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Company Announcements Office
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AERIS EXECUTES A STRATEGIC ALLIANCE FOR CHINESE MARKET, WITH MINIMUM 20 MILLION RMB COMMITMENT IN FIRST YEAR

Aeris Environmental Ltd (Aeris or the Company) is pleased to announce that it has executed a strategic alliance with a consortium of leading Chinese businesses, being Shanghai Taitrust Industrial Group Co., Ltd (Taitrust) and Shanxi Tond Chemical Stock Limited Company (Shanxi) (SZ: 002360, Shenzhen stock exchange).

Agreements with these businesses deliver a minimum purchase commitment of 20 million RMB (approximately A\$4.4 million) in the first year, together with a strategic alliance with a leading Chinese businessman, Mr Li Bin, Executive Director of Taitrust, and Shanxi, one of 'Asia's 200 best under a Billion' according to Forbes in 2014.

This alliance focuses on broadening Aeris' presence in the Chinese market, one of the world's largest markets, with a comprehensive focus on the entire portfolio of environmental hygiene and energy efficiency, delivering an outstanding network of customers, distribution channels, sales and marketing capacity, and local manufacturing.

Mr Maurie Stang, Non-Executive Chairman of Aeris, said: 'The broadening of the Company's footprint in China and the delivery of more efficient production in the domestic market will enable Aeris to scale rapidly, and become a supplier to government, industrial, commercial and residential customers'.

Mr Li Bin said: 'Utilising the Group's elite team with Aeris' leading technology and integrated solutions as a core competence, Taitrust will co-operate with Aeris to build what we believe will be a leading business in China's significant infection control market.'

Integral to this partnership is Taitrust's network of large customers and outstanding relationships in the domestic Chinese market, together with further technical collaboration with some of China's leading technical and research institutes.

Whilst the agreement has a minimum purchase requirement of 20 million RMB in the first year, the consortia is targeting further growth driving meaningful social and financial outcomes.

The Company's expanded paths to market in China are targeting marquee customers, large-scale state-owned enterprises, and the full spectrum of government across federal, state and local levels.

Aeris Environmental Ltd

Peter Bush

Chief Executive Officer

This announcement was authorised by the Board of Directors.



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About Aeris Environmental Ltd

Aeris develops, manufactures and markets proprietary, environmentally-friendly technology that drives measurable improvements in asset performance and sustainability. The Company's whole-of-system approach ensures that systems perform better, are safer, last longer and cost less to run.

Aeris' products solve real world problems more effectively than conventional toxic chemicals. Uniquely based on validated, green formulations, the Company's enzymes and treatments with residual protection provide long-term remediation, and prevention of mould, bacteria growth, corrosion, and improved hygiene.

About Shanghai TAITRUST Industrial Group

Taitrust is a diversified group of companies that operates healthcare, environment protection, agriculture, education, media, integration of industry and finance businesses. In adhering to the enterprise spirit of "integrity, innovation, harmony and win-win" it has created a combination of finance and trade, with a business model focussed on value creation.

Taitrust has been deeply involved in many well-known Chinese organisations, such as China Israel Business Council, Tianjin Internet Development and Application Association, Heilongjiang Private Entrepreneur Association and Bohai Commodity Exchange.

About Mr Li Bin M.Ec., (Shanghai University of Finance and Economics)

Mr Li holds the following positions: Vice President of China Israel Business Council, Adviser of Heilongjiang Private Enterprise Association, Visiting Professor of Xi'an Foreign Affairs Institute, and Employed Expert of Tianjin Internet of Things Development and Application Association.

Mr Li has previously held several directorships and board positions in securities, equity investment and healthcare industries, and previously worked for CSSC as senior manager. He has been engaged in industrial operations, industrial investment and other businesses for over 20 years, and has accumulatively managed over 100 billion RMB in assets.

About Shanxi Tond Chemical Stock Limited Company

Shanxi is a chemical enterprise listed on the Shenzhen stock exchange (SZ: 002360), a leading backbone enterprise in the industry, and a key enterprise group supported by the central government, provinces and cities.

In 2010, the "Tond" trademark was rated as a famous trademark by SAIC (the State Administration of Industry and Commerce). Tond Chemical's total revenue and total assets in the 2019 financial year were 842.89 million RMB and 1497.20 million RMB, respectively.



Shanxi has four wholly-owned subsidiaries, two holding subsidiaries, three joint stock subsidiaries and one provincial enterprise technology centre. Three production bases are in Hequ County, Guangling County and Dayu County. There is a trans-provincial production base in Qingshuihe County of the Inner Mongolia Autonomous Region.

As a high-tech enterprise, Tond Chemical attaches great importance to technical innovation. It has been collaborating with academic teams from state key laboratory, industry expert teams and universities to jointly establish the strategic layout of research and production of micro – nano materials and other fields.

Tond Chemical has obtained seven invention patents with proprietary intellectual property rights, and it has passed the ISO9001:2000 Quality Management System Certification and the ISO14001 Environmental Management System Certification.