



A trusted, leading provider of spatial data services

Coffee Microcaps Morning Meeting Webinar

Presented by:

Michael Shirley, Managing Director & CEO

28 March 2024

Veris – a trusted, leading provider of spatial data services

Company Profile



500+
People



15
Offices
across
Australia

Industries

Infrastructure



Mining



Defence



Property



Utilities



Government



Our Services

**DIGITAL &
SPATIAL**

3D scanning, data capture, hosting storage, management, modelling, visualisation and analysis.

**ENGINEERING
SURVEY**

Civil construction and engineering survey solutions for major infrastructure.

**PROPERTY
SURVEY**

Land surveying, cadastral and consulting solutions.

**PLANNING &
URBAN DESIGN**

Due diligence, strategic planning, master planning, place-making and planning approvals.



Wumara Group

49% interest in
Indigenous-owned
Wumara Group

veris

Our journey from surveying to end-to-end spatial data solutions



Surveying continues to be an important part of our business.



We've been investing in leading-edge technology to perform rapid data capture remotely and safely.



We've developed cloud-based 3D and GIS platforms to provide advanced visualisation and analysis.



Our clients are benefiting from end-to-end spatial data solutions that unlock smarter decision making, efficiencies and value on their projects.



Our industry leading, multi-disciplinary team offer a high value, professional services approach across the lifecycle of a project



Delivering on Strategic Priorities

Sustainable, profitable growth through strategy execution

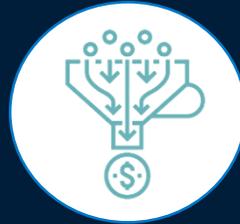
Delivering a sustainable business model



Driving
Operational
Excellence



Investing
in our
People



Secured
Workload
& Pipeline

Executing our strategy for profitable growth



Key
Account
Focus



Spatial
Data
Strategy



Assessing
M&A
Opportunities

Our strategy is clear and progressing, with core elements showing results.

Digital strategy execution

Meeting the Digital Transformation needs of our clients



Executing the strategy

We've taken clear steps in the delivery of our Digital Strategy:

- Development of AI, analytics and data hosting capability.
- Acquisition of aligned skillsets.
- Expansion of value proposition to clients via integration of data and digital solutions.
- Investment in leading-edge technology.



