale strategy in all segments
- Scalable and flexible environmental intelligence technology that allows customers to adapt and grow within our ecosystem, increasing long-term engagement
- Global footprint provides for low marginal cost as additional sites are added
- Significant growth opportunities in core markets and emerging growth areas such as Net Zero, greenhouse gas (GHG) and operational decision data

Clear strategy to **accelerate** scalable growth

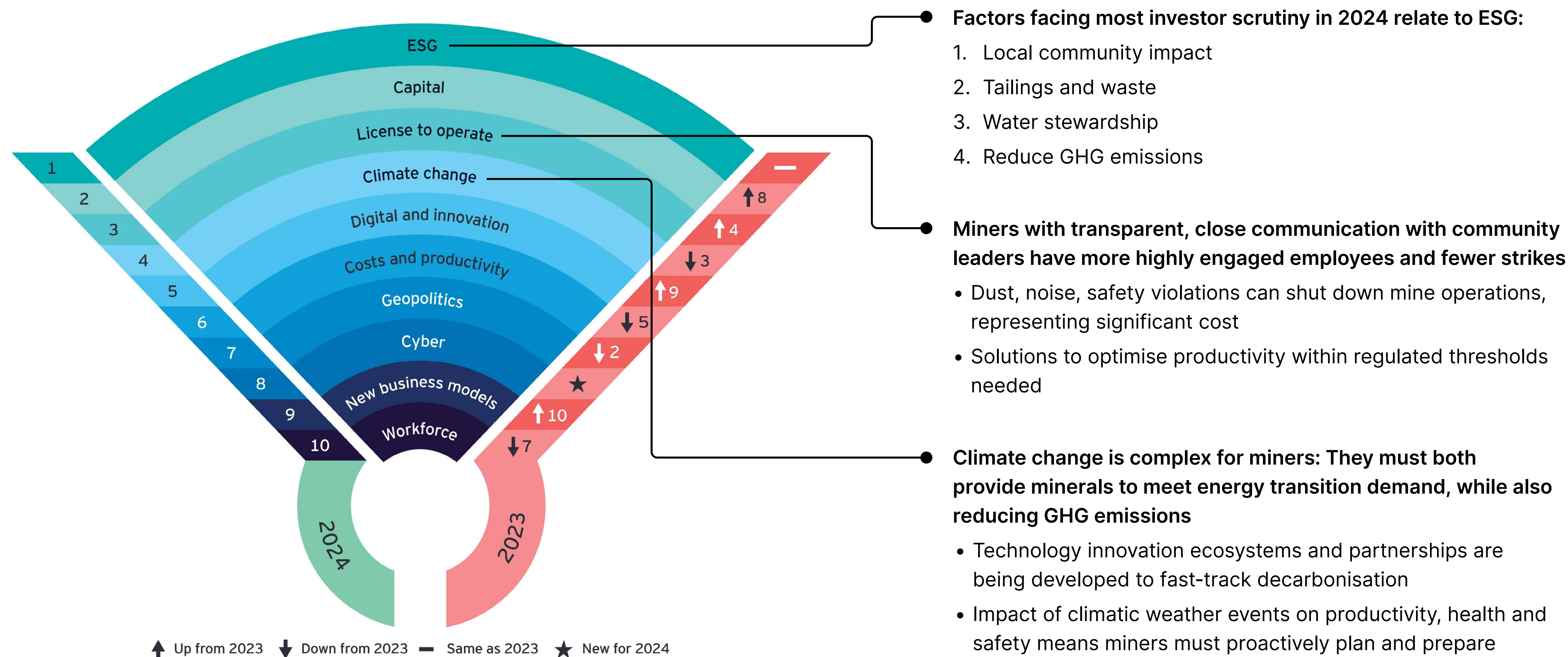


\$10m Hitachi Construction Machinery investment clear validation of Envirosuite's compelling business potential

- Collaboration Agreement signed on 30 August 2024
- Strategic collaboration launched at MINExpo, 24-26 September 2024
 - Meetings with customers and prospects, generating new Mining opportunities
 - Joint long-term vision and initial value proposition received favourably by customers
- Sales, Marketing & Product collaboration kick-off meeting 10-11 October 2024 at Hitachi Construction Machinery offices in Brisbane
- Wenco Sales & Distribution Agreement signed on 1 November 2024
 - Joint Wenco/Envirosuite sales enablement program underway
- Appointment of Global Mining Lead in North America to focus on driving sales success with both Hitachi Construction Machinery and Wenco

