

REDEFINING HUMAN HEALTH, EFFICIENCY & SUSTAINABILITY IN THE BUILT ENVIRONMENT



**Environmental
Surfaces**



**Skin
Hygiene**



**Air
Quality**



**Food
Safety**



**Energy
Efficiency**

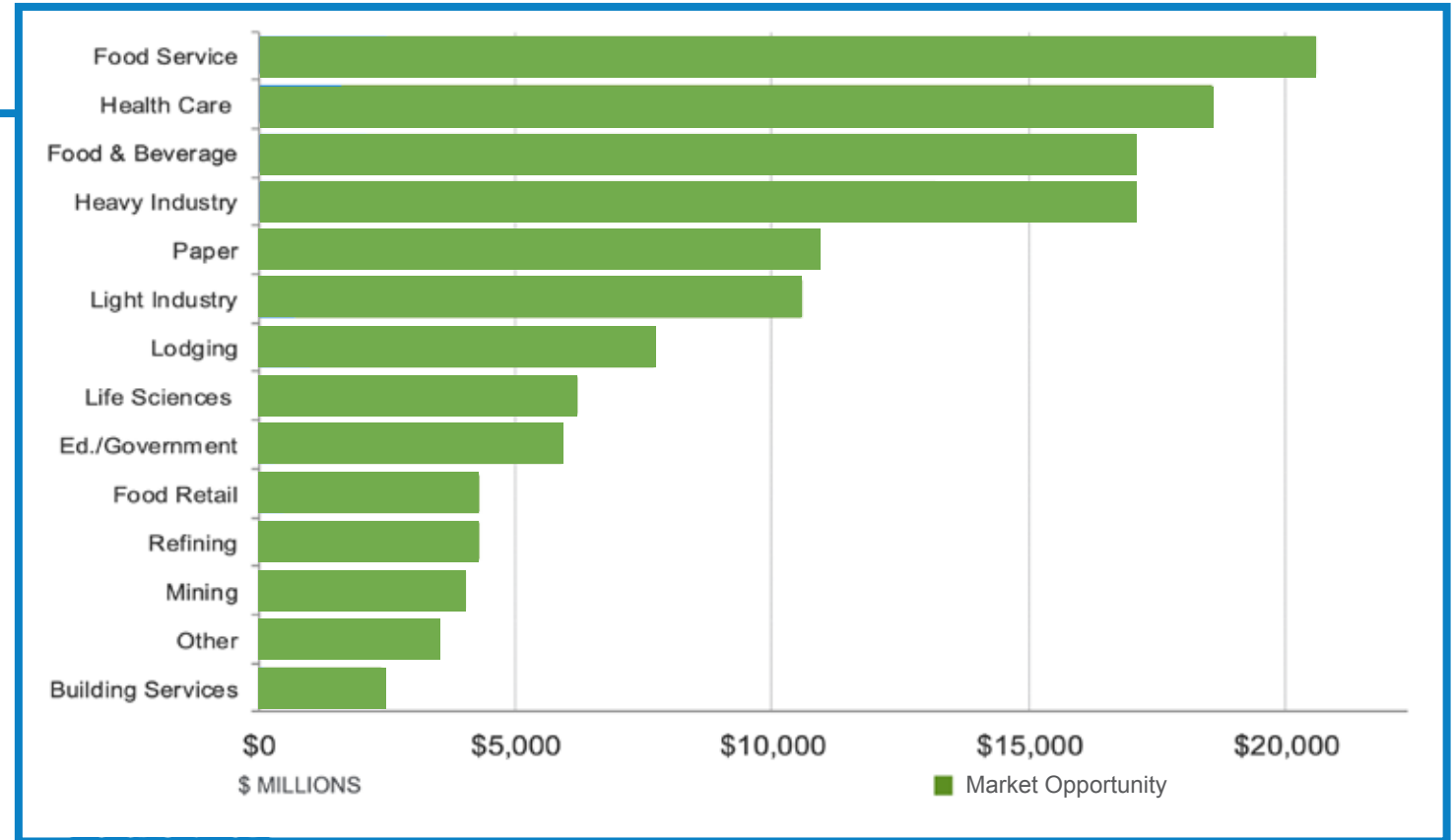
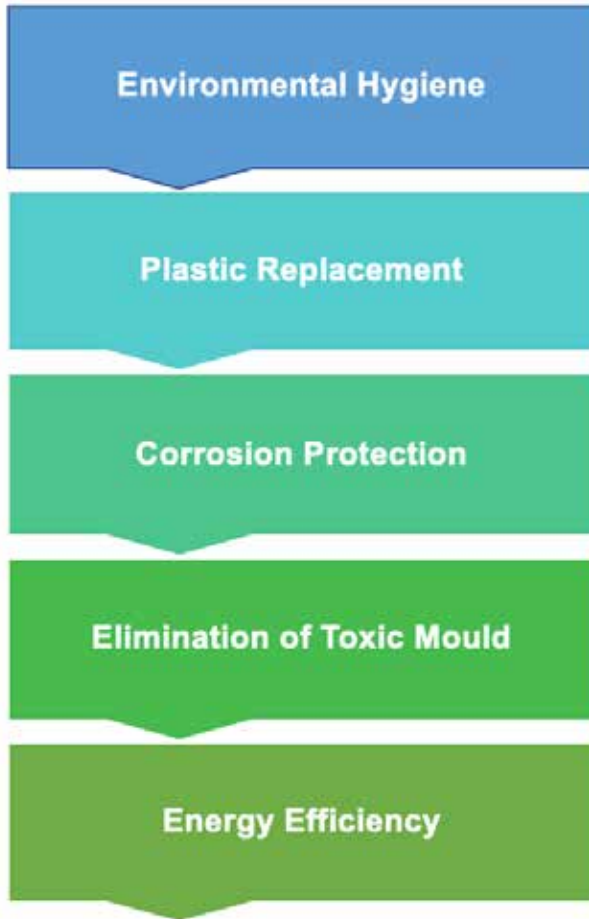


