

**Company Announcements Office
Australian Securities Exchange**

ENVIROSUITE LIMITED

2020 ANNUAL GENERAL MEETING - CHAIRMAN'S ADDRESS

27 November 2020 – Envirosuite Limited is pleased to release the Chairman's address to be delivered at its Annual General Meeting today.

Rachel Ormiston
Company Secretary

Fellow Shareholders,

I am very pleased to welcome you to Envirosuite's 2020 Annual General Meeting. Thank you for adapting to the nuances of this year's virtual meeting which gives us the opportunity to welcome shareholders and their representatives attending from wherever they are in the world at this time.

At the general meeting in February this year I spoke about the historical resilience of the acquired EMS business. I am pleased to report that we have now seen this resilience tested and the business model and relationships vindicated first-hand during the events of 2020. EMS is proving to be an outstanding acquisition.

Our business has continued to grow through this challenging period with our recurring revenues expanding across almost every sector. It is only some unavoidable universal delays in new capital spend by some of our airport clients that has impacted our project or one-off revenue.

As you know EVS has set our medium-term growth targets to achieve an average compound growth of 20% per annum. The majority of our revenue is recurring, sourced from long-term blue-chip customers across a diversity of core economic sectors and geographies. We expect our margins to continually improve as we grow, adding to our very stable recurring revenue base.

In addition to our strong Australian base we are now well established in each of the other major geographies being North & South America, Europe and China. We have employees in 14 countries in total.

Our China business had only recently been established prior to the acquisition of EMS. It has done very well to accommodate and embrace both the existing business and the new opportunities that the acquisition has presented to it.

We acknowledge and thank Mr. Zhigang Zhang who formally retires from the board today. Mr. Zhang has added significant value not only in giving us a great start in China but also across our business with his strategic acumen and understanding of growing a business in the Environmental sector particularly in the water treatment sector.

We have had a string of notable sales in recent months across each of our core sectors. The length of the contracts - up to five years - and the profile of the clients, at the top of their respective industries globally, is a testament to our technology and our business model. Peter White, our CEO, will provide further details in his CEO Update.

Our market offering in the last year has grown in multiples which has vastly opened up the accessible market size. Adding to this in the coming 12 months we will be launching our new water technologies SeweX and AqMB through the global Envirosuite platform. This will provide a revolutionary step change in the water treatment sector and materially improve the operating model for operators in the industry. We are well networked in the enormous water sector and well set for rapid deployment as we roll out this ground-breaking technology from calendar year 2021 onwards.

Only a year ago Envirosuite's revenue base was predominantly from the air quality and odour markets. Now your company has a much broader footprint with a unique offering across Air

Quality, Odour, Noise and Vibration, and Water. We can proudly say that we command the leading technology platform for Environmental Intelligence globally.

The upheaval of the pandemic in 2020 has reminded us that we are all connected to the health and environmental outcomes of human activity. Envirosuite is noticing growing awareness from all corners of government, industry and community, that each stakeholder is obliged to increasingly understand, disclose and proactively manage the nature of their relationship with the environment.

This is the essence of 'Environmental Intelligence'. Envirosuite offers the leading platform to facilitate government and industry to get ahead of the curve and better manage their regulatory obligations and build their social licence, without compromising the pursuit of commercial objectives and productive outcomes.

As the world emerges from this current once-in-a-century shock, Envirosuite is primed to be a front-running beneficiary. People will get back to business with a new mindfulness around the central importance of environmental intelligence. As air travel resumes, new infrastructure projects commence and industries invest with long-term views in a low interest rate environment, Envirosuite is ideally positioned to play an ever increasing role.

We are very pleased to welcome Ms. Sue Klose who has accepted the appointment as a non-executive Director of the Company as at 1st December 2020. Sue brings a fresh perspective from a highly relevant background in high growth global technology platform businesses with a strong commercial background in digital marketing, and will play an integral part in the Group as we move into the next phase of our growth.

Thank you to our CEO Peter White who has led us through both the EMS acquisition and the 2020 calendar year to deliver a business that continues to track to its objectives established in February 2020. Peter and his team are to be congratulated for their tremendous effort in completing a successful integration and a remodelling of the business and its operations coupled with a high growth agenda.

