

ASX Release

Major contract win for Envirosuite

16 May 2018

Highlights

- Largest ever contract signed for Envirosuite (\$1.5m AUD)
 - First contract win in the Middle East region
 - Highly strategic use case for the Envirosuite solution
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Envirosuite is pleased to advise that it has secured a major contract in the Middle East with a large state owned public works authority for a city-wide odour monitoring and management system.

This is a new client contract and is not related to the trial announced in the March quarterly sales update released on 9 April 2018, which is for another client in the Middle East region.

The contract is worth \$1.17m USD (c.\$1.5m AUD) for an initial 12 month period. Although the contract does not specify a breakdown of the amounts attributable to software and hardware, for the benefit of investors, the nature of the software component in this solution, if sold in isolation would be in excess of \$250,000 AUD. Subsequent to the initial period, Envirosuite anticipates that the solution will remain in place under a new SaaS contract for the ongoing provision of the solution.

Due to the amplified effects of high temperatures in the Middle East, urban sewer networks are known to create high levels of Hydrogen sulphide which creates odour nuisance impacts in communities. Hydrogen sulfide (H₂S) is a colorless, flammable, extremely hazardous gas with a “rotten egg” smell and it’s emissions are a major cause of odour complaints globally. It occurs naturally in crude petroleum and natural gas, and can be produced by the breakdown of organic matter (e.g. sewage). The client has been routinely receiving complaints about odours escaping from the sewer network throughout the city.

The client required a system that monitors H₂S releases from manholes, vents and pumping stations and allows for a proactive system of early warning of potential problems to operators. The solution will also assist the public works authority with managing odour nuisance complaints.

Envirosuite will be providing its industry leading Environmental Compliance and Incident Intelligence solutions that allows for visualisation and proactive management through approximately 40 proprietary monitoring stations placed at locations around the city.

Envirosuite Chief Executive Officer, Peter White commented:

“This win provides substantial evidence of growing traction in our sales efforts as well as further geographic expansion for our world-leading environmental monitoring and management solution. This sale is also strategic, as we believe it to be the first ever regional-scale sewer network monitoring implementation globally.”

Continues page 2

The deal highlights an expanding spectrum of deal quantum as we offer our solutions beyond the operational site level to a city or regional level.

As populations continue to grow in urban communities, interest in the use of regional network monitoring systems to assist in managing odour nuisance complaints is growing rapidly. Envirosuite is ideally positioned to be the leader in this emerging global space, in addition to our other industry verticals. This positioning for Envirosuite is enabled by world renowned expertise in odour management, which is embedded in our software.”

For further information please contact investor@envirosuite.com

About Envirosuite

Envirosuite Limited (ASX:EVS) is a global provider of environmental management technology through its leading Software-as-a-Service platform.

The Envirosuite platform provides a range of environmental monitoring, management and investigative capabilities that are incorporated into a diverse array of operations from wastewater treatment to large scale construction, open cut mines, port operations, environmental regulators and heavy industry uses.

Envirosuite helps industry and government meet the growing demands of communities the world over to achieve optimal community, regulatory and productivity outcomes.