



Aeris drives improved performance, longer asset life and dramatic cost efficiencies. Delivering safer, more cost effective & sustainable built environments.

Proprietary innovation for:

- **Consumables for hygiene and maintenance.**
- **IOT communications, control & efficiency.**
- **Long term corrosion prevention.**

Aeris Environmental Limited

World's leading technology for

- removal and protection from microbial contamination
- performance optimisation over the life of assets.

Aeris provides clients with material cost savings through the efficient use, and management, of energy and assets, leveraging decades of:

- **Innovation** – Proprietary technologies
- **Trust** – multiple global certifications
- **Performance** – proven commercial outcomes for industry leading clients

Proven Cost Savings



Longer Asset Life



Validated Efficiency



Improved IEQ/IAQ



Increased Safety

Aeris today...

- ✓ **Over \$40million invested to date in validated technologies that are now entering full commercial revenue scale up.** Core products commercially launched, path to market identified, case studies complete.
- ✓ **Industry leading global customers** including Government bodies, multinational corporations, global facility managers and leading OEMs.
- ✓ **Sustainable margins** (in excess of 60%, with Australian production) with history of recurring revenue.
- ✓ **Global certification (TGA, USA EPA, HACCP, NEA etc.) and third-party independent validations.** Exclusive licenses to multiple patents.
- ✓ **Built on unrivalled track record in health care and hospitals.** Uniquely green, safe, clean-tech chemistry.
- ✓ **Portfolio of diverse solutions for all climate controlled environments** including building, trains, planes, trucks, ships etc.

Key drivers of shareholder value

Aeris is firmly focused on profitable revenue growth

**Grow
marketing /
awareness /
strategic
alliances**



**Leverage
international
sales channels**



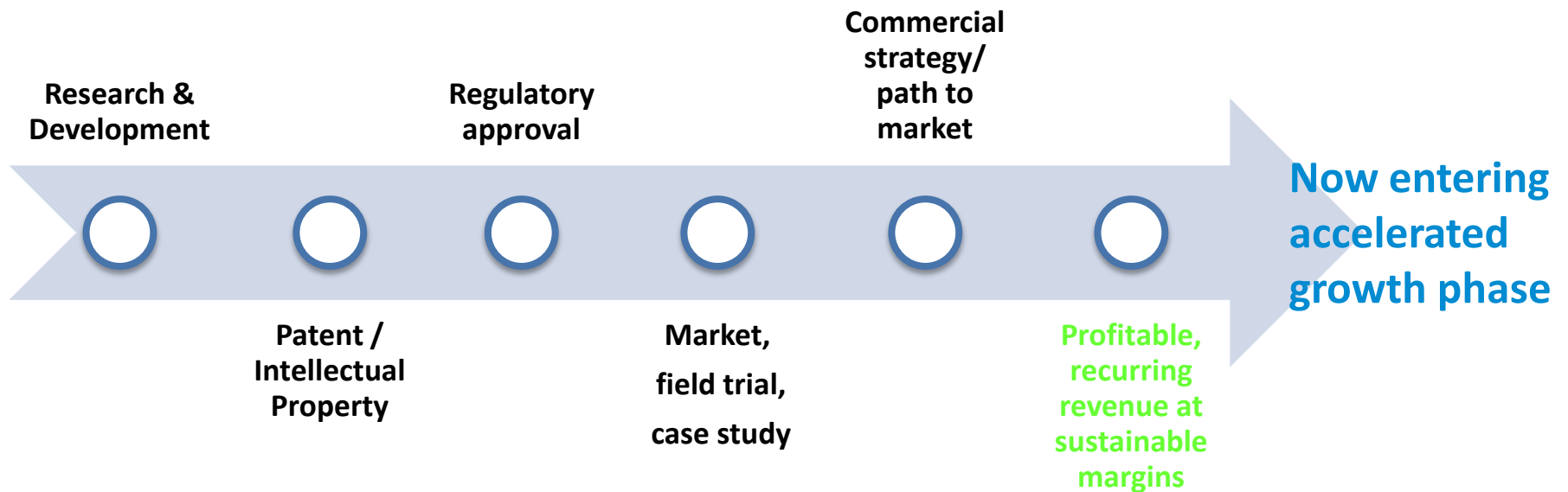
**Drive
additional
products into
existing
customers**



**Monetise
SMARTHUB
I.O.T. portfolio**

Aeris' path to scale

Leveraging over \$40Mil invested to date...

