

**ASX RELEASE**

18 August 2021

## EVS FY2021 Full Year Results

Envirosuite Limited (ASX: EVS) is pleased to report its full year FY21 earnings to 30 June 2021, that demonstrate it is well positioned to achieve strong growth in the coming years and to meet the environmental intelligence needs of customers globally in FY22.

Envirosuite delivered annual recurring revenue (ARR) of \$46.5m. Gross margin increased to 42.4% in FY21, up from 31.0%. COVID-19 impacted Envirosuite's top line progress in the first six months of FY21, however in the second half Envirosuite delivered its strongest ever half year with \$4.4m in new ARR orders. Total revenue doubled from \$23.8m in FY20 to \$48.6m in FY21. The FY21 results reflect the continued positive momentum for Envirosuite globally against the COVID-19 backdrop.

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**PERFORMANCE HIGHLIGHTS FY21:**

- Total revenue of \$48.6m for FY21 of which 83% was recurring, more than doubling the revenue reported in the prior year
- Gross margin continued to improve with gross margin of 42.4% compared with 31.0% in prior year
- Operating expenses represented 66% of revenue compared with 107% in prior year
- Adjusted EBITDA loss of \$4.5m with the Group generating a positive Adjusted EBITDA in the 4th quarter
- Total number of sites increased from 329 in FY20 to 373 in FY21, representing an increase of 13.4%
- Strong growth for EVS Omnis achieving 24% growth in ARR, while EVS Aviation remained resilient with a 2% growth in a challenging environment



## OPERATING RESULTS

A\$000	FY21	FY20	Movement \$	Movement %
Recurring revenue	40,391	17,915	22,476	125%
Non-recurring revenue	8,154	5,418	2,736	50%
Other revenue	25	524	(499)	(95%)
<b>Total revenue</b>	<b>48,570</b>	<b>23,857</b>	<b>24,713</b>	<b>104%</b>
Cost of revenue	(27,980)	(16,463)	(11,517)	(70%)
<b>Gross profit</b>	<b>20,590</b>	<b>7,394</b>	<b>13,196</b>	<b>179%</b>
Operating expenses <sup>1</sup>	(31,955)	(25,616)	(6,339)	25%
Other income/(expense)	(377)	(155)	(222)	(143%)
<b>Operating deficit</b>	<b>(11,742)</b>	<b>(18,377)</b>	<b>6,635</b>	<b>36%</b>
<b>Net Loss after tax</b>	<b>(12,497)</b>	<b>(18,236)</b>	<b>5,739</b>	<b>32%</b>
<b>Adjusted EBITDA</b>	<b>(4,492)</b>	<b>(10,220)<sup>2</sup></b>	<b>5,728</b>	<b>56%</b>
<b>Other Key Metrics<sup>3</sup></b>				
# Sites	373	329	44	13.4%
ARR \$	46,472	42,990	3,482	8.1%
Churn %	2.2%	2.1%	0.1%	3.6%
Recurring revenue %	83.2%	75.1%	8.1%	10.7%
Gross profit %	42.4%	31.0%	11.4%	36.8%

<sup>1</sup> Includes transaction and integration costs connected with the EMS acquisition of \$0.6m (FY20: \$2.3m) and share-based payments of \$0.9m (FY20: \$3.2m)

<sup>2</sup> Amount has been restated for revised definition of Adjusted EBITDA to include R&D capitalisation. See page 35 for further discussion and reconciliation to net loss after tax.

<sup>3</sup> Key Metrics provided as at 30 June 2021 and 2020 other than Recurring revenue % and gross profit % which are for the year ending 30 June 2021 and 2020.

### Jason Cooper CEO states

*"The past year has proven the resilience of our people, customers and business to show strong growth of 8% in ARR during a remarkable year. FY21 demonstrated the importance of the environment and its intersection with industry and community. It was also a year of growth and transformation for Envirosuite to set us up for long-term success. We play a vital role for our customers and society in providing environmental intelligence technology that produces real-time, predictive and optimisation value. Globally, the growing importance of ESG, the advancement of the UN's Sustainable Development Goals, and the recent US\$1 trillion Biden infrastructure bill, all create strong tailwinds for Envirosuite in FY22 and beyond. The value and importance of environmental intelligence for the world is accelerating and the time for Envirosuite is now."*



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You are invited to join the webcast of Envirosuite Limited's FY21 financial results briefing by Jason Cooper, Chief Executive Officer, and Matthew Patterson, Chief Financial Officer, at 10:30am AEST on Wednesday, 18 August 2021.

Register today

<https://attendee.gotowebinar.com/register/168009092018446860>

If you would like to submit a question beforehand, please email the team at [investors@envirosuite.com](mailto:investors@envirosuite.com)

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## 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)