



ASX RELEASE

15 November 2024

2024 Annual General Meeting – Chair's Address

Leading environmental intelligence technology company **Envirosuite Limited (ASX: EVS)** (**Envirosuite** or **the Company**) attaches the Chairman's Address to be delivered at the 2024 Annual General Meeting (**Meeting**) today, 15 November 2024 at 10:00am AEDT.

An investor presentation will be released separately and presented immediately following the AGM, and while only shareholders may vote and ask questions at the AGM, all investors are invited to view online as a guest by clicking the link below:

<https://web.lumiagm.com/343-551-119>

The results of the Meeting will be released to the ASX after the conclusion of the Meeting.

Authorised for release by the Board of Envirosuite Limited.

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ABOUT ENVIROSUITE

Envirosuite (ASX: EVS) is the world's most advanced environmental intelligence technology company, trusted by leading operators across the aviation, mining, industrial, waste and wastewater sectors.

Envirosuite combines evidence-based science and industry expertise to build category-leading technology that helps customers manage complex operational challenges, reducing risk and improving productivity while protecting and strengthening social license and community relationships.

By harnessing the power of environmental intelligence, Envirosuite is helping to create a world where industry, people and planet can prosper in partnership.

www.envirosuite.com

Chair's Address to the 2024 Annual General Meeting

Fellow Shareholders,

Our mission at Envirosuite is to revolutionise sustainable industry growth through environmental intelligence technology. The historically slow rise of ESG, or Environmental Social Governance, in the industrial, corporate psyche has now tipped over into a new phase in which we see a comparatively rapid uptake in the deployment of ESG initiatives – precisely where Envirosuite has developed its products and offerings. Companies, public utilities and regulators are scrambling to catch up with community expectations for a safer and cleaner environment. For our customers, Envirosuite is part of the glue that holds it all together, enabling a world where people, planet, and industry can prosper in partnership.

I acknowledge David Johnstone, who stepped down as Chair in September, and Sue Klose, who retires today, for their efforts in putting the Company in its current position from which we can now build. I again welcome Eric, who is up for shareholder election today as director, and we highly value his networks, drive and sales capacities. I also welcome Emma Stepic as our new CFO, with whom we are taking a fresh look at the Company's organisational structure and financial management practices as we move forward.

I am excited with the position that we are now in – a position of strength in the market and a position of focus to achieve company performance goals. The Company is not without challenges. However, we have shown that we can work through difficult periods and bring new opportunities to the table. Along with the board and executive leadership, I am committed to building shareholder value. I have had significant contact with current and prospective investors since taking the Chair, with overall strong positive feedback that we are shaping Envirosuite with the commercial and strategically sound approach that investors expect.

We seek to make the most of the opportunity in front of us as the industry dynamics evolve in our favour. Specifically, we are focused on 3 key areas:

- Leverage the strategic investment and collaboration with Hitachi Construction Machinery, or HCM, to penetrate the industrial mining sector
- Improve the financial analysis and insights from the business to enable business managers to make data-driven decisions in both areas of our business: aviation and industrial
- Accelerate GTM (go-to-market) initiatives through sales structure improvements, sales enablement investment, and marketing.

A bit of detail on those areas is worth sharing. First, the recent strategic investment and collaboration with HCM is a significant milestone in the Company's history. More than just investment dollars, it is a vindication of years of investment and steady commercial progress that has put Envirosuite at the top of its field at a time when the industry, particularly the global mining industry, is seeking ROI-measurable ESG solutions that enable "responsible productivity and operations" that can be tangibly demonstrated to community and regulatory stakeholders. That is what we provide, and with the added reach and strength of our partners, we have a great opportunity to scale up our deployments and deeply embed ourselves in the future of 'business as usual' of the mining industry. We expect success in year 1 of this partnership in co-selling to existing HCM mining customers and in enabling HCM entities to represent and sell Envirosuite technology to new customers as well. The main goal of this partnership is accelerated go-to-market success for both businesses.

Second, we are making data-driven decisions in the financial management of our business. We essentially have two businesses under one roof. Our aviation business, which was acquired in 2020, provides global reach into one of the hardest industries to access and decades of networks, expertise and technology in a regulatory-compelled customer market with long-standing relationships providing highly sophisticated noise, vibration and emissions monitoring and reporting. Our latest major contract win with NASA underscores our industry-leading position, which we continue to maintain in innovation and incumbency against all other competitors. We have the opportunity to grow both the top and bottom lines of this business with thoughtful financial decision-making.

In contrast, we have our expansion-stage industrial business, which is the original Envirosuite business focused on mining, public utilities and local government, as well as other heavy industries where operators are trying to optimise what they do and be good community members at the same time. Regulatory compliance and positive community engagement are central considerations in maintaining their “license to operate”. Envirosuite’s solutions are now in industrial control rooms, working alongside and in conjunction with central operating systems to manage the day-to-day business. Our industrial business is four times the size it was when we bought the Aviation business just over four years ago, and we are focused on delivering a new level of scale-up in the years to come.

Thirdly, we see an opportunity to better reach customers and increase our rate of customer acquisition with sales structure changes and sales enablement. Our regional approach to customers is essential in the market segments in which we operate, but there are efficiencies to be gained with the global alignment of messaging and product offerings. Enabling our sales professionals to close more deals and better deals is a relatively quick way to improve our performance. Our products are excellent and meet customer’s needs. Investing in sales and marketing will allow us to help customers revolutionise sustainable growth in their businesses with our environmental technology.

In summary, I am confident that we are in a position of strength with market tailwinds favouring us in ESG-driven industries. We are actively working on changes in the Envirosuite business that will increase value for shareholders and customers, and we are optimistic that we can enable a world where people, the planet and industry can prosper in partnership.

I thank all shareholders for their support.