

ANNUAL GENERAL MEETING

26 November 2024

Universal Building Intelligence



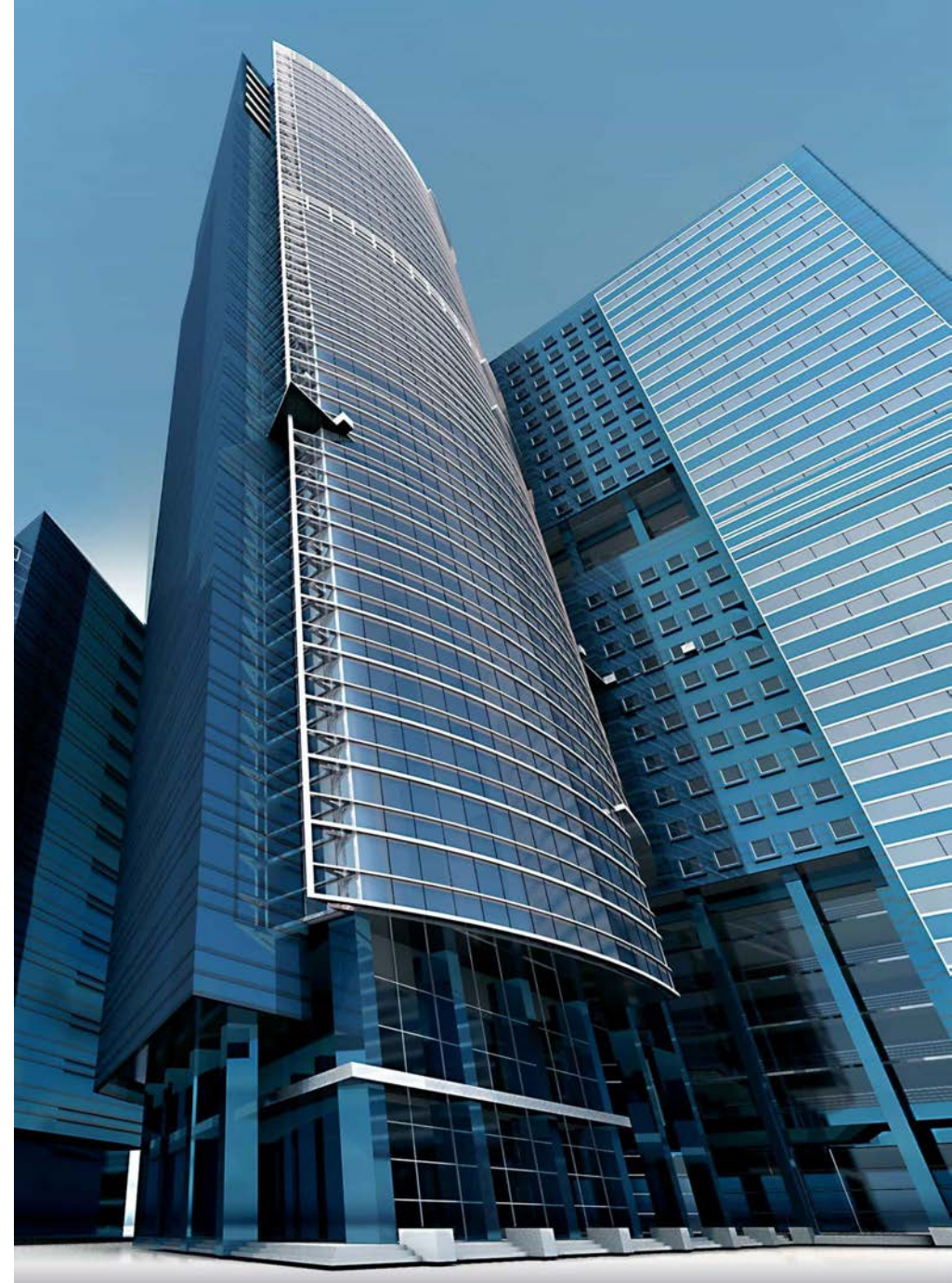
November 2024

Maurie Stang

Non-executive Chairman

“Aeris today is successfully executing on its strategic plan to assert leadership in the global market for building digitalisation.

It has the right products, services and technologies to help drive the ESG outcomes of its customers worldwide.”