I would also like to formally welcome our recently appointed Chief Operating Office Jason Cooper and Chief Financial Officer, Matt Patterson. Jason joins us with many years' experience in optimising high growth technology companies in the USA, and Matt joins us after senior international roles in Macquarie Group. Both of these gentlemen have already started to make a positive impact on the group and will be valuable assets to the company in the future.

Now that Envirosuite has scale we are able to access a new level of corporate opportunities with doors that were previously closed only on account of our size are now open to us. Institutional Investors, M&A activity, strategic partners, new board members, staff and management have all helped position us for an exciting future.

Lastly, I would like to thank my fellow directors, the executive and most importantly our staff for their tireless efforts in such trying circumstances. You have stood strong to the challenges and created a robust, vibrant and long-lasting Company. To our shareholders I thank you for entrusting your faith in the EVS team.

Thank you.

About Envirosuite

Envirosuite (ASX:EVS) is a global leader in environmental intelligence spanning more than 15 countries and is a trusted partner to the world's leading industry operators in airports, cities, construction, mining, heavy industry, waste and water.

Envirosuite's solutions combines leading-edge science and predictive technology with industry expertise to produce actionable insights, allowing customers to optimise their operations whilst managing their environmental impact.

By harnessing the power of environmental intelligence, Envirosuite helps industry grow and communities thrive.

www.envirosuite.com



Annual General Meeting

November 2020



Disclaimer

The material in this presentation is general background information and is current at the date of the presentation. The information is given in summary form and does not purport to be complete.

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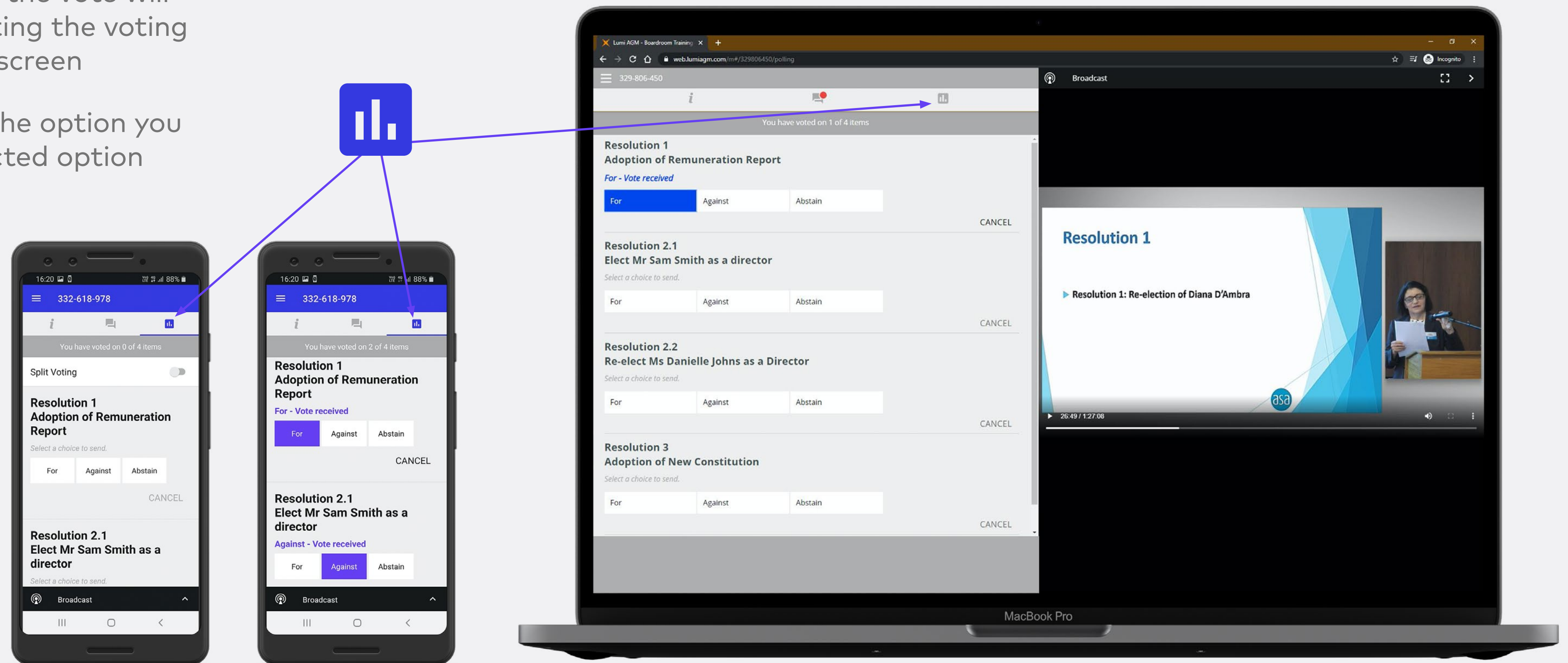
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Any opinions expressed reflect the Group's position at the date of this presentation and are subject to change.

