

ASX RELEASE.

3 July 2020

Company Announcements Office
Australian Securities Exchange

Aeris Market Update

Key Points

- **Aeris' revenue (unaudited) for FY2020 was \$14.4 million and exceeded the previously-provided revenue guidance of \$13 million.**
- **The unaudited pre-tax half-year result from January to June 2020 was profitable.**
- **Consumer channel orders were received from major global brands – Guardian Health and Beauty (Guardian) in Singapore, and Costco Wholesale Corporation in Japan (Costco).**
- **Initial shipments to Chinese strategic partners are targeted in the current quarter.**
- **Approvals for Aeris Active were granted in Europe following relevant EN testing (European Standards), confirming key residual claims for Coronavirus and further demonstrating Aeris' product differentiation.**

Aeris Environmental Ltd (ASX:AEI) (Aeris or the Company) is pleased to announce that its revenue for the 2019-20 financial year (unaudited) of \$14.4 million exceeded its revenue guidance of \$13 million by \$1.4 million.

In line with Aeris' global roll-out, the Company now has its Aeris Active product listed for sale by the Guardian, the pharmacy division of the Singapore-listed Dairy Farm International Holdings Limited. The initial orders are for 105 stores across Singapore.

Costco in Japan has over 26 warehouse stores, each of which will be initially stocking Aeris Active, with an aggregate opening order of \$260,000. The Company has worked closely with Costco's team to ensure that its marketing claims meet Japanese requirements, as well as developing a specially-formulated pack size to accommodate Costco's position as the leading 'wholesale members club'. The opportunity with Costco is significant and Aeris aims to expand its product offering amongst the 787 company-owned warehouse clubs globally.

On 19 May 2020, the Company announced a strategic alliance with a consortium of Chinese businesses, being Shanghai Taitrust Industrial Group Co., Ltd and Shanxi Tond Chemical Stock Limited Company (SZ:002360, Shenzhen stock exchange). It is anticipated that initial stock orders in excess of \$1 million will be shipped in the current quarter.

Aeris is pleased to announce that it has had independent testing conducted in Europe by APEX Bio Solutions in Serre-les-Sapins, France for its proprietary Aeris Active product. Following the relevant EN testing, Aeris Active achieved success on all parameters and, specifically, on a seven-day residual Coronavirus claim, validating



both the performance and differentiation of the Company's products (refer table below). Aeris has in place a growing number of distributors in Europe, with an initial focus on the United Kingdom and France, together with a broad range of additional customers and distributors throughout the European Union.

Aeris Environmental Ltd

Mr Maurie Stang
Chairman

Mr 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.

AerisVIEW, the Company's cloud-based visualisation network, is uniquely scalable across all climate-controlled environments, including buildings of all sizes, and vehicles. Aeris' solution delivers dramatic and proven energy savings, alongside documented benefits to system efficiency, and independently-validated indoor air quality with proven immediate improvements in sustainability and cash flow savings.

Previously-Released Announcements

This ASX announcement refers, in part, to information extracted from the below-listed releases that are available for viewing via Aeris' website in the Investor section at www.aeris.com.au

- 05 June 2020: USA Update
- 31 March 2020: Business Update Investor Presentation
- 18 March 2020: Australian test confirms Aeris Active is effective against Coronavirus
- 05 March 2020: Aeris Active approved for sale in the UK
- 27 February 2020: Aeris Active - effective disinfection against virus deaths
- 18 February 2020: Singapore NEA lists Aeris Active effective for Coronavirus

TABLE OF ANALYSIS ACCORDING TO EUROPEAN STANDARDS FOR THE AERIS ACTIVE® PRODUCT
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PRODUCT INFORMATION

NAME : AERIS ACTIVE®

The **AERIS ACTIVE®** product was tested according to the following European standards and adapted protocols:

PERFORMANCE	ORGANISM	STANDARD	EFFICACY LEVEL	CONCLUSION
BACTERICIDAL	<i>Staphylococcus aureus</i> <i>Escherichia coli</i> <i>Pseudomonas aeruginosa</i> <i>Enterococcus hirae</i>	EN 1276	> 5 LOG	PASS
	<i>Staphylococcus aureus</i> <i>Escherichia coli K12</i> <i>Pseudomonas aeruginosa</i> <i>Enterococcus hirae</i>	EN 13727	> 5 LOG	PASS
FUNGICIDAL	<i>Candida albicans</i> <i>Aspergillus brasiliensis</i>	EN 1650	> 4 LOG	PASS
	<i>Candida albicans</i> <i>Aspergillus brasiliensis</i>	EN 13624	> 4 LOG	PASS
BACTERICIDAL AND FUNGICIDAL (SURFACES)	<i>Staphylococcus aureus</i> <i>Escherichia coli</i> <i>Pseudomonas aeruginosa</i> <i>Enterococcus hirae</i> <i>Candida albicans</i> <i>Aspergillus brasiliensis</i>	EN 13697	> 4 LOG (BACTERIA) >3 LOG (FUNGI)	PASS PASS
	<i>Adenovirus, Norovirus and Poliovirus</i> <i>Coronavirus and Influenza virus H1N1</i>	EN 14476:A2	> 4 LOG	PASS
VIRUCIDAL (SURFACES)	<i>Adenovirus and Norovirus</i>	EN 16777	> 4 LOG	PASS
VIRUCIDAL (RESIDUAL EFFECT DURING 7 DAYS)	<i>Norovirus</i> <i>Coronavirus and Influenza virus H1N1</i>	ADAPTED PROTOCOL + EN 16777 PROTOCOL	> 4 LOG	PASS
VIRUCIDAL (200 TOUCHES)	<i>Norovirus</i> <i>Coronavirus and Influenza virus H1N1</i>	ADAPTED PROTOCOL + EN 16777 PROTOCOL	> 4 LOG	PASS
BACTERICIDAL (RESIDUAL EFFECT DURING 7 DAYS)	<i>Staphylococcus aureus</i> <i>Pseudomonas aeruginosa</i>	ADAPTED PROTOCOL + EN 13697 PROTOCOL	> 4 LOG	PASS
BACTERICIDAL (200 TOUCHES)	<i>Staphylococcus aureus</i> <i>Pseudomonas aeruginosa</i>	ADAPTED PROTOCOL + EN 13697 PROTOCOL	> 4 LOG	PASS