

AEERIS LTD

29 April 2025

Quarterly Activities Report for the period ended 31 March 2025

Highlights

- Total Receipts - \$1,170,304
- Receipts from Customers - \$1,157,255
- Revenue - \$ 1,080,576
- Cash and Cash Equivalents - \$1,371,519
- Continued growth in ARR and ARPC

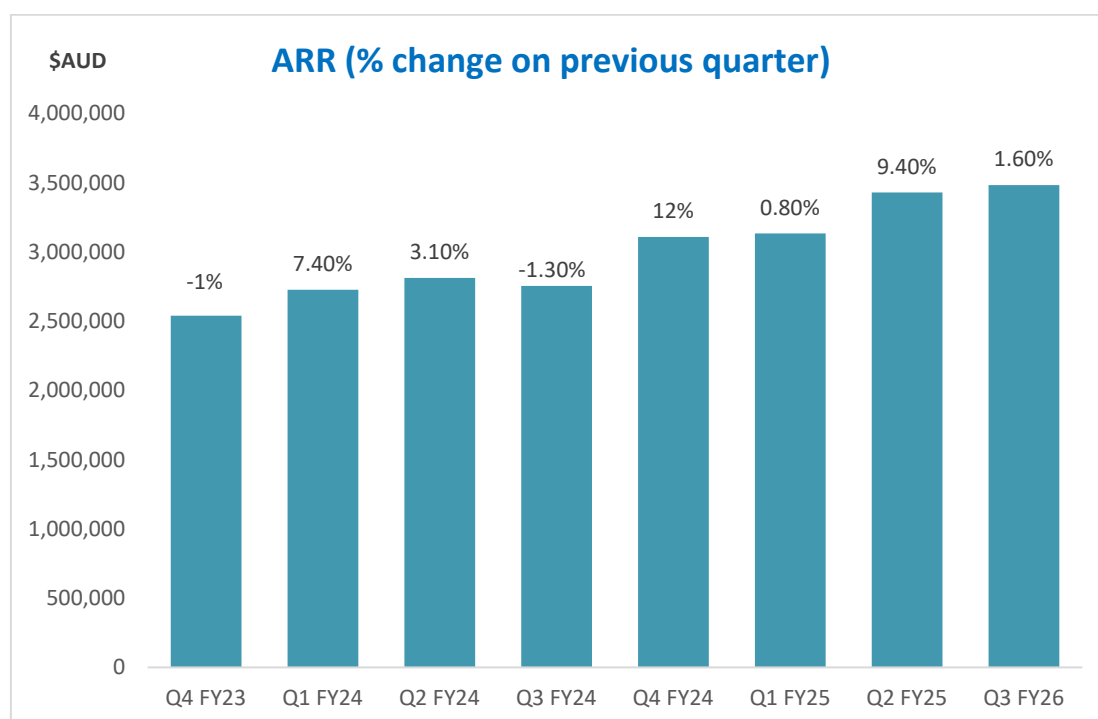
The third quarter of FY2025 has been a constructive period for Aeeris Ltd (**Aeeris** or the **Company**), marked by technological progress and strategic realignment while delivering extreme volumes of alerts across multiple channels due to the impacts of Tropical Cyclone Alfred.

Aeeris made significant strides towards greater independence and innovation as it prepares to bring core forecasting capabilities in-house through the development of new proprietary technology to replace legacy services. These developments reflect Aeeris' ongoing commitment to delivering best-in-class environmental intelligence, while positioning the Company for sustainable, long-term growth.

Financial Overview

Aeeris continued to demonstrate solid financial performance in Q3 FY2025, with both Annual Recurring Revenue (**ARR**) and Annual Revenue per Customer (**ARPC**) increasing slightly on the previous quarter. New contracts secured across key industries including mining and insurance expanded the Company's client base and recurring income streams.

Severe weather activity during the quarter, particularly Tropical Cyclone Alfred, which impacted a major capital city in an unprecedented event, contributed to a notable increase in invoicing compared to Q3 FY2024. The March quarter has traditionally seen a seasonal decline in receipts due to the timing of invoicing cycles. This was mitigated by improved credit control practices and timely debtor collections, supported by stronger-than-expected cashflow.



	31/03/2024 Q2 FY24	31/12/2024 Q1 FY25	31/03/2025 Q2 FY25	% Change PCP	% Change QoQ
ARR & ARPC					
Annual Recurring Revenue	\$2,775,581	\$3,430,788	\$3,484,559	25.5%	1.6%
Annual Revenue per Customer	\$17,456	\$18,545	\$18,835	7.9%	1.6%
	31/03/2024 Q2 FY24	31/12/2024 Q1 FY25	31/03/2025 Q2 FY25	% Change PCP	% Change QoQ
Cash Summary					
Receipts from Customers	\$779,196	\$1,025,825	\$1,157,255	48.5%	12.8%
Payments to Suppliers	\$1,183,523	\$1,494,142	\$1,255,150	6.1%	-16.0%
Interest Income	\$20,211	\$14,014	\$13,049	-35.4%	-6.9%
Cash at Hand	\$2,189,029	\$1,527,379	\$1,371,519	-37.3%	-10.2%
Cash & Accounts Receivable	\$2,548,929	\$1,993,484	\$1,861,305	-27.0%	-6.6%

Operational Review

Q3 FY2025 was a standout quarter for operational delivery and product uptake, reflecting the strength of the Company's offering and ability to scale during critical weather events. One of the most significant milestones was the successful launch of EmbargoPlus, the enhanced insurance-focused embargo management tool. This new product has seen strong traction, with existing insurance clients committing to multi-year contracts and additional onboardings scheduled for Q4.

