



## Annual General Meeting 27 January 2022

# REDEFINING HUMAN HEALTH, EFFICIENCY AND SUSTAINABILITY IN THE **BUILT ENVIRONMENT**



*Environmental  
Surfaces*



*Air  
Quality*



*Food  
Safety*

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# Maurie Stang

## Non-Executive Chairman



✓CLEAN    ✓GREEN    ✓PROTECT

# Aeris in 2022

- Aeris Environmental continues its broad strategic review that is evaluating a spectrum of initiatives and outcomes of the Company's business.
- The Company has made a significant investment in evolving its product offering for 2022 with an active pipeline of new product introductions to our global markets.
- Aeris' Wholly Foreign Owned Enterprise (WFOE) in China has now been approved and operational, with a significant focus on re-establishing revenue in China through a range of partnerships and distributors, with growing customer commitments.
- Aeris is net debt free and has a realistic cash balance to support its current commercial and technical programme.





## People First...

The Board takes this opportunity to thank all the Aeris team members, in Australia and internationally, for working diligently over the past year, which was one of unparalleled disruption and challenges.

The safety of the Company's workforce continues to be paramount.



## Corporate Governance

The Company takes this opportunity to express its appreciation for the efforts of Aeris' newest Directors, Drs Abbie Widin and Jenny Harry, who are up for election at the Company's Annual General Meeting as Independent Non-Executive Directors.

Dr Widin has over 20 years' experience in the global consumer goods and consulting markets. She has held various marketing, commercial and management roles in both private and public companies.

Dr Harry has 20 years' experience in the executive management of companies in the biotechnology, diagnostic and biopharmaceutical sectors, and is an accomplished non-executive director of listed and unlisted companies, including Neuren Pharmaceuticals Ltd.

The Company takes this opportunity to thank Mr Michael Ford - who concluded his role as a Director in December 2020 - for his comprehensive contribution during his 20 month of service.



# COVID-19 has accelerated the need for advanced environmental hygiene



## **Indoor Air Quality (IAQ)**

Only more recently recognised, good air ventilation is paramount to reducing risk of transmission in closed environments, such as buildings and transport.

## **Surface Protection**

Transmission through surface contact is one of the most common ways COVID-19 can be spread, especially surfaces that are high-touch.

## **Skin Protection**

Placing hand hygiene solutions within a building is an important way to support and encourage people to take personal responsibility for hand hygiene within built spaces.

# The Aeris portfolio has been focused to meet these needs...

**Aeris Defence**  
Hospital Grade  
Disinfecting Cleaner



**AerisGuard OEM**  
**Polymers**  
Life of Product  
Protection



**Aeris HVAC range/  
Filter Treatment**  
Long last protection.  
Independently  
validated.



**Aeris Paper**  
Unique, plastic free  
alternative to  
disinfecting wet wipes





# Aeris Differentiated Product Validation

## Client Case Study: Aeris Environmental

Energy savings and performance improvements

### Situation

A Mid North Coast NSW supermarket operator was concerned about poor HVAC performance and high operating costs in their cool rooms. The four cool rooms were taking longer to bring goods down to regulation temperature and consuming more energy than necessary to do the job. Energy Air Services – a local HVAC contractor was approached to advise on the causes and provide a remedy.

### Approach

Airflow and energy consumption readings were taken over one week to provide a base line as inspections were carried out. The evaporator coils and fans were found to be heavily contaminated with biofilm and dirt from long periods of neglect. The solution was to use



AerisGuard Antimicrobial cleaning products to remove soiling from coils, surfaces and duct work to remove biofilm and blockages, then the system was treated to prevent redistribution.

### Outcome

Improved airflow and faster cooling was immediately noticed following each service. The cool rooms were cleaner with no visible signs of biofilm and mould growth that had previously been a problem. This high level of hygiene was maintained for 12 months until the next service which was easier and less intensive due to the lack of regrowth in the system.



### Summary

Pre and post readings taken at key points in the system proved that improvements in airflow and reductions in power consumption had been achieved. All four coolers returned to operating at peak outputs with less stress being placed on the system as a whole.

31% Average energy saving

46% Average air-speed increase

Faster cooldown of product with overall improved performance and better air quality

12 months later - service times and costs were reduced due to no regrowth of biofilm