CLEAN.
GREEN.
PROTECT.

Business Update

April 2020

EACH SEGMENT A MULTI-BILLION OPPORTUNITY



The U.S. is the largest market for Environmental Hygiene Safety as of 2015, projected to grow at a CAGR of over 8.5% to 2025.

<https://www.grandviewresearch.com/press-release/global-environmental-health-and-safety-market>

Significant Business Momentum

- Significant revenue traction accelerating
- 1H revenue up 121% on prior corresponding period
- Strong momentum into 2020:
 - Aeris Active listed as effective for Coronavirus by Singapore NEA (*)
 - Aeris Active Proven effectiveness against Influenza and Norovirus (**)
 - Aeris products approved for sale in the UK (***)
 - Aeris Active Australian testing confirms effectiveness against Coronavirus (****)
 - TGA confirms Aeris Active effective against COVID-19 (*****)
- Strong product margins trending to 50% plus
- Trending towards cash flow positive and profitability

Large Scale Global Markets

- Platform technology with applications across a wide range of Industrial and Environmental Hygiene applications
- Significant, multi-billion market opportunities across:
 - Air conditioning & refrigeration hygiene
 - Environmental hard and porous surfaces
 - Food service & hospitality
 - Facilities maintenance including healthcare
 - Transport
 - Property – residential, commercial and industrial

Emerging Market Leadership

- Key partnerships established, providing highly attractive paths to market
- Engagement with leading high-profile, leading customers
- Accelerating global momentum in major international markets
- Proven product differentiation driving pull-demand in each vertical market
- Aeris brand recognition now a major driver of adoption, well into the future



(*) - ASX Ann: Singapore NEA lists Aeris Active effective for Coronavirus (18 February 2020)

(**) - Ann: Aeris Active effective disinfection against virus deaths (27 February 2020)