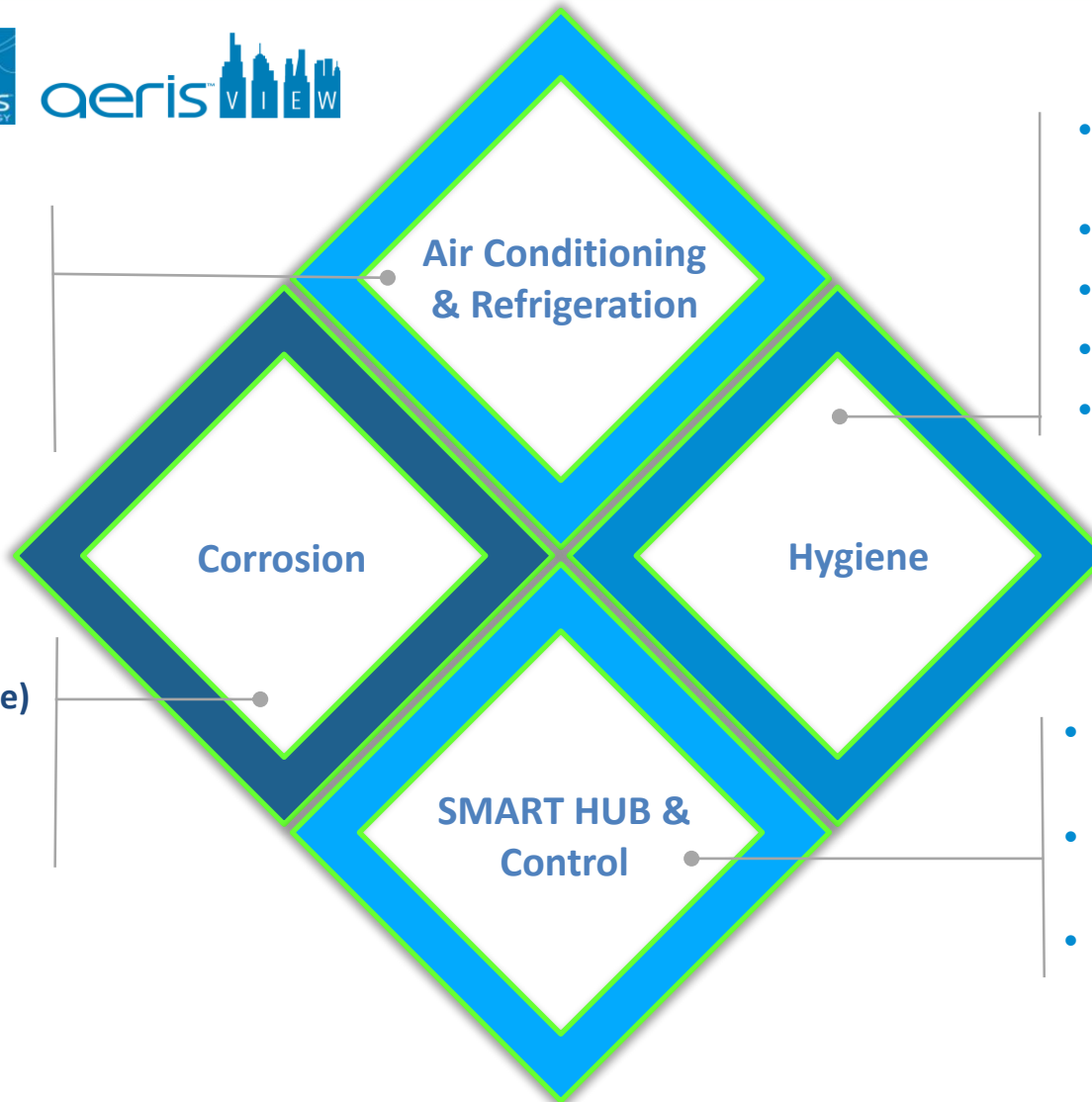


Aeris' key product categories



- Hygiene consumables
- Treatment consumables
- Cooling tower & water circuits

- On-site corrosion protection (service)
- Long term corrosion protection (OEM)

