



Climate Controlled Environmental Solutions



Mr Maurie Stang
Chairman

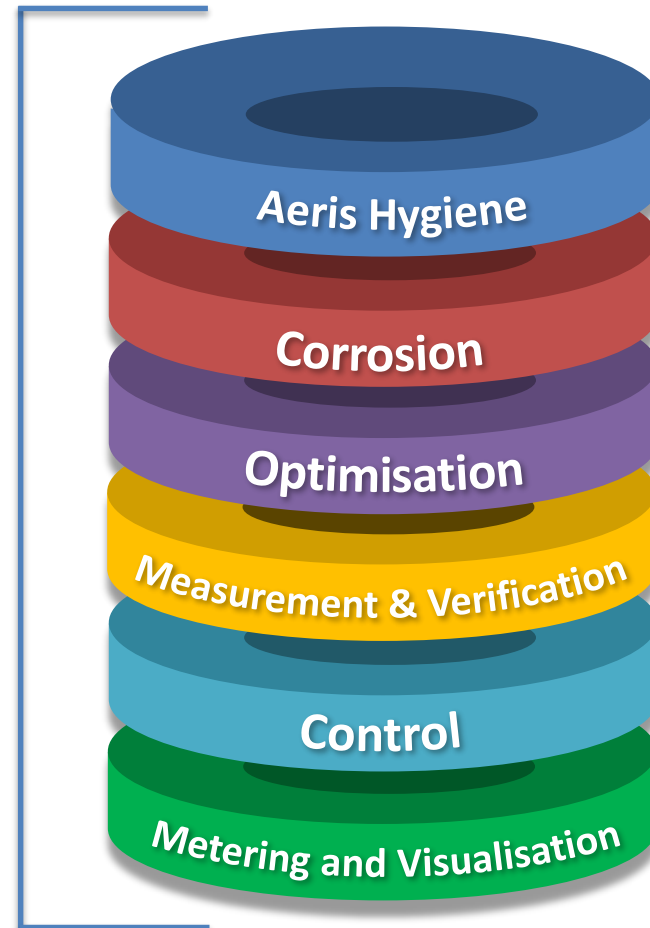
The Aeris Ecosystem

Aeris Environmental brings disruptive 'clean, green technology' to all climate controlled environments.

Aeris has invested in, and now put in place, the building blocks of a transformational capability to drive measurable improvements and changes in the performance and sustainability of the key assets in climate controlled environments.

***"Great companies are built on great products"** Elon Musk*

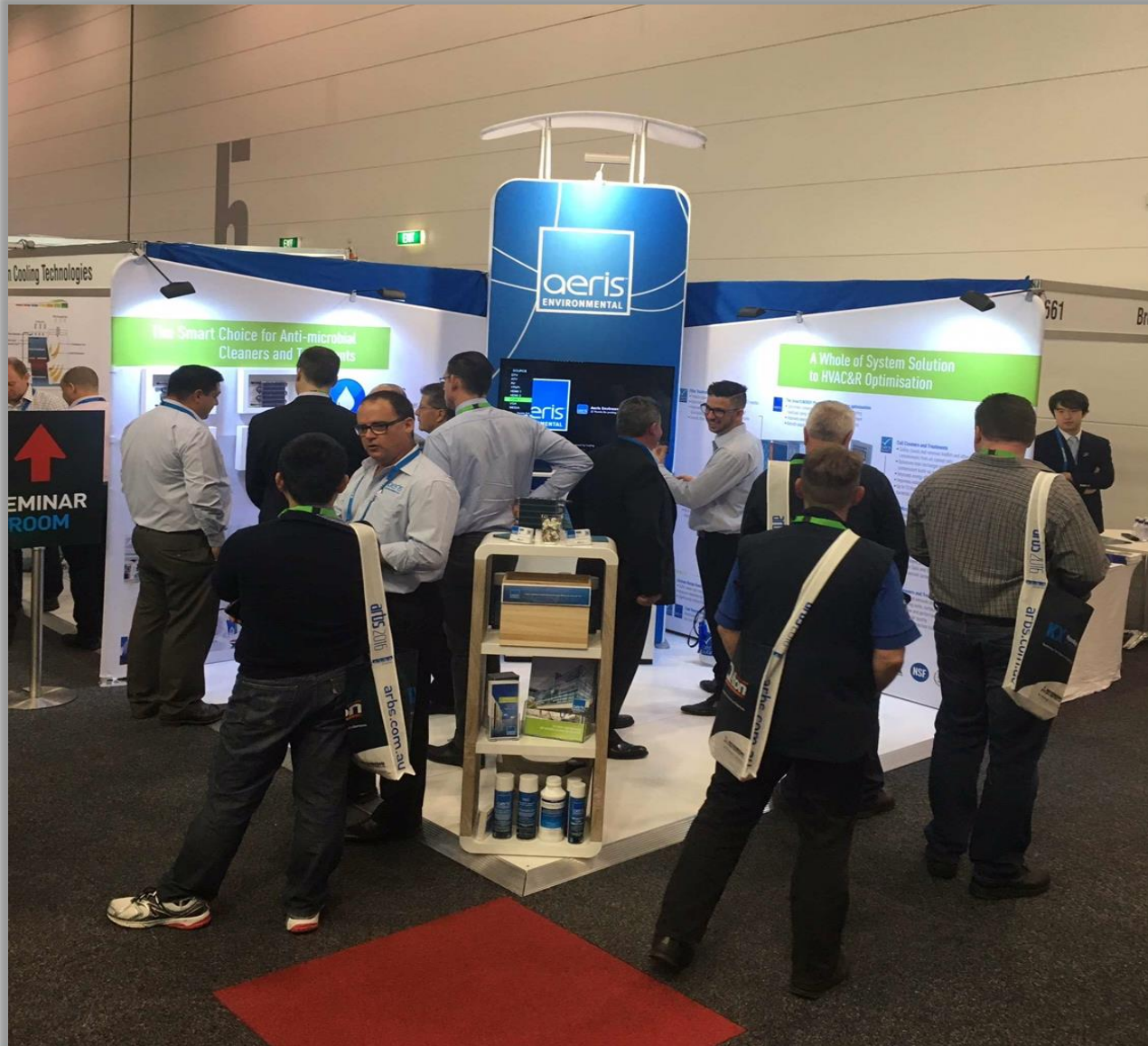
Aeris Proprietary Assets



Industrial Internet/Internet of Things



AERIS - Trade Adoption



AERIS – Market Adoption



Health Care

- Specification – Qld Health
- Private Hospital Group(s)



Hotel

- Accor
- Marriott/Starwood
- Kempinski
- Hyatt



Retail

- Large Format Retail Association
- Large Retailer(s)
- Postal Utility
- Big 4 Bank
- IGA
- Supermarket chain(s)
- Spotlight



Facilities Man.

- Cushman & Wakefield/DTZ
- CBRE
- Momentum Energy



Govt. - Mining

- Mining
- State Railways
- Government Schools
- Offshore oil

business breaking news

Aeris forms Accor partnership in Asia

© NOVEMBER 26, 2015 4:54PM

AAP



AUSTRALIAN anti-microbial technology company Aeris Environmental has entered into a strategic partnership with global hotel operator AccorHotels Group to apply Aeris SmartENERGY solutions to Accors hotels across the Asia Pacific region.

THE company's patented suite of advanced multi-enzyme products will be used to deliver significant cost savings, while improving quality, efficiency, and safety at Accors more than 600 hotels across the Asia Pacific region, including Thailand, Japan, Singapore, Malaysia, Indonesia, South Korea, Vietnam, Laos and Cambodia.

Originally published as Aeris forms Accor partnership in Asia



USA expansion

- ✓ Successful validation of United States market opportunity. Strong customer and platinum partner engagement has now triggered Aeris commitment to near-term market entry.
- ✓ First USA orders received, initial distributors engaged.
- ✓ Aeris commissioned by leading NASDAQ company for energy efficiency program in the USA.
- ✓ Engagement of North American Business Development Manager, Mr Peter Redden. Operational infrastructure now being implemented.



