



IoT Reinvented

# 2025 ANNUAL GENERAL MEETING

27 NOVEMBER 2025

Universal Building Intelligence



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# CHAIR ADDRESS

Maurie Stang

Non-Executive Chair



## Government regulatory requirements have now mandated reporting on energy efficiency metrics and targets:

- **Australia:** AASB S2 (Accounting Standard)
- **EU:** CSRD & ESRS (Sustainability Standard)
- **USA:** SEC 2024 (SEC Ruling on emissions reporting)
- **Asia:** ISSB-aligned (SGP, China, India: Financial Reporting Std.)



**Syncromesh delivers measurement, verification, and actionable data from a secure, cloud-based dashboard**

# STRATEGIC PARTNER



## Aeris enters a strategic partnership with Delos, and its world-leading standard for buildings, the “WELL Standard”

The WELL Building Standard is a global, evidence-based certification system that sets performance requirements for buildings and organizations to enhance human health, well-being, and comfort through design, operations, and policies

- **6 billion square feet of real estate is certified or engaged with WELL**
- **100,000 buildings in 137 countries, growing 4x in 2 years**
- **Supporting 30 million people**

*“This unlocks Aeris’ ability to engage with the global commercial real estate market, with the recognised leader in building certification worldwide” - Maurie Stang, Chair*



# US CHANNEL PARTNER



## Syncromesh Launches in USA Market

H4 Enterprises is based in North Carolina, USA. They have significant expertise in the commercial facility management, building upgrade and US government contracting.

- H4 Enterprises has been on-boarded as a trained, channel partner in the US.
- Dedicated Syncromesh team who have undergone full product training
- Initial H4 led customer projects have been implemented
- H4 have a significant ongoing US Government contracts, with a growing Syncromesh pipeline



H4 together with AerisTech presented, and had a booth, at the Commercial Real Estate Technology (CRETech) Conference in NYC, in October.







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# CEO ADDRESS

Andrew Just  
CEO



# FY25 STRATEGIC EXECUTION

Strategic transformation delivering momentum

## KEY FY25 ACHIEVEMENTS



AerisTech Joint Venture launched September 2024 - securing 60% ownership of Syncromesh technology



Commercial deployments across enterprise clients generating early revenues



Gross margins maintained above 50% target despite inflationary pressures



R&D investments delivering breakthrough product innovations



International expansion gaining traction across USA, China, UAE, Middle East

**Technology proven, customers deploying, execution accelerating.**

*"Aeris is executing on its strategic plan to assert leadership in the global market for building digitalisation. The Company has the right products, services and technologies to help drive the Sustainability agenda of its customers worldwide."*

**Maurie Stang – Chairman.**



# MARKET OPPORTUNITY

## Global smart building market transformation underway

### MARKET FUNDAMENTALS:

- Global building automation systems market: US\$88 billion (2025) → US\$155 billion (2032)
- Australian addressable market: A\$2.16 billion (2024) → A\$3.15 billion (2030)
- +80% of commercial buildings globally lack advanced digital systems
- Buildings account for 39% of global greenhouse gas emissions

### REGULATORY TAILWINDS ACCELERATING:

- Mandatory Scope 1 & 2 carbon reporting for Australian Group 1 companies (2025)
- Net-zero 2050 commitments requiring 30% energy intensity improvement by 2030
- Rising energy costs creating urgent business case for efficiency solutions

### AERIS SOLUTION:

**Wireless-first, retrofit-friendly, vendor-agnostic smart building ecosystem with outstanding ROI**



# PROVIDING CUSTOMERS WITH THE ABILITY TO MEASURE, VERIFY AND ACT ON THEIR CARBON FOOTPRINT



## Wireless hardware ecosystem

- Syncromesh hardware ecosystem offering a “turnkey” network
- Agnostic data collection & visualisation
- Outstanding 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 Systems

### Software as a Service (SaaS)

- Monitoring: actionable data insights
- Control: rules for optimizing assets
- HVAC: managed thermostat, lighting, power
- Reporting: carbon and sustainability



## CONSUMABLE

### Specialty Chemicals

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



# AERIS ENVIRONMENTAL SPECIALTY CHEMICALS

## ASIA-PACIFIC COMMERCIAL SCALE-UP



### Major Beverage Manufacturer Win:

- Secured certification and qualification with global beverage leader following successful plant trials in China, demonstrating superior performance of new-generation specialty hard surface disinfectants

### Rapid Scale Opportunity:

- Initial orders received for deployment across three large scale breweries in China, and for multiple product lines, with Asia Pacific HQ now requesting rollout expansion to 26 breweries