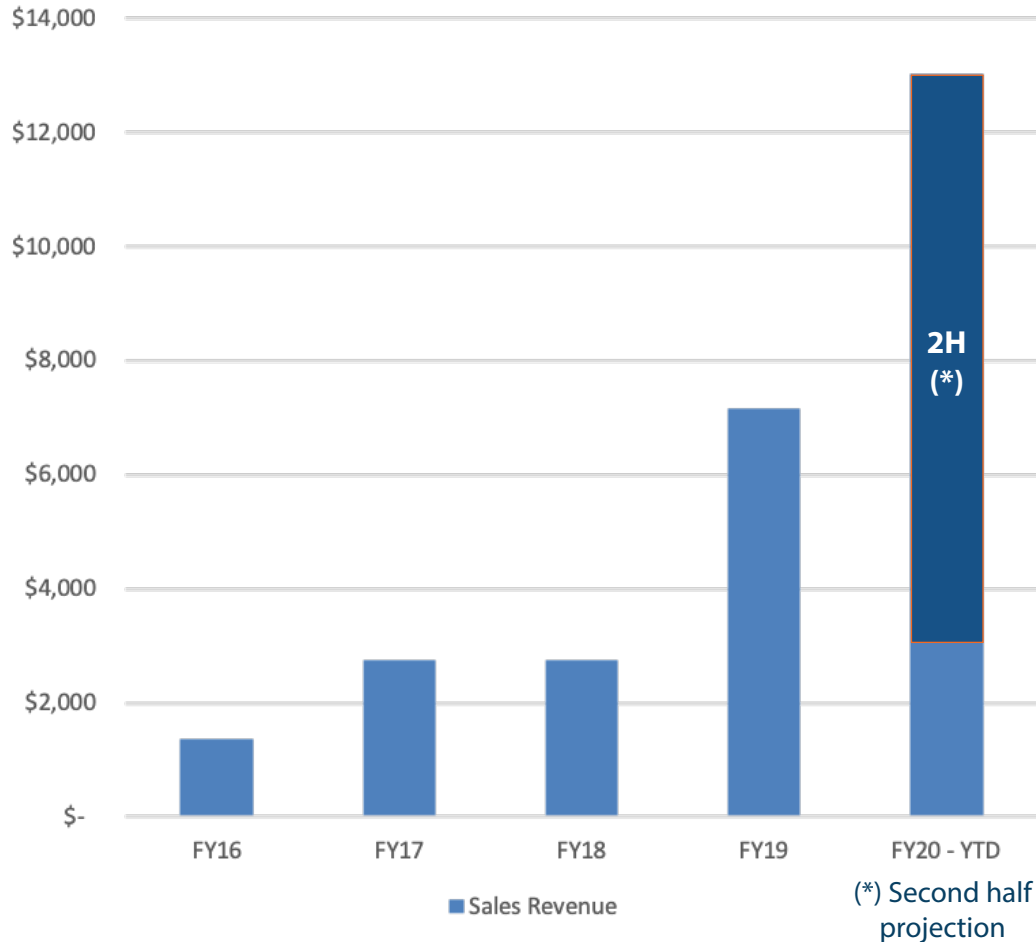
(***) - ASX Ann: Aeris Active approved for sale in the UK (5 March 2020)

(****) - ASX Ann: Aus. test confirms Aeris Active effective against Coronavirus (18 March 2020)

(*****) - TGA Ntce: Confirms Aeris Active effective against COVID-19 (20 March 2020)

AERIS ENVIRONMENTAL - FINANCIAL SNAPSHOT

Year-on-Year Sales Revenue



- Aeris revenue trending to record \$13Mil plus to 30 June 2020.
- Aeris enjoys strong margins and tightly managed cost base.
- Manufacturing now scaling in multiple locations. Capacity (subject to raw materials) projected at greater than three times 2H2020 and growing.
- Several strategic partnerships in advanced discussions, each with projected commitments in excess of \$2Mil AUD.
- Biocidal papers coming back into production with strong forward orders.
- Material ramp in demand for products beyond FY20.
- Gross Margin trending to 50% plus - expected to improve as the mix of branded Aeris product increases.
- Operating expenses projected at c\$6Mil per annum.
- Significant number of international customers paying cash on delivery.
- Increasing trend towards profitability in 1H2021 financial year.

