

# Envirosuite Limited Investor Presentation

July 2018

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All amounts are in Australian dollars unless otherwise stated.

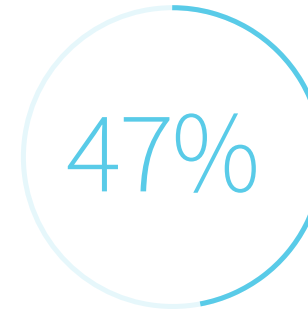


# Company snapshot

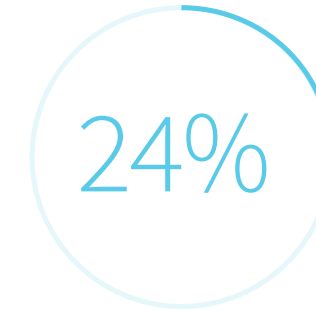
ASX code:	EVS
Industry code:	Software & Services
Shares on issue:	230,933,875
Market cap:	\$23 million
Share price (at last close 23/7/2018)	\$0.10
12 month high:	\$0.13
12 month low:	\$0.04
Unlisted options:	27,183,333*
Debt:	Nil

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

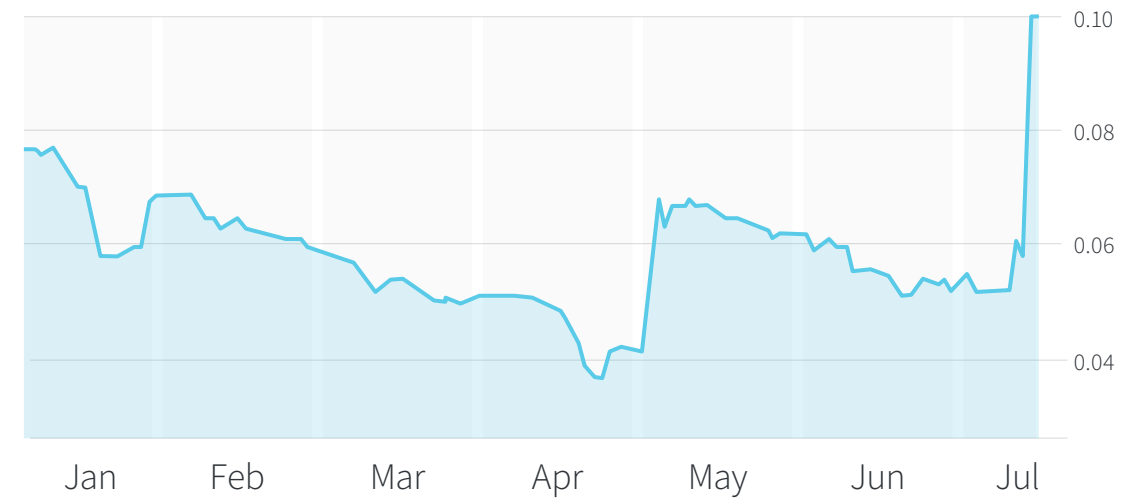
Top 20 Holders



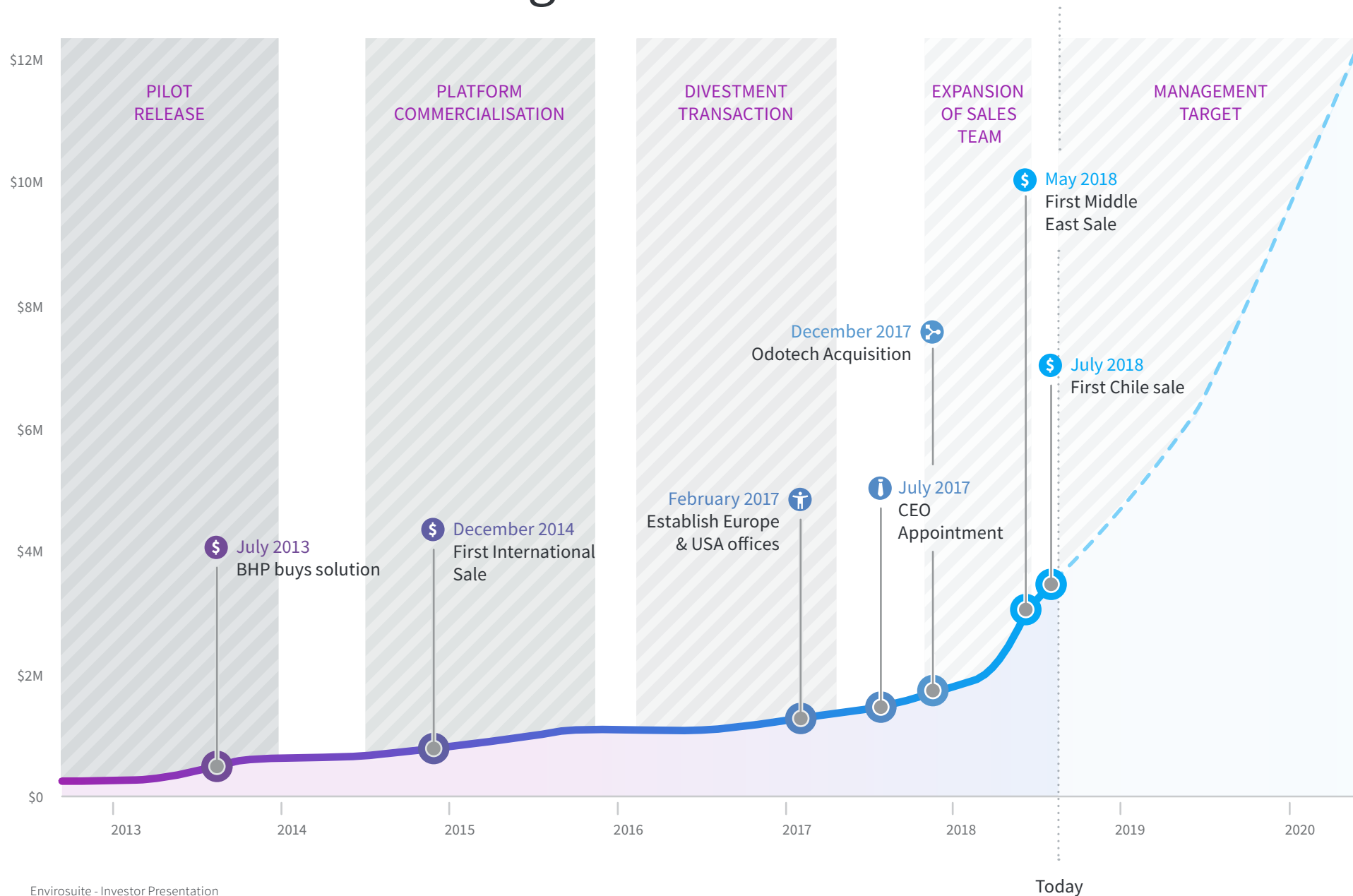
Directors & Management



Share Price YTD



# Annualised Recurring Revenue



- **FY18**
  - Achieved \$3.0 mil in ARR
- **FY19**
  - Target \$6.0 mil ARR
  - 85% direct sales
  - 15% channel
- **FY20**
  - Target \$12.0 mil ARR
  - 70% direct sales
  - 30% channel



# Envirosuite means action

Environmental management has a problem.

There's too much reporting for too little action.

Too much knowledge without change.

Too much data without doing.

So we're out to change that.

To get data into action.

In real time. While there's still time.

Because we believe technology can make a difference –  
to the environment and to productive outcomes of industry.

We believe industry needn't always mean impact.

And we believe that communities can co-exist.

We are Envirosuite.

We're out to enhance productive output and reduce environmental impact.

Join us.



# What we do

We provide 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.

