



Company Presentation

JUNE 2020

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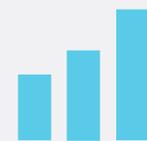
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Envirosuite has successfully integrated EMS Brüel & Kjær within budget and on schedule



Targeting to be EBITDA
positive by end of FY21



Targeting \$100m
annualised revenue by end
of FY23

The new Envirosuite



A leading global solutions provider

With the acquisition of EMS Brüel & Kjær (EMS), Envirosuite is now a global leader in Environmental Intelligence



Large and growing opportunity

A \$2.3bn serviceable addressable market across a diverse set of sectors with opportunity in adjacencies



Strong financial position

\$58m revenue, 70% recurring and targeting to be EBITDA positive by end of FY21

The Company today

Offices and staff



253 staff in 11 countries

Solutions across

- | | | |
|--|--|--|
| 
Air | 
Noise | 
Water |
| > Air Quality | > Noise | > Wastewater |
| > Odour | > Vibration | > Water Quality |
| > Dust | | > Water Flow |
| > Weather | | > Groundwater conditions |

500 Customers worldwide

Heathrow
Making every journey better

BHP



Growth platform confirmed



Removal of \$8m in annual costs and additional \$3m in budget savings



Combined revenue of \$58m, 70% recurring



Less than 3% churn in recurring revenue



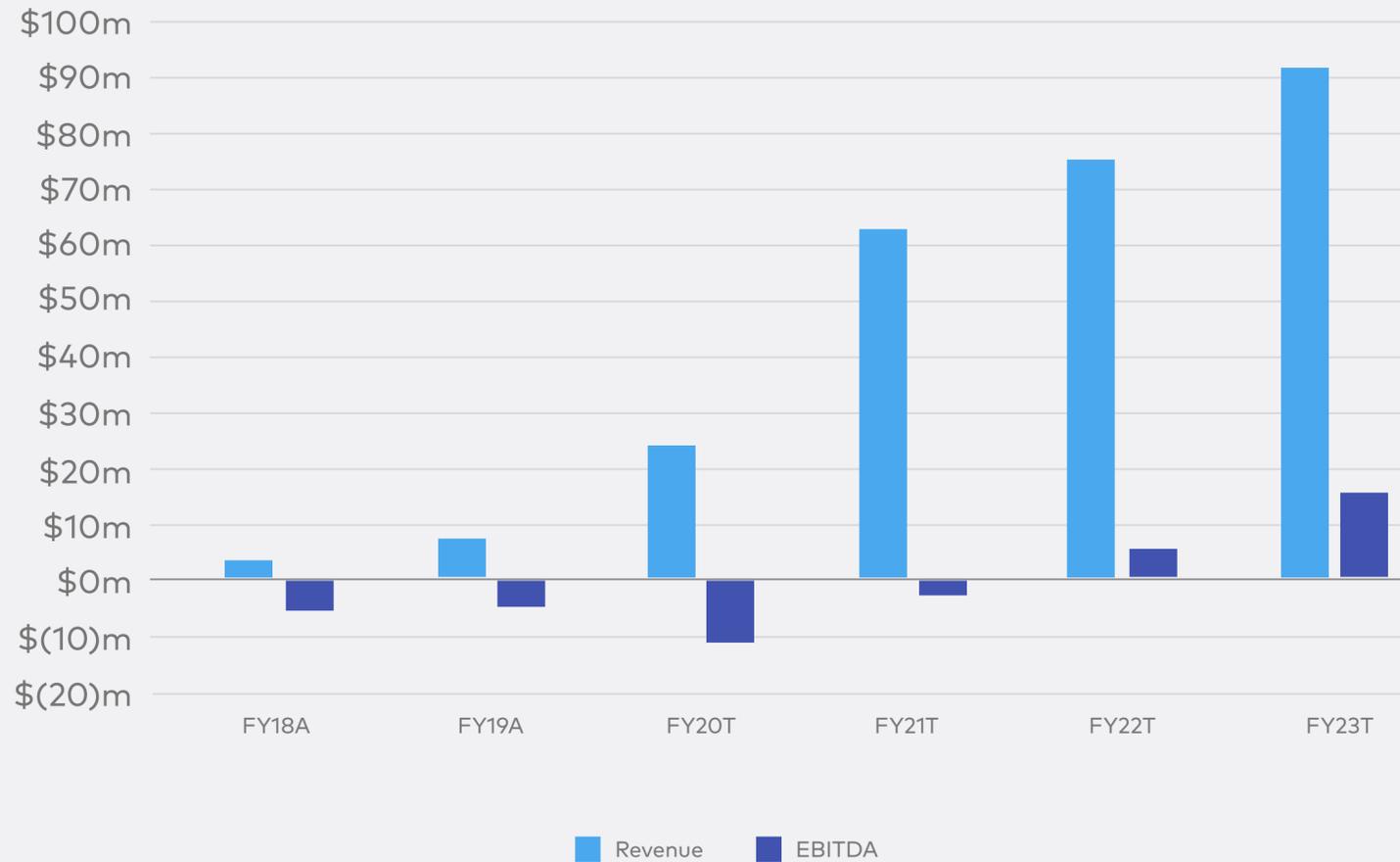
Targeting to be EBITDA positive by end of FY21



