

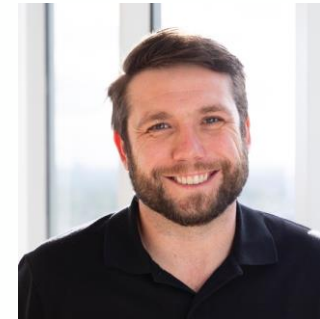
Bell Potter Environmental Conference 2022

Harness **Environmental Intelligence technology** for sustainable industry growth

November 2022



Justin Owen
CFO



Andrew Barron
Head of Product



Disclaimer

This presentation provides additional detail on the Annual Report of Envirosuite Ltd and its subsidiaries (the Group) for the 12 months ended 30 June 2022. Therefore, it should be read in conjunction with the detailed information provided in those documents.

The material in this presentation is general background information and is current at the date of the presentation. The information is given in summary form and does not purport to be complete.

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All amounts are in Australian dollars unless otherwise stated.

An aerial photograph of a winding asphalt road that curves through a dense, lush green forest. Several cars are visible on the road, including a blue car, a white car, and a red car. The road has white dashed lines and a solid white edge line. The forest is thick with various shades of green trees.

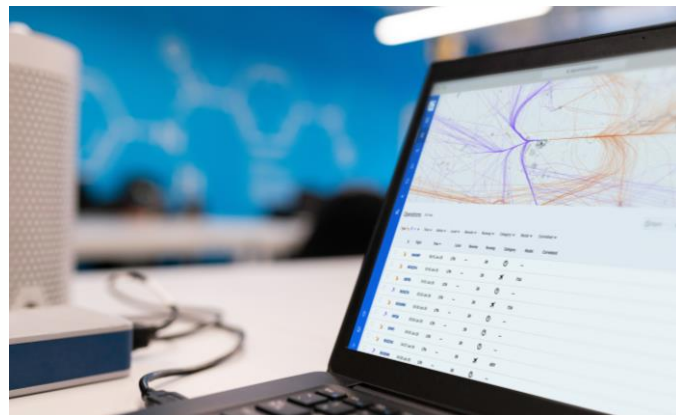
Our Purpose

We believe
**environmental
intelligence** is the
key to improving the
wellbeing of people
and the planet.

The platforms
required to operate
in our rapidly
evolving world.

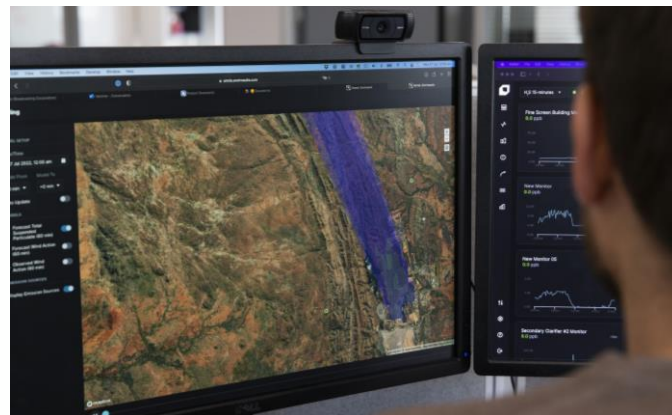
People. Planet. Prosperity.





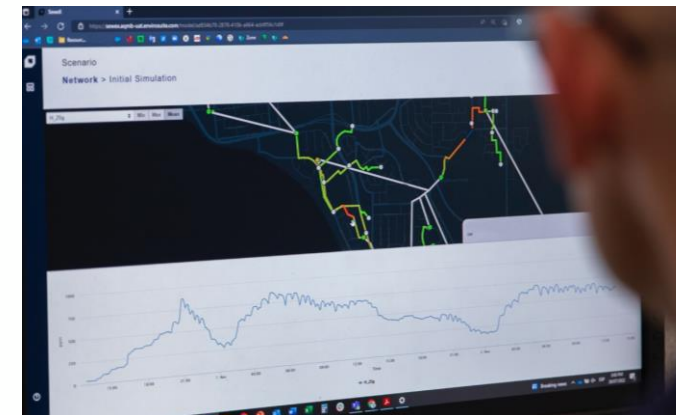
Without it, airports don't operate.