| NIA WAUCHOPE - HASTINGS COOP - COOL ROOM RESULTS |        |       |      |           |                |                      |                |            |                |            |                      |
|--|--------|-------|------|-----------|----------------|----------------------|----------------|------------|----------------|------------|----------------------|
| COOL ROOM  |        | DATE  | TEMP | WINDSPEED | WIND DIRECTION | WIND SPEED           | WIND DIRECTION | WIND SPEED | WIND DIRECTION | WIND SPEED | WIND DIRECTION       |
| MEAT   | Before | 14/11 | 0.89 | 1.2       | 20%            | INCREASE IN AIR FLOW | 14/11          | 0.75       | 1.1            | 32%        | INCREASE IN AIR FLOW |
|  | After  | 14/11 | 0.75 | 1.1       | 32%            | INCREASE IN AIR FLOW | 14/11          | 0.75       | 1.1            | 32%        | INCREASE IN AIR FLOW |
|  | Before | 14/11 | 0.75 | 1.1       | 32%            | INCREASE IN AIR FLOW | 14/11          | 0.75       | 1.1            | 32%        | INCREASE IN AIR FLOW |
|  | After  | 14/11 | 0.75 | 1.1       | 32%            | INCREASE IN AIR FLOW | 14/11          | 0.75       | 1.1            | 32%        | INCREASE IN AIR FLOW |
| FRUIT & VEGETABLE                                | Before | 14/11 | 0.7  | 2.6       | 70%            | INCREASE IN AIR FLOW | 14/11          | 0.7        | 2.6            | 70%        | INCREASE IN AIR FLOW |
|  | After  | 14/11 | 0.7  | 2.6       | 70%            | INCREASE IN AIR FLOW | 14/11          | 0.7        | 2.6            | 70%        | INCREASE IN AIR FLOW |
|  | Before | 14/11 | 0.7  | 2.6       | 70%            | INCREASE IN AIR FLOW | 14/11          | 0.7        | 2.6            | 70%        | INCREASE IN AIR FLOW |
|  | After  | 14/11 | 0.7  | 2.6       | 70%            | INCREASE IN AIR FLOW | 14/11          | 0.7        | 2.6            | 70%        | INCREASE IN AIR FLOW |
| DAIRY PRODUCTS                                   | Before | 14/11 | 0.8  | 2.4       | 67%            | INCREASE IN AIR FLOW | 14/11          | 0.8        | 2.4            | 67%        | INCREASE IN AIR FLOW |
|  | After  | 14/11 | 0.8  | 2.4       | 67%            | INCREASE IN AIR FLOW | 14/11          | 0.8        | 2.4            | 67%        | INCREASE IN AIR FLOW |
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|  | After  | 14/11 | 0.8  | 2.4       | 67%            | INCREASE IN AIR FLOW | 14/11          | 0.8        | 2.4            | 67%        | INCREASE IN AIR FLOW |
| DELICATESSEN                                     | Before | 14/11 | 0.8  | 2.1       | 62%            | INCREASE IN AIR FLOW | 14/11          | 0.8        | 2.1            | 62%        | INCREASE IN AIR FLOW |
|  | After  | 14/11 | 0.8  | 2.1       | 62%            | INCREASE IN AIR FLOW | 14/11          | 0.8        | 2.1            | 62%        | INCREASE IN AIR FLOW |
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|  | After  | 14/11 | 0.8  | 2.1       | 62%            | INCREASE IN AIR FLOW | 14/11          | 0.8        | 2.1            | 62%        | INCREASE IN AIR FLOW |

Measure was repeated on 16/11

Voice of the Client/Colleague: Brendon & Mark from Energy Air Con Services

"AerisGuard leaves everything else we've tried in the past in it's wake, what a great product"

## Client Case Study: Aeris Environmental

Air Quality Improvements for Unhealthy Buildings

### Situation

Commercial air conditioning systems should be maintained in accordance to \*AS/NZS 3666.22 requiring monthly inspection and cleaning of coils and filters as required to maintain good air flows and minimise build up of dirt, mould and bacteria.

### CASE STUDY

A building manager reported a drop in performance of the heating and cooling system and noticed an increase in energy consumption and reports of illness from occupiers. Aeris was approached to advise on the causes and provide a remedy.

### Approach

To assess the problem, heat transfer efficiency was documented and for validation, swab samples were sent to an independent lab in NSW for testing with anemometer readings taken to measure airflow.

A significant reduction in air flow and coil heat transfer was found to be due to heavily contaminated coils and filters throughout HVAC system. Using \*\*Best Practice Guidelines - the units were remediated using AerisGuard anti-microbial cleaners and treatments.



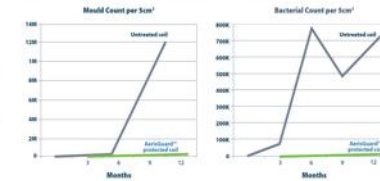
### Outcome

The remediations provided significant improvements to the air quality, air flow and transfer efficiency. The treatments also maintained these improvements over time, keeping the coils and filters free from bacteria and mould for a full 12 months.



### Summary

Airflow and temperature measurements taken pre and post remediation demonstrate the benefits of coil and filter remediation on system performance. Cleaner air improved the working conditions and can reduce the incidence of sick building syndrome. Benefits realised over the longer term were reduced energy costs, improved air quality and fewer maintenance calls.



Voice of the Client/Colleague: Michael Kritzler, International Technical Manager

We've seen time and again how much of a difference these services make to the overall health of a building and it's very satisfying to know that we're making a positive difference to the working environments of so many people. They often tell us that they can feel and smell the difference as soon as remediation takes place and that the better atmosphere improves their experience at work.

