

ASX Announcement

New Wins and Sector in Focus - Waste and Wastewater

3 August 2018

Envirosuite Limited (ASX:EVS) ('Envirosuite' or 'the Company') is pleased to provide the first of a series of sector focused presentations to the market commencing with Waste and Wastewater. The purpose of these releases is to foster a deeper investor understanding of the Company's activities and growth in its target sector verticals.

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New Wins and Sector in Focus



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All amounts are in Australian dollars unless otherwise stated.





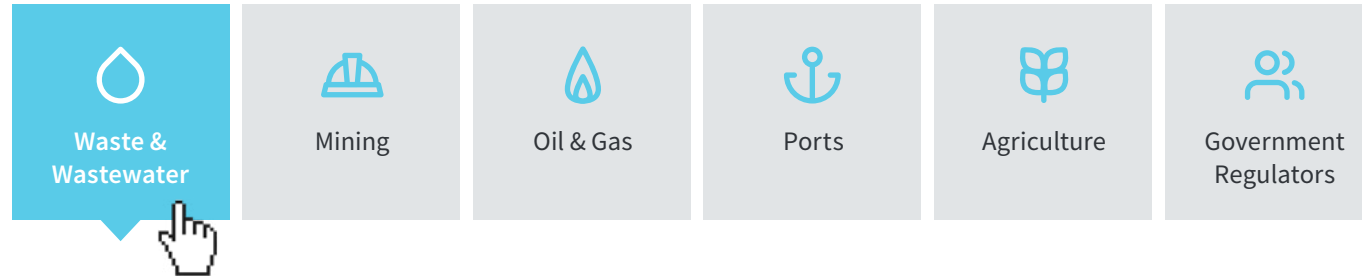
Envirosuite provides the most comprehensive and intuitive real-time monitoring, investigative and predictive environmental management software in the world.

Built on insights from 30+ years experience in environmental management, Envirosuite seamlessly converts data into action, enabling real action in real-time.

Envirosuite has a rapidly growing client base globally across Mining, Oil & Gas, Waste & Wastewater, Ports, Agriculture and Government Regulators.