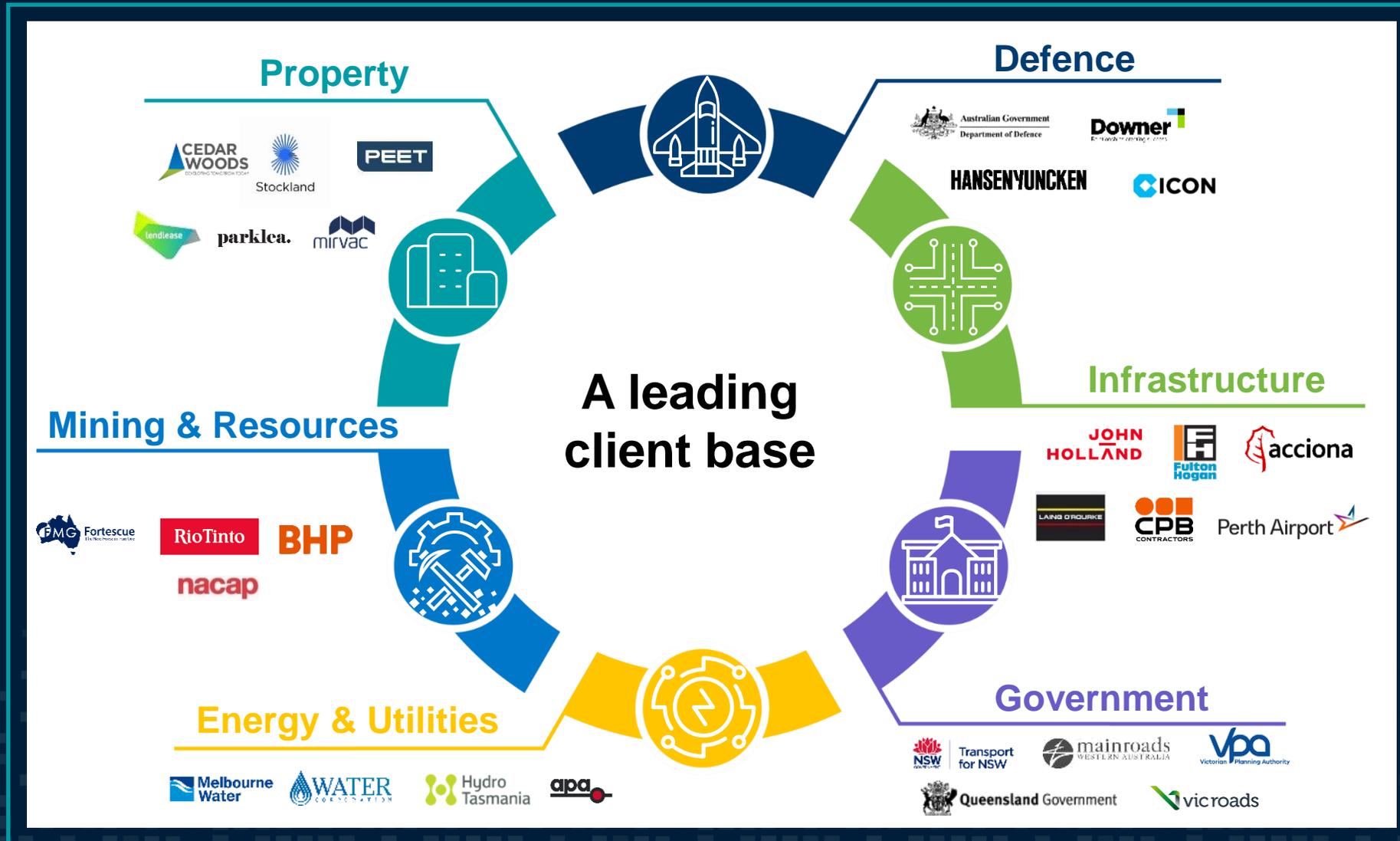
Outcomes

We've achieved significant milestones along the way:

- ✓ First suite of digital solutions commercialised and generating revenue
- ✓ Allowed acceleration of pivot out of lower margin markets and sectors
- ✓ Built a unique capability and position in the market.
- ✓ Enabled the delivery of end-to-end solutions to our key clients

Unlocking growth in key accounts

Building trust and mutual benefit



The Veris difference

Collecting, holding, understanding data

Competitors have siloed delivery models



Data Platforms: companies that provide cloud-based spatial data / digital twins platforms as Software-as-a-Service (SaaS).



Aerial Mapping & Imagery: companies that provide access to aerial mapping and imagery via subscription-based services.



Data Collection and Delivery: companies that specialise in data capture, surveys and deliver to client for their proprietary use.

Veris has a differentiated market position



End-to-end solution: offering spans data collection through to Digital solutions such as data hosting, 3D and Digital Twin platforms.



Spatial data experts: because we have a deep understanding of spatial data, we can begin with the end result in mind to recommend the best solution.

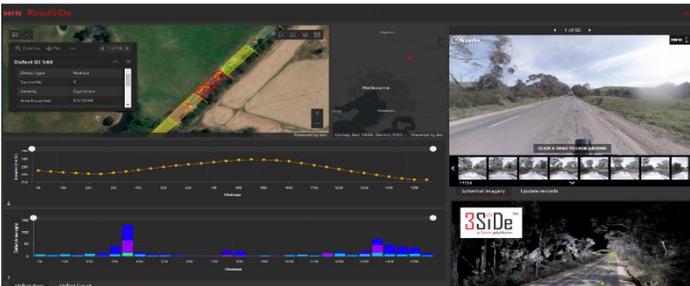


Do more with the data: we've developed AI, analytics, and specialist skill sets that derive added value out of the data collected.