The world-leading platform for airports to demonstrate compliance with local regulations, maintain trust with their communities and support growth initiatives.



Future-proofing the industrial sector to take on a rapidly changing world.

Highly accurate, predictive insights for operators to balance increasing community and regulatory expectations with production goals.

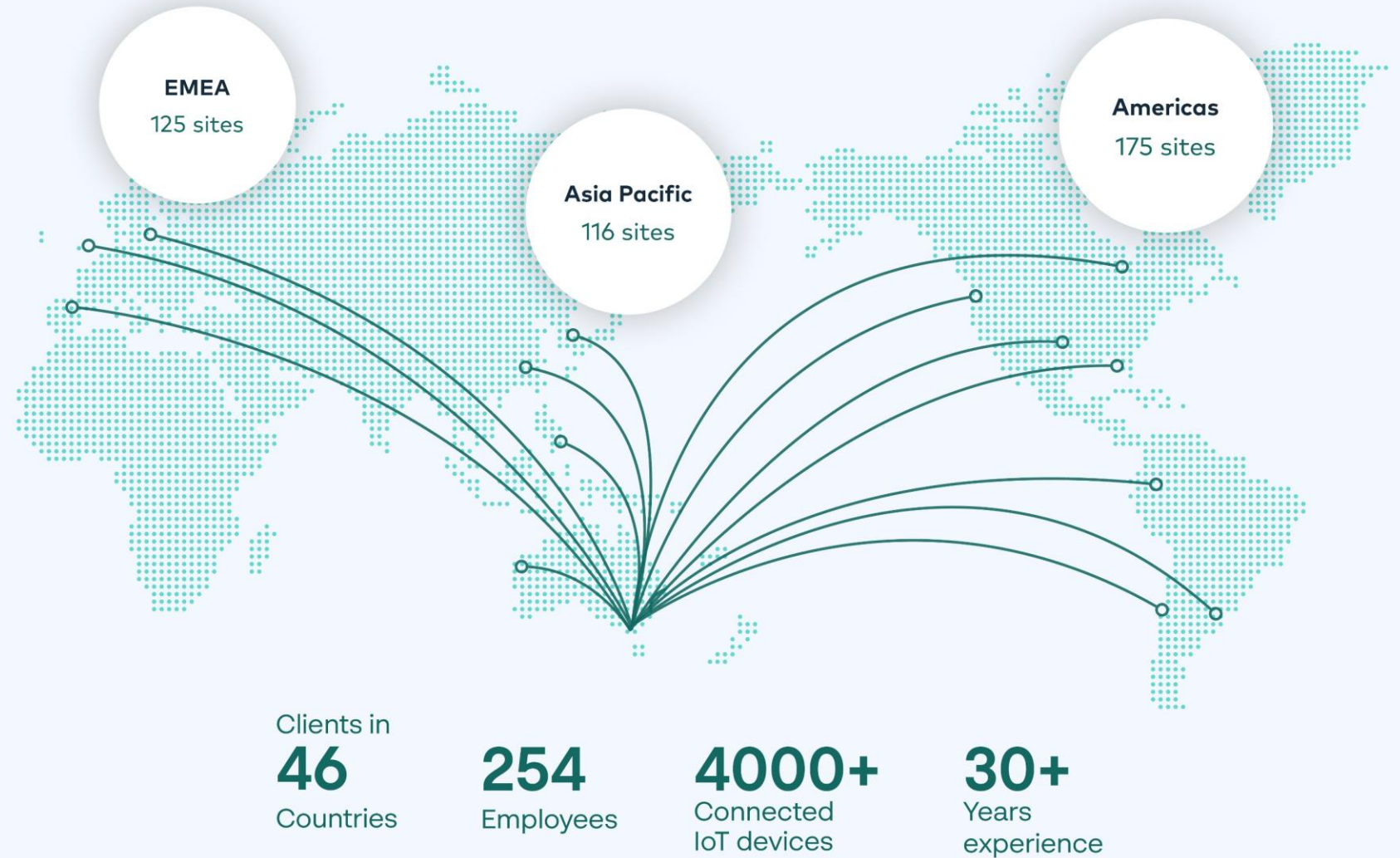


Water is critical to daily life and the world's prosperity, but it isn't limitless.

