Translating data into action in real-time

Coffee Microcaps Conference
April 2019

www.envirosuite.com
Overview

Solution

• Unique environmental management platform providing real-time operational decision support
• Based on 30 years of environmental and scientific experience

Envirosuite enables companies and regulators:

• To optimise operations
• To meet regulatory requirements
• Achieve environmental best practice and social licence to operate

Operations:

• Based in Australia (Sydney and Brisbane)
• Offices in USA, Europe, Canada, Chile, Colombia
Key Industry Verticals

- Wastewater
- Mining
- Smart Cities

Other verticals

- Ports
- Agriculture
- Heavy Industry
Clients use Envirosuite if:

- Data is complex & difficult to action in a timely manner.
- Productivity is heavily influenced by weather.
- Environmental impact is affecting operations.
- To reduce the cost, time & complexity of managing community complaints.
- To comply & stay ahead of increasing regulatory & community scrutiny.
- To manage a complex site, multi-site or regional footprints.
Traditional environmental monitoring is manual and retrospective.
To: Envirosuite
Rapid & detailed analysis enables timely & effective response
The Envirosuite Platform:

- Air Quality Monitors
- Odour Monitors
- Water Monitors
- Satellite Data
- Noise Monitors
- SCADA

POWERED BY ADVANCED PROPRIETARY ALGORITHMS

- Environmental Compliance
- Risk Management
- Incident Intelligence
- Impact Modelling
- Blast Management
- Source Identification

ENVIROSUITE SOLUTIONS

INFORMED ACTIONS
Waste & Wastewater

Client sites:
Over 40

Major focus sector in:
Europe, North America, Latin America, Middle East

Envirosuite Solutions:

![Environmental Compliance](image)
![Impact Modelling](image)
![Incident Intelligence](image)
Multi-site odour management deal with Southern Water

Situation:
- Southern Water is a UK water utility responsible for Hampshire, the Isle of Wight, West Sussex, East Sussex and Kent.
- Several sites experienced ongoing complaints related to odour from local residents and businesses.

Task:
- Operational staff are required to diligently follow up on every complaint.
- There does not seem to be a clear correlation with operational activities.
- Management spend significant time and money validating legitimacy of complaints.

Action:
- Envirosuite Risk Management solution implemented as a decision-support tool.
- Provides operations with 72 hour odour impact forecasts.
- Envirosuite Incident Intelligence solution implemented to track sources of odour complaints.
- Provides faster management and resolution of odour complaints from the community.

Result:
- Teams at multiple sites are now able to determine connection between operations and odour.
- Operational activities can be scheduled at the right time to limit odour impact on community.
- Efficiency is enhanced and odour incidents can be mitigated or avoided altogether.
Mining

Client sites:
20

Major focus sector in:
ANZ, Latin America, North America

Envirosuite Solutions:

- Environmental Compliance
- Blast Management
- Risk Management
Cerrejon mine has comprehensively integrated Envirosuite into their operations

**Situation:**
- Cerrejon mine is Latin America’s largest open-pit coal mine
- Blasting is also required to expand the pit
- Experienced routine stoppages due to air quality exceedances
- Required to avoid impacting community on its boundary

**Task:**
- Minimise environmental impact and keep production to schedule
- Strict regulatory requirements imposed
- Community must not be impacted by operations

**Action:**
- Envirosuite Environmental Intelligence solution implemented for proactive dust management
- Prediction of potential high dust events from operations
- Produce blast models for operators to anticipate environmental impacts
- Blasts planned appropriately and scheduled to avoid adverse weather conditions

**Result:**
- Operations can now assess potential environmental impacts and evaluate risks in advance
- Community and environmental impacts are minimised by optimal scheduling of operations
- The mine can improve regulatory compliance while maintaining operational efficiency
Smart Cities

Emerging sector

Major focus sector in:
Middle East, Asia, Europe

Envirosuite Solutions:
Ground-breaking regional odour management solution for Kuwait EPA

Situation:
• High temperatures in the Middle East amplify industrial odours
• Kuwait EPA routinely receives odour complaints
• Odours negatively impact on local communities throughout the region.
• Difficult to trace to the actual source of odours

Task:
• Kuwait EPA are required to investigate individual odour complaints
• There is a lack of data on the cause of an odour issue
• Can be a complex process that leads to inconclusive results

Action:
• Kuwait EPA are implementing 90 e-noses to assess odour impact across the city
• Envirosuite monitors and visualises odours from industrial operations across Kuwait
• City officials to use ‘reverse trajectory modelling’ to identify source of odour issues

Result:
• The source of odour and air quality issues can be instantly identified in real-time
• Kuwait EPA is now undertaking proactive management of identified odours to protect citizen health
• Birds-eye-view of city through 90 proprietary monitoring devices placed at locations
Blue-chip clients
Well-defined addressable market in key verticals > $1.3bn p.a.

Research provided by external specialist advisory group commissioned by the Company
Envirosuite footprint 1 July 2017

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<tr>
<th>Region</th>
<th>Client Sites</th>
<th>Staff</th>
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<td>EMEA</td>
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<tr>
<td>Latin America</td>
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<td><strong>Total</strong></td>
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<td><strong>30</strong></td>
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Envirosuite footprint 30 March 2019

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<tr>
<th>Region</th>
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<tbody>
<tr>
<td>Australia &amp; New Zealand</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>91</strong></td>
<td><strong>70</strong></td>
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Achieving and targeting 100% YoY recurring revenue growth

- Doubled ARR in FY18 - $1.5m to $3m
- Doubling ARR in FY19 - $3m to $6m
- Double ARR in FY20 - $6m to $12m
- Monthly EBITDA targeted to be positive by FYE20
Growth Drivers in FY20

- Extend roadmap deeper into WWTP & Mining operations
- Expand into “Smart Cities” marketplace
- Asia-Pacific Market
- Multi-site & Enterprise Sales
# Company Snapshot

<table>
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<tr>
<th>ASX code:</th>
<th>Industry code:</th>
<th>Shares on issue:</th>
<th>Market cap:</th>
<th>Unlisted options:</th>
<th>Debt:</th>
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<tbody>
<tr>
<td>EVS</td>
<td>Software &amp; Services</td>
<td>370m</td>
<td>$61m</td>
<td>15m</td>
<td>Nil</td>
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- **52 week high:** $0.190
- **52 week low:** $0.037
- **Last close:** $0.165 (4/4/19)

**Top 20 Holders**
- **43%**
- **18%**

**Directors & Management**
Investor Highlights

$Bn  Proven, powerful, world-leading solution for a multi-billion dollar market

Rising tide of increasing regulatory compliance drives need for best-practice solution

Multi-layered ROI proposition for clients

Strong balance sheet and global presence underpinning capacity to service enterprise sales

Positioned for growth with strong technical core, increased direct sales, emerging enterprise opportunities and strong board and management.