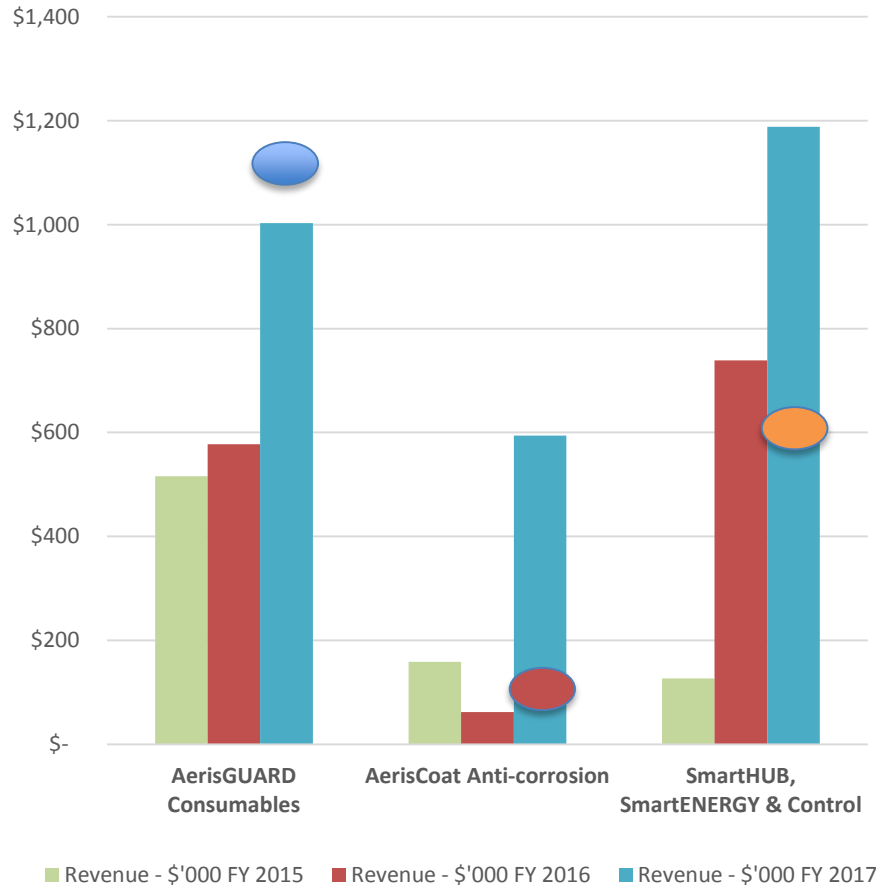


Aeris leading education and point of sale






2017 product sales mix & cash flow

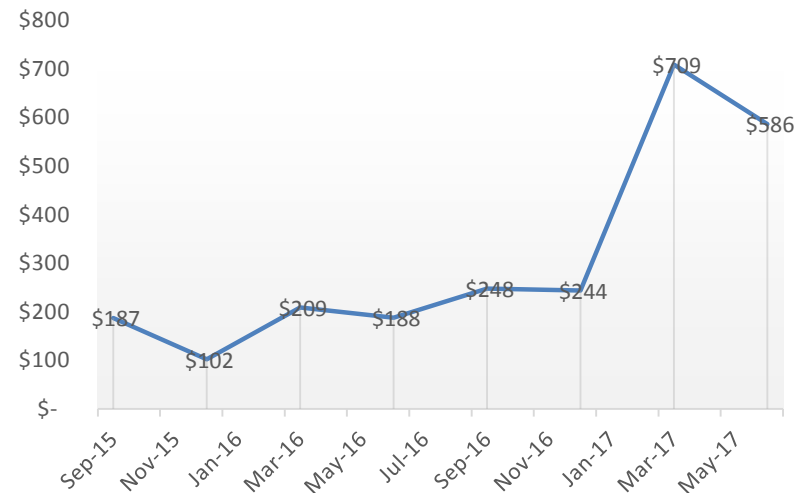
Aeris Business Unit Revenue (*)



Aeris Business Unit Cash-flow FY2017 (\$'000)

Consumables	Platinum Partners		\$1,115	62%
HUB/Control	Projects		\$602	33%
Corrosion	OEM		\$93	5%
Cash receipts			\$1,810	100%

Aeris Quarterly Cash Flow (\$'000)