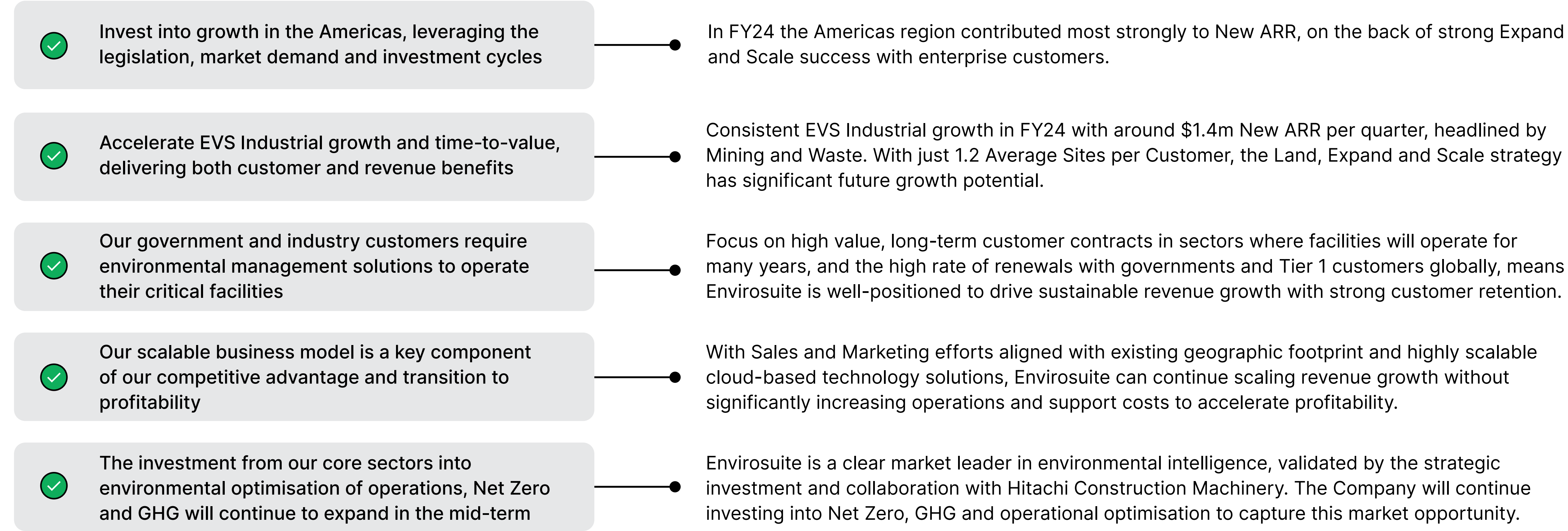


With investor scrutiny increasing, Mining industry must balance ESG priorities with productivity goals



Our strategy is to leverage and accelerate awareness of environmental intelligence to build a platform for growth

Now is the time to accelerate our global market share, with the ultimate goal of becoming the world’s leading site-wide ESG technology company





MARKET OPPORTUNITY

Growing population and urbanisation requires industry to increase productivity, but social and political pressures dictate that this productivity must be achieved in a sustainable and responsible way.

ENVIROSUITE VALUE PROPOSITION

EVS Industrial technology transforms the way our focus sectors' operational and environmental teams achieve productivity targets, empowering them to drive improvements while demonstrating responsible operations.



Investing to accelerate penetration of focus sectors and deliver high margin revenue growth



- Strong and stable recurring revenue base with significant market opportunity representing substantial growth potential.
- Average Sites per Customer of 1.2 a clear indication of significant potential to scale existing solutions to subsequent customer sites.
- Leveraging Hitachi Construction Machinery relationship to drive Mining sales.
- Technical Customer Success teams expanding existing customer solutions, including additional instrumentation sales and upselling additional platform capabilities.
- Product development focused on deepening customer value or creating new value in areas including:
 - Enterprise-level and emissions reporting,
 - Dynamic community engagement portals, and
 - Operationalising environmental data.



MARKET OPPORTUNITY

Rising demand for air travel means more flights, but communities expect less disruptive experiences. To balance growth with community impact, airports require innovative noise and airspace management solutions.

ENVIROSUITE VALUE PROPOSITION

EVS Aviation technology transforms the way the aviation industry balances travel convenience with community well-being, empowering airports to protect and increase operating capacity responsibly and sustainably.