### Cross-Sector Validation:

- Enterprise food manufacturer undertaking commercial plant pilot, utilising several key products currently, demonstrating broad applicability across food and beverage manufacturing sector

### Strategic Market Position:

- Progressive qualification and rollout strategy positions Aeris for substantial recurring revenue growth across major multinational manufacturing operations in high-growth APAC region



**Strategic wins position Aeris for substantial recurring revenue across APAC enterprise customers**

# AERIS ENVIRONMENTAL SPECIALTY CHEMICALS

## CORROSION PROTECTION – ENTERPRISE MOMENTUM



### Strong Customer Acquisition:

- Five new enterprise customers secured for corrosion protection range during FY25, representing significant expansion of customer base and market penetration

### Substantial Middle East Order:

- Major Middle Eastern OEM of air-conditioning coils delivered initial order of \$346,000 following successful trials of AerisGuard Performance Corrosion Coating, with ongoing quarterly demand anticipated

### Premium Market Positioning:

- OEM partner now actively promoting Aeris-protected corrosion and mould product lines as premium offering to their customer base, leveraging superior corrosion protection as competitive differentiator

### Next-Generation Technology:

- Enhanced formulations developed in partnership with key international customers validate both technical superiority and commercial viability, with recent purchase orders from large multinational corporations confirming market-leading position

**Five new enterprise wins validate market-leading technology and drive expanding international recurring revenue.**







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# TECHNICAL UPDATE

Mark Blum  
AerisTech COO

**Syncromesh is the next generation wireless mesh platform** designed to deliver real-time intelligence, with military-grade security, across commercial, industrial, and mining environments.



# TECHNOLOGY LEADERSHIP

## Syncromesh: The wireless smart building platform



### TECHNOLOGY OVERVIEW

- Patented globally, developed and proven in Australia, active sites in USA
- Secure, self-healing wireless mesh network - no disruption to existing infrastructure
- Vendor-agnostic "smart canopy" - compatible with most lighting, HVAC and control systems



### KEY CAPABILITIES

- Energy monitoring and optimization - delivering 20%+ HVAC efficiency gains
- Indoor air quality management - real-time measurement and control
- Occupancy analytics - optimize space utilization and comfort
- Compliance reporting - automated ESG and carbon metrics
- **AI data processing and optimisation engine**

### VALUE PROPOSITION

**Smart building intelligence without the complexity or cost of legacy systems.**

# SYNCROMESH ECOSYSTEM



**One Platform, Unlimited use cases**



# Proven Technology



*"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**



*"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 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..."*

**Campbell Hanan, CEO, Mirvac**



## Award Winning Technology





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# COMMERCIAL UPDATE

Marc Stang

AerisTech – Commercial Adviser

# MARKET OPPORTUNITY

Global addressable market with accelerating regulatory drivers

## INITIAL TARGET VERTICALS

- **Quick Service Restaurants** - standardized deployment, rapid ROI
- **Commercial Real Estate** - ESG compliance, asset value protection
- **Industrial & Manufacturing** - energy cost reduction, operational efficiency
- **Aged Care** - comfort, compliance, safety monitoring
- **Government & Education** - sustainability mandates, budget pressures

## COMPETITIVE ADVANTAGES

- Wireless-first deployment model – Disruptive cost advantage
- Integrated ecosystem - hardware, software, consumables, SaaS
- Data Analysis and AI integration
- Enables a digital ecosystem for small and medium buildings, unlike traditional systems



# Global Strategic Alignment with Electrical Wholesale Channel



Leveraging the electrical wholesale channel to distribute and sell Syncromesh, disrupting traditional sales models by tapping into an extensive “greenfield network”

## VAST REACH & DISTRIBUTION NETWORK

- **Over 1,100 store locations nationwide**
- Wholesalers maintain relationships with over 99% of electrical contractors
- Have "unlimited access" to every electrician in Australia, regardless of location or business size.
- Positions Syncromesh for easy promotion to a large end-user base:
  - **47,000+ registered electrical companies**
  - **99,000+ licensed electricians**

## DISRUPTIVE POTENTIAL

- Traditionally, products like Syncromesh were limited to specialised channels, restricting accessibility and scalability
- Wholesalers can now offer a complete solution in-house, keeping revenue and relationships intact
- Leveraging the embedded enterprise relationships of the channel is a game changer

## UNTAPPED MARKET

- Ability for broad geographic penetration without building in-house sales infrastructure, accelerating market adoption
- Initial projects already successfully delivered
- Growth Drivers:
  - Immediate access to tens of thousands of customers
  - Recurrent SaaS Revenue
  - Once implemented, customers highly likely to stay within the Syncromesh Ecosystem





