

AGM Investor Presentation

NOVEMBER 2022

Aeeris Limited (ASX: AER)

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Taking action on Climate Risk

Our proprietary technology provides early warnings for severe weather events and all natural hazards.

Clients include:



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 Australia & Asian Pacific markets.

- 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
- Offers the broadest product suite on the market
- A larger sales pipeline and increased marketing resulted in 30% Annual Recurring Revenue (**ARR**) growth year on year as of November 2022
- New 'Operationalised' [climate risk disclosure application](#)



INVESTMENT RATIONALE

Why Aeeris?



Harnessing world class technology



Large Total Addressable Market (**TAM**) with a scalable business model



Growing annuity revenue



Proprietary data Cloud

CORPORATE SNAPSHOT

Capital Structure¹

ASX Code	AER
Shares on issue	71.6 million
Share Price	\$0.13
Market Capitalisation	\$9.3 million
Net Cash	\$2.74 million
Year of Listing	2015

¹ As at 10 November 2022

Major Shareholders

KERRY PLOWRIGHT (and related parties)	23,407,803	32.7%
JETOSEA PTY LTD	11,564,200	16.2%
DMX CAPITAL PARTNERS PTY LTD	3,931,680	5.7%



Kerry Plowright

Executive Chairman and CEO

- Previous experience as an Army Officer.
- Founder Editor of NZ Green Magazine and Director of Earthtrust South Pacific.



Bryce Reynolds

Non-Executive Director, Chairman of the Audit and Risk Committee

B. Comm

- Current active director for numerous private ventures in the funds management and IT/digital field.
- 35+ years of finance and investment experience.



Nathan Young

Independent Non-Executive Director

B. Comm, GradDipAppFin

- Experience in large Investment Banks and Hedge Funds.
- Involvement in seed capital, pre-IPO and listed investments.



Elissa Hansen

Independent Non-Executive Director, Company Secretary

B.Comm, GradDipAppCorpGov, GAICD, FGIA

- Chartered Secretary with 20+ years' experience in corporate governance, investor relations and compliance.

FY22 DASHBOARD

Strong Revenue Growth

ARR Annual Increase (Nov 22)
\$2.6m

 **30%**

Operating Revenue (FY22)
\$2.21m

 **20%**

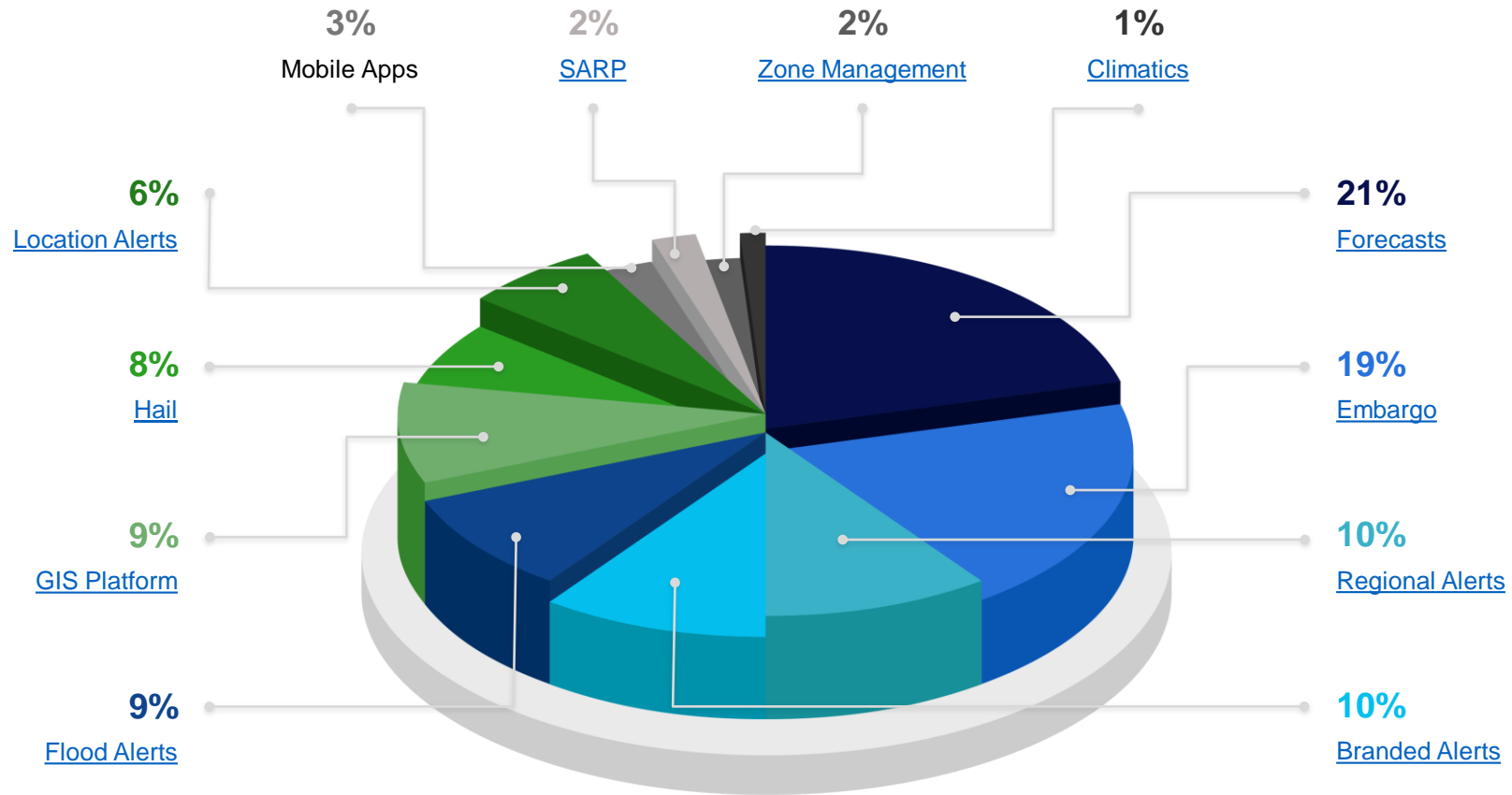
Cash (SEP 4C 22)

