Enverro Limited ASX:ERR

INVESTOR PRESENTATION - March 2015

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Enverro: cloud-based workforce management platform provider

··► Workforce management application designed for the energy, construction and resources sectors

··► Cutting-edge, cloud-based software platform that allows owners, EPC/M's and sub-contractors alike to manage workforce activities from a centralised, mobile interface

··► Activities include: assigning crews, managing rosters, on-site accommodations, mobilisation process, arranging transportation, monitoring safety compliance

The evolution of Enverro

The Enverro product team is working towards an aggressive roadmap following Agile development methodology. Product features are based on market demand and customer-specific requirements
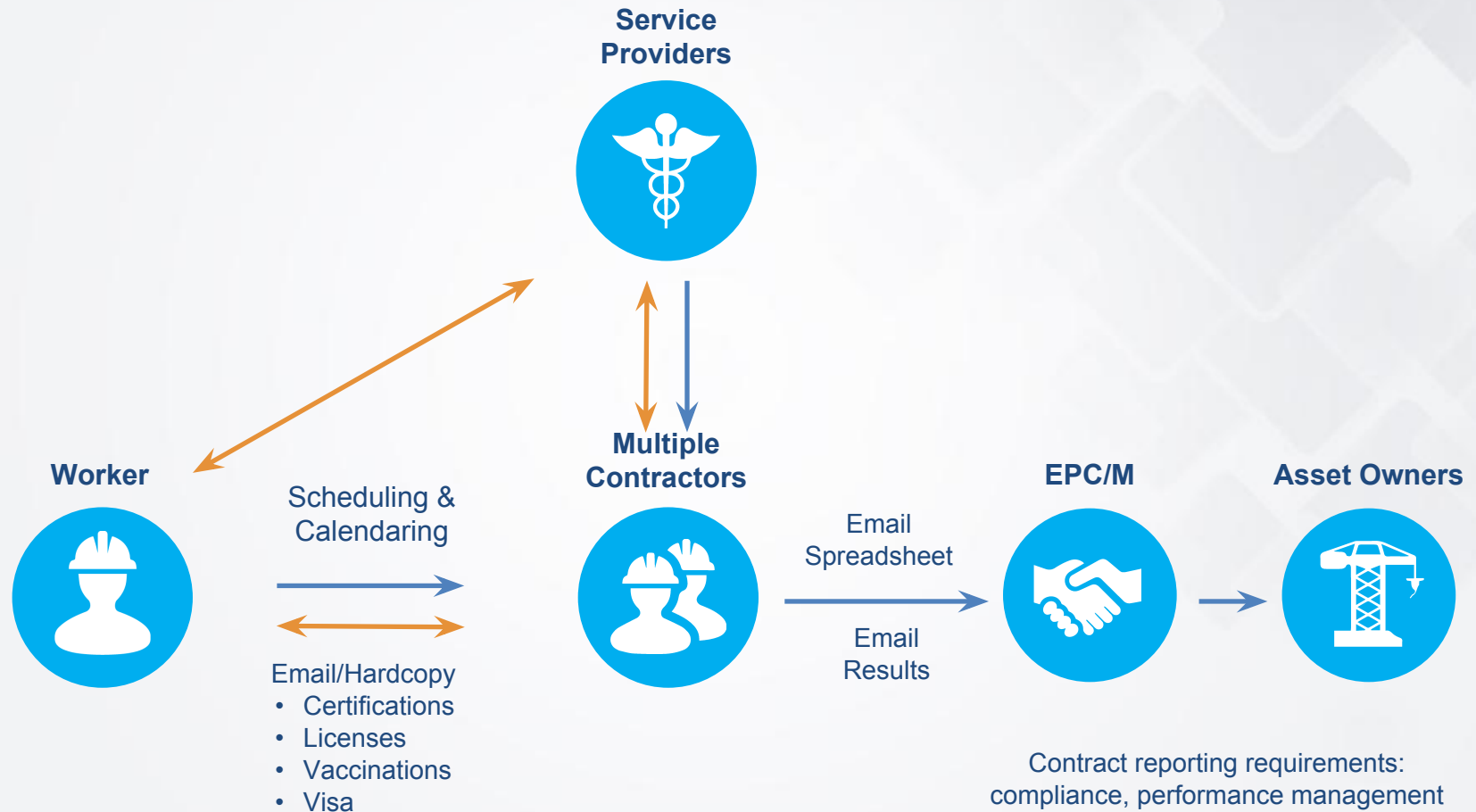
JAN 2013
First customer implementation - Downer Mining

OCT 2013
Enverro officially launched on Salesforce.com App Exchange

SEPT 2013
Signed CB&I - Mobilisation

MAY 2014
Kicked off pilot project for Resource Management use case - Leighton Asia

SIGNIFICANT MILESTONES

DEVELOPMENT ROADMAP

JAN 2015
Launch of Crew & Roster Product

FEB 2015
Signed three-year agreement with Homeground Villages - Decmil

JUNE 2015
Launch of Enverro Connect 2.0. Added functionality, improved usability.

