



**veris**

# ShareCafe Webinar

## Hidden Gems

Michael Shirley, Managing Director & CEO

28 July 2023

# Corporate Snapshot

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

## Corporate Snapshot

ASX Code	VRS
Share Price (27 Jul 2023)	\$0.076
Shares on Issue	512.8m
Market Capitalisation (27 Jul 2023)	\$39.0m
Cash and Terms Deposits (30 Jun)	\$17.3m

VRS Price/Volume Chart



## Substantial Shareholders

Sherkane Group	19.7%
Brian Elton	7.4%
Carrier International	7.3%
Adam Lamond	7.2%

# A trusted, leading provider of spatial data services

Veris Australia provides an end-to-end spatial data solution for its clients that not only includes data collection, analysis and interpretation but also data hosting and access, modelling, sharing, and insights for clients with large-scale data requirements.

OUR INDUSTRIES			OUR GEOGRAPHIC SPREAD	OUR SERVICES
<p><b>Property</b></p>	<p><b>Infrastructure</b></p>	<p><b>Government</b></p>		<ul style="list-style-type: none"> <li>▪ <b>Engineering Survey</b></li> <li>▪ <b>Property Survey</b></li> <li>▪ <b>Digital &amp; Spatial</b></li> <li>▪ <b>Planning and Urban Design</b></li> </ul>
<p><b>Mining &amp; Resources</b></p>	<p><b>Utilities</b></p>	<p><b>Defence</b></p>		



# Veris has a leading client base

Property	Infrastructure	Mining & Resources	Defence	Utilities	Government
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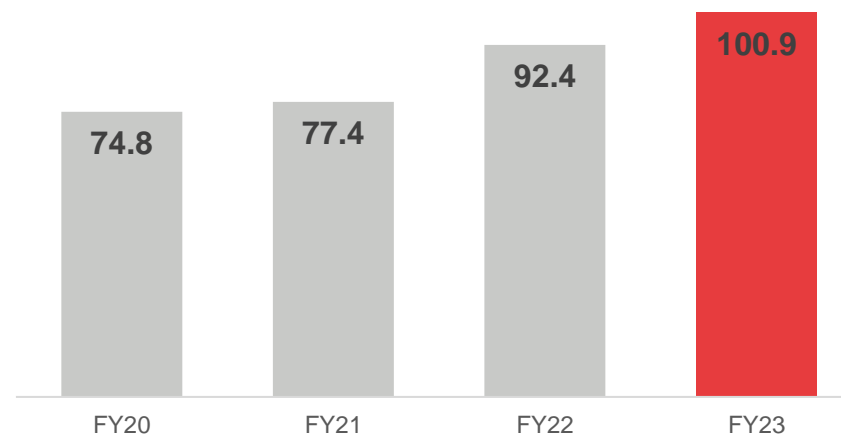


# FY23 Trading Update

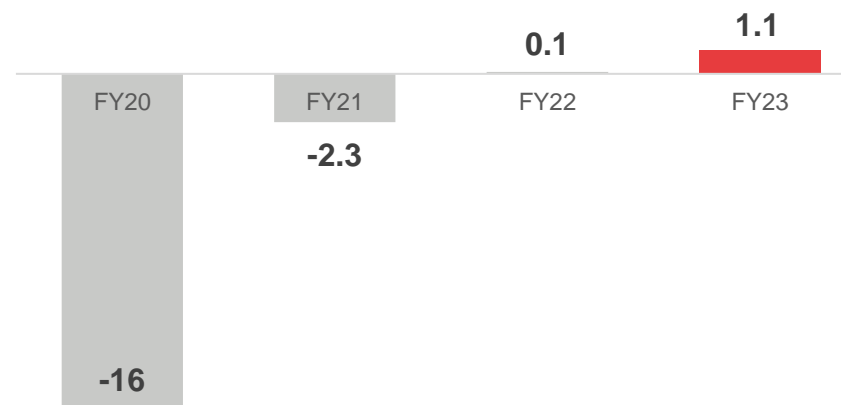
## Highlights

- Strong revenue growth yoy, despite the unprecedented level of uncertainty created by COVID-19
  - ✓ 9.2% revenue growth in FY23
  - ✓ Revenue CAGR of 10.5% since FY20
- Continued yoy improvement in PBT
  - ✓ Reflecting focus on cost control and leveraging efficiencies within the national platform
  - ✓ Represents an underlying profitable result for Veris' core digital and spatial services offering
- Cash and term deposits of \$17.3m at 30 June 2023
- 2H FY23
  - ✓ Focus on margin rather than revenue growth
  - ✓ Higher inflationary environment
  - ✓ Higher than normal levels of staff leave