Digital solutions

Our strategic move to integrate data and digital solutions across our service offerings positions Veris at the forefront of spatial innovation

RoadSiDe a Veris platform



Revolutionising road maintenance

- Rapid, safe 3D data capture of road condition over large distances.
- Data hosting, visualisation and analysis using our bespoke cloud-based RoadSiDe platform.
- Powered by AI and spatial analytics.
- Enables virtual inspections, quantitative and predictive analysis for smarter asset management.

3SiDe[®] a Veris platform



Data hosting, visualisation & analysis

- Rapid, safe 3D data capture of physical assets such as buildings, vegetation, and infrastructure.
- Data hosting, visualisation and analysis using our cloud-based 3SiDe platform.
- Ideal place to create and manage 3D digital twins of physical assets such as buildings, vegetation, and infrastructure.

Vantage a Veris platform



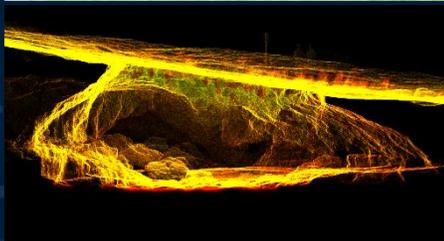
Manage data for Greenfields Property

- Provides a cloud-based, central data management platform for Greenfields developments.
- Information is continually updated and is readily accessible as a Development progresses.
- Unlocks the power of GIS analysis to empower stakeholders to visualise and interact with data.

Investing in leading-edge technologies

Recent investment made in state-of-the-art 3D data capture technologies and platforms that enable the rapid digitisation of assets for smarter decision making.

Upgraded and expanded fleet of drones



Mobile laser scanning



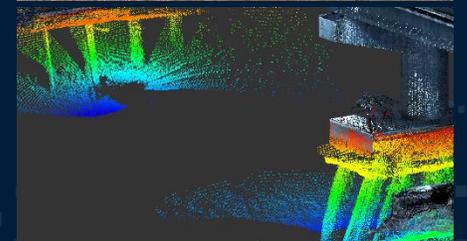
Terrestrial laser scanning



3D Ground Penetrating Radar



Hydrographic services



Recent Project Wins

Recent project wins showcase our digital pivot in action on key projects.



Rail Revitalisation Project, WA

Veris has secured a contract with John Holland Group to provide engineering survey services for the Rail Revitalisation Project (RRP) in Western Australia.

The project will capitalise on Veris' significant investment in high precision, high value, specialist rail data capture technology to provide track geometry data for tamping.



Major Airport Upgrades, Qld

Veris has been engaged to provide expertise in spatial documentation and Building Information Modelling (BIM) services.

This involvement is crucial for effective project planning, design, and digital engineering, providing a comprehensive understanding and visualisation of the existing infrastructure.



Canberra Light Rail Stage 2B

Veris has been engaged to create a precise digital dataset of the proposed light rail route for the design stage. Mobile laser scanning and 3D subsurface data capture (3D GPR) were employed to minimise disruptions and prioritise public safety.



Warragamba Pipeline, NSW

Veris was engaged to perform 3D laser scanning to underpin the building of a digital model of twin water transport pipelines.

Veris has subsequently been awarded a contract for ongoing real-time monitoring to support the continued accuracy of the 3D digital model.

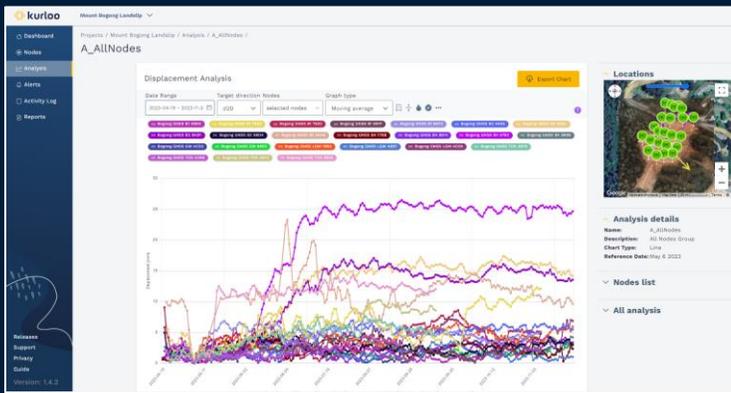


Road Condition Assessment, QLD

Veris has been selected to provide and assess current asset condition for an existing road network. This involved mobile 3D data collection followed by presentation and analytics through our RoadSiDe platform