(*) from Aeris financial accounts

Aeris intellectual property



HACCP AUSTRALIA
eliminate the hazard - reduce the risk

Fourteen Patents
Granted /Applications

**Powerful intellectual
property portfolio including
patents & know-how**

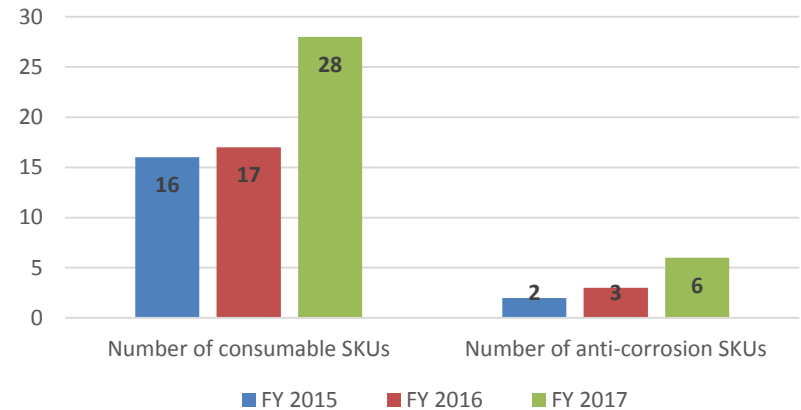
Clean, Green, Protect

**Powerful
eco-friendly
brand**

**World class technology
development**

**Broad regulatory
approvals**

Number of Products – Year on Year



**World leading technology partnership
with Novapharm Research**

Johnson & Johnson

HENRY SCHEIN®

ECOLAB®

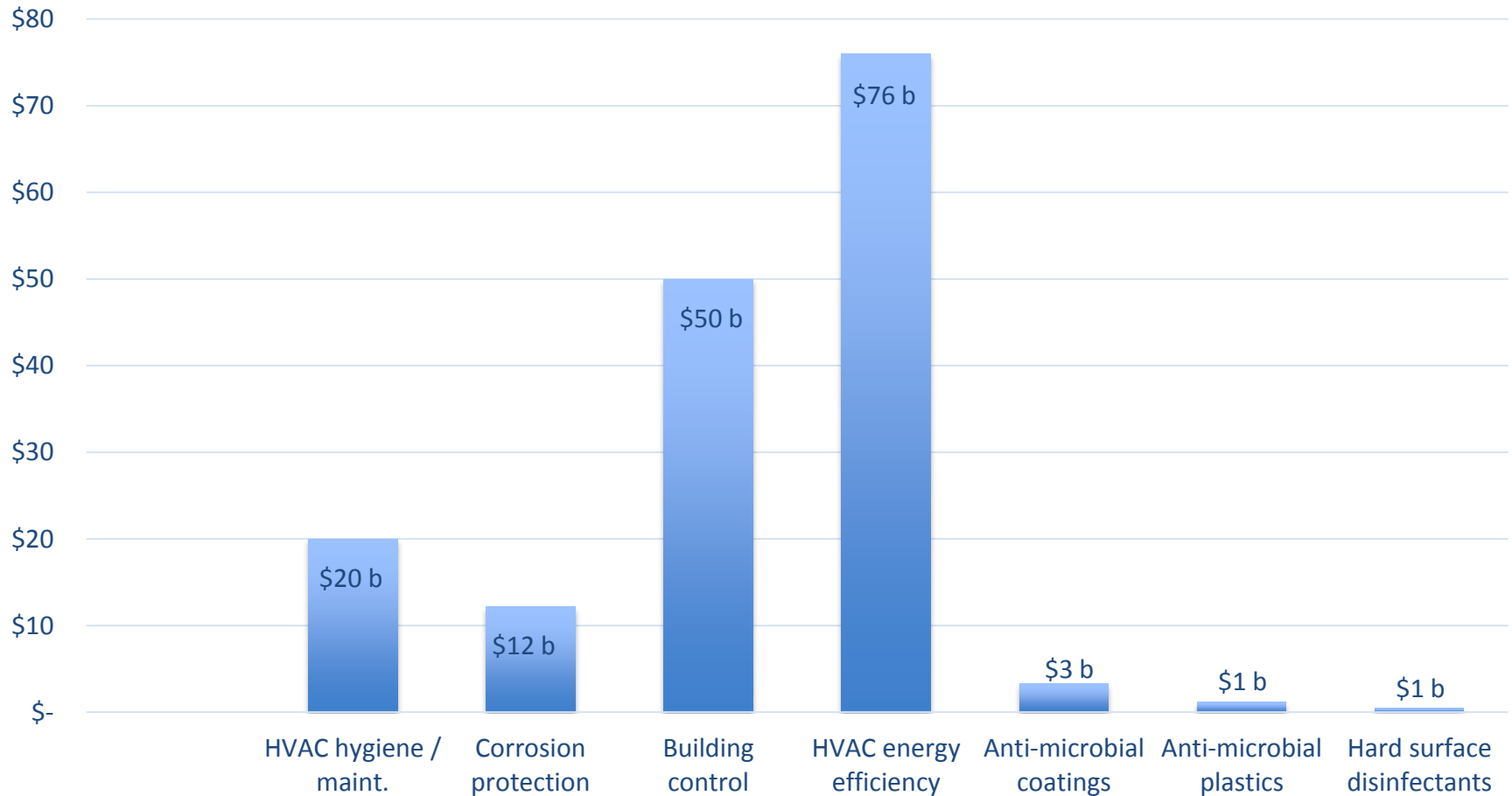
Lonza

3M



Aeris global market opportunities

Aeris Global Market Opportunities (\$Billion)



Structural tailwinds in key markets



HARVARD
UNIVERSITY

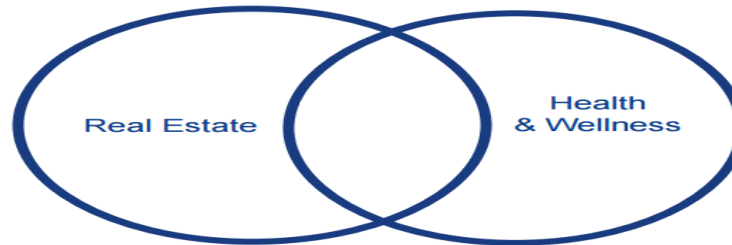
Productivity improvements of 8-11% are not uncommon as a result of better air quality.

- World Green Building Council, 2015¹

Harvard University researchers analysed worker concentration and cognitive ability using various environmental scenarios, altering indoor air quality in a controlled lab setting.

The Harvard study found an 8% increase in productivity for subjects in the 'green' building was equal to a \$6,500 increase in productivity per employee, per annum!

WELLNESS
IS THE NEXT
TRILLION DOLLAR
INDUSTRY



Healthy, wealthy and (maybe) wise: The emerging trillion-dollar market for health and wellness. Putney Cloos, Sherina Ebrahimi, Tracey Griffin, and Warren Tetschner. Consumer and Market Insights, May, 2012. McKinsey and Co.

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We spend on average 90% of our time indoors.

That is **22 hours a day indoors and only 2 hours outdoors**.

That is 10,000 litres of indoor air, or 12 kilos daily. Mostly Air Conditioned!

According to the USA EPA, indoor air quality can be as much as 5 times worse for us than outdoor air.

