



An Environmental Services and Technologies Group

Company Presentation
September 2014



Consulting



Technologies



Monitoring

Scientific Excellence and Innovation

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All amounts are in Australian dollars unless otherwise stated.

Company Snapshot

Shares on issue: 99m
Market Cap: \$7.3m*

Top 20 holdings: 65%
52 week high: \$0.09
52 week low: \$0.05

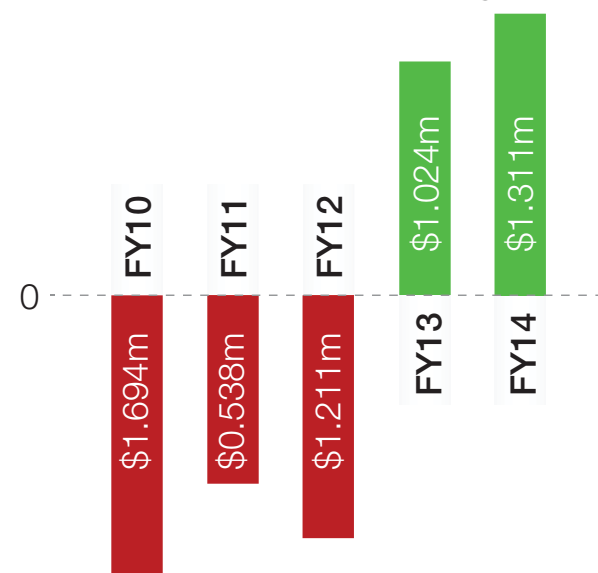
*Based on closing share price on 23/09/2014



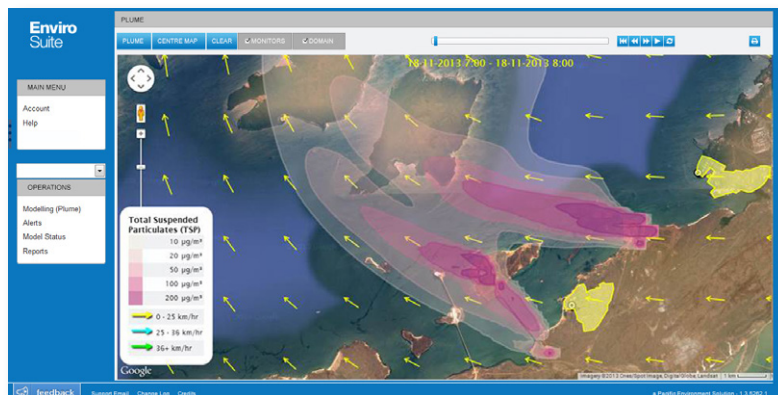
PEH Share Price

Revenues FY14: \$11.9m
NPAT FY14: \$1.3m

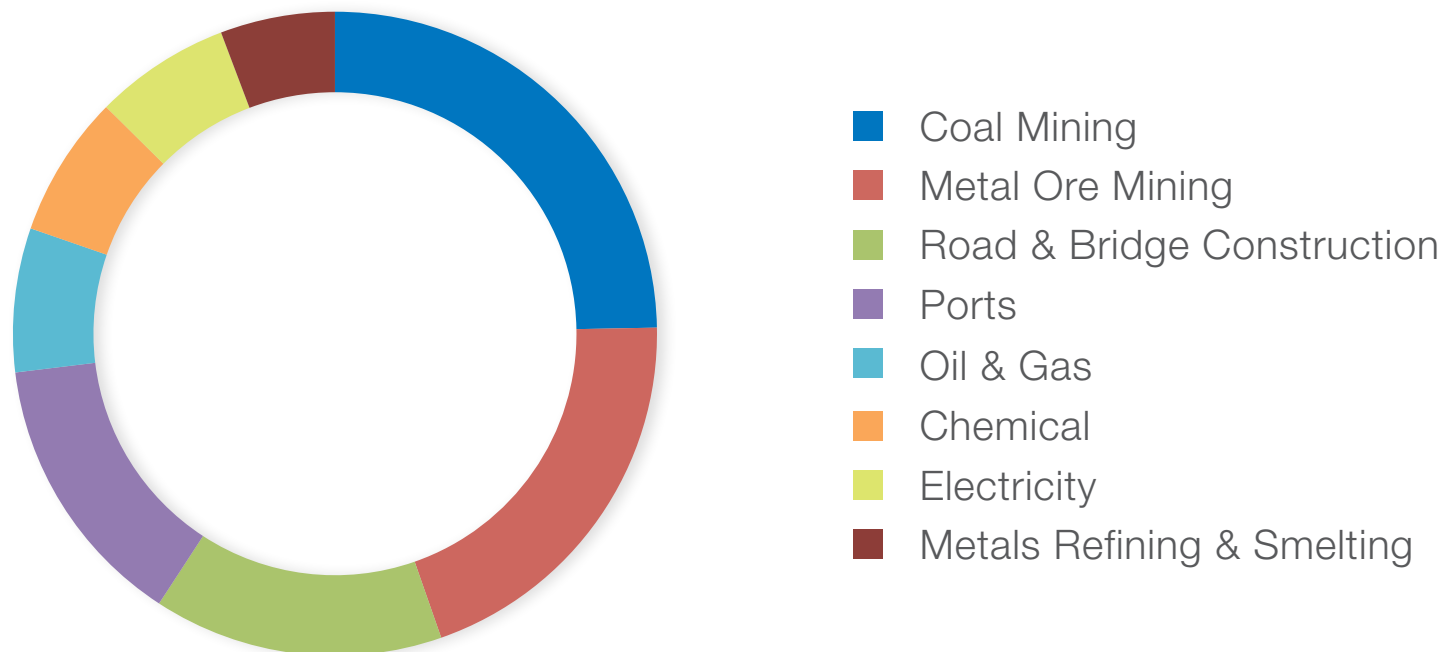
Net Profit/(Loss) from continuing operations