Targeting \$100m annualised revenue by end of FY23

Financial outlook

Target Revenue and EBITDA¹

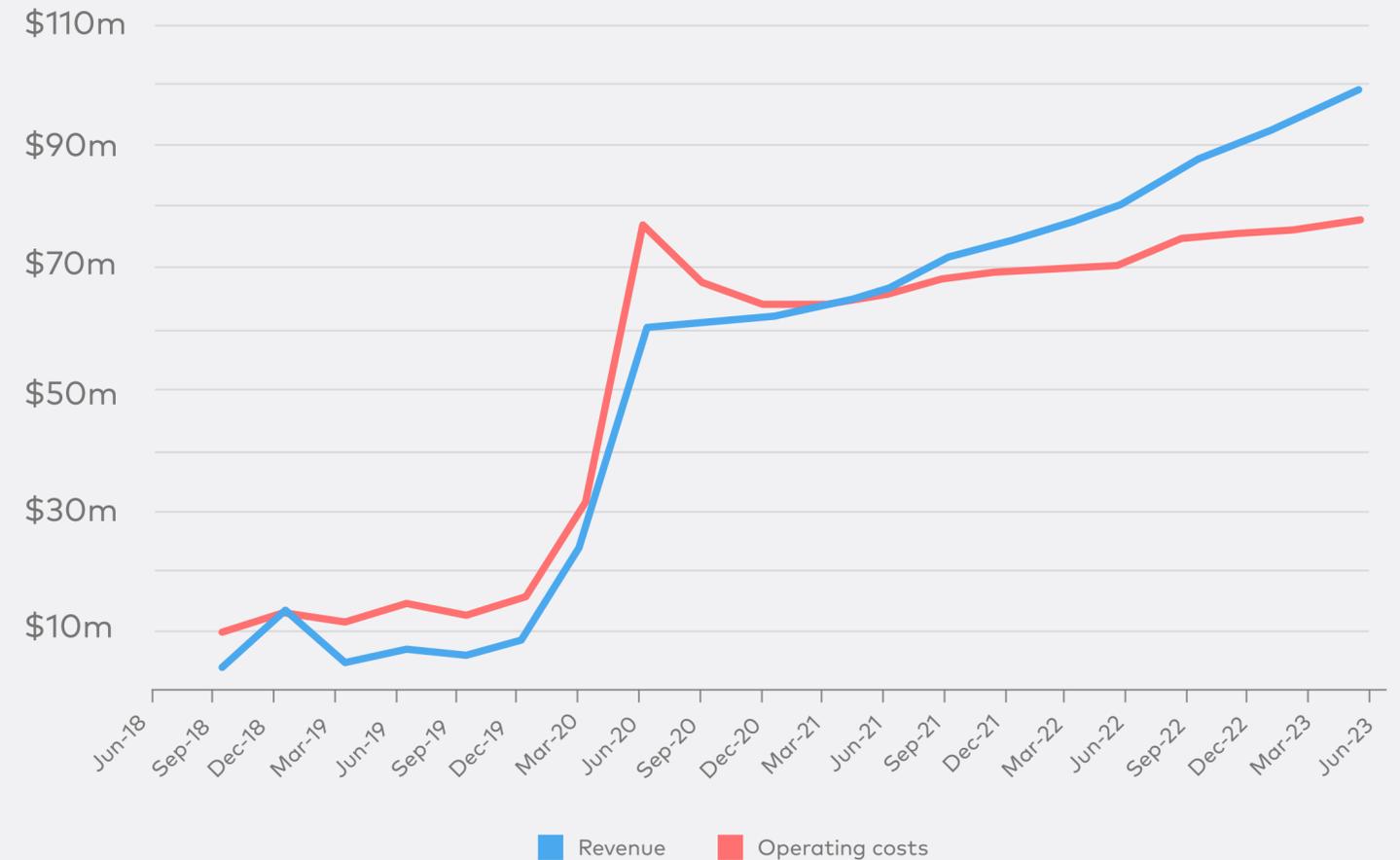


A = Actual; T = Target

1 - EBITDA is based on statutory accounts which includes capitalisation of R&D costs and is before depreciation and interest on building leases and data center leases capitalised under IFRS 16 from 1 July 2019.