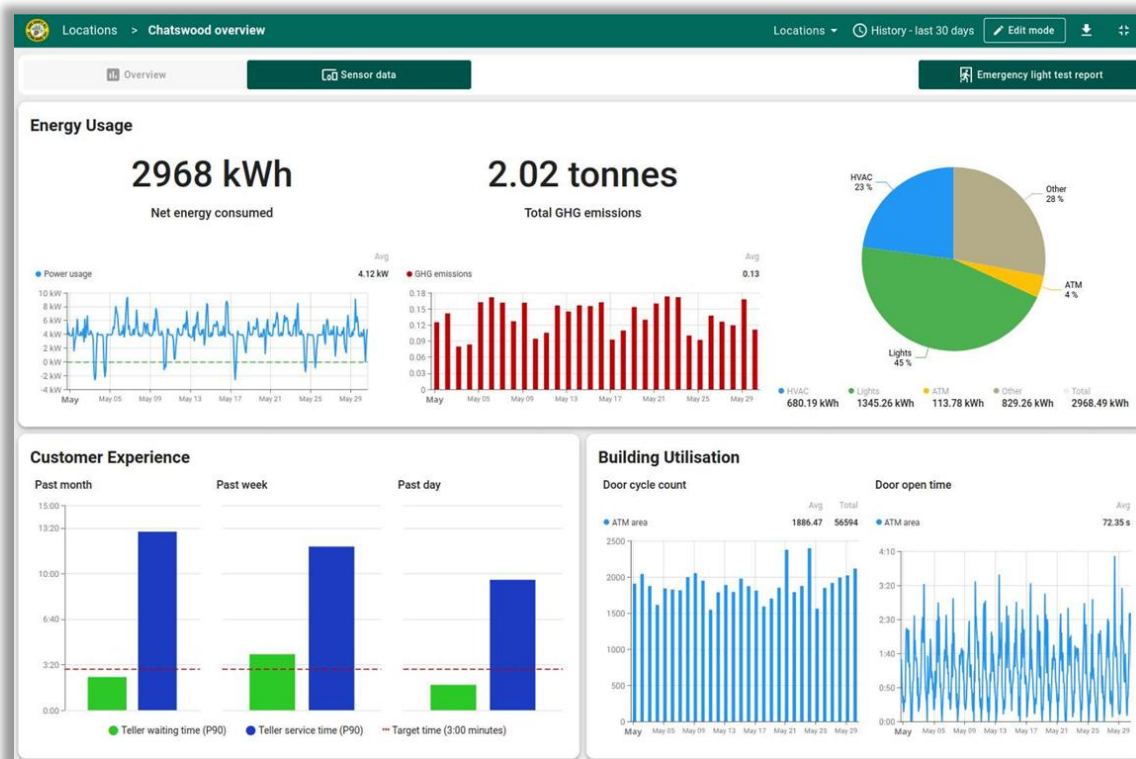
## Ecosystem

- Initial hardware ranges from **\$2-\$10k per site or zone** of capex
- SaaS and dashboard ranges from **\$1-\$10k per site per annum** (building on entry level functions)
- Specialty Industrial applications range from **\$12-\$60k per annum**
- Upgrade path to build on core functionality drives further revenue for both hardware and SaaS
- Large scale custom project applications can range from **\$250k-\$2.5m in recurring revenue.**



# Actionable ANALYTICS, DRIVES ADOPTION

Data aggregation across multiple sites, driving bottom-line results for customers



**Real-time data -  
delivers  
measurable  
savings**

- Quick view per location
- Carbon emissions
- Customer experience
  - People count
  - Dwell time per customer
  - Privacy assured
- Power cost contributors

## CUSTOMER ENGAGEMENT



# Embedded lighting with chip



Our Syncromesh embedded chip technology allows for Syncromesh functionality to be added to a broad range of “off the shelf” lighting and control hardware by leading manufacturers, with no major product modification required.