- Provides Environmental Technology and Services solutions
- Formed by consolidation of four consulting companies, listed in 2008
- Grown to over 90 staff across 8 offices in 5 states
- Four distinct market facing activities:
 - Consulting, Technology, Monitoring, Technical Services
- New Board and Management from 2012
- Focused on being a successful acquirer in the Environmental services sector combined with developing our compelling Technology offering for the global market



- Mix of client industry sectors is broadening
- Traditionally focused on Resources and Environmental Management
- Business has moved toward Infrastructure and Construction





Murray d'Almeida

Executive Chairman (appointed in May 2012)

- More than 35 years of diverse national and international business experience
- Founded and built Retail Food Group (ASX:RFG) to more than 300 stores worldwide



David Johnstone

Director (appointed in February 2014)

- Over 20 years' experience as a company director and CEO
- Has a strong track record in merges and acquisitions



Adam Gallager

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Director and Company Secretary (appointed in September 2012)

- Strong background in capital markets, corporate consulting and governance
- Director of a boutique investment fund that specialises in investing in and assisting ASX small caps across a range of sectors



Peter White B Maths GAICD

Chief Executive Officer (appointed in April 2012)

- Strong career history in growing technology and services companies
- Experience in working in large multi nationals as well as in privately owned companies
- Experience across a broad range of industries in Australia, Asia, and Europe
- Focus on growth through business development, technology expansion and acquisitions



Ross Hawkey BBS CA MAICD

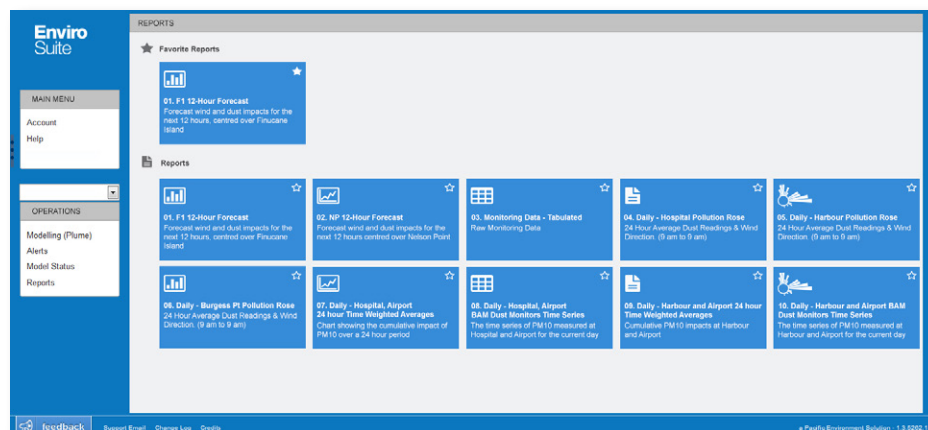
Chief Financial Officer (appointed in October 2013)