AERIS REPEAT REVENUE MODEL

Repeat Revenue

- Product sales via purchase orders on agreed terms
- Gross Profit Margin trending to 50% plus
- Broad scaling of sales across Aeris business units – hygiene consumables, corrosion protection, mould prevention and remediation
- Consumable product generating repeat revenue
- Strong incentive for distributors to grow sales across the portfolio

Leading Global Channel Partners

- High profile partnerships with secured path to market
- In each territory, authorised distributors, platinum partners and wholesalers have large established customer groups with each customer committed to the sales and marketing of Aeris product in their vertical markets and geography
- End customers primarily accessed via growing distributor network and platinum partners, who are large applicators
 - Distribution partners covering Australia/NZ, North America, South East Asia, China
- Growing Aeris specification – insurance, mould, corrosion prevention generating long-term, recurring opportunities
- Direct OEM customer relationships in key markets (e.g. HVAC, corrosion protection)

Key Customers

- Public utilities including trains and buses
- Ambulance and emergency air transport
- Imaging and radiology groups
- Dental surgeries
- Essential services - waste recovery
- Remediation and disaster recovery
- Global facility managers
- Large property owners
- Miners and producers
- Retail - supermarket, online and pharmacy

UNIQUELY TARGETING GLOBAL MEGA TRENDS

- Environmental Hygiene
- Plastic Replacement
- Corrosion Protection
- Elimination of Toxic Mould
- Energy Efficiency



