

# The Environmental Group Limited

Wilsons Advisory - Rapid  
Insights Conference

May 2024



## Disclaimer

The Environmental Group Limited 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. The presentation should be read in conjunction with the Interim Report, 31 December 2023.



## Agenda

- 01 Overview
- 02 Financials
- 03 EGL Baltec
- 04 EGL Energy
- 05 EGL Clean Air
- 06 EGL Water
- 07 EGL Waste
- 08 Questions



## The Environmental Group Limited

*Engineering a Sustainable Future*



Baltec IES improves the flexibility of gas turbines for renewable energy firming, and maintains turbine efficiency & output via gas turbine inlet air filtration and cooling.



EGL Energy service design, install, provide preventative maintenance and 24/7 services for optimal combustion efficiency across Australia.



EGL Clean Air encompasses the design, manufacturing and services to eliminate gasses, dust and fumes from the environment by designing treatment systems to prevent harmful contaminants being discharged into the atmosphere.



EGL Water has an enhanced patented technology designed to remove Per- and polyfluoroalkyl chemical substances (PFAS) from contaminated water, soil & biosolids.



EGL Waste specialises in recycling solutions for the global waste industry, providing bespoke systems that enable clients to efficiently recover high-quality material from waste.

**Baltec IES** supports the gas turbine industry in its role in assisting the transition from coal-powered energy generation by providing engineered products and custom designs specifically to meet client's renewables applications.

Estimated addressable market: \$300 million

**EGL Waste** encapsulates our service offering to the waste industry; world class recycling plants, dust extraction systems, odor control, boilers & autoclaves, Combustion technologies for biomass boilers and waste to energy plants.

Estimated addressable market: \$4 -7.8 billion



**EGL Water** division has enhanced patented technology designed to protect our environment by the removal of Per- and polyfluoroalkyl chemical substances (PFAS) from contaminated water, soil & biosolids.

Estimated addressable market billion's

**Tomlinson Energy Service & Ignite Services** are one of Australasia's largest fully accredited gas fired service and packaged boiler providers, with an extensive service network spanning across Australia.

Estimated addressable market: \$250 million

**Total Air Pollution Control (TAPC) & Airtight Solutions** provides highly efficient state-of-the-art industrial air pollution control technologies that prevent harmful gases, particulate matter, and odours from being released into the environment.

Estimated addressable market: \$400 million

## 1H FY24 Financial Results – underlying\*



**\$46.7M**

14.6% Increase in  
Revenue on 1H23



**\$4.5M**

EBITDA up 47.8%  
before significant  
items on 1H23



**\$3.4M**

EBIT up 51.8%  
before significant  
items on 1H23



**\$2.1M**

Net Profit after tax  
up 47.2%



**\$5.0M**

Undrawn working  
capital facility



**\$7.2M**

Net cash on hand

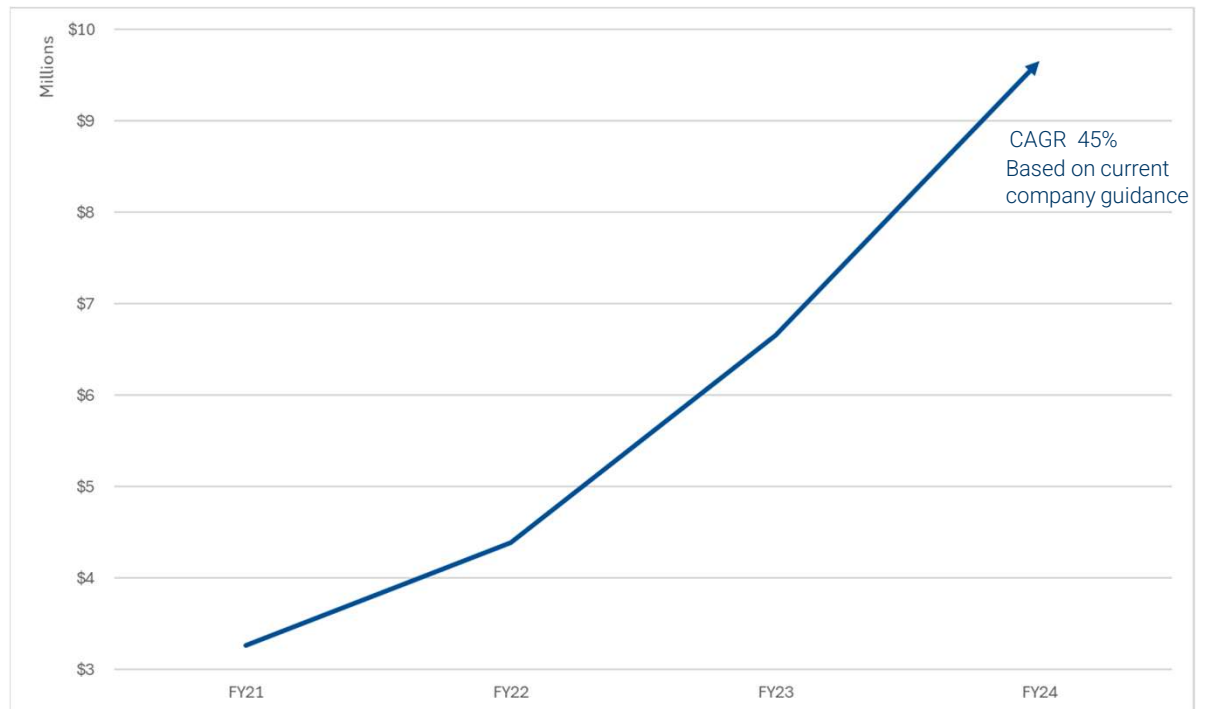
\*Underlying profits excludes FX Losses \$93K, Performance Rights \$79K, Redundancy \$41K.

