

# Investor Update

March 2015

Half Year Results and  
EnviroSuite 2.0 Progress

Pacific Environment  
Limited 

 Consulting  Technologies  Monitoring

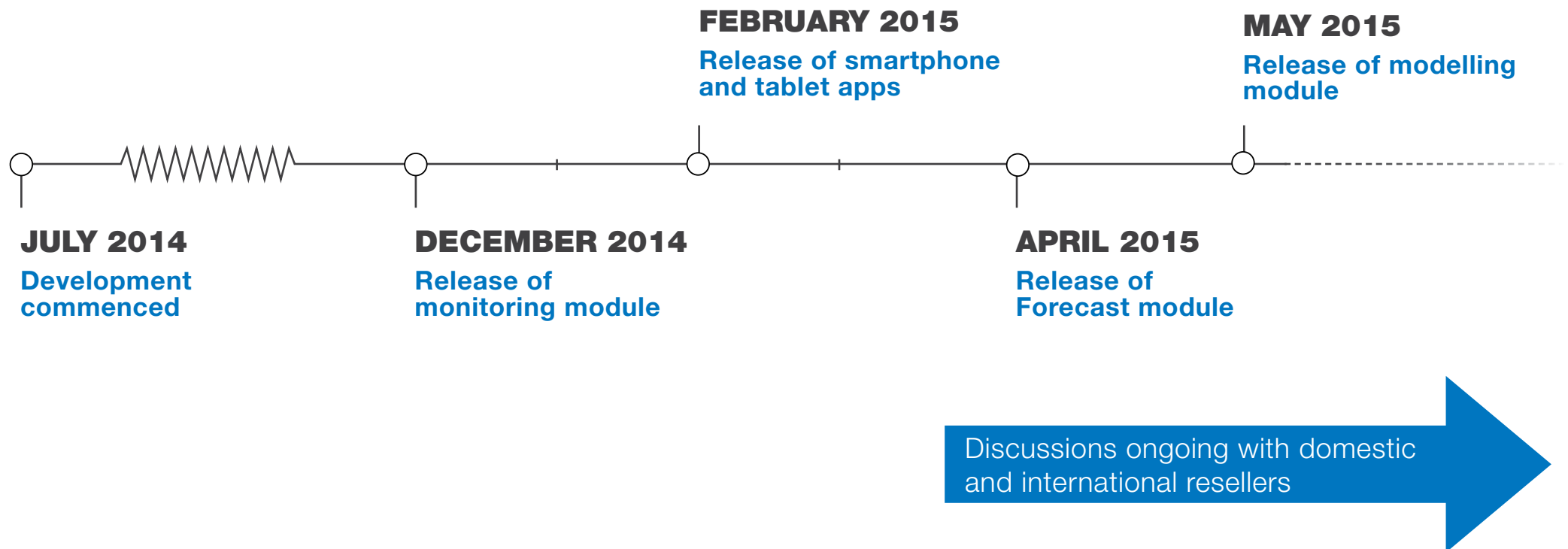
## UPDATE - SIGNIFICANT PROGRESS

EnviroSuite 2.0	<ul style="list-style-type: none"> <li>• First cloud-based modules launched</li> <li>• Mobile app completed ahead of schedule</li> </ul>
Consulting	<ul style="list-style-type: none"> <li>• Multiple new business wins including WestConnex</li> <li>• DLA acquisition integrated and exceeding expectations</li> </ul>
Management	<ul style="list-style-type: none"> <li>• Murray d'Almeida becomes Executive Chairman to assist with development and implementation of growth strategy</li> <li>• Ms Ainsley Simpson appointed as Group COO</li> <li>• Kristin Zeise, major shareholder appointed to the Board</li> </ul>
1H FY15 Results	<ul style="list-style-type: none"> <li>• Material increase in revenue and profitability</li> </ul>