ESG opportunities driving value

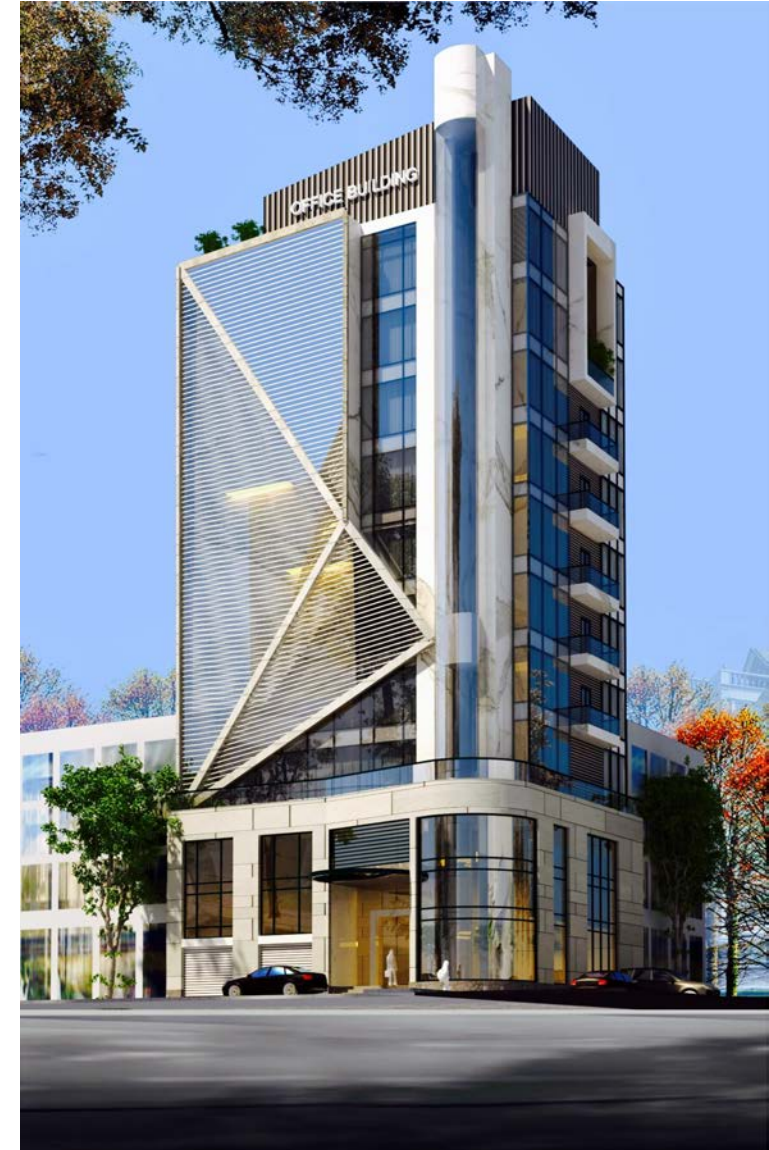
Aeris builds capability contributing to:

- **Decarbonisation via energy efficiency, measurement & verification (M&V)**
- **Sustainable operating cost reductions**
- **Compliance with mandated disclosure reporting**
- **ESG compliance for investors**



Complete ecosystem driving shareholder value

- **Core business pipeline now growing strongly**
- **Outstanding integration of the AerisTech / Cognian Joint Venture**
- **Energy Alliance driving growth of the Aeris ecosystem**
- **Chinese WFOE Shanghai Aeris Technology Co. now receiving commercial orders**
- **Unparalleled engagement and pipeline of enterprise customers**



Strong market tailwinds

- **C suite and Board engagement on energy efficiency, carbon, and Indoor Air Quality now a corporate imperative**
- **Evolving regulations and standards now demanding active digitalisation and outcomes not relying on carbon offsets**
- **Aeris now positioned with a full ecosystem of hardware, software, SaaS capabilities, and a growing core business of ESG focused consumables.**
- **Government legislation initiates in 2025, mandating compliance**



Strategic growth drivers

- **Aeris/AerisTech portfolio now ideally positioned for distributors and value adding partners**
- **Relationships in place with market leaders in energy efficiency, carbon reduction, IAQ management to deliver our actionable data and technologies**
- **Growing sales trajectory aligned with margin improvement and current scaling of production in key international markets**
- **Growing recognition of the value and attractive ROI delivered by the AerisTech ecosystem**



Technology roadmap

- **Aeris now enjoys a world class team and a series of partnerships expanding both our capabilities and product portfolio in the global market for universal building intelligence**
- **The Company's R&D programs are now fully integrated with customer feedback gained in our domestic and international markets**
- **Aeris is now being offered a broad range of technology opportunities supplementing our organic R&D programs with Aeris now recognised as the emerging leader in smart building technologies**



Board of Directors & Company Secretary



Maurie Stang

Non-Executive Chairman

Mr Maurie Stang has more than three decades of experience building and managing companies in the healthcare and biotechnology industry in Australia and internationally. His strong business development and marketing skills have resulted in the successful commercialisation of intellectual property across global markets.

