



# Our time is now



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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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All amounts are in Australian dollars unless otherwise stated.

# Agenda

01

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**BUSINESS UPDATE**

02

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**FINANCIALS**

03

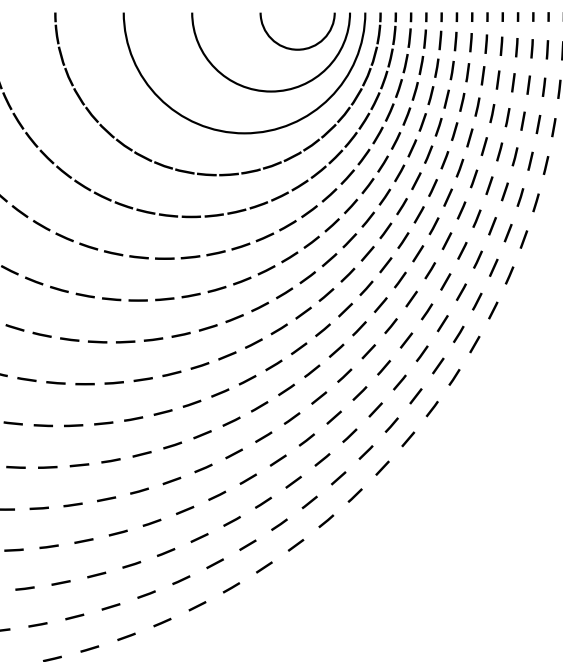
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**OUTLOOK**

04

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**Q & A**





# Key Metrics

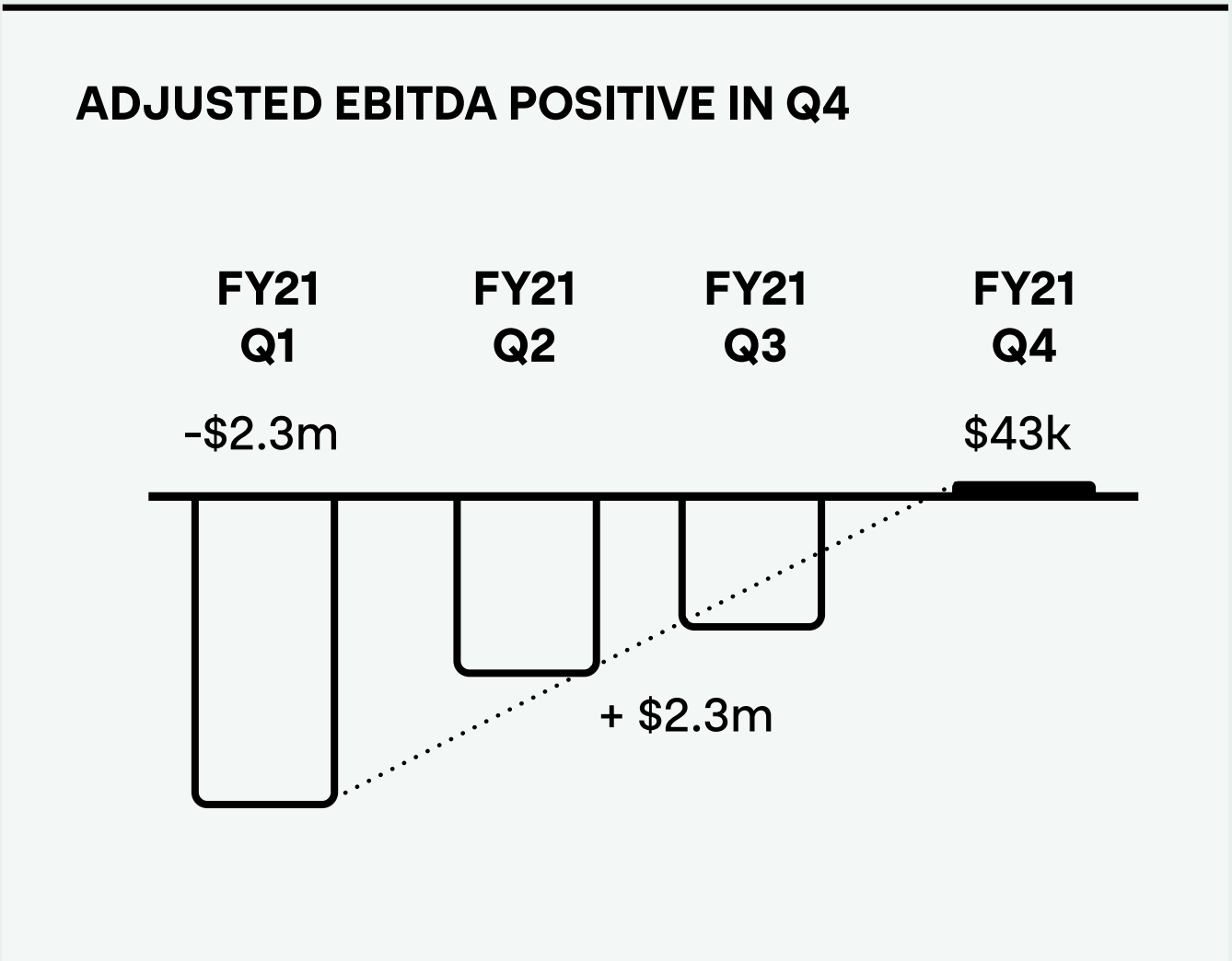
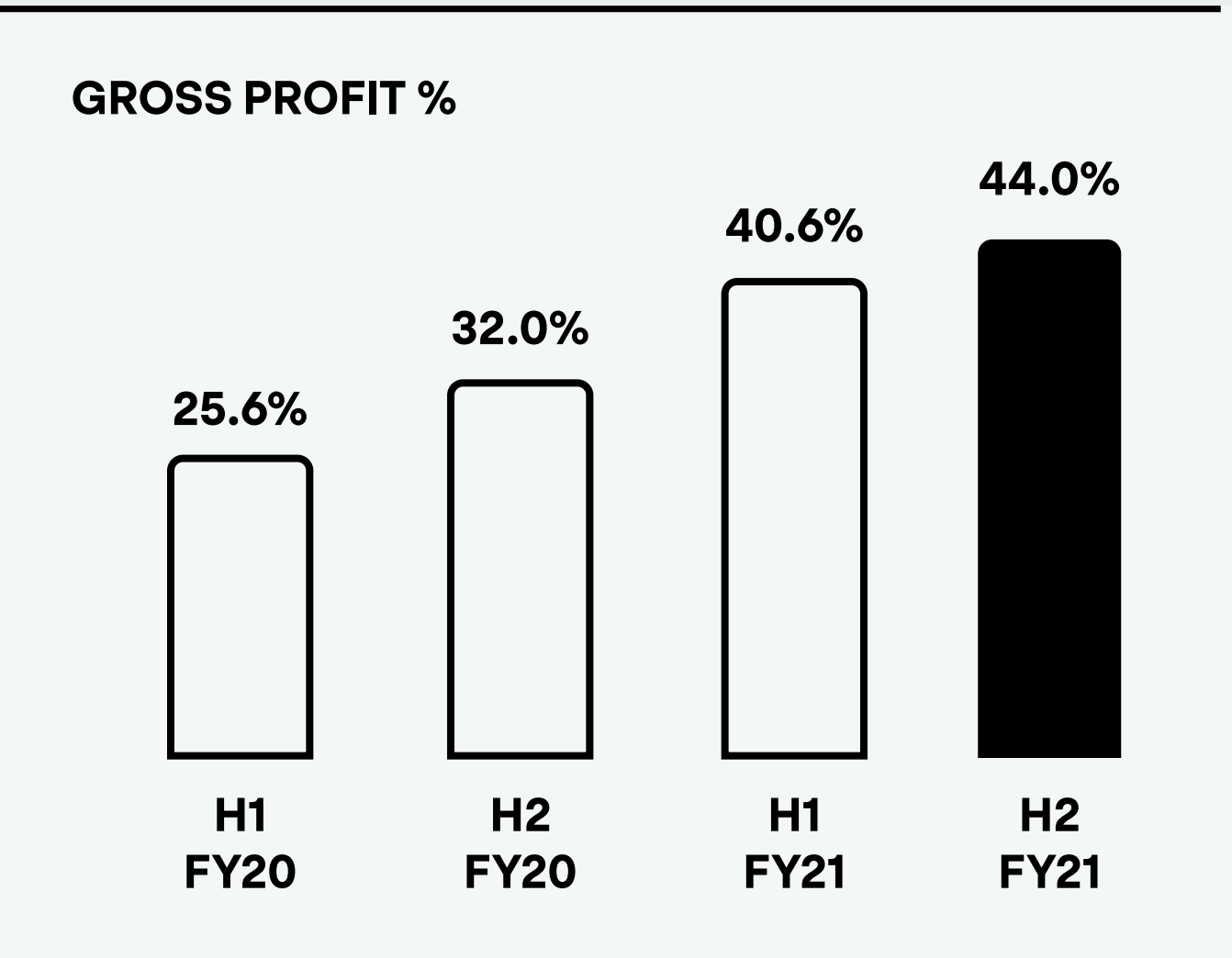
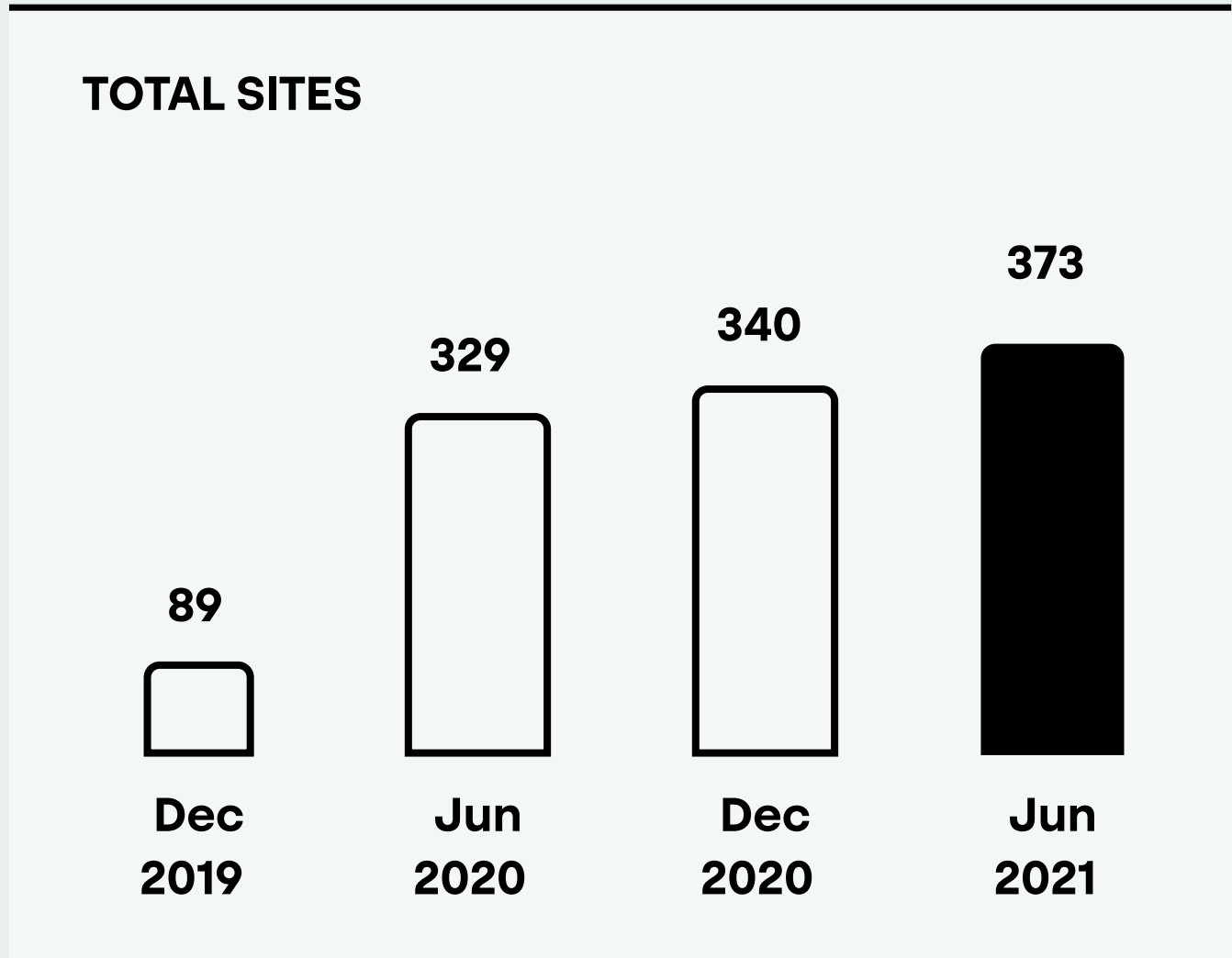
**\$46.5m**  
**Annual Recurring Revenue**  
+ 8.1% YOY