FY20T includes 4 months of EMS Briel & Kjaer results, \$2m of transition and integration costs as well as \$2m of non-cash share option based payments.

Annualised Revenue vs Operating Cost²



2 - Annualised revenue and operating costs based on annualising the quarterly revenue for the relevant period. September 2018 through March 2020 based on actual results; June 2021 through June 2023 represent targeted results. Operating costs include cost of revenue and total operating expenses (which exclude depreciation and amortisation).

Financial outlook comments

Pursuit of growth

- › Combined sales force in each region focused on growth in key areas of Mining and Waste & Wastewater, as well as retaining market-leading position in Airports.
- › New products being developed for launch in FY21 including new Airports stakeholder management and smart water.
- › China strategy starting to convert into revenue with recent \$5m of revenue wins announced.

Realisation of synergies

- › Removal of 40 roles and \$8m of costs from combined business (provision of ~\$2m for transition included in FY20T EBITDA).
- › Additional \$3m of savings identified for FY21 across procurement, and operating model synergies.

Well capitalised for growth



\$24m of cash
in combined
company



Targeting to be
cash flow neutral
by H2 FY21

New executive team

Depth in Corporate and Regional functions



Peter White
Chief Executive Officer



Matthew Patterson
Chief Financial Officer



Jason Cooper
Chief Operations Officer



Rachael Ormiston
General Counsel



Dan Gallacher
Strategy & Corporate
Development



Phil Stollery
Product



Sean Kent
Engineering



Jason Yates
Asia Pacific Region



Kent Espersen
EMEA Region



Greg Bracci
North America Region



Manfredo Manfredi
South America Region



Lisa Jiang
General Manager,
China



Liesel Wightwick
Human Resources

OUR VISION

We harness the power of environmental intelligence so industries grow and communities thrive.

OUR MISSION

We are driven to create world-leading technology solutions that produce actionable insights from environmental data so our customers can realise their full potential.



What is Environmental Intelligence?

Environmental Intelligence harnesses the power of big data, artificial intelligence and analytics to produce real-time visualisations, predictive modelling and actionable insights that enable companies, governments and communities to make fast, confident decisions that optimise operational and environmental outcomes.



Environmental Intelligence key drivers

At the intersection of science and technology, Envirosuite is uniquely positioned to optimise industries and how they interact with their communities.

Increasing focus on social licence to operate

- › More than 4 billion people – more than half of the world – live in urban areas.¹
- › Community concerns are strongly influencing the way industries operate and how governments regulate.
- › Increasingly companies are seeking competitive advantage in aligning their social contracts with society to their shareholder returns.

Rising tide of environmental regulation

- › There has been a 38-fold increase in global environmental laws in the regulation of pollution. This is expected to increase as food security, climate change and water shortages continue.²
- › Environmental, Social and Governance (ESG) is becoming a foundational consideration for risk and generating actions from companies, policy makers and regulators especially in sectors such as Mining and Waste & Wastewater.