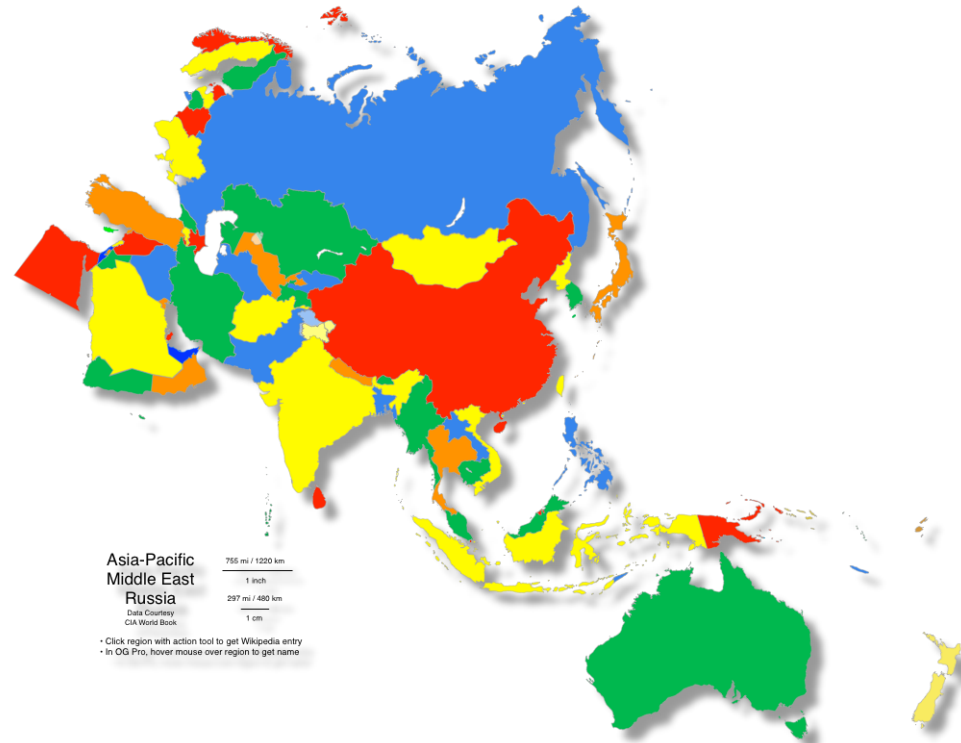
Global markets

- ✓ **Aeris Cleantech Asia** – Majority owned Singaporean distributor, covering Malaysia, Indonesia & Brunei.
- ✓ **Aeris Cleantech Europe** - Wholly owned European distributor.
- ✓ **Aeris direct** presence in Thailand, Vietnam, Myanmar, Cambodia and the Philippines.
- ✓ **Platinum Partnerships** in Hong Kong and China (Johnson Group) and Dubai (Aeris MEI).



Asia Pacific Market

- ✓ High profile rollout through Australian HVAC wholesaler.
- ✓ Expanded wholesale engagement beyond HVACR
 - Electrical services
 - Plumbing
 - Specialty cleaning
 - Remediation
 - Hospitality
 - Ice-cream/food service
- ✓ Commercial launch of HUB ecosystem.
- ✓ Multiple Platinum Partner agreements for corrosion and remediation service including HydroKleen agreement.



Refrigerated truck/container commercial rollout

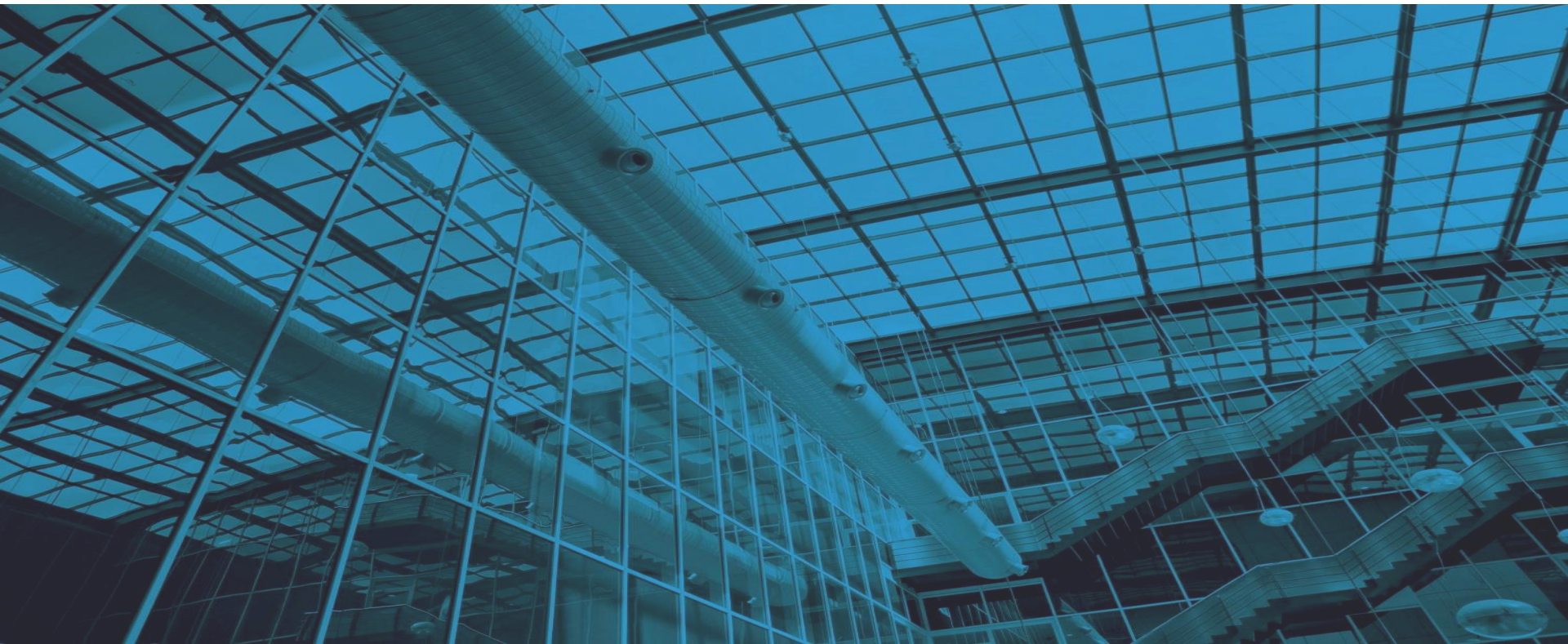
- ✓ Installed cost - \$60 per truck per month.
- ✓ Term – 60 months (5 years).
- ✓ Ongoing incentive – 50% of validated fuel savings.
- ✓ AerisVIEW reporting & visualisation including GPS & temperature tracking.
- ✓ Rollout of hygiene & corrosion prevention, refrigerators, containers and cool rooms.

Australian total market opportunity –
28,900 refrigerated trucks, containers and cool rooms

United States total market opportunity –
1,000,000 refrigerated trucks, containers and cool rooms



2016 Financial Overview



2016 Financial Overview

Financial

Review of operations

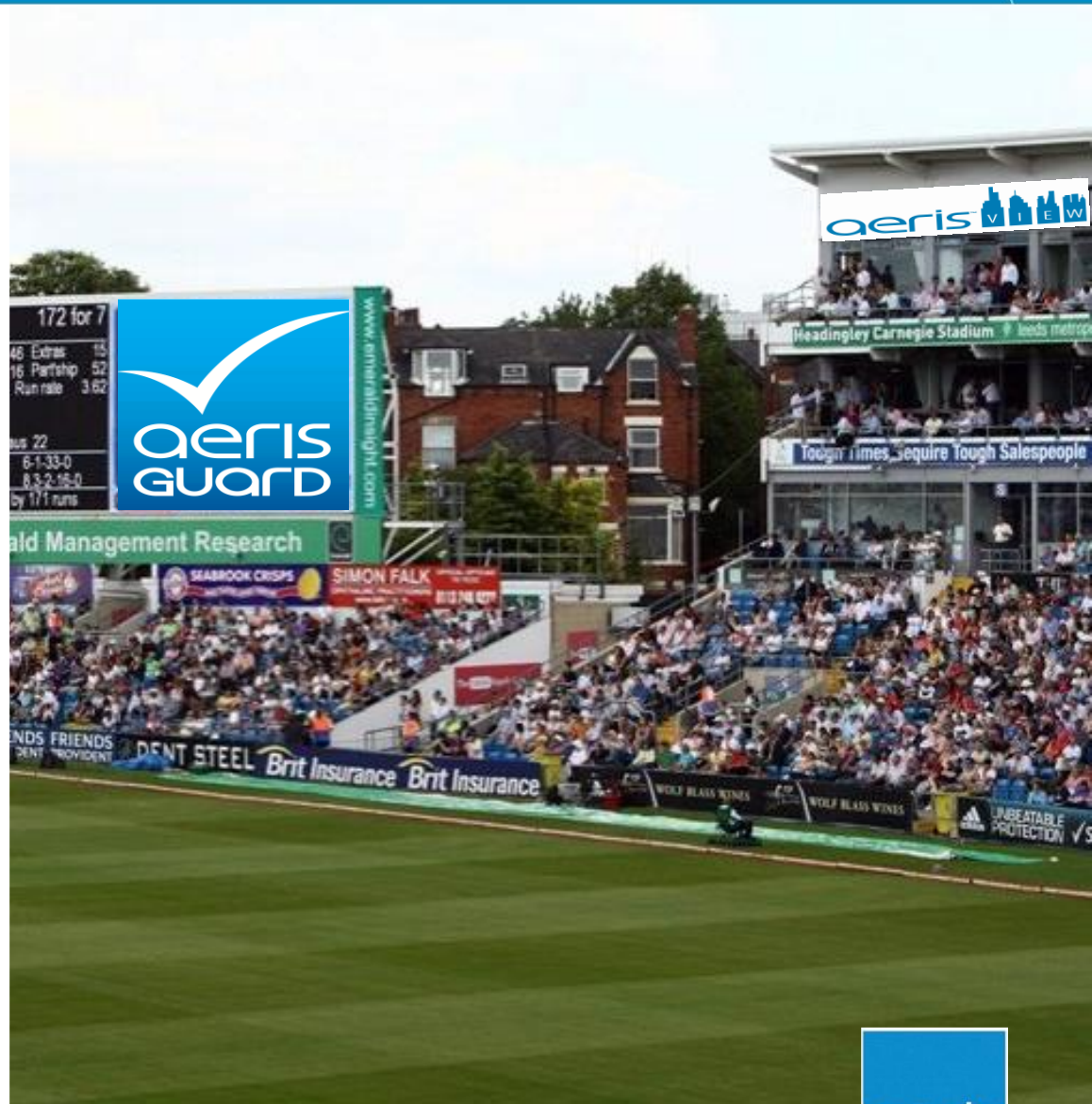
The results of the operations of the consolidated entity during the financial year were as follows:

- 124% increase in year-on-year revenue for the period, which reflects Company's early scale up of commercial operations.
- Cash balance of \$5.4M as at 30 June 2016.
- Scaling customer and distributor purchases in each business unit – AerisGuard consumables for HVAC hygiene and specialty products for remediation and bacterial control, SmartENERGY ecosystem, OEM advanced coatings for the prevention of corrosion, mould & biofilm.
- Material committed/contracted forward revenue along with strong pipeline of validated opportunities.

	2016 (\$)	2015 (\$)
Income	1,961,488	874,389
Expenses	(4,027,419)	(2,891,301)
Loss after income tax	(2,065,931)	(2,016,912)

Runs on the board

- *Successful rollout of AerisGuard consumables into wholesale including Heatcraft.*
- *Launch and commercial production of SmarHUB Ecosystem.*
- *Letter of Intent covering AerisCoat Corrosion and SmarHUB optimiser from SolAir World (non-binding) for annual product in excess of 120,000 units beginning second half of calendar 2017, with potential in excess of \$2 million revenue per quarter, at anticipated scale.*
- *Fifth generation of OEM coatings with over 10 launch customers, and current global market opportunity of over 100 million coils per annum.*



Runs on the board

- *Strong progress in hospitality vertical, with multiple global hotel brands engaged.*
- *Launch of ground-breaking “anti-corrosion in a can”.*
- *Platinum Partnership with Bingo Industries.*
- *Approval for Carbon credit generation under NSW Government scheme.*
- *Carrier refrigerated truck partnership including technical development program.*
- *Agreement from major banks to externally finance Aeris Asset Upgrade Agreements.*
- *Groundbreaking HACCP approval for key AerisGuard hygiene products*





Mr Peter Bush
Chief Executive Officer

Aeris – “optimise not replace”

“

Just refrigerator efficiency saves more energy than all the energy we are generating from renewables, excluding hydroelectric power.

– Steven Chu –
Nobel Laureate Physicist

”

Aeris – real world solutions

There are 12.6 million pieces of stationary A/C equipment in Australia – including 1.1 million in the food cold chain.

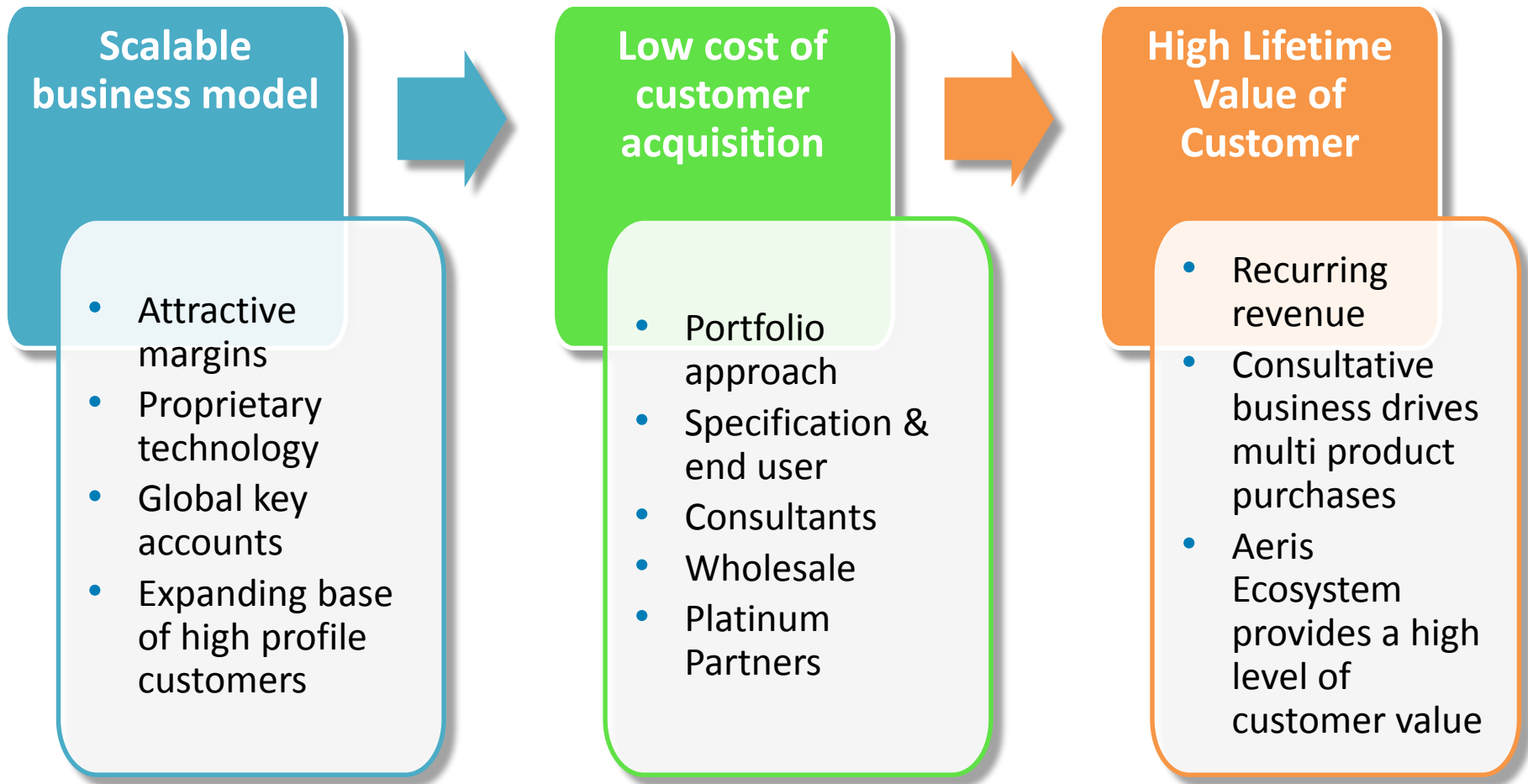
This represents 22% of all electricity usage.

AerisGuard and SmartENERGY, if broadly implemented, can **help Australia reduce total Carbon emissions by 2%!** This is almost HALF of the Carbon target of 5% that has been set for 2020.



Total emissions for 2012 were 558.8 MT CO₂e - RAC Stationary A/C equipment 11,555,000 Refrigerated Cold Food chains 1,083,900 Represents 22% of electricity usage or 22% of (use 193MT total) WHAT WILL 20% SAVINGS IN RAC GENERATE Using the Cold hard Facts data = $0.2 \times 57.1 = 11.42$ MT.