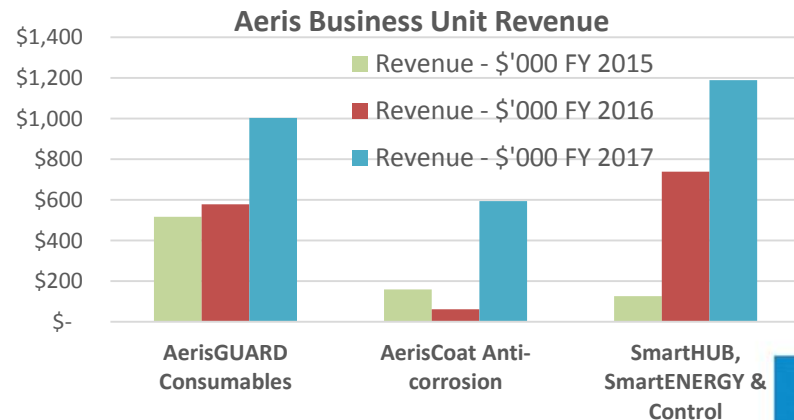
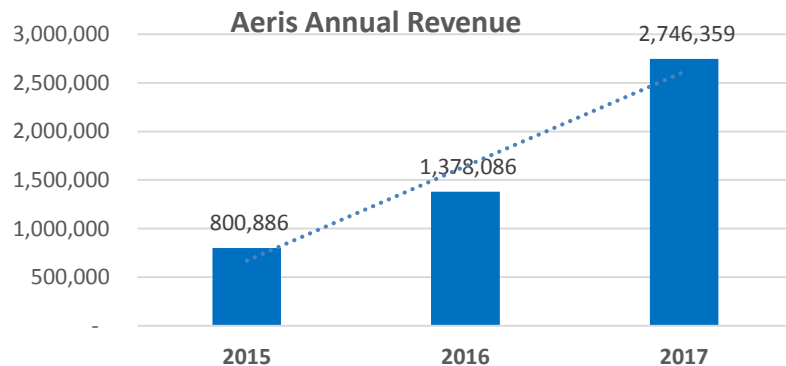
2017 revenue by business unit

AerisGuard Consumables - Maintenance products that not only clean surfaces, but also protects them from re-contamination and corrosion for up to 12 months, plus whole of system approach for mould and bacterial resistance on all hard surfaces.

AerisCoat Corrosion - Corrosion is a cost that continually increases over the life cycle of assets, plant and equipment. AerisCoat OEM is a permanent corrosion and biofilm resistant coil coating that provides long term protection for the life of assets. Aeris Corrosion Protection+ is a world leading service coating which can be applied on-site whilst providing a certified 19,000+ hours of protection.

Aeris SmartHUB, SmartENERGY, AERISVIEW – Aeris' SmartHUB device and platform offers real time control, optimisation, measurement & verification, data capture and visualisation whilst being extremely cost effective for small and medium building footprints. The SmartHUB is an all-in-one solution that has an infinite ability to integrate with other platforms such as BMS and sensors, meaning that it can penetrate further into systems than previous technology.

Integrated approach allows Aeris to cross sell solutions, rather than products - allowing us to 'land and then expand' into our clients' business.



2017 review - Consumables

Platinum Partners – In 2017, Aeris signed **11 new Platinum Partnership agreements**, received first orders, and trained applicators in key markets.

Each partner has an agreed, contracted annual minimum spend.

Agreement - signed	Agreement - pending	White label - signed
Australia X 8 (6 signed in 2017)	Multinational X 4	HydroKleen - HVAC
Dubai X 2 (1 signed in 2017)	United States X 6	Maxi-Vac - Beer
Thailand	Australia X 5	
Malaysia (Signed 2017)	New Zealand	
Malta (Signed 2017)	Philippines	
India (Signed 2017)	Thailand	
New Zealand (Signed 2017)	Vietnam	
Singapore	Papua New Guinea	

2017 review - Consumables

Key Accounts – Aeris has contracted a relationship with **Sodexo** for the cleaning of on-site mining camps in Australia. The first project, **for one of the world's largest mining corporations**, for approximately \$500,000 will be complete by H1 FY18. **Total opportunity on this one site is \$865,000 per annum, with the requirement for an annual maintenance cycle.**

Wholesale Distribution – Aeris made sales to 2 new wholesale groups in Australia and is in advanced discussions with leading entities in the UK and USA. This is in addition to our existing wholesale relationships and sales to Heatcraft (HVAC), Reece (Plumbing) and L&H (Electrical/Industrial).

Launch of e-commerce platform with a leading group that has in excess of 46,000 accounts.

Outlook & Growth Priorities

- Expansion of Platinum Partner and wholesale base.
- Focus on accelerated growth in international markets.
- Land and expand within key accounts, such as Sodexo.
- Growing demand for 'clean, green, cost effective' technology by leading consultants, facility managers, government bodies and corporations.



Sodexo, one of the world's largest multinational corporations, is a French [food services](#) and [facilities management](#) company with 420,000 employees and 34,000 sites in 80 countries.



2017 review - Corrosion

AerisCoat OEM – Aeris continues to make progress with **multiple leading global accounts**, including a multi-national with 51 factories, a major Chinese HVAC manufacturer, a leading Solar supplier and a Middle Eastern customer which has **made repeat, multi-tonne orders**.

Aeris Corrosion Protection Plus – Aeris has entered into a **platinum partner agreement with Re-Car**, an independent national heavy vehicle repair network in Australia. Having already conducted significant product testing and validation, this has now opened up a potential distribution opportunity with a **Fortune 500 company that is global supplier of paints, coatings, specialty materials, and fiberglass that operates in more than 70 countries around the globe**.



2017 review - Corrosion

Aeris Corrosion HVAC Service – After 6 months of field validation, a major air-conditioning OEM has begun to specify Aeris as its recommended corrosion protection solution, **with over a dozen high values orders to date**, and a significant pipeline of quotations.