- Diverse financial and accounting experience with large and small businesses
- Excellent history in building value of small cap companies as a CFO
- Focus on operational and financial excellence

- The Board and Management have reshaped the business and built a strong operating platform to underpin the growing scale of operations
- Acquisition strategy clearly defined and advancing with two acquisitions completed this calendar year to date
- EnviroSuite 1.0 has had 3 years of strong commercial performance and the Group has commenced upgrading to a world-class product in EnviroSuite 2.0
- Group NPAT \$1.3m in FY14 up from \$1.02m in FY13

The Board and Management are clearly focused on:

1. Step Growth through Acquisitions
2. Commercialisation of Technology into Global Markets
3. Organic Growth of existing and acquired businesses



- Acquire profitable, scalable and complementary companies on private multiples
- Broaden the service offerings to existing and new clients
- Diversify revenue streams across clients and sectors
- Increase profit margins by acquiring strong business models
- Leverage the solid operating platform that the Group has put in place to accommodate rapid growth
- Become a highly profitable and diversified Environmental Technology and Services group

Acquisition 1 - Waste Solutions

- Acquisition of Waste Solutions Australia in May 2014
- Smaller transaction for the Group to re-enter the acquisition market
- Highly complementary business fit
- Instant uplift through cost saving in back-end consolidation
- Expansion of Consulting Practice areas to include:
 - Landfill Gas Management
 - Solid Waste Management
 - Contaminated Land Assessment
 - Ground Water Monitoring



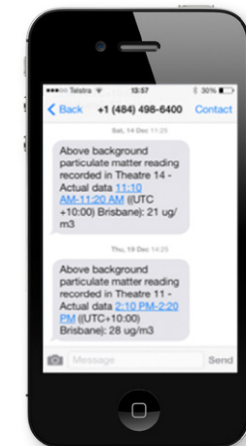
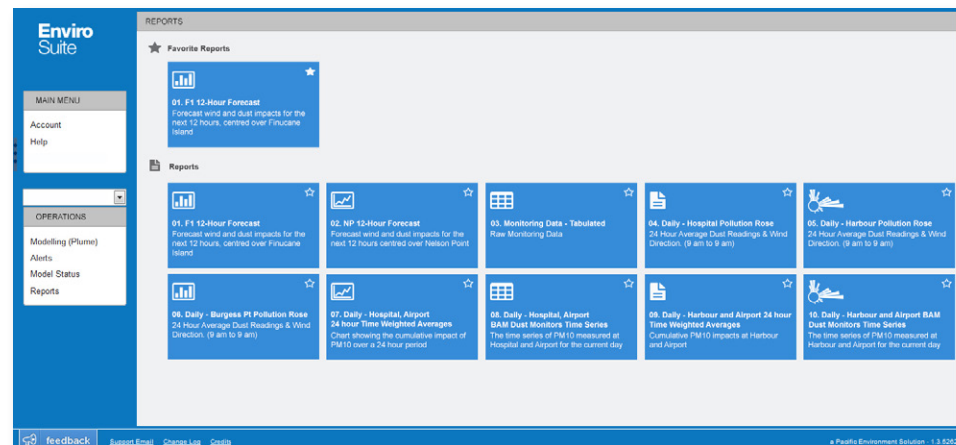
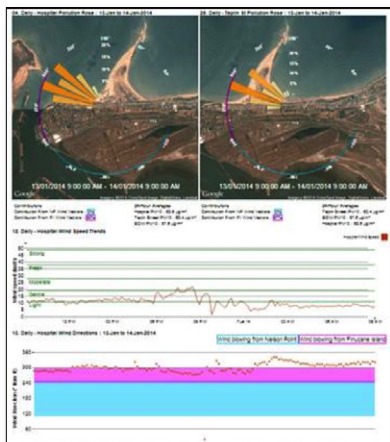
Acquisition 2 - DLA Environmental

- September 2014 - a transformational acquisition for the group
- Normalised profit of \$1.4m in FY2014
- Specialising in contaminated land assessment and remediation projects
- Acquired for total consideration of \$2.76m which is 3 times the annual target EBIT of \$918,000 to be paid over 3 installments*
- Adds scale and profitability
- Provides sector, client and skill-base diversity
- Major sectors:
 - Property Development
 - Heavy Industry
 - Infrastructure
 - Local Government