\* AS/NZS 3666.2:2013 Air handling and water systems of buildings - Microbial control. Part 2: Operation and maintenance  
\*\* Clean HVAC System Coils Save Energy (Sheppard, Robert)  
\*\*\* Guide to Best Practice Maintenance & Operation of HVAC Systems for Energy Efficiency, Department of Climate Change and Energy Efficiency, 2012

## CASE STUDY:

### BUILDINGS ACROSS THE GLOBE ACHIEVE MAJOR INCREASES IN ENERGY EFFICIENCY



Buildings from around the world have achieved valuable reductions in energy losses and improved Indoor Air Quality using AerisGuard™ technologies



# Focusing on shareholder value whilst meeting the increased Environmental, Social and Corporate Governance demands

**CLEAN** - Air, Surfaces, Skin

**GREEN** - Each product outperforms older and often toxic conventional chemistries, with performance levels generating 'as new' surfaces and facilities.

**PROTECT** - Life extension and operating efficiencies for assets, improving sustainability.



# Increased Public Awareness of the Issues

## Australia Corrosion Protective Coatings (CPC) & Acid Proof Lining (APL) Market: Industry Analysis and Opportunity Assessment, 2016-2026 - Research and Markets

October 17, 2016 07:32 AM Eastern Daylight Time

DUBLIN--(BUSINESS WIRE)--Research and Markets has announced the addition of the "Corrosion Protective Coatings (CPC) & Acid Proof Lining (APL) Market: Australia Industry Analysis and Opportunity Assessment, 2016-2026" report to their offering.

"Corrosion Protective Coatings (CPC) & Acid Proof Lining (APL) Market: Australia Industry Analysis and Opportunity Assessment, 2016-2026"

 [Tweet this](#)

Sales of corrosion protective coatings in Australia was valued at US\$ 653.7 Mn in 2015 and is expected to account for US\$ 1.1 Bn by the end of 2026. Sales of acid proof lining was valued at US\$ 8.2 Mn in 2015 and is expected to account for US\$ 13.4 Mn by the end of 2026.

Australia's corrosion protective coatings and acid proof lining market is anticipated to register a healthy CAGR of 3.6% in terms of volume and 4.8% in terms of value over a 10-year period (2016-2026).

ECONOMY, BUSINESS AND FINANCE

## Smarter buildings tackle health and energy

 Marion Rae |  December 3, 2021

Imagine a building that knows when to flush out deadly air.

Building technology 'evangelist' Brian Turner says he wants to create comfortable spaces that people feel safe coming back to during a pandemic.

"Think about any kind of space that's going to house humans," the chief executive at Buildings IOT told AAP from California.

## Australia's air quality culture criticised as experts point to ventilation as key in COVID-19 fight

By [Judd Boaz](#)

Posted Wed 25 Aug 2021 at 5:36am, updated Wed 25 Aug 2021 at 10:38am

# NEWS

## Living with mould: The 'tightrope walk' between landlords and tenants

ABC Radio National / By Sophie Kesteven

Menu Search

Bloomberg

Si

Business

## Honeywell Says AC-Filter Coating Kills 97% of Virus

By [Thomas Black](#) +Follow

5 August 2021, 5:07 am AEST *Corrected 5 August 2021, 11:36 am AEST*

- Company looks to partner with states to push for EPA approval
- CEO Adamczyk says market could be worth 'hundreds of millions'



## Indoor Air Pollution and Health

Indoor Air Quality (IAQ) refers to the air quality within and around buildings and structures, especially as it relates to the health and comfort of building occupants. Understanding and controlling common pollutants indoors can help reduce your risk of indoor health concerns.

Health effects from indoor air pollutants may be experienced soon after exposure or, possibly, years later.

# 2022 Focus

- ✓ **Strategic Review**

Market assessment, product appraisal and customer focus.

- ✓ **Operational Execution**

Strong focus on supply chain, cost of goods and significantly improved manufacturing efficiency.

- ✓ **Commercial Drivers**

New pricing, global channel management, marketing and communications.

- ✓ **New Market Opportunities**

Redefined priority market vertical opportunities.

# Aeris Today

- An enhanced product portfolio designed to meet unmet needs, based on detailed market feedback.
- Investment in supply chain and manufacturing capability and quality partnerships, which has enabled an improved competitive position in key markets.
- Expanded commercial team and capability, with direct presence through our Chinese WFOE.
- New distribution partnerships rolling out in several markets and verticals.
- Expanded Board bringing additional commercial and technical capability, to drive our commitment to building shareholder value.



# Peter Bush

## Chief Executive Officer



✓ **CLEAN**    ✓ **GREEN**    ✓ **PROTECT**



# 2022 and Beyond

- AERIS, as a Company, is **focused on the commercialisation of its extensive product portfolio in a new 'endemic' world**, which will have an increased demand for integrated and cost efficient environmental hygiene.
- Arising from our strategic business review, **we have implemented substantial changes in our pricing models, product presentations, commercial training and support capacity for our distributors, customers and stakeholders.**
- **A key initiative has been to address the challenge of achieving scale, and therefore improved competitive position.** This allows AERIS products to successfully compete in the global markets, and particularly with new applications such as the AERISGuard Polymers.
- **AERIS has invested in new product management, marketing, distributor and channel management capacity, with additional human resources** to support our upgraded distribution network of larger, more established, dealers who are already implementing significant co-marketing programmes in 1H2022.