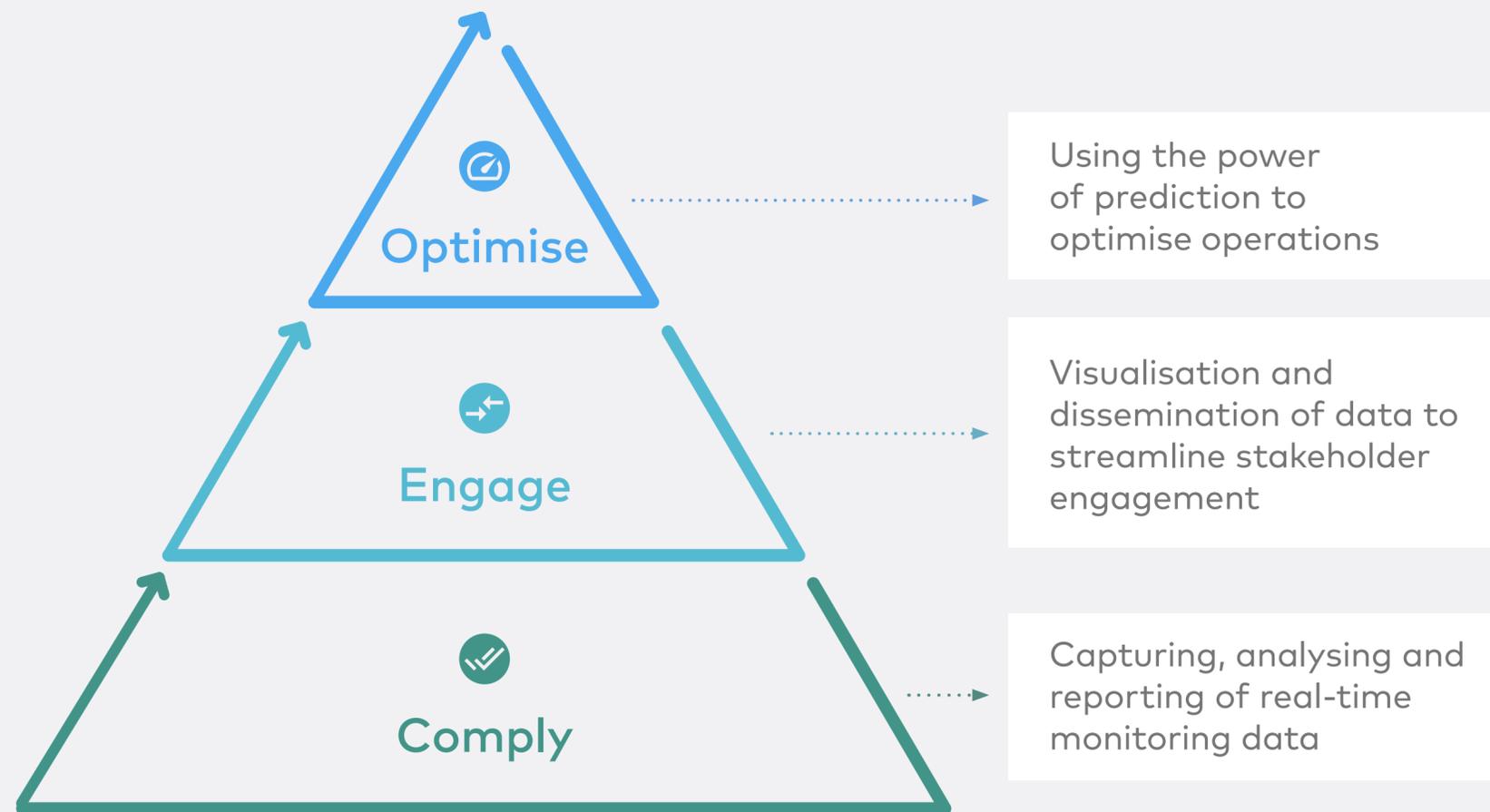
Digitalisation in a post-COVID world

- › Asset owners are digitalising at a faster rate than ever in order to optimise their operations, maximise output and reduce risk.
- › Cloud-based solutions for monitoring and prediction are becoming mainstream for asset owners as they seek to maximise operational efficiency in response to margin and service delivery pressure.

1 - <https://ourworldindata.org/urbanization>

2 - <https://www.unenvironment.org/resources/assessment/environmental-rule-law-first-global-report>

Predictive analytics is driving digital transformation



Envirosuite is uniquely positioned to:

- > Capitalise from the growing Environmental Intelligence market through end-to-end technology solutions.
- > Provide measurable ROI to our customers as they seek to optimise their operations and manage their community impact.
- > Extract and deliver increased customer value by expanding our capabilities across air, water and noise.

Environmental Intelligence is changing the way our clients work

Comply

Engage

Optimise

Outcome

Canada

Environmental Intelligence (EI) is providing Teck Resources with highly accurate data and insights from fluctuating environmental conditions, allowing it to adjust operations to maintain compliance without stoppages.

Teams at Teck are now employing EI to shorten investigation time of costly environmental issues. Responding to community concerns and taking immediate action to ensure continued operations.

EI is empowering teams at Teck to schedule operations based on changes in the weather, which is having a direct and positive impact on the bottom line.

Australia

EI is enabling Air Services Australia to manage aircraft noise improvements in line with flight patterns and noise abatement plans which helps to minimise impact to the community.

Air Services Australia is using a suite of Envirosuite solutions to provide the public with local information about aircraft movement, flight paths and noise data to improve transparency and engagement.

