

# Annual General Meeting

November 2020





# Agenda

- 01 Chairman's Welcome
- 02 Notice of Meeting – taken as read
- 03 Chairman's Report
- 04 Managing Directors Report
- 05 Introduction to Adrian Siah
- 06 Approval of items
- 07 Financial Statements and Reports
- 08 Resolutions
- 09 Other Business



01

# Chairman's Welcome



02

## Notice of Meeting (taken as read)



# Submitting Questions



Today's meeting is being held online via the Lumi platform. This allows shareholders, proxyholders and guests to attend the meeting virtually. All attendees can watch a live webcast of the meeting. In addition, shareholders and proxyholders have the ability to ask questions and submit votes.

Questions can be submitted at any time. To ask a question press on the speech bubble icon. This will open a new screen. At the bottom of that screen there is a section for you to type your question. Once you have finished typing please hit the arrow symbol to send.

Please note that while you can now submit questions, these will be addressed at the relevant time in the meeting. Questions relating to each resolution will be addressed at the time the resolutions are put to the meeting. For procedural efficiency, questions about the Company or its management will be addressed when formal part of this Meeting has been concluded.

Please also note that your questions may be amalgamated together if we receive multiple questions on one topic. We will answer as many questions as possible in the time available.



# Voting

Voting today will be conducted by way of a poll on all items of business. In order to provide you with enough time to vote, polling on the resolutions is open now.

If you are eligible to vote at this meeting, a new polling icon will appear. Selecting this icon will bring up a list of resolutions and present you with voting options. To cast your vote simply select one of the options.

There is no need to hit a submit or enter button as the vote is automatically recorded.

You do however have the ability to change your vote, up until the time I declare voting closed at the end of the meeting.

The Company will also be submitting an additional Resolution in accordance with Section 250R of the Corporations Act to approve the appointment of RSM Partners Australia as auditor of the Company.



03

# Chairman's Report



# Impacting Events FY20

## Bushfires



## COVID-19





# FY20 Financial Results



**\$37.4M**

Total revenue



**\$14.3M**

Net assets



**34.5%**

Gross margin



**-\$0.8M**

EBIT – before  
significant items



**FY21**

Strong forward  
forecast for FY21



**\$7.7M**

\$7.7 million contract  
awarded by Siemens,  
a long-standing blue-  
chip customer



# Shareholder Initiatives



**Investor roadshow  
and placement**



**Invigoration of  
share register**



**Commitment to  
payment of  
dividends**



**Buyback of  
unmarketable  
parcels**



**Investor  
presentation –  
half year results**



# Forward Outlook

01

Recruitment of CEO and other senior executives



02

Strong order book with positive outlook for FY21



03

Recruitment process for new independent director currently underway



04

# Managing Director's Report





# EGL

The Environmental Group Limited



Baltec IES supports the gas turbine industry in its role in assisting the transition from coal-powered to renewable energy production.



TAPC designs, manufactures and services flue gas treatment systems which prevent harmful contaminants being discharged into the atmosphere.



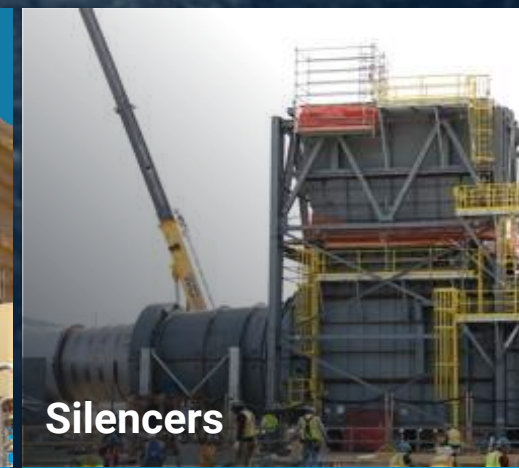
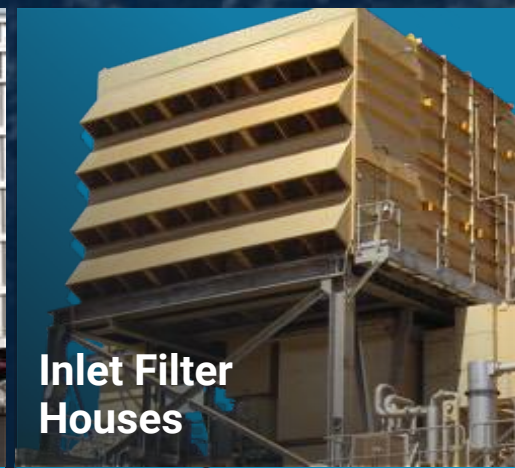
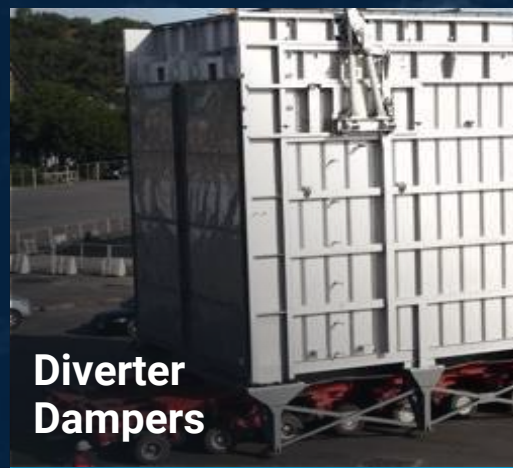
Tomlinson Energy Service offers a network of service offices across Australia providing 24/7 service, maintenance and repairs of both proprietary equipment and other OEM equipment.