Director since: 24 July 2002

Non-Executive Deputy Chairman of Vectus Biosystems Limited (ASX:VBS) since December 2005



Jenny Harry

Non-Executive Director

Dr Harry (PhD GAICD) is a graduate of the Harvard Business School General Manager Program and the Australian Institute of Company Directors. She has 25 years' experience in executive management of companies in the biotechnology, diagnostic and biopharmaceutical sectors. Dr Harry is an experienced Non-Executive Director on the Boards of listed and unlisted companies.

Director since: 21 April 2021

Non-Executive Director of Neuren Pharmaceuticals Limited (ASX:NEU) since 2018 and Non-Executive Director of Genetic Signatures Limited (ASX:GSS) since 1 October 2024



Steve Kritzler

Non-Executive Director

Mr Kritzler (M.Sc from the UNSW in the field of Polymer Chemistry) holds a number of international patents. He is the Technical Director of Novapharm Research. Mr Kritzler has over 40 years of experience in commercial R&D in the areas of pharmaceutical, medical, cosmetic and specialty industrial products. Under his technical direction, Novapharm Research has become a world-leader in infection control science.

Director since: 24 July 2002

Directorship of other listed companies held in the last three years: None



Abbie Widin

Non-Executive Director

Dr Widin (PhD (Physiology) and B. Med. Science (Hons), both from the University of Sydney, and a Diploma of Business Administration from AGSM, and GAICD). She has over 20 years' experience in the highly-competitive consumer goods and consulting markets. Dr Widin has held various marketing, commercial and management roles in both private and public companies, such as Procter & Gamble (Australia and Europe), SC Johnson, Reckitt Benckiser and Kellogg.

Director since: 2 March 2021

Directorship of other listed companies held in the last three years: None



Robert Waring

Company Secretary

Mr Robert J Waring (B.Ec, CA, FCIS, FFin, FAICD) has over 40 years of experience in financial and corporate roles, including over 30 years in company secretarial roles for ASX-listed companies and over 20 years as a Director of ASX-listed companies. Mr Waring spent nine years with an international firm of chartered accountants. He is a director of Oakhill Hamilton Pty Ltd, which provides company secretarial and corporate advisory services to a range of listed and unlisted companies. Mr Waring is also presently the Company Secretary of ASX-listed companies Vectus Biosystems Limited (ASX: VBS) and Xref Limited (ASX:XF1).

Company Secretary since: 25 July 2002

Outlook

- **Aeris is now experiencing growing market interest and adoption of its Aeris/AerisTech portfolio**
- **Shareholder value will be driven by annuity revenues from consumables, SaaS, capital sales and service/consulting**
- **Strong momentum developing in international sales with increasing partnerships with global market leading distributors**
- **Growing portfolio of knowhow and patents, aimed at supporting competitive differentiation**
- **Thanks to our Board and Aeris Team for their ongoing contributions, and welcome to the outstanding team from Cognian who are now a core part of our roadmap going forward**



CEO Address

Andrew Just

Aeris status and pathway



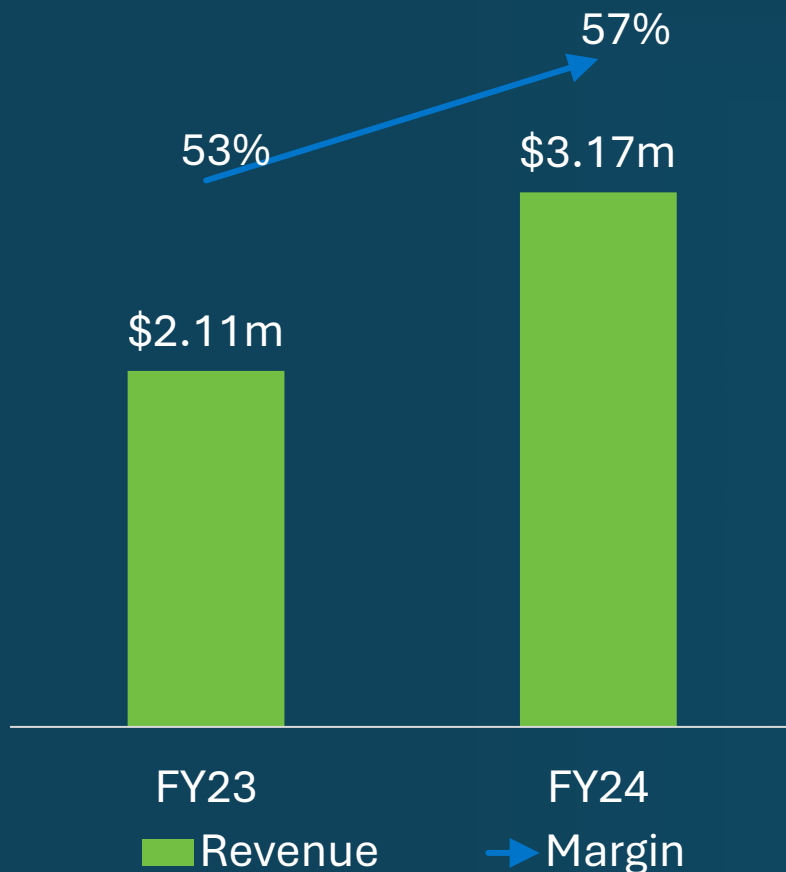
Financials



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Successfully growing revenue and driving efficiencies