EI is now informing several strategies to improve air traffic capacity, accommodate growth in the industry, and the wider modernisation program to ensure Australian airspace is managed safely and efficiently.

UK

Tata Steel are utilising EI for early warnings. Alerting staff of potential compliance breaches before they happen to make necessary adjustments while keeping the plant operating efficiently.

Envirosuite's solutions are allowing Tata Steel to showcase responsible environmental management practices supported by highly accurate data. This is reducing operational stoppages and costly investigations.

EI is providing Tata Steel with insights before air quality issues occur. Teams are now scheduling activities at the best times for efficiency and productivity gains, while operations can now respond rapidly and effectively.

By harnessing environmental intelligence, clients across multiple industry sectors are expanding operations, achieving capital savings and lowering operational expenditure.

Our sector focus

Our recent acquisitions have broadened and strengthened our solutions offering



Mining

Mining includes open cut coal, copper, and iron ore mines, and downstream operations ports with tier 1 clients globally.



Cities

This sector includes cities across the world with Air Quality Index (AQI) or a focus on environmental monitoring, and industrialised cities located in the China region.



Waste & Wastewater

Combines sub-sectors such as landfill, wastewater, water networks and sewer network operators.



Airports

We serve more than 200 of the world's leading Airports, Defence departments and Air Navigation Service Providers (ANSP).



Industrial

Industrials includes downstream smelters, refineries, container ports, and extends to industrialised farming and agriculture.



Construction

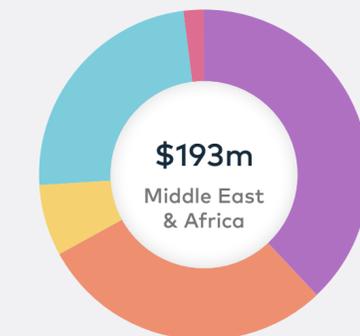
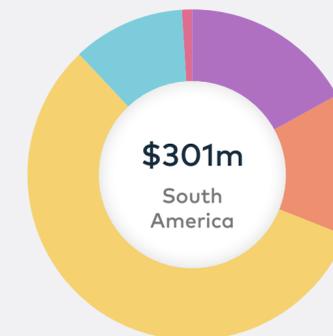
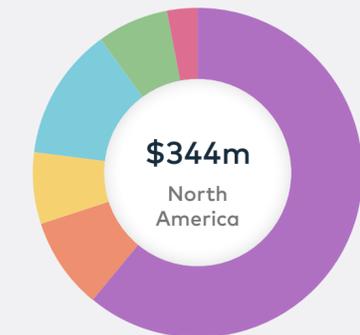
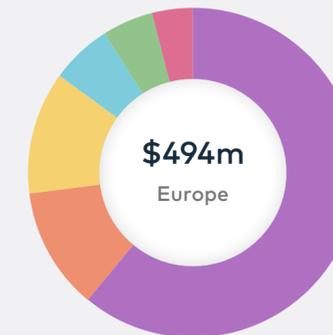
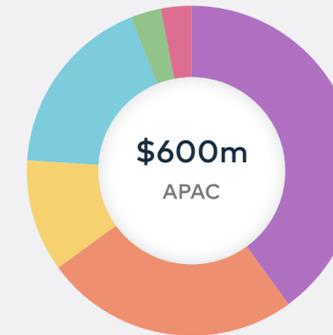
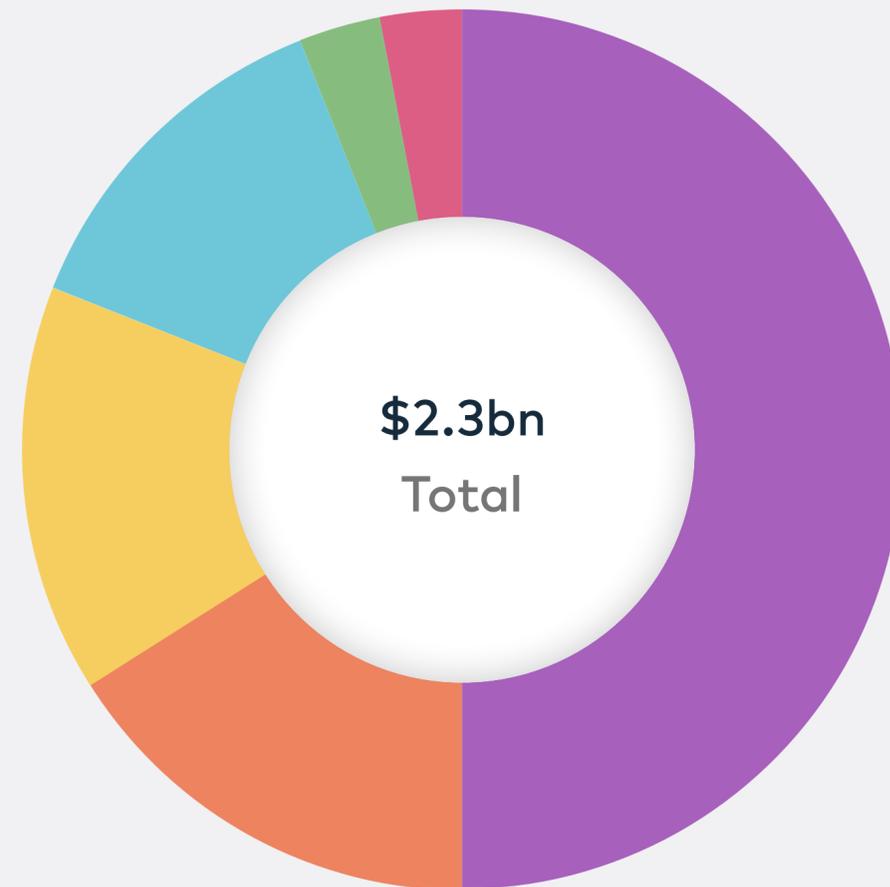
Covering major construction projects including infrastructure in major cities and dense urban areas.