Aeris Active



Actisan Foam



Actisan Gel



AerisShield Foam



AerisShield



M E Coil Cleaner



ME Pan Tablet



Surface Roll



Hand Interleave



Hand Pocket Pack



Hand Tissue



Protection Plus



Aerosol



OEM Bulk



Duct Coating & Sealant



Bioactive Filter Treatment



Mould Defence



Surface Cleaner



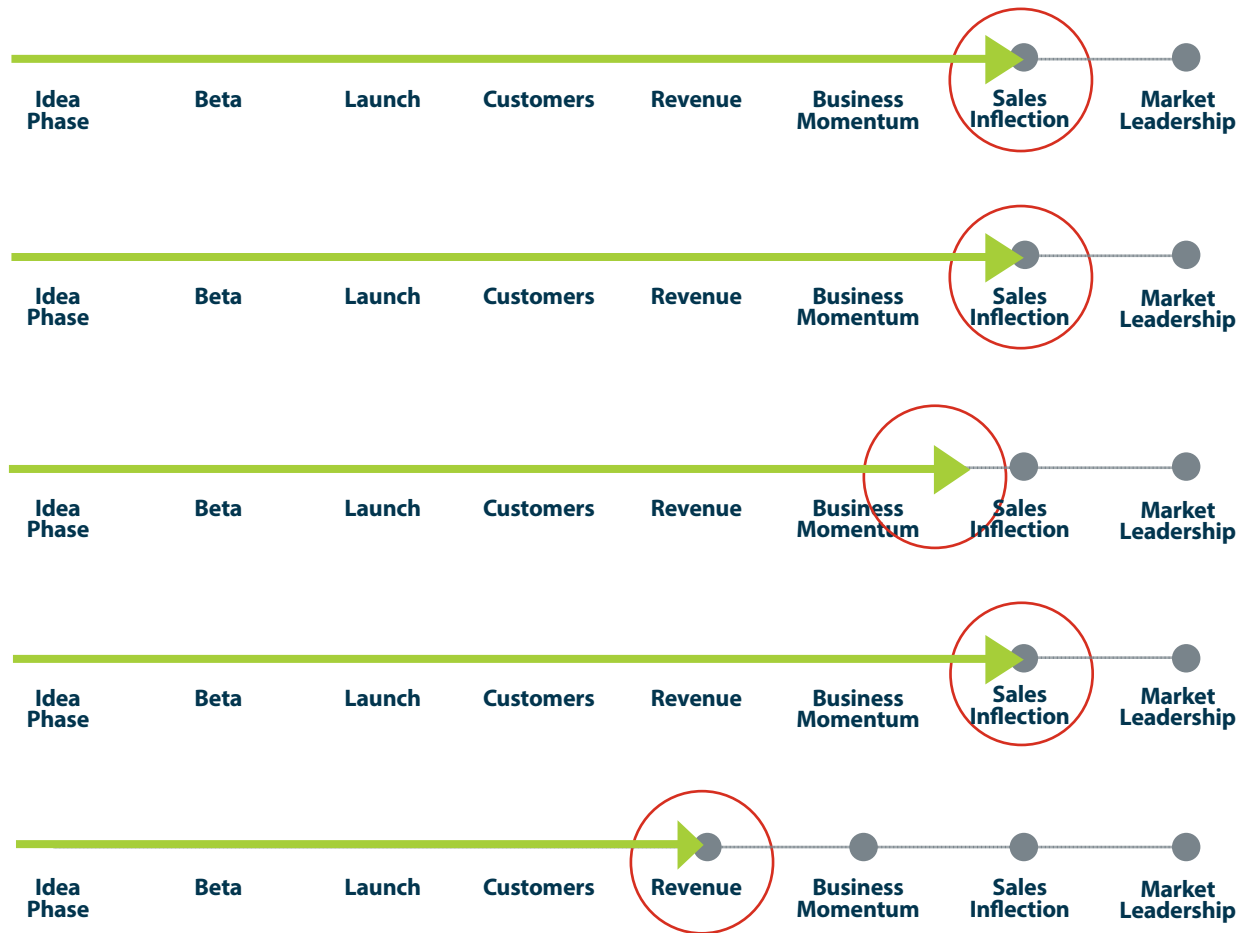
Surface Treatment



Coil Treatment



AERIS COMMERCIAL MOMENTUM



COMPLETE ENVIRONMENTAL HYGIENE PORTFOLIO

Commercial Segments



Aged Care



Child Care



Education



Accommodation



Ships



Fitness Centres



Work Places



Transportation



Transport Hubs



Use Cases



**High Touch
Zones**



**Prolonged
Contact Areas**



**Wash
Rooms**



**Air
Conditioning**



**Person to
Person**



**Shared
Equipment**



**Kitchen &
Prep Areas**



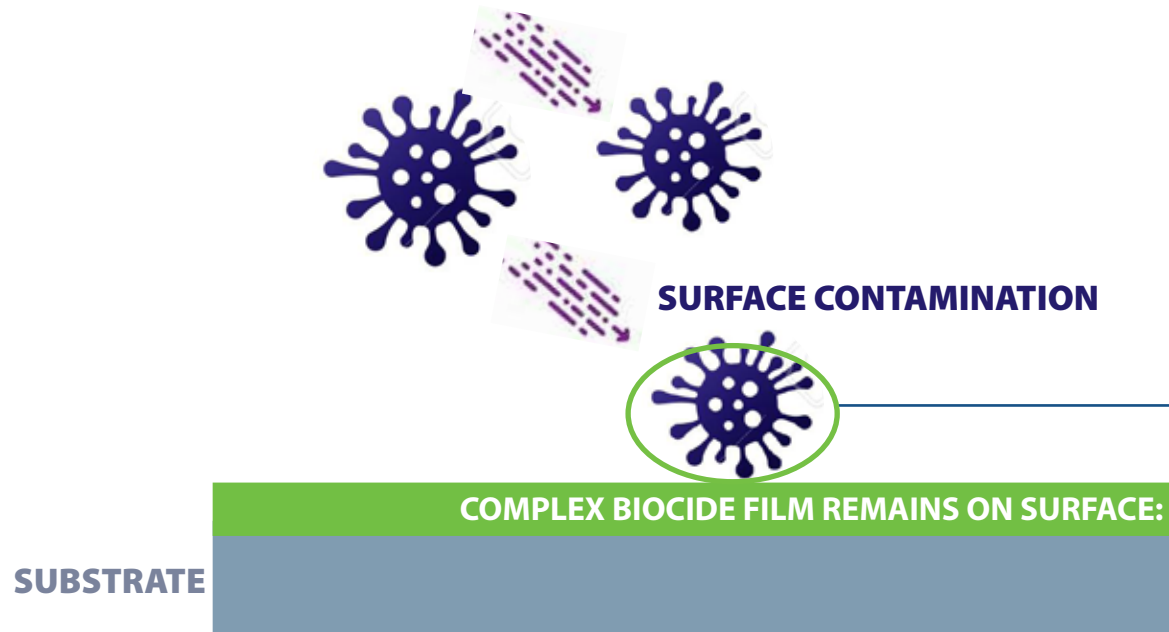
**Serving &
Dining Areas**



**Counters &
Benchtops**

RESIDUAL EFFICACY: HOW AERIS CONTINUES TO PROTECT

**Representation of Aeris Active's protective layer in action.
Indicative magnification from polymer's actual thickness
of less than 1 micron:**



Aeris Advantage:

- ✓ Environmentally friendly
- ✓ Performance benefits vs. conventional, toxic chemistry
- ✓ Continued biostatic action for up to 7 days

• Biocide kills bacteria

- Invisible film remains after application
- Applied as ready-to-use trigger spray or; wipe product
- Continued protection for up to 7 days or 200 touches

PARTNERS & STRATEGIC RELATIONSHIPS

STRATEGIC CUSTOMERS & DISTRIBUTORS



RESEARCH PARTNERSHIPS



INDEPENDENTLY TESTED



QUALITY SYSTEMS




THIRD PARTY CERTIFICATIONS



AERIS IN FOCUS

Aeris Environmental's (ASX:AEI) surface disinfectant approved in U.K.

The Market Herald

DISTRIBUTION  Lizzie Hunter

Aeris Environmental enters Chinese distribution deal

15 April, 2019

INCLEAN

Australia

Australian scientists fighting back against single-use plastic

SBS News

HEALTHCARE FEBRUARY 18, 2020 / 12:50 PM / 16 DAYS AGO