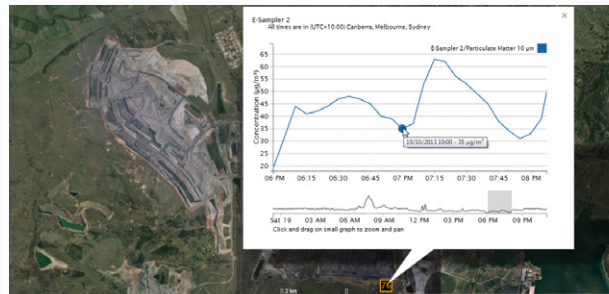


*Subject to up and downside performance triggers for the deferred payments detailed in announcement 22/09/2014

- Develop the current Technology (EnviroSuite 1.0) to become a scalable and secure solution (EnviroSuite 2.0) that presents a world-class software offering
- ES 2.0 solves the environmental requirements of a diverse range of clients across the globe
- Commenced development in July 2014
- First round of ES 2.0 modules due for completion in November 2014 with sales commencing immediately



- Advanced technology solution delivering forecast and real-time information
- Provides regulatory compliance and licence management solutions in a modular system
- Enables better planning and dynamic management of operations
- Currently used for:
 - Customised weather forecasting
 - Air quality management
 - Noise management
 - Blast management
 - Environmental data management
 - Complaints management
 - Environmental compliance reporting

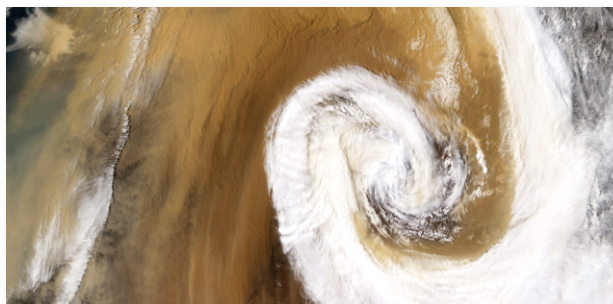


EnviroSuite is focused on providing economic outcomes for clients.

EnviroSuite unlocks project value by enabling clients to:

- Achieve Planning Approval
- Maximise Operational Efficiencies
- Manage Compliance Requirements
- Maintain Social License to Operate
- Assist in managing community health risks and concerns

The effective management of each of these is of significant commercial importance to the client.



Existing Clients

Module	Existing Clients
Weather - Forecasting	Rio Tinto, Port Hedland Port Authority, Pacific Aluminium, Wollongong Coal, Anglo American, BHP Biliton Iron Ore
Weather - Monitoring	Rio Tinto, Wollongong Coal, Anglo American, BHP Biliton Iron Ore, Environment Canterbury
Air - Forecast	Rio Tinto, Port Hedland Port Authority, Pacific Aluminium, BHP Biliton Iron Ore
Air - Monitoring	Rio Tinto, Port Hedland Port Authority, Pacific Aluminium, Wollongong Coal, Anglo American, BHP Biliton Iron Ore, Worley Parsons, Cockram, Queensland Alumina
Air - Nowcasting	Rio Tinto, BHP Biliton Iron Ore, Queensland Alumina
Noise - Forecast	Wollongong Coal
Noise - Monitoring	Wollongong Coal
Noise - Nowcasting	Multiple qualified prospects and requests for proposal
Blast - Air	Anglo American (two sites)
Blast - Overpressure	Anglo American
Complaints	Environment Canterbury, Queensland Alumina
National Pollutant Inventory	Approx. 25 Clients across more than 100 facilities
National Greenhouse and Energy Reporting	Tomingley Gold
Compliance Manager	Multiple qualified prospects and requests for proposal

EnviroSuite 2.0 global market estimated at over \$2 billion based only on ports, coal mines and coal-fired power stations.

Target Sectors:

- **Resources:** Mines, Oil & Gas, Bulk Ports, Refineries, Smelters
- **Heavy Industrial:** Power Stations, Cement, Chemicals
- **Construction:** Infrastructure, Transport, Hospitals
- **Agriculture:** Intensive livestock
- **Healthcare:** Hospitals
- **Local and Regional Government:** Mixed land use precincts