## Normalised EBITDA

### Growth in Earnings

Normalised\* EBITDA for 1H24 up by 47.8% to \$4.5M with EBITDA margins increasing from 7.5% to 9.7%.

FY24 guidance for normalised\* EBITDA to increase to approximately 45% this the financial year.



03



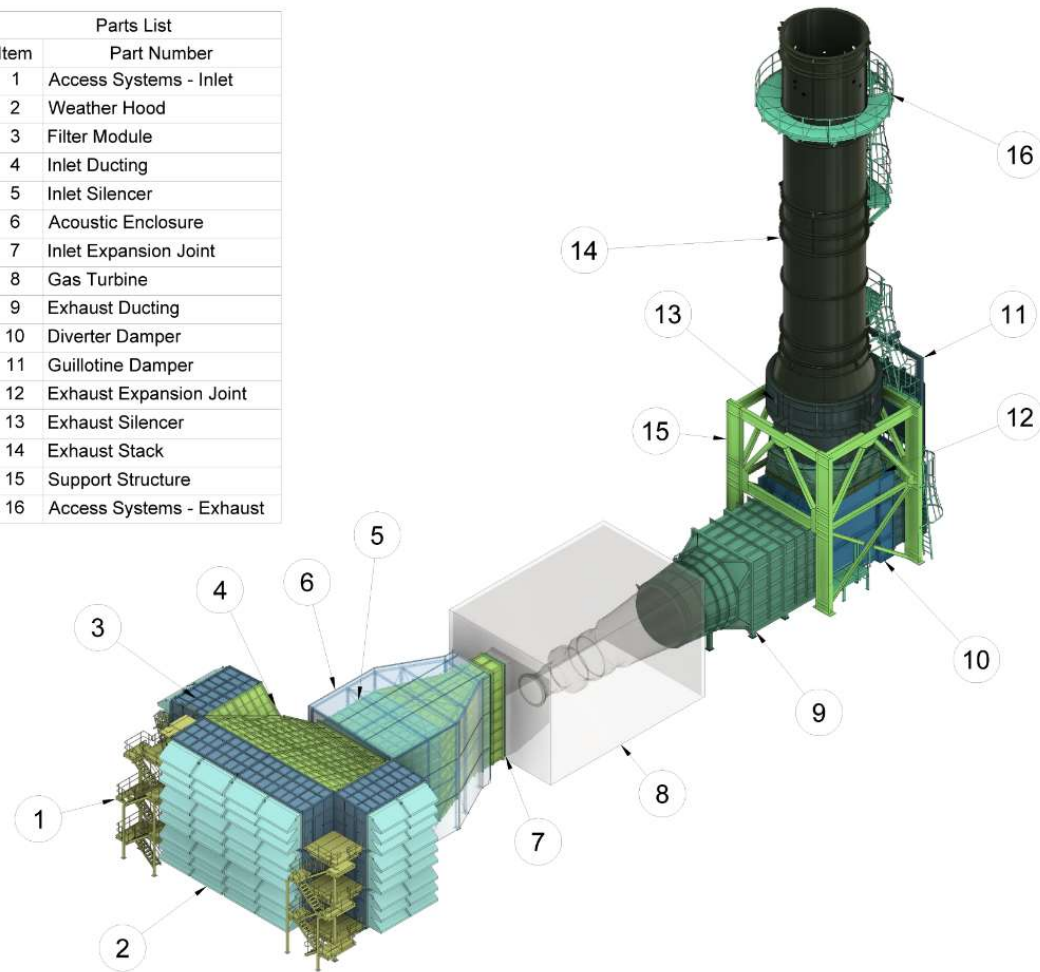


**Baltec Inlet & Exhaust Systems (Baltec IES) provides a range of specialist services to the global gas turbine power industry as it moves to support renewable energy.**