All amounts are in Australian dollars unless otherwise stated.

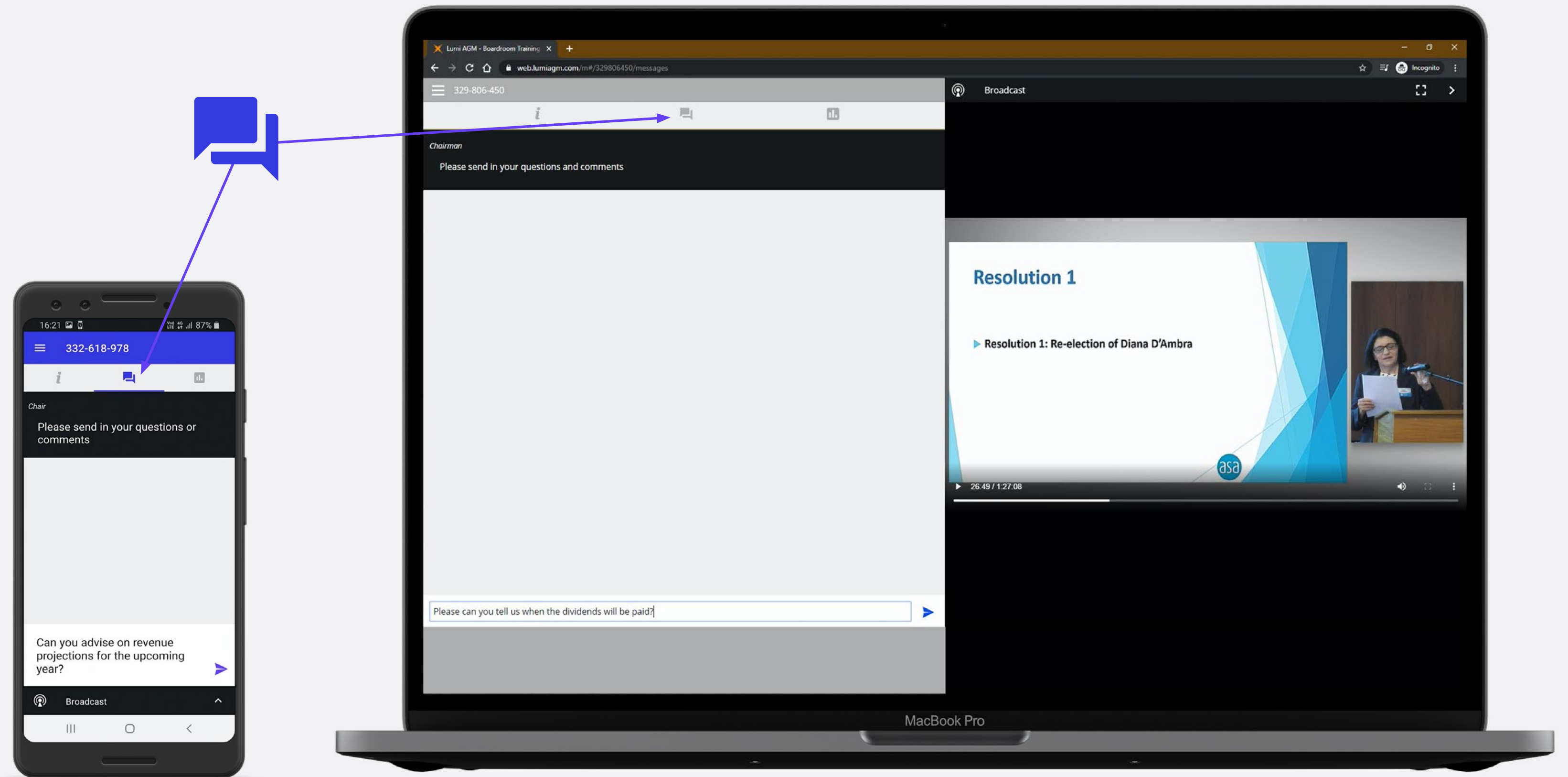
Online attendees – Voting process

- When the poll is open, the vote will be accessible by selecting the voting icon at the top of the screen
- To vote simply select the option you wish to send, the selected option will change colour



Online attendees – Question process

- › When the Question function is available, the Q&A icon will appear at the top of the app.
- › To send in a question, simply click in the 'Ask a question' box, type your question and then press the send arrow
- › Your question will be sent immediately for review



Agenda

1. Welcome
2. Chairman's Address
3. Resolutions
4. CEO Update
5. General Q & A



Chairman's Address



David Johnstone
Chair of the board



Resolutions

An aerial photograph showing a multi-lane highway with several cars and trucks. To the right of the highway is a port area with numerous shipping containers, some covered with green tarps, and a barge with a yellow crane in the water. The text "Consideration of Reports" is overlaid on the left side of the image.

Consideration of Reports

RESOLUTION 1

Remuneration Report Adoption

To consider and, if thought fit, pass, with or without amendment, the following resolution, in accordance with section 250R(2) of the Corporations Act, as an **ordinary resolution**:

"That the Remuneration Report for the year ended 30 June 2020 be adopted."

Votes for
221,620,884

Votes Against
33,208,887

Votes Open
40,599,886

Votes Total
295,429,657

RESOLUTION 2

Re-election of Mr. D Johnstone as Director

To consider and, if thought fit, pass, with or without amendment, the following resolution as an **ordinary resolution**:

"That Mr. David Johnstone, who retires in accordance with the Company's constitution and being eligible offers himself for election, is re-elected as a director of the Company with effect from the end of the Meeting."

