



# Annual General Meeting

21 October 2020

**veris**

# Our profile

## 2 OPERATING DIVISIONS

### OUR INDUSTRIES



Property



Infrastructure



Government



Mining and Resources



Utilities



Defence

# veris

Veris Australia is a leading national surveying, digital and spatial and planning business.

# AQURA

Technologies

Aqura Technologies is an industry leader in the provision of innovative technology solutions.

### OUR SERVICES

Engineering survey  
Property survey  
Digital and spatial  
Planning and urban design

Industrial wireless  
Content Access Networks  
Industrial IoT  
Unified communications  
Autonomous Rapid Comms (ARC)



# Veris Limited Financials

# Veris Limited - FY20 financial dashboard

	Revenue	Underlying EBITDA	Operating cash flow	Net debt
FY20	<b>\$94.1m</b>	<b>\$1.9m</b>	<b>\$5.9m</b>	<b>\$5.1m</b>
FY19	<b>\$125.9m</b>	<b>\$6.5m</b>	<b>\$6.2m</b>	<b>\$18.0m</b>

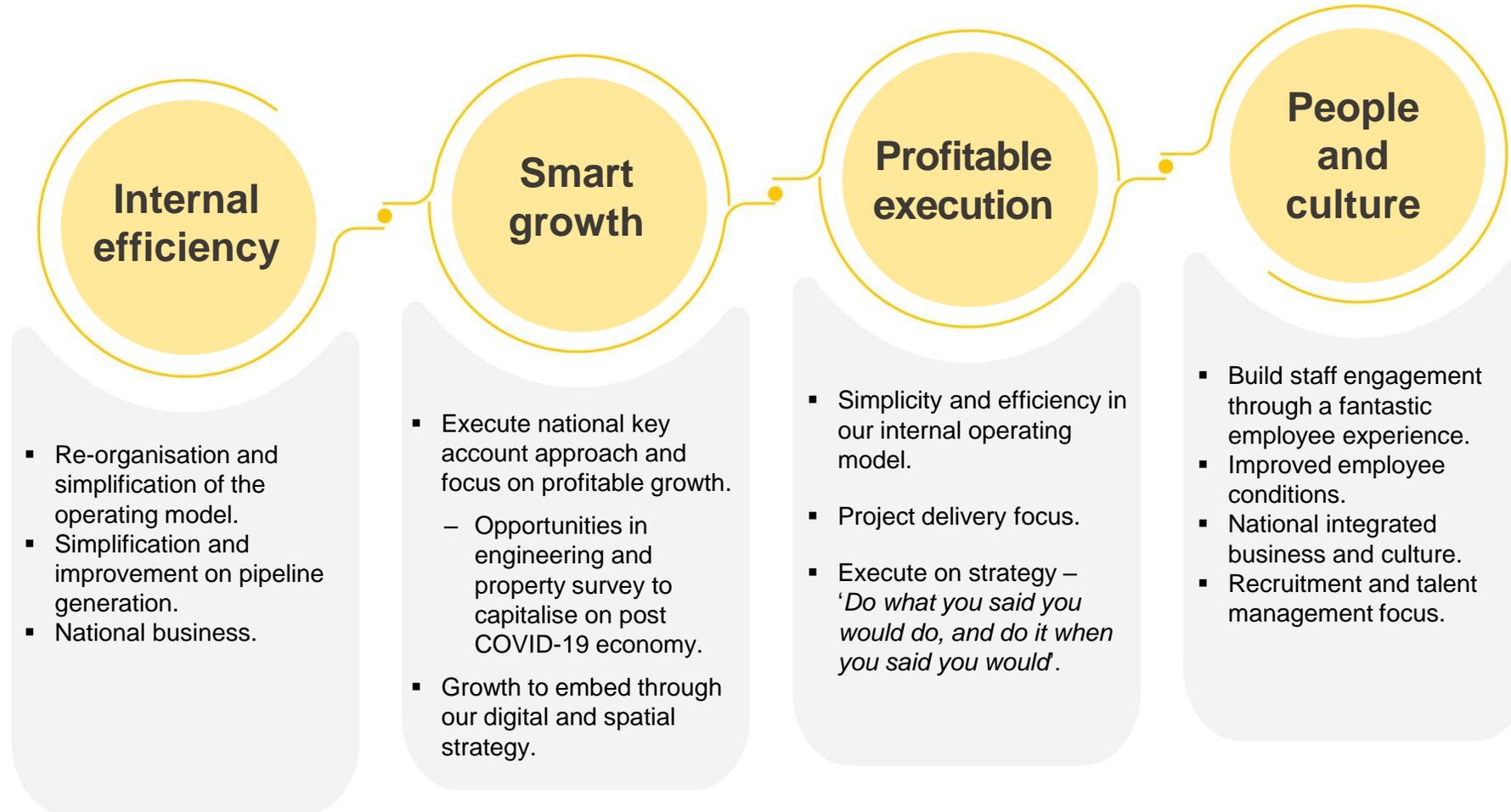
- Continued strong growth by Aqura Technologies offset by a decline in revenue in Veris Australia.
- Group Earnings impacted by gross margin delivery in Veris Australia due to bushfires, floods, COVID-19.
- Stronger focus on project delivery and cash management delivered stronger cash from operations.
- Proceeds from sale of Elton Consulting resulted in improved net debt position with \$16m reduction in gross debt.
- Detailed review of balance sheet categories at 30 June 2020 year end resulted in:
  - \$3.1m impairment of intangibles;
  - \$2.1m accelerated depreciation of PP&E in Veris Australia; and
  - more conservative provisioning against WIP and debtors balances.