Outlook & Growth Priorities

- Broaden OEM customer base. Convert pipeline.
- Expansion of specialist Platinum Partner program into high value-added opportunities for service corrosion – heavy vehicles, plant and equipment, air handling units etc.
- Focus on accelerated growth in international markets.
- Land and expand within key accounts, such as Engie.



The Company has now entered into a relationship with Engie, as a Platinum Partner for corrosion, to deliver Aeris products to one of the world's largest privately owned paper, packaging and recycling companies.



Engie is a French multinational [electric utility](#) company which employs 153,090 people worldwide with revenues of €66.6 billion

2017 review - SmartHUB, SmartENERGY, AerisVIEW



- Aeris has now successfully completed the manufacturing scale-up and commercial launch of its SmartHUB, an asset level controller with IOT connectivity addressing world demand for SMART cities and buildings.
- Aeris also successfully delivered a SmartHUB efficiency and control project (paid pilot) for a **Queensland Government school** and 2 major control projects, one for **Dexus shopping mall** and another to a **Queensland Government school**.
- Aeris has issued over \$3Mil in quotations for SmartHUB, SmartENERGY and control opportunities that are targeted to close within H1 FY18. The company enjoys an additional pipeline of opportunities in excess of \$8Mil.



2017 review - SmartHUB, SmartENERGY, AerisVIEW



Aeris has recently **won and/or commenced** five major commercial projects:

- SmartHUB control and visualisation project for **NSW Government Council** - to be completed by Q1FY18.
- SmartENERGY efficiency and control projects for **national utility** – to be completed by Q1FY18.
- SmartENERGY efficiency and control pilot projects for **national retailer** - to be completed within 1HFY18.
- SmartENERGY efficiency and control pilot project for **national mall operator** - to be completed within 1HFY18.
- SmartENERGY efficiency and control pilot projects for **national supermarket chain** - to be completed within 1HFY18.



nu-tility

Outlook & Growth Priorities

- Successful delivery of existing projects leading to scale rollout across groups. Pipeline conversion.
- Expansion of strategic marketing relationships - efficiency consultancy & energy retailers.

 **momentum**
energy

A Hydro Tasmania Business



2017 cash flow and receivables

Aeris sales process and timing of cash flow



2017 Income Statement

- **Sustainable margin on IP protected products** (in excess of 60%, with Australian production).
- On 2017 expense base, an additional **\$6.5Mil revenue is operating cash flow breakeven point.**
- **FY17 99% revenue growth** on prior corresponding period to \$2,78M.
- **63% of FY17 revenue received from new platinum partners and key accounts.** Balance of revenue from existing accounts, which are both expanding and recurring.
- **Strong positive lead indicators including \$15m pipeline of new sales opportunities.**
- **Low fixed overheads** – major expenditure on sales and marketing / revenue generation.

Profit and Loss	30-Jun-17 \$'000
Revenues from operating activities	2,746
Interest revenue	93
Other income	42
Cost of goods sold	(1,038)
Depreciation and amortisation	(58)
Impairment expense	(675)
Employee benefits	(2,238)
Occupancy expense	(248)
Other general and Administration	(1,109)
Product reg., patents, trade marks, R&D	(509)
Sales, marketing and distribution	(1,184)
Loss from ordinary activities before tax	(4,178)
Income tax credit relating to ordinary activities	425
Loss after tax	(3,753)

2018 profitable revenue growth strategies

- **Monetise unprecedented \$15mil pipeline** of validated revenue opportunity.
- **Scale revenue from 18 committed Platinum Partners in 12 territories** – 19 agreements pending....each with minimum contractual annual purchases.
- **Increase product uptake** and sales development in established industry leading clients.
- **Leverage commercial case studies** into strong recurring revenue growth in each market vertical.
- **Roll-out large scale Asset Upgrade Agreements** underwriting long term, high margin annuity revenue.
- **Macro focus on environmental and energy efficiency** driving both corporate and government standards.

Appendix

THE NEXT GENERATION IN WHOLE OF SYSTEM HVAC&R CONTROL AND VISUALISATION



CLEANS



PROTECTS
• ANTI-MICROBIAL
• ANTI-CORROSION



OPTIMISES



CONTROL



VISUALISE

Global market adoption and major key accounts



Hotel

- Initial focus on Thailand
- Focus on flagship sites
- Major key global brands



Health Care

- Government hospitals
- Private Hospital Group(s)



Retail

- Large Format Retail Association
- Postal Utility
- Big 4 Bank
- Supermarket chain(s)



Facilities Man.

- Cushman & Wakefield/DTZ
- CBRE
- Momentum Energy



Govt. - Mining

- Mining services
- State Railway
- Government Schools
- Offshore oil & gas

Thailand 'Center Of Excellence' clients



Accor hotels



Sofitel Sukhumvit
Sofitel So
Pullman Sukhumvit
Pullman G Silom
Pullman King Power
Pullman Phuket Grand
Mercure Rama 9
Novotel IMPACT
Novotel Ploenchit
Novotel Silom
Novotel Siam Square
Novotel Platinum
VIE hotel
Swissotel le Concorde Bangkok
Baraqua Pattaya - MGallery by Sofitel



Starwood hotels

St. Regis Bangkok
Ritz-Carlton Bangkok
Sheraton Grande Sukhumvit



Marriott Executive Apartments, Bangkok
JW Marriott Bangkok
JW Marriott Phuket



Amari hotels

Amari Hotels & Resort
Amari Watergate
Amari Sukhumvit soi 5
Amari Vogue resort and Spa Ao Nang (Krabi)



Other Hotels

Siam Kempinski Hotel Bangkok
Grand Hyatt Erawan Hotel Bangkok
Crowne Plaza Hotel
Mandarin Oriental Bangkok
Anantara Phuket
Intercontinental Hotel, Bangkok
Riva Surya Hotel Bangkok
Holiday Inn Hotel Bangkok
Le Meridien Hotel
Central world Hotel -- Pilot Project
Hyatt Regency Phuket Resort
Movenpick Hotel, Sukhumvit soi 15



Healthy buildings are a great investment!