Our markets 2020 and beyond

Our business has rapidly evolved over the past year.

We're expanding our Serviceable Addressable Market (SAM) through acquisition and expanding our core offering

- Waste & Wastewater
- Cities
- Industrials
- Mining
- Construction
- Airports



The SAM has been defined through Company research. The sizing has been calculated based on number of serviceable sites, multiplied by average deal size within the applicable sector.

China - 6 months in...



Achievements

1. Established a team of 12 FTE
2. Major contract wins in smart water (\$5m) – water quality monitoring and prediction
3. Rapid pipeline development in key industries
4. Solution and services strategy developed and implemented
5. Existing customers include Beijing Capital International Airport, Beijing EPB and Tianjin EPB



Opportunity and focus

Industrial Cities

Environmental Protection Bureaus (EPB) across China are facing increasing regulation to identify and treat emission sources at a city level across 338 EPB. Envirosuite now has 4 EPB contracts and looking to expand.

Industrial Parks

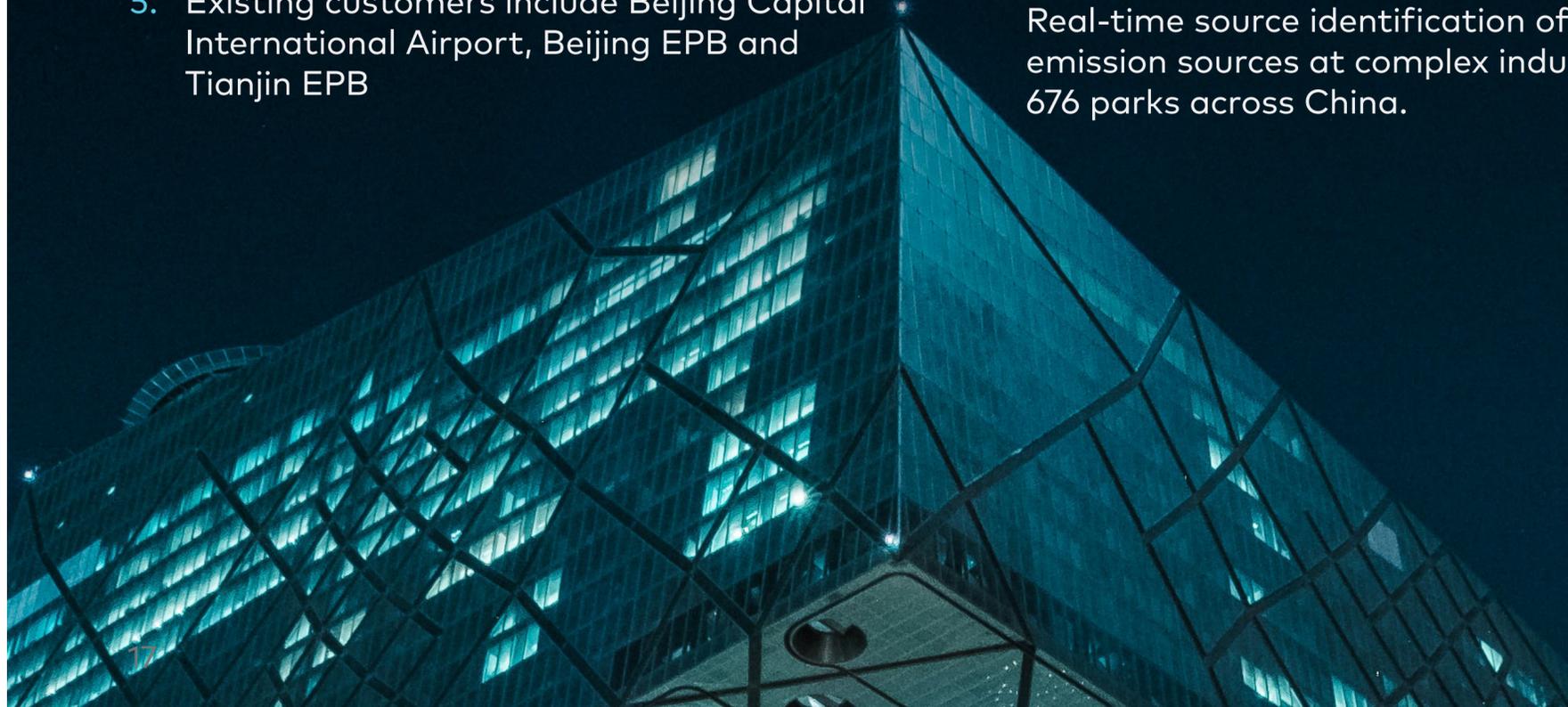
Real-time source identification of potential emission sources at complex industrial facilities, 676 parks across China.