AUGUST 2015
Camp Management Product

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Enverro platform statistics

A young business quickly gaining traction in a large market; building a blue chip client base

- ► **~ 23,000** worker registrations

- ► **~ 7,000** workers mobilised

- ► **~ 8** Enterprise platform agreements in place

- ► **~** A pipeline of new business leads that has grown by over 400% in just 3 months.

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The current problem: massive inefficiencies in managing workers today

Service Providers

Worker

Scheduling & Calendaring

Email/Hardcopy
• Certifications
• Licenses
• Vaccinations
• Visa

Multiple Contractors

Email Spreadsheet

Email Results

EPC/M

Asset Owners

Contract reporting requirements: compliance, performance management

Data is obsolete within days
Results: cost overruns, project delays, safety risks

The current problem: workforce management is a key cost in overruns & delays

System integration for information sharing, collaboration and data analysis are noted as key areas for improvement in future project delivery.
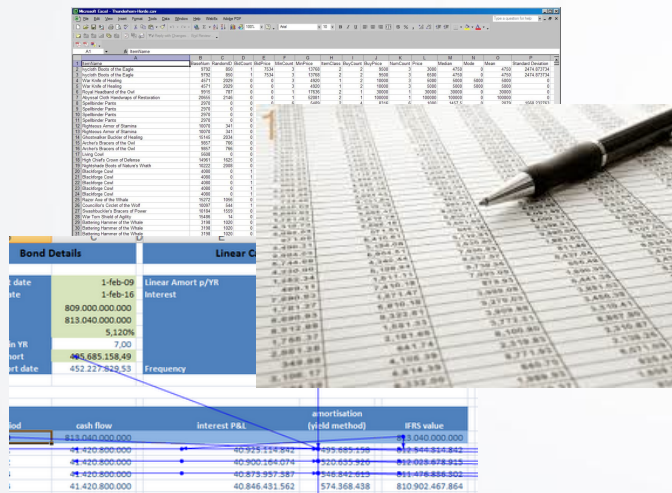

1.5 TRILLION

Est. metals & mining capital project expenditures from 2011-25.

25%

Overrun amount mining financiers automatically forecast at the onset of a project.

63%

Current capital projects coming in over budget

14%

Experiencing double-digit overruns

75%

Are not meeting their schedules

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The current problem: workforce management is time-consuming & expensive

Mobilisation is too complex to manage in static spreadsheets. This manual way of doing business exposes you to:

▶ **Risk**

▶ **Added Cost**

▶ **Inefficiencies**

q *"Fifty percent of my team spends their day manually collecting data about workers' travel schedules, accommodations & certifications in spreadsheets"*

Gorgon Project Manager, January 2014

Enverro offers a single source solution

SEAMLESS COLLABORATION

Worker
- Submit & monitor qualifications
- Notices from employer and service providers
- Communications on other projects

Multiple Contractors
- Measure & Manage worker mobilization
- Ensure contract compliance
- Recruit and retain talent
- Communicate with workers

Asset Owners
- Ensure contract compliance
- Real-time dashboard in to project mobilization efficiencies

Service Providers
- Update service results
- Real-time dashboard in to project mobilization efficiencies

Enverro offers efficiencies & cost savings

Capability	Business benefit
Powerful reporting capability	Add, delete, change fields instantly Run reports with multiple parameters Ad-hoc and custom reports and dashboards
Workflow automation	Eliminate spreadsheets to reduce errors Configurable approval workflows
Mobile access – 24/7	Users access app anytime, anywhere Device independent
Cloud-based implementation	Rapid deployment No hardware or software cost Continuous updates
Real-time Collaboration	Constant communication, updates Peek into project-wide group dynamics
Multiple currencies	Satisfies international project team User-defined preference

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🔔 ALERT: VISA EXPIRATION IN 30 DAYS RESOLVE

✉   👤 BOB SMITH ▾

WHEATSTONE PROJECT ANNOUNCEMENT: All workers please note: with annual shutdown commencing on the 3rd, al please speak to your supervisor if you have any questions.