**+373**  
**Client sites**  
+ 13.4% YOY

**\$48.6m**  
**Statutory Revenue**  
+ 104% YOY

**42.4%**  
**Gross Profit**  
+ 36.8% YOY

**\$(4.5)m**  
**Adjusted EBITDA (loss)**  
+ 56% YOY



# Momentum Building

Two consecutive  
record breaking  
quarters,

**\$4.4m**  
of new ARR in H2FY21

**Land, Expand and Scale**  
sales strategy delivering  
results with over

**56%** of new ARR  
**in Q4FY21**  
coming from existing customers

Technology leadership with future of  
aviation projects including selection  
as part of a consortium for

**NASA's X-59**  
supersonic community testing program

ARR for EVS Omnis grew

**24%**  
year-on-year

**Completed  
a successful  
capital raise**

of \$14m to support the  
investment into product  
development, the acceleration  
of our EVS Water product suite  
and to support the growth  
agenda for North America.

**New  
product  
launches**

including EVS Water plus  
ANOMS X and Carbon  
Emissions as part of the  
EVS Aviation suite

**Adjusted EBITDA  
positive in Q4FY21**



# Envirosuite's four key strategic focus areas Delivered in FY21

## GROWTH

- Implemented new sales process and training globally around proven value based selling
- Improved deal velocity with focused customer acquisition programs and customer segmentation of Ideal Customer Profiles
- Launch of Land, Expand and Scale sales strategy to prioritise account pursuit and strategic growth of key accounts
- Investment into sales functions through new, experienced scale up hires with domain expertise

## PRODUCT

- Launched new EVS Aviation platform, ANOMS X, which is in use by 30+ Airports
- Creation of EVS Water with acquisition of AqMB and delivered initial customers onto platform
- Combined EVS and EMS solutions into EVS Omnis portfolio to build the most comprehensive EI platform and to derive operational efficiencies
- Created united product strategy team accelerating transition to a Product-led, Sales Focused organisation

## CUSTOMER

- Implemented global customer success strategy to build engagement over customer lifecycle to increase retention and upsell opportunities
- Launch of Environmental Intelligence Services to further embed Envirosuite platforms to provide actionable, data-driven insights and improved customer outcomes
- Improved customer support and service delivery capabilities across three regions through an increased customer focus to improve retention, quality and satisfaction

## SCALABILITY

- Alignment on single cloud environment and digital transformation with project on schedule for go-live
- Consolidation of the regions from 5 to 3 to gain cost reduction benefits and drive improved process alignment
- Significant improvement of Gross Profit through cost out, process improvement and product consolidation
- Implemented greater focus and discipline into the operating model and across the organisation



# A place where everyone can thrive

The COVID-19 pandemic has changed the lives of our employees, our customers, and our community. Last year evolved the way we work together to operate more safely and succeed from anywhere - accelerating our commitment to equality and community so all people can thrive.



## CORPORATE SOCIAL RESPONSIBILITY

- Our commitment to be socially responsible – to ourselves, stakeholders and the public
- Accelerated our gender target to 40% by 30 June 2023 from 26% currently to help achieve gender equality and empower all women
- Dedication to a high standard of governance with the commitment to remove modern slavery from the supply chain (ahead of being required to do so by legislation).

## PEOPLE AND CULTURE

- We are focused on making Envirosuite a desirable and great place to work for all Environauts.
- Envirosuite's new parental leave policy of 16 weeks paid leave was launched in FY21 to recognise the vital role that families play.
- Introduction of an Employee Equity Plan comprising a \$1,000 offer and matching plan – giving Environauts the opportunity to own a part of our success.

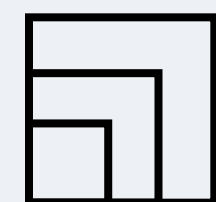
## RESPONSE TO COVID-19

- We are proud of how our team has responded, showing resilience in an unparalleled time.
- Throughout FY21, we continued to adapt to the changing environment to prioritise the safety and wellbeing of Environauts globally.
- We implemented changes to our internal communications and culture programs to improve connectedness with our employees throughout the world.





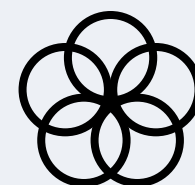
# Our strategy addresses significant market opportunities



**Serviceable  
Addressable  
Market of \$4bn\***



**Acceleration of  
Environmental,  
Social, Governance  
Practices**



**Advancement  
of Sustainable  
Development  
Goals**

With strong tailwinds from the recent US\$1 trillion bipartisan infrastructure plan that includes \$97bn of additional funding<sup>1</sup> (A\$132bn) into Envirosuite's key sectors.





# A message from our Co-founder



**Robin Ormerod**  
Co-founder

Environmental news and research from around the world demonstrates the need for decisive action to mitigate environmental degradation and to develop sustainable solutions.

Investors are increasingly seeking opportunities that satisfy ESG goals. Air, Water and Noise pollution, environmental justice, and the broad impacts of climate change all demand focused human intelligence to achieve those ends. Envirosuite's EI capability has an essential part to play in this effort: our time has come to step up in a world that needs us.





# Reimagining Envirosuite

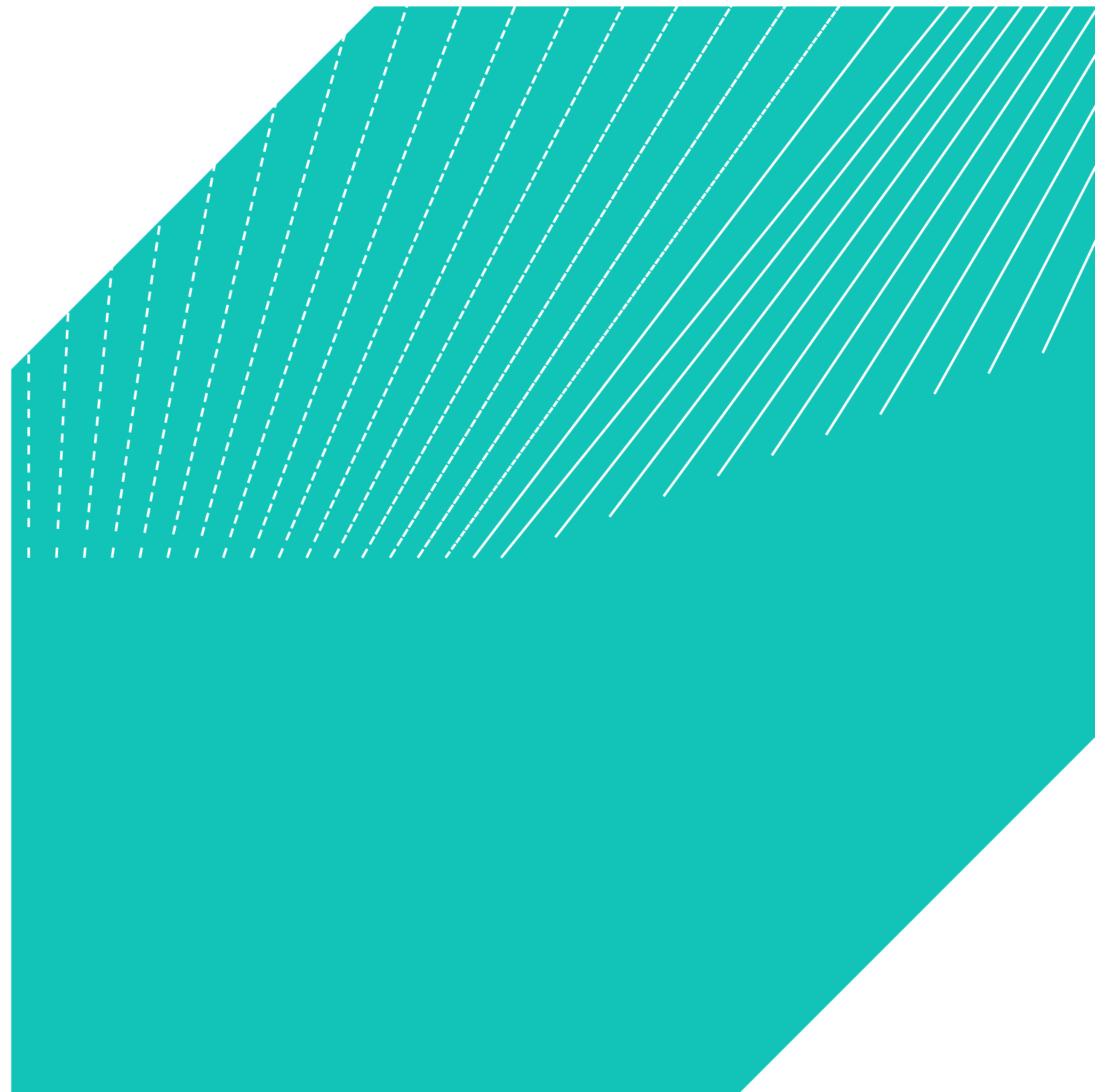
The new brand personifies our evolution as a company, our broad set of customers, and our forward motion. It is bold, considered and modern.

