



veris

H1 FY22 Results & Investor Presentation

March 2022

Michael Shirley, CEO
Steve Harding, CFO

Veris

A strongly positioned, well capitalised, simplified pure-play spatial data services business



Year-on-year
revenue,
earnings and
margin growth



Fully funded
with strong core
competency and
capabilities



Combining
national strength
with local
knowledge and
expertise to
ensure the best
outcomes for
clients



Clear, refined
and progressing
strategy
showing results



Strong,
committed and
identified
pipeline of work



Positioned for
sustained
success

The Aqura sale proceeds settled on 28 February 2022

Veris now has a strong net cash position of \$18.3m and is free of long-term bank debt

Veris investment highlights



National operating platform

The national surveying, planning and digital and spatial business provides a platform for growth.



Professional services approach

To be sustainable, we need a professional services approach, that is differentiated from the competition, to get higher up the value chain and increase our margins.



Value through data

Our strategy pivots us towards the delivery of value through data, providing end-to-end solutions for our clients – from data capture to insights.



Trusted spatial data business

A solid foundation

Providing a platform for growth

BY

- addressing under performance
- restructuring the business
- stabilising operations
- developing a differentiated strategy



WE HAVE

- positioned ourselves to win
- engaged staff and the market
- a platform for growth that delivers on our spatial data business strategy.

Normalised EBITDA summary – FY20-22

	Pre-COVID	COVID impacted		Growth rate FY21-22
	H1 FY20 \$m	H1 FY21 \$m	H1 FY22 \$m	
Veris Aust Revenue	40.1	38.9	42.6	9.4%
Costs	(37.3)	(38.5)	(40.1)	4.1%
Proportion of VL/ Central Corp costs*	(2.2)	0	0	
EBITDA normalised before Govt Grants ¹	0.5	0.4	2.5	506.6%
<i>Margin</i>	<i>1.3%</i>	<i>1.1%</i>	<i>5.8%</i>	
Govt Grants (JobKeeper/JobSaver)	0	4.5	1.0	(77.2%)
EBITDA reported ²	0.5	4.9	3.5	(28.2%)

* Proportional allocation of central overhead costs previously reported under Veris Ltd cost centre. The proportional calculation shown above is based on % of revenue of Continued Operations as disclosed in 31 Dec 2019 Interim Financial Report. Since the commencement of FY20, these costs have been reflected directly in the results of Veris Aust.

¹ Underlying EBITDA pre Government Grants is a non-IFRS measure, therefore that EBITDA is not audited.

² EBITDA reported is defined as earnings before interest, tax, depreciation, amortisation, impairment of goodwill and intangibles, acquisition related costs, restructuring, share-based payments and is an unaudited non-IFRS measure. The % increase from the prior period is the increase in EBITDA from continuing operations, being Veris Australia.

HIGHLIGHTS

- Revenue growth of 9.4% compared to the pcp to \$42.6m, despite the unprecedented level of uncertainty created by the COVID-19 pandemic
- Improving performance despite negative COVID impact of >\$1m to reported margins
- Confidence in improving trajectory continued into strong second half outlook
- Strong uplift in normalised EBITDA before govt grants to \$2.5m in H1 FY22, up from \$0.4m in the pcp
- Significant improvement in normalised EBITDA before govt grants margin to 5.8% for H1 FY22, up from 1.1% a year earlier.