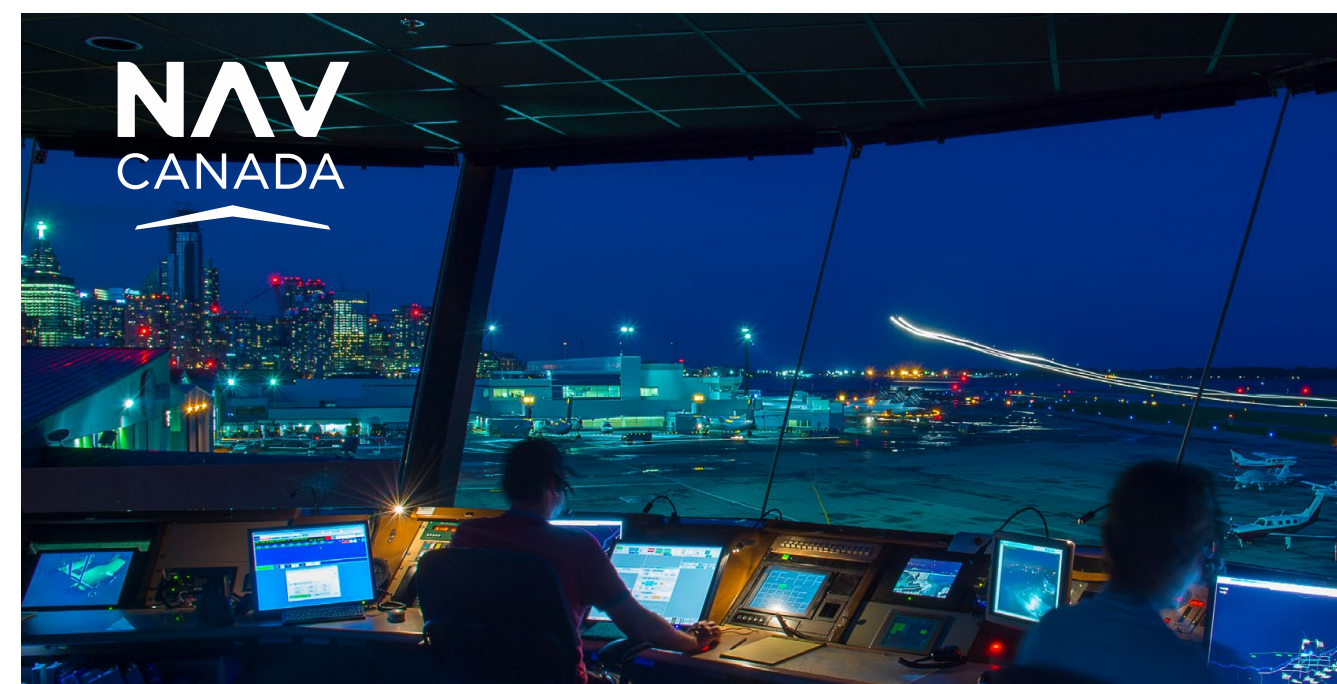
Market leadership and innovation positions Envirosuite strongly to drive further aviation growth



Further growth potential in aviation noise

Ongoing high demand for **continued innovation in noise management and community engagement**, driven by constant social and regulatory pressure on major airports.

Represents future growth opportunity for Envirosuite, with resulting customer collaboration driving product roadmap and setting new aviation best practices.



Validated solution for emerging opportunity

Leveraging existing aviation technology to solve **emerging airspace management opportunities** with leading ANSP, NAV CANADA, contributing to the nation's Net Zero commitments.

Opportunity for solution to expand to cover additional Canadian airports as well as additional metrics.



Proven aviation tech and innovation leader

Significant expansion of work under NASA's X-59 low boom supersonic demonstrator aircraft resulting in **\$2.9m TCV expansion contract** for the Company.