Votes for
241,972,771

Votes Against
22,334,213

Votes Open
40,583,433

Votes Total
304,890,417

RESOLUTIONS 3

Grant of options for role as Director

To consider and, if thought fit, pass, with or without amendment, the following resolution as an **ordinary resolution**:

"That for the purposes of ASX Listing Rule 10.11 and for all other purposes, the Company is authorised to grant a total of 2,000,000 options to subscribe for ordinary shares in the capital of the Company to incoming Director, Ms. Susan Klose on the terms and conditions detailed in the Explanatory Memorandum accompanying this Notice of Meeting."

Votes for
242,889,745

Votes Against
29,273,094

Votes Open
40,597,386

Votes Total
312,760,225

RESOLUTION 4

Approval of the securities component of the CEO's remuneration package

To consider, and if thought fit, to pass, with or without amendment, the following resolution as an ordinary resolution:

"That for the purposes of ASX Listing Rule 10.14, Chapter 2E of the Corporations Act and for all other purposes, the Company is authorised to grant 4,000,000 performance rights that convert to ordinary shares, to CEO and Managing Director, Mr Peter White, on the terms and conditions detailed in the Explanatory Memorandum accompanying this Notice of Meeting ."

Votes for
237,678,155

Votes Against
24,885,252

Votes Open
40,694,886

Votes Total
303,258,293

RESOLUTION 5

Adoption of a new equity plan applicable to employees

To consider, and if thought fit, to pass, with or without amendment, the following resolution as an ordinary resolution:

"That, for the purpose of Exception 13 to Listing Rule 7.2 and for all other purposes, the Shareholders approve the issue of up to 30 million ordinary shares in the capital of the Company under the Envirosuite Equity Plan on the terms and conditions set out in the Explanatory Statement accompanying this notice."