X

MY CURRENT PROJECT

ROSTER SCHEDULE
ASSIGNED: STRUCTURAL CREW 2S   VIEW • REQUEST CREW REASSIGNMENT • SHARE ROSTER

FLIGHTS
MARCH 25	PERTH TO WHEATSTONE	CHARTER XYZ	REQUEST CHANGE
APRIL 3	WHEATSTONE TO PERTH	CHARTER XYZ	

COURSES
INDUCTION TRAINING --- MARCH 21 --- WHITEHALL CENTER   GET DIRECTIONS

MEDICAL APPOINTMENTS
You have no medical appointments scheduled.   VIEW HISTORY

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MY BRIEFCASE

• MANAGE CERTIFICATIONS
• MANAGE RECOMMENDATIONS

MY NETWORK

VIEW ALL >>

Enverro Customer Case Study

Problem: Downer Mining, one of Australia's leading engineering and infrastructure service providers could no longer rely on manual processes and spreadsheets to track the mobilisation process.

> "Enverro has made my life so much easier. I no longer require administrative support and have time to focus on the really important task - looking after our international employees. From the efficiencies, reporting, compliance and cost savings; this solution really ticks all the boxes for me."
>
> Mary Jane Heaney,
> Sr. Mobilisation Advisor

Downer

Solution: Enverro

- ▶ Real-time monitoring of sub-contractor performance

- ▶ Lowered reliance on IT with self-service reporting

- ▶ Quick implementation of custom features

- ▶ Overall increased confidence in continued compliance

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Total Addressable Market of $3.3 billion

Buyers	Estimated Providers	Revenue Potential per Provider	Market Potential
Asset Owners*	100	$500,000	$50 million
EPC*	500	$3,000,000	$1,500 million
Construction Services*	3,500	$500,000	$1,750 million

*Between 100m and 1b in revenue

Significant industry growth drivers:
- Rapid adoption of cloud based software
- Customers that operate in a very cost-competitive environment are searching for efficiencies
- Enterprise sales represent significant $$$ and software/services become pervasive within organisations

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Significant inroads already achieved

First mover advantage
The market has responded to Enverro with enthusiasm resulting in early wins at CB&I, Air Energi, Downer EDI, Decmil-Homeground.

Strong pipeline
Major marketing campaign launched in late January that is generating strong traction in the market. Pipeline is up 400% in last 3 months

Proven leadership
Well-rounded management team includes a cloud pioneer, a resources industry veteran, a SaaS developer and a seasoned marketing executive.

Dual revenue streams
Enverro Ltd generates revenue from licensing and implementation fees as well as consulting fees from custom software developer and salesforce.com consultancy business unit.

- generated $513k revenue in 1H15

Enverro growth strategy

Investing in sales & marketing to drive growth

- ► Major sales & marketing campaign launched in late January which is generating strong traction

- ► Focus is on growing the pipeline and converting additional Master Service Agreements

- ► Focus is on large enterprise deals, where Enverro platform becomes part of the day-to-day workflow within organisations

- ► Additional product development

- ► Reinvesting all cash into business to drive rollout of platform

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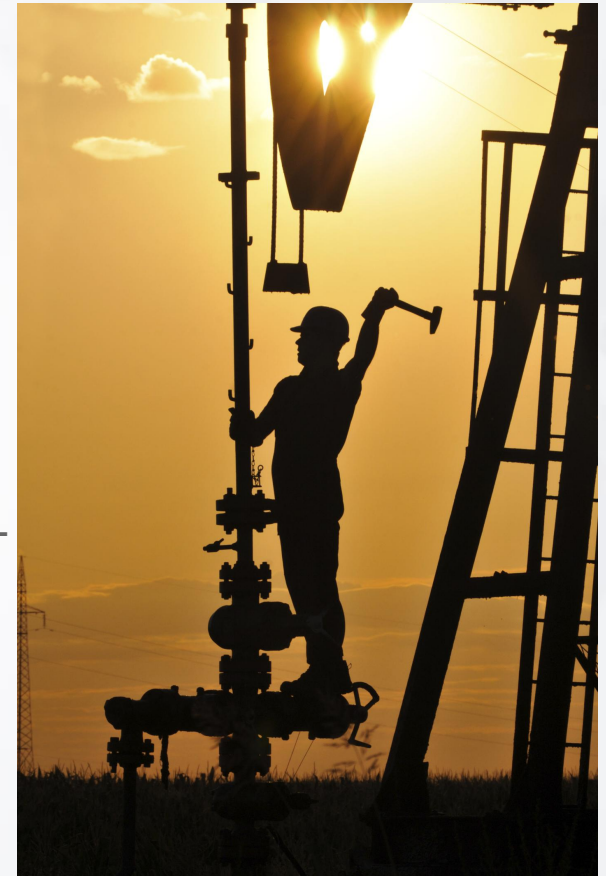
Growing pipeline