Water

Provision of integrated hardware and cloud based software for odour identification and abatement. China market consists of 3,350 Wastewater treatment sites.

Airports

Increasing end-to-end environmental platforms (air, noise and water quality) are being demanded by the Chinese market as 40 new airports are built in the coming 5-10 years, complementing the existing 200 airports.



\$7.5m in new contracts since 1 March 2020

In the past three months during the COVID-19 pandemic and Company integration, Envirosuite received total new orders of ~\$7.5m. This included three major capital intensive projects, with potential for later phase annuity orders.



Customer	Sector	Country
Major Airport	Airport	USA
Votorantim Cimentos	Industrial	Canada
Graphic Packaging	Industrial	USA
Nyrstar	Industrial	Australia
Stormfisher	Waste	USA
Teck Resources	Mining	Canada
Vale	Mining	Brazil
Anglo American	Mining	Brazil
Grupo Dragon	Industrial	Mexico
Chongqing City	Wastewater	China
Xinfeng River	Wastewater	China
Welsh Water	Wastewater	UK

Comprehensive strategy for growth

June 2023 Targets

\$100m revenue¹

EBITDA of
\$15-20m

70% Recurring
Revenue

1 - Targeting \$100m annualised revenue by end of FY23

1

Go deeper with current customers

Take our existing offerings across our 500+ customers to combine all forms of environmental intelligence:

1. End-to-end environmental systems for large airports.
2. Combined air, water, noise and vibration solutions across existing mining customers.

2

Develop new offerings based on existing competencies

Continue our R&D investment in new product offerings across our existing verticals:

1. Release of our new engagement and predictive tools for airport optimisation.
2. Build and release of next generation end-to-end air, noise, vibration platform combining predictive features.
3. Development of digital twin smart water solution expanding our offering from odour to chemical, electricity and water quality optimisation.

3

Drive increased growth in under-penetrated markets and geographies

1. Cementing China business and growth.
2. Direct entry in growing Asian markets e.g. India.
3. Exploiting growing environmental demand in wastewater and mining.

Investment in innovation continues to strengthen our product offering



Predictive technology

Applying AI and digital twin technology to optimise waste water treatment plant reducing chemical and energy use, improving environmental performance and prolonging asset life.