For the hotel operator

Trip Advisor's 'Trip Barometer' 2016 study found that 63% of travellers around the world said that air conditioning was an important requirement when they looked for places to stay.

Air conditioning was more important to them than breakfast (40%), or a swimming pool (26%).



HVAC Hygiene & Maintenance

- Instantly improve system operation – air-flow /humidity control (mould)/temperature/odour
- Economical & easy-to-use
- Safe for the operator and assets – no more acids!
- Non-toxic & fully biodegradable
- Return on Investment from better maintenance
- Dramatically extend asset life / prevent corrosion



PLANET 21, ACTING FOR POSITIVE HOSPITALITY
Responsible guests
ARE LOOKING FOR
SUSTAINABLE HOTELS
Guest habits and expectations of hotels in terms of sustainable development: international report
April 2016

Case Study – Wellness

Commenced in 2012 at MGM Grand, Stay Well integrates evidence-based health and wellness design features into a hotel experience that helps travellers maintain their health and well-being while on the road.

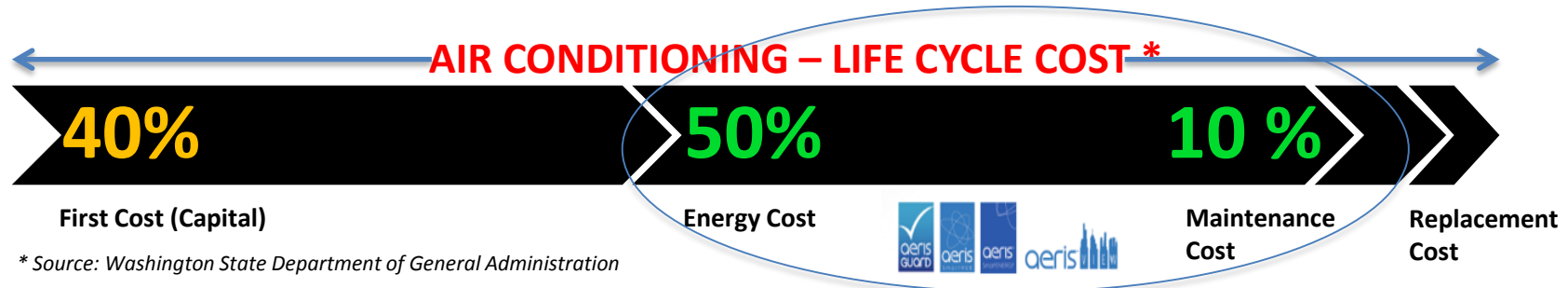
Stay Well is achieving average daily rate premiums of 30% with a 90% occupancy across 300 rooms.



Healthy buildings are a great investment!

For the building owner

Air Conditioning is the most expensive building system to own and operate



Singapore SMRT City Hall Trial

- **12 month demonstration** where 1 AHU was remediated and then protected with AERISGuard.
- Data collected pre and post treatment.
- Results below are 'actual' data collected from monitoring tools.



Results (summary)

Parameters	Before Treatment	After Treatment	Criteria Met
Power	712	588	17.4% saved
Air Flow Rate (After Coil)	21.57	38.6	79% improved
Air Flow Rate (Diffuser)	1.12	1.89	69% improved
Set Point Temperature	18.7	14	25% reduction

**ELECTRICITY
PRICES HAVE
RISEN BY 35%
OVER THE PAST
4 YEARS**

HVAC CONTRIBUTES:

70%

OF TOTAL
ENERGY USAGE

50-70%

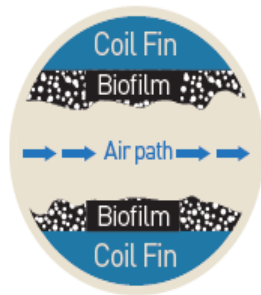
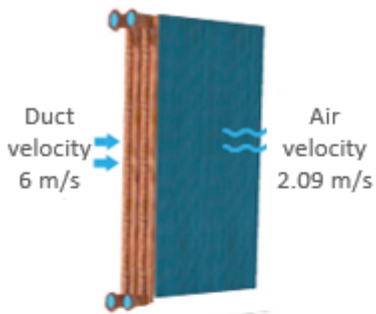
OF TOTAL
ENERGY BILL

63%

OF GREENHOUSE
GASES

AerisGuard Maintenance Consumables

TRADITIONAL UNTREATED HVAC&R COIL



Over time, environmental corrosion can cause the coils and duct surface to deteriorate and metal oxides (rust) to form.