# Veris Australia

# Focus and actions taken

- FY21 objective is to deliver a stable, profit generating business.
- Four key focus areas:



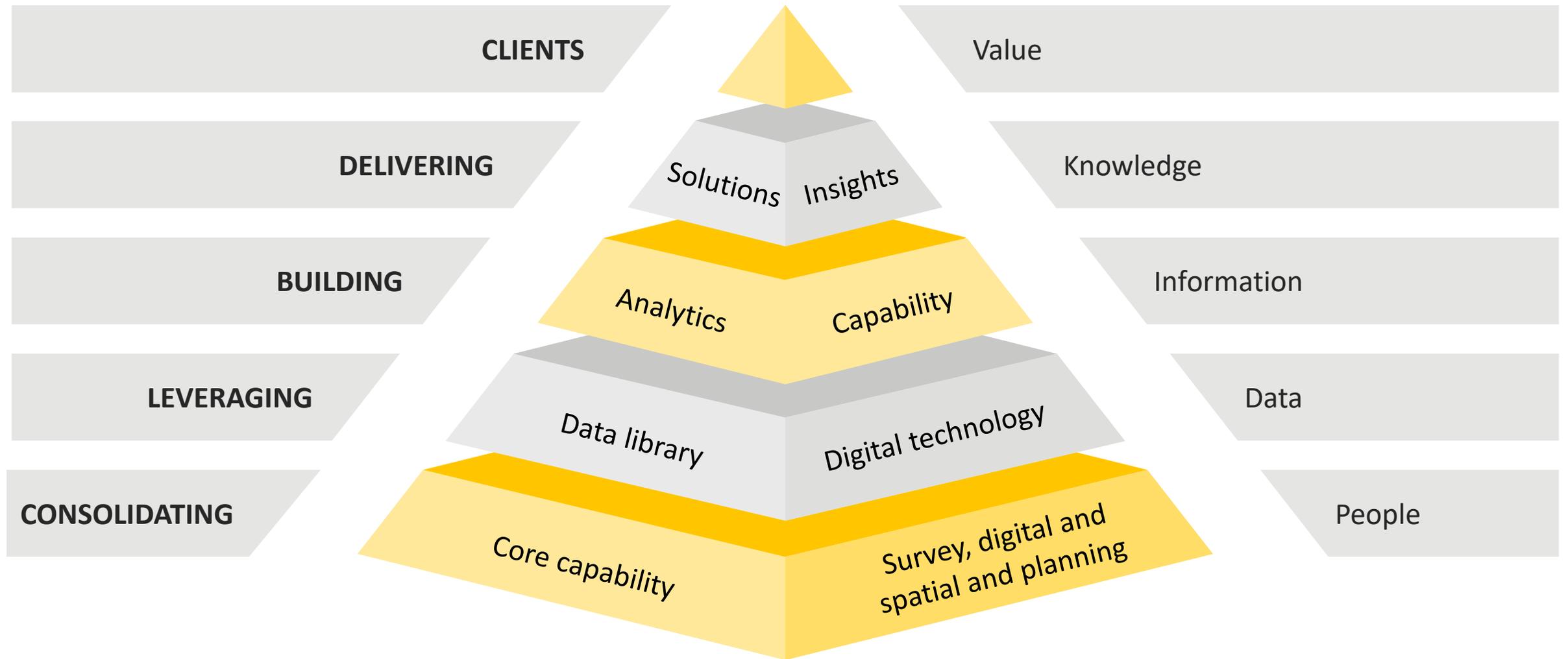
# People and culture first

We are committed to creating better experiences together.

- Highly skilled and motivated employees.
- Attracting and retaining the best.
- Work arrangements that support diversity and inclusion, build trust and promote flexibility.
- A culture of continuous improvement and innovation.



