

Company Presentation

Annual General Meeting

November 25th 2015

**Pacific Environment
Limited** 

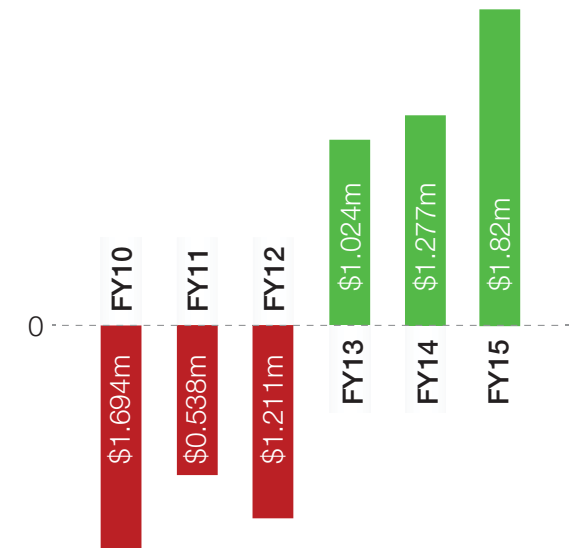
 Consulting  Technologies  Monitoring

Company Snapshot

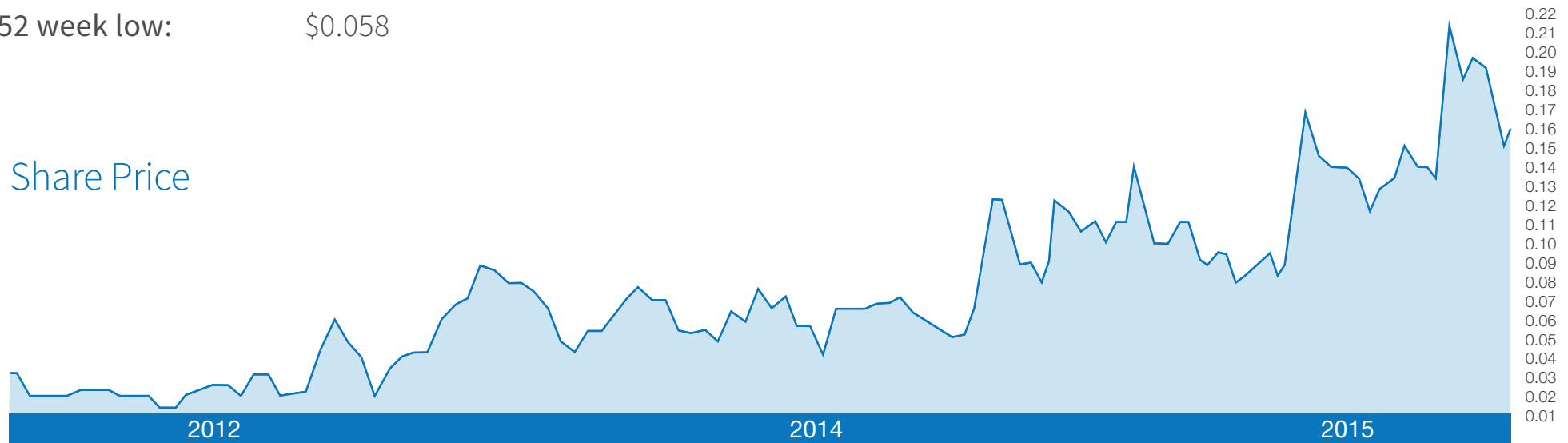
As of November 24 2015:

	24 Nov 2014	24 Nov 2015
Market Cap:	\$6.0m	\$22.5m

Shares on issue:	145m
Top 10 holdings:	44%
52 week high:	\$0.22
52 week low:	\$0.058



Share Price



FY15 Results

Strong result with improvement across all key financial metrics:

\$'000	30 June 2015	30 June 2014	%
Revenue	14,805	9,618	+54%
EBITDA*	2,472	1,977	+25%
EBIT*	2,082	1,515	+37%
Profit after tax*	1,822	1,277	+43%
Convertible note	1,260	1,800	
Note: Profit results include R&D rebate of \$1.6m			