Revenue Growth (\$m)



Profit Before Tax



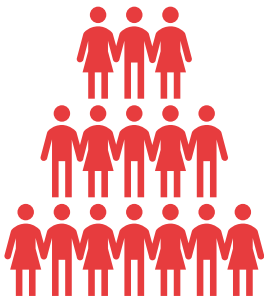
\* FY23 Unaudited results. Veris expects to release full year audited financial statements end of August 2023.

# Well-defined strategy delivering focused outcomes

## Investment in Strategy

## Sustainable Profit

### PEOPLE



Our people are the heart of our business. We are investing in people initiatives to attract and retain the best talent.

### STRATEGIC GROWTH



We are pursuing strategic growth opportunities focussed around key clients, technology and platforms, and specialist skill sets.

### DELIVERY



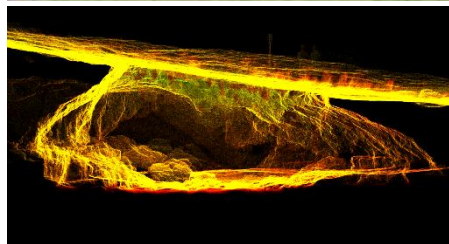
We are investing in project management and operational excellence to drive efficiencies and value in project delivery.

- › Sustained year-on-year revenue growth
- › Improved margins
- › Lower cost base
- › Delivering value through spatial data
- › Delivering return on capital

# Investing in leading-edge technologies

Recent investment made in state-of-the-art 3D data capture technologies and platforms that enable the rapid digitisation of assets for smarter decision making.

Upgraded and expanded fleet of drones



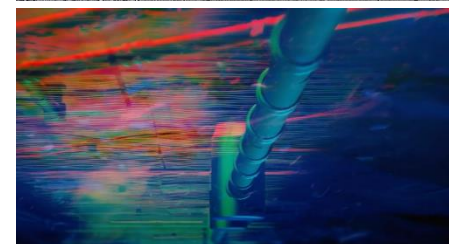
Mobile laser scanning



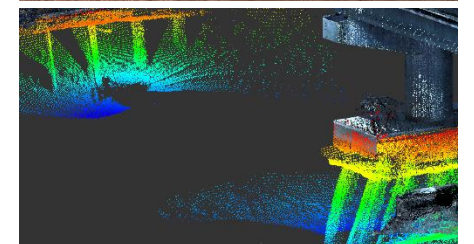
Terrestrial laser scanning



3D Ground Penetrating Radar

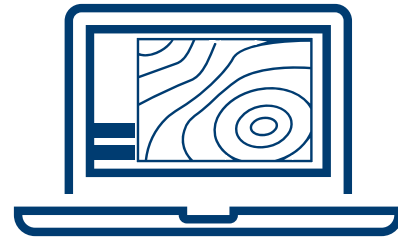


Hydrographic services



# We are turning data value into revenue

**Analytics and AI** services are providing asset managers with greater value and advanced insights



Building Web Map Services



Building GIS Analytics to provide Insights



Artificial Intelligence to Extract Features and Defects

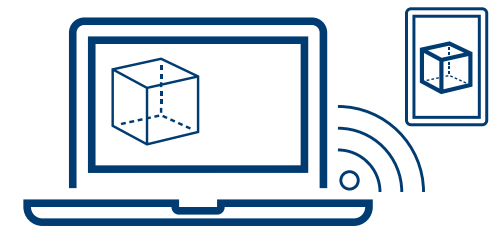
**Subscriptions** enable asset managers to have ready access to their data and a range of digital tools.



Expanding User Base by making 3D Collaboration Easy



Sensor Data Streaming 24/7 with Alerts



3D Web Platform



# Capital management

## Strong capital management focus leveraging balance sheet



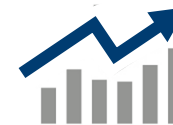
- Strong cash balance has enabled re-negotiation of key supply arrangements to deliver cost savings and operational efficiencies, in particular:
  - \_ Vehicle supply and operating costs
  - \_ Leading-edge technical equipment procurement and maintenance arrangements
  - \_ Insurance agreements
  - \_ Corporate financing arrangements.