Powerful digital twin technology for water utility operators and engineers to address increasing business, operational, customer and environmental challenges.



Proudly taking innovative Australian technology to the world





FY22 Key metrics

\$53.0m

**Annual Recurring
Revenue**

+ 14.1% YOY

416

Client sites

+ 11.5% YOY

\$53.5m

Statutory revenue

+ 10.1% YOY

47.9%

Gross profit¹

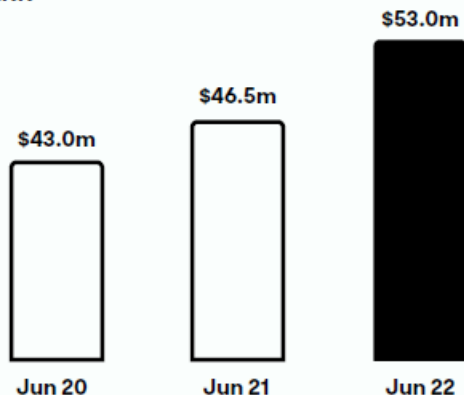
+ 10.6% YOY

\$(4.0)m

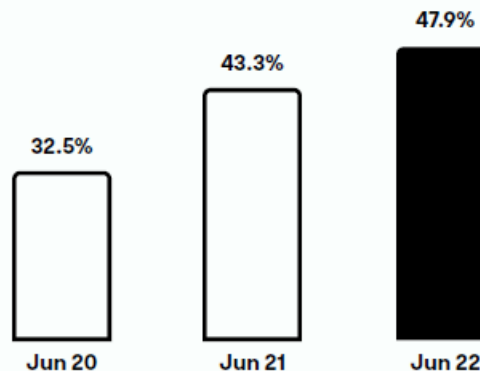
**Adjusted EBITDA
(loss)**

Improved 11.8% YOY

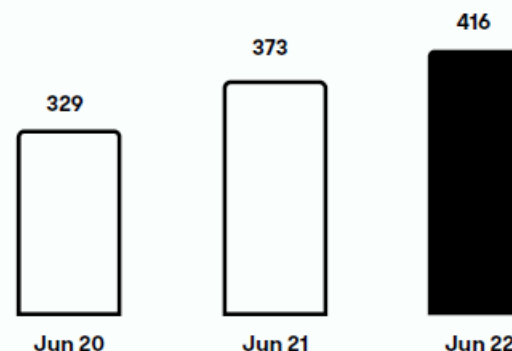
ARR



GROSS PROFIT %¹



TOTAL SITES





FY22 Highlights

Revenue growth

- FY22 ARR of \$53.0m up 14.1%YOY
- Statutory revenue of \$53.5m up 10.1% YOY of which 82.1% is recurring revenue
- \$9.6m project revenue in FY22 up 17.3% YOY
- Driven by strong sales growth throughout the year with record new sales in Q4 of \$6.0m up 27.7% on PCP

Pathway to profitability

- Current growth trajectory provides a clear pathway towards Adjusted EBITDA profitability during FY23
- Significant improvement in cash flows from operating activities and revenue leverage, driven by sustainable revenue and gross margin growth to 47.9%
- Strong cash position with \$16.3m cash at bank and no debt
- Foundational investment into EVS Water product development and go-to-market substantially complete

Customers and sites

- Strong growth in total customer sites up 11.5% to 416 providing validation of Envirosuite's product performance
- FY22 has seen multiple cross sell opportunities across product suites, with EVS Omnis customers adopting EVS Water
- Enhanced our global geographic representation with the Americas region growing ARR by 31.3% to become our largest region by revenue
- Near term headroom for growth with total customer sites representing single digit penetration of existing client site footprint