Pipeline has grown 400% in last 3 months

⋯► An aggressive marketing campaign was launched in January that is showing phenomenal early signs

➢ Pipeline has grown by 400% in 3 months
➢ Pipeline includes many blue chip companies that can potentially add significant users to the platform

⋯► We are seeing benefits from our investment in high quality sales & marketing personnel & systems

⋯► We are seeing a large number of growing inbound sales leads

⋯► If historic conversion rates remain, we expect to see substantial growth in platform users and revenue

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Summary

Well positioned for significant growth

- ► Adoption of cloud based software is growing rapidly

- ► Enverro platform offers end to end solution for companies operating in a very cost-competitive environment

- ► Aggressive sales and marketing effort to drive global expansion – particularly in the US

- ► Rapidly accelerating rate of inbound new sales leads

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Large-scale project management comes down to one simple truth…

…if qualified workers aren't on-site, on-time and fully equipped to perform their job - the project will be delayed and over budget.

This truth was the genesis for the Enverro Workforce Management Platform design and what drives our product development efforts each and every day.

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Appendix Slides

Enverro capital structure

Total shares on issue	9,004,546
includes shares escrowed until 28 November 2016	1,492,695
Options	
5 year $0.84 options escrowed until 28 November 2016	1,200,004
5 year $1.00 employee options vesting over 3 years	342,000
Market capitalisation*	A$7.1M
Shares held by top 20 shareholders	75%

As at 9 March 2015

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Directors & Senior Management

Leigh Kelson

Founder and CEO
Cloud computing pioneer with background in media & advertising

Christopher Doran

COO
Marketing executive with engineering & cloud computing background

Garry Edwards

CFO
Financial Officer with extensive company secretary background

Stacey Steiger

VP, Global Product Marketing
Fifteen years in SaaS software development & marketing

Philippe Tulula

VP, Development
Deep software & travel system background former Hotels.com

Enverro personnel are strategically located in both Australia and Texas for close proximity to the opportunity.

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Pricing model

	Mobilisation Product	Crew & Roster Product	Resource Mgmt Product
Annual Subscription/user	$3,000 USD	$3,000 USD	$1,000 USD
Enablement Service (one time fee)	$35,000 USD	$15,000 USD	$5,000 USD

Workers Mobilized	Enverro Connect (Summer 2015)
1-1,000	$3 / worker / month
1,100 - 10,000	$2 / worker / month
10,000+	$1 / worker / month

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Workforce mobilisation is complicated

EPC/M

Sub-contractors

- Hires EPC/M to manage project
- Requires regular updates on project status
- Concerns include budget, compliance issues and timeline

- Maintains project ownership
- Must provide holistic reporting to asset owner on project status & contract fulfillment
- Also contributes Labour and has unique systems in place

- Has unique systems in place – PeopleSoft, Taleo, Oracle.
- Requires reporting on contract fulfillment, resource status

Asset Owners

Further complicating matters…
the gap in the IT solutions market

Supporting IT Systems

People Level
HR-specific system: Taleo, PeopleSoft
Capabilities: recruitment, hiring & on-boarding

Workforce Mobilisation

Travel & Accommodation
Crew & Roster Assignments
Resource Management

Project Level
Project Management system: Aconex, Oracle Primavera
Capabilities: construction task management, vendor management, etc.

Corporate Level
ERP system: Oracle or SAP
Capabilities: May support facets of HR such as payroll, benefits, performance management

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Enverro use case: registration & mobilisation

A U.S.-based EPC/M was awarded a contract by an Australian company for a large LNG project. The scope included engineering, procurement, fabrication and construction of the gas conditioning plant. Enverro was chosen for management of their registration, mobilisation and assignment processes.