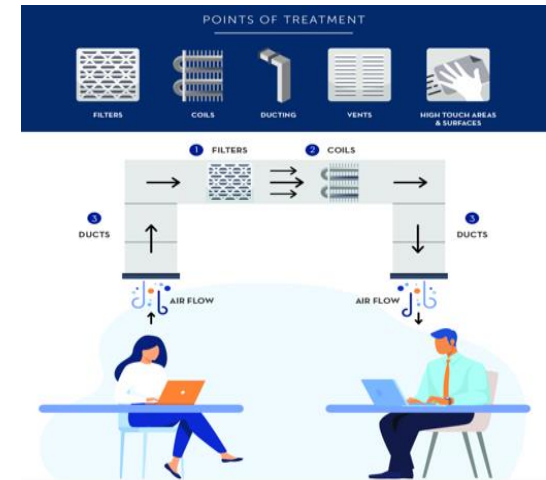
# 2022 - Key Priorities for Growth

- **Commercialisation of AerisGuard Polymers.**
- **Prioritisation of Mould remediation range** - focus on ready to use products.
- **Next-gen Aeris Defence with updated claims**, which singularly addresses emerging regulatory standards and commercial requirements for COVID-19 and residual efficacy.
- Ongoing business development of **Aeris Filter treatment in transport, healthcare and education sectors.**
- Launch of **clear AerisGuard corrosion protection** Aerosol.
- **Complete HVAC range programme** including novel surface treatment with low temperature (minus 20 degrees) claims for cold-chain distribution opportunities.
- Rollout of our enhanced, **anti-microbial, environmentally friendly Aeris paper range** based on new manufacturing, packaging formats, and product positioning with a near-team relaunch in China.



# A Proven System For Protection

- **Universal** – Aeris solution is compatible with all air conditioning systems and types
  - Majority of buildings are not equipped with the ventilation and filtration systems needed to reduce the spread of COVID-19.
  - Their systems simply cannot respond to the recommended air circulation requirements.
- **Scalable** – Aeris solution requires no capital investment, has a fast payback, and can easily be applied by existing staff or contractors.
  - Capital upgrades such as HEPA or US Systems could run into the hundreds of thousands of dollars.
- **Safe** - long lasting, non-toxic chemistry that is safe for the environment, the asset and the applicator.
- **Sustainable** – proven energy reduction, and longer asset life, meaning less wastage and lower total cost of ownership.



# Cleaning and Protecting Surfaces

Aeris provides superior solutions for cleaning and disinfecting hard surfaces.

## Aeris Active

Hospital Grade Disinfectant Cleaner



## Aeris Defence

Disinfecting Cleaner with Residual



## Aeris Paper

Unique, plastic free alternative to wet wipes



- ✓ Fully approved products simplify your cleaning and environmental hygiene.
- ✓ Creates a safer environment for staff and residents lowering risk of transmission.
- ✓ Leaves behind an invisible residual activity to continue killing COVID for up to 7 days.
- ✓ Spot clean high touch surfaces or maintain cleaning system with reduced frequency and better protections.
- ✓ Use to deep clean areas of concern and prevent viral outbreaks before they spread.

# Cleaning and Protecting Air and Equipment

Aeris provides superior solutions for keeping indoor air and ventilation systems cleaner.

## Aerisguard Range

HVAC&R Protection System



## Aerisguard Range

Additional HVAC and Refrigeration Products



**Prevents mould and viruses from living in A/C systems and being circulated in buildings**

**Improved airflow “cleans” more air per hour while costing less to run**

✓ Treatments kill COVID and other viruses

✓ Clean systems cost less to run saving BIG \$\$\$

✓ Reduced energy consumption extends asset lifecycle



# Managing the Risks: Communicating Best Practice to all Stakeholders

While addressing transmission routes for pathogens in buildings, it's important to communicate this to occupants and visitors of each site.

The **Aeris Protected Spaces** programme helps let stakeholders know that indoor air quality, surfaces and hand hygiene are being actively managed in a built space, giving peace of mind.

## Aeris Product Solutions



### Cleaning & Protecting Surfaces

From protecting against Covid-19 to eliminating odour, Aeris products for surfaces are both innovative and effective.



### Cleaning and Protecting Hand & Skin

Protecting hand & skin will continue to be paramount long after the pandemic. Aeris products fill important roles.



### Cleaning and Protecting Indoor Air Quality

Aeris tech' has been successful in solving hidden problems in HVAC&R, such as improving indoor air quality, efficiency and extending asset life.