* from continuing operations

Convertible note

- Reduced 50% to \$900,000 through partial conversion

FY14 - Highlights

Oct 14	DLA acquisition completed
Dec 14	Westconnex \$4m multi-year contract
Jan 15	First client migrated to ES 2.0
Feb 15	COO Appointment
Feb 15	ISO9001 & AS4801 Certification
Apr 15	Divestment of non core business
May 15	\$1.5 mil Capital Raise for international expansion of ES
Jun 15	Multiple ES contract wins
Jun 15	EnviroSuite USA Roadshow
Aug 15	EnviroSuite European Roadshow
Aug 15	EnviroSuite 2.0 completed
Aug 15	EnviroSuite SE Asia Roadshow
Oct 15	First EnviroSuite sale in SE Asia
Oct 15	EnviroSuite wins Technology Award
Nov 15	International Finance Executive appointed CFO



**AUSTRALIAN
TECHNOLOGIES
COMPETITION
WINNER**
BUILT ENVIRONMENT AWARD

Technologies New Business Momentum

EnviroSuite wins since July 2014:



Technology Recognition

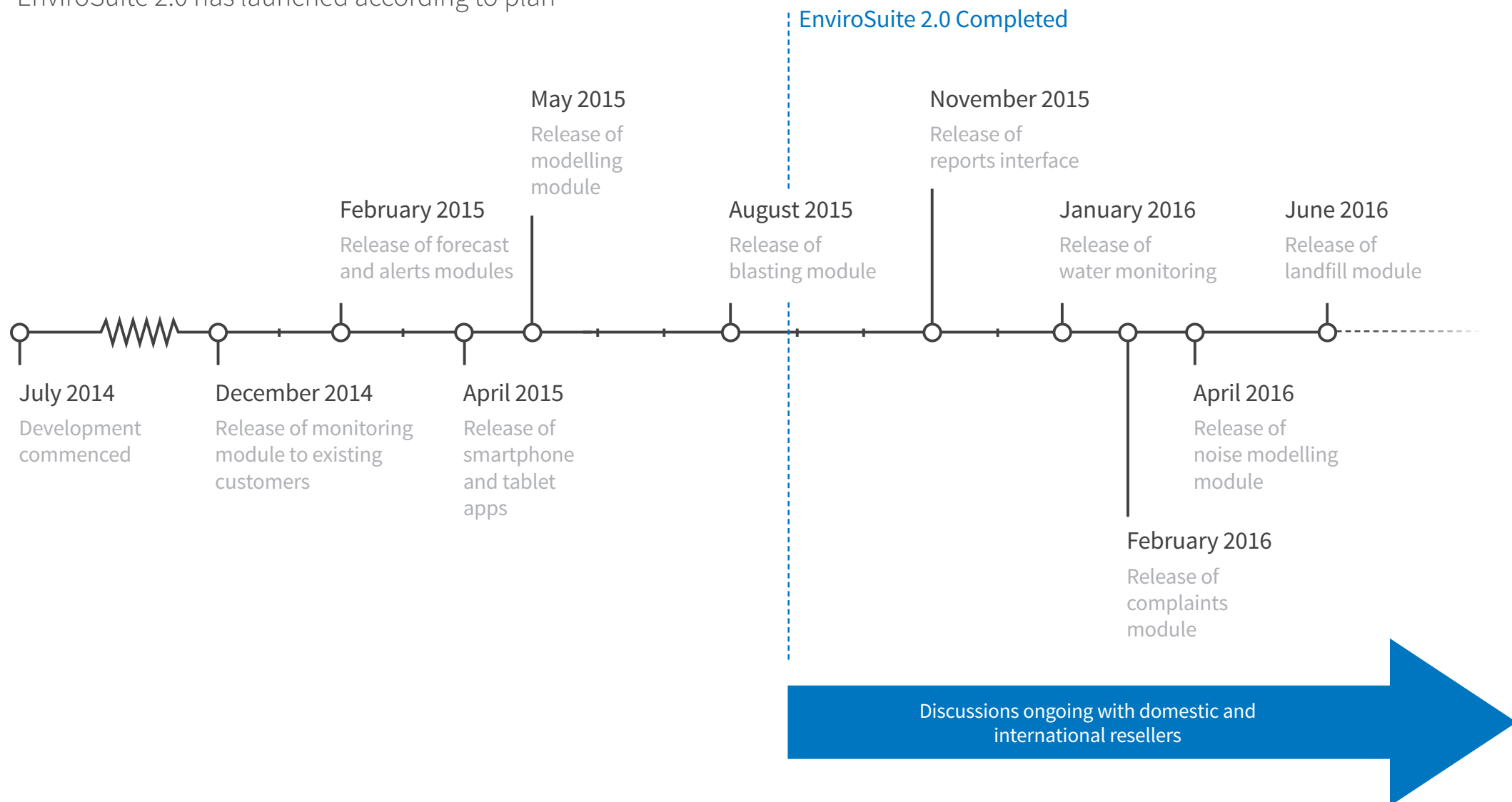


- Over 130 technology companies entered
- Entered in 2 categories - mining, and built environment
- Final 4 in both categories
- Won the Built Environment category
- Independent expert validation of technical platform