- The gas turbine market is changing requiring the conversion of base load power plants to run as peaking load turbines to support renewables.
- Baltec leads the market in its design of silencers suitable for gas turbines running in peaking load.
- The IP generated by the engineering team is world-leading and has positioned the business for further growth in the future.
- Unique IP developed for Inlet filtration systems for solar farm inverters.



| Parts List |                          |
|------------|--------------------------|
| Item       | Part Number              |
| 1          | Access Systems - Inlet   |
| 2          | Weather Hood             |
| 3          | Filter Module            |
| 4          | Inlet Ducting            |
| 5          | Inlet Silencer           |
| 6          | Acoustic Enclosure       |
| 7          | Inlet Expansion Joint    |
| 8          | Gas Turbine              |
| 9          | Exhaust Ducting          |
| 10         | Diverter Damper          |
| 11         | Guillotine Damper        |
| 12         | Exhaust Expansion Joint  |
| 13         | Exhaust Silencer         |
| 14         | Exhaust Stack            |
| 15         | Support Structure        |
| 16         | Access Systems - Exhaust |





## Key Products



**Diverter Damper**



**Inlet Filter**



**Silencer**



**Bypass & HRSG  
Exhaust System**



**Guillotine  
Damper**



**Heating & Cooling  
Systems**

04

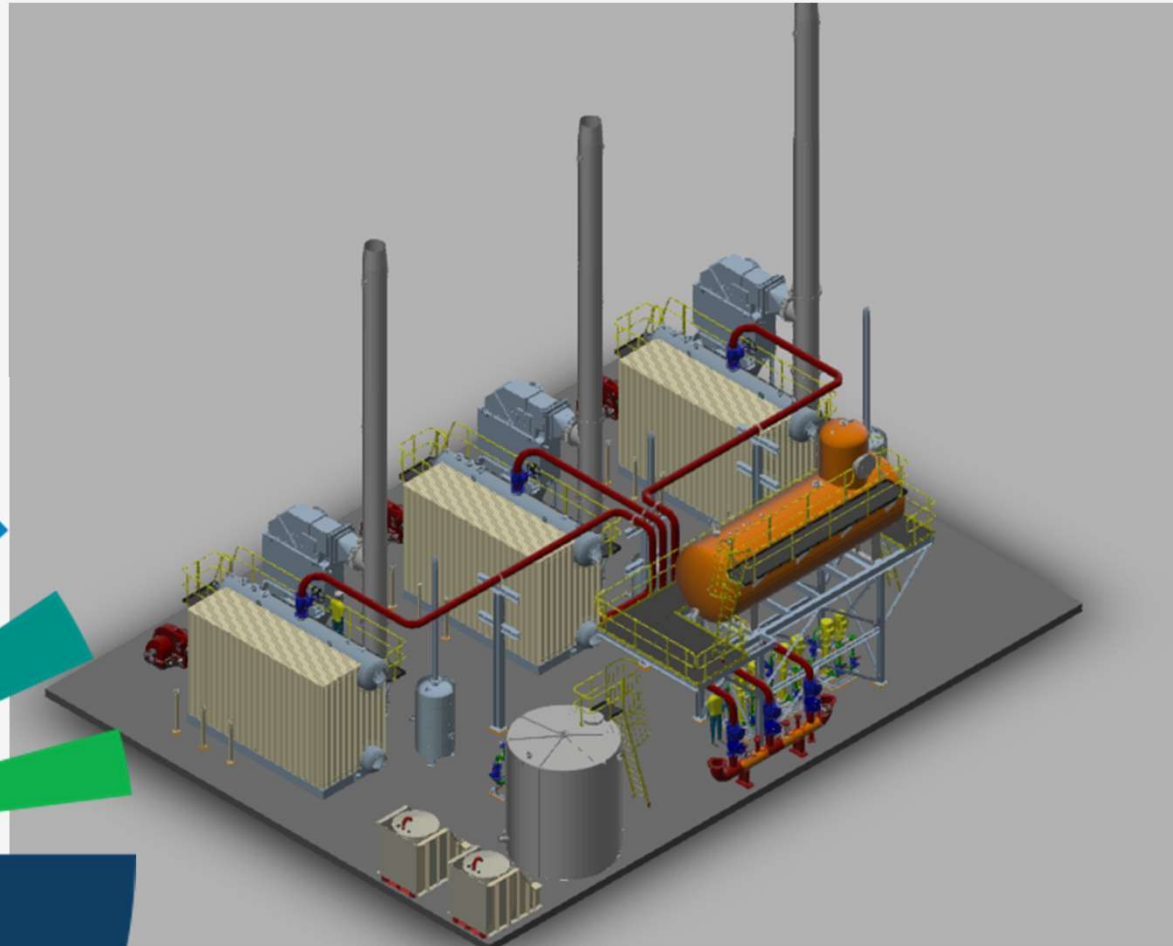




**EGL Energy offers a network of service offices across Australia providing 24/7 sales, service, maintenance and repairs of boilers, gas fired equipment and other OEM equipment optimising energy efficiency.**