# Corporate Executives: Why You Should Care!

| Corporate Responsibilities  | Key Challenges  | Aeris Solution   |
|---|---|--|
| <b><u>Occupational Health and Safety</u></b><br>Ongoing safety and wellbeing of customers, employees, visitors and contractors                      | <ol style="list-style-type: none"> <li>1. Indoor Environment Quality – Bacteria, mould, viruses like COVID-19</li> <li>2. Safety – Contractors</li> <li>3. Compliance (e.g. DA19 for HVAC maintenance)</li> </ol> | <ul style="list-style-type: none"> <li>• Demonstrable performance benefits vs conventional methods and products.</li> <li>• A cost effective and differentiated whole of system approach.</li> </ul> |
| <b><u>Customer Commitments</u></b><br>Improve wellbeing and foster commercial activities  | <ol style="list-style-type: none"> <li>1. Organisation – ‘Doing the right thing’</li> <li>2. Thought leadership, demonstrating innovation</li> </ol>  | <ul style="list-style-type: none"> <li>• Proven return on investment – total cost benefit through operation, maintenance and asset life cycle.</li> </ul>  |
| <b><u>Environmental Obligations</u></b><br>Reduce environmental footprint, particularly green house gasses through reduction of energy consumption. | <ol style="list-style-type: none"> <li>1. Lowering Carbon footprint through reduced energy and longer asset life</li> <li>2. Non-toxic products that are safer for the environment</li> </ol>                     | <ul style="list-style-type: none"> <li>• Contractor and applicator safe materials.</li> <li>• Lowering Carbon footprint through reduced energy and longer asset life</li> </ul>                      |
| <b><u>Shareholder Management</u></b><br>Manage risks and communicate performance of Environmental, Social, and Governance (ESG).                    | <ol style="list-style-type: none"> <li>1. Indoor Environment Quality – Bacteria, mould, viruses like COVID-19</li> <li>2. Lower Carbon footprint through reduced energy and longer asset life</li> </ol>          | <ul style="list-style-type: none"> <li>• Non-toxic products that are safer for the environment</li> </ul>  |

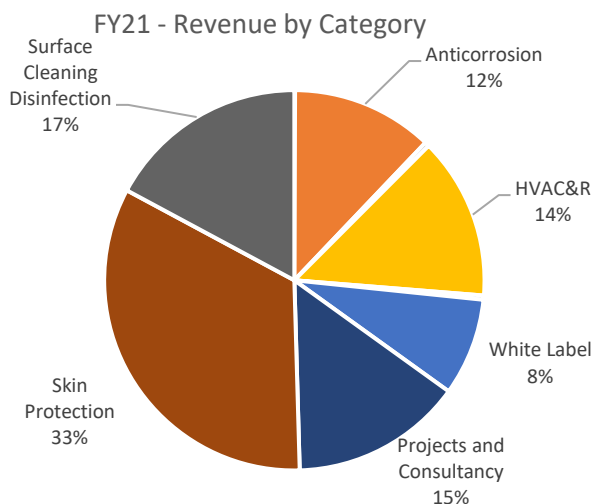
# FY21 Financial and Divisional Overview



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# FY21 – Revenue breakdown

- Annual revenue for the 2020-21 financial year was \$7,130,684 (2020 - \$14,632,962).
- The Company made a loss before income tax of \$5,985,414 compared to a profit of \$1,413,370 in the prior year. **The loss results from the challenges arising from market closures, lockdowns, a badly impacted supply chain, 2020 panic buying leading to significant oversupply and stock accounting provisions, and rapidly changing market conditions during the pandemic.** Deterioration in Aeris' gross margin (40% in the June 2020-21 year compared to 55% for the 2019-20 financial year), reflecting the impact of the lower margin NSW Health business, which was one-off.
- The Company's cash receipts from customers for the year were \$11,367,172.
- **Material impact on transition to Aeris WFOE and lack of access to China market until 1HFY22.**



# FY22 – 1H2022 update

- **Revenue for the half-year was \$1,750,000. Much of built environment in Aeris' global markets remain in 'lockdown', with site access, occupancy and product usage has not yet 'normalised'. This has an ongoing impact on revenue.**
- Gross margin of 51%, trending back to targeted range in excess of 50%.
- Cash receipts were \$2,330,000 for the half. Cash and cash equivalent of \$8,743,000 at the end of the half.
- **Ongoing disruption in transport and logistics resulting in material orders on hand not being able to be shipped in the December quarter. Its is anticipated this revenue will be recognised in Q3, March 2022.**

| Quarter 1 –<br>September 21 | Quarter 2 –<br>December 21 | TOTAL –<br>1HFY22 | Orders on Hand |
|-----------------------------|----------------------------|-------------------|----------------|
| \$1,200,000                 | \$550,000                  | \$1,750,000       | \$465,000      |

# 2022 and Beyond



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# 2021 Marketing Highlights

## PLANNING

### Fine-tune Strategy

- Launch hard surface disinfectant products in the B2B market
- Support and build awareness of Air Conditioning and Refrigeration (HVAC/R) products
- Prepare for the launch of polymers including as a value added ingredient

## EXECUTION

### Defence Disinfectant Launch

Objective: Increase Awareness to gain pull-through and expansion of distribution

Earned and Paid communications in online and print trade publications, and social media targeting:

- Aged Care
- Child Care
- Facilities Management
- Allied Health



### HVAC+R / Indoor Air Quality Campaign

Objective: Increase Awareness of role of AerisGuard in air ventilation and Covid-19 pandemic.