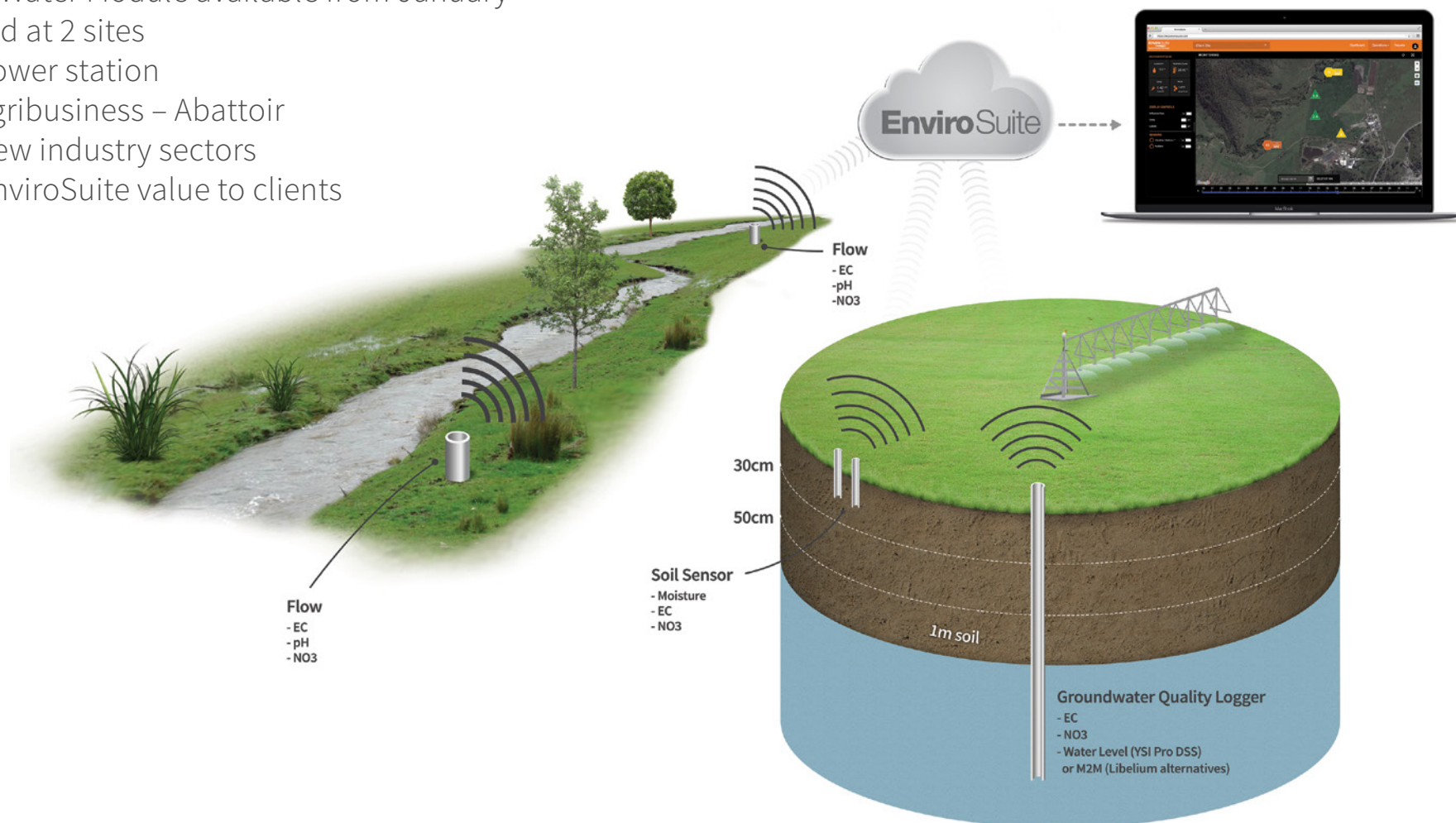
EnviroSuite Roadmap

EnviroSuite 2.0 has launched according to plan



Water Monitoring Module

- EnviroSuite Water Module available from January
- Being piloted at 2 sites
 - Power station
 - Agribusiness – Abattoir
- Opens up new industry sectors
- Broadens EnviroSuite value to clients



Indirect Sales Channels

Strategy is to align ourselves with selected partners in target geographies

- Over past 6 months major activities focused on channel establishment:
 - Currently in negotiations with resellers in
 - North America
 - Asia – Singapore, Malaysia
 - Europe – Spain, Greece
 - December 2016
 - Meetings with provincial EPA in China, and
 - Hong Kong