Digital Twin – monitor and manage assets virtually

We are delivering connected Digital Twins using a combination of our reality capture, IoT sensors and web platforms.



Problem

It's difficult to monitor assets without being on site and to understand the impact of changes.



Solution

- IoT sensors for monitoring.
- QR codes for information retrieval.
- Survey accurate 3D models .
- Real-time analytics, notifications and alerts.
- 3D web visualisation and analysis.

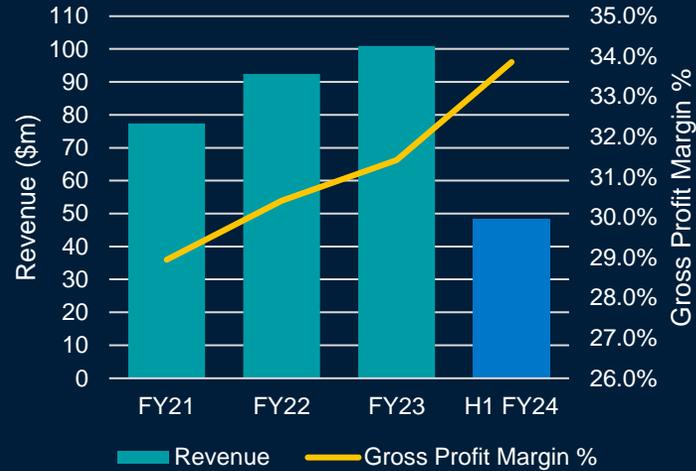


Benefit

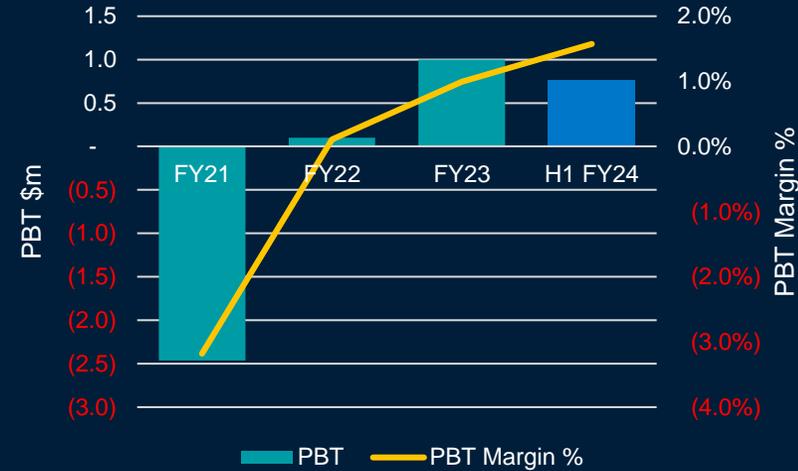
Globally asset and infrastructure owners are now managing and operating their assets virtually to reduce risks, create efficiencies and unlock strategic value.