Commercial focus



Aeris – the time is now

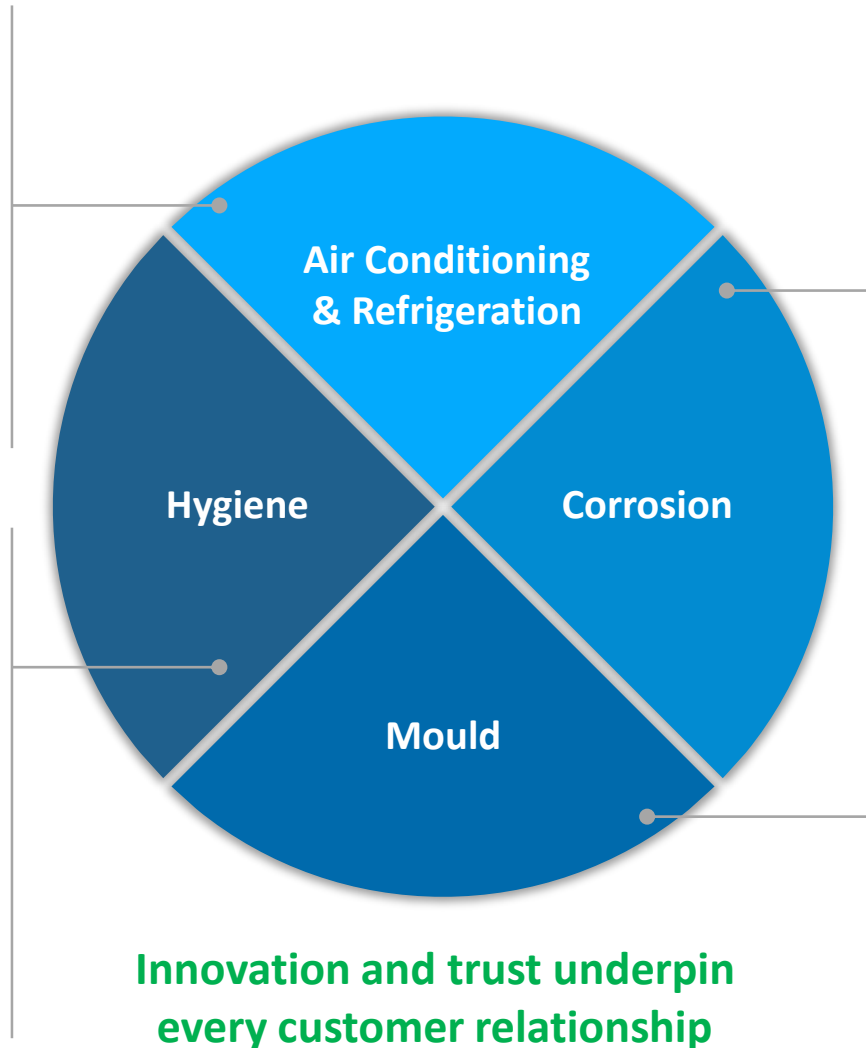
- ✓ **Aeris solves real world problems more effectively than conventional toxic technologies.** It is uniquely based on validated, green, Cleantech solutions.
- ✓ **We embrace technology and data,** having made a direct investment in our AerisVIEW cloud based network, which is uniquely scalable across all climate controlled environments, building, trains, planes, trucks, and ships.
- ✓ We now present our customers and partners with **compelling reasons for implementation, driven by rapid ROI, innovative structure and finance** that delivers cash flow positive outcomes from the date of installation.
- ✓ Aeris has now **embraced the trade & wholesale** with reciprocal, broad scale adoption.
- ✓ **We have an expanding sales pipeline, purchase orders, projects & committed revenue.**



Aeris' key product categories

- Maintenance
- Efficiency
- Optimisation
- Measurement & Verification
- Control and Metering
- OEM

- Kitchen exhaust
- Cool rooms
- Refrigeration and cold chain
- Ice machines
- Hard surfaces
- Biocidal Polymers
- Ice cream machinery



- On-site corrosion protection (service)
- Long term corrosion protection (OEM)

- Remediation
- Long term prevention
- Odour control

Six key strategic opportunities

HVAC consumables

Build and 'own' market for coil remediation and maintenance – direct synergy between mechanical services and hygiene business

Reporting and optimisation

Use SmartHUB ecosystem and AerisVIEW analytics to measure outcomes in real time whilst driving meaningful financial savings

Specification

Create recurring revenue through contracted agreements with end users

Hygiene & mould

Expand annuity opportunity products through additional sales to existing customers – service kitchen exhaust hoods, cool rooms, ice machines, ice cream machines, beer lines

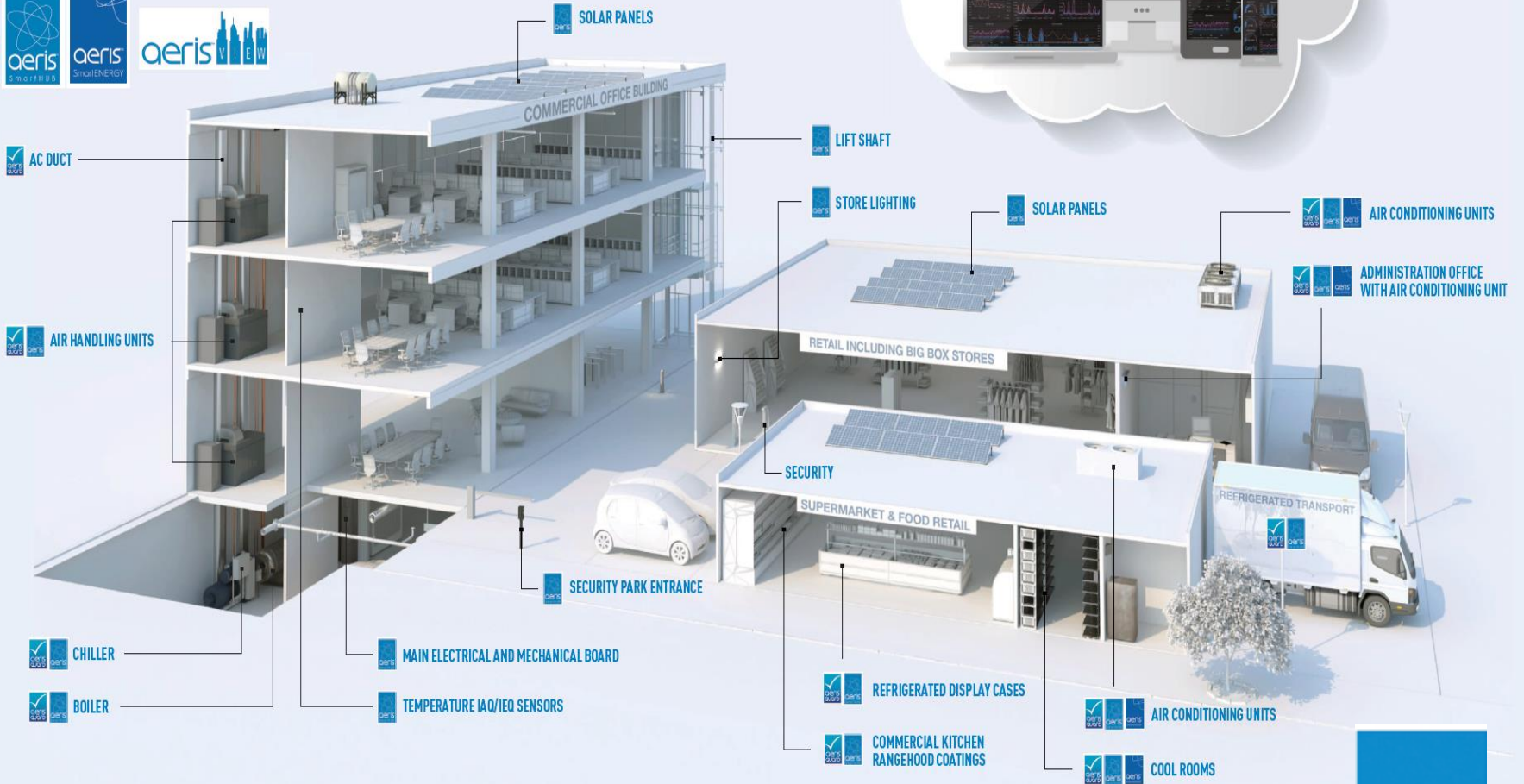
Corrosion service model

Leverage existing customer base and 'upsell' new products and services, add to the platinum partners offering