# Building on our core business and why our digital strategy is different!



# Making progress for growth in digital and spatial

- Leverage existing strengths in geospatial data collection and interpretation.
- Work with our existing strong client base.
- Capture demand from clients to provide data driven insights into their infrastructure.
- Relationship based model delivering strong margins rather than low margin retail offering.





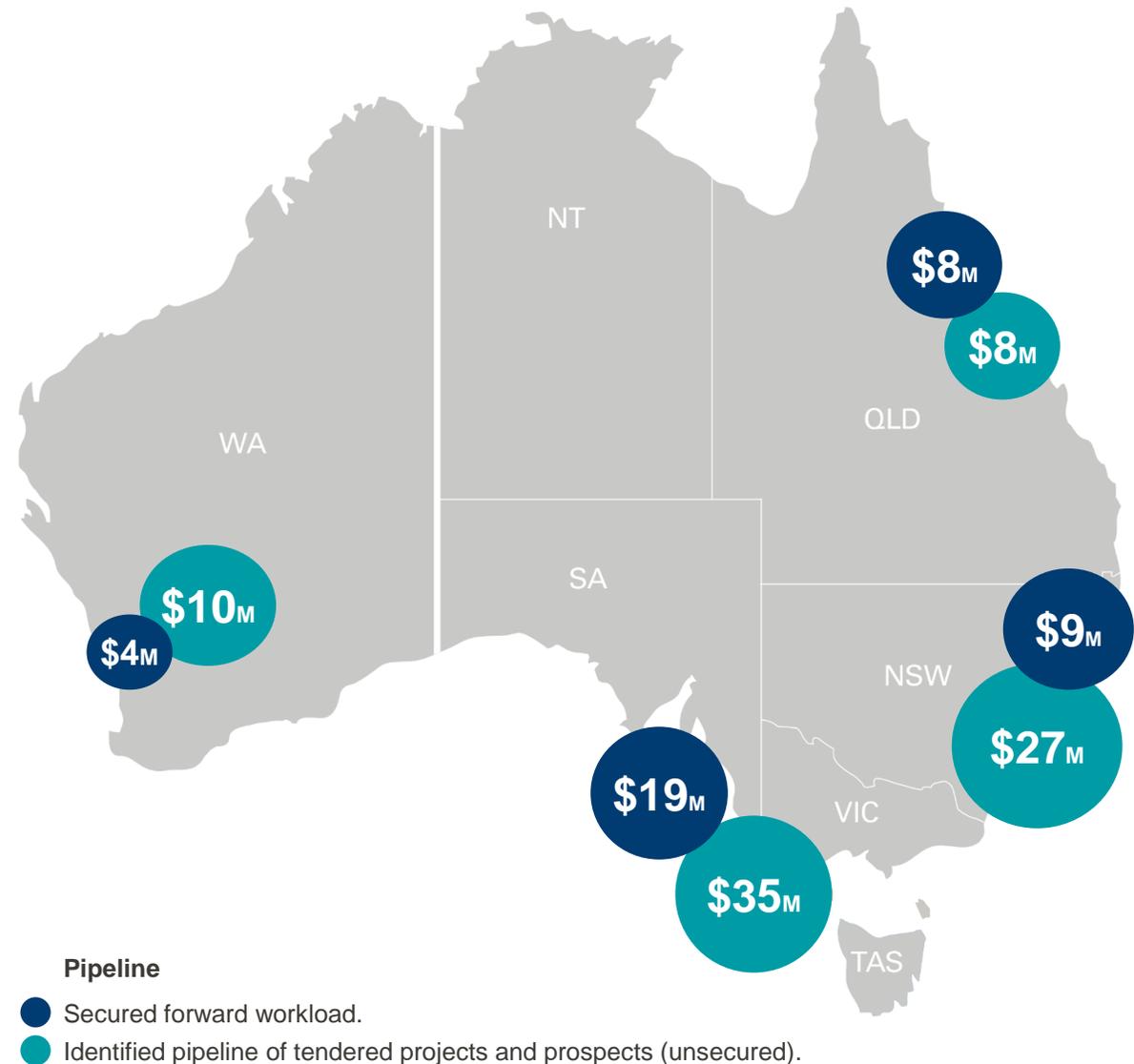
# Veris Australia Q1 and Outlook

# Pipeline – strong outlook

- Despite the current economic uncertainty due to COVID-19, our secured forward workload is in excess of **\$40m**.
- In addition to our forward workload, we anticipate ongoing project variation and direct assignment works.
- Healthy, unsecured project pipeline has a weighted value of over **\$80m** to be converted in FY21.
- Strong focus on conversion of identified infrastructure opportunities.

