



AGM

INVESTOR PRESENTATION

Aeeris Limited (ASX: AER)

ABN: 18 166 705 595

October 2023



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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%
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Jetosea Pty Limited	11,673,057	16.3%
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DMX Capital Partners Limited	4,561,905	6.5%
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- ✓ 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

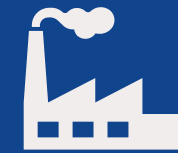
\$2.462 million

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 Aeris 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

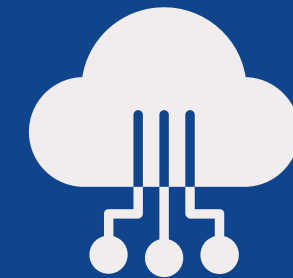
Cutting-edge technologies like dual-polarization radar algorithms provide real-time, high-resolution insight into hail. Aeeris' proprietary dataset finds enhanced utility through these innovations providing customers with new and more accurate weather and hazard information.

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.



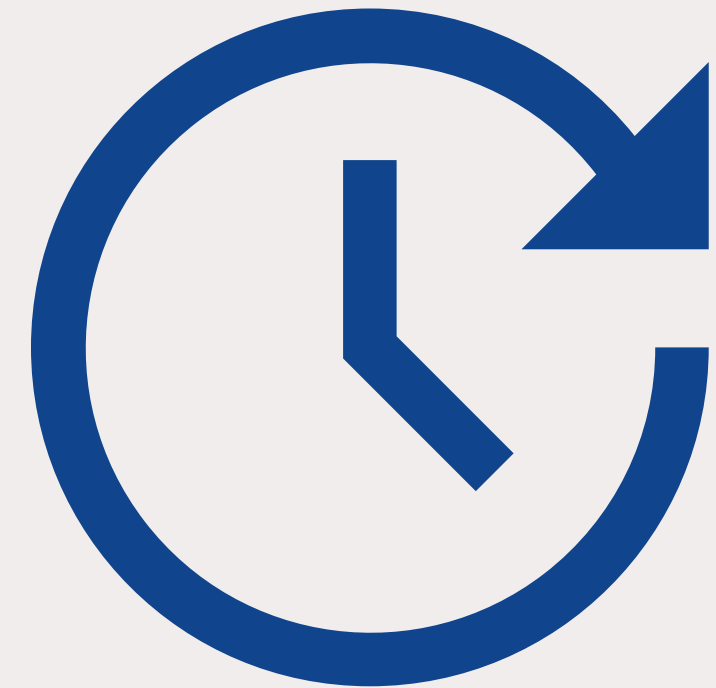
Targeting new industries.



Expand Climatics footprint.



Complete ISO 27001 accreditation.



THANK YOU



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