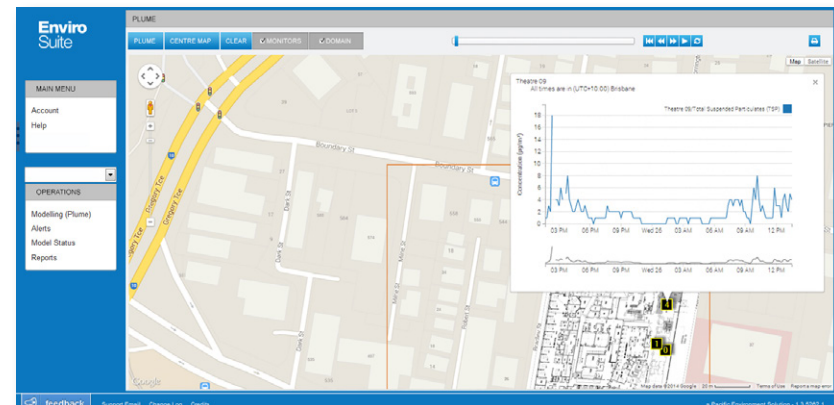
PEH has existing EnviroSuite 1.0 clients across all of these sectors.

Development of EnviroSuite 2.0 will allow accelerated penetration to domestic and global markets.

A complete rebuild of the system that will provide:

- **Scalability:** Scalable approach for faster implementation and processing speed
- **Functionality:** redesigned user interface and simplified workflow
- **Support:** upgraded software architecture to enable easier support for many more clients
- Modularity and extra functionality

Planning is also underway to pair this world-class product with strong distribution channels to accelerate industry take-up.



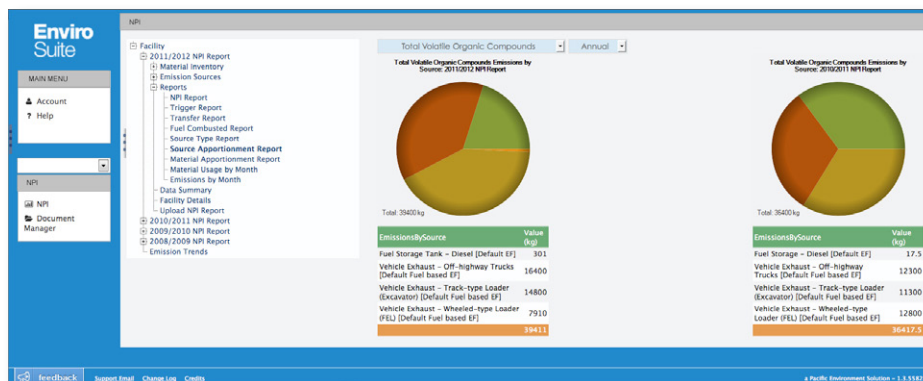
EnviroSuite 2.0 Summary

Central growth pillar to PEH and a potential company-maker with success in the global market.

EnviroSuite is proven. It has been operating at real client sites for more than 3 years and has evolved to cater to real-world needs.

System designed and supported by subject matter experts with many years of associated IP embedded in system.

Development of EnviroSuite 2.0 will facilitate rapid deployment and simple support enabling fast scale-up and access to the global market.



Organic Growth Strategy

Organic Growth through:

- Targeted business development,
- Cross selling across broader base of offerings

Practices will increase with acquisitions and now include:

- Air Quality & Meteorology
- Carbon Management
- Acoustics
- Toxicology & Health Assessment
- Ambient & Fugitive Monitoring
- Emission Monitoring
- Landfill Gas Management
- Solid Waste Management
- Contaminated Land Assessment
- Groundwater Monitoring

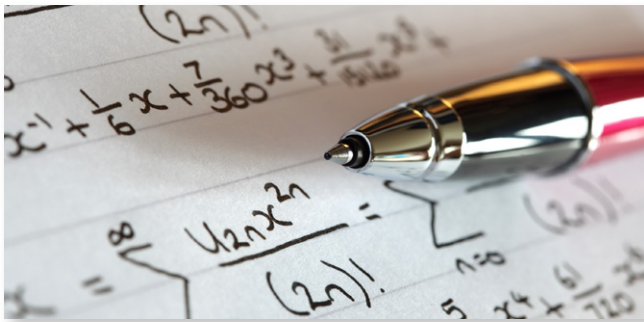


Shareholder Value Summary

Stable underlying business moving into a phase of step growth through the acquisition of quality businesses purchased on private multiples.

Exciting Technology with proven commercial potential being developed for rapid global uptake.

Competent board and management team that have turned the core business around and built a strong operating platform to facilitate the anticipated scale-up in revenues.





For more information:
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