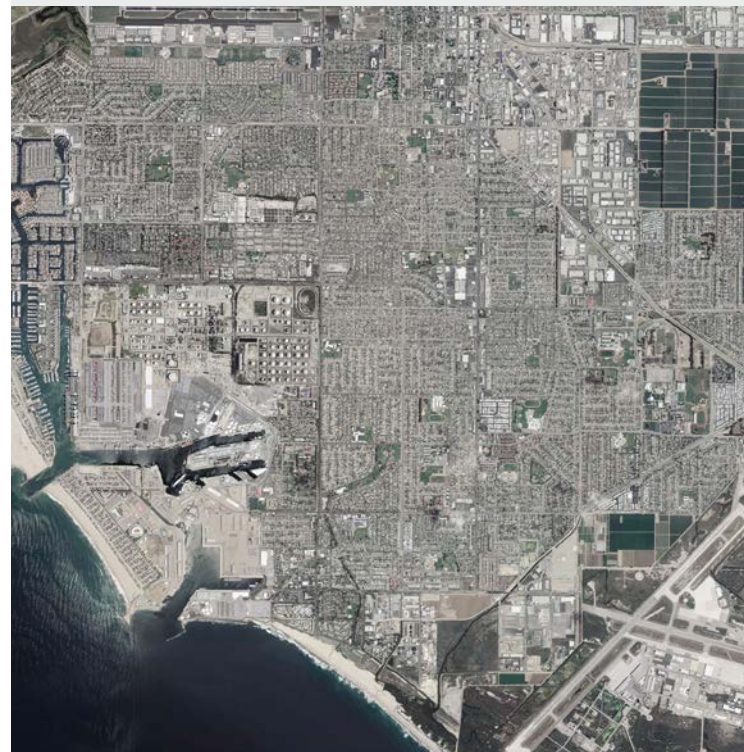


# Who we're for

We're for those operating close to communities or in urban areas who want to stay ahead of regulation, while turning environmental data into operational efficiencies and improved productive outcomes.



We're for government regulators looking for a solution that monitors industry impact and pinpoints the source of environmental breaches.



We're for industry that wants to turn data into doing:

Mining

Oil & Gas

Water Management

Port Operators

Agriculture

Government Regulators



🕒 Demand For Environmental Management Solutions

👥 Community Health & Environment Expectations

🤝 Corporate Social Responsibilities

💰 Operational Productivity Pressures

📖 Regulatory Requirements

————— Global Drivers are building —————>





# A World-leading 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.

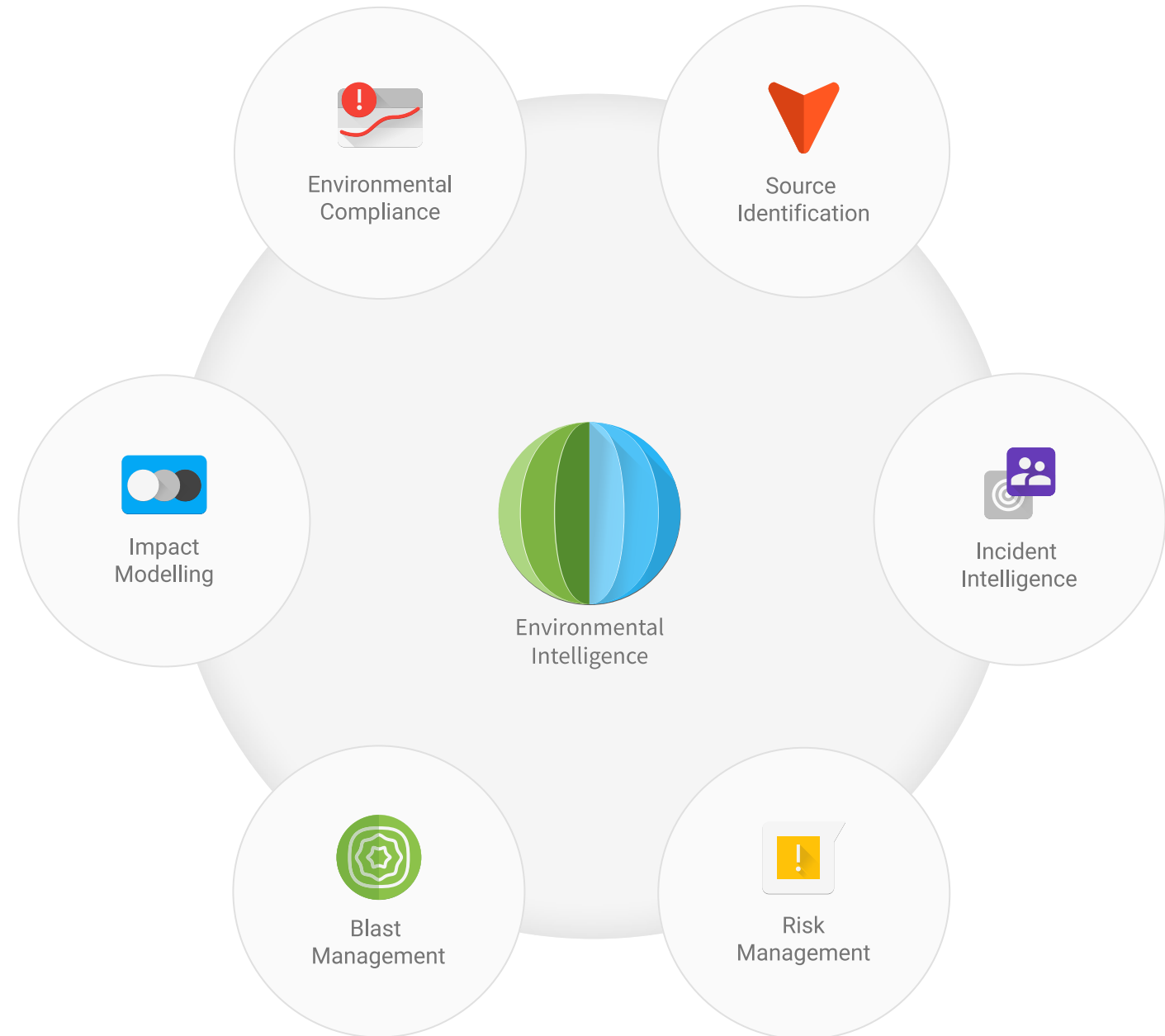
Cloud based and highly scalable.