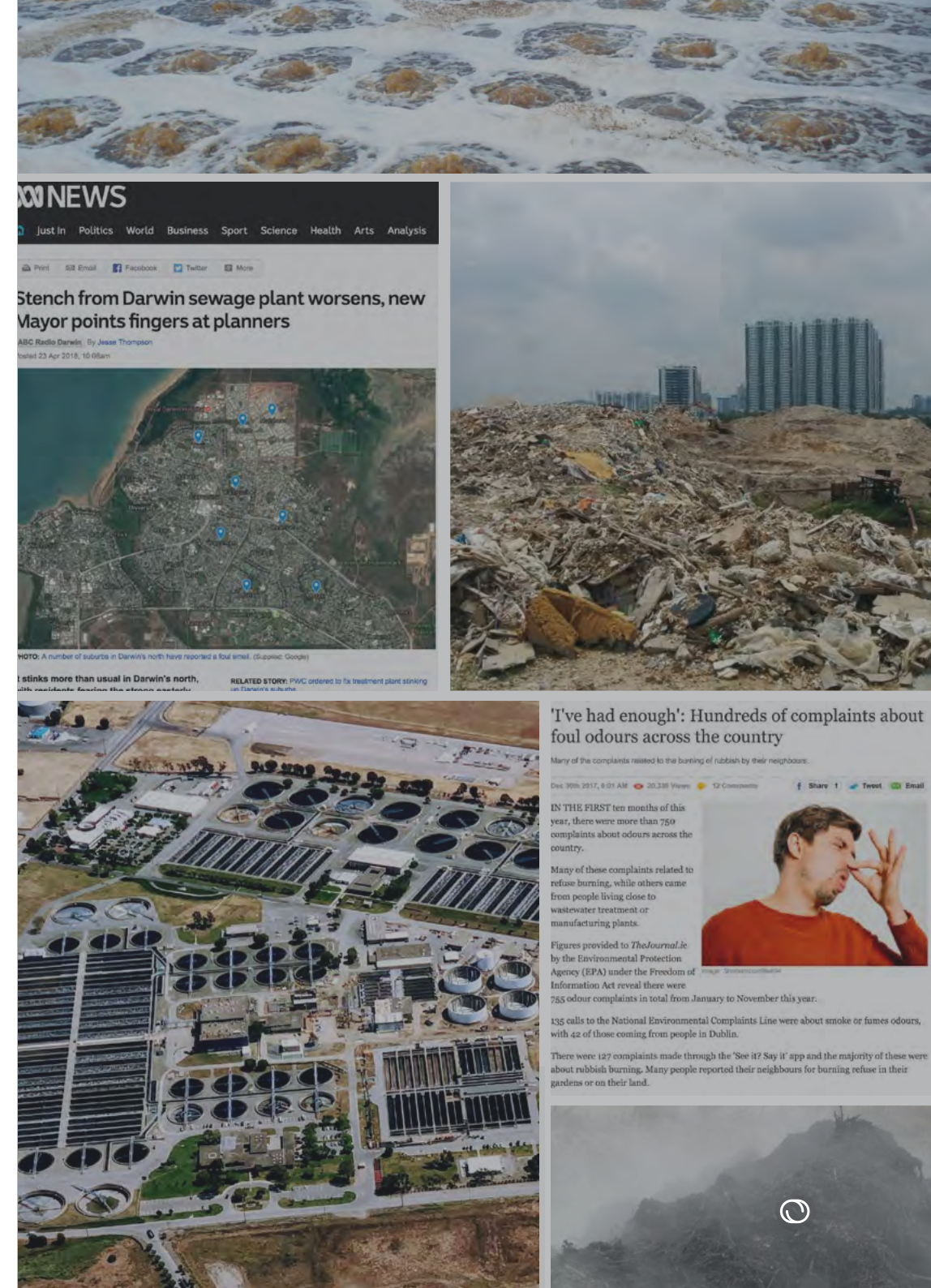
Sector in focus



Waste & Wastewater

- Global estimated market of \$800m per annum ^(1,2,3)
- Includes wastewater treatment, landfill and composting
- Offensive odours are a major issue for these operations
- Odour is the biggest cause of environmental complaints globally
- Growing industry need for improved odour mitigation, complaint management and enhanced relations with regulators and neighbouring communities

1 - www.britishwater.co.uk/Media/Download.aspx?MediaId=1055
2 - <https://www.environment.gov.au/system/files/resources/...a32c.../landfill-cost.doc>
3 - <https://siteresources.worldbank.org/INTURBANDEVELOPMENT/Resources/336387-1334852610766/Chap3.pdf>



Sector challenges

Community, regulatory and productivity expectations are rising. The need for improved environmental management solutions is growing.

Odour complaints are disruptive and costly for business



The global market for services in the water and wastewater sector is approximately \$20bn annually, of which odour management services we estimate at 2%, or \$400m ⁽¹⁾. Industry data indicates a similar market for the solid waste management ^(2,3).



Environmental management challenges

Too much data

Proliferation of sensors, meteorological models, community complaints, operating schedules, management reporting

Expectation for immediate action

Not enough data

Gaps in monitoring, can't measure important variables, decisions in a vacuum, lack of insights, risky uncertain decisions



Envirosuite simply makes sense of data, in an instant, so users can take informed actions quickly.

The right actions at the right time benefit site operators, regulators and neighbouring communities.

Timely
community
actions

Instant
one-click
reporting

Optimise
workflows
based on
weather

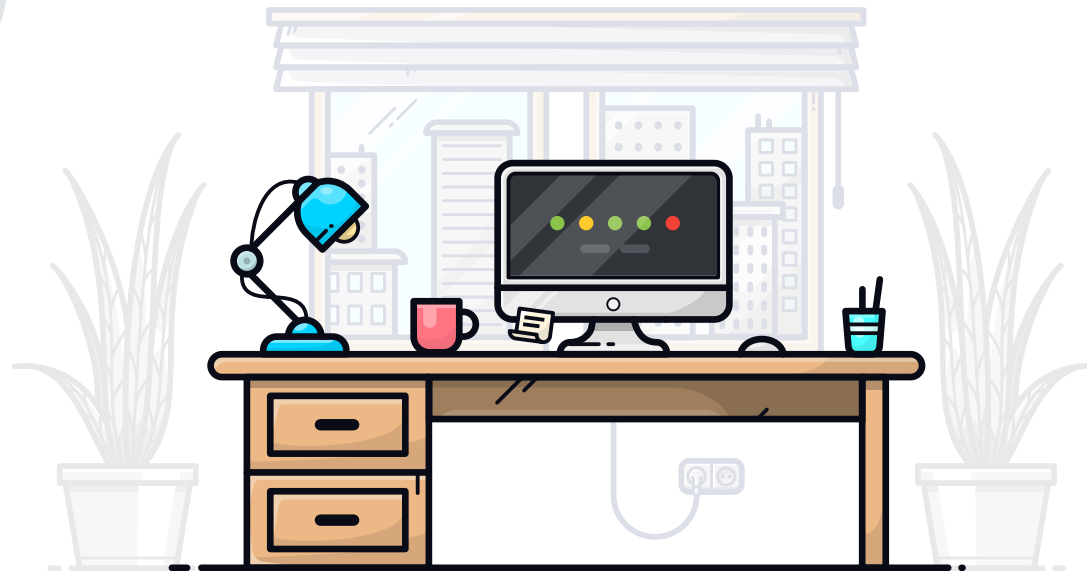
Complete
integration of
monitoring, modelling,
alerting, reporting
and incident
management

Plug
and play with
existing sensor
networks

Intuitive user
interface on all
devices

Cloud-based
platform accessible
anywhere, anytime

Simple
subscription
model



Market Traction

Proof of concept:

August 2016 - April 2017
8 months - 2 wins

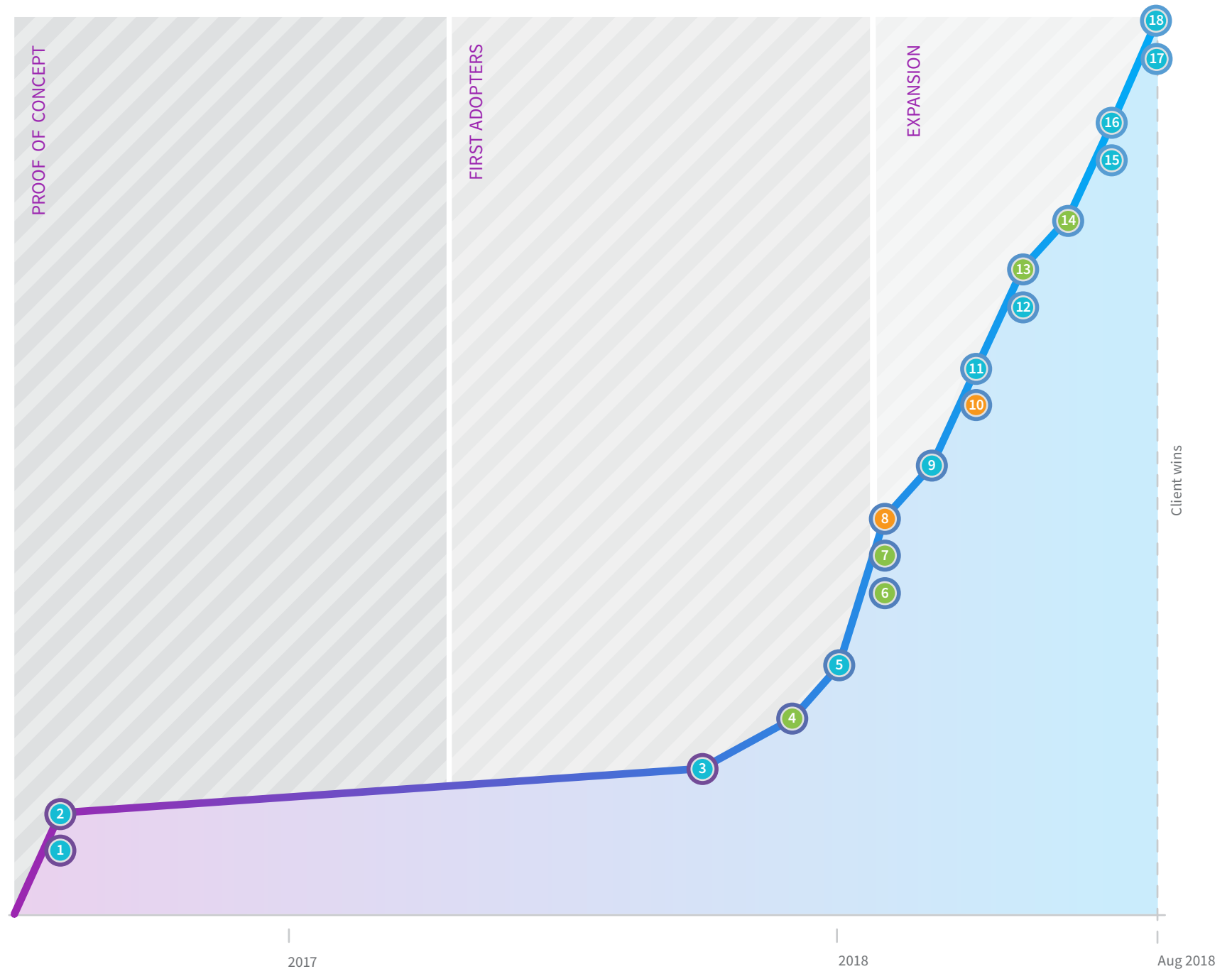
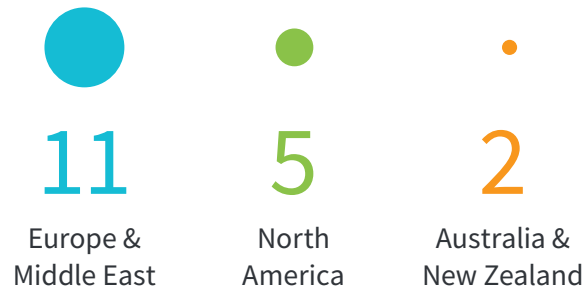
First Adopters:

April 2017 - February 2018
10 months - 3 wins

Expansion:

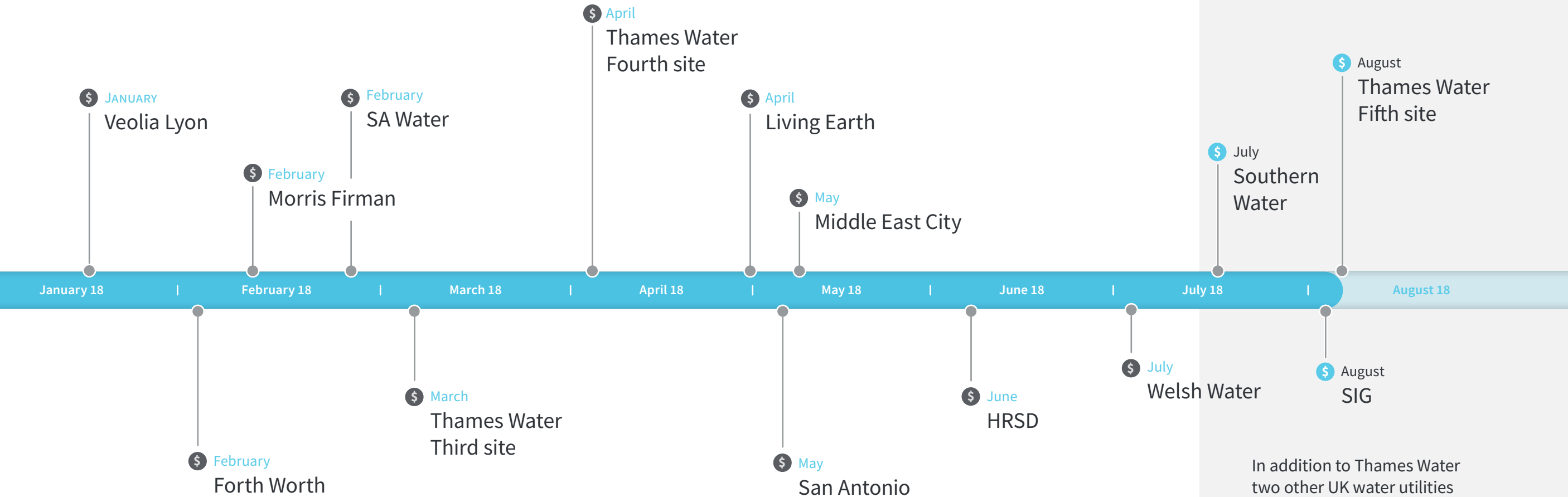
Since February 2018
6 months - 13 wins so far

Waste & Wastewater
Clients by region:



Waste & Wastewater wins since January 2018

New wins since release of the Quarterly sales update released 20 July 2018



In addition to Thames Water two other UK water utilities have signed with Envirosuite in the past month



Migration of Odotech clients to the Envirosuite platform

In addition to organic growth, the acquisition of Odotech in FY18 provided a further 35 sites that are targeted for the Envirosuite platform globally in FY19, as clients are migrated from their legacy platform contracts to Envirosuite under new subscriptions.

Clients that are currently preparing for migration in FY19 include:

Client	Location
Western Placer	USA
Pima County	USA
City of Montreal	Canada
Yorkshire Water	UK
City of Ottawa	Canada
City of Montreal	Canada

Client	Location
Metro Vancouver	Canada
City of Edmonton	Canada
Envirosolutions	USA
Trinity River Association	USA
Hinton Pulp	Canada
Rhode Island	USA



Research & Development

Extending our world-leading solution

- Joint R&D project with UK Water Utility - United Utilities - to develop a comprehensive monitoring, reporting and predictive management solution for corrosion management
- Global cost of corrosion in water and wastewater systems is over \$200bn⁽⁴⁾ annually
- Minimising stoppages, maximising equipment lifecycles and optimising maintenance processes is a central priority for operators
- A successful solution could potentially open-up a new multi-billion dollar market opportunity for Envirosuite

4 - <http://impact.nace.org/>





Case Study - Thames Water

Addressing environmental challenges at multiple Thames Water WWTP sites

Situation:

In Greater London, urban expansion has widespread consequences for environmental management. Buffer distances around Wastewater Treatment facilities that are designed to minimise the impact of odour emissions are encroached upon by suburban growth. Growing populations also require expanded facilities to accommodate the larger sewerage intake.

For wastewater treatment operations operating with tight odour buffers, various weather conditions can increase odour impacts and trigger community complaints. The tighter the buffer, the more vulnerable to complaints the facility is under certain weather conditions.

Thames Water (TW) is the UK's largest water and wastewater services company. Due to the proximity of nearby communities, some of TW's sites face challenges with odour management. Several sites are undergoing expansion due to the need to treat more sewage and to meet higher environmental standards set by the UK Environment Agency.

Task:

Thames Water is one of greater London's most important organisations. It supplies 2.6 billion litres of drinking water per day, and treats 4.4 billion litres of wastewater per day. Thames Water's 15 million customers comprise 27% of the UK population. TW currently operates 348 wastewater treatment facility sites across an area of 13,000 km². Approximately 10% of these sites are considered to be relevant to Envirosuite in terms of size and location.

Operations teams across Thames Water wastewater treatment sites have invested a large amount of their time conducting and commissioning investigations into the causes of odour incidents. To continue advancing in performance, Thames Water has funded an internal Innovation program to address a variety of environmental challenges. One of these challenges is effective odour management to satisfy community expectations and avoid incidents.

Action:

Thames Water has now taken on Envirosuite at four of its sewage treatment plants as part of its ongoing commitment to improve odour management and community relations.