Areas of financial performance

Overall performance

Gross Margin
per hour

25%



FY19 - current

Revenue per
hour

17%



FY19 - current

Sydney Gross
Margin per hour

30%



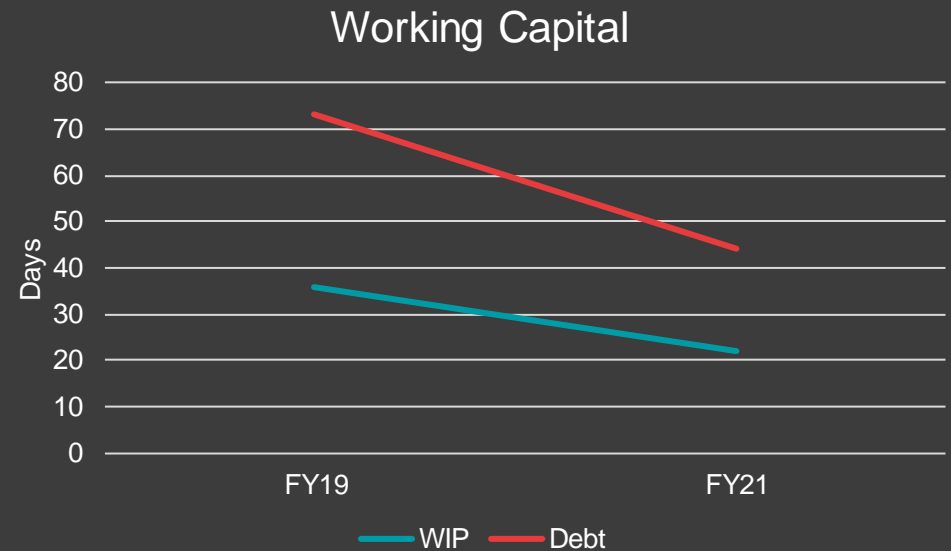
Dec19 - Dec21

NSW Regional
contribution

200%



Dec19 Contribution (13%)
Dec21 Contribution 13.5%



Areas of financial performance

Digital & Spatial

Gross Margin per hour

82% 


FY19 – FY21

Revenue

50% 

Up on budget

Gross Margin comparison

44% 

Per hour higher than overall

Gross Margin per hour (NSW)

50% 

Higher than base business

QLD

Revenue Growth

30% 

Over 2 years + retained margin

TAS

Revenue Growth

168% 

Over 2 years + retained margin

Gross Margin per hour

20% 

FY19 – FY21

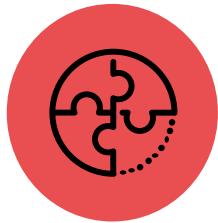
Gross Margin comparison

42% 

Per hour higher than overall

Aqura sale – use of funds

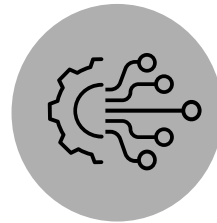
Funds from the sale of Aqura will allow Veris to continue to deliver on the plan for a sustainable profitable business including;



Capital management strategies to enhance shareholder returns in the short and medium term, including adopting a sustainable Dividend Policy



Balance sheet to support business strength through uncertain environment



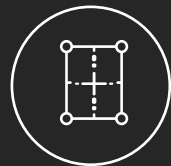
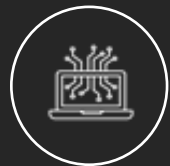
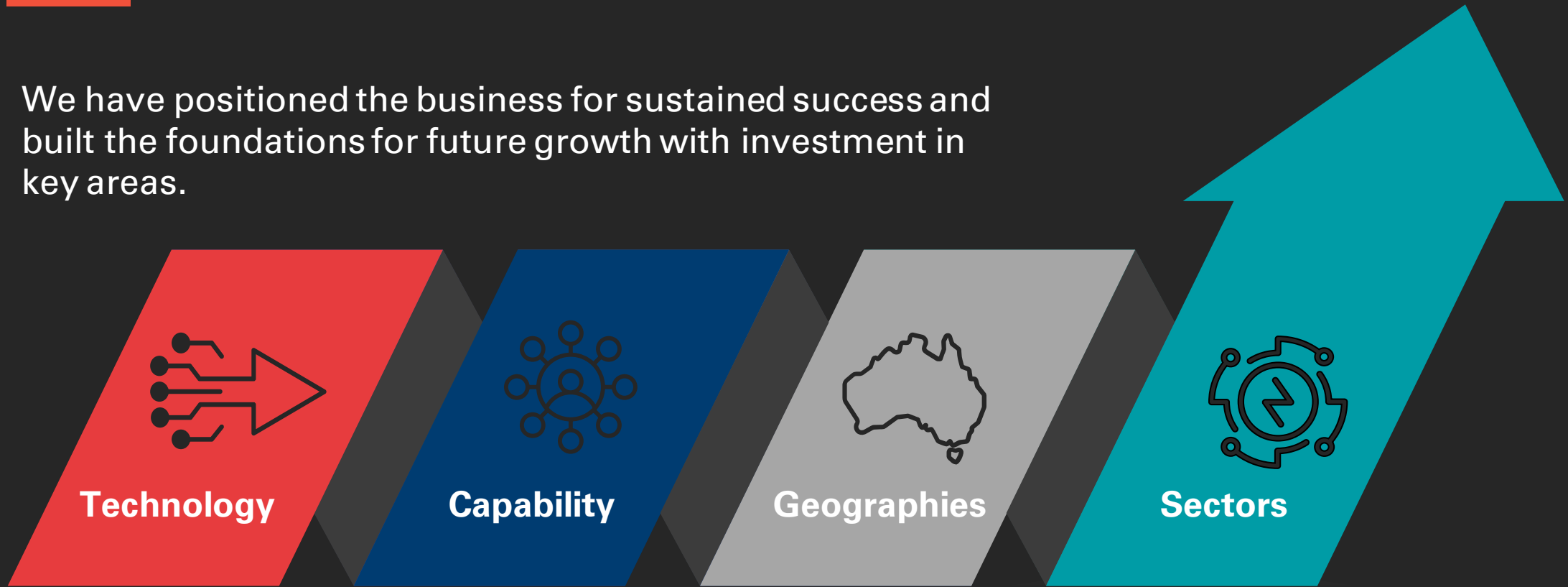
Technology and equipment investment driving our competitive advantage