The refreshed colour palette and imagery reflects the natural environments in which our customers operate, reminding us of our purpose.

This is Envirosuite.



Find out more at: [www.envirosuite.com/brand](http://www.envirosuite.com/brand)







# Growth



# Global Expansion

## Americas

A\$15.2m ARR 150 Sites

- Envirosuite's EI solutions are now in more than 120 sites in North America across 23 states in the United States and 7 provinces in Canada
- The passing of the Biden Administration's US\$1 trillion infrastructure plan in the US senate advances sustainable investment to address environmental challenges in Aviation, Water and Industrial
- Investment into North American market to drive sales, capitalise large addressable market across sectors and accelerate EVS Water

## EMEA

A\$14.9m ARR 118 Sites

- Support Aviation customers through a critical period significantly impacted by the pandemic and to strengthen long term relationships with key customers
- New sales management introduced to transform the EMEA customer acquisition process, drive focus and discipline and expand market positions
- Retention and renewal of significant customers across various sectors

## APAC

A\$16.4m ARR 105 Sites

- Expansion of significant government customer contract addressing critical environmental issue
- Consolidated region and drove optimisation of China operations to achieve a profitable sustainable business
- Envirosuite selected out of 104 applicants to help accelerate digital solutions and smart technology as part of Singapore Public Utility Board's (PUB) Global Innovation Challenge for the 'Seamless Coagulation Control' statement



# A global leader in Environmental Intelligence





**\$16.4m**

**Statutory Revenue**

+ 38.7% on prior year

**68.8%**

**Recurring Revenue**

+ 13.3% on prior year

**207**

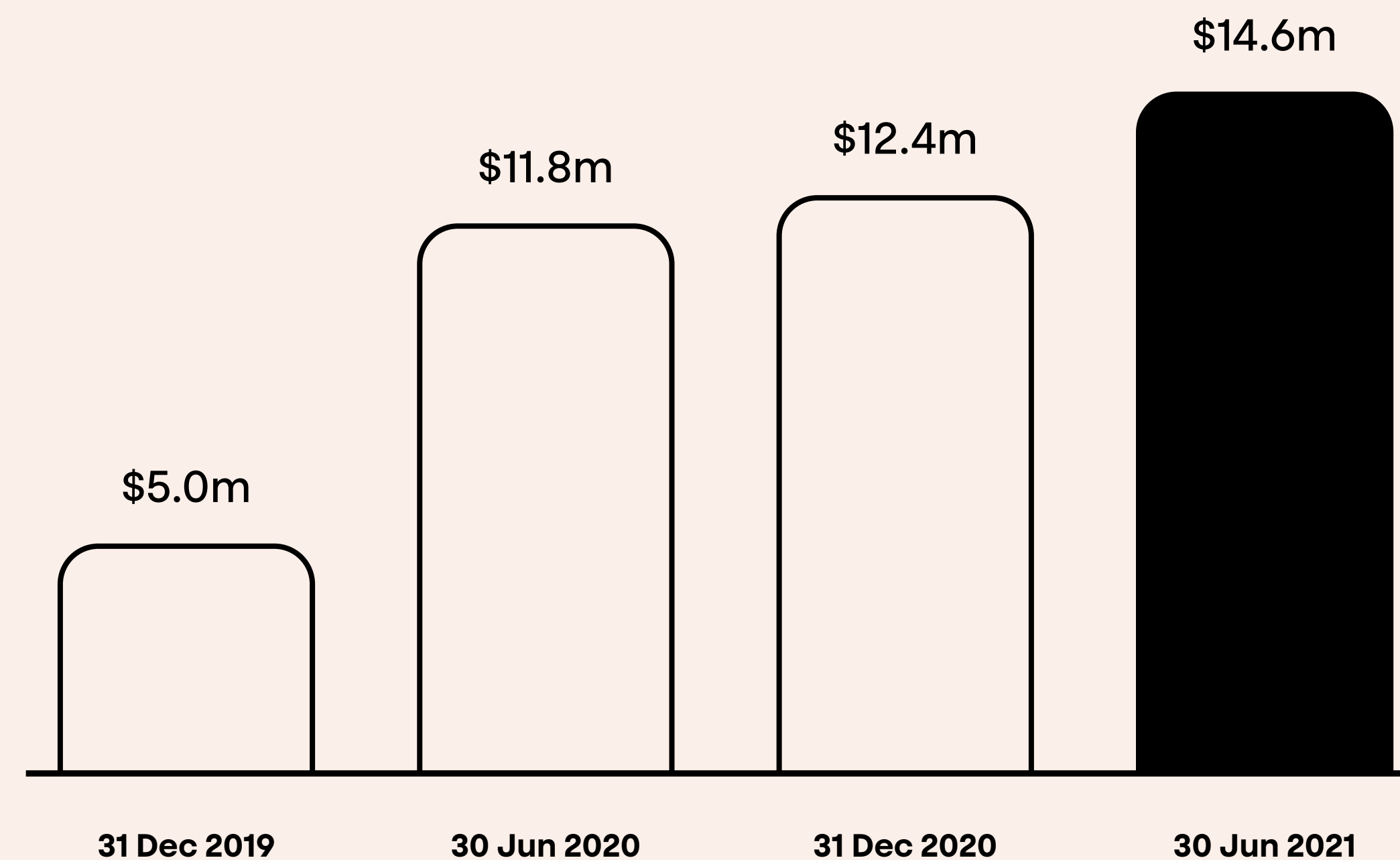
**Client Sites**

+ 22.5% on prior year

**\$14.6m**

**Annual Recurring Revenue**

+ 24.2% on prior year







## Case study

Globally significant steel company

Tailored operations to drive profitability, mitigate wastage and alleviate community disruption.







**\$32.1m**

**Statutory Revenue**

+ 179% on prior year

**90.5%**

**Recurring Revenue**

-3.0% on prior year

**163**

**Client Sites**

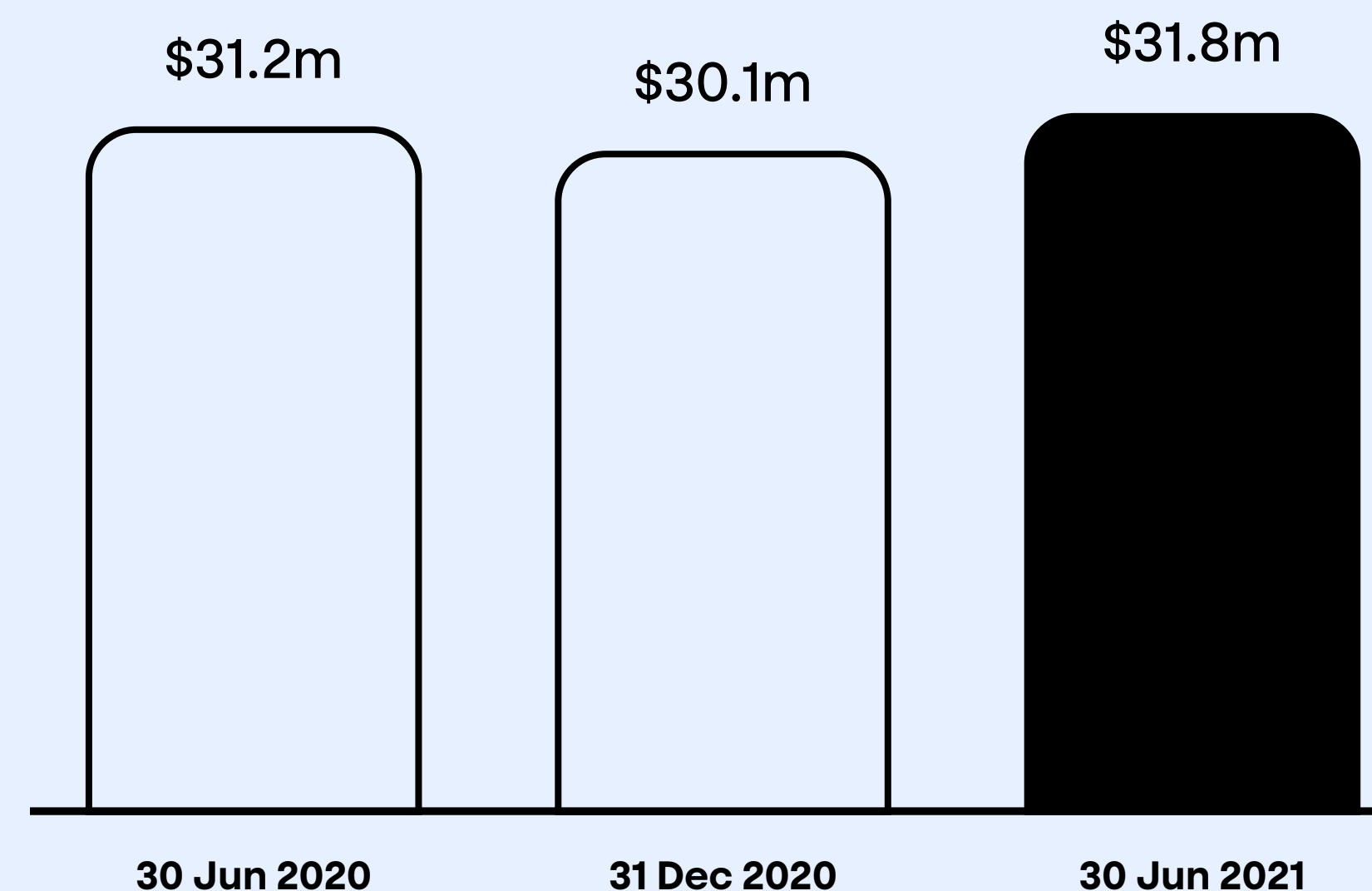
+ 1.9% on prior year

**\$31.8m**

**Annual Recurring Revenue**

+ 1.8% on prior year

Airport revenues dropped by \$129B USD in 2020, or a decline of 64%<sup>1</sup>







## Case study

Toronto Airport

Toronto Pearson, a gateway to Canada, involves its citizens and civic leaders in the planning and execution of environmentally intelligent and sustainable future growth using the EVS platform.