BRIEF-Aeris Environmental Notified By Singapore NEA That Aeris Active Approved For COVID-19

 **REUTERS**

"Our entire team has been very impressed with the advanced technologies and knowhow the Aeris brings to the market. In conjunction with the USA launch, we will be offering Aeris products to our global customer base in over 60 different countries."



Tom Dendy
Goodman - Vice President International

"We are pleased to align with Aeris products and technology after completion of our relationship and product evaluation process. We look forward to offering the technology and innovative products to our network of over 80,000 contractors. The market for HVAC maintenance and hygiene consumables is in excess of \$USD250 million per annum."



Rick Mabry
MD Global Parts and Procurement
Goodman/Daikin distribution, USA

GLOBAL OPPORTUNITIES & OPERATIONS

- Distributors, revenue, human resources and strategic partners in place in: ANZ, USA, UK, EUROPE, Middle East, China and SE Asia.
- A rapidly growing footprint in the global environmental hygiene market.



AERIS ENVIRONMENTAL - THE EMERGING LEADER

- Market now recognising that **environmental hygiene is a pre-requisite across all segments** of corporate, retail, commercial, government and residential.
- **Aeris is now positioned as the emerging technology leader and trusted brand** in its rapidly expanding global footprint.
- **Each business unit is achieving a significant inflection of revenue**, increasing margins, and over the current horizon, demand is now reaching unprecedented levels.
- Critically, the **in-field performance of the Aeris portfolio is exceeding customers' expectations**, leading to rapid annuity revenue growth.
- **Aeris is now the trusted partner for environmental hygiene.**



INVESTMENT HIGHLIGHTS

Proven Disruptive Technology Platforms

- Substantial investment in product development, regulatory approvals and commercialization already made.