Operationally, the Company's systems and teams were tested during Tropical Cyclone Alfred, which brought severe impacts to a major metropolitan centre. The team's rapid response saw record volumes of alerts issued, including:

- 2.6 million alert emails
- 1.3 million SMS alerts
- Over 60,000 landline alerts

In addition to maintaining high-volume alert delivery, Aeeris also provided enhanced customer support to clients unfamiliar with responding to events of this scale, ensuring they were equipped to make informed and timely decisions to protect people and assets. This personalised guidance was especially valuable for customers navigating cyclone conditions for the first time in decades.

On the commercial front, the restructured sales strategy continues to yield results, with new contracts secured in the insurance, rail, construction, and mining sectors. The focus remains on high-value, long-term partnerships, supported by targeted client engagement and growing demand for tailored weather intelligence solutions.

Future Developments

Aeeris will formally end its partnership with Weatherwatch at the conclusion of the upcoming quarter. This is a key strategic step for the Company, aligned with its growth vision.

Moving forward, Aeeris is excited to announce that it will be bringing hail and additional forecasting capabilities in-house. These services are supported by the Company's newly developed proprietary technology, which enhances responsiveness and allows for more tailored offerings to clients.

This transition is expected to reduce third-party costs and will empower Aeeris to control more of the value chain, develop AI-assisted innovations, and expand its suite of products faster in response to client needs.

Business Activities and Expenditures

Payments made to related parties during the quarter were directors' fees and consultancy expenses, consistent with prior quarters.

Communication costs rose during the quarter compared to the average of the previous two quarters. This increase is directly attributable to the heightened alert activity surrounding Tropical Cyclone Alfred and the broader peak weather season resulting in higher volumes of SMS and email notifications, essential to the Company's real-time alerting services.

Outside of this category, overall operating costs have declined quarter-on-quarter, demonstrating the Company's ongoing efforts to manage expenditures and streamline operations.

Direct Enquiry

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About Aeeris

Aeeris Ltd (ASX: AER) is a leading Environmental Services company specialising in the delivery of weather and climate intelligence through its subsidiaries, Early Warning Network (EWN) and Climatics. The Company's mission is to excel in early environmental warnings and pioneering hazard reduction technologies, empowering asset owners and managers across diverse industries to proactively mitigate risk and safeguard life. Aeeris unites the strengths of EWN and Climatics to deliver cutting-edge services at the forefront of innovation and renowned for their unwavering accuracy.

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

AEERIS LTD

ABN

18 166 705 595

Quarter ended ("current quarter")

31 March 2025

Consolidated statement of cash flows	Current quarter \$	Year to date (9 months) \$
1. Cash flows from operating activities		
1.1 Receipts from customers	1,157,255	3,025,147
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(405,352)	(1,289,158)
(c) advertising and marketing	(32,646)	(80,869)
(d) leased assets	-	-
(e) staff costs	(710,544)	(2,100,382)
(f) administration and corporate costs	(97,592)	(392,635)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	13,049	45,182
1.5 Interest and other costs of finance paid	(1,611)	(6,523)
1.6 Income taxes paid	(70,348)	(135,360)
1.7 Government grants and tax incentives	-	458,701
1.8 Other (provide details if material)	(7,405)	(46,181)
1.9 Net cash from / (used in) operating activities	(155,194)	(522,078)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(666)	(10,948)
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$	Year to date (9 months) \$
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(666)	(10,948)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	-	-

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	1,527,379	1,904,545
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(155,194)	(522,078)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(666)	(10,948)

Consolidated statement of cash flows		Current quarter \$	Year to date (9 months) \$
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	1,371,519	1,371,519

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$	Previous quarter \$
5.1	Bank balances	1,371,519	1,527,379
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	1,371,519	1,527,379

6.	Payments to related parties of the entity and their associates	Current quarter \$
6.1	Aggregate amount of payments to related parties and their associates included in item 1	102,838
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

7.	Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$	Amount drawn at quarter end \$
7.1	Loan facilities		
7.2	Credit standby arrangements		
7.3	Other (please specify)		
7.4	Total financing facilities		
7.5	Unused financing facilities available at quarter end		
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

8.	Estimated cash available for future operating activities	\$
8.1	Net cash from / (used in) operating activities (item 1.9)	(155,194)
8.2	Cash and cash equivalents at quarter end (item 4.6)	1,371,519
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	1,371,519
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	8.84
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>		
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	Answer: N/A	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
	Answer: N/A	
8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
	Answer: N/A	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>		

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 29 April 2025

Authorised by: The Board
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.