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



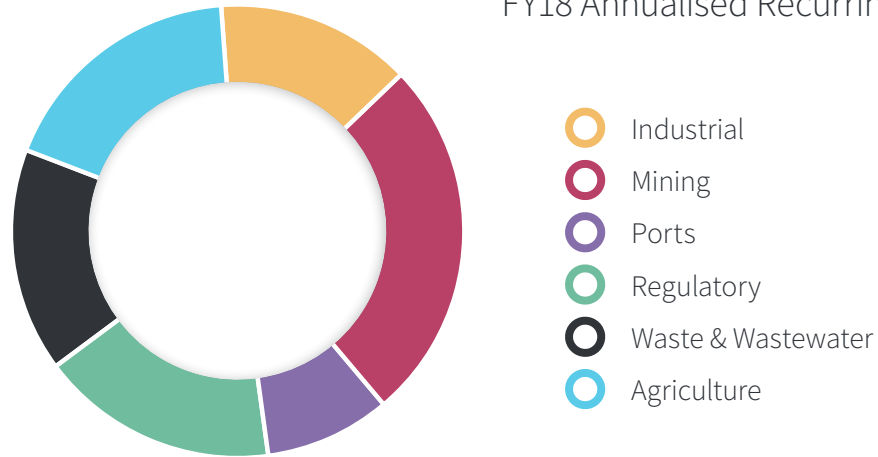
# Sales & Distribution

- 12 sales people located in 6 Countries
  - Increasing to 17 sales people in FY19
- ARR deal sizes range from A\$25,000 through A\$200,000+
  - Deal size based on number of solutions, number and size of sites
- Lead time historically 6-8 months, looking to reduce this through:
  - Using Salesforce Pardot for Marketing Campaigns
  - Using Salesforce Lightning for CRM
  - Augmenting indirect channel partners to include equipment providers and system integrators
- Ratio of channel to total sales
  - FY19 target 15%
  - FY20 target 30%

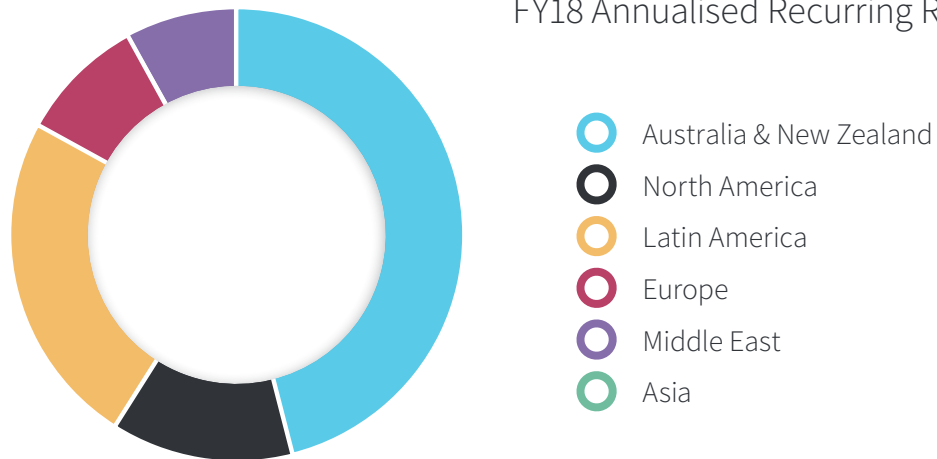


# ARR Analysis

FY18 Annualised Recurring Revenue by Sector



FY18 Annualised Recurring Revenue by Region



## FY19

### Sectors:

- Expect highest growth in Wastewater and Regulatory

### Regions:

- Highest growth expected in North America and Europe
- All regions expecting growth