- Successful execution of revenue growth in FY24 up ~50%
- Gross margins improved to 57% (FY23 53%), reflecting the focus on maintaining supply chain costs despite inflationary pressures
- Operating expenses reduced by 5% in FY24
- ~\$1.0m Cash balance as at 30 June 24

China outlook

- **Key regulatory approvals achieved for new product introductions into the large Chinese market for food safety hygiene**
- **Initial commercial orders now received from several leading Chinese companies**
- **Aeris is now targeting domestic Chinese production to drive both margins and supply chain efficiencies with first production planned for early 2025**
- **TAM of the markets addressed for the 5 strategic consumable lines >\$500m USD**



aeris
ENVIRONMENTAL

CAUTION
KEEP OUT OF REACH OF CHILDREN.
READ SAFETY DIRECTIONS BEFORE OPENING OR USING.
NOT TO BE TAKEN.

AERIS ULTRA F MAX™

FOOD GRADE
MICROBIAL CONTROL

- KILLS MOULD**
PLUS KILLS 99.999%
OF BACTERIA
- REMOVES STAINS**
CAUSED BY MOULD
- NON FOAMING**
FORMULATION
- LOW ODOUR**

**KILL
MOULD
AND
BACTERIA**

Contains:
Stabilised Hydrogen Peroxide 5.8% w/w

4L / 1.05gal

Growth strategy

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Scaling for Growth

Optimise operations

- Drive revenues
- Scale operations



Expand offerings

- Move up customer value chain
- Grow end-user offering

Aeristech JV

Enhance value

- Grow revenue per customer
- Win enterprise level deals
- Acquire adjacent market technologies

In Australia, government regulatory requirements have now mandated reporting on energy efficiency metrics and targets for large entities in 2025

Aeris is focused on growing an ecosystem of products in the smart building market, solving for the growing demand for energy efficiency and carbon neutrality solutions



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Aeristech Syncromesh Joint Venture

- **Successful Joint Venture incorporation in September 2024**
- **Outstanding customer feedback on both technology and value proposition**
- **Growing pipeline of enterprise customers**
- **Initial commercial sites installed**
- **Technology roadmap on track and significant synergies now being achieved between teams**
- **Early international engagement targeting significant TAM's for digitalisation and building automation systems**
- **Growing partner ecosystem to provide end-to-end technology offerings**



PARTNERS



AT&T



wiliot



Microsoft



PIONEER CUSTOMERS



Property
NSW

dexus



AT&T



investa



CROWNE PLAZA
HOTELS & RESORTS



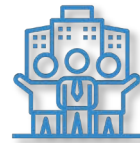
The emerging global leader in universal building intelligence



- A proprietary and integrated ecosystem of products, software, and cloud-based SaaS energy monitoring and control
- Products are agnostic, cost-effective and scalable
- Addresses the urgent carbon reduction, energy efficiency and growing Scope 1 and 2 ESG requirements of enterprise clients
- Fully scalable, from SME to large scale enterprise customers, servicing a range of different industries:



Building
& industrial



Corporates
& Retail



Government
& Education



Health
& Aged Care



Manufacturing
& Equipment

As awareness for ESG increases businesses are recognising the cost of inaction

Smart systems are a growing priority for most buildings

- 87% of domestic buildings have no digital systems
- Enterprise clients require a short ROI and certified scalable solutions
- Global building automation market is \$180bn
- The built sector is responsible for over a third of global energy consumption

Compliance is fundamental

- Scope 1& 2 carbon reporting becomes mandatory for large enterprise in 2025 (a trickle-down effect to providers)
- Compliance to Standards required to qualify as a Tier 1 property asset
- Older buildings challenged to compete and meet market expectations

Can be costly and complex

- Aeris offers proprietary agnostic technologies
- AerisTech brings a highly cost-effective wireless infrastructure that future proofs a building and can deliver substantial energy savings
- Outstanding compatibility with existing sub-systems
- AerisTech' Syncromesh provides the most scalable system available today

Products

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ENVIRONMENTAL



Providing customers with the ability to measure, verify and act on their carbon footprint