Registration
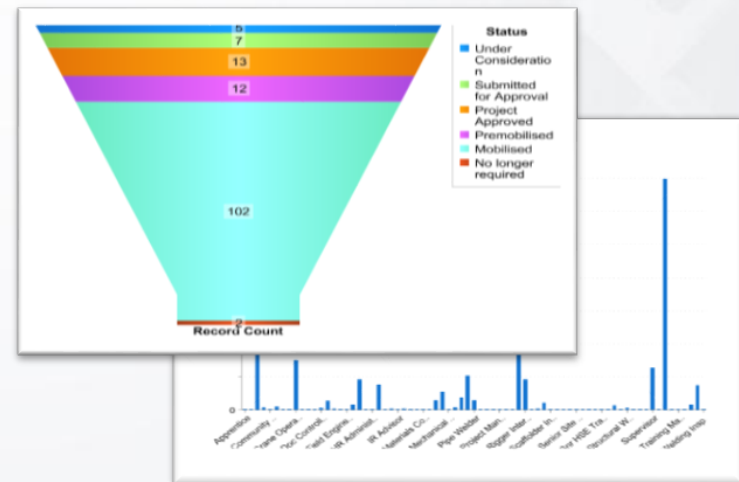of Interest

Mobilisation

Rostering

Demobilisation

Process Automation:

· · ► Custom front-end for candidate registration

· · ► Tracking of inductions, medical booking, police checks, position transfers & upgrades

· · ► Automated comms to candidates & third-parties as determined by workflow

· · ► Coordination of crew/individual rosters for FIFO scheduling

17 individual users including 3 contractors.
Approximately 2,300 registrations

Enverro use case: resource management

A large international contractor chose Enverro for mobilisation, resource planning and analysis. Without a centralised view of process and data, the contractor was in the dark regarding project scheduling, cost and resource allocation metrics. Enverro reports and dashboards provide actionable business intelligence for improved project management.

Data converted from spreadsheets to the Mobilisation module

Records built to contractor's workflows and process automation needs

Integration of Enverro to contractor's HRIS system

Custom reports built to provide key business intel

Measurement & Forecasting:

- ▶ Tendered vs. actual costs by single or multiple projects

- ▶ Tendered vs. actual costs by individual, department or business unit

- ▶ Project completion forecasting - tendered vs. actual time & cost

- ▶ Resource analysis throughout project lifecycle - resolve vacancies and duplicate allocations
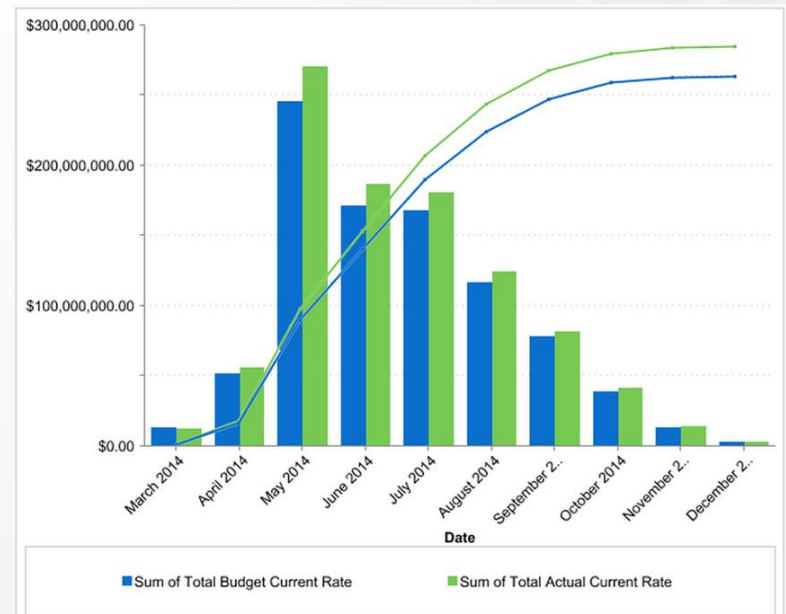
Professional services subsidiary

A long-term Salesforce.com partner and Force.com developer, Enverro Ltd's subsidiary, PRM Cloud Solutions has a strong outlook.

PRM employs 25 IT professionals with strong Salesforce.com credentials, including one of only three prestigious Technical Architect Certifications held in Australia.

SALESFORCE IMPLEMENTATION

Through strong Salesforce. com relationships, PRM has a steady stream of leads for their implementation business.

CUSTOM SALESFORCE DEVELOPMENT

Using Force.com's platform, PRM develops custom applications for enterprises; large and small.

CUSTOM APPLICATION DEVELOPMENT

Regardless of the customer's platform, PRM can develop a cloud-based application.

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