Envirosuite's Risk Management solution is being used as a decision support tool to improve operational management and enable more efficient management of environmental issues. It does this by providing hour-by-hour prediction of risk levels for odour impact out to 72 hours ahead. Early warning of high risk conditions allows adjustments to routine operations and maintenance schedules to be made if necessary.

Operations teams are now using real-time analysis of odour impacts as well as alerting and diagnosis of upset conditions indicated by monitoring to gain a clearer, faster picture of the odour situation.

Envirosuite's Incident Intelligence solution is implemented at multiple sites to provide instant diagnoses about the sources of community complaints. This then allows faster management and resolution of complaints.

Result:

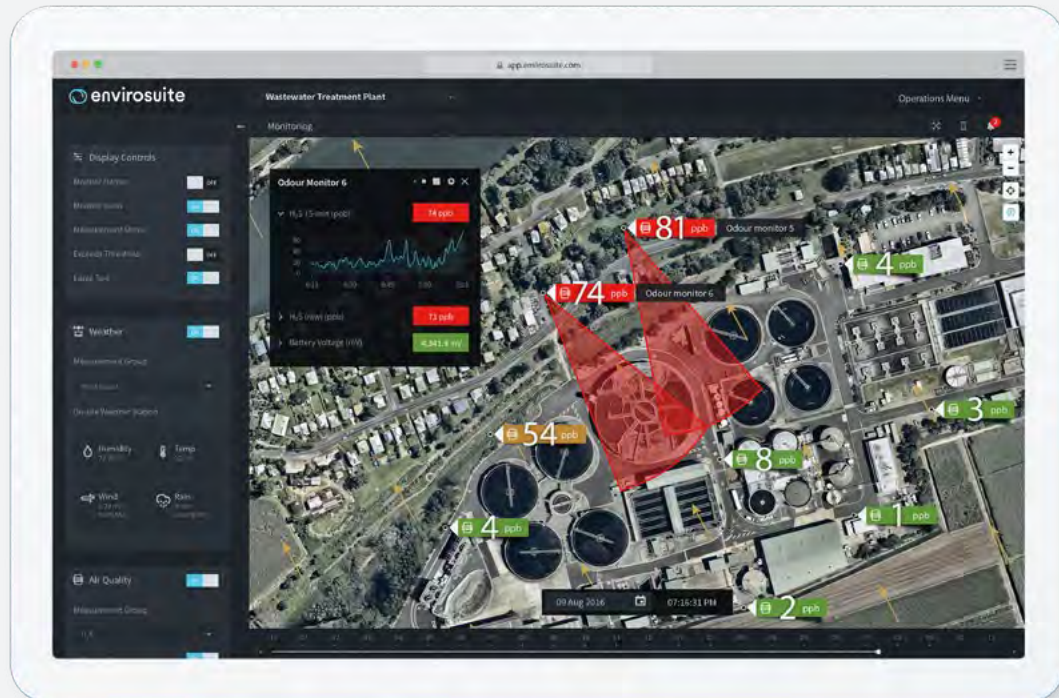
Thames Water personnel using Envirosuite are able to see connections between facility status and odorous emissions more effectively - in real time via monitoring, retrospectively using stored data, and ahead of time via risk forecasting. Accordingly, operational efficiency is enhanced and odour incidents can be mitigated, analysed or avoided more effectively.

Envirosuite's Incident Intelligence solution is providing teams with tools to better manage community odour complaints by using advanced scientific methods that more rapidly point to the sources of odour responsible. This gives Thames Water the means to improve community relationships and enhance its social licence to operate.

New business cases are appearing across Thames Water based on Envirosuite's groundbreaking capabilities. Our economic analysis showed the potential for large cost savings on odour control by varying operational status according to predicted odour risk. A growing number of new Thames Water sites are now interested in Envirosuite solutions given the proven results and operational benefits at current sites.