1H FY24 Overview

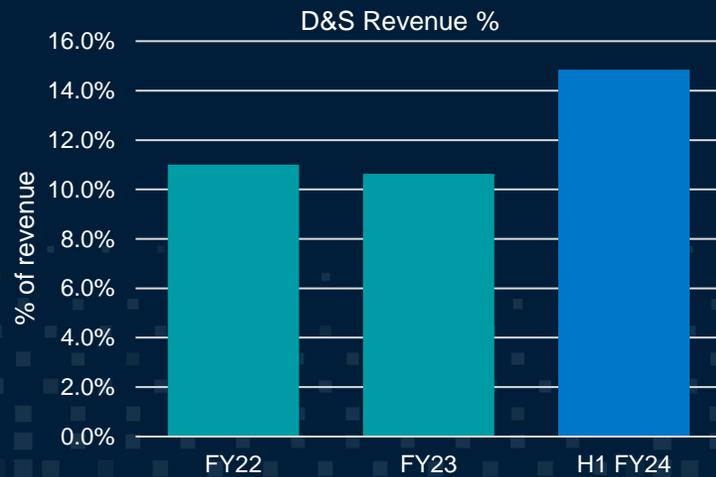
Consolidating the base – Stable, higher quality revenue delivering higher margins



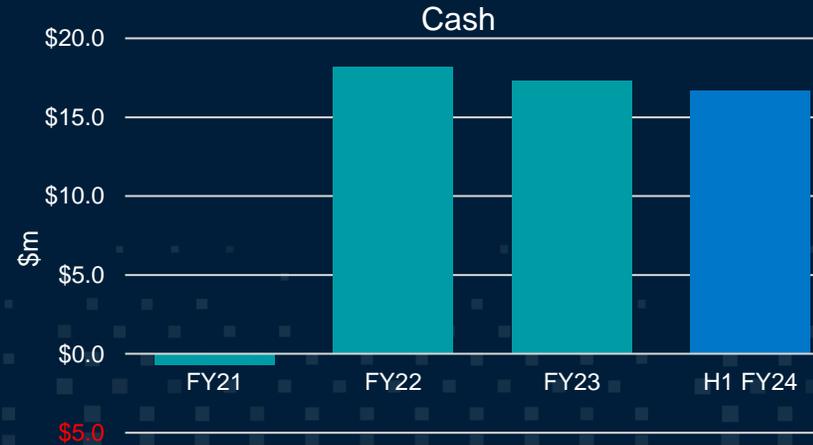
Gross profit margin expansion driven by more selective choice of projects/clients



PBT \$ and margin % growth



Growing share of revenue from Digital & Spatial – now circa 15%



Stable cash balance having distributed \$1.8m in capital management initiatives in last 18 months (via both buyback & dividend)

Capital Management & Returns to Shareholders

Strong capital management enabling us to pursue a range of operational and strategic priorities whilst delivering returns to shareholders

Shareholder Returns



Full year dividend
FY23 dividend delivered from operational performance



On-market share buyback
activated in H1 FY23 and extended in June 2023 through to June 2024.



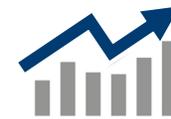
- Franking credit balance: >\$5.1m at 31 Dec 2023.
- Unutilised tax losses of >\$14m at 31 Dec 2023 available in future periods.