Hardware

Wireless hardware ecosystem

- Syncromesh hardware ecosystem offering a “turnkey” network
- Agnostic data collection & visualisation
- Rapid ROI

Software

Connectivity as a Service (CaaS)

- Annuity revenue through providing data stream and technology into legacy systems
- Digital Twin connection to existing Building Management System

Software as a Service (SaaS)

- Monitoring: actionable data insights
- Control: rules for optimising assets
- HVAC: managed thermostat, lighting, power
- Reporting: carbon, rebate needs, ESG

Consumable

- Aeris energy efficiency products
- Annuity revenues from consumables for a proprietary and scalable installed base

Syncromesh represents the most advanced and secure wireless IOT network allowing integration of the full array of building management systems, sensors and power metering



Delivering an end-to-end ecosystem to transform ESG initiatives



Open

- Deliver measurable outcomes
- Enables limitless addition of smart experiences across movement, safety, lighting, comfort, security, and productivity
- Agnostic –new and existing systems can be connected into hardware and SaaS without complex integration



Secure

- Strongly secured mesh network
- Highly resistant to expanding attacks in connected networks.
- Fully compliant to international standards with secured patents
- High security innately present in the platform



Scalable

- Highly scalable solutions
- Allows the systems within an entire building to be instrumented, connected and become intelligent within a single connectivity solution
- Exceeds scalability limits of all current wired and wireless alternatives



Simple

- Easy to install, commission, configure and maintain across new structures, heritage buildings and everything in-between
- No cabling, costly wired installation or rip-out processes
- User friendly interfaces reduce setup times

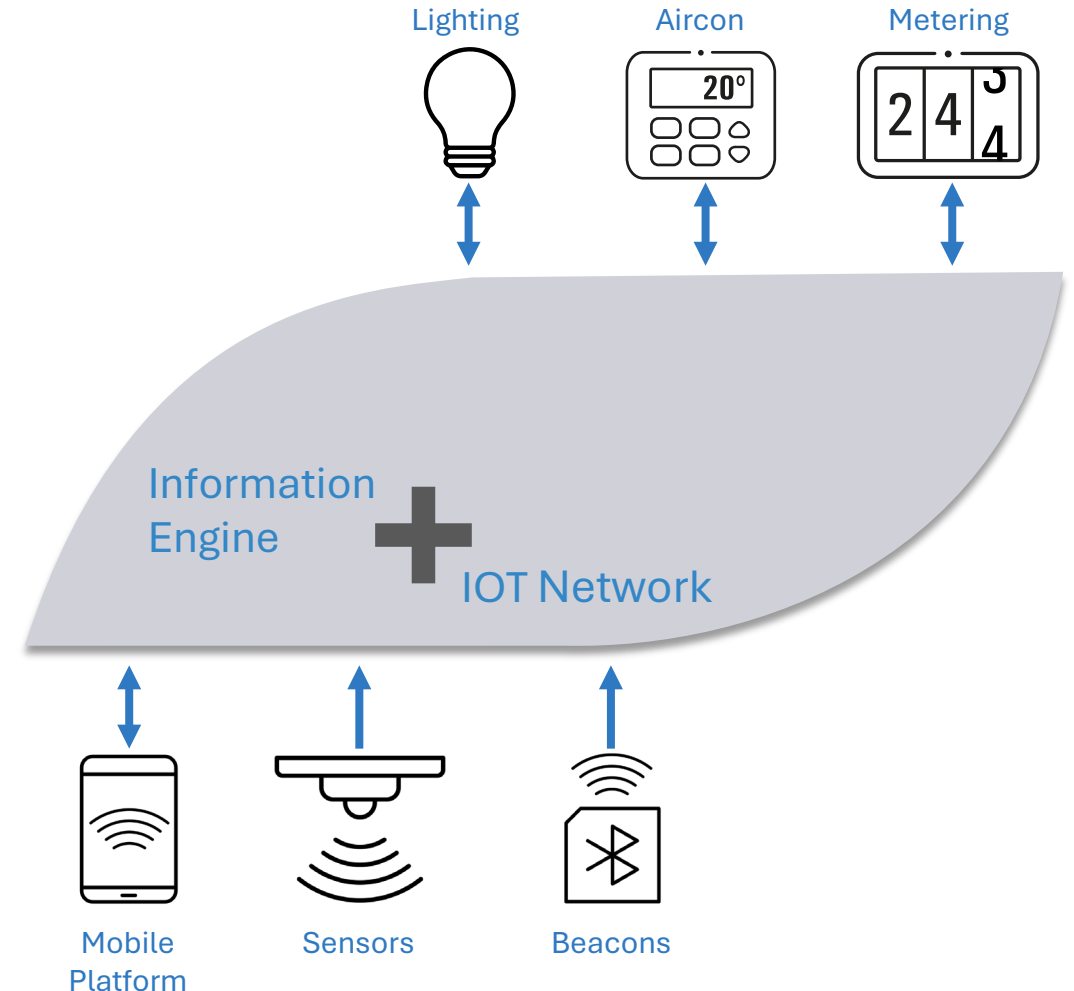
Syncromesh Digital Ecosystem

Syncromesh represents the most advanced and secure wireless IOT network allowing integration of the full array of building management systems, sensors and power metering