## Assumptions

- Secured forward workload includes work under contract but not earned.
- Unsecured pipeline is also individually weighted by opportunity.



# Veris Australia Q1 FY21 unaudited pro forma results

Unaudited pro forma results	\$000s	Revenue	EBITDA	EBITDA %
	Q1 FY21		<b>20,616</b>	<b>1,962</b>
Q4 FY20		<b>18,732</b>	<b>995</b>	<b>5.3%</b>
PCP Q1 FY20		<b>23,155</b>	<b>1,639</b>	<b>7.0%</b>

*Q1 FY21 underlying proforma EBITDA results reflect the net impact of costs associated with being a JobKeeper employer and exclude any uplift arising from JobKeeper payments.*

*Q4 FY20 proforma underlying results reflect the reported results for Veris Australia adjusted to reflect the net impact of JobKeeper employment related costs and the addition of corporate overhead costs previously incurred and reported in Veris Limited.*

*Q1 FY20 results reflect the proforma inclusion of corporate overhead costs previously incurred and reported in Veris Limited.*



AQUARA  
Technologies

# Aqura Technologies

# Aqura Technologies

Unaudited pro forma results	\$000s	Revenue	EBITDA	EBITDA %
	Q1 FY21		<b>5,617</b>	<b>675</b>
Q4 FY20		<b>4,027</b>	<b>27</b>	<b>0.1%</b>
PCP Q1 FY20		<b>4,570</b>	<b>265</b>	<b>5.8%</b>

*Q1 FY21 underlying proforma unaudited EBITDA results reflect the net impact of costs associated with being a JobKeeper employer and exclude any uplift arising from JobKeeper payments.*

*On 31 July 2020, Aqura reported Q4 FY20 EBITDA of \$444,000 which included the impact of JobKeeper receipts to 30 June 2020 (ASX Announcement: "Aqura Q4 FY2020 Update"). Q4 FY20 proforma underlying results reflect the reported results for Aqura Technologies adjusted to reflect the net impact of JobKeeper employment related costs and the addition of corporate overhead costs previously incurred and reported in Veris Limited.*

*Q1 FY20 proforma results reflect the proforma inclusion of corporate overhead costs previously incurred and reported in Veris Limited.*

# Key contract wins

**RioTinto**

LTE deployments – Pilbara iron ore mines (x7), WA  
ARC trailer supply



LTE deployment - North Queensland

**BHP**

ARC trailer supply  
WAIO IRCES – Pilbara, WA  
Global Wi-Fi project – Yandi  
Managed services – Pilbara, WA



LTE supply contract – Ironbridge Magnetite Project – Pilbara, WA



CAN deployment – Prominent Hill, SA  
LTE deployment – Prominent Hill, SA  
Managed services



CAN supply contract - Northern Territory



National unified communications  
5 x year contract



CAN deployment – Pilbara, WA  
LTE deployment – Pilbara, WA



CAN deployment – Midwest, WA



Remote connectivity review - Pilbara, WA

# FY21 pipeline – diverse work in hand

- Current WIH \$10.8m at the commencement of Q2 FY21.
- Healthy, unsecured project pipeline has a weighted value of over **\$60m**.
- Contract awards on the back of the Aqura product suite.



**Assumptions**

- Secured forward workload includes work under contract but not earned. Unsecured opportunities are all weighted by proposal stage.

Work in hand is diverse and spread across a range of Tier 1 clients

	Utilities	Retail	Defence	Resources
Industrial wireless				
Unified communications				
Content access networks				

# Year ahead – FY21 and summary



Strong work in hand and pipeline



Continued focus on strong and resilient team



Continued development of product suites



Leverage expanded geographical and market reach

- Strong work in hand, both deferred and new committed works.
- Continue product development within our as-a-service model and grow annuity based revenue within the business.
- Capitalise on the FY20 strategic investment of geographical expansion, marketing and sales.
- Leverage enhanced financial controls to support balance sheet.
- Expand share of wallet with new and established customers with complementary offerings.

# Veris Limited - summary

- The Group delivered quarter on quarter growth in revenue and EBITDA and generated an unaudited PBT of \$1.05 million for Q1 FY21.
- The Group has benefited from its national footprint and diverse customer base.
- Demonstrated agile and innovative working practices continue to deliver safely for our clients whilst keeping our people and the community safe.
- Veris Australia fast tracked its change programs, including the completion of structural and operational enhancements.
- Aqura Technologies continued its strong growth in FY20, delivering year on year revenue growth of 32% whilst increasing annuity revenue with our as-a-service model.
- Both Veris Australia and Aqura are well positioned with a strong outlook underpinned by a healthy identified pipeline of tendered projects & prospects.

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