

For personal use only



AGM

INVESTOR PRESENTATION

Aeeriis Limited (ASX: AER)

ABN: 18 166 705 595

October 2023



Important Notice and Disclaimer

This presentation has been prepared by Aeeris Ltd (ACN 166 705 595) (Aeeris or the Company). The information contained in this presentation is current at the date of this presentation. The information is a summary overview of the current activities of the Company and does not purport to be all inclusive or to contain all the information that a prospective investor may require in evaluating a possible investment. This presentation is for general information purposes and is not intended to be and does not constitute a prospectus, product disclosure statement, pathfinder document or other disclosure document for the purposes of the Corporations Act and has not been, and is not required to be, lodged with the Australian Securities & Investments Commission. It is to be read in conjunction with the Company's disclosures lodged with the Australian Securities Exchange.

The material contained in this presentation is not, and should not be considered as, financial product or investment advice. This presentation is not (and nothing in it should be construed as) an offer, invitation, solicitation or recommendation with respect to the subscription for, purchase or sale of any security in any jurisdiction, and neither this document nor anything in it shall form the basis of any contract or commitment. This presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor which need to be considered, with or without professional advice, when deciding whether or not an investment is appropriate.

This presentation may contain information as to past performance of the Company. Such information is given for illustrative purposes only and is not –and should not be relied upon as – an indication of future performance of the Company. The historical information in this presentation is, or is based upon, information contained in previous announcements made by the Company to the market.

This document contains certain "forward-looking statements". The words "anticipate", "believe", "expect", "project", "forecast", "estimate", "outlook", "upside", "likely", "intend", "should", "could", "may", "target", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements, as are statements regarding the Company's plans and strategies and the development of the market.

Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Company, which may cause actual results to differ materially from those expressed or implied in such statements.

The Company cannot give any assurance or guarantee that the assumptions upon which management based its forward-looking statements will prove to be correct or exhaustive beyond the date of its making, or that the Company's business and operations will not be affected by other factors not currently foreseeable by management or beyond its control. Such forward-looking statements only speak as at the date of this announcement and the Company assumes no obligation to update such information. The release, publication or distribution of this presentation in jurisdictions outside Australia may be restricted by law. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

All references to dollars are to Australian currency unless otherwise stated.

To the maximum extent permitted by law, the Company makes no representation or warranty (express or implied) as to the accuracy, reliability or completeness of any information contained in this document. To the maximum extent permitted by law, the Company shall have no liability (including liability to any person by reason of negligence or negligent misrepresentation) for any statements, opinions or information (express or implied), arising out of, contained in or derived from, or for any omissions from this document, except liability under statute that cannot be excluded.

This presentation has been approved by the Board for lodgement with ASX.

Weather & Climate Data Analytics Company

Leaders in severe weather and natural hazard forecasting, alerting and climate risk reporting specialising in the protection of people, property, infrastructure and business operations across Australian & New Zealand markets.

1

A comprehensive solution to minimise risk, mitigate natural disasters and manage business interruption threats by offering 24/7, 365 days a year real-time monitoring.

2

Offers the broadest product suite on the market.

3

A larger sales pipeline and increased marketing resulted in 30% annual recurring revenue growth year on year as of November, 2023.

ABOUT AEERIS (ASX: AER)



INVESTMENT RATIONALE

Why AEERIS?



Harnessing world class technology.



Large total addressable market (TAM) with a scalable business model.



Growing annuity revenue.



Comprehensive proprietary dataset.



Solid foundation for future profitability.

Corporate Snapshot

Shares on issue: 71.6 million

Share price: \$0.095

Market Capitalisation: \$6.8 million

Bryce Reynolds - Non-Executive Chairman

Kerry Plowright - Managing Director

Nathan Young - Independent Non-Executive

Elissa Hansen - Independent Non-Executive

MAJOR SHAREHOLDERS

Kerry Plowright (and associate holders)	23,407,803	32.7%
---	------------	-------

Jetosea Pty Limited	11,673,057	16.3%
---------------------	------------	-------

DMX Capital Partners Limited	4,561,905	6.5%
------------------------------	-----------	------

- ✓ Annual recurring revenue (ARR) growth accelerating due to contract wins in insurance, retail and construction.
- ✓ Growing sales pipeline and increased deal conversion.
- ✓ Launched Climatics 2.0 to respond to shifting consumer demands and the high growth ESG market.

Highlights For FY23



\$2,581,492
Cash at Bank
As of 30 June 2023



\$3,028,001
Record Revenue



3,907,216
SMS alerts sent



**All critical
services moved
to cloud**



100%
Staff retention



Entry into the renewable
energy market



Servicing every state
and territory

Annual Recurring Revenue (ARR)
DOLLARS

FY21

\$1.9 million

FY22

\$2.293 million

FY23

\$2.462 million

Financial Highlights



**no Company
debt**

as of 30 June 2023



**Currently
servicing**

33

Industry sectors



166%

growth of ARR in our
top performing product



**20% growth in
customer base**

5

**consecutive
years of
growth**

Core Services



ALERTING

Tailored and verified alert service for all natural hazard threats in Australia.