\$46k

Statutory Revenue

93.4%

Recurring Revenue

3

Client Sites

**Dedicated sales experts** with domain experience appointed in each region

EVS Water Plant Optimiser **project implementation underway** and pipeline growing

**Organic demand generation** for SeweX growing with increasing inbound enquiries

**Planned engagement** and evaluation of **strategic partnerships** to drive go-to-market strategy

EVS Water Plant Designer can deliver up to a **70% reduction in design time** compared to traditional design approaches

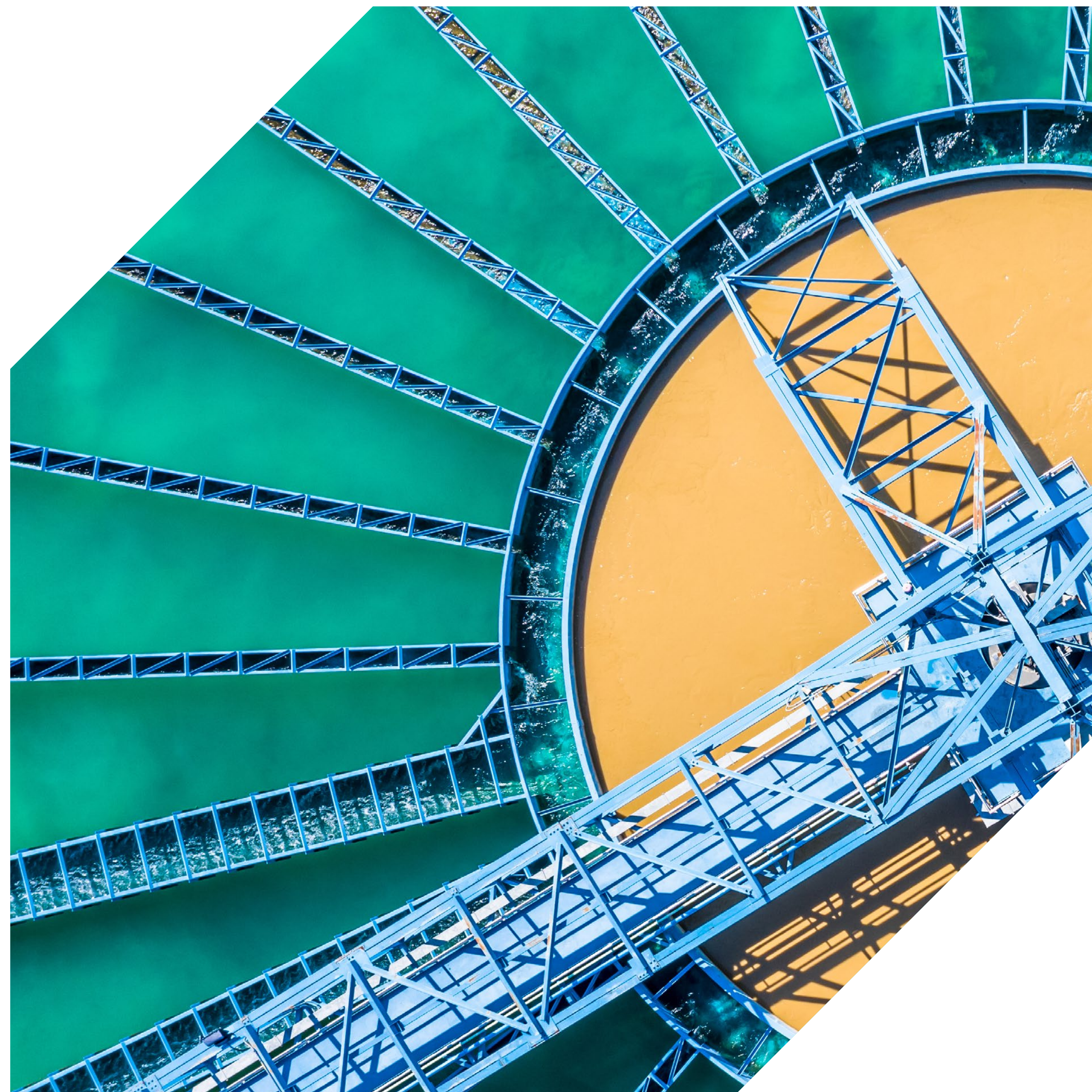
Investing into a **growing product development team** focused on EVS Water