Market focus

Target Sectors



Mining



Ports



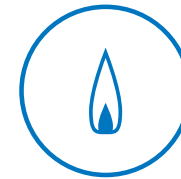
Manufacturing



Hospitals

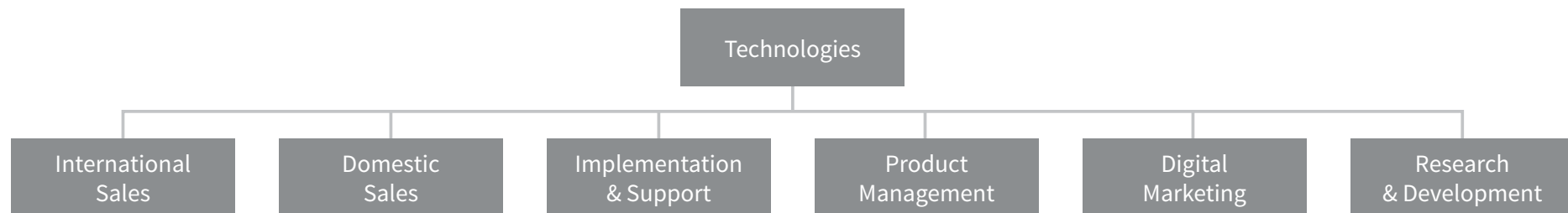


Government



Energy

Group Functions

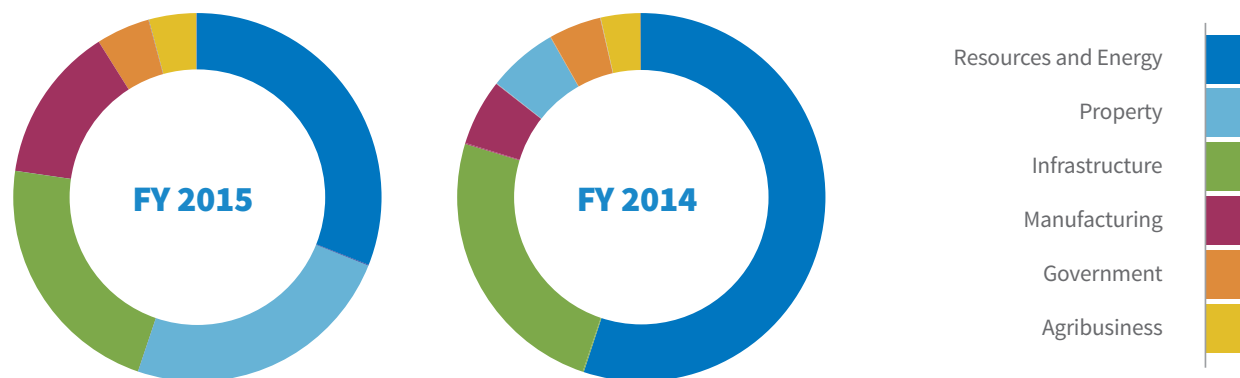


Consulting and Monitoring project highlights

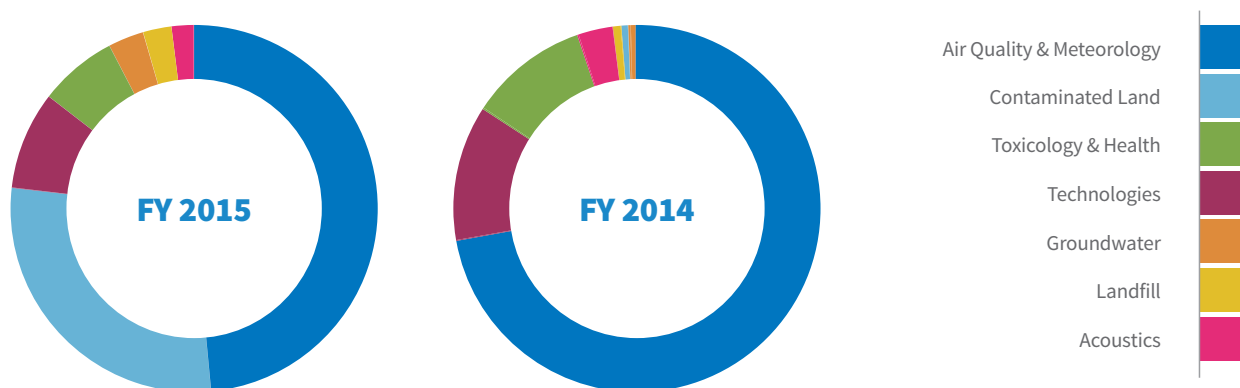
Business Unit	Project
NSW	Westconnex M5, Westconnex NO2
NSW	Sydney second airport
Vic	CRC CARE – MTBE Guidance, Site Remediation Objective
Vic	NZ EPA
QLD/SA	Mt Isa Mine (combined with ES)
QLD/SA	MMG – Tailings facilities
WSA	Phyto-capping projects in NSW/VIC/Qld
WSA	Agribusiness – Waste Water Management
WA	Columbia & Greenland Assessments
WA	MZI, Port Hedland continuation
DLA	Urban Growth NSW
DLA	Crown Group continuation

Increasing Diversity in Sectors & Practice

Industry Sectors - 2015 vs 2014



Practice breakdown - 2015 vs 2014



The Year Ahead

International

- Establishing channels with technical and commercial partners
- Discussions continuing with acquisition prospects within target markets
- Focus on North American, European and Asian markets

Domestic

- Doubling technology sales team
- Increased focus on digital marketing
- Further diversification of consulting base through geographies, skills mix, and acquisition

Technology Roadmap

- Further development:
 - Ground and surface water monitoring and modelling
 - Noise modelling
 - Complaints management
 - Increased interfaces into site operations

For more information:

www.pacific-environment.com

www.envirosuite.com

Peter White

Chief Executive Officer

peter.white@pacific-environment.com

Australian Head Office

Level 1, 146 Arthur Street

North Sydney 2060

P: +61 2 9870 0950

E: enquiries@pacific-environment.com

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Limited**



EnviroSuite