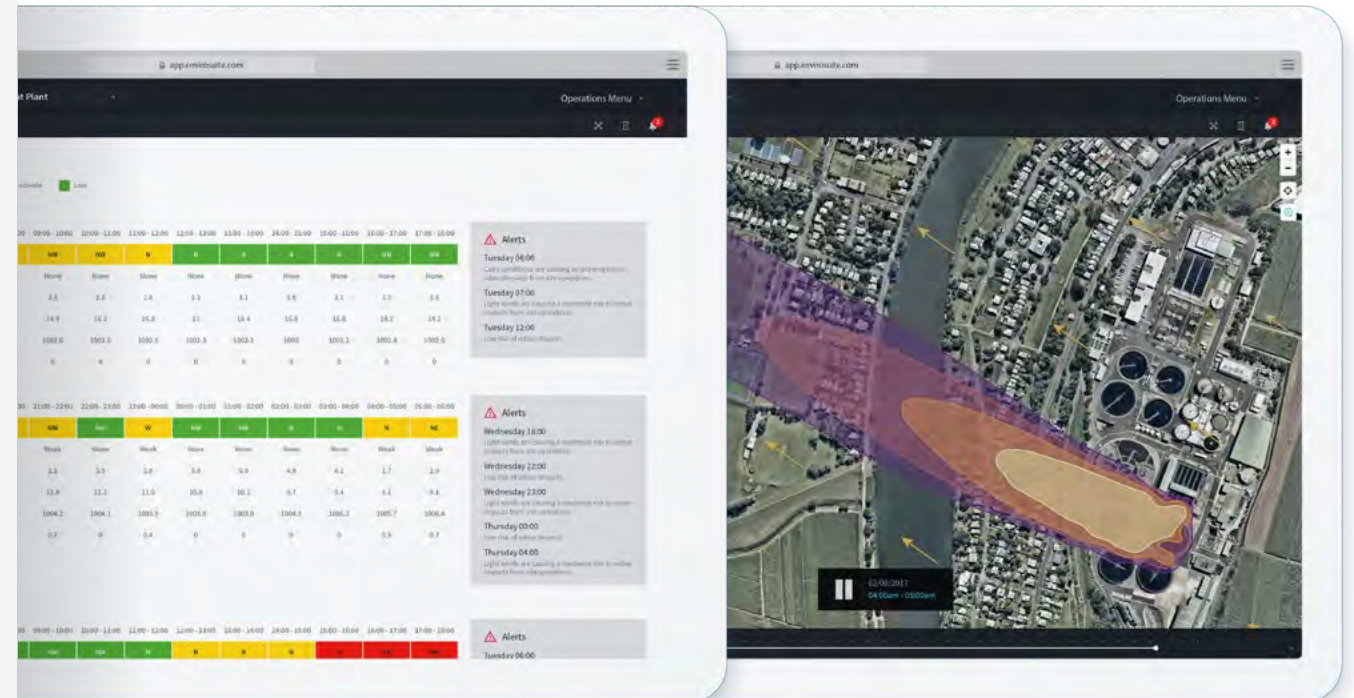
Envirosuite in action



Environmental Compliance

See issues simply.

Real-time or historical snapshot of your operation's impact presented in a simple, colour-coded fashion so that anybody can understand when action is required.



Risk Management



Impact Modelling

High risk handled.

72 hour colour coded forecast so that anybody in the users' organisation can understand the upcoming risk levels and make plans accordingly. Plume models visualise impact areas.



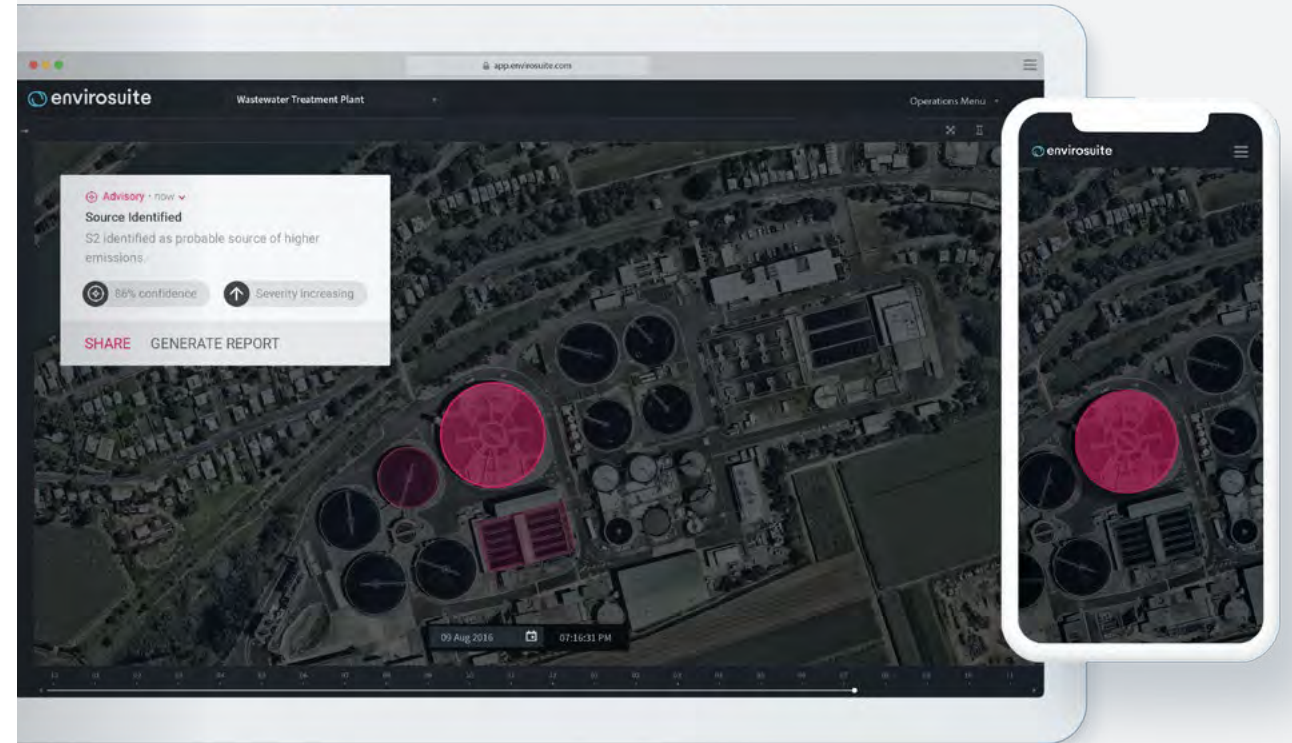
Envirosuite in action continued



Incident Intelligence

Immediately target who or what is responsible.