Australia's leading water treatment innovators. Combining world-class expertise, targeted R&D and superior technology, EGL Water meets the water problems of today and tomorrow.

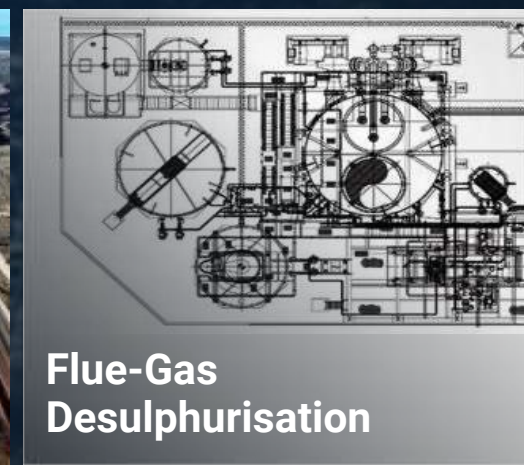


## Key Products





## Key Products







## Key Products



**Industrial  
Steam Boilers**



**Industrial  
Package Burners**



**Large Commercial  
Hot Water Boilers**



**Thermal Oil  
Heaters**



**Biomass Steam and  
Hot Water Generation**





One of the most exciting company's in EGL.

EGL Water's PFAS separation and destruction Technology is a viable solution for treating PFAS in contaminated groundwater, surface water, stormwater, wastewater and soil washing.

Preliminary patent will provide intellectual protection in most countries where PFAS is or is expected to be an issue.

PFAS is a growing concern with successful litigation, and increased government intervention in an attempt to reduce the harmful impacts.

Site visits with prospective clients and the testing of contaminated samples are expected to result in RD&D contacts as a fore runner of commercialisation.

## Year to Date Results\*

**\$5M**



Revenue up by \$5M, a 40% improvement on the same period last year.

**27%**



Overheads are reduced by 30% over the same four month period.

**\$900K**



EBITDA, a turnaround from a loss of \$300,000 to a profit of \$900,000.

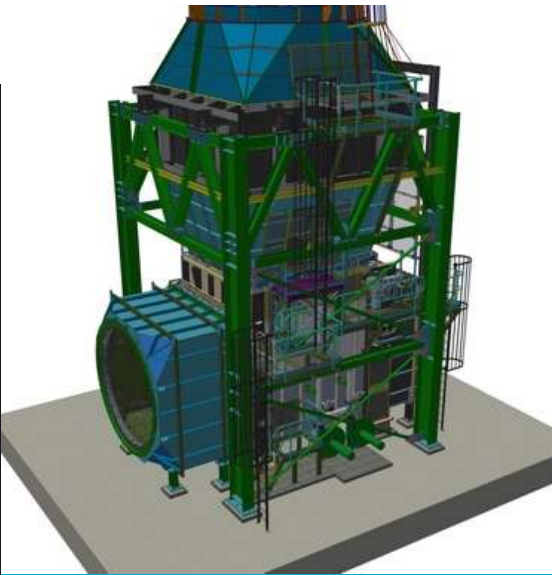
\* 31 October 2020. Unaudited



# EGL Expert Teams

## Advanced Engineering

EGL has a professional team of experienced engineers who conduct high level structural, flow, thermal, acoustics and stress analysis.



## International Sales Network

EGL has a network of experienced agents around the globe who complement our expert Australian team to build strong customer relationships.