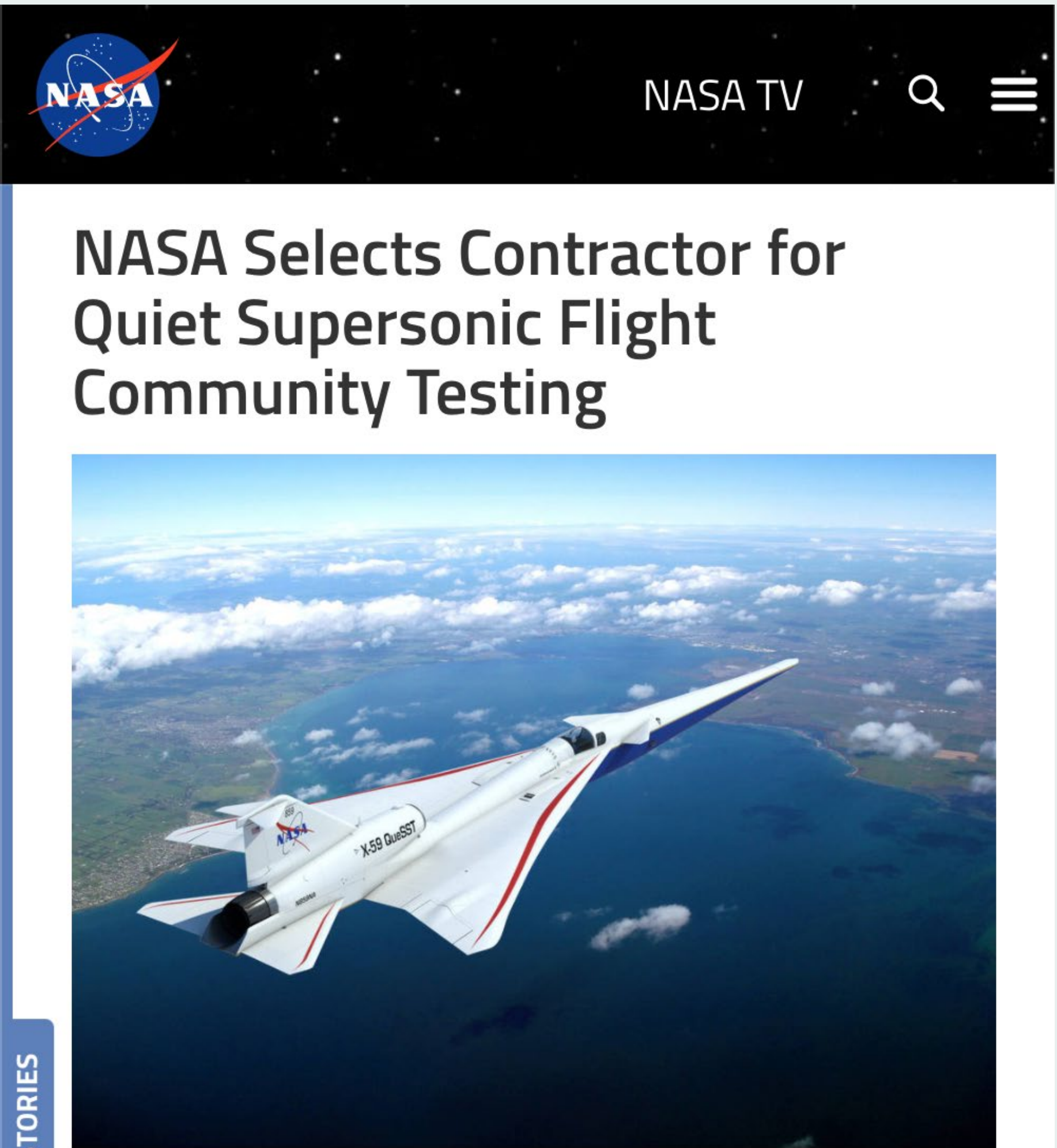
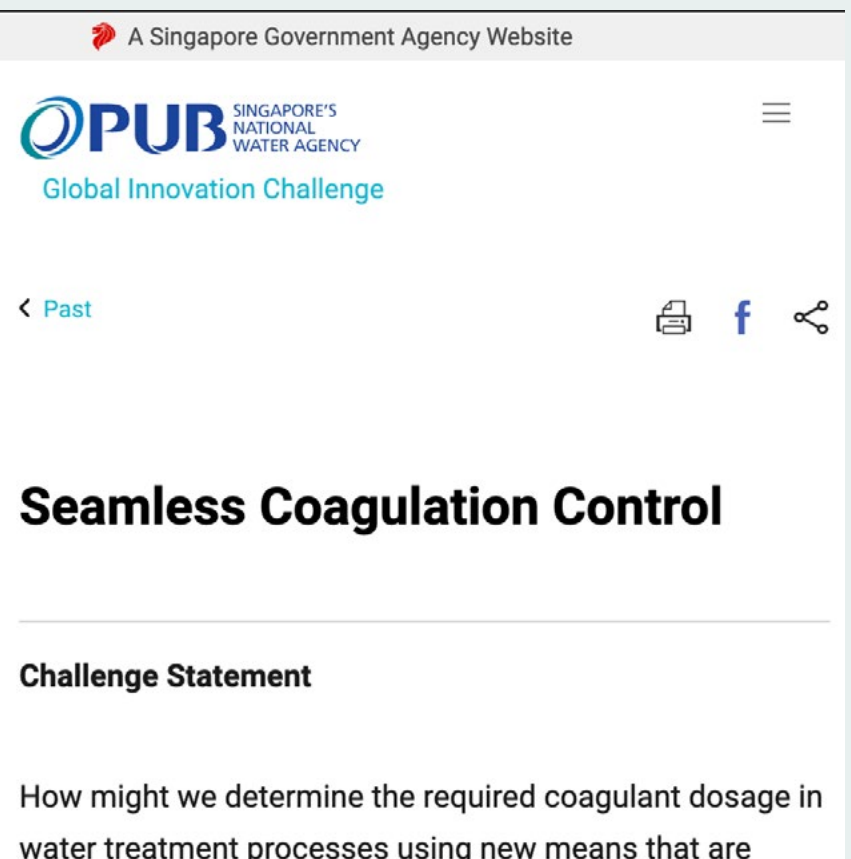
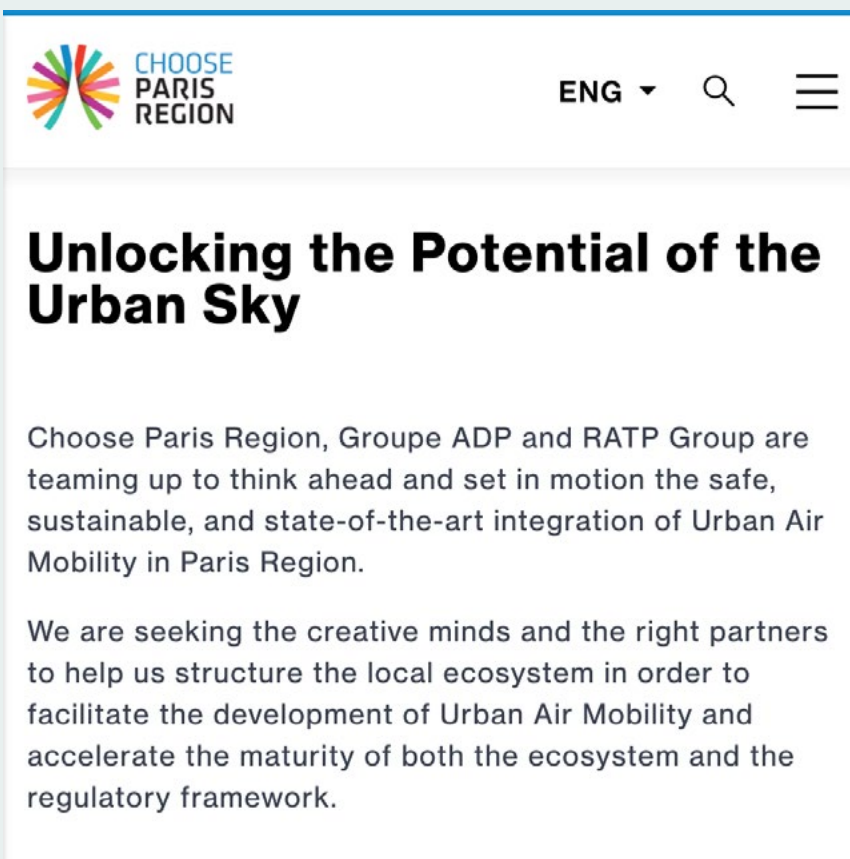
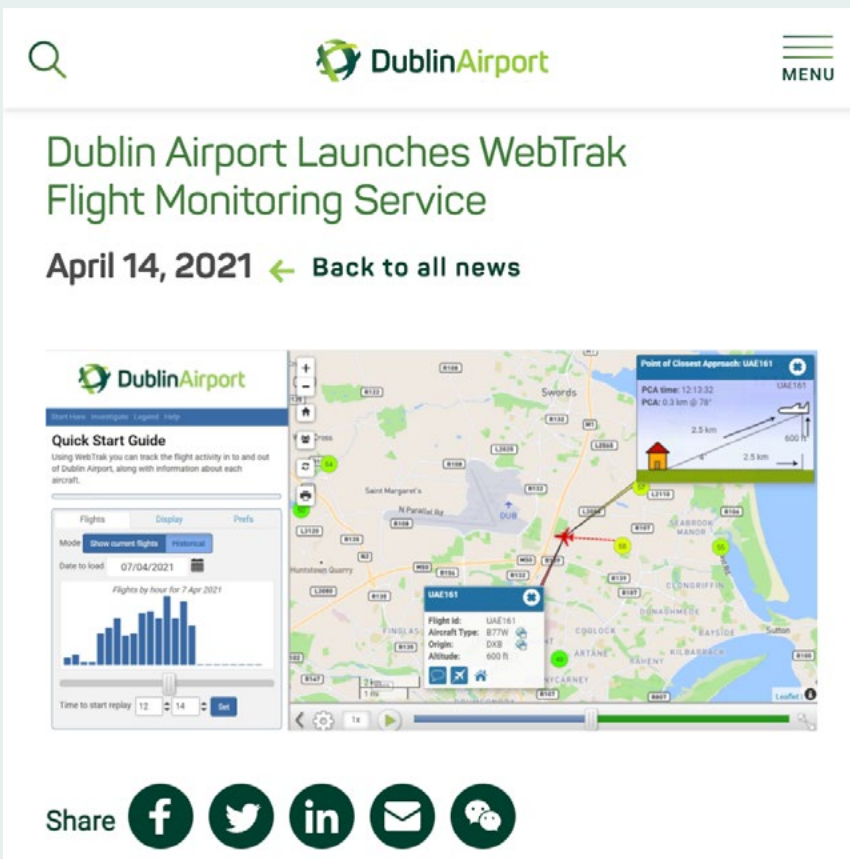
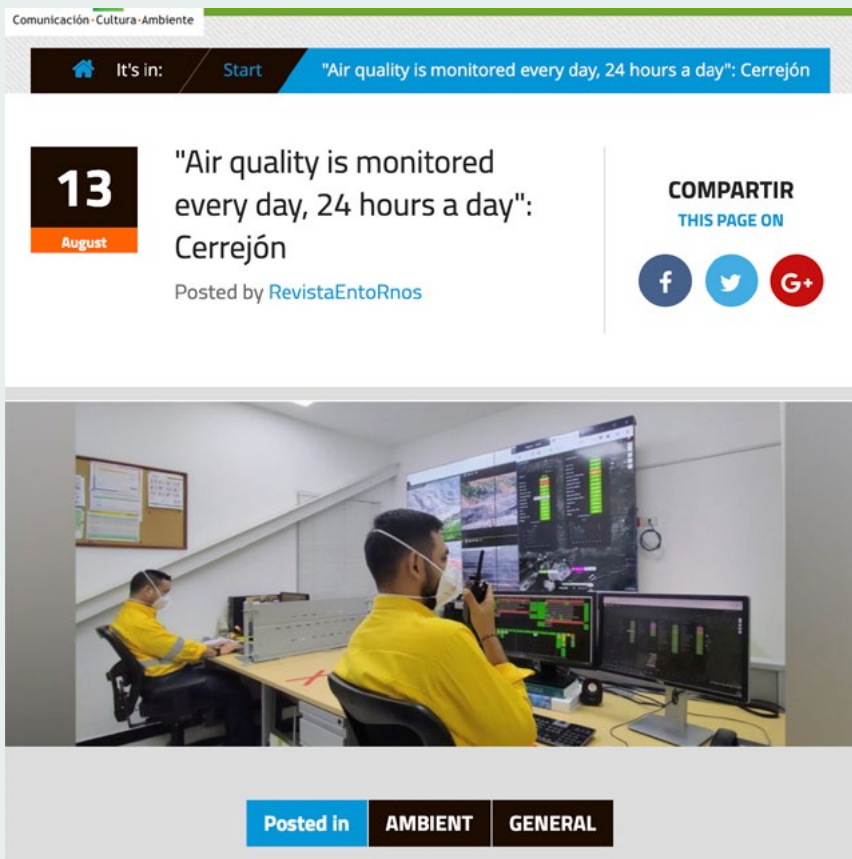
The industry is faced with higher regulation and increasing chemical and power costs, while being significantly asset restrained.

EVS Water helps reduce operating costs and achieve regulatory targets with a high degree of accuracy without capital expenditure, which is a **game changer**.





# EVS in the news







# Financials



Revenue of

\$48.6m

+ 104% YOY

Gross Profit improved to

42.4%

32.0% in prior year

Operating Expenses  
reduced to

66% of revenue

107% in prior year

Income Statement

A\$000	FY21	FY20	Movement \$	Movement %
ARR				
Recurring revenue	40,391	17,915	22,476	125%
Non-recurring revenue	8,154	5,418	2,736	50%
Other revenue	25	524	(499)	(95%)
Total revenue	48,570	23,857	24,713	104%
Cost of revenue	(27,980)	(16,463)	(11,517)	(70%)
Gross profit	20,590	7,394	13,196	179%
Operating expenses	(31,955)	(25,616)	(6,339)	25%
Other income/(expense)	(377)	(155)	(222)	(143%)
Operating deficit	(11,742)	(18,377)	6,635	36%
Net Loss after tax	(12,497)	(18,236)	5,739	32%

Recurring revenue as a % of total revenue	83.2%	75.1%	8.1%	10.7%
Gross profit %	42.4%	31.0%	11.4%	36.8%