Back trajectories are automatically generated when a complaint is received helping to identify who is responsible. Our ticketing system issues, actions and manages an auditable process for each complaint.



Source Identification

Next-level source identification.

Our proprietary source identification algorithm combines back-tracking, arcs of influence, emission source information and machine learning to pinpoint problem emission sources more accurately and faster than ever before.

Sector Highlights



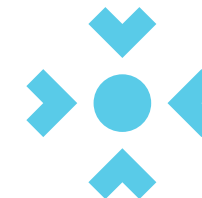
\$800m per annum
market opportunity



Market proven and industry
leading management solution



Technical solution expanding to further
embed and commercially grow within the
sector and access a \$2bn market opportunity



High global need driven by the
convergence of increasing productivity,
community and regulatory expectations



Appendix

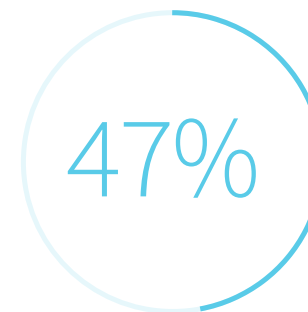
Further company information

Company snapshot

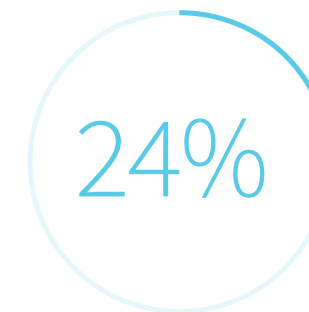
ASX code:	EVS
Industry code:	Software & Services
Shares on issue:	230,933,875
Market cap:	\$19 million
Share price (at last close 2/8/2018)	\$0.08
12 month high:	\$0.13
12 month low:	\$0.04
Unlisted options:	27,183,333*
Debt:	Nil

*including 14m that are due to expire before 31/12/2018

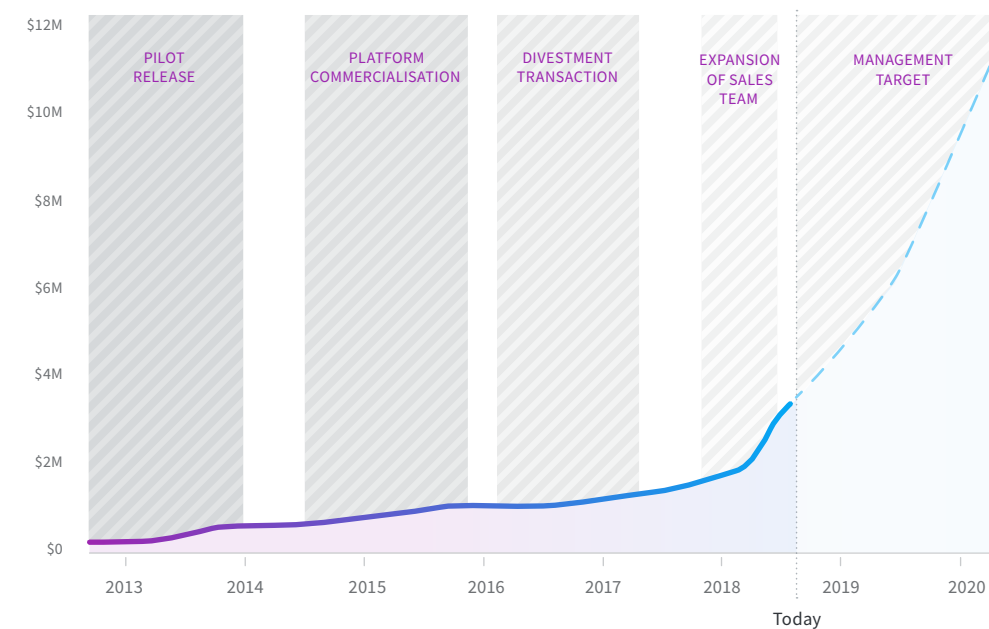
Top 20 Holders



Directors & Management



Annualised Recurring Revenue



A World-Class Platform



Powered by Advanced Algorithms

Our proprietary algorithms, built on more than 30 years of environmental management experience, enable us to identify and interpret the data that really makes a difference — reducing investigation times and making action easy.



Built Beautiful

We've obsessed over building the most intuitive user interfaces, letting the user see issues clearly, instantly.



Proactive Guidance

We combine high definition site-specific forecasts that factor local geography, and historical data with operational insights to get ahead of issues before they happen.



Complete & Configurable

We're the next step in environmental management best practice, giving a complete view of the past, present and future, with a solution that integrates monitoring, modelling, alerts and incident management, while enabling instant access to historical archived data.



