



AGM

INVESTOR PRESENTATION

7 November 2024

AeeriS Ltd (ASX : AER)

ABN: 18 166 705 595



Climate, severe weather and natural hazard specialists

Aeris Ltd is a technology-driven company specialising in weather and climate intelligence, and risk management. Through its subsidiaries, Early Warning Network & Climatics, Aeris assists in severe weather risk reduction and asset protection, by providing innovative weather data across Australia and New Zealand.



CLIMATICS



early warning network

- **Expanding Annuity Revenue**
- **Partnering with world-leaders in weather and climate technology**
- **Strengthened positive brand presence & market share**
- **Accelerating development through increased investment in AI, data, and talent**
- **ISO 27001:2022 Certified**

Why Aeeris?

INVESTMENT RATIONALE

Corporate Snapshot

Board

Bryce Reynolds – Non-Executive Chairman
Kerry Plowright – CEO, Executive Director
Nathan Young – Independent Non-Executive
Elissa Hansen – Independent Non-Executive

Shares on issue: 73,013,858

Share Price: \$0.085

Market Cap: \$5.76m

Major Shareholders

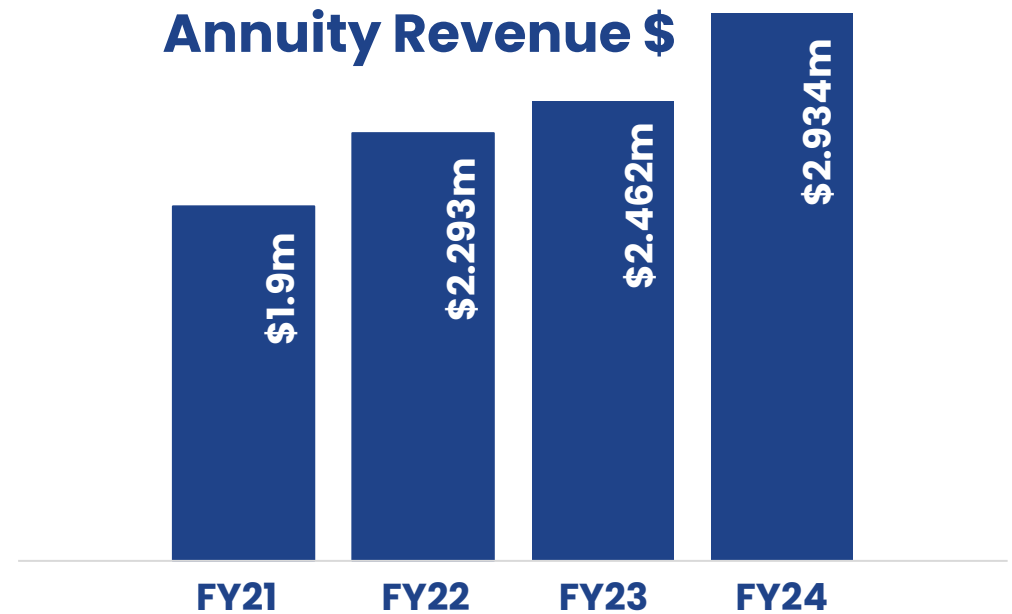
Kerry Plowright (and associate holders)	23,407,803	32.1%
Jetosea Pty Ltd	12,085,359	16.6%
Bryce Reynolds (and related parties)	5,361,320	7.3%
DMX Capital Partners Limited	4,431,680	6.1%

Highlights For FY24

- **Tomorrow.io partnership formalised & new customers acquired**
- **Expansion of Climatics services into New Zealand**
- **Customer Retention 97%**
- **Solidified position as a leader in markets such as insurance, solar energy and rail**
- **Significant product enhancements**

Financial Highlights

- **Six Years of Consecutive Growth**
- **14.28% increase in ARR from FY23**
- **Major Contract Renewals**
- **No Company Debt**



Key Focus Areas for FY25



Sales

Accelerating market reach and driving annuity revenue growth through targeted expansion



Innovation

Leading the way with cutting-edge solutions and AI-driven advancements to stay ahead in the industry



Growth Drivers

The strengthening of climate-related events and natural hazards necessitates accurate, real-time weather intelligence to safeguard assets and operations.

- **Climate Risk**
Acknowledgment of the worldwide climate crisis and the necessary actions to address it on a global scale.
- **Regulatory Requirements**
Mandatory climate reporting from 2025 compels businesses to disclose measurable climate risks. Non-compliance risks personal liability for directors and officers.
- **World-Leading Innovation**
Meet and exceed evolving client needs through our partnership with Tomorrow.io and internal innovation to stand out as leadership in the industry.



Future Plans

- **Increase annuity revenue**
- **Invest in innovation and IP**
- **Growth in key target sectors**
- **Strengthen existing customer relationships**
- **Expansion of Climatics customer base**

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



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