Strong Industry Tailwinds

- Ideally positioned with a portfolio of environmentally products.
- Growing markets in government, industrial and commercial applications.
- Environmental hygiene now being driven by customer demand.
- 'Clean green protect' positioning now being adopted by corporations across the globe.

Large Global Markets

- Multi-billion market opportunities (over \$90 billion in aggregate, expected to grow at 8.5% annually).
- Aeris products outperforming legacy, often toxic, conventional solutions.

Highly Scalable Operations

- Attractive Gross Margins trending to 50% plus.
- Tightly managed cost base at approx. \$6 million per annum.
- Growing distributor network reduces drives scalable business model.

Accelerating Momentum

- Strong growth in revenue: 1H revenue up 121% on prior corresponding period.
- Material product development and commercial milestones achieved.
- Increasing specification of Aeris portfolio by customers and distributors worldwide.
- Accelerating growth expected in 1H 2021, supported by distributor agreements and growing forward purchase orders.
- Powerful anticipated news flow and series of agreements projected through 2020 and beyond.

Experienced Team

- Experienced team
- Board and Executives have a track record of success
- Supported by network of experienced advisers

CORPORATE SUMMARY

Aeris Environmental Ltd (ASX: AEI)



Financial Information

A\$m

Share Price (1)	\$0.48
Shares on Issue (SOI)	213.85
Market Capitalisation	102.65
Debt	-
Cash	1.9
Enterprise Value	100.73

Top 5 Shareholders %

Maurie Stang	11.17%
Bernard Stang	9.5%
Laurence Stephen Freedman	6.8%
Steven Kritzler	5.3%
Pulitano Family Super	2.6%
Total	35.34%

(1) Market data as at close of trade 30/03/20

APPENDIX



DECADES OF RESEARCH SUPPORTING AERIS GLOBAL LEADERSHIP

- ✓ Globally recognised laboratory, regulatory, research & development team
- ✓ Combined expertise of over 125 researchers, chemists, microbiologists & engineers
- ✓ World leading experts in microbial control and coatings with long term residual protection
 - ✓ Collaboration with leading universities, regulators and institutions

Industry accreditation:

- AS/NZ3666 – Occupational Health & Safety
- AS4351:1996 – Completely biodegradable
- HACCP food safety
- AS/NZ 1668.2 Indoor air quality
- AS/NZ 3666 - Microbial control (air-handling)
- NATA Corrosion Salt & Acid Spray Testing
- USA Environmental Protection Agency
- Singapore National Environmental Agency
- Europe CE
- Australian Therapeutic Goods Administration
- NSF approved Category Code A1 - toxicology approval



SURFACES (HIGH RISK)

- Hospital grade disinfection with highest levels of user and environmental safety
- Viricidal, bactericidal & fungicidal protection for up to 7 days or 200 touches (Aeris Active)
 - Regulatory approvals in key jurisdictions: EPA, NEA, TGA, China NHC, etc



AERIS ACTIVE



CLEANER/ SANITISER



BIOACTIVE SURFACE TREATMENT



DISINFECTING PAPER TOWEL



High Traffic Areas



High Touch Points



High Density



Transportation - vehicles & hubs



Health, child & aged care



Places of Learning

SURFACES (HYGIENE)

- Post application biofilm, bacteria, mould protection & odour control for up to 6 months
- Proprietary probiotic formulations with highest levels of user and environmental safety
 - Compatible with many surfaces, including soft furnishings
 - Regulatory approvals in key jurisdictions: EPA, NEA, TGA, China NHC, etc



ODOUR CONTROL



DRAIN FOAM



SOFT SURFACE CLEANER & TREATMENT



Bins & waste areas



Drains



Carpets



Mattresses



Soft furnishings

SURFACES (FOOD)