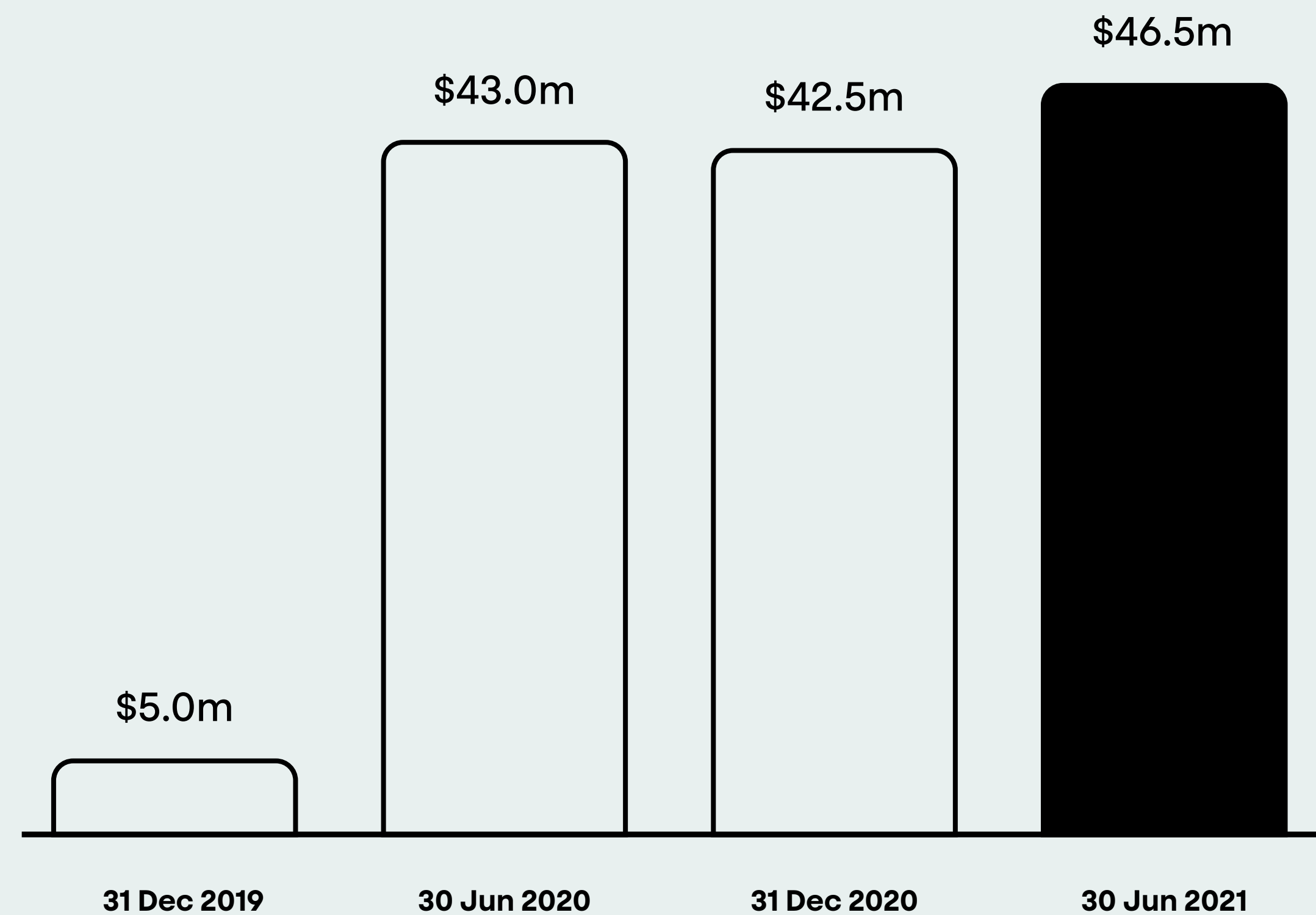


# New ARR Sales Orders of A\$6.6m in FY21

A\$000	30 Jun 21	30 Jun 20	Mvmt \$	Mvmt %
Aviation	31,770	31,202	568	2%
Omnis	14,637	11,788	2,848	24%
Water	65	-	65	n/a
<b>Total ARR</b>	<b>46,472</b>	<b>42,990</b>	<b>3,482</b>	<b>8%</b>

## Constant Currency Basis\*

A\$000	30 Jun 21	30 Jun 20	Mvmt \$	Mvmt %
Aviation	32,675	31,202	1,473	5%
Omnis	14,907	11,788	3,119	26%
Water	65	-	65	n/a
<b>Total ARR</b>	<b>47,647</b>	<b>42,990</b>	<b>4,657</b>	<b>11%</b>



# Recurring Revenue of \$46.5m contracted as at 30 June 2021



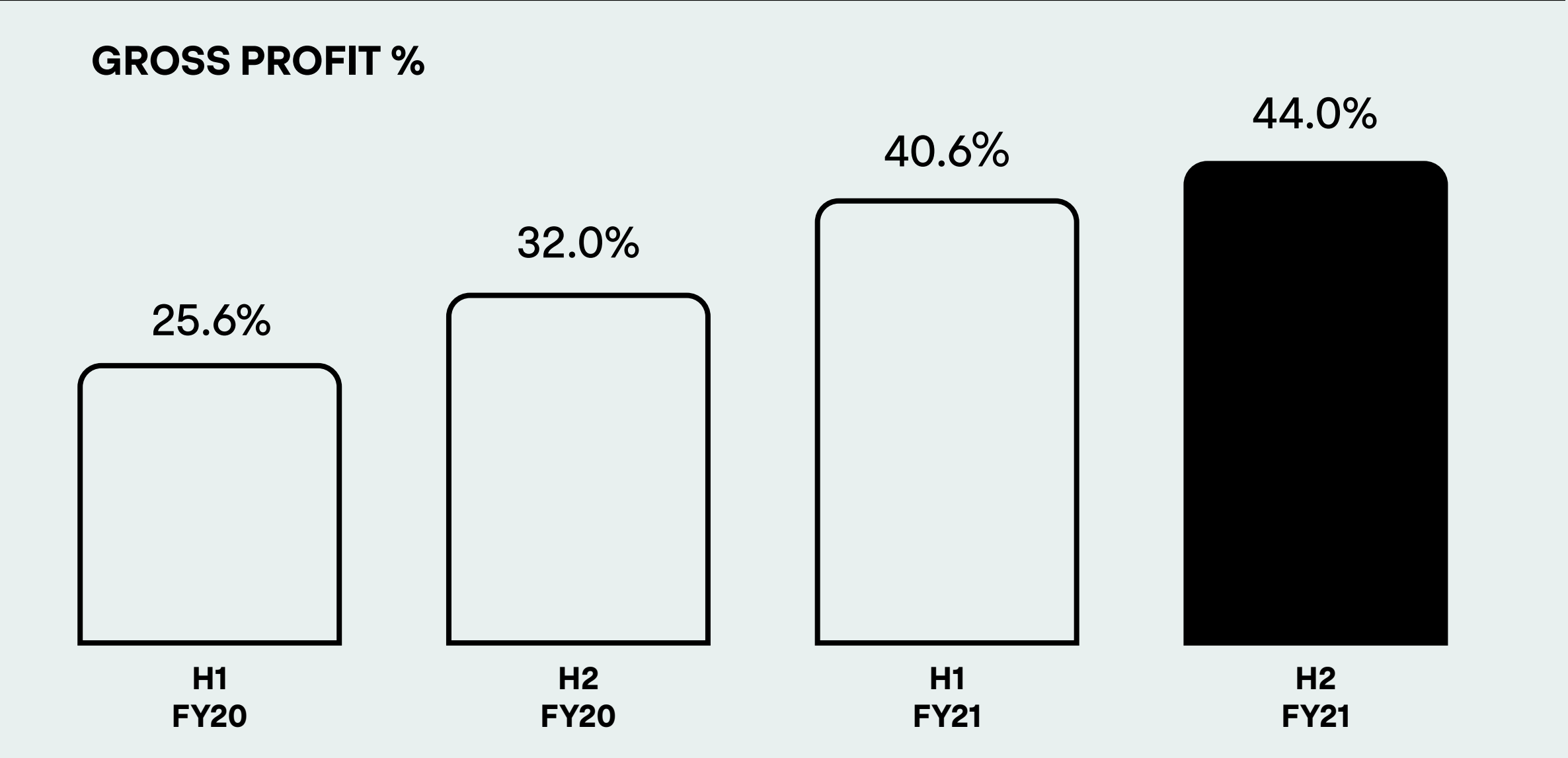
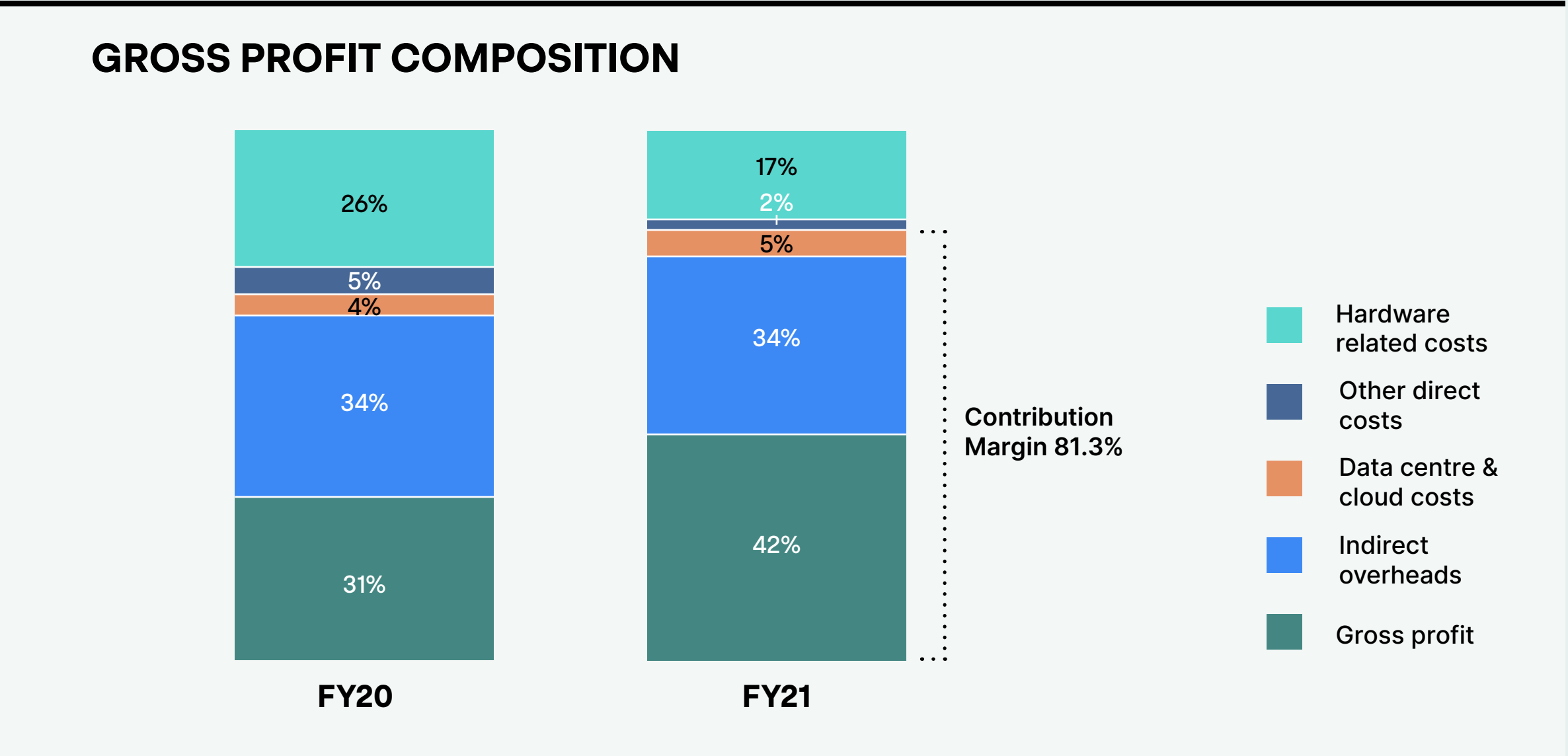
\* MARR = Monthly Annualised Recurring Revenue represents the month-to-date recurring revenue booked in the P&L in June multiplied by 12.  
The MARR includes temporary discounts offered.