Continued investment in supporting the business growth strategy

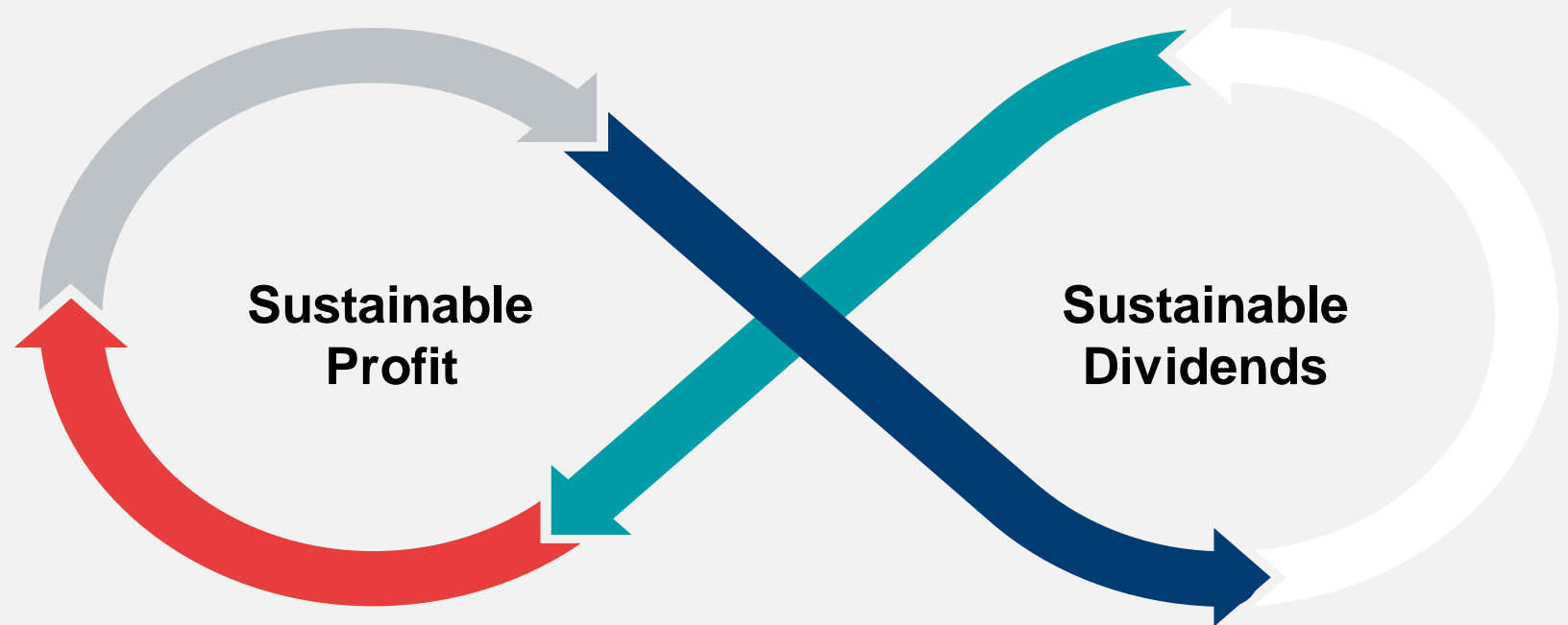
Investment to support our growth pathway

We have positioned the business for sustained success and built the foundations for future growth with investment in key areas.



