

# ASX Release

## Envirosuite Achieves Another Record Quarter, \$2.3m in ARR, total ARR as at 30 June 2021 of \$46.5m

8 July 2021

### Highlights:

- › Another record quarter with \$2.3m of sales
- › \$1.3m of new sales came from existing customers
- › ARR as at 30 June 2021 of \$46.5m, which includes favourable impact of FX and continued unwinding of discounts
- › ARR for EVS Omnis grew 24% year on year
- › One-off revenue of \$2.4m in hardware and services
- › Churn for period (annualised) and trailing twelve months remains approximately 2%
- › Strong demand and pipeline building for FY22

Envirosuite Limited (ASX: EVS) (Envirosuite) is pleased to announce the successful achievement of another record quarter of \$2.3m in new ARR sales. New ARR sales for the quarter were generated across Envirosuite's core focus industries with \$1.0m from Airports, \$0.5m from Waste and Wastewater and \$0.4m from Mining with the residual \$0.4m coming from other customer segments. Of new ARR sales, \$1.3m came from existing customers, demonstrating the Company's execution of its strategy of growing deeper relationships with its blue-chip customer base.

New sales combined with favourable foreign exchange movements of \$0.8m and continued unwinding of discounts contributed to ARR increasing to \$46.5m up \$4.0m (9%) on the prior quarter and up \$3.5m (8%) on PCP.

EVS continues to maintain a strong ARR base with churn of approximately 2% for the trailing twelve months.

Envirosuite also received \$2.4m of orders for non-recurring project and hardware sales during the quarter of which \$1.5m came from the Airports industry sector and \$0.4m came from Mining, with the residual \$0.5m coming from other customer segments

EVS plans to release full year results on 18th August 2021 which will include reported recurring and non-recurring revenue, gross margin, and Adjusted EBITDA.

### Strategic focus delivers results

The consolidation of sectors and regions has underpinned the success of the last quarter as EVS continues to scale for growth. These foundations are setting the stage for continued strong growth while reducing risk, cost and complexity. Current emphasis is being placed on development of the sales organisation and

ramping up of resources and support to grow the US market where there is considerable upside based on the serviceable addressable market and the Biden administration's investment in climate change and infrastructure.

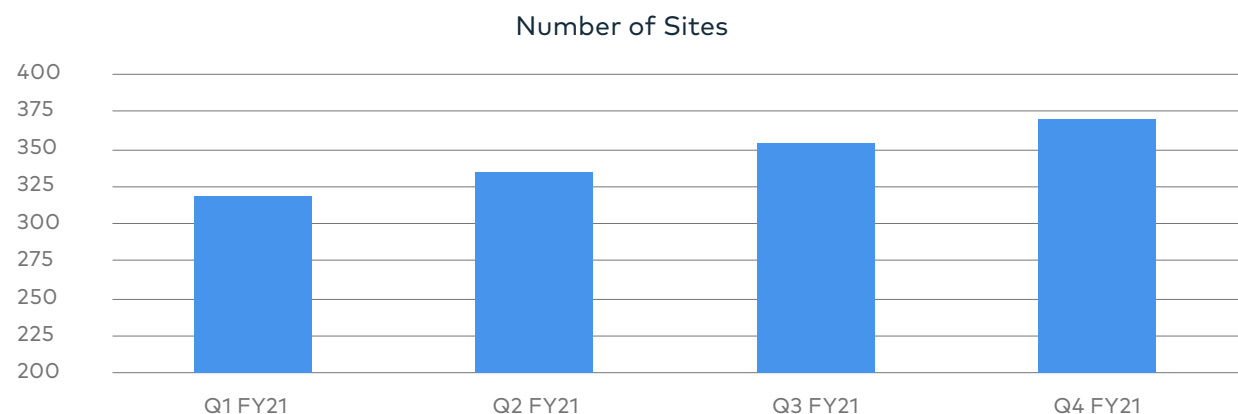
Commenting on the strong Q4 results, CEO Jason Cooper said, "The second half of FY21 has been a breakout period for new sales, new projects and growth. I'm extremely proud of our team's efforts to support our customers, growth strategy, and deliver for our shareholders. These results reflect our focus to build a culture of high performance. The increasing emphasis surrounding environmental, social and governance (ESG) criteria highlights the critical role Envirosuite plays in safeguarding the environment and communities. As we enter FY22, EVS is well positioned to capitalise on these macro themes with renewed focus and discipline to continue delivering on our customer acquisition strategy to land, expand and scale accounts across all sectors."

## Metrics

ARR <sup>1</sup>	30 June 2021	31 March 2021	30 June 2020	% Mvmt QoQ <sup>2</sup>	% Mvmt YoY <sup>3</sup>
Aviation	31.8	29.4	31.2	8%	2%
Omnis	14.6	13.0	11.8	13%	24%
Water	0.1	0.1	-	4%	n/a
<b>Total</b>	<b>46.5</b>	<b>42.5</b>	<b>43.0</b>	<b>9%</b>	<b>8%</b>

<b>Constant FX<sup>4</sup></b>					
Aviation	31.8	30.0	30.3	6%	5%
Omnis	14.6	13.2	11.6	10%	26%
Water	0.1	0.1	-	4%	n/a
<b>Total</b>	<b>46.5</b>	<b>43.3</b>	<b>41.9</b>	<b>7%</b>	<b>11%</b>

ARR of \$46.5m as at 30 June 2021 includes the favourable impact of FX movements of \$0.8m as well as continued unwinding of discounts.



1 - ARR is translated into AUD based on foreign exchange rates as at the end of the reporting period. The movement in ARR between reporting periods includes the impact of new ARR sales, churn, as well as the impact of discounts / unwinding of discounts and FX movements

2 - Quarter on Quarter

3 - Year on Year

4 - Constant FX adjusts the ARR for the prior reporting periods to translate the ARR at the same foreign exchange rate as that existing as at 30 June 2021.

### About Envirosuite

Envirosuite (ASX:EVS) is a global leader in environmental intelligence and is a trusted partner to the world's leading industry operators in aviation, mining & industrial, waste and water.

Envirosuite is an ASX All Technology Index company and ranked 12th in Deloitte's Technology Fast 50 winners for 2020.

Envirosuite's proprietary software combines leading-edge science and innovative technology with industry expertise to produce predictable and actionable insights, allowing customers to optimise their operations, whilst remaining compliant and managing their environmental impact.

By harnessing the power of environmental intelligence, Envirosuite helps industries grow sustainably and communities to thrive.

[www.envirosuite.com](http://www.envirosuite.com)