OEM integration

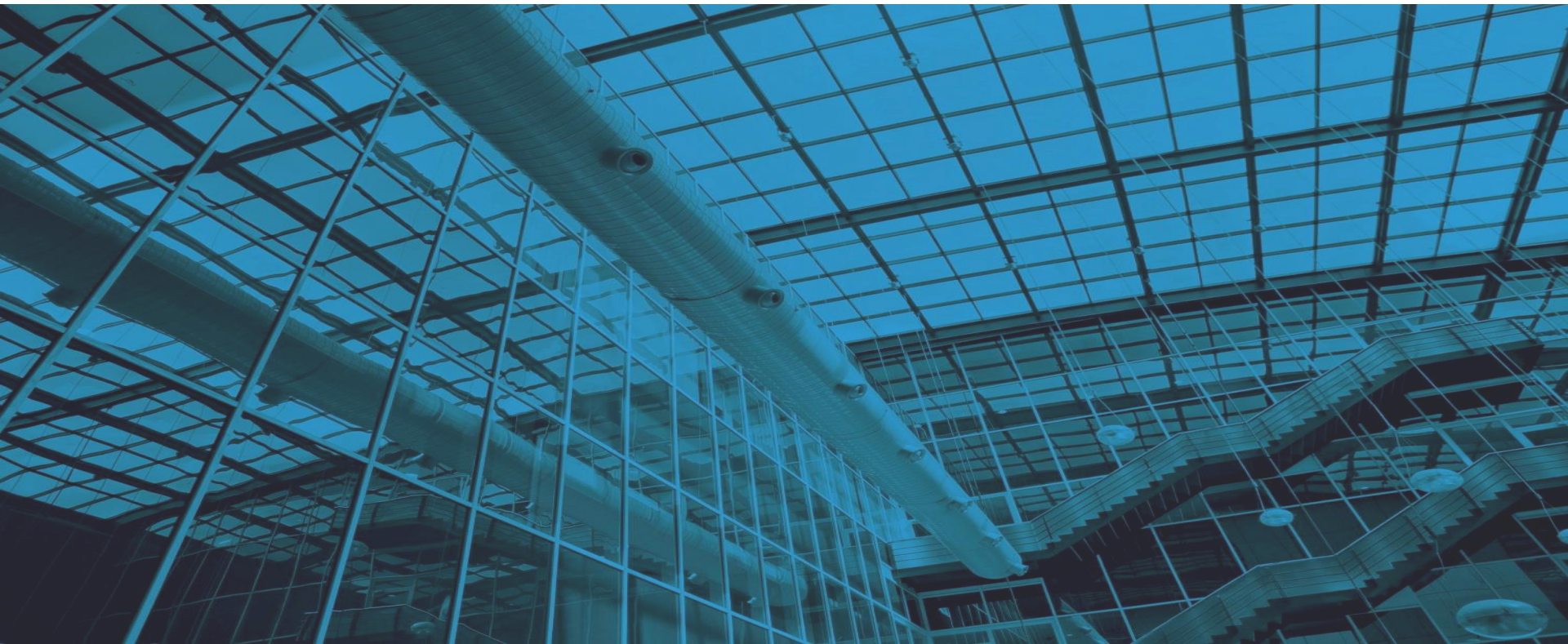
High volume application at the point of manufacture

Solutions that sell



Air Conditioning & Refrigeration

aeris™
ENVIRONMENTAL



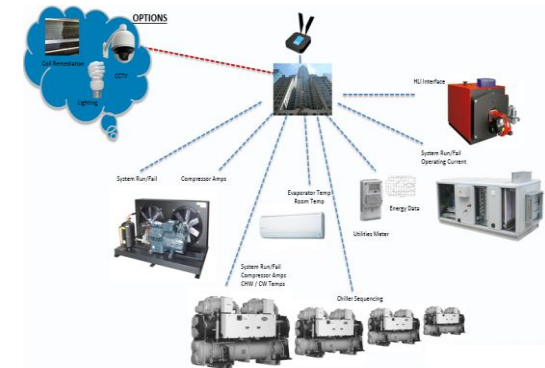
AerisGuard Air Conditioning and Refrigeration



- HVAC & Refrigeration consumables range.
- Available through Heatcraft network.
- Highly differentiated 'full service' range.
- Market leading warranties and certification.
- Ongoing training and development.
- Proven R&D capability to deliver tailored solutions.



- Asset level solutions.
- Compressor Optimisation.
- Demand Management.
- Control and Building Management – totally scalable.
- Innovative finance – P&L positive from day one!
- Connect and Measure intelligent IoT points via API.



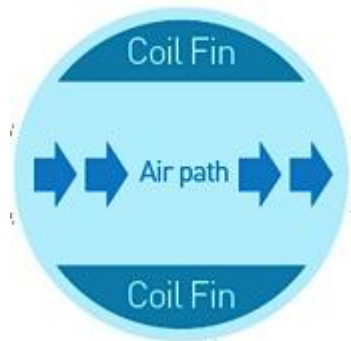
- Measurement & Verification driving Carbon Credits.
- Cloud based on Aeris network (best practice cyber security).
- Monitors site energy and plant operations remotely.
- Real time reporting and predictive failure monitoring.



AerisGuard Maintenance Consumables



CLEANS



AerisGuard cleaners use patented anti-microbial, multi-enzyme technology, which is non-toxic and pH neutral to breakdown and digest the biofilm and other contaminants.



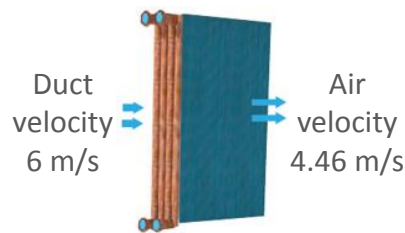
PROTECTS



AerisGuard treatment is then applied to create a biostatic protective coating on the surface. This provides 12 months of residual protection to control and prevent mould, fungi and odour causing bacteria. AerisGuard corrosion protection from the elements.



OPTIMISES



Cleaner coils and surfaces result in improved air flow and more efficient heat exchange during the heating and cooling cycle.

Lower running costs, it also delivers cleaner, healthier air and improved occupant comfort (IEQ).



Case study – client coil maintenance energy

- Annual maintenance cost of \$620 per unit to the client which includes \$400 of Aeris product.
- Annual energy saving of \$5,189 to the client.
- ROI on this example is 837%, or 43 days payback.
- Site is eligible to claim Energy Saving Credits if using the SmartHUB.
- Client having access to data and reporting on their HVAC at asset level using AerisVIEW
- Client can specify AerisGuard be applied by accredited applicator

The above case is a high end example that demonstrates the real world benefits of the AerisGuard system.

Energy Consumption Scenario			
Temperzone 92kWr Package Unit – 5% energy saving			
	kWh Consumption		
LOAD	Pre Monthly	Post Monthly	Monthly
FACTOR	Consumption	Consumption	SAVINGS
0.63	949,646	902,164	47,482
Total	kWh Cost of 10.93 cents		\$5,189



Air conditioning & refrigeration

- **Wholesale**

- Complete wholesale rollout with full weighted distribution.
- Grow on-self facing and ranging through product innovation and market development.
- Key end account development – (e.g. AE Smith, supermarkets).
- New channels – L&H Parts+.

- **HydroKleen**

- Australian and regional growth.
- Key account acquisition.

- **Facilities Management**

- Cushman & Wakefield / DTZ.
- CBRE.
- Broadspectrum.

- **Cross Selling Focus**

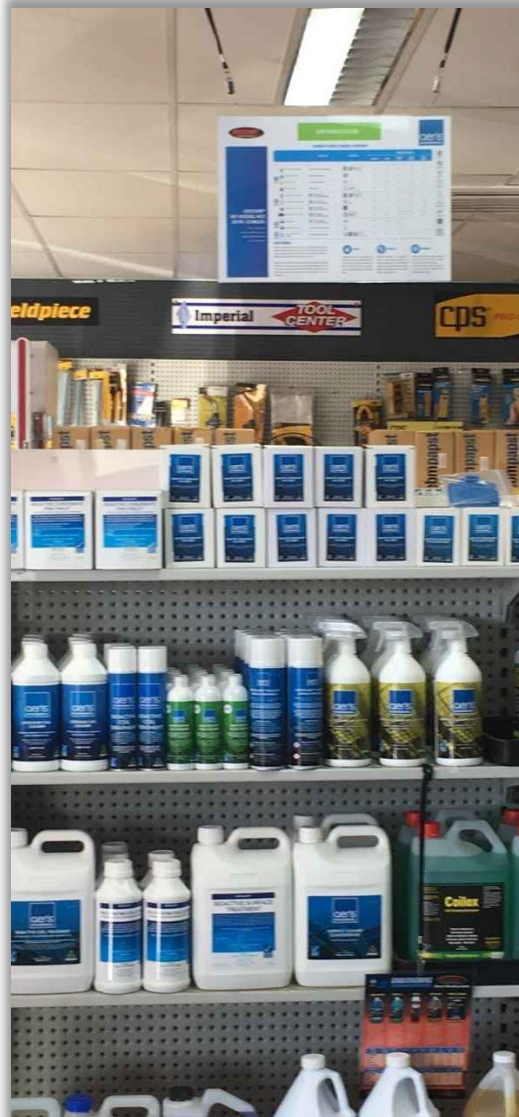
- Corrosion
- Hygiene
- Mould
- AerisVIEW
- Aeris SmartENERGY

Known and expected wins

- National Retailer Specification (multiple) – \$500k per annum
- CBRE Specification (multiple) – \$250k per annum
- Cushman & Wakefield (National Postal Utility and Bank – Multiple) - \$Mil+ pot.
- HydroKleen – State Rail Operator Specification – 3,000 assets – \$300k per annum.
- Broadspectrum – Steel site crane A/C project Specification 4 projects x \$200k each – budgeted.
- Broadspectrum – 3000 split unit assets Specification on Steel site - budgeted \$300k.
- Mining Industry – Multi-National client – high wall remediation specification – budgeted \$250k

HVAC – Wholesale

- Heatcraft rollout under way
- Heatcraft stores ANZ – **70+ (35 metro, 27 regional, 9 NZ)**
- Average Aeris sales revenue per large store – **\$30k/annum**
- Average Aeris sales revenue per small store – **\$10k/annum**
- Number of Mechanical Services Companies using AerisGuard range (National) – **28 (including 4 of the 'majors')**.
- Parts+ Heatcraft ranging.