# Key Metrics by Product

A\$000	EVS Aviation	EVS Omnis	EVS Water
<b>As at 30 June 2021</b>			
SAM	194,00	1,200,000	2,800,000
ARR	31,770	14,637	65
# Sites	163	207	3
ARPS	195	71	22
Churn %	1.4%	4.2%	n/a
CLTV	5,798	716	n/a
<b>For the year ending 30 June 2021</b>			
ARR Growth %	2%	24%	n/a
ARR Growth % (Constant Currency Basis)*	5%	26%	n/a
Recurring Revenue	29,050	11,298	43
Non-recurring revenue	3,017	5,134	3
<b>Total Trading revenue</b>	<b>32,067</b>	<b>16,432</b>	<b>46</b>
<i>% Revenue recurring</i>	<i>91%</i>	<i>69%</i>	<i>93%</i>

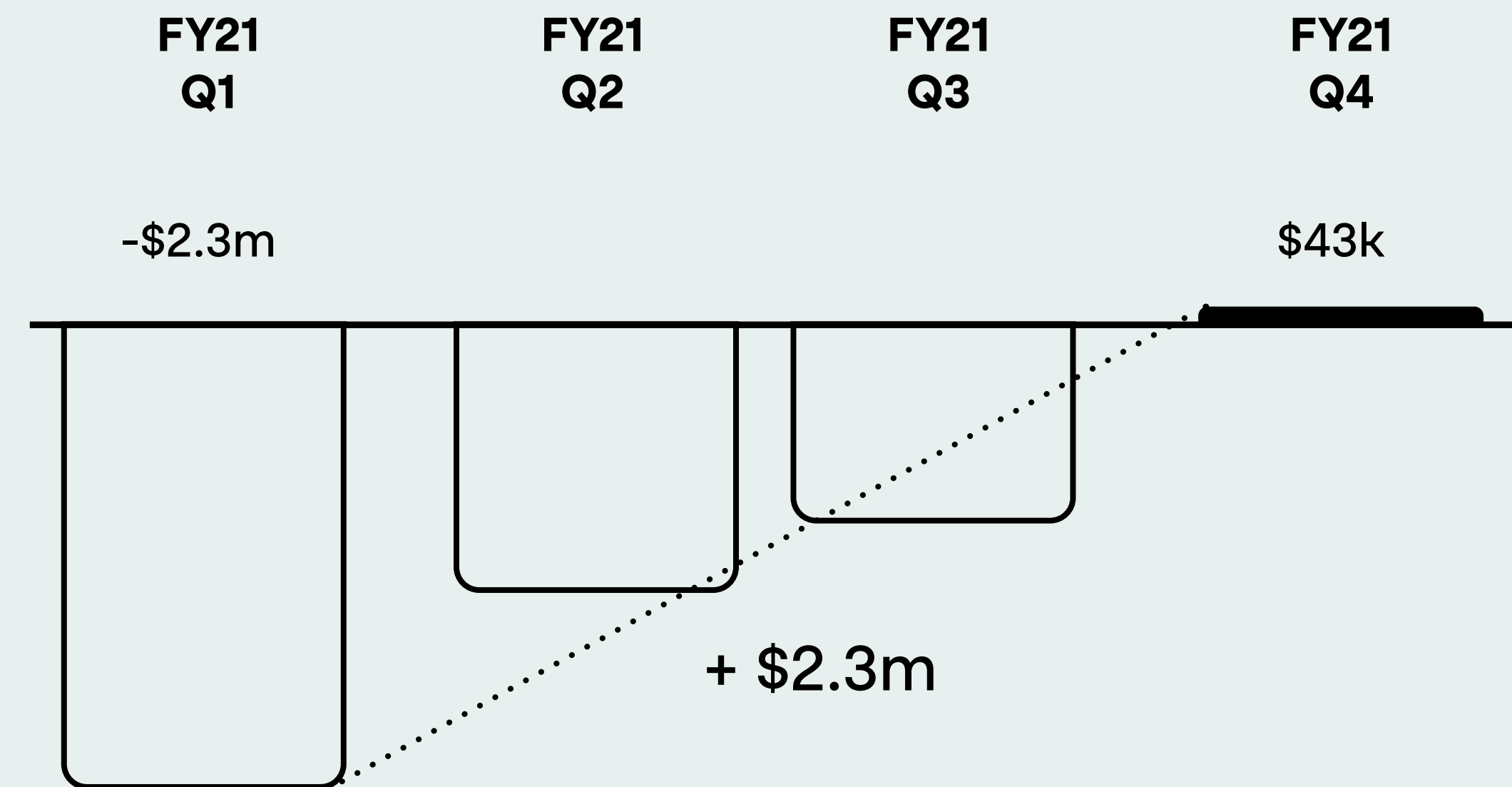
Gross Profit % improved by 37% YOY and continued to improve through H2FY21





# 50%+ Improvement in EBITDA and Adjusted EBITDA

A\$000	30 Jun 21	30 Jun 20
Net loss after tax	(12,497)	(18,236)
Add back: Tax expense / (benefit)	468	(230)
Add back: Net finance expense (income)	287	89
Add back: Depreciation & amortisation	6,996	3,241
<b>EBITDA</b>	<b>(4,746)</b>	<b>(15,136)</b>
Less: AASB 16 depreciation & interest	(1,578)	(656)
Add back: Share-based payments	946	3,154
Add back: Foreign currency losses / (gains)	293	155
Add back: Transaction and integration costs	593	2,263
<b>Adjusted EBITDA</b>	<b>(4,492)</b>	<b>(10,220)</b>



# Stable balance sheet

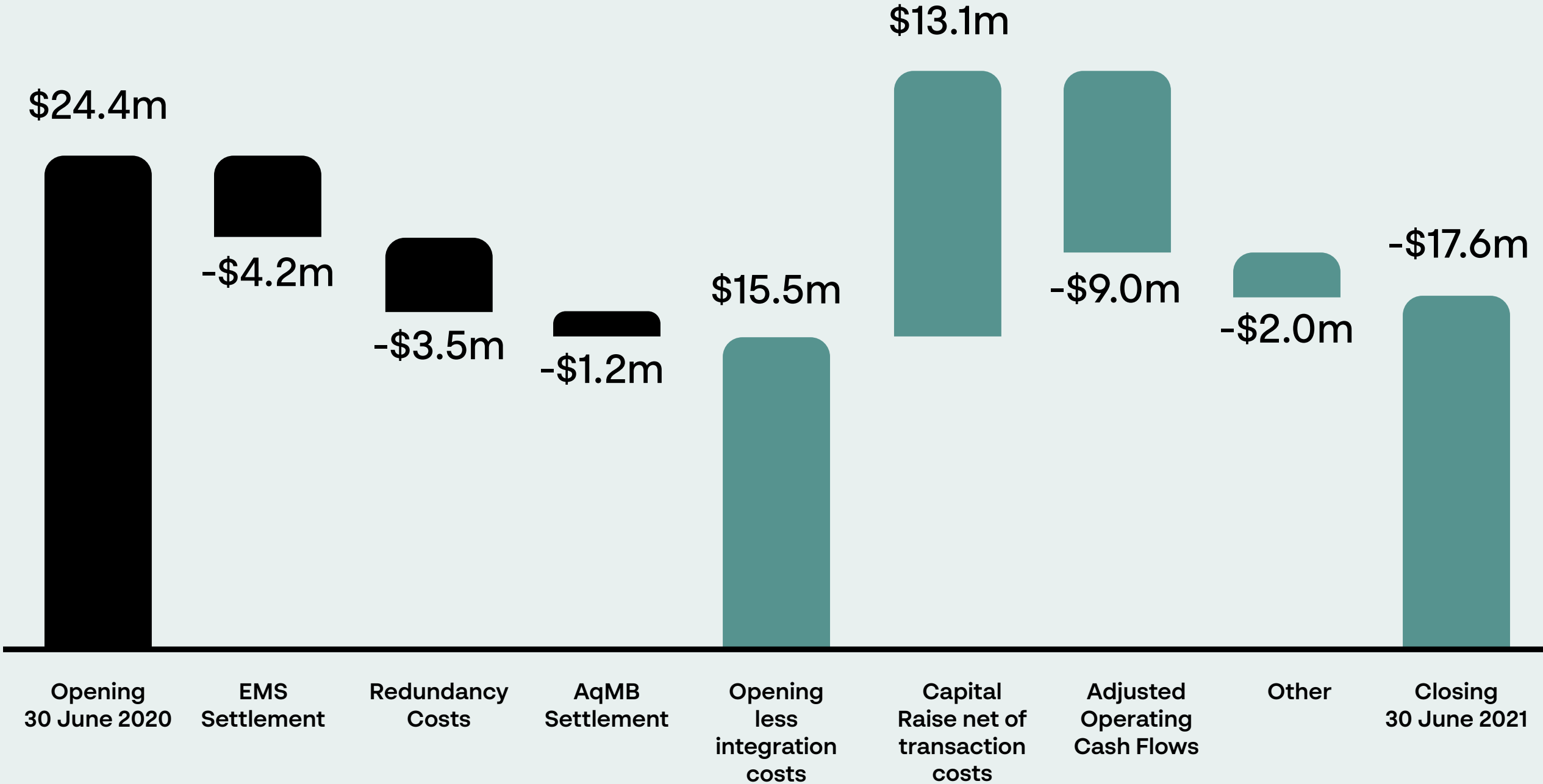
Decrease in Trade and Other Payables and Provisions from prior year related to final settlement of EMS acquisition and termination payments connected with cost-out initiatives.