Earned (PR) - 219 pieces of coverage across print, radio, online and social and TV

Paid – advertising in online and print trade publications, and social media

Approximate aggregated reach = 5,065,420



News report on Aeris products on Channel 7



# 2022 Marketing Focus

## SUPPORT PRIORITY PRODUCTS

Continue support of Defence Disinfectant, HVAC+R products and ramp up communications for Disinfecting Paper.

### Communications:

Continue targeting key customer segments with the objective of increasing awareness and generating demand pull through.



### Trade Activations:

Partnership with Bunzl VIP programme during two 3 month campaigns beginning February.

### Trade Shows:

With trade events opening up again, participate at shows locally (and potentially internationally).



**Co-Marketing**

## REBUILD BRAND ASSETS AND ARCHITECTURE

Need to re-organise and rebuild the product range and how it is presented to reflect the evolving strategic direction.

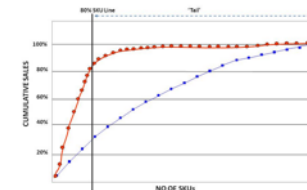
### Re-align Brand Architecture:

Strengthen linkages between brands, categories, SKUs and claiming devices, leading to improved brand awareness and streamlined communication of features and benefits.



### SKU Rationalisation:

Will apply strategic business priorities to the product range, trimming the tail to be more efficient.



# AerisGuard Polymer



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# Aeris Patented Polymer

## Broad Spectrum Biocidal Properties

Bactericidal (kills all species of bacteria)  
Viricidal (kills enveloped viruses e.g. COVID-19)  
Fungicidal (kills all species of fungi)

## Environmentally friendly

Active ingredient considered one of most biodegradable biocides.

## Exceptional safety

The biocides incorporated in these materials have been in wide general use for well over 3 decades.  
Exhibits virtually no induced antimicrobial resistance

## Long Lasting Performance

Aeris Smart Biostatic Polymer treated plastic continues to kill microbes for more than 15 years

## Versatile

Can be incorporated into polyethylene, polypropylene, ABS, polymer hydrocarbon elastomers, polyester and other low melting point polymers

# Aeris Polymer Kills COVID-19



## Certificate of Analysis

Page 1 of 3

Analytical Report: AAO79216

Eurofins Sample Number: NJ21AA6098-1

Version: 1

Novapharm Research (Australia) Pty Ltd  
3-11 Primrose Avenue  
Rosebery, NSW 2018  
AU

Client Account Number: A00672814G0N  
Eurofins Quote Number: AGW3PH19006117

| Eurofins Sample Number NJ21AA6098-1   |   |
|---|---|
| Original Received Date:   | 11-May-2021   |
| Description:  | Treated Plastic (100% Quat: 9%w/w, EVOH (G156B): 40%w/w, EPDM: 51% w/w); 4 x treated & 5 controls |
| Containers Submitted:   | 9 Unit(s)   |
| Analysis  |   |
| Measurement of antiviral activity on plastics and other non-porous surfaces |   |
| Refer to Attachment # 1   |   |
| Method: ISO 21702:2019  |   |
| Analysis Date: 17-May-2021  |   |

Attachment #1 - Measurement of antiviral activity on plastics and other non-porous surfaces  
Analytical Report: AAO79216, Eurofins Sample Number: NJ21AA6098-1, Version: 1  
Page 2 of 3

| CONDITIONS       |   |
|------------------|---|
| Virus Strain     | Murine hepatitis virus (MHV1) ATCC/VR-261           |
| Cell Substrate   | A9 cells ATCC/CCL- 1.4                              |
| Test Device      | Treated plastic                                     |
| Contact Time     | 2 and 24 Hours                                      |
| Test Temperature | 25°C  |
| Test Condition   | 2 hrs – clean, 24 hrs – dirty; ISO 21702 (Modified) |
| Neutraliser      | SCDLP and 2% FBS in MM                              |

Table 1 Summary of log reduction

| Virus Log         | Control (t=0) | Control t = 2h | Control t = 24h | Test t = 2h | Test t = 24h |
|-------------------|---------------|----------------|-----------------|-------------|--------------|
| Log <sup>10</sup> | 8.12          | 7.12           | 5.50            | 3.88        | 3.50         |
| Log reduction     | N/A           | N/A            | N/A             | 3.24        | 2.00         |
| % reduction       | N/A           | N/A            | N/A             | 99.94       | 99.00        |