Lightning Fast Response

We continuously collect high definition weather data, to provide almost instantaneous analysis and issue identification — allowing our clients to respond to issues in just seconds.



Keeping Good Company

We're the environmental management system of choice of world leading companies like BHP, and AngloAmerican, the largest water utility in Europe, Thames Water and the two biggest air quality regions in the US, San Francisco and Los Angeles.

Cloud based and highly scalable.

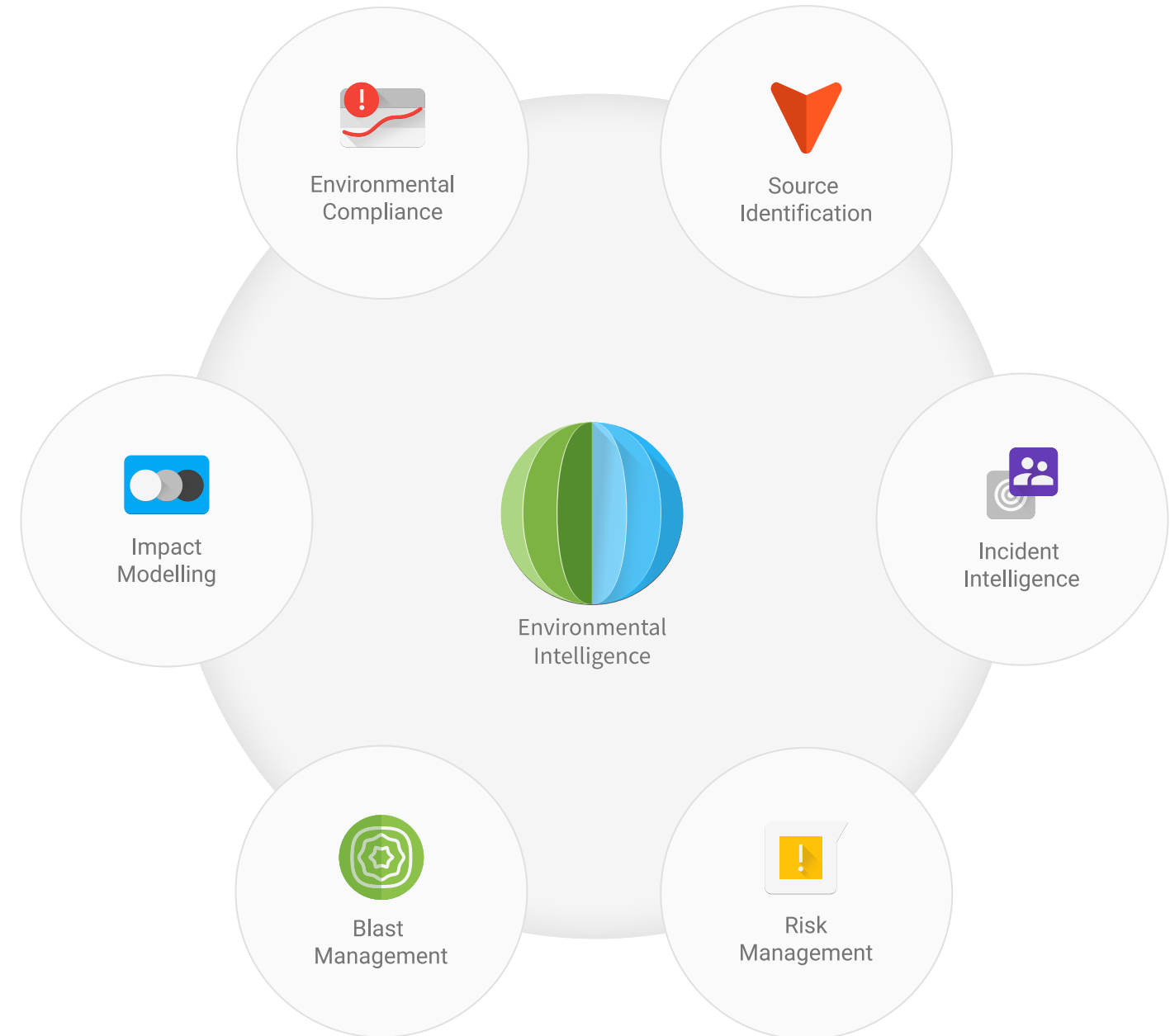
Up and running in as little as 48 hours.

A simple subscription fee.



Market offering

- 7 solutions applicable for a range of industry needs
- Amazon cloud based - available anywhere, anytime
- World-leading intuitive environmental management
- Sensor agnostic - can use client or EVS equipment
- Rapid implementation and remote upgrades
- Available as single or multi-site or regional solution



Investor Highlights

\$ 2 B

Growing multi-billion dollar
global market opportunity



Award winning, world-
leading environmental
management platform



High quality subscription
based recurring revenue

▲ 100%

100% increase in annualised
recurring revenue in FY18



Targeting 100% growth for
FY19 and then 100% growth
for FY20






Recently expanded direct
sales team and developing
indirect channels





For further information please see:

-  Quarterly sales update
-  Investor presentation
-  Envirosuite website

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