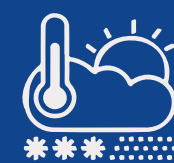
Includes:

- Regional Alerts
- Location Alerts
- Forecast Alerts
- Observational Alerts
- Branded Alerts
- Radar Derived Rainfall Alerts



CLIMATICS

Australia's most comprehensive climate data platform, aggregating historical severe weather hazards and warnings to provide an overall picture of both short term physical risk and longer term climate projections.



FORECASTING

Time-critical, customised weather forecasts for all weather events, and long-range outlooks to enhance business planning.



EMBARGO

Meteorologist-verified alerts are sent to our Embargo Alert Service, fully automated into customers' systems through API.



HAIL

The leading hail technology in Australia, partnering exclusively through Aeris / EWN.

Products include:

- Hail Forecasting
- Live HailTracker
- Live Hail Alerts
- Post-event Reporting



LIGHTNING

Lightning tracking and customized Lightning Alerts allow for tailored Lightning Alert Zones for customers, alerting users to approaching thunderstorm activity.



FLOOD

Flood forecasting, monitoring, and alerting services, tailored to customers' criteria for amounts of rainfall or water level heights.



API

Customised application programming interface (API) allowing access to our systems and display of EWN data directly into customers' systems. Currently available for:

- Forecasting
- Observations
- Post-Event Reporting

Key Focus Areas of FY24



Partnerships

Creating partnerships with key industry stakeholders allowing Aeeris to tap into new technology and further enhance our current services.



Sales

Sales team doubles in size to increase new lead generation, client conversion and securing existing customers long term.



Climatics

Researching and confirming key target industries and contacts as Climatics forms a critical part of the TCFD compulsory climate report requirements starting shortly. Updating the system in preparation for large client bulk asset reporting.

Products Update

New products and services released since the start of 2023:

1. Fully automated our **Embargo system**, further cementing our position as the leader in this industry.
2. Launched **Tropical Cyclone Outlooks** and post event reporting capabilities.
3. Earthquake (post event) alerts.
4. Climatics processing **power upgraded** to handle large asset report enquiries for large organisations requiring report data on thousands of locations.
5. Tropical Cyclone Damaging **Wind Maps**.
6. Historic **hail event date & impact count analysis** for any location in Australia within weather radar reach.
7. Additional reporting functionality of our industry-leading **GNIS system**.

1

Climate Risk

Acknowledgment of the worldwide climate crisis and the necessary actions to address it on a global scale.

2

Regulation

Reporting entities are now required to provide measurable disclosures regarding physical and chronic climate risks, as mandated by the regulatory and investment landscape. Non-compliance places personal liability on directors and officers.

3

New Partnerships and Access to New Technology

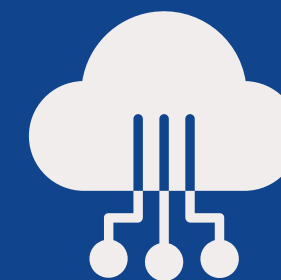
Cutting-edge technologies like dual-polarization radar algorithms provide real-time, high-resolution insight into hail. Aeeris' proprietary dataset finds enhanced utility through these innovations providing customers with new and more accurate weather and hazard information.

4

Client-Centric Problem Solving

Collaborating with essential industry clients to gain insights into their current and anticipated challenges. Developing tailored solutions to effectively address these issues.

GROWTH DRIVERS



“Many of the emerging demands for financially meaningful information (actionable data) cannot be met by current climate models that were designed for other purposes.”

Future Plans



Increase revenue.



Partnership integration.



Increased brand presence.



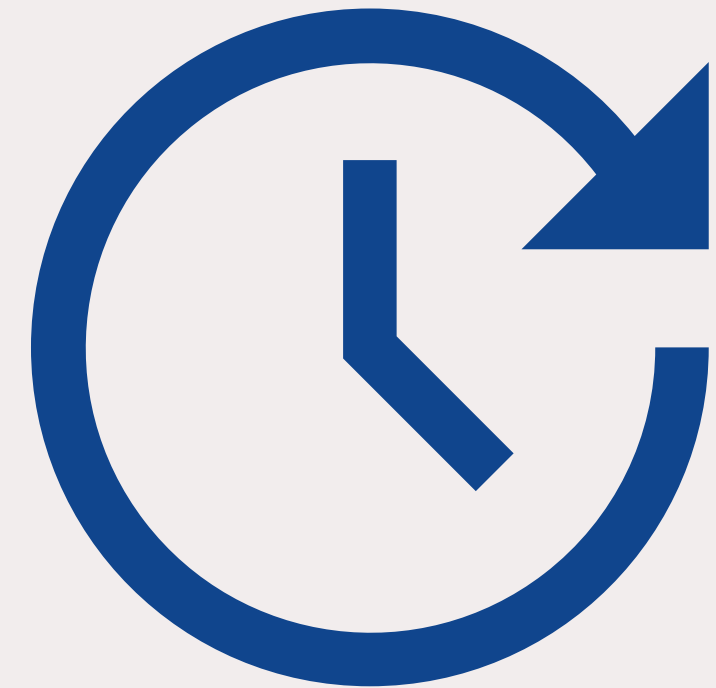
Targeting new industries.



Expand Climatics footprint.



Complete ISO 27001 accreditation.



For personal use only



THANK YOU



Aeeris Limited (ASX: AER)

Level 8, 210 George St, Sydney NSW 2000 Australia



Kerry Plowright
kerry.plowright@ewn.com.au
0403 147 197