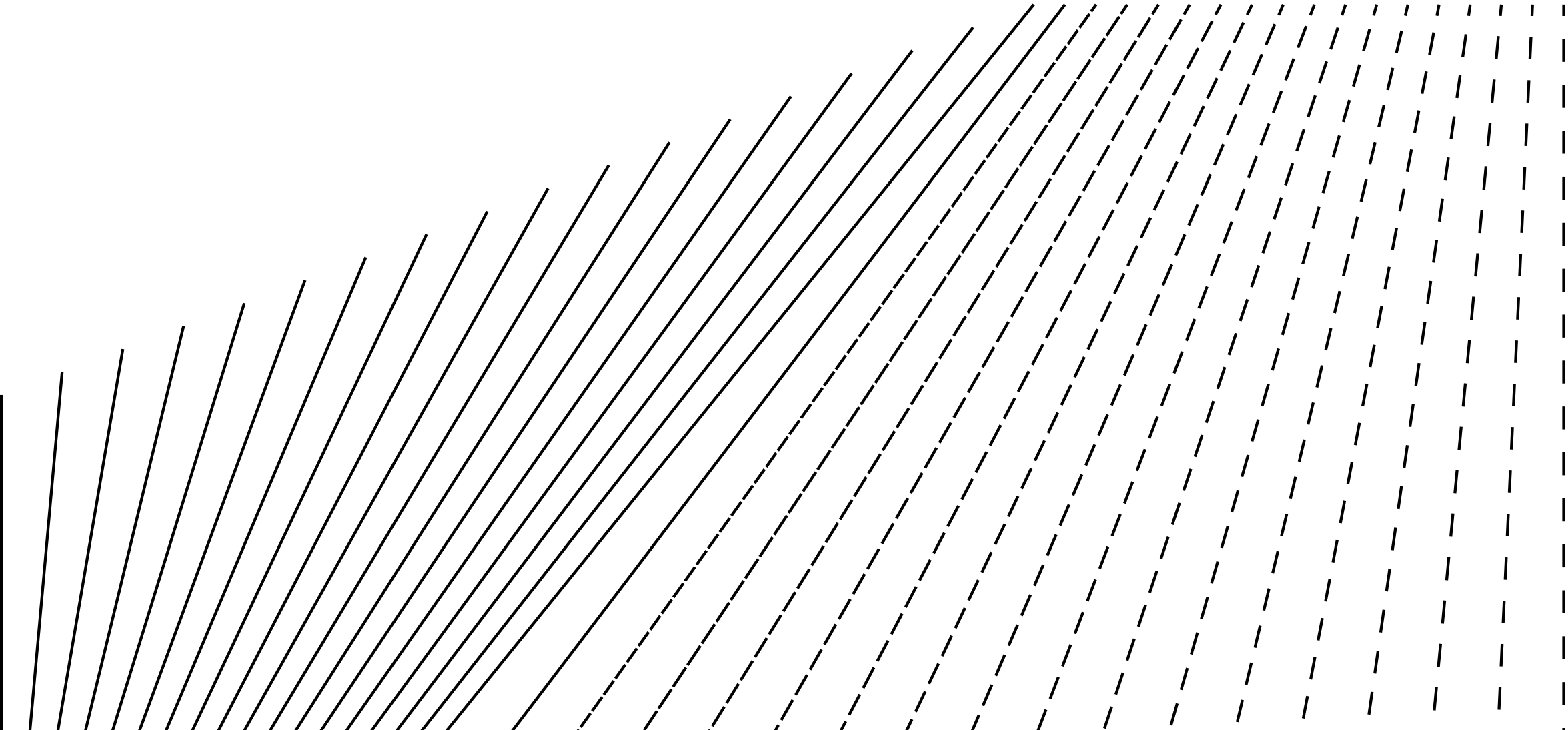
NASA's objective is to approve supersonic flight over land which would transform the aviation industry globally, with **Envirosuite's technology a cornerstone of the long-term project**.

Outlook

- Market leader revolutionising sustainable industry growth, delivering end-to-end environmental intelligence technology solutions to globally recognised customers around the world.
- Continued investment into the Americas, EVS Industrial, Net Zero initiatives and innovative technologies that drive customer value.
- Well-positioned to accelerate revenue growth, leveraging Hitachi Construction Machinery relationship to drive EVS Industrial sales and solve additional high-value problems in Mining
- Strong focus on transitioning to profitability, leveraging Envirosuite's scalable business model, existing operational footprint, and cloud technology platforms.
- Company vision aligned with global macro-economic drivers around environmental intelligence, sustainability, intensifying regulations and ESG trends, ensuring that Envirosuite will be a key global player in the future of environmentally responsible business.
- Committed to delivering strong returns to shareholders.



Q&A



Definitions

ARPS	Average ARR Per Site which is calculated by taking the ARR divided by the number of sites.	Environmental Intelligence	Environmental Intelligence harnesses the power of environmental data through proprietary technology to provide analytics, real-time visualisations, predictive modelling and actionable insights so that industry and government can make fast, confident decisions that optimise operational outcomes and improve the liveability of their communities.
ARR	Annual Recurring Revenue represents contracted monthly recurring revenue at the reporting date that the Company expects to receive from customers based on sales orders received net of any churn. A minimum of 12 months is required for recognition of ARR	Land	Terminology used when the Company signs an initial site with a new customer.
Churn LTM	The decrease in ARR over the last 12 months as a result of contract cancellations as a percentage of ARR at the beginning of the prior corresponding period. This does not include contracts where the underlying project has been completed or where there remain other contractual relationships with the customer or suite.	Expand	Terminology used when the Company provides additional solutions on top of solutions already being provided to an existing customer site.
Site	A separate and distinguishable site (e.g., airport, mine site, waste or wastewater facility, industrial site, etc.) at which Envirosuite’s environmental intelligence solutions are deployed. A single customer may have multiple sites which can be through separate contracts or under one master contract with Envirosuite. A site is only counted once it is included within the calculation of ARR.	Scale	Terminology used when the Company signs an additional site(s) with an existing customer for a similar solution to that provided at existing sites.
Recurring revenue	Revenue that the company expects to continue for 12 months or more based on the term of the contract entered into with the customer or experience with the customer on other similar sites. Once revenue is treated as recurring revenue, it will continue to be accounted for as recurring revenue until the contract is terminated.	EVS Aviation	The Company’s product portfolio focused on the Aviation industry. The portfolio includes world-leading platforms for airports to demonstrate compliance with local regulations, maintain trust with their communities and support growth initiatives.
Non-recurring revenue	Revenue from projects for the installation of environmental monitoring solutions and upgrades, and sales of environmental monitoring units.	EVS Industrial	The Company’s product portfolio focused on the Mining, Industrial, Waste and Wastewater industries including sewer networks. The portfolio includes cutting edge platforms for providing real-time and predictive insights for operators to balance increasing community and regulatory expectations with production goals, as well as digital twin technology for water utility operators and engineers to address increasing operational, customer and environmental challenges.
EBITDA	Earnings Before Interest, Tax and Depreciation and Amortisation		

Chair: Colby Manwaring



- Experienced board member and executive with a proven track record of driving growth in technology companies in Australia, UK, Spain, and several USA locations.
- Former CEO of multi-national infrastructure analytics software company, Innovyze, which subsequently sold to software giant Autodesk in 2021 for \$1Bn USD (\$1.55Bn AUD).
- Strong experience in successfully aligning organic growth initiatives to product and people resources to deliver balanced growth and profitability outcomes.
- Has led buy-side and sell-side M&A initiatives for six businesses, in addition to advising on due diligence and integration planning of over 30 others.

Qualifications:

- Bachelor's and Master's degrees in Civil and Environmental Engineering from Brigham Young University
- Minor of Engineering Business Administration from the Brigham Young University Marriott School of Management
- Licensed Professional Engineer

Non-Executive Director: Eric Winsborrow



- GM New Business Strategy at Hitachi Construction Machinery, developing and executing long-term digital strategy for the group's companies including ecosystem partners, M&A, and new solution introduction and testing.
- Over 30 years' Silicon Valley experience, introducing next generation technology solutions to global markets for Networking, Cyber Security and Industrial IoT
- Strong leadership and advisory experience including former CEO of cyber security and industrial IoT technology companies, venture capital investment, and independent board member and advisory positions held.
- Demonstrated expertise in product leadership, strategy and go-to-market with senior positions held at leading technology companies including Cisco Systems, Symantec, and McAfee.

Qualifications:

- Majored in Engineering Physics and Economics at McMaster University in Canada
- MBA in International business from McMaster University and the Institute for International Studies in Japan

Chief Financial Officer: Emma Stepcic

Commenced 6 November 2024



- Brings wealth of experience to Envirosuite including managing financial, operational and compliance reporting, strategic business partnering, transaction management, business transformation and technology integration.
- Results-driven finance leader who has successfully developed and lead international teams with diverse backgrounds in several companies experiencing growth both organically and through strategic transactions.
- Experienced CFO with strong background in corporate and international tax for over 10 years at Deloitte and commercial finance roles across various industries in both listed and unlisted companies in Australia, the Middle East, and Asia including Energy Australia, Transgrid, Atlas Arteria Group (ASX: ALX), and SLB (NYSE: SLB).

Qualifications:

- Bachelor of Laws and Bachelor of Commerce from Monash University
- Certified Practicing Accountant