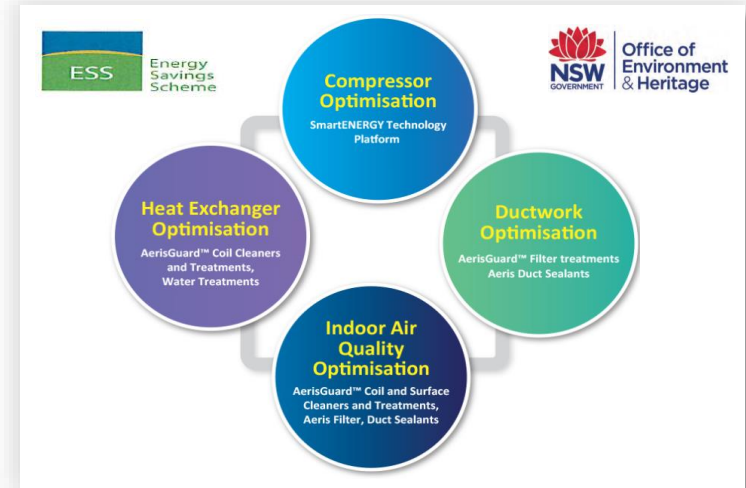


SmartENERGY – Integrated Management & Control

AERIS SmartENERGY redefines the landscape in bringing industrial internet capability to the Aeris multi-functional SmartHUB. This breakthrough device enables a dedicated network with **integrated management and control** that makes buildings **smarter, healthier and more efficient**.

SmartENERGY technology platform provides:

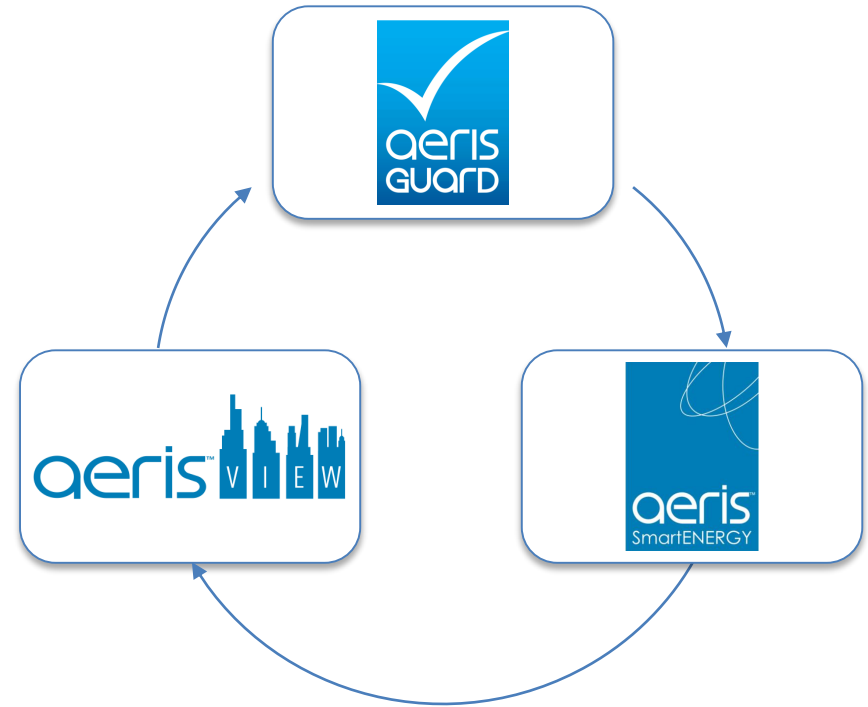
- Integration to other building services such as electrical, mechanical, hydraulic, vertical and transport etc.
- Retrofit solution for both new and existing equipment & environments.
- Compatibility with leading control & automation systems.
- Uniquely scalable from the smallest, to the largest climate controlled applications.
- Real time optimisation, control, measurement and performance verification.



Aeris Smart Ecosystem

Aeris uniquely provides end-to-end solutions

- **Indoor Environmental Quality**
 - HVAC Coil Remediation & Microbial Coatings
 - Lighting Color Tuning
 - P2, VOC, CO2, Temp & Humidity Monitoring
- **Building Management Solutions (Tridium - BMS)**
 - Predictive Maintenance Solutions
 - AFD – Automated Fault Diagnostics
 - IoT Devices and Monitoring
- **Energy Management Solutions (EMS)**
 - Building Energy Analytics
 - Predictive Analytic Platform
- **Dashboard and Public Displays**
 - Energy, Performance and Public Information
- **Reporting and Performance Verification**
 - NABERS
 - Green Star
 - Well Standard

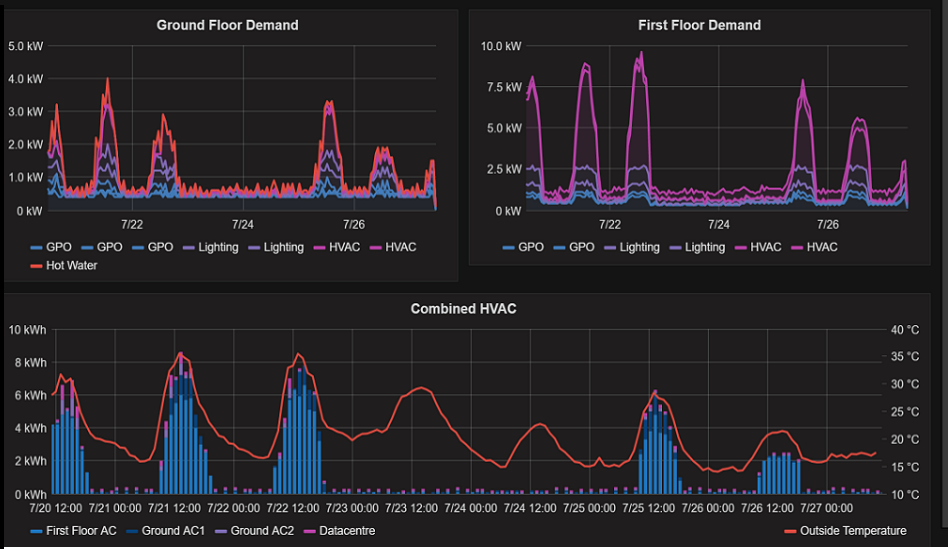
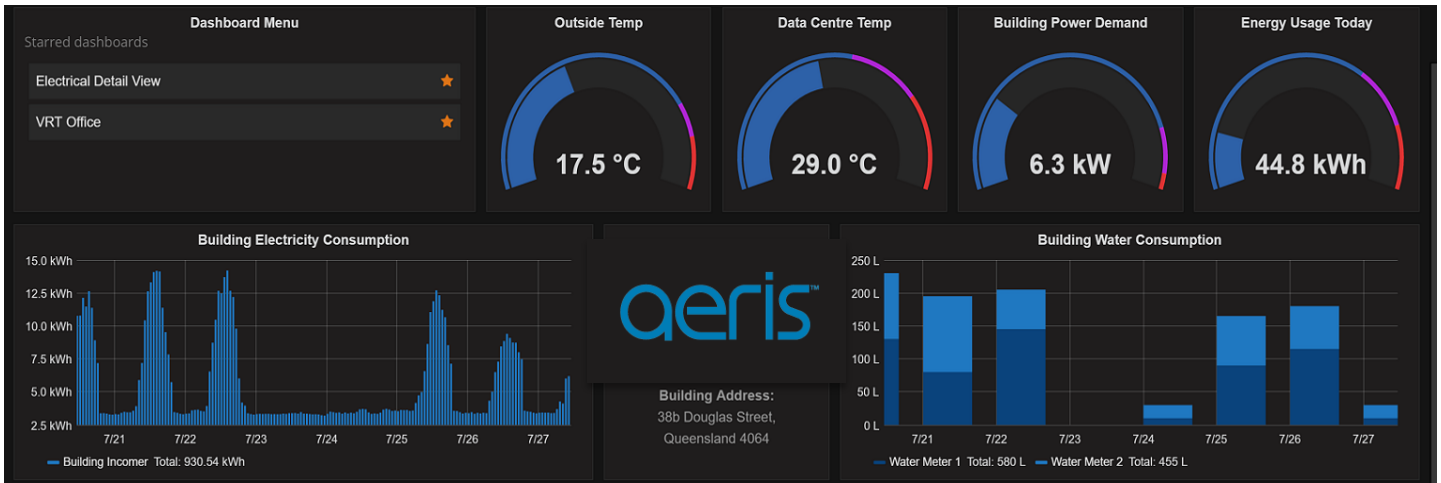


powered by
niagara
framework®

POWERED BY
WideSky



AerisVIEW



- **Commercial launch**

- Aeris SmartHUB ecosystem
 - Aeris refrigerated transport
 - AerisVIEW metering & reporting
 - Aeris Asset Upgrade Agreement financing
- Momentum Energy co-marketing agreement
 - Power utility co-marketing agreement
 - Power utility demand management program
 - Tridium/Niagra control platform incorporating Aeris SmartHUB