Multiple on ramps for IoT sensors:

- ✓ Energy monitoring and control
- ✓ Lighting controls
- ✓ Occupancy monitoring
- ✓ Asset tracking
- ✓ HVAC control & optimisation
- ✓ Indoor Air Quality
- ✓ Utility usage
- ✓ Asset performance

Syncromesh enables actionable energy & IEQ improvements



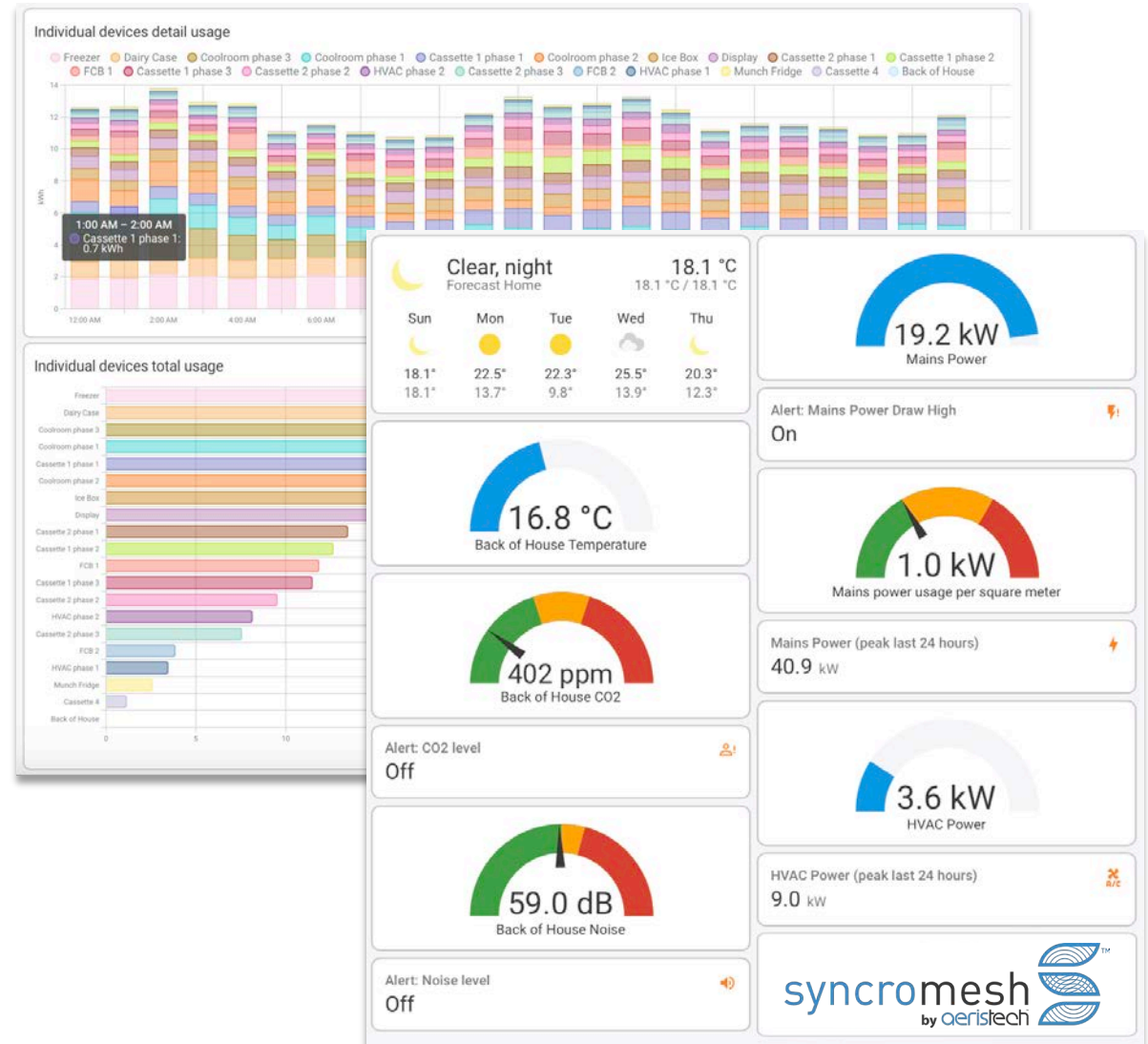
Global regulatory tailwinds driving adoption