Votes for
270,372,441

Votes Against
1,454,177

Votes Open
40,599,886

Votes Total
312,426,504

RESOLUTION 6

Amendments to the constitution

To consider and, if thought fit, to pass the following resolution as a special resolution:

"That, pursuant to section 136(2) of the Corporations Act, approval is given for the Company to amend the Constitution in the manner set out in the Explanatory Statement and in the form presented at the Meeting and received by the Chairman, with effect from the conclusion of the Meeting."

Votes for
243,581,143

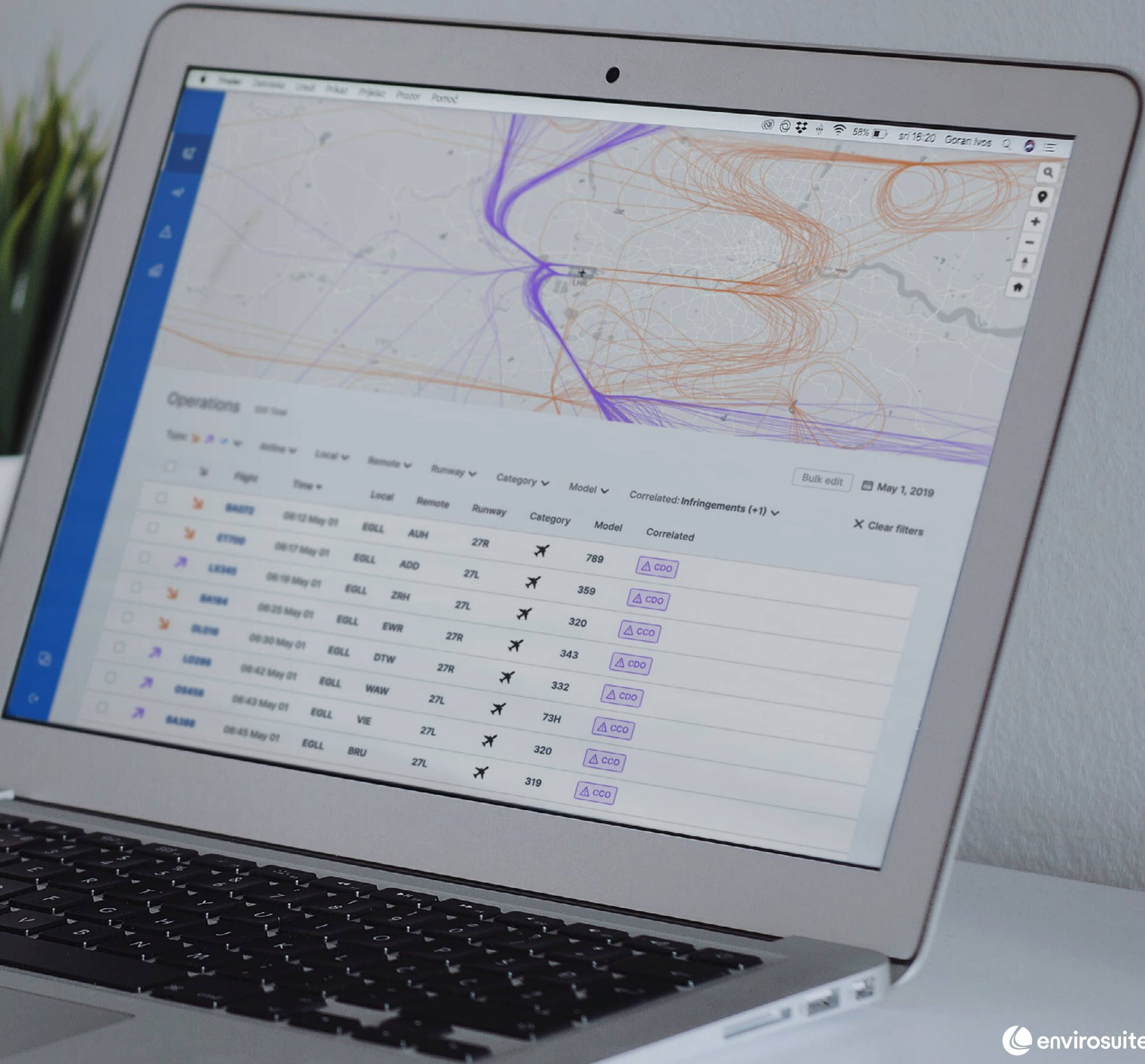
Votes Against
26,343,006


Votes Open
40,599,886

Votes Total
310,524,035

Please complete voting now.
The formal business of the
meeting is now closed.