\$2.74m

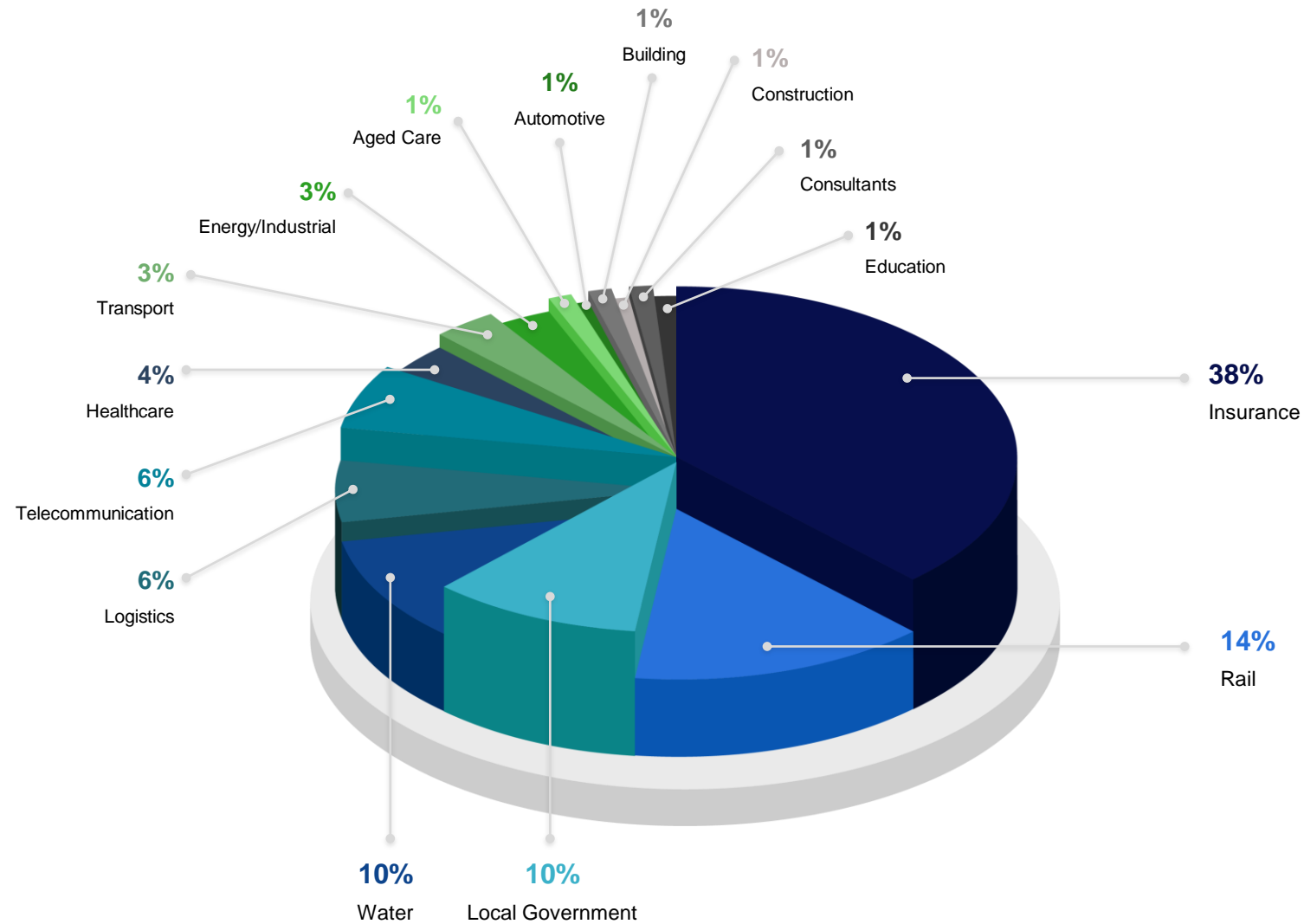
Debt

Nil

Revenue Composition - Product

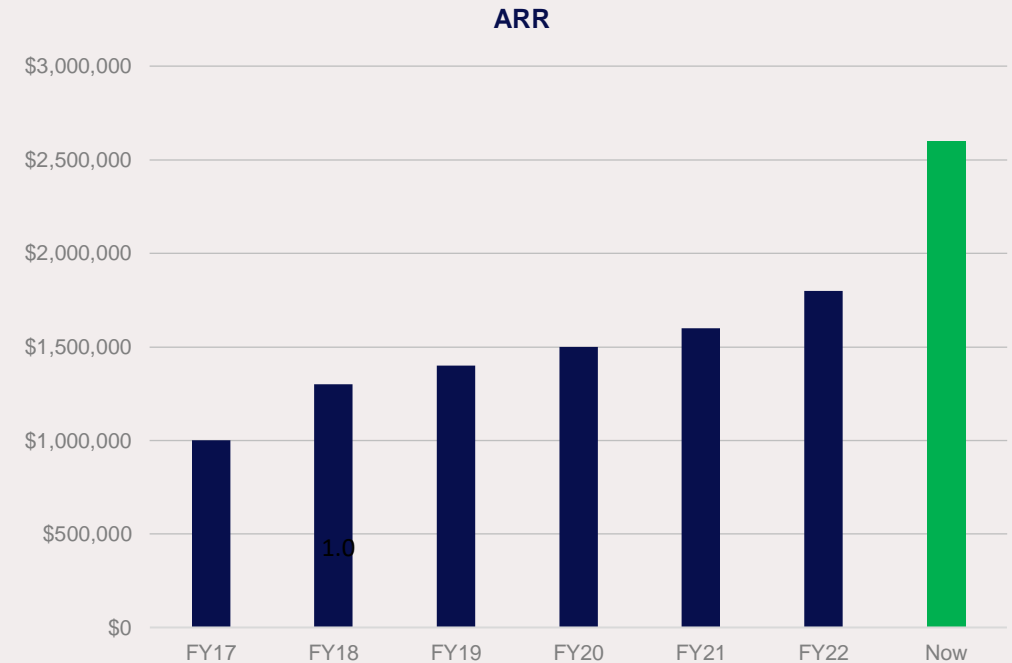


Revenue Composition - Industry



ARR Highlights

- 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 needs and growing ESG demand



Total addressable market of >\$50bn

- Private weather forecasting and alerts represent a US\$7bn market in the USA alone, according to a report by the United States National Weather Service*
- Given that Australia represents 1.6% of global GDP we estimate the global addressable market is >\$50bn and the estimated Australian market is \$750M to \$1bn
- At Aeeris, we believe the market for Climate Risk is even bigger

* https://www.weather.gov/media/about/Final_NWS%20Enterprise%20Analysis%20Report_June%202017.pdf



Aeris warns national transport services of impending floods to divert heavy haul operations from passing through corridors that are vulnerable to flood damage.