- **Known and expected wins**

- Carrier SmartHUB for refrigerated transport
- IGA – Regional NSW rollout
- Cushman & Wakefield Singapore – SmartHUB rental – major hospital.
- Cushman & Wakefield Australia – SmartHUB – Postal Utility.
- Cushman & Wakefield Australia – AerisVIEW – Postal Utility.
- CBRE Asia – SmartHUB & AerisVIEW opportunity – Asian REIT.
- REIT 1 – Tridium/Niagra strategic partnership.
- REIT 2 – Tridium/Niagra strategic partnership.
- School – Tridium/Niagra project.
- University – Tridium/Niagra project.
- Utility – Smart Cities Controller.

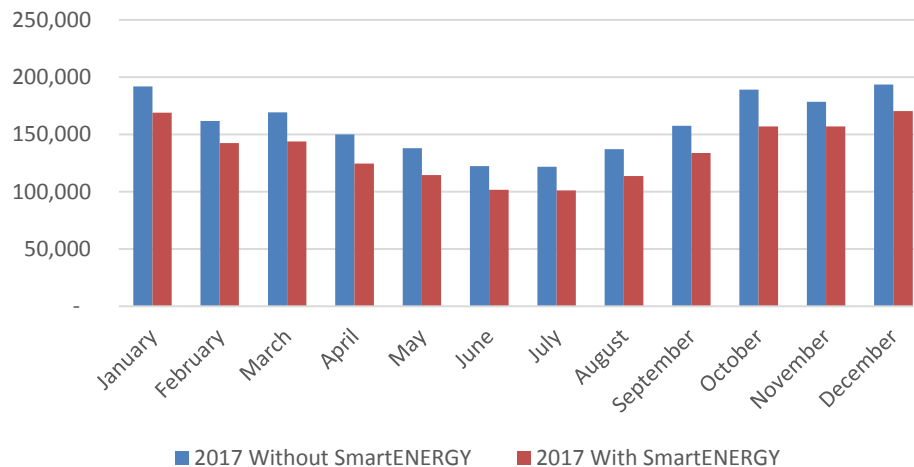
SmartENERGY – Fresh Freight Case Study

Fresh Freight Tasmania

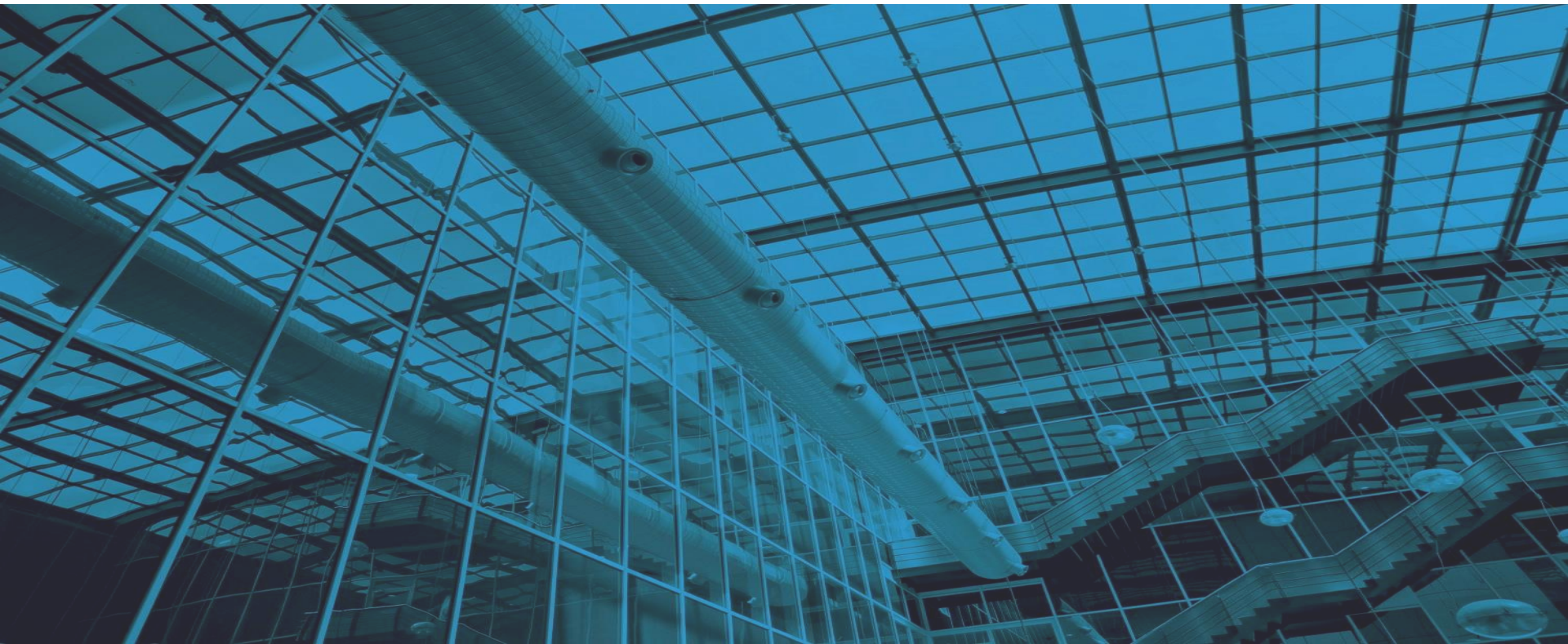
- Specialised refrigerated transport company
- Major Trading Partners: Tassal Group; Nestle Australia; Houstons Farms; Harvest Moon; Inghams Enterprises; PFD Foodservices
- 4 strategically located, temperature controlled depots; Laverton North in Melbourne, Devonport, Legana and Hobart in Tasmania.



Monthly Consumption



Hygiene



Aeris Consumables – Function & Industry



Cleans



Protects

	Target industry				
	HVACR	Electrical services	Plumbing	Hospitality/ Food & beverage	Commercial cleaning
Cleaning products					
Multi-enzyme coil cleaner	✓				
Surface cleaner	✓			✓	✓
Degrease cleaner				✓	✓
Surface cleaner and Sanitiser	✓	✓	✓	✓	✓
Surface cleaner (Mould and Odour)	✓			✓	✓
Range hood coating				✓	
Ice cream, ice-machine and food equipment cleaner/sanitiser.	✓			✓	
Cooling tower water treatment	✓				
Protection products					
Bioactive coil treatment	✓				
Bioactive surface treatment	✓			✓	
Bioactive filter treatment	✓				
Condensate pan treatments	✓				
Maintenance corrosion protection (MCP)	✓	✓	✓		✓
Mould control treatment (surfaces)		✓	✓	✓	✓
Duct coating	✓			✓	✓



Evaporator coil



Multi Enzyme Coil Cleaner



Condenser coil



Outdoor Coil Cleaner



Cool room



Surface Cleaner



Refrigeration



Degrease Cleaner



Surfaces



Bioactive Coil Treatment



Kitchen Exhaust



Bioactive Surface Treatment



Ductwork



Bioactive Filter Treatment



Condensate pan



Condensate Pan Treatments



Filters



Duct Sealants



Condensate pan



Range Hood Coating



Maintenance Corrosion Protection

AerisGuard hygiene – deep and wide

Product	Application
Exhaust hood cleaning and coating	Commercial Kitchen
Hard surface cleaner/ sanitiser with residual protection	Kitchen, Cool Rooms, Hard surfaces
Mould cleaner/sanitiser with long term protection	Carpet, Soft Furnishings, Hard Surfaces
Water circuit cleaner/sanitiser	Beer lines, CIP
Ice Machine cleaner/sanitiser	Ice Machines
Ice Cream cleaner/sanitiser	Ice Cream Machines
AerisGuard HVAC & Refrigeration	Cool Rooms, Refrigerated Trucks
Water Towers	Biofilm removal (Legionella Prevention)