Sustainability & compliance are becoming mandated globally

- Carbon reporting (Scope 1 & 2) for large companies
- Flow-on effect to smaller suppliers (Scope 3)
- ESG reporting (GRESB, Green Star, NABERS, LEED, WELL)
- Increasing Government subsidies

Stakeholders demand measurement and progress

- Moving away from reliance on carbon offsets
- Energy efficiency
- Indoor Air Quality (IAQ)
- Access and compliance to energy rebates



Market response

AT&T

“AT&T has reviewed the Syncromesh solution and found that it addresses key market needs at a lower cost and higher ROI than alternate solutions. It is easy to deploy, extend to new use cases and technically superior to other solutions we have worked with.”

Mickey Haynes, AT&T, Principal Architect / Lead IoT Solutions, Retail



Investa Property Group

“We had a very strict criteria for success.....easy to deploy...consistency and breadth of the data collected. The answer was a resounding success, with consistent information being shared across a range of metrics throughout our spaces.”

Nathan Lyon, Head of Building Technology, Investa



Mirvac Property Group

“I think this technology (Syncromesh) will be everywhere. I think it will be in every household, I think it will be in every shopping centre, it will be in every industrial facility..

Data drives all decisions at some point and we see this (Syncromesh) being utilised in every built form”.

Campbell Hanan, CEO, Mirvac



Value added partners

The portfolio of Aeris products, services and software will be supported by a global network of channel partners, distributors and system integrators.

Established distributors, contractors and consultants are seeking robust and flexible, wireless, digitalisation, with Syncromesh delivering unmatched connectivity and reliability.

Wholesale



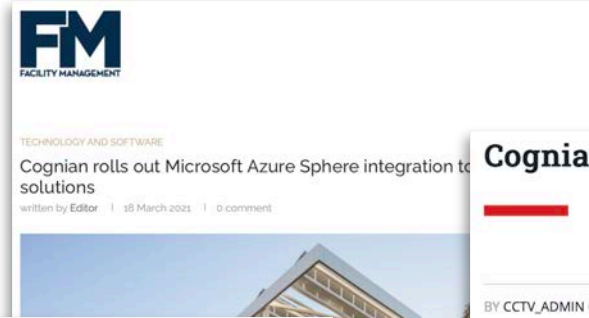
System Integrators and Installers



Cognian delivers secure IoT for buildings globally using Microsoft Azure Sphere

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By Staff Writers



Cognian announces partner ecosystem

BY CCTV_ADMIN ON SEPTEMBER 1, 2020

MANAGEMENT SYSTEM, MOVERS & SHAKERS

Cognian Technologies has announced new partnerships and relationships with **Microsoft, Barhead, Reekoh and Mirvac** to deliver solutions enabling a safe return to work for Australians.

The 'safe and healthy' building will look starkly different in the post-COVID world. Managing virus transmission at work will be at the top of the agenda for most organisations as they experience and maintain profits through optimised operations. In line with the Building Market is now projected to exceed \$AU150 billion globally by 2025.

Cognian believes technology is the only answer to these imperatives and collaborators, the provider of wireless smart building infrastructure for the property industry that build the framework for the 'new normal'.



Cognian's Syncromesh deployed at 616 Harris Street Ultimo in Sydney

Australian property technology company Cognian achieves global integration of its Syncromesh wireless mesh network to deliver secure IoT solutions for smart buildings

Cognian says Syncromesh-enabled Azure Sphere has been available globally since June this year, and from June this year, Azure Sphere hardware available worldwide.

Your future workplace will be as smart as you are

Schneider Electric

By Schneider Electric Australia
Monday, 13 January, 2020



Watch any modern spy movie and chances are there's a scene where the hero infiltrates an ultramodern office tower, manipulating biometric security scanners before hacking a terminal in a server room, which triggers an alarm and program to evacuate all the air from the room. Yes, your heart is racing just thinking about it.

The reality is, these buildings exist, but thankfully, their automated systems are far more benevolent than anything a Hollywood scriptwriter could come up with.

Say hello to the smart building and future workplace.

While the word 'smart' is thrown around with wild abandon these days, an easier way to think of it is a 'connected and automated' building; one in which everyday functions — such as security, lighting and air conditioning control — are handled through a central gateway integrating multiple systems that monitor a collection of networked sensors that can trigger automated actions based on the data they obtain. For example, if the building detects a meeting room is vacant, it will shut off or lower the lights and the heating or cooling.