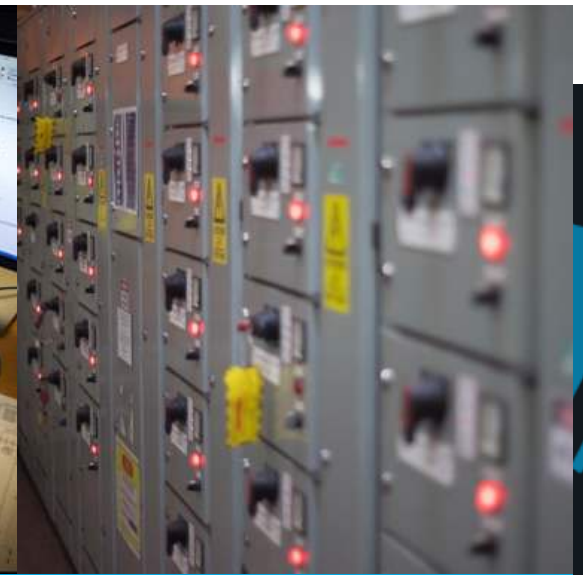
## Project Management

The EGL project team play a vital role in transferring customer and engineering requirements into a proven solution, on time and within budget.



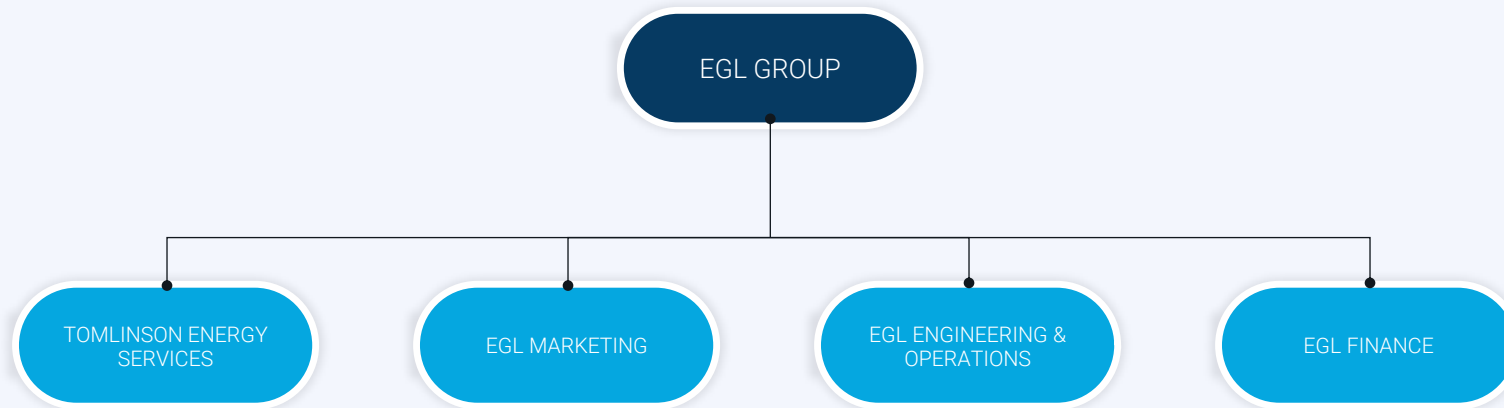
## Technical Support

EGL's experienced equipment specialists travel to sites across Australia and worldwide to continue the support and relationships with customers.



# Updated Organisational Structure

Simplified and streamlined organisational structure, at the same time as reducing overheads and focused marketing resources.





# Forward Outlook

**01**

Focused marketing  
& engineering whilst  
maintaining flexibility



**02**

Continuous interaction  
& exchange of  
information & skill set



**03**

Strong forecast  
for FY21



**04**

40% increase in Sales,  
30% reduction in  
overheads & \$1.2M  
turnaround in EBITDA  
in the four months of  
FY21



**05**

Ongoing impact  
of COVID



05

# Introduction to Adrian Siah





06

# Approval of Items

07

# Financial Statements and Reports



# Financial Reports

Consideration of the Reports –  
Annual Report for the year  
ended 30 June 2020



08

# Resolutions



09

# Other Business

# Mr Dean Dowie

The board and staff of EGL would like to wish Dean all the very best in his new role as CEO WTT Australia and to thank Dean for his contribution to the Group in the roles of interim CEO, Managing Director and Director.

We look forward to a continued commercial relationship in the coming years and wish Dean all the best both personally and professionally for the future.

In light of Deans retirement the board is currently undergoing a search process to identify a new independent director to compliment the current board skill set and with a view to future needs.







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## Disclaimer

EGL advises that these presentation slides contain forward looking statements which may be subject to significant uncertainties outside of EGL's control. No representation is made as to the accuracy or reliability of forward-looking statements or the assumptions on which they are based. Actual future events may vary from these forward-looking statements and you are cautioned not to place undue reliance on any forward looking statement.