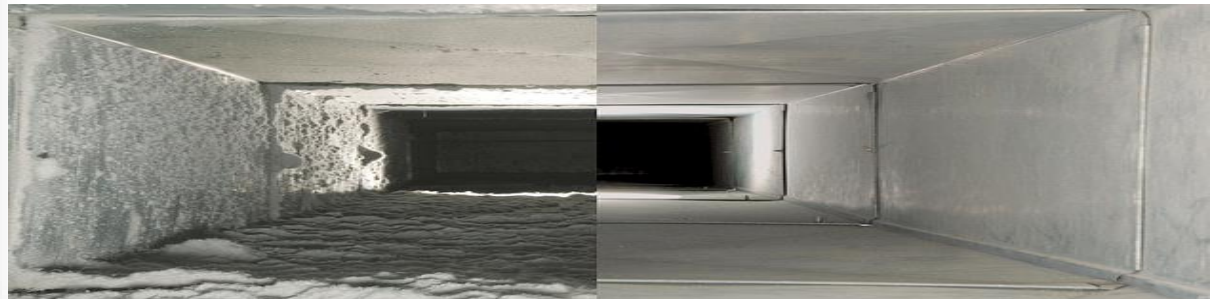
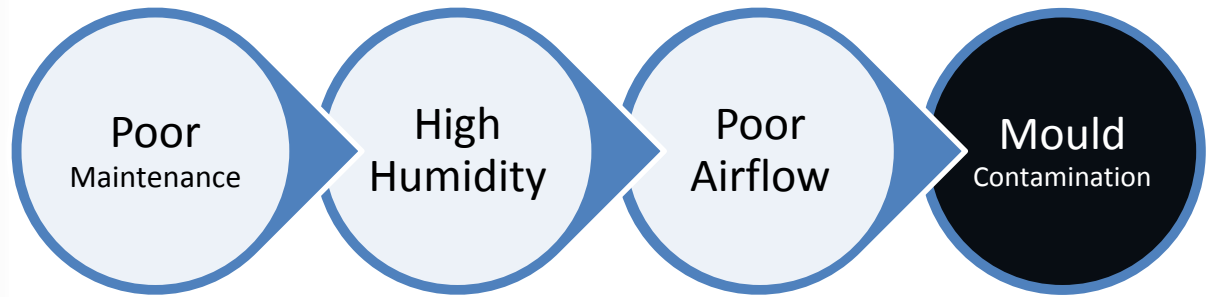


Mould – A silent killer

United States Environmental Protection Agency on HVAC mould

“If you suspect that the heating/ventilation/air conditioning (HVAC) system may be contaminated with mould (it is part of an identified moisture problem, for instance, or there is mould near the intake to the system), do not run the HVAC system if you know or suspect that it is contaminated with mould - it could spread mould throughout the building.”

- Mould can be found almost anywhere and can grow on virtually any organic substance.
- Mould grows on wood, paper, carpet, foods, and insulation.
- When excessive moisture accumulates in buildings or on building materials, mould growth will often occur, particularly if the moisture problem remains undiscovered or unaddressed.



Aeris – Mould remediation and protection

Current Projects

Aged care – Mining - Offshore Camps - Schools & Universities
Retail - Hospital - Health Care

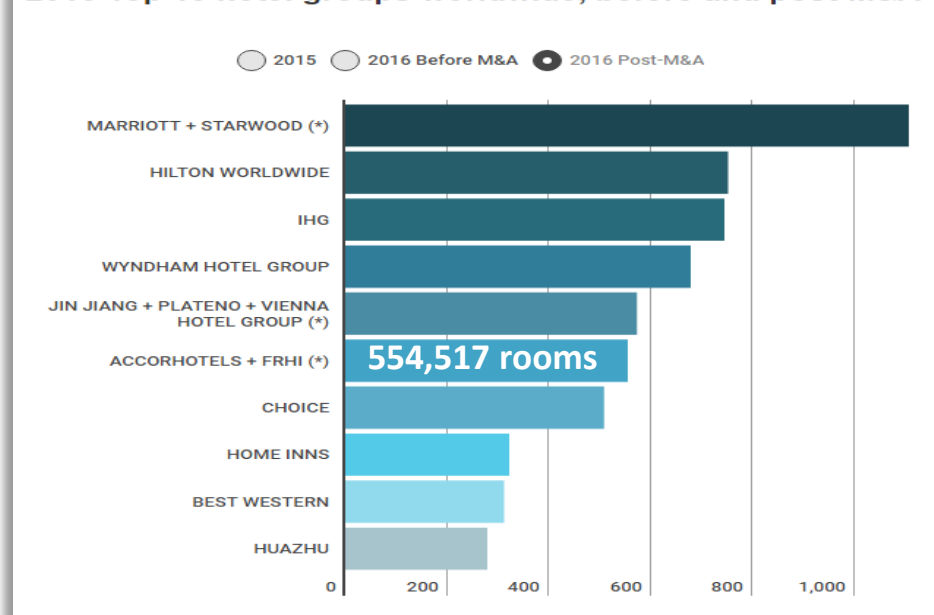


- ✓ Remediate, don't replace
- ✓ Remove odour
- ✓ Non-destructive hygiene
- ✓ Long term residual protection
- ✓ Compliance and certification
- ✓ Safe for operators and occupants
- ✓ Environmentally friendly
- ✓ Fully compatible with all surfaces - carpets, soft furniture, metals, wallpaper, fabric & paint

AerisGuard hygiene – Thailand & Vietnam hotel study

Territory	Product Ordered	Quotation	Pipeline	Opportunity (150+ room)
Thailand	20 hotels	19 hotels	85 hotels	324 hotels
Vietnam	5 hotels	8 hotels	26 hotels	686 hotels

2016 Top 10 hotel groups worldwide, before and post-M&A



Number of hotels

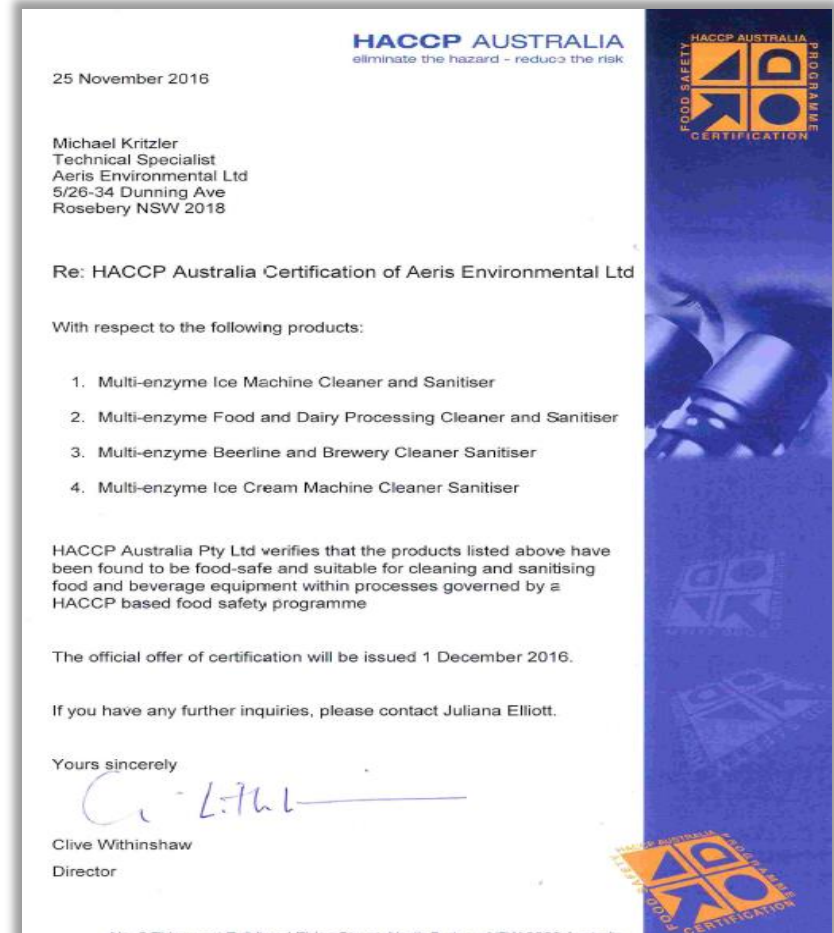


- ✓ **HVAC**
 - Efficiency
 - Rooms
 - Common areas
 - Cooling tower
- ✓ **Energy**
 - Water
 - Reporting
- ✓ **Hygiene**
 - Mould
 - Odour
 - Cool room
 - Kitchen
- ✓ **Kitchen**
 - Ice machine
 - Ice cream machine
 - Exhaust hood
- ✓ **Corrosion**



AerisGuard Hygiene

- Wholesale (domestic / global)
 - Key account development
 - Expand SKUs in existing channel
 - New channels – cleaning supplies
- International launch
 - Platinum partners
- Vertical
 - Hotels
 - Healthcare
 - Horticulture
- Facilities Management
 - Cushman & Wakefield (global)
 - CBRE
 - Broadspectrum
- Cross selling – corrosion, hygiene mould, AerisVIEW and Aeris SmartENERGY.