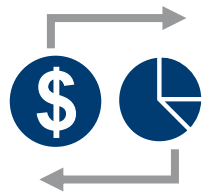
- Actively assessing accretive M&A opportunities that add either technical capabilities, strategic leverage, or geographical presence.



- Franking credit balance: \$5.35m at 30 June 2023.



- Unutilised tax losses of \$12.7m at 30 June 2023 available in future periods.



- On-market share buyback activated in H1 FY23 and extended in June 2023 through to June 2024.



# Pipeline

## Continued strong pipeline and outlook underpinned by national footprint and positioning across a diverse spread of markets



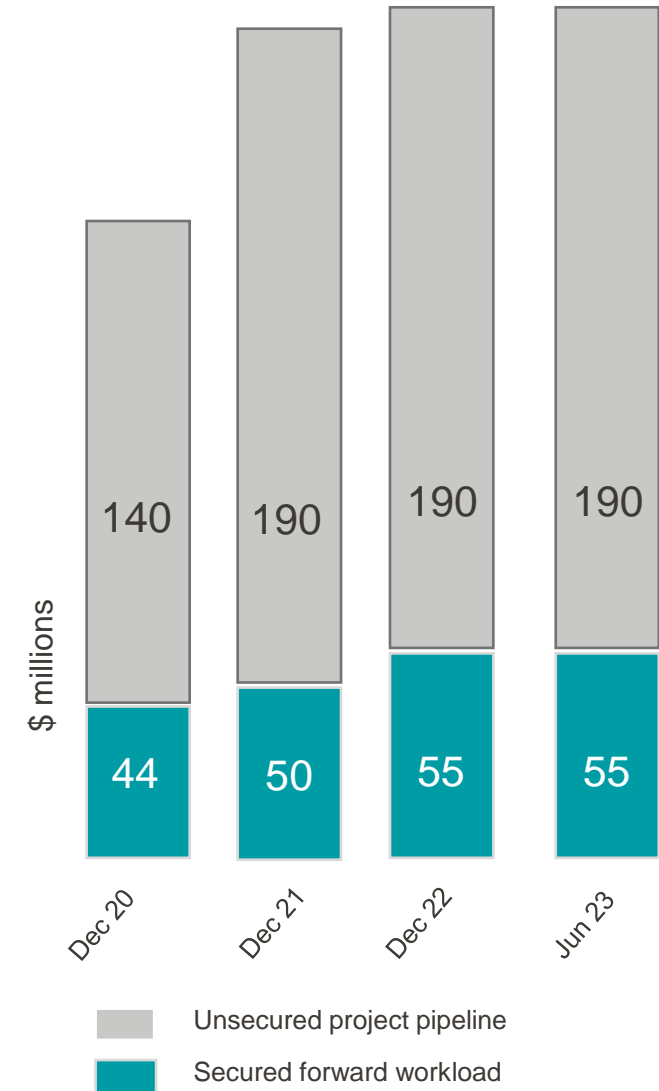
Secured forward workload is in excess of \$55m to be executed over the next 12 months.

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

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

Strong focus on conversion of identified infrastructure opportunities.

### Pipeline

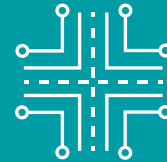


# Outlook



## Property

Underlying market fundamentals remain sound in the medium to longer term.



## Infrastructure

Major transport infrastructure spending commitments continue albeit with a Government review to maximise value and productivity.



## Defence

Ongoing investment by the Australian Government over the coming decade in new and upgraded Defence capabilities.



## Mining and Resources

Continued demand for commodities as well as ongoing expenditure on operations and sustaining capital.



## Energy

Significant shift in project investment in renewables and transmission infrastructure plus oil and gas.



## Government

Multi-sector spend including planning, transport infrastructure and smart cities / Digital Twin initiatives.

## Continued strategic progress and a return to profitability



Our strategy has been focussed on returning the business to sustainable, profitable growth and it is delivering results

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Accelerated execution of our strategy will deliver sustained growth coupled with higher margin delivery

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A strong Capital Management focus allowing us to pursue a range of operational and strategic priorities

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We have a positive outlook over the next three years – underpinned by continued growth in contracted work in hand and identified pipeline of opportunities

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