- Post application protection for up to 7 days or 200 touches (high risk) or 12 months (low risk)
 - Food safe and HACCP approved for indirect food contact
- Regulatory approvals in key jurisdictions: EPA, NEA, TGA, China NHC, etc
 - Easy and safe to apply whilst being environmentally friendly
 - Compatible with multiple surfaces and substrates



AERIS ACTIVE



CLEANER/ SANITISER



BIOACTIVE SURFACE TREATMENT



DISINFECTING PAPER TOWEL



Kitchen & preparation areas



Serving & dining areas



Counters & benchtops



Tables & display units



Processing equipment

SURFACES (REFRIGERATION)

- Post application protection from bacteria, mould and mildew for up to 12 months
 - Food safe and HACCP approved for indirect food contact
 - Controls odour arising from refrigeration pans & drains



CLEANER & SANITISER



BIOACTIVE SURFACE TREATMENT



PAN TABLET



Refrigerated transport



Cool room floors, walls & ceilings



Shelving & racking



Open case refrigeration



Display fridges

SKIN

- 99.99% germ kill gel and foam with dermatologically friendly formulations
 - Moisturising, water based foam and skin friendly gel
- Plastic free, paper alternative to wet wipes for disinfection of hands with 99.9999% kill, readily biodegradable



ACTISAN SANITISING FOAM



ACTISAN SANITISING GEL



SANITISING PAPER TOWELS



High Touch Zones



Prolonged Contact Areas



Wash Rooms



Shared Equipment



Person to Person

AIR

- Address all areas of air flow - coils, ducts, filters, surfaces, water towers and casings
- Broad spectrum viricidal, bacteriacidal, fungicidal with advanced user and environmental safety
 - AerisGuard 12 Month Protection from microbial growth - Independently validated
- World's longest independently tested corrosion protection coating for HVAC&R applications

CLEANERS



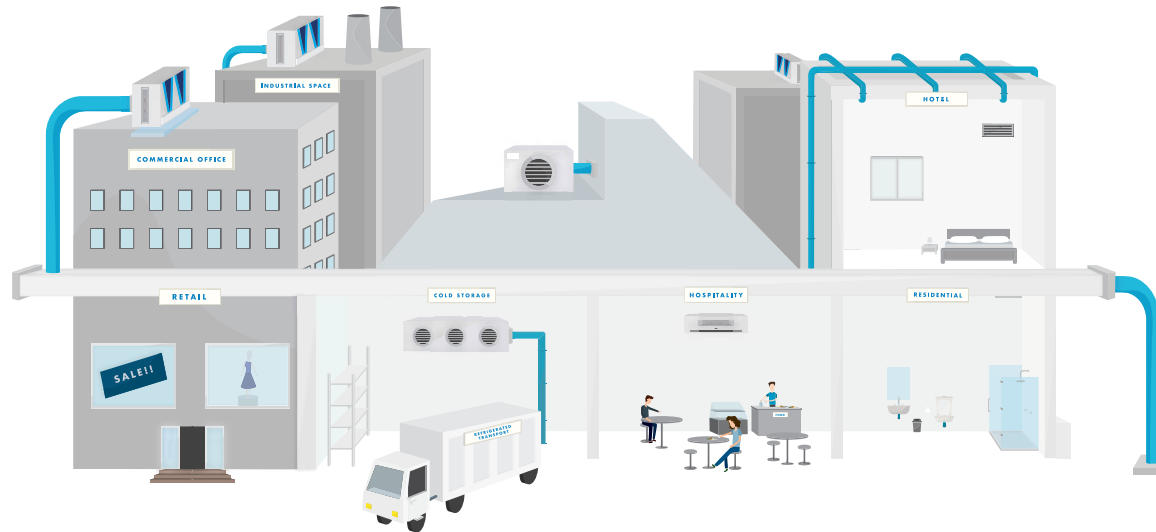
TREATMENTS



COATINGS



SEALANTS





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