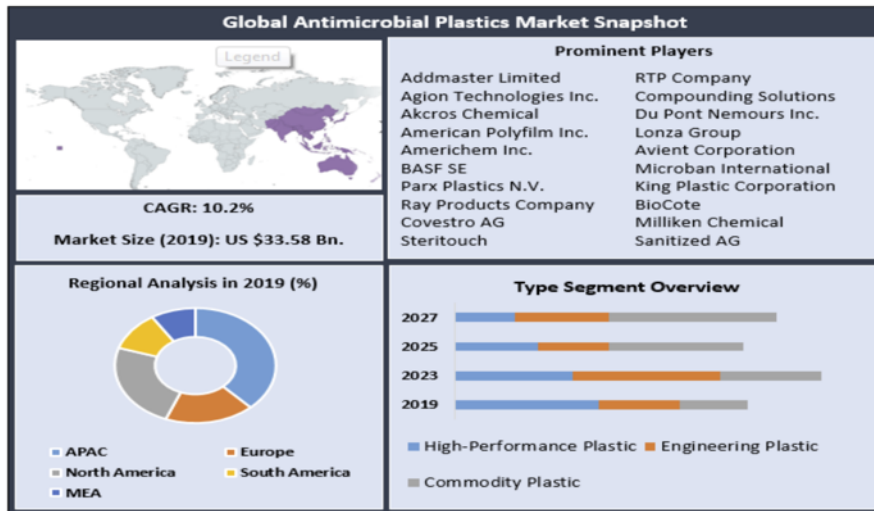


# AerisGuard Polymers

## Large Global Opportunity – Significant Progress Made

### The Aeris Advantage

- Successful 2021 focus on cost-out of key raw materials and polymer engineering with leading Australian group.
- Key potential partners identified and engaged
- Product testing underway and going well
- Large global market with production mainly in China
- Strategically aligned to our main paths to market.



### Strategic Polymer Partner - PPE



- The bid winning new materials has a standard dust-free workshop of 20000 square meters
- 12 1.2m machines
- 38 1.6m machines
- 2 2.4m machines
- 20 water-electrec machines
- The daily output of FFP2 is 30 tons and that of ffp3 is 15 tons
- The daily output of BFE99/95 meltblown can be over 200 tons





# Potential Applications and Opportunities

## Healthcare



Medical Device



Furniture



Dispensers

## Commercial



HVAC



Appliances



Furniture

## Industrial / Food



Cool Room



Transport



Handles



Curtains and Sheets



Wraps and Covers



Tools



Mops and Rags



Toilet



Condensate Management



## Consumer



Packaging Beads



Garbage Bags



Food Wrap



Shopping Bags



Food Bags



Cutting Boards



Air Filters



Kids Toys



Sealants and Grouts



Paints

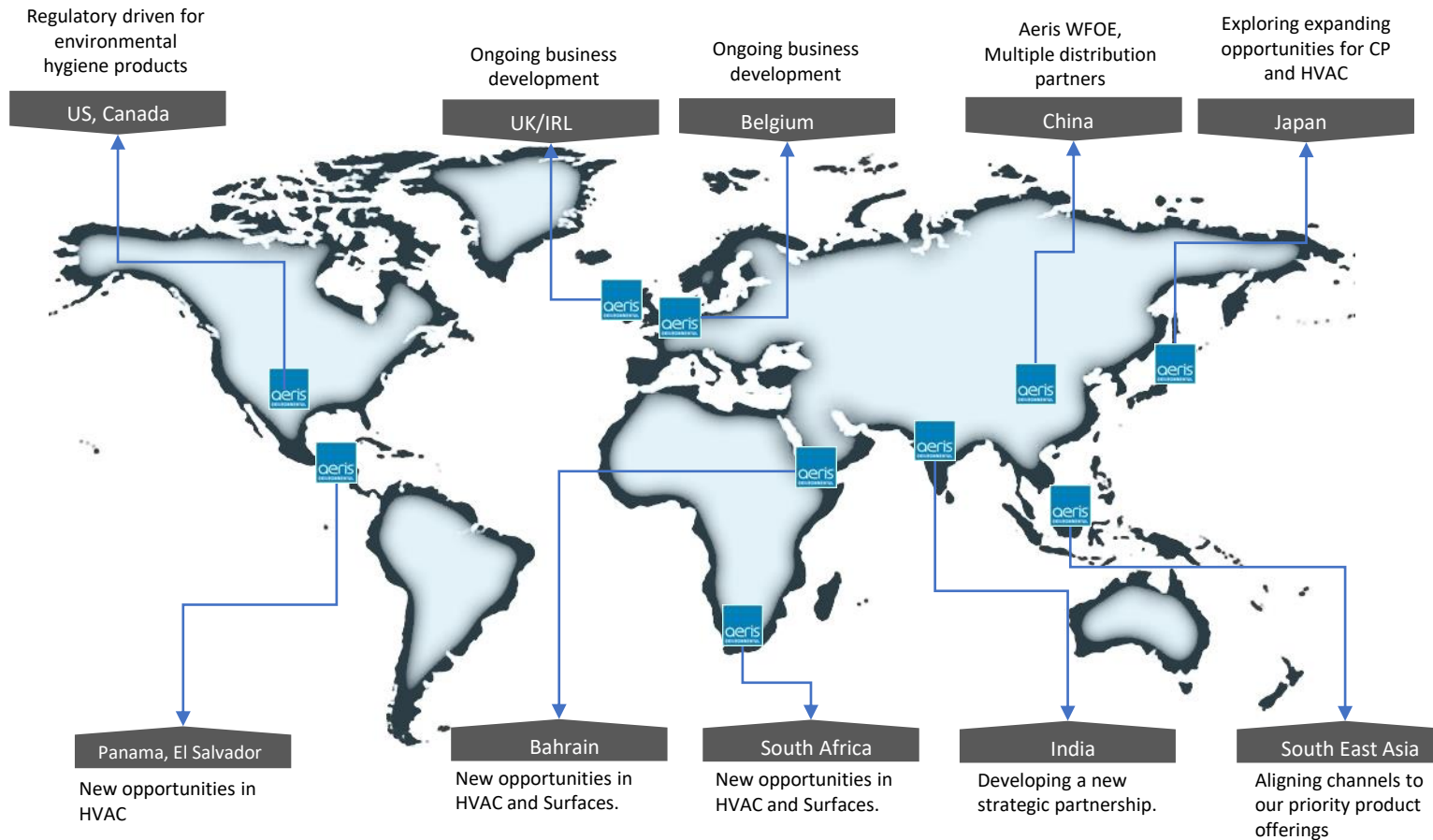


# Expand Dealer Network



✓**CLEAN**    ✓**GREEN**    ✓**PROTECT**

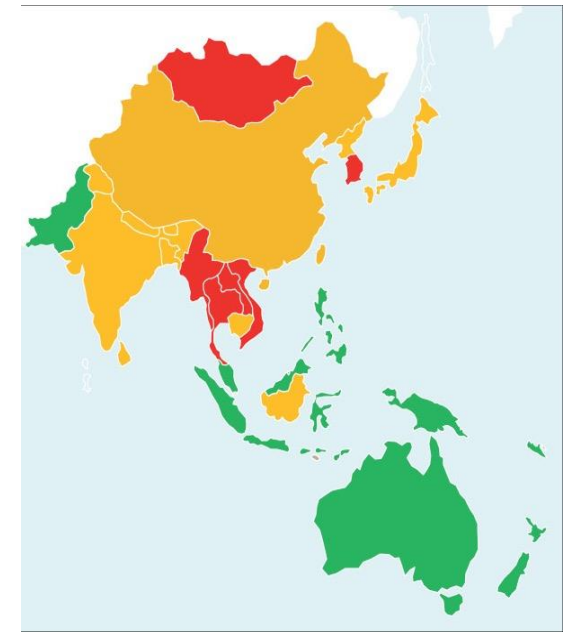
# International Market - Main Priorities



# Asia Pacific

## *Aeris opportunity in Asia in a new 'endemic' world:*

- **Continuing business in Asia** with 3M, Carrier, Accor Group, Daikin as well as dozens of leading platinum partner applicators and end customers.
- **Active business development for HVAC consumables and corrosion products** in multiple markets throughout SE Asia.
- **Stocked in multiple wholesale outlets with broad reach.**



# North America

***Aeris is focussing on rebuilding its North American business after the COVID-19 interruptions along with changing market position and priorities.***

- The Company is managing its costs in that market in recognition that due to COVID-19 and the Northern Hemisphere winter season, HVAC maintenance activity is much lower. Aeris continues to pursue EPA regulatory filings.
- Emerging opportunity for corrosion protection with multiple OEM opportunities in discussion.
- Aeris directly supports specialist platinum partner applicators in multiple locations around USA.



# China



✓**CLEAN**    ✓**GREEN**    ✓**PROTECT**

# China

*China remains an important component of Aeris' international priorities. Potential advantages for Aeris are improved supply chain, lower raw material costs, specialised value-added manufacturing and equally as a market for the Company's broad range of novel technologies.*

- **Reorganisation of path to market after legal dispute with former distributor.**
- Establishment of Wholly Foreign Owned Entity – Shanghai Aeris Environmental Technology Co., Ltd now opens a path to Government tenders in material long-term markets for Aeris.
- **Business activity:**
  - **China sales, technical and regulatory support**
  - **JV partners / key vertical distributors**
  - **Advantageous raw materials purchasing/sourcing**
  - **Local manufacturing, where strategic**





# The Opportunity - China

## China is a large and important market for Aeris:

- **Aeris employees and consultants based in Shanghai - in commercial discussions with multiple partners and customers.**
- Early focus is on Aeris Active, Aeris Defence, hard surface disinfectants, anti-microbial paper and HVAC hygiene range. In-market regulatory testing underway.
- **Aeris is evaluating material opportunities for the incorporation of its novel anti-microbial polymers in a range of applications in collaboration with leading Chinese manufacturers.**
- It is anticipated that with the recommencement of international travel a number of programmes Aeris has underway in China will be further enabled and it is likely that environmental hygiene will remain a priority product category both in the private and public sectors in China going forward.



# Shareholder Value

- Recognising the significant volatility in market conditions, lockdowns and reopening as a result of COVID-19 and its variants, Aeris is now directing its resources in a disciplined market and customer-focused manner.
- Well capitalised and net debt-free with a strong portfolio of differentiated products and an enhanced commercial model to capitalise on the significant investments made to date.
- Each product portfolio specifically targeted for the channel and customer requirements – making them easy to use, better performing, safer, greener and more profitable.
- Channels to market identified, with coverage across wholesale, facilities management, trade stores and tens of thousands of potential applicators.
- Re-opening of key international markets to drive sustainable annuity revenue.



