

ASX Release

ESG tailwinds accelerating growth in Americas region for EVS Omnis

13 August 2021

Highlights:

- EVS solutions now in more than 120 sites in North America across 23 states in the United States and 7 provinces in Canada
- US Senate passes US\$1 trillion bipartisan infrastructure plan that includes \$97bn of additional funding (AUDe A\$132bn) into Envirosuite's key sectors

Leading environmental technology company Envirosuite Limited ('Envirosuite' or 'the Company') is pleased to provide an update on the North American market and its accelerating growth in the Americas region.

Envirosuite has recently signed a new contract with a county in the state of Tennessee who will utilise Envirosuite's SaaS solutions to monitor airborne pollutants and the potential emissions impact on the local community. This win pushes the running adoption of Envirosuite's solutions in the North American market to over 120 sites across 23 US states and 7 provinces in Canada.

Over the 12 months ending 30 June 2021, Envirosuite has grown ARR from its EVS Omnis product in the Americas region to A\$13.9m representing a rate of growth of 34%¹ in a year that the market for new projects was generally heavily depressed by the pandemic. The significant tailwinds of this growth puts Envirosuite in a strong position to deliver on growth for FY22.

On the 10th August, the US Senate passed President Biden's Infrastructure Investment and Jobs Act (H.R. 3684). Once approved by the US House of Representatives, the US\$550 billion infrastructure plan includes US\$97bn (A\$132bn) of additional funding for Envirosuite's key sectors including:

- US\$55bn for clean Water infrastructure,
- US\$25bn going to Airports, and
- US\$17bn towards Ports and Waterways.

This additional funding will modernise key infrastructure assets and provide funding to address environment concerns. Envirosuite's solutions help customers meet their Environmental, Social and Governance (ESG) requirements and advancement towards Sustainability Development Goals including sustainable cities and communities; industry, innovation and infrastructure; and good health and well-being.

Envirosuite believes the passing of [H.R. 3684](#) by the US Senate further validates the strong tailwinds and opportunities for material growth of its environmental intelligence software solutions in the North American market and the overall Americas region.

1 Adjusted to exclude the effects of foreign currency movements; 29% when including these effects

Envirosuite CEO Jason Cooper said,

"The growth we have achieved during an incredibly challenging environment in FY21 confirms our belief that the Americas region and the North American market in particular, will be a significant contributor to revenue growth for FY22 and beyond. As the Infrastructure Investment shows, there is intensifying focus and pressure on industries to operate in a socially responsible and sustainable way to reduce the environmental impact on neighbouring communities.

Envirosuite's environmental intelligence solutions are assisting industry every day with understanding the emissions impact they have and to manage that impact through real-time monitoring and predictive modelling. Importantly, we help our customers meet and exceed these expectations with best-practice technology solutions, while also optimising their productive outcomes with a net positive ROI. Positive action through environmental intelligence benefits everyone."

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

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