### Attrition:

- Highly sticky, less than 1.5% attrition in FY18

### Odowatch:

- Continue migration of Odowatch clients to Envirosuite platform in FY19



# FY19 Sector Focus

Region	Sector					
	Wastewater	Mining	Regulatory	Ports	Oil & Gas	Agriculture
Australia & New Zealand	●	●	●	●		
Europe	●		●	●	●	●
Middle East	●		●	●	●	
North America	●	●	●	●	●	●
Latin America	●	●		●		●
Asia	●	●		●	●	

● Expanding Sales	● Initial Sales
● Emerging opportunities	● Future prospects

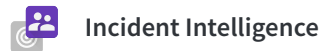


## Case Study - Regulatory



**Client:** Bay Area Air Quality Management District (BAAQMD)

**Value ROI:** Greatly reducing investigation times for air quality issues affecting the community



**Incident Intelligence**

# Determining likely source of air quality issues in the San Francisco Bay Area

## Situation:

The Bay Area Air Quality Management District (BAAQMD) is a public agency that regulates the stationary sources of air pollution in the nine counties of California's San Francisco Bay Area, which is home to 8 million people. BAAQMD conducts ambient air monitoring, both through a fixed-station network and special, short-term studies.

BAAQMD routinely receives from members of the community complaints about odors that can come a large variety of emission sources. It is often difficult to determine the cause of these issues.

The San Francisco Bay Area is home to many industrial facilities whose operations and impacts can be adversely affected by weather conditions.

## Task:

BAAQMD's number one priority is to protect community health through effective air pollution regulation. It is required to act on complaints received from the community to determine the responsible source and take appropriate action. By the time a complaint is received and acted on, the cause may no longer be active. Detailed investigation of complaints can be time-consuming and inconclusive.

## Action:

BAAQMD signed on to Envirosuite's Incident Intelligence module to improve the management of air quality-related complaints. BAAQMD is now empowered by Envirosuite's fully auditable workflow management system that enables logged community complaints to be instantly backtracked to their likely source.

The Incident Intelligence backtracking solution is based on real-time fine-scale meteorological modelling. This allows staff to instantly plot and visualise the trajectory of a complaint, identifying its likely cause.

The community portal of Envirosuite's Incident Intelligence module also provides a platform for ongoing communication between the community and BAAQMD on each item of concern.

## Result:

Envirosuite's Incident Intelligence solution is helping BAAQMD improve the management of investigations by greatly reducing the time taken to deliver critical information on complaints or incidents across the San Francisco Bay Area which is now home to approximately 8 million people.



## Case Study - Mining



**Client:** A large South American coal mine

**Value ROI:** Boosting operational efficiency while minimising risk of the community incidents

 Environmental Intelligence

## Boosting operational efficiency while minimising impact on community

### Situation:

The mine has experienced periodic stoppages due to air quality exceedances. A community on its boundary coupled with a desire to further expand its operations also poses a significant challenge. It is undertaking extensive air quality monitoring and one monitor has consistently showed an exceedance of the annual average particulate matter PM limit. Additionally, routine blasting is required to open new sections of the open cut.

### Task:

The mine faces the daunting challenge of minimising environmental impact while keeping to schedule without interruptions. Strict regulatory requirements also state that the nearby community must not be impacted by air quality exceedances from activities associated with production, including haul road trucks and blasting.

### Action:

Envirosuite assessed the mine's conditions and set up a proactive dust management system. This informs mine operators if dust events likely to cause PM exceedances are predicted from particular operational activities. The system also can produce blast models that enable mining operators to anticipate environmental impacts from blasting prior to planned events and adjust the blast plan appropriately if needed.

### Result:

The coal mine can now assess potential environmental impacts and evaluate risks in advance. The operators can minimise community and environmental impacts by scheduling operations at the right time. They can now limit their operation's impact on the community by maintaining a balance between operational efficiency and regulatory compliance. Real-time monitoring and trigger action plans linked to specific thresholds have been established with the aim to ensure that the limits are never exceeded.




