

# ASX Release

## Envirosuite makes strong start to Q2 FY21 with more than \$1 million in contracts signed in first week

6 October 2020

### Key Highlights:

- › First Smart Water software product suite sale with GHD Australia
- › New six-year odour management contract signed with Veolia France
- › New five-year contract for a noise management solution signed with Istanbul Airport

Global leader in the provision of environmental intelligence solutions, **Envirosuite Limited (ASX:EVS)** (the Company), is pleased to announce that it has made a strong start to Q2 FY21, signing more than \$1 million in new contracts during the first week of the quarter.

The new contracts include the first sale from Envirosuite's new Smart Water software product suite plus a new wastewater plant odour management contract with Veolia France, and a new noise management contract with Istanbul Airport, Turkey.

GHD, one of the world's leading professional services companies operating in the water, energy and resources, environment and infrastructure sectors, has purchased the new EVS Water Designer software.

The EVS software will assist GHD Australia's engineers in the modelling, design, calibration and validation of water, wastewater treatment and desalination plants. There is also potential for further software licence sales to GHD customers.

EVS's Water Designer solution significantly reduces the time needed to create efficient and effective designs for industrial water treatment plants. Water Designer is the first of several new EVS Smart Water software solutions which are being rolled out globally as a result of the recent acquisition of the water modelling software development company [AqMB announced on August 6 2020](#).

The cloud-based Smart Water software product range incorporates artificial intelligence and machine learning to help water plant designers and operators reduce design and modelling times as well as manage cost items like chemical and energy inputs. Additional products in the Smart Water range will be launched in the near future. EVS has so far identified more than 25,000 applicable water treatment sites that could benefit from its Smart Water technology.

The Company is also pleased to announce the signing of two other significant new contracts in the past week. One contract is for an additional site with an existing customer, Veolia, and the other is with a new customer, Istanbul Airport.

The Veolia signing is the sixth Veolia site to become an EVS customer across 4 different countries. The new site is in Bordeaux, France where Veolia has won a 25-year water management operation concession from the City.

The Bordeaux plant is adjacent to the residential community and the plant is subject to strict odour regulations. The Envirosuite solution will be used by the plant's operators to help manage the detection and prediction of odour as well as source identification and workflow management. The contract with Envirosuite is for a minimum six-year period.

Istanbul Airport (Turkey) has signed a five-year contract with Envirosuite for a noise management solution. The airport is Turkey's newest airport, opened in 2018 and projected to accommodate 200 million passengers annually, the highest number for any airport globally. The airport has an aspiration to be the biggest and best-in-class airport globally and has issued an Environmental and Sustainability policy emphasising that environmental impacts are managed through effective planning. To achieve this they will need a 7 by 24 operating licence. The fact that EVS has the leading environmental management solution for airports was a deciding factor in their choice.

Together the three contracts form a strong start to EVS's Q2 FY21 sales trajectory, adding approximately \$200,000 in ARR and more than \$1 million in total order volume, during the first two business days of October.

EVS CEO Peter White said the new contracts with GHD Australia, Veolia and Istanbul Airport highlighted not only the global spread of EVS's operations, but also its ability to add value to the sectors in which it operates.

"EVS's Water solutions have demonstrated they can make a positive environmental and cost impact in the global water sector, while the new contract with Istanbul Airport underscores the value of EVS's noise and vibration monitoring technology to airports as flight volumes begin to increase around the world.

"Istanbul is a new airport customer in a new country for EVS. It has ambitions to become the biggest airport in the world. The initial term is for five years and we look forward to a long association.

"We are also excited to have commercialised the first of our new Smart Water products with GHD Australia and to extend our global relationship with Veolia by adding Veolia Bordeaux as the sixth Veolia site that EVS now services.

"These new contract wins so early in Q2 FY21 highlight both the attractiveness of Envirosuite's solutions to global operators in water and airports and also the strength of our sales pipeline across all the sectors in which we operate" Mr White said.

Pursuant to ASX GN8, in relation to the contract wins, the Company confirms that there are no other material terms to be disclosed or that need to be satisfied.

Authorised for the release by the Board of Envirosuite Limited

For further information contact [investors@envirosuite.com](mailto:investors@envirosuite.com) or visit [www.envirosuite.com](http://www.envirosuite.com)

## 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.

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