Transformational Opportunities



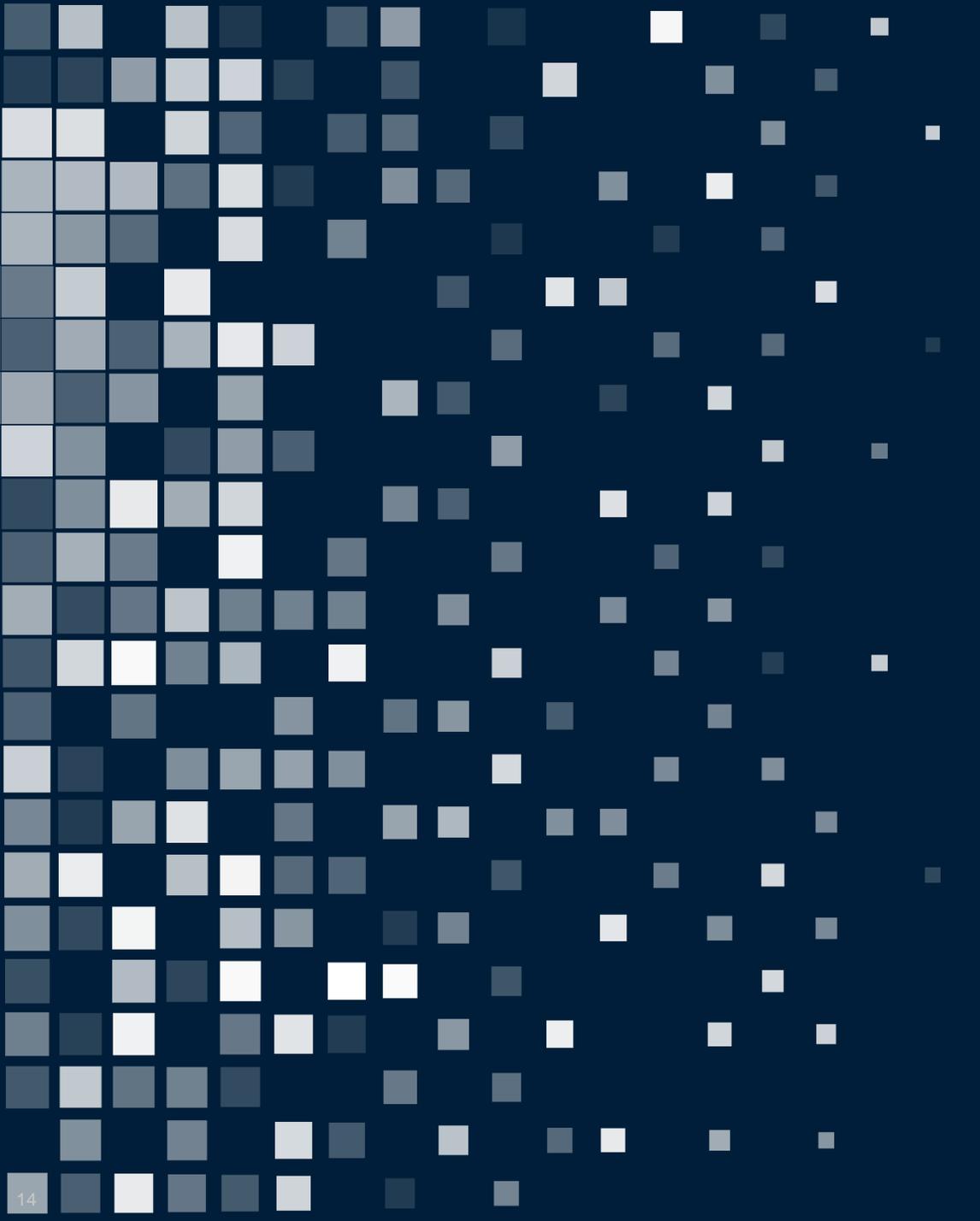
M&A opportunities
Actively assessing M&A opportunities that add either technical capabilities, strategic leverage, or geographical presence.

Continued operational efficiencies



Strong cash balance
Continue to leverage balance sheet strength to drive further operational and cost efficiencies in the areas of:

- Vehicle
- Equipment
- Insurances &
- Financing arrangements.



Pipeline & Outlook

Despite some economic uncertainty, Veris has a strong pipeline and outlook underpinned by national footprint and positioning across a diverse spread of markets.



Secured forward workload is in excess of \$60m to be executed over the next 12 months.



Healthy, unsecured project pipeline has a weighted value in excess of \$190m.

Pipeline



In addition to forward workload, we anticipate ongoing project variation and direct assignment works.



Strong track record in demonstrating the conversion of our backlog and pipeline to revenue and margin in subsequent periods, providing confidence in our outlook.

Pipeline



Outlook

Transforming from our survey origins to a spatial data business providing digital solutions



Continued improvement in margin and strategy execution



Transformational opportunities, including the continued assessment of M&A opportunities, enabled by strong net cash position



Positioned to capitalise on the commercialisation of digital solutions as part of the pivot towards a spatial data business



Strong, secured forward workload of \$60 and unsecured project pipeline with a weighted value in excess of \$190 million



Investment in key sectors remain at record levels, with close monitoring of project start times



Multi sector spend by Government in smart cities / Digital Twin initiatives

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