## ENVIROSUITE 2.0 ON TRACK

ES 2.0 first modules have been launched and are now being used by clients

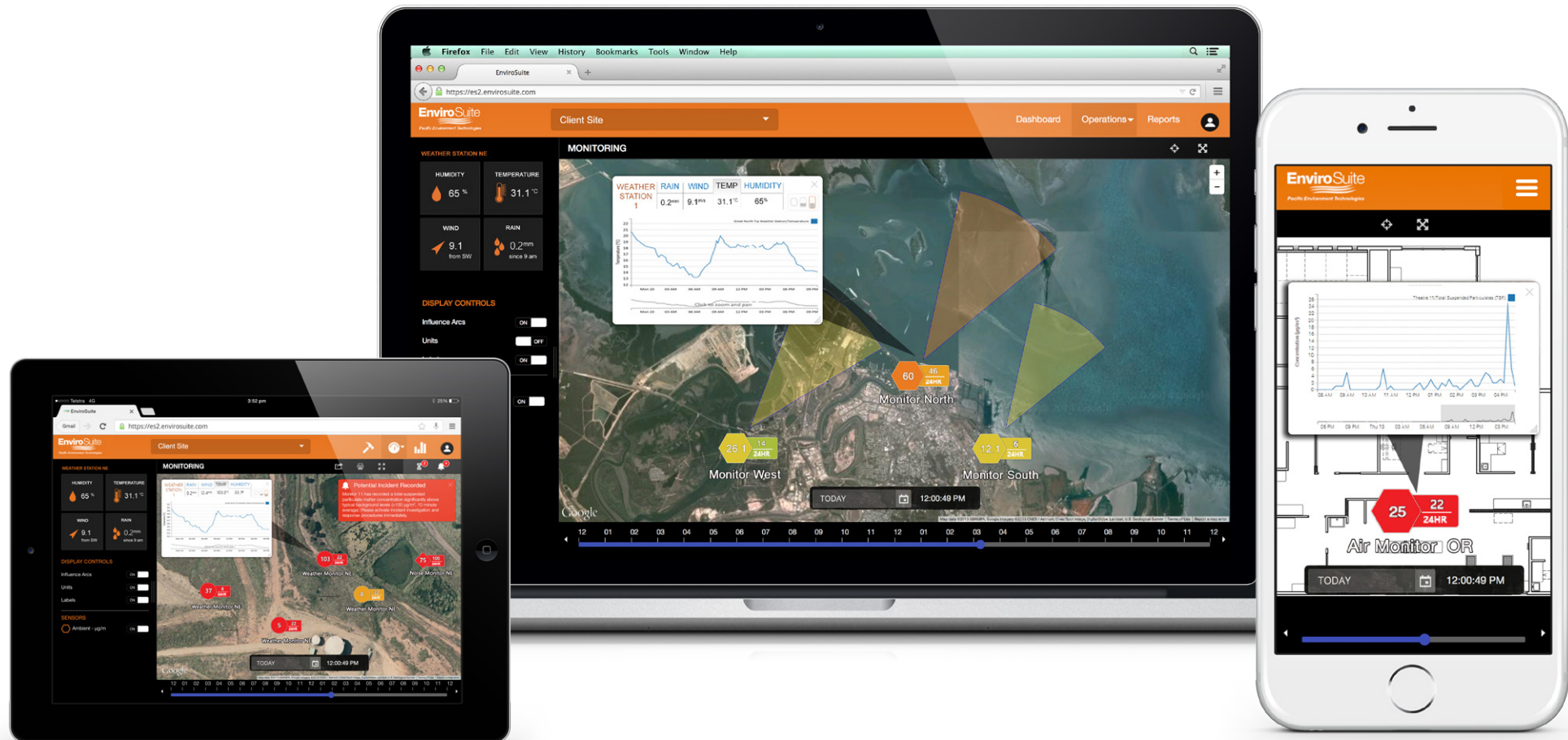
Full offering available by June 2015



# LAUNCH OF MOBILE APP

Mobile app launched ahead of schedule

Allows operators to become mobile







Gladstone Ports Corporation

*Growth, Prosperity, Community.*

## CASE STUDY

### Gladstone Ports

#### 3 year contract covering

- Forecasting
- Monitoring
- Regulatory Reporting

#### Client Problem:

Current practices impractical to manage air quality issues, impacting on environmental compliance

#### Solution:

- Forecasting is a predictive solution allowing for greater efficiencies in planning & management
- Automated monitoring validation and reporting