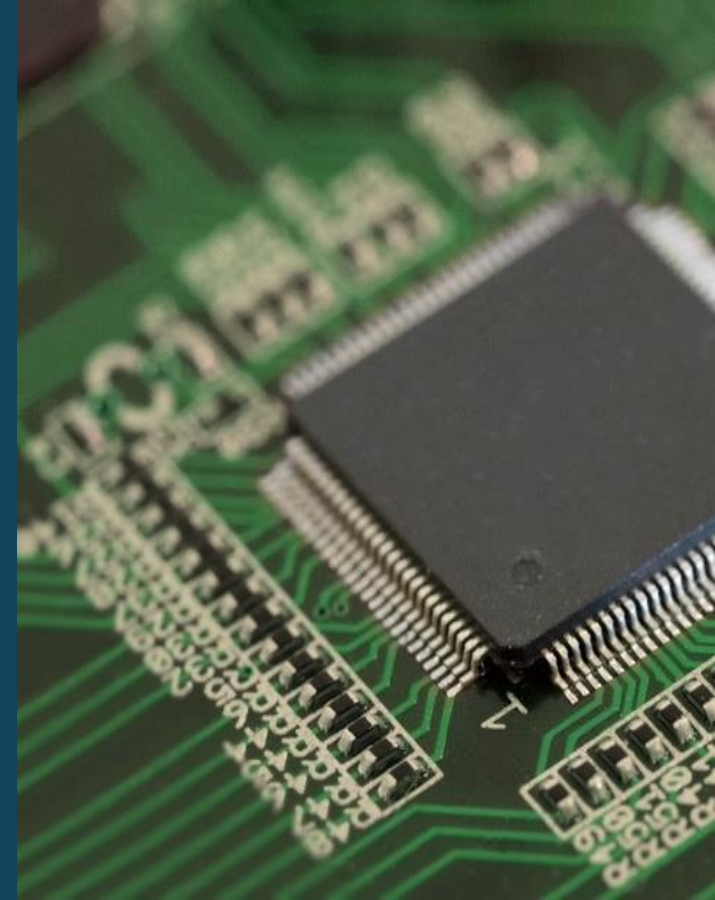
Adoption by leading lighting manufacturers, allowing customers to incorporate Syncromesh wireless IoT networks at little to no additional cost.

## Benefits

- Several commercial projects installed
- lighting provides a site wide network
- “No-Cost” installation over existing lighting fitout
- Lighting is often the entry point for a commercial building upgrade
- Enabled advanced features such as WELL standard “Human Centric” light programming

## Market Opportunity

- Lighting is a \$140b industry globally
- Growing percentage are “Smart” or controlled fittings.
- **Syncromesh Embedded Chip is compliant in most major markets and can be readily adopted into global products.**





# LEADING AUSTRALIAN BANK

**Syncromesh provides a comprehensive, cloud enabled, digitalization and dashboard, from a single vendor and platform.**

**A highly secure and flexible system, future proof, compatible the broadest range of IOT sensors.**

Custom, security enabled, Integration for Carbon reporting and Business Intelligence:

- Energy Monitoring & Reporting HVAC & building control
- Occupancy reporting including "wait" and "service" time tracking
- Building and lighting control
- Automated Emergency lighting testing





# Mining and Industrial



## Syncromesh driven detection and warning system for mining operations.

Provides automated local alerts for nearby risks and incidents via a resilient on-site mesh network.

- Safety
- Productivity
- Deployed via lighting and indication beacons
- Both above and underground projects scoped and designed with key multi-national customers
- Integration with existing site management systems

## Addressable Market

- 3-400 Operational sites across Australia with thousands globally
- Expandable to global and other industrial applications
- Aligned global regulatory environment
- Significant SaaS Revenue





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# PERFORMANCE UPDATE

Andrew Just  
CEO

# FINANCIAL PERFORMANCE

## Strategic investment phase



### FY25 FINANCIAL RESULTS

**Total revenue:**

A\$3.26 million (up 3% YoY)

**Gross margin:**

51% (above 50% target, despite inflation)

**Operating expenses:**

A\$6.25 million (up 27% for strategic growth)

**R&D investment:**

A\$499k - breakthrough products delivered

### Q1 FY26 PERFORMANCE

**Revenue:**

A\$0.70 million (52% gross margin)

**Cash:**

A\$1.14 million

Operating expenses controlled

**Short-term strategic  
investments  
yielding long-term  
leverage and  
market leadership.**



# SUMMARY



## Unique product ecosystem

- Developed a unique and market focused ecosystem of products, services, and SaaS technologies
- Focused on delivering “big data” via a fully customizable and actionable dashboard



## Syncromesh platform

- Platform insights inform customers of direct benefits and ROI associated with Aeris' environmental specialty chemicals and related technologies.
- Patented Syncromesh technology validated by blue-chip customers



## Synergy & capability

- Synergy and capability is unmatched in the global market today
- Aeris' strategy of engaging with channel partners such as integrators and contractors allows Aeris to scale by accessing our partners existing customer base



## Platform controls

- Aeris has full internal control of the Syncromesh platform
- In the process of applying it to key verticals in the international market such as QSR's, healthcare, financial institutions and general commercial real estate

**Each delivers long term SaaS revenue and cost-effective onramps to digitalization of both existing and new buildings on a global scale**





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