CEO Update





Envirosuite is on a journey to
become the global leader in
Environmental Intelligence

Environmental Intelligence is the use of technology to leverage complex environmental data to create actionable insights in real-time

FROST & SULLIVAN REPORT

Industry view on Environmental Intelligence

FROST & SULLIVAN

Frost & Sullivan surveyed 272 executives from sectors across the globe to understand the perception of Environmental Intelligence (EI) - an evolution of environmental management

- › EI is the key to unlocking business growth
- › The advances in technology enable EI to become a competitive advantage
- › There is a rising tide of regulation globally with national environmental frameworks increasing from 3 to 176 nations in the last 40 years
- › Increased urbanisation drives the need for EI more than ever before
- › The convergence of technology and connectivity across cloud, IoT and machine learning means that EI is available now



COVID-19 Airports update

EVS continues to remain resilient despite impact of COVID-19

- › EVS customers are airports not airlines

- › Recurring revenue longer-term contracts still continuing

- › A few airports have requested temporary discounts

- › With the second wave in Europe and USA, airports are being careful with their discretionary projects

- › Still signing on new airports and renewing longer-term contracts

- › Demand for noise monitoring post-COVID is expected to increase

The Envirosuite differentiator



Envirosuite in action at Airports

Sample of recent wins



**Community Engagement
at 3 airports**

- › Customer for over 25 years

Istanbul Airport 

Noise Management

- › 5 year contract



Airport Operations

- › Re-engagement with
prior customer



Noise Management

- › Renewal with Beijing Airport

Envirosuite in action for Industrial and Mining

Sample of recent wins



French city wastewater

- > 5 year contract
- > 6th Veolia site globally



Chilean Copper mine

- > Dust management
- > Potential further BHP mines

Port of Melbourne



Noise Management

- > Community engagement



Odour Management

- > Community engagement
- > 2nd site with customer

Other recent wins of interest

🏆 Macquarie referral partnership

- › Motorway project in Holland
- › Waste landfill site in New York

🏆 First win with Singapore government

- › 2 wastewater sites
- › Potential further 4 sites

Emerging EVS Water solutions

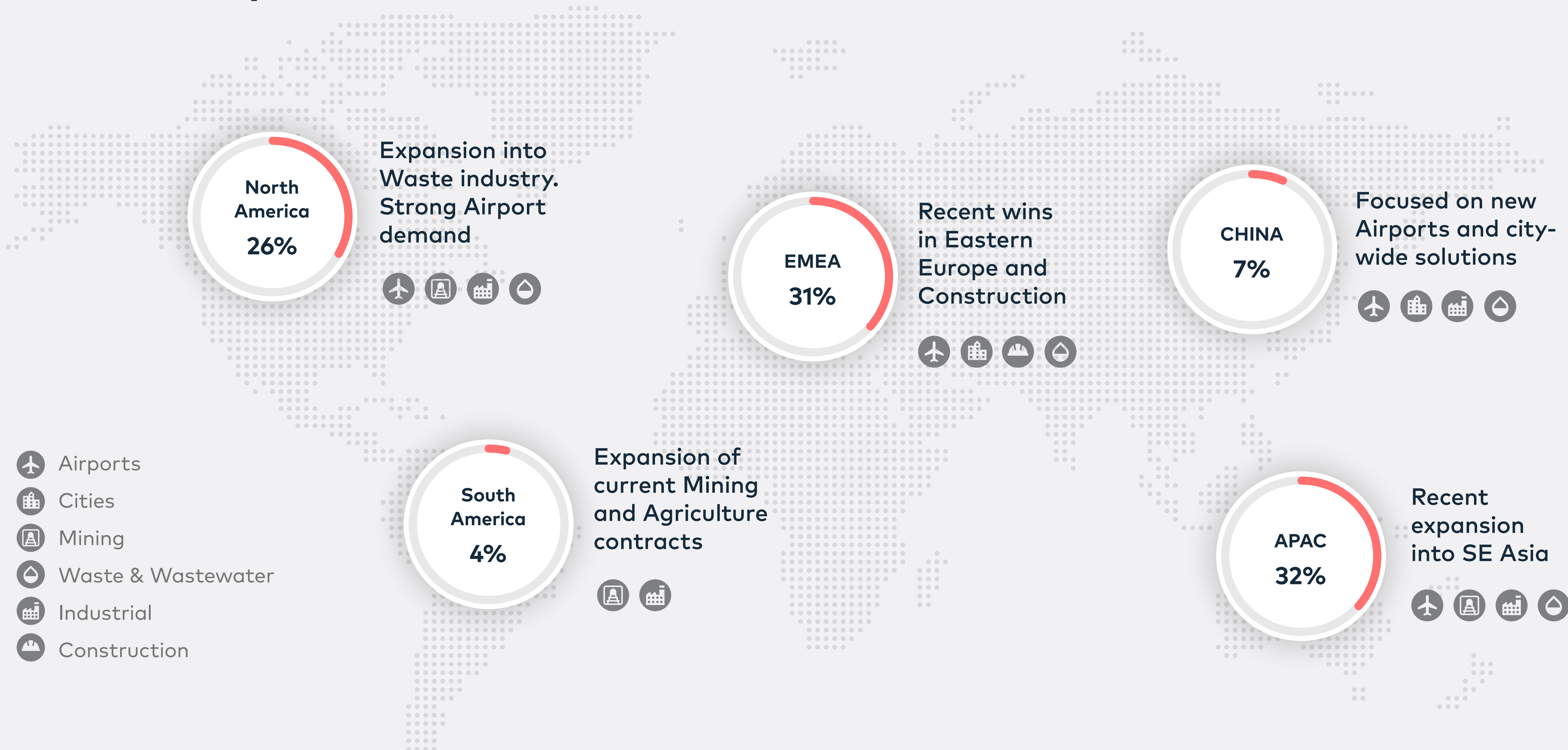
EVS Water

- › Ready for release now
- › Already sold to GHD
- › Trials commencing in North America, UK, and Asia
- › Full commercial launch in February 2021

SeweX











- › IP developed in collaboration with industry partners
- › Trial with a Queensland water utility
- › Further trials in Europe
- › Full commercial launch in February 2021