- Our design is the most energy efficient water tube boiler available in Australia.
- The Fulton distribution agreement significantly increases our product range.
- Service and maintenance of gas fired equipment, makes up approximately 75% of earnings.
- Sale and Installation of cost-effective boilers with a design focusing on maximum reliability, long-term operating efficiency, fuel flexibility and ease of access for inspection and maintenance.
- Ongoing service and maintenance of boilers burners and steam equipment through Australia's only national network of service technicians.







## Key Products



Industrial Steam  
Boiler



Industrial Package  
Boiler



Large Commercial Hot  
Water Boilers



Thermal Oil Heaters



Biomass Steam & Hot  
Water Generation



Vertical Spiral Rib  
Tubeless Steam Boiler

04





**EGL Clean Air provides engineering, supply, installation, commissioning and ongoing service support for a wide range of Industrial Air Pollution Control Systems.**

Technologies include:

- Wet & Dry Scrubbers
- Bag Filters
- Electrostatic Precipitators
- Flue gas desulphurization
- Thermal Oxidizers
- Selective Catalytic Reduction

For control of all emissions to air, including:

- Gaseous pollutants
- Mists and vapors
- Particulate Matter
- Odorous compounds





## Key Products



Dry Scrubber



Wet Chemical Scrubber



Particulate Scrubber / Cyclones



Dust & Fume Collectors



Fabric Filter (Baghouse)



Electrostatic Precipitators



Flue-Gas Desulphurisation



Modular Duct & Hose Systems

04





**EGL Water division has enhanced patented technology designed to protect our environment by the removal of Per- and polyfluoroalkyl chemical substances (PFAS) from contaminated water.**

- PFAS was primarily used in aircraft fire fighting as a fire retardant however its use expanded into plastics and clothing prior to its detrimental impact on our environment being fully understood.
- Successful class actions have highlighted increased awareness and the urgent need to find solutions to remove contamination in water, soil, biosolids, landfills, farmland and housing estates.
- EGL recognises that one of the world's most valuable assets is water and will persist in our vision to reduce water pollution, leading to an improved environment, through low cost technology solutions.





### **PFAS Separation from water, soils & biosolids**

- Society and industry are aligning in their need to remove PFAS from the environment.
- Our technology is effective, but importantly can be provided at a low operating and capital cost, with no additional waste streams generated through our process.
- EGL PFAS separation technology requires no pre-treatment and is simple to operate. The technology utilises Gas Foam Fractionation for Soil, Water & Biosolids remediation.
- Without the use of any filtration media our technology has a very low safety risk when dealing with a highly toxic substance.





**Effectively removing PFAS from water, soil and biosolids, reducing companies' risks & costs.**



**Adaptable Size, Layout & Configuration**

**Foam Fraction Technology**



**Isolating PFAS from original input (PFAS output is 1% of its original input)**





## PFAS Separation

Removing 99% of PFAS



**Sewer Slug**



**Bore Water**



**Ground Water**



**Leachate**



**Industrial Water**



**Soil**

03





### **EGL Waste division brings together our service lines to provide integrated solutions to the waste industry.**

The National Waste Policy Action Plan requires an 80% average resource recovery rate from all waste streams following the waste hierarchy by 2030. That is an increase of 17% or 12.9MT more resource recovery in the next 6 years.

- Turmec's recycling plants under the exclusive Australian agency can achieve a 98% recovery rate for C&D/C&I waste streams.
- Dust extraction and asbestos detection systems in waste processing facilities.
- Boilers & autoclaves in the medical waste treatment sector.
- Combustion technologies for biomass boilers and waste to energy plants.
- PFAS and liquid waste treatment plants.
- After sales service and parts.





**Municipal Solid  
Waste (MSW)**



**Commingled or  
Mixed Dry Recycling**



**Construction &  
Demolition (C&D)  
Construction &  
Industrial (C&I)**



**Refuse Derived Fuel  
(RDF)  
Solid Recovered Fuel  
(SRF)**



**Waste to Energy**



**Rubber**

Questions?



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