## Balance Sheet

	Jun 2021	Jun 2020
Cash and cash equivalents	17,640	24,385
Trade and other receivables	11,555	10,730
Inventories	2,474	3,102
Intangible assets	108,931	108,939
Other current assets	1,996	1,195
Other non-current assets	7,247	8,719
<b>Total Assets</b>	<b>149,843</b>	<b>157,070</b>
Trade and other payables	7,973	13,010
Revenue in Advance	2,686	3,230
Provisions	4,035	6,433
Other current liabilities	1,530	1,348
Other non-current liabilities	6,319	7,064
<b>Total Liabilities</b>	<b>22,543</b>	<b>31,085</b>
<b>Net Assets</b>	<b>127,300</b>	<b>125,985</b>
<b>Total Equity</b>	<b>127,300</b>	<b>125,985</b>
Current Ratio	2.09	1.66
Quick Ratio	1.94	1.53

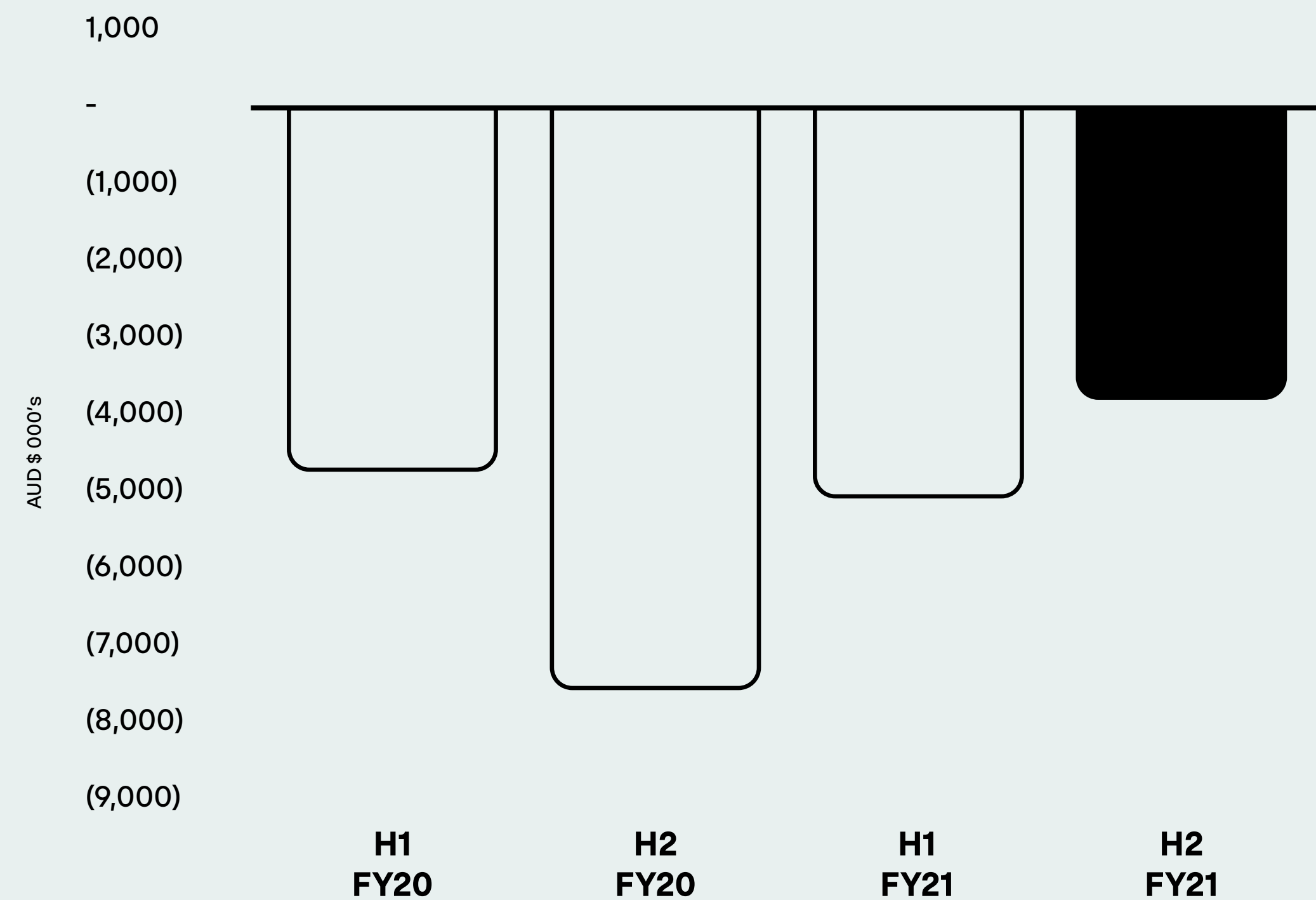


Material portion  
of cash outflow  
relates to EMS and  
AqMB acquisitions



# Cash required to fund operations continued to reduce in H2FY21

	FY20 H1	FY20 H2	FY21 H1	FY21 H2
<b>Adjusted Operating Cash flow</b>				
Cash used in operating activities	(3,895)	(6,804)	(6,504)	(2,006)
Less transition costs	-	593	3,511	-
Plus: Capitalised development costs	(875)	(998)	(1,394)	(1,032)
Plus: Repayment of AASB 16 lease payments	(71)	(489)	(677)	(844)
<b>Adjusted Operating Cash flow</b>	<b>(4,841)</b>	<b>(7,697)</b>	<b>(5,064)</b>	<b>(3,882)</b>







# Outlook



# Envirosuite's four key strategic focus areas FY22

## GROWTH

- Develop strategic partnerships that drive meaningful revenue, optimise costs and accelerate growth
- Combine data science with deep customer understanding to pinpoint high value opportunities with Ideal Customer Profiles (ICPs)
- Focus the customer account management discipline on expansion and cross selling opportunities (MEDDIC)
- Leverage brand and product innovation to drive customer awareness, demand generation and retention

## PRODUCT

- Focus our R&D investment across Research, Product, and Engineering to deliver deeper science-based innovation to win in our chosen market sectors
- Implement best practices to intimately understand our customers and users challenges to directly inform our product plans
- Drive a culture of innovation and scientific excellence across our business to grow our capabilities and value for our customers
- Commercialise and grow the EVS Water portfolio globally
- Launch integrated EVS Omnis

## CUSTOMER

- Embed data analytics into all platforms to drive greater customer understanding, improve user experience and product adoption
- Deliver high value differentiation, customer retention and product innovation through Environmental Intelligence Services
- Deployment of new ticketing system to improve support and customer response times
- Optimisation of project deployment times and simplification of support centre times and simplification of support centre

## SCALE

- Utilise cloud infrastructure to drive efficiencies in development, support and leveraging tools to accelerate cost effective innovation
- One Data – One Customer project to align our data platforms for customer acquisition, experience and retention
- Continue to deliver significant improvement of Gross Profit through cost out, process improvement and product consolidation
- Optimisation of the global business structure to deliver cost effective support services
- Combine machine learning and EVS industrial environmental intelligence IP to deliver unique insights and efficiencies



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# OUR TIME IS NOW




## EVS Omnis

Predictive. Accurate. Accessible.



## EVS Aviation

Engaging the community



Every major town in  
the world is a potential  
customer for Optimiser  
and SeweX

## EVS Water





# Q&A





# Definitions

<b>ARPS</b>	Average Revenue Per Site which is calculated by taking the ARR divided by the number of sites.	<b>Adjusted EBITDA</b>	Earnings Before Interest Depreciation and Amortisation adjusted to (a) exclude share-based compensation, which is a non-cash expense; (b) exclude foreign exchange gains/losses, and transition expenses (redundancy payments and integration costs connected with acquisitions) which are deemed to be non-recurring in nature, and (c) add back depreciation and interest connected with leases recognised under IFRS 16 Leases as these are deemed to be recurring operating cash expenses.
<b>ARR</b>	Annual Recurring Revenue represents the monthly recurring revenue at the reporting date that the company expects to receive from customers based on sales orders received net of any churn.		
<b>Churn %</b>	The decrease in ARR as a result of contract cancellations as a percentage of ARR at the beginning of the period.	<b>Current ratio</b>	Measures the ability of the group to pay current liabilities with its current assets. It's calculated by current assets divided by current liabilities.
<b>CLTV</b>	Customer Lifetime Value which is calculated by taking the ARPS divided by the churn rate and multiplied by the gross margin percentage for the customer segment. In this presentation, a gross margin rate of 42.4% has been applied to calculate the CLTV.	<b>Quick ratio</b>	Measures the ability of the group to meet short-term obligations with the most liquid assets. It's calculated by current assets less inventory divided by current liabilities.
<b>Site</b>	A separate and distinguishable site (e.g., airport, mine site, waste and wastewater facility, construction site, etc.) at which Envirosuite's environmental monitoring software and/or solutions are deployed. A single customer may have multiple sites which can be through separate contracts or under one master contract with Envirosuite. A site is only counted once it is included within the calculation of ARR.	<b>Serviceable Addressable Market (SAM)</b>	The serviceable addressable market is the portion of the Total Addressable Market (TAM) that can be meaningfully reached by Envirosuite's software and solutions. It is calculated by taking the applicable global Sites (mines, wastewater treatment plants etc.) where Envirosuite's software and solutions could meaningfully apply and multiplied by the current market Annual Recurring Revenue (ARR) price for that software/solution.
<b>Recurring revenue</b>	Revenue that the company expects to continue for more than 12 months based on term of the contract entered into with the customer or experience with the customer on other similar sites. Once revenue is treated as recurring revenue, it will continue to be accounted for as recurring revenue until the contract is terminated.	<b>Total Addressable Market</b>	The Total Addressable Market (TAM) refers to the total market demand for EVS products if 100% of the available market is addressed. It is calculated by multiplying the total number of global Sites (mines, waste water treatment plants etc) by the theoretical market ARR for that Site type.
<b>Environmental Intelligence</b>	Environmental Intelligence harnesses the power of environmental data through proprietary technology to provide analytics, real-time visualisations, predictive modelling and actionable insights so that industry and government can make fast, confident decisions that optimise operational outcomes and improve the liveability of their communities.		



Thank you.