Dirt, dust, salt spray and other organic particles can also build up. Together with mould, fungi and bacteria, a biofilm can form around an air conditioner's coil or surface.

This biofilm reduces airflow and prevents the heat exchanger from working effectively.

This can increase running costs as energy consumption rises during the heating and cooling cycle.

In addition, the biological contaminants in the recirculated air can affect indoor air quality and potentially result in occupant health issues.

THE AERISGUARD™ OPTIMISATION PROCESS



CLEANS



AerisGuard cleaners use patented anti-microbial, multi-enzyme technology, which is non-toxic and pH neutral to breakdown and digest the biofilm and other contaminants.



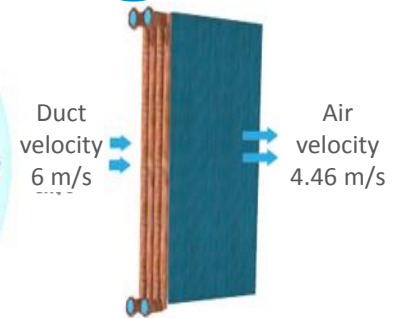
PROTECTS



AerisGuard treatment is then applied to create a biostatic protective coating on the surface. This provides 12 months of residual protection to control and prevent mould, fungi and odour causing bacteria. AerisGuard corrosion protection from the elements.



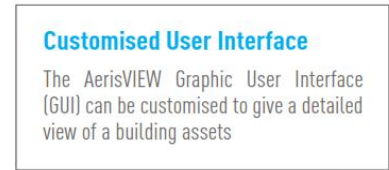
OPTIMISES



Cleaner coils and surfaces result in improved air flow and more efficient heat exchange during the heating and cooling cycle.

Lower running costs, it also delivers cleaner, healthier air and improved occupant comfort (IEQ).

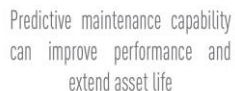




The AerisVIEW Graphic User Interface (GUI) can be customised to give a detailed view of a building assets

Real-time analytics and reporting can optimise energy efficiency, improve comfort and extend asset life. Ideal for buildings with NABERS reporting requirements.

Centralised asset management allows 24/7 visibility to monitor, control; and improve maintenance with alarms and fault detection.



Aeris SMART Ecosystem

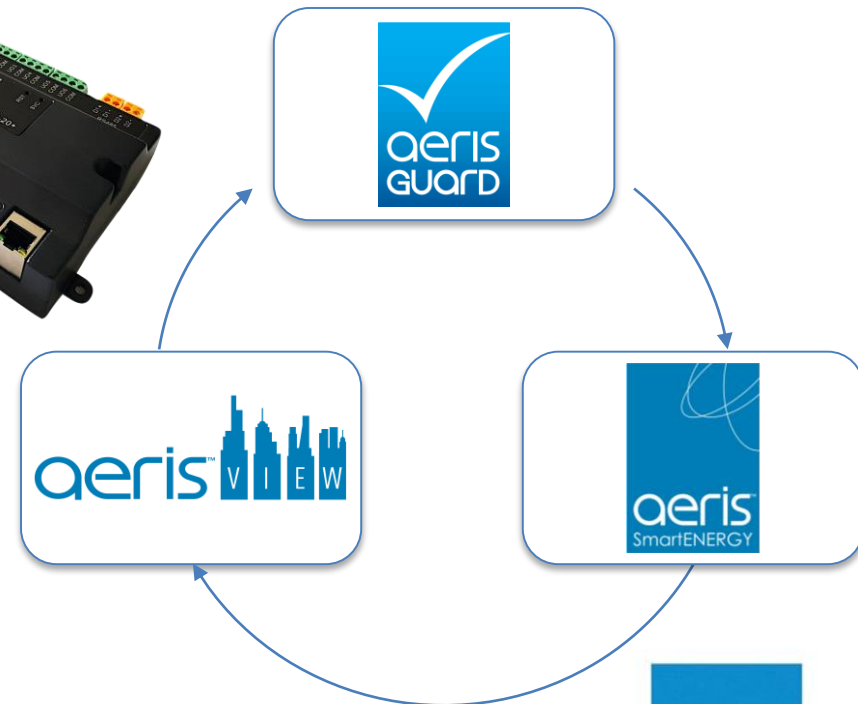
Aeris uniquely provides end-to-end solutions

- **Indoor Environmental Quality**
 - HVAC Coil Remediation & Microbial Coatings
 - Lighting Color Tuning
 - P2, VOC, CO2, Temp & Humidity Monitoring
- **Building Management Solutions (Tridium - BMS)**
 - Predictive Maintenance Solutions
 - AFD – Automated Fault Diagnostics
 - IoT Devices and Monitoring
- **Energy Management Solutions (EMS)**
 - Building Energy Analytics
 - Predictive Analytic Platform
- **Dashboard and Public Displays**
 - Energy, Performance and Public Information
- **Reporting and Performance Verification**
 - NABERS
 - Green Star
 - Well Standard



SmartENERGY technology platform provides:

- Localization of building plant to operate within its specific environment, location and use.
- Integration to other building services such as electrical, mechanical, hydraulic, vertical and transport etc.
- Retrofit solution for both new and existing equipment & environments.
- Compatibility with leading control & automation systems.





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