## Case Study - Ports



**Client:** Port Authority in Western Australia

**Value ROI:** Efficient environmental reporting with a social licence to operate

 **Environmental Compliance**

 **Incident Intelligence**

# Pro-actively managing dust and stakeholder expectations at a Port in Western Australia

### Situation:

Due to the high risk of dust impacts, a port authority in Western Australia has an environmental licence with strict compliance conditions around dust management. To meet these licence requirements, staff at the port must complete routine internal reports, as well as external reports that are submitted to the regulator. The port also needs to demonstrate transparency with the surrounding community by maintaining a 'complaints register'.

The operations team was spending a significant amount of time and effort on manually collecting and reporting the data. They looked for an effective and efficient system to assist with this process.

### Task:

The Port Authority had a number of dust monitors operating around the site and were also planning to add more to meet licence requirements. Operations staff were at that time were manually taking data from these monitors to compile that data into reports.

### Action:

Envirosuite 'Environmental Compliance; and 'Incident Intelligence' solutions have been implemented at the site. The Environmental

Compliance solution provides the operations team with up-to-the-minute data on operational status and performance by visualising recorded dust levels in real time. The system also provides automated reporting to the operations team to assist with regulatory reporting requirements.

The Incident Intelligence solution generates a backwards trajectory model for a past time period. Using on-site weather data, this solution generates a model to help identify the source of any complaints registered in the community immediately. This data is able to be used for investigation as well as historical and reporting purposes.

### Result:

The port's operations team is now empowered with easy access to real-time dust monitoring data. This access allows them to instantly identify areas of high risk that might cause licence conditions to be breached. The data is also archived and readily retrievable if needed as evidence to satisfy regulatory concerns about compliance.

If there are any complaints from the community, the port authority is now able to base feedback to the community on a backwards trajectory model for the relevant time period. This allows the authority to instantly form a view about its responsibility for reported dust impacts.





## Case Study - Wastewater



**Client:** One of Spain's largest wastewater treatment plants

**Value ROI:** Minimising odour risks

 **Risk Management**

# Pro-actively managing wastewater odour and community relationships in Spain

### Situation:

One of Spain's largest wastewater treatment plants located in Vigo has recently completed a major upgrade. This has created Spain's largest biofiltration sewage treatment plant. The existing facility has expanded and modernised to improve space utilisation and operational flexibility. With an initial capacity of 147,000 cubic meters a day, the plant now serves 800,000 people in the surrounding urban area.

In order to operate efficiently, the plant needs as little interruption as possible whilst minimising odour impact on the surrounding community. The plant has near-source monitors installed to assist. The operations team wants to limit any odours moving beyond the site boundaries by planning odour-generating activities at the right time to avoid incidents that lead to nuisance complaints in the community.

### Task:

In order to get a clear picture, the operational team wanted to incorporate data from the source monitors into their operational decisions. They also wanted to model odour dispersion from the site and visualise any impact on the surrounding community. The plant was able to do both of these successfully in order to forecast odour impacts in advance and hence plan site activities ahead.

### Action:

Envirosuite's Risk Management solution has been implemented at the plant to provide the operations team with odour dispersion models and automated risk reporting that visualise odour impacts 72 hours in advance.