Strategic and complementary product suite

- **EVS Omnis** is our growth engine, contributing more than 50% in New ARR for FY22
- **EVS Aviation** provides stable growth and, with product innovation introducing new add-on modules, and a resurgence in air traffic in FY22, continued future growth
- **EVS Water** is a high-margin SaaS product with global scale potential bringing new customers into the group and leveraging existing relationships



FY23 Q1 Sales Update

New ARR of \$2.1m up 23.5% PCP

- \$55.2m ARR up 13.6% PCP
- 28.4% growth in EVS Omnis ARR on PCP basis demonstrating continued strong growth
- Cross selling between products continues where Water Corporation has subscribed for EVS Omnis to support odour management
- SA Water signed as new EVS Water customer with initial sewer network

Strategic alliance established with global leader

- Global strategic alliance agreement signed with SGS S.A. (SGS)
- SGS global leader in testing, inspection and certification
- Agreement accelerates EVS Omnis penetration of serviceable addressable market and opens new industry verticals and geographies
- EVS Omnis platform will provide strong value add to SGS's existing and prospective customers

Ongoing operational improvement

- Successfully completed transition of Operations Centre for level 1 customer support and transactional finance processes to Philippines office
- Appointed Didrik Moe as EMEA Regional General Manager – internal appointment and well experienced to lead the EMEA team
- New supplier agreements signed for both contract manufacturing and third party products, de-risking supply chain

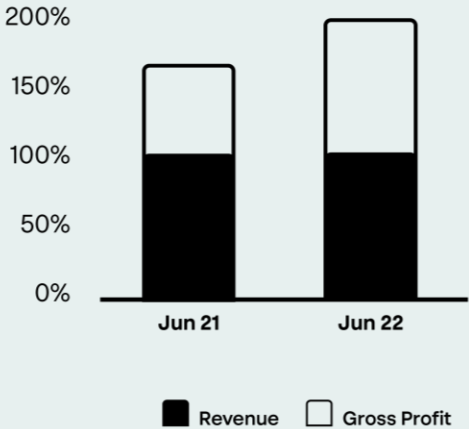


Pathway to profitability

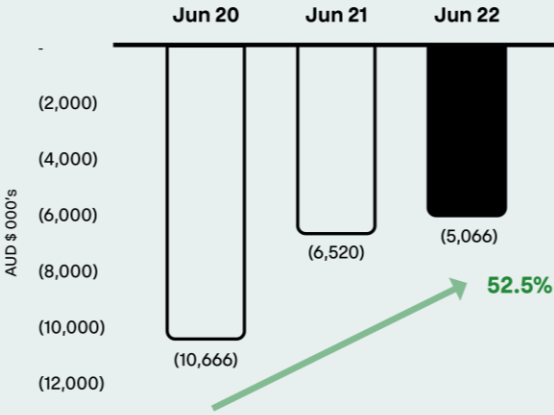


- Global leading environmental intelligence technology provider
- Significantly improving revenue leverage
- Substantial operational cash flow improvement, positive trajectory
- Proven product strategy recognised as a leading provider in ESG
- Successful regional strategy – Americas largest segment by ARR
- Established, experienced and focussed global leadership team
- Adjusted EBITDA positive during FY23

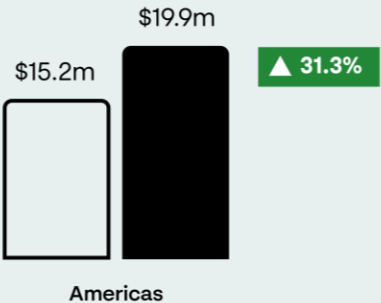
REVENUE LEVERAGE



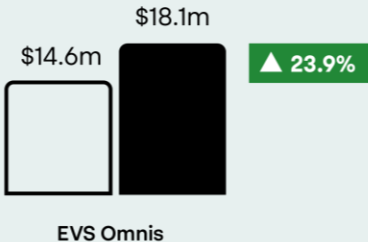
OPERATING ACTIVITIES CASH FLOW



ARR BY REGION



ARR BY PRODUCT



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Thank you