Global snapshot



Update on deals

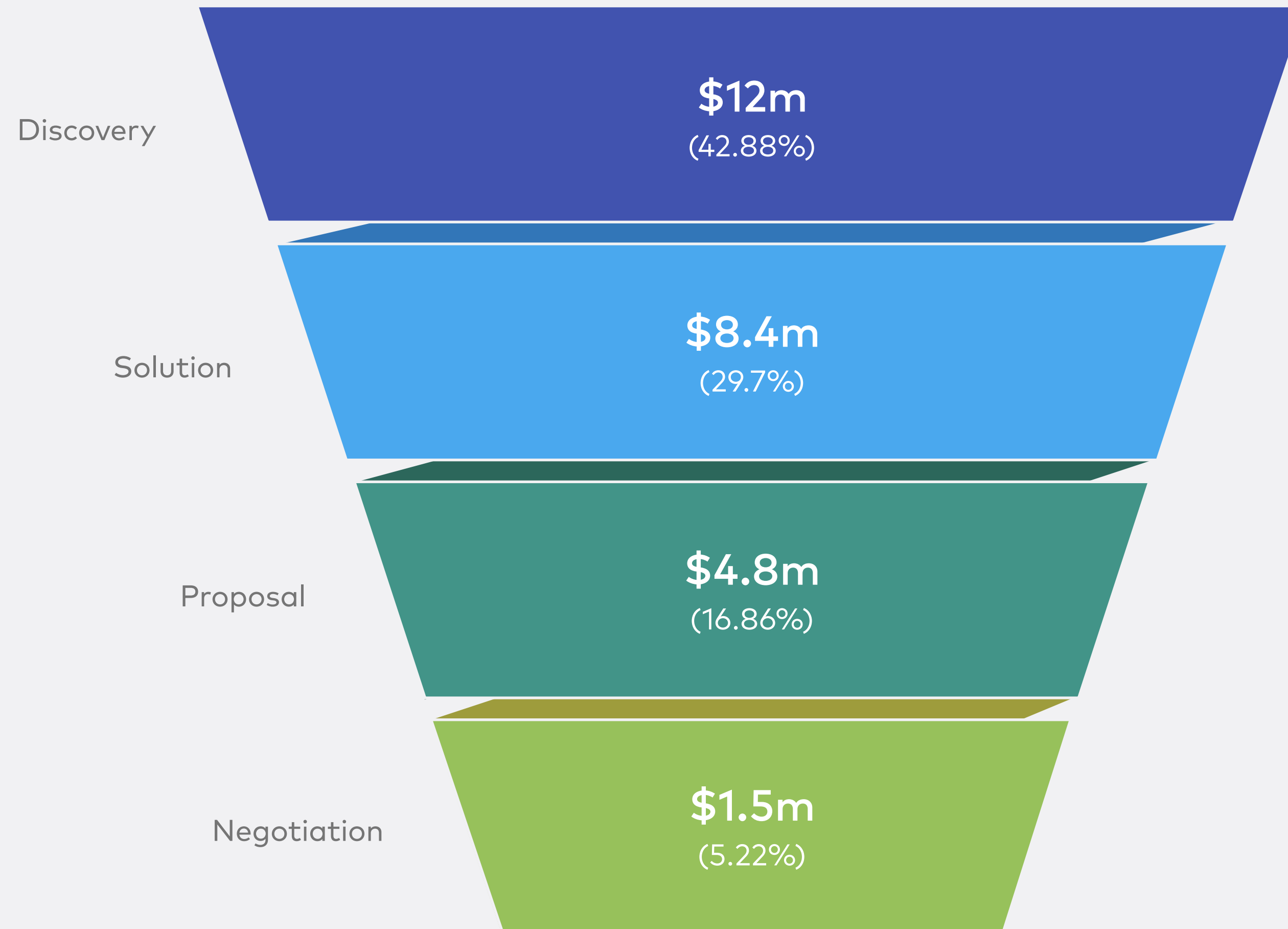
- > Regional and sector breadth of sales opportunities
- > Opportunities in table opposite were listed in presentation on September 16, as potential deals
- > Opportunities listed with status updated

Prospect	Sector	Region	ARR	Status
Major airport upgrade	 Airports	Korea	\$160,000	Converted to project sale
Major city airport	 Airports	USA	\$260,000	In final negotiation
Highway	 Construction	Canada	\$230,000	Still open
Building	 Construction	UK	\$200,000	In final negotiation
Copper mine	 Mining	Chile	\$250,000	Awarded
Bulk port	 Ports	Australia	\$135,000	Awarded
Municipality	 Waste	USA	\$90,000	Awarded
Municipality	 Wastewater	China	\$100,000	Still open
Municipality	 Wastewater	France	\$75,000	Awarded
City	 Wastewater	SE Asia	\$140,000	Awarded

Pipeline

As at 22nd November
Pipeline excludes China

Total new ARR funnel: \$26m



2021 Transformation through strategic investment



Increase Gross Margin

- › Consolidate software platform
- › Increase automation in place of current service offerings
- › Reduce focus on lower margin hardware sales



More scalable and agile tech environment

- › Consolidate infrastructure into Amazon Web Services (AWS) to increase scalability
- › Migrate airport customers to new cloud environment
- › Further implement machine learning to improve speed of product development timeline



Higher Value EVS Solutions

- › New EVS Water solution
- › Deeper engagement with customers to connect operational data to EVS platform
- › Move beyond compliance to provide actionable insights for operational efficiency



Cement leadership in EI marketplace

- › Establish enterprise level sales with multi-site customers
- › Partnerships with large corporates
- › Opportunities for M&A

Q&A



Harness the power of
environmental intelligence