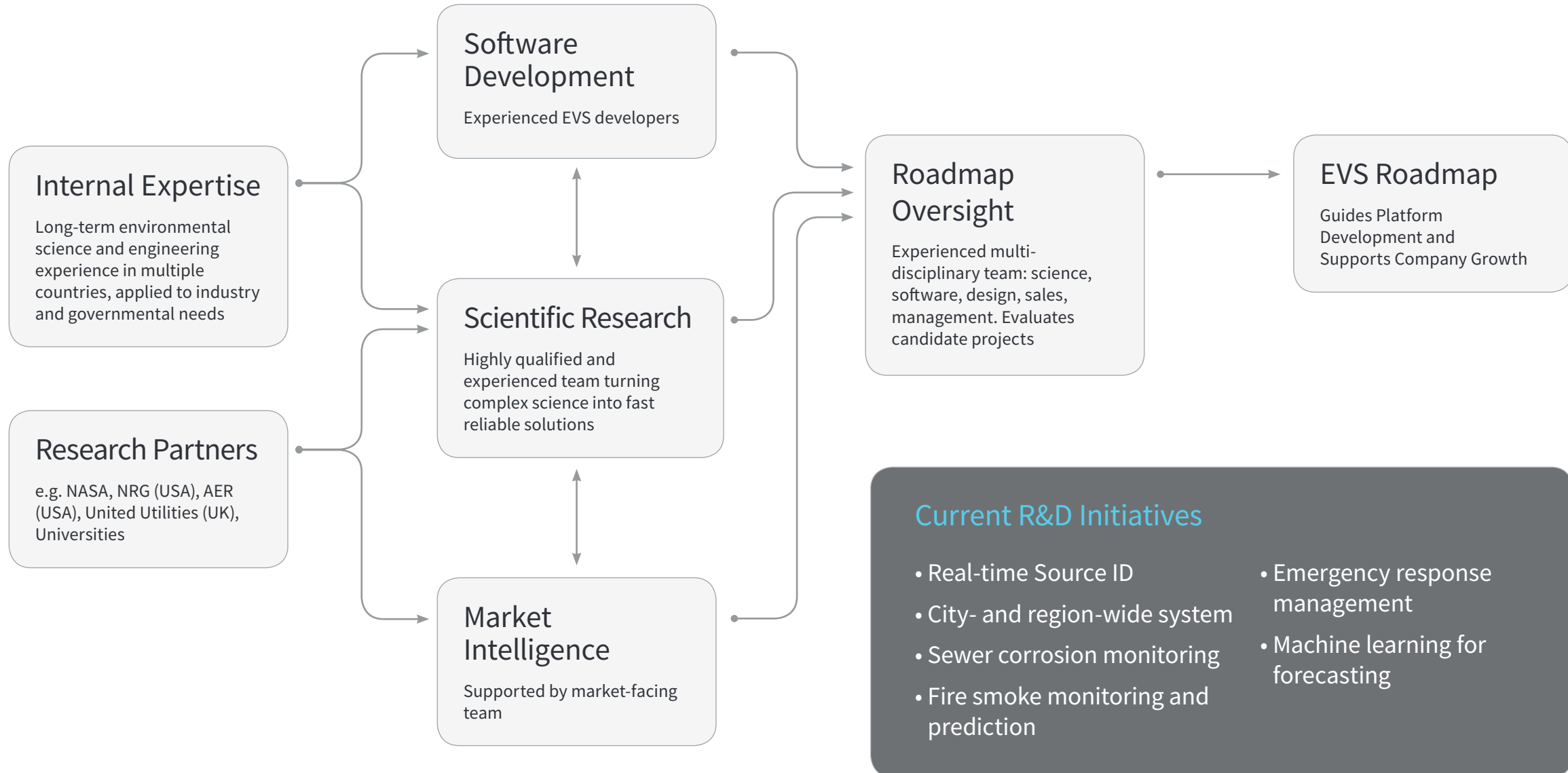
User-determined alarms are set to alert the team of any breaches of pH and H<sub>2</sub>S thresholds. Monitors on the site boundary feed data to Envirosuite for modelling in order to demonstrate compliance.

### Result:

The operations team at the large wastewater treatment plant is now able to operate with an improved awareness of the plant's impacts while coexisting with the community. The team is empowered with a platform for real-time odour management that provides faster response time to deal with upsets and other issues that can affect emissions. The site is also able to investigate responsibility for any odour complaints in the community in near real time, and has instant access to archived reporting for compliance purposes.



# Technical Roadmap



# Directors



**Peter White**

Chief Executive Officer

Peter has held positions in both multinational and smaller technology companies in Executive Management, Sales, Operational and Delivery roles. He has sold and delivered major technology deals worth hundreds of millions of dollars over his extensive career.



**Robin Ormerod**

Managing Director & Founder

Robin is a co-founder of Envirosuite and has a background in meteorology and environmental science. Robin acts as the company's Chief Scientist and leads Envirosuite's R&D program and working with partner collaboration.



**Adam Gallagher**

Director & Company Secretary

Adam has twenty years of commercial experience in the technology sector across M&A, financing and corporate strategy through, IT and investment experience in major banks, stock exchanges, digital media, communications, private equity and listed companies.



**David Johnstone**

Chairman

David is an investor, chairman and advisor to various technology companies in the communications, finance, insurance, risk management and sporting sectors, which are investing and advancing technology to the forefront of their respective industries.



# Investor Highlights



Growing multi-billion dollar global market opportunity



Award winning, world-leading environmental management platform



High quality subscription based recurring revenue



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 more information please contact:

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Chief Executive Officer

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