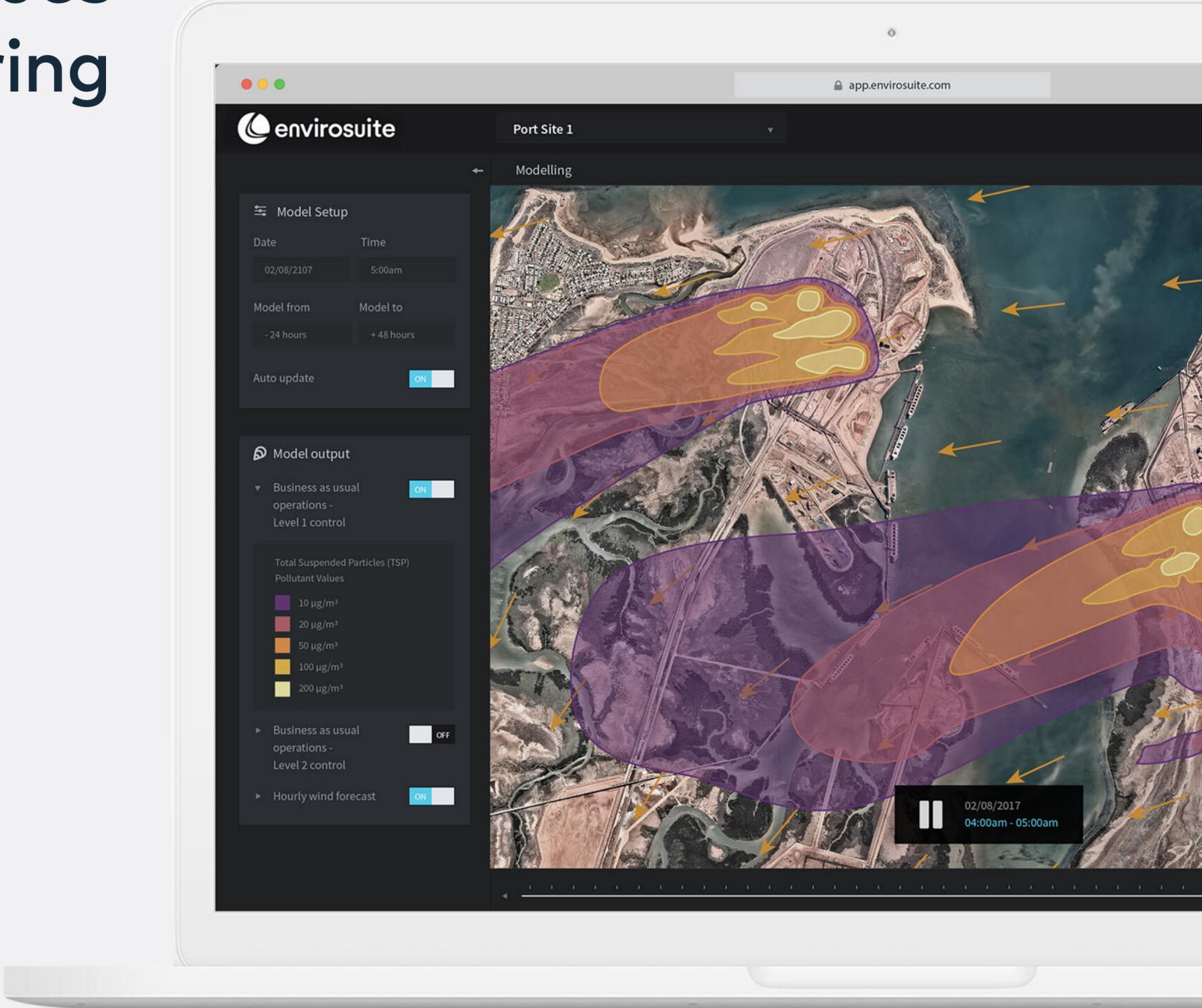
Customer centric design

Continued and increased investment in design-centric product development to drive user experience and build customer loyalty across our product portfolio as we dive deeper into customer operations.



Optimised model performance

Combining distributed sensors (IoT) with real-time and predictive meteorological and environmental models to drive improved site and project performance across all sectors.



ASX: EVS

Company snapshot

52 week high:

\$0.395

52 week low:

\$0.070

Last close:

\$0.16 (3/6/20)



Shares on issue:

1,024m

Market Cap:

\$164m

Unlisted options:

148m (ex. price 10-40c)

Cash at bank:

\$24m

Top 20 holders

48%

Directors & Management:

~11% (undiluted)

Investor highlights

1. Integration of EMS completed on time and budget
2. \$11m cost out of business by end CY2020
3. COVID-19 pandemic amplifying worldwide focus on environmental regulation
4. \$7.5m in new contracts since 1 March 2020
5. China market proving high growth potential
6. Targeting EBITDA positive by end of FY21
7. Targeting \$100m annualised revenue by end of FY23
8. Company well positioned for sustained growth

For more information please contact:

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