#### PEH's first:

- Expansion in ports sector to east coast
- Coal port (complements experience in iron ore ports)

# 1H FY15 RESULTS

Sound first half positions PEH for continuing growth in FY15

	31 Dec 2014 \$'000	31 Dec 2013 \$'000	\$'000	Movement %
Revenues from ordinary activities	7,427	5,216	2,207	42%
EBITDA	539	475	64	13%
Attributable profit after tax	485	55	430	782%
Net debt	2,981	1,052		
Net tangible assets per security (cents)	(1.6)	(0.4)		

## Increasing profitability

- First half FY15 EBITDA increased by \$641k over corresponding prior period (after adjustment for the inclusion in EBITDA for the prior period of other income of \$577,000 relating to research and development tax incentives received)

## DLA

- Only 3 months of income from DLA is included in results. \$1,435m of deferred consideration remains (included in trade & other payables)

## Convertible note

- Reduced from \$1.8m to \$1.26m as a result of partial conversion to ordinary shares in December 2014 by Mr Robin Ormerod

## Net debt

- Increased net debt reflects funding of acquisition of DLA and investment in development of EnviroSuite 2.0

## MARKET OPPORTUNITY

EnviroSuite currently only serves a fraction of the potential global market for environmental monitoring and compliance. Average site sale in the range of \$60,000 to \$80,000 p.a.

Facilities	Australia <sup>1</sup>	Global <sup>1</sup>	Served by EnviroSuite in Australia today
Bulk Ports	24	c. 200	6
Operating Mines	400+	2,500+	8
Refineries / Smelters	19	350+	3
Hospitals	340+	12,000+	3
Government	500+	Very large	1
Other	Multiple opportunities in heavy industrial, power stations, oil & gas and agriculture		Not yet

1. Sources: Ports Australia; International Association of Ports and Harbors; [www.infomine.com](http://www.infomine.com); International Aluminium Institute; World Steel Association; National Health Performance Authority; Australian Local Government Association

## NEW BUSINESS MOMENTUM

WestConnex	Won Dec 2014	<ul style="list-style-type: none"> <li>• Largest ever project win for the Group</li> <li>• Major roads &amp; tunnels infrastructure project</li> <li>• Initial five year income stream</li> </ul>
Canterbury Regional Council	Won Nov 2014	<ul style="list-style-type: none"> <li>• First international project win for EnviroSuite</li> <li>• Odour management for regional council</li> <li>• Strong potential for further sales with this application</li> </ul>
Glencore	Won Dec 2014	<ul style="list-style-type: none"> <li>• Forecasting, modelling and monitoring</li> <li>• Covers all Mt Isa-based facilities</li> <li>• First contract with Glencore's metals business</li> </ul>
Gladstone Ports	Won Jan 2015	<ul style="list-style-type: none"> <li>• Forecasting, monitoring and regulatory reports</li> <li>• First east coast port</li> <li>• Further strengthens presence in Gladstone (3 sites)</li> </ul>
Veolia	Won Feb 2015	<ul style="list-style-type: none"> <li>• Regulatory reports for NSW and Qld waste and water (11 facilities)</li> <li>• National pollutant inventory reporting</li> <li>• Further diversification into waste management sector</li> </ul>
MZI Minerals	Won Feb 2015	<ul style="list-style-type: none"> <li>• Large long-term monitoring contract</li> <li>• Includes sale of hardware and additional consulting</li> </ul>



# INTERNATIONAL CHANNELS

- PEH now establishing indirect sales channels for overseas markets:
  - July-Dec 2015: USA, Middle East, Spain
  - 2016: China, South America
- Currently in discussions with target partners:
  - Environmental monitoring equipment manufacturers
  - Technology companies focused on specific sectors
    - Ports
    - Resources
    - Hospitals
  - Overseas consultancy groups



## HIGHLIGHTS



**Highly regarded  
Environmental experts**



**EnviroSuite 2.0  
cloud based platform**



**Full suite of Analysis,  
Monitoring, Modelling,  
Forecasting**



**Rapidly growing  
Environmental sector**



**Blue Chip client base**



**Strong, technology-driven  
management team**

For a video overview of EnviroSuite 2.0 go to [www.envirosuite.com](http://www.envirosuite.com)

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