Proprietary Technology

- Bushfires, storms and other natural disasters cost on average \$38bn per year in Australia and is expected to rise to \$73bn by 2060¹
- Proprietary Aeris technology evaluates climate risks and provides localised warnings to save lives and money
- These capabilities are powered by the Company's Spatial Analysis Risk Platform (SARP)

Core Products



Alerting

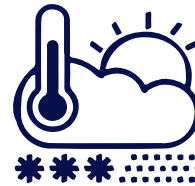
Advance warnings via SMS and email for:

- Severe weather
- Hail
- Floods
- Cyclones and tsunamis
- Fires



Climatics

Australia's most comprehensive database of historical acute and chronic severe weather hazards and warnings, that identifies changes in event intensity, severity and season duration at any location since 1911



Forecasting

Tailored to client requirements with alerts when specified thresholds are exceeded



Embargo

A warning service for selected weather hazards to enable quick and efficient change management that is perfectly designed for the insurance industry

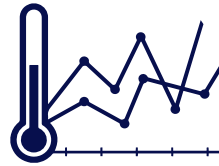
<https://www.aeeris.com/services>

Upgraded Products



Hail

Providing real time updates of hail size, location and where it is moving to. Powered by Aeeris' own 3D radar technology. Capabilities we believe are unique to Aeeris.



Climatics 2.0

Completed, launched with customer signed in FY22, Climatics 2.0 allows clients to easily understand the climate risk their assets across Australia are facing and the probability of these events occurring with push button ease



Spatial Analysis

Under development for several years, the Spatial Analysis Risk Platform (SARP) adds geospatial functionality to existing forecast and alert products. It is a cloud hosted SaaS product



Flood Monitoring

24/7, 365 day per year flash flood and flood alerting service across Australia, issuing alerts according to pre-set criteria for amounts of rainfall or water level heights

<https://www.aeeris.com/services>

Growth Drivers



Dud Data

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

01

Climate Change

Global recognition of the current climate emergency and efforts required to combat it.

02

Regulation

The regulatory and investment environment now demands quantifiable disclosure of physical and chronic climate risk by reporting entities. Directors and officers face personal liability for failure to comply

03

Technology

New technologies such as dual-pol radar algorithms enable high resolution views of hail in real time. Aeeris' proprietary data set gains new value through application

04

Consumer Demands

Aeeris matches evolving customer demands with new capabilities: hail prediction and post event data; API's; actionable climate intelligence; and future scenario modelling



Climate Risk on the Radar

“Companies need to take their climate change disclosures seriously. Analysis by global insurance underwriters indicates that the world may lose up to 18 per cent of GDP by 2050 through physical damage alone.”

Joe Longo - Australian Securities and Investments Commission (Nov 2022)

”The February 2022 rain event that struck from Maryborough in Queensland, all the way to Sydney, left more than \$5bn in insured losses, making it the second-costliest extreme weather event in Australian history.”

Andrew Hall - Insurance Council of Australia CEO (Mar 2022)

Application of Risk Data

Through the application of our climate risk intelligence, Aeeris provides clients with:



Photo - Incredible footage of water spilling from Wyangala Dam after heavy rainfall Nov 2022. Picture NSW RFS



Climate Risk Disclosure:

A disclosure of physical and chronic risks that may affect a company's operations



Actionable Intelligence:

Data that can be used to increase resilience



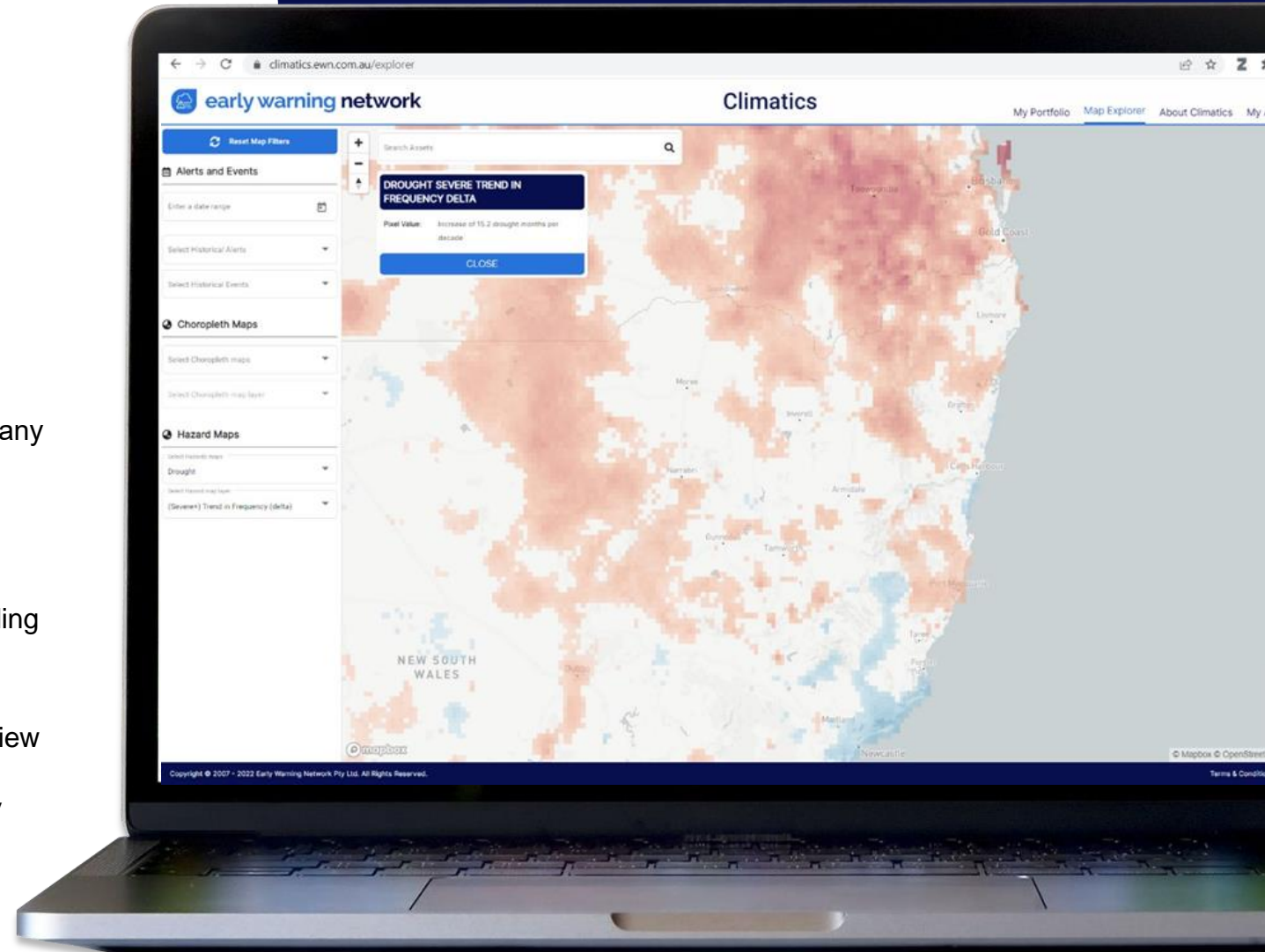
Immediate Mitigation:

Easy and effective methods to apply mitigation methods

Climate Risk Intelligence

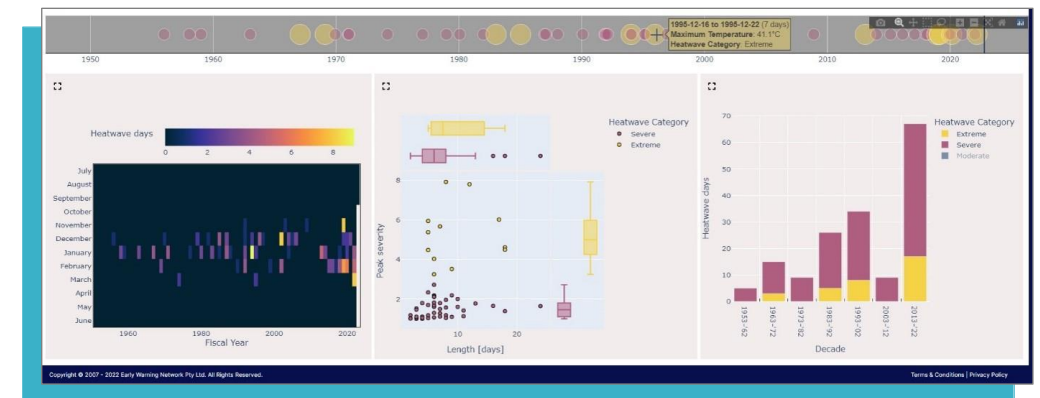
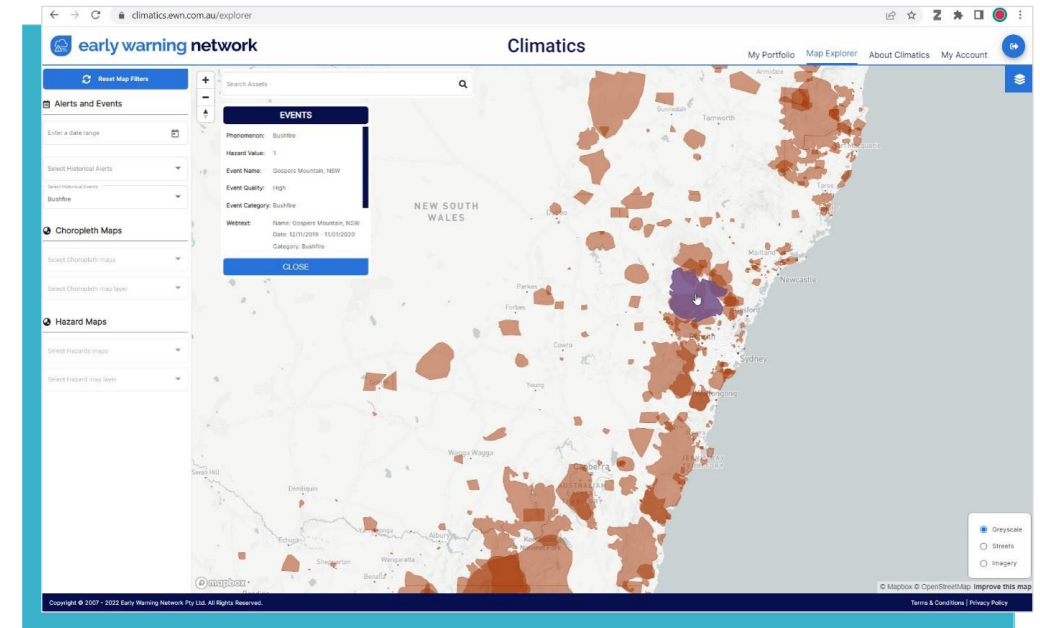
- Climatics provides 'climate context' across 11 different hazards for any location
- Compare a set of assets in a simple, quick and homogenous way
- Understand hazard impacts from the past and into the future including rate of extreme change
- CMIP6 data being added, allowing a complete future climate overview
- AEERIS has mapped data from the early 1900's to the present day
- Completely cloud based

<https://www.earlywarningnetwork.com.au/services-climatics>



Unique Data – Climate Risk V2.0

- Historical geospatial event data uniquely mapped and analysed by the Company to obtain an accurate physical and chronic risk score for any location
- Solution fills gap in risk data as identified and validated by big four auditors
- Use real data vs synthetic. Combines Aeeris' own 13 years of spatial operational data to produce reliable estimates of event recurrence probabilities (unique IP and data can't be replicated or mimicked)
- Risk analysis and spatial resolution can be operationalised, is actionable, transparent and defensible. Quantification of event recurrence probability over 1-20 years makes it more meaningful for the user in adaption and mitigation options
- No 'black box' analysis. Auditable data backed by equally evidenced analytical processes. Corporate access available by API to map into internal systems



Thank You

Aeeris Limited (ASX: AER)

Level 8, 210 George St, Sydney NSW 2000 Australia

Contact

Kerry Plowright

kerry.plowright@ewn.com.au

0403 147 197