Veris Australia platform

Our strategy is clear, refined and is progressing, with core elements of the strategy showing results



We will grow sustainably in a measured and performed way

We will have a strong balance sheet allowing us to deliver operational savings

We have a positive outlook over the next three years

An architectural rendering of a modern building. The building features a prominent red facade with horizontal slats and a glass-enclosed walkway. The sky is dark blue with some clouds. The foreground shows a paved area with trees and a street lamp.

Appendix

Veris – national leader
in spatial data services

Who we are and how we deliver solutions to clients

Veris Australia is a leading provider of spatial data services.

Engineering Survey

Civil construction and engineering survey solutions for major infrastructure.



Property Survey

Land surveying, cadastral and consulting solutions for urban renewal and greenfield developments and commercial property.



Digital & Spatial

3D scanning, digital & spatial data capture, storage, management, analysis and visualisation.



Planning and Urban Design

Due diligence, strategic planning, master planning, place-making and planning approvals.



Veris Australia platform



veris

2008

OTOC Australia established

2011

Acquired Whelans

2014

- Acquired Geo-Metric
- Acquired Bosco Jonson

2015

- Acquired THG Resource Strategists

2016

- Renamed to Veris
- Acquired Lawrence Group
- Acquired Lester Franks
- Acquired Linker Surveying

2017

- Launch of AQURA Technologies
- Acquired LANDdata Surveys

2018

- Acquired Elton Consulting (divested in 2019)

2019/2020

- Establishment of new Leadership Team
- Internal efficiency and operational overheads
- Financial discipline and project controls

2021/2022

- Key Account focus and growth
- Technology and Capability Investment
- Built an Employer Brand Identity
- Indigenous Participation – Acquires 49% interest in Wumara Group
- Veris/Wumara working together to assist in closing the gap between Indigenous and non-Indigenous Australians, through an industry-leading program, Indigenous Surveyor Employment Pathway program and Traineeships
- Divested Aqura Technologies for enterprise value of \$30m.

Veris Australia has a leading client base

Property

Infrastructure

Mining and Resources

Defence

Utilities

Government



Smarter decision-making through the power of spatial data

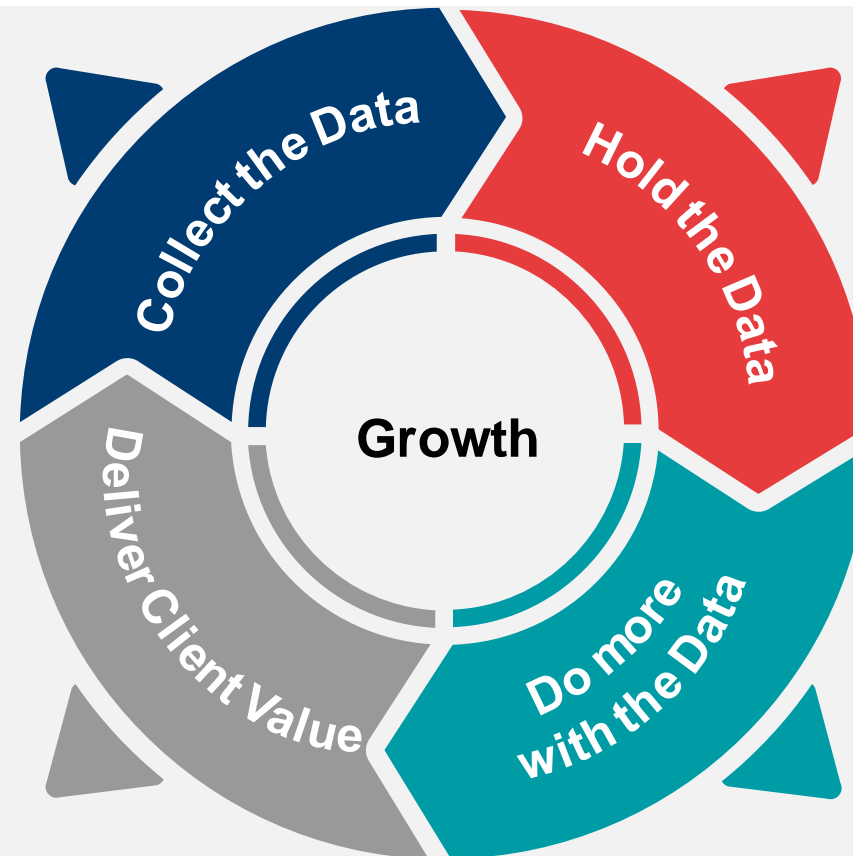
Veris are experts in all aspects of spatial data – from collecting measurements in the field to applying the latest 3D data capture, AI, analysis, modelling and visualisation technologies.