"It's no longer just words and hype," said Mark Blum, Co-Founder and CEO of **Cognian Technologies**. "In the IT space, computers in buildings have been connected for quite some time. But in the building operational space — it's now really starting to happen."



The winning cloud solution Cognian Technologies

And, on their victory:

"Cognian is immensely proud to be the inaugural winner of One Percenters 2021.

"We have received substantial value — including a technical design workshop with leading IBM solution experts, a professional video case study produced with our client Investa, a series of thought leadership vox pops with senior stakeholders from NDY and Mirvac, plus great introductions to sales and account executives, and partners, across the IBM, Tech Data and Red Hat ecosystems.

"We've only scratched the surface of what's possible. I encourage all Independent Software Vendors (ISVs), Managed Service Providers (MSPs), Cloud Service Providers (CSPs) Value Added Resellers (VARs), Systems Integrators (SIs) and Solution Providers (SPs) with growth ambitions to sign up. It's well worth the effort."



Syncromesh IoT Case Study

AT&T

“It is easy to deploy, extend to new use cases and technically superior to other solutions we have worked with.”

Mickey Haynes, AT&T, Principal Architect / Lead IoT Solutions, Retail

Deployment

- Temperature monitoring
- Door open sensors
- Indoor Air Quality
- Utility management
 - Power & water usage & scheduling
- HVAC management

Results

- Infrastructure cost reductions
- Improved safety
- Improved energy efficiency
- Demonstrated low-cost deployment at scale with ROI for end user



Game changing tech for property decarbonisation

Creating Smart Buildings

Transform buildings into smart spaces with Syncromesh[®]

Quickly and securely create smart buildings with a wireless sensor mesh protected by Azure Sphere



TIME TO VALUE

Get data to the cloud quickly and easily from hundreds of different BLE sensor types to create your custom smart building solution



BUILT-IN SAVINGS

Deploy sensors that use batteries or line power and upgrade your building without construction or disruptions to occupants



SCALABLE PLATFORM

Start with as little as a single use case and later scale out to multiple use cases simply by adding more BLE sensors to the platform



Microsoft

Experienced leadership AerisTech



Andrew Just

Group Chief Executive Officer

CEO since 2022, Andrew has 30 years' global experience in delivering growth and scale competencies with leading Fortune 500 companies, including GE Healthcare, Danaher, Stryker, Roche and Cochlear.



Mark Blum

Chief Operations Officer AerisTech

Over 30 years' international leadership experience in the IT&T, Managed Services and Innovation sectors. Mark was previously GM, IoT Innovation Centres at Cisco. He was a founding executive at AAPT, responsible for development, engineering and operations. Mark was also Senior VP Ops and Engineering at Reliance Globalcom.



Slav Zinger

Chief Technology Officer AerisTech

Inventor and developer of connectivity and mesh technologies including Syncromesh. Over 20 years' experience in electronic and software design, engineering and management, including nine years experience in design and management of secure, wireless battlefield communications.



Spiro Pappas

Non-Executive Director Aeristech

Over 33 years of experience and the current Chair of Atlas Iron and Open Learning (ASX listed). He is also a NED of DataMesh Group and Football Australia. Prior, a senior executive at NAB, ABN AMRO Bank and Deutsche Bank (Sydney, London and New York).

Well positioned to capitalise on growing ESG initiatives

Proprietary
Technology, ESG
deliverables

Significant
global growth
market

Near-term
domestic
regulatory
tailwinds

Demand driven
by global
compliance

Comprehensive,
integrated
ecosystem

High margin
annuity SaaS
revenue

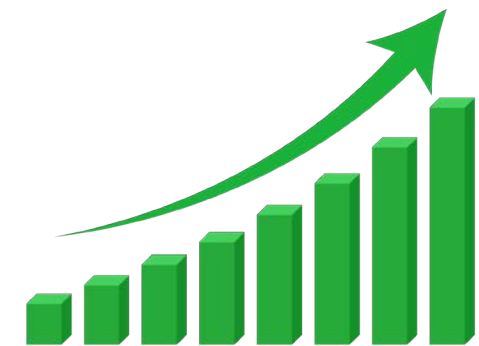
Cost-effective
agnostic
solutions

Highly scalable
via distributors
and channel
partners

Aeris outlook



- 📈 Energy alliance performing strongly
- 📈 Joint venture successfully launched
- 📈 Highly motivated expanded Aeris/AerisTech team
- 📈 Significant new product introductions for core business consumables
- 📈 Strong commercial progress in China
- 📈 Ongoing and sustainable margin improvement
- 📈 Growing pipeline of enterprise customers and value adding partners
- 📈 Positive momentum in increasing shareholder value
- 📈 Successful entry in the global building digitalisation market with a TAM of >\$180bn





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