- High-Quality fit-for purpose data
- Efficient, rapid capture processing



- Enable our clients to find valuable insights
- Build and strengthen key client relationships
- Increase the value so the clients demand more data

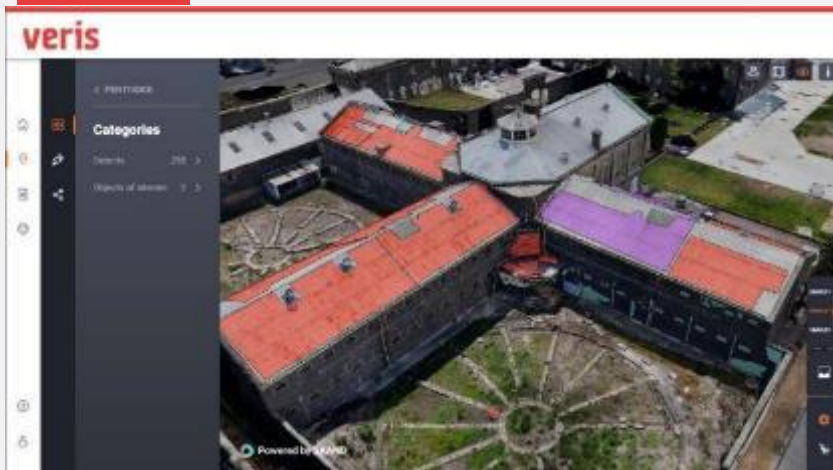


- Securely store the data for the client
- Make the data easily accessible



- Make it simple for our clients to interact and visualise the data
- Provide analytics and value-added services on demand

3SiDe + Vantage = DaaS



- The tools are about easy, secure access to spatial data.
- The unique aspect of spatial data is that it is visual – its value is commonly represented in maps and 3D models.
- Our DaaS enables people to draw value from the data through visualisations to extract insights without the need to store or host data on their own systems.
- Vantage and 3SiDe provide easy access to spatial data and visualisations.
- Our clients are paying us to host their data, allowing them to see it and use it (DaaS). Increasingly, our clients are also paying us to analyse it (Analytics as a Service).

Innovative, end-to-end spatial solutions delivering value for our clients

We are already unlocking the power of these solutions on a portfolio of current projects.

Cliff Stability Modelling and Visualisation



- First project to use both high-end UAV LiDAR systems (Riegl mini-VUX and Hovermap) for a complete 3D capture.
- Includes 3SiDe web visualisation so that stakeholders can develop an in depth understanding of the coastal risk.

Tunnel Monitoring



- Deploying mobile laser scanning to capture detailed 3D data of the M6 Tunnel.
- Using machine learning to identify >1mm cracks and defects in the tunnel walls, along with monitoring for movement.
- GIS dashboard for data delivery.

Paradise Gorge Landslide Monitoring



- A combination of 3D capture and visualisation was provided along with real-time monitoring of the site.
- Veris provided a “one stop shop” for all the required services so that the client could continuously monitor the risk.

Veris Australia pipeline

We have a strong, committed and identified pipeline of work.



Despite the current economic uncertainty due to COVID-19, our secured forward workload has continued to grow and is about \$50m.

In addition to our forward workload, we anticipate ongoing project variation and direct assignment works.

Healthy, unsecured project pipeline has continued to grow and has a weighted value of ~\$190m over the next 24 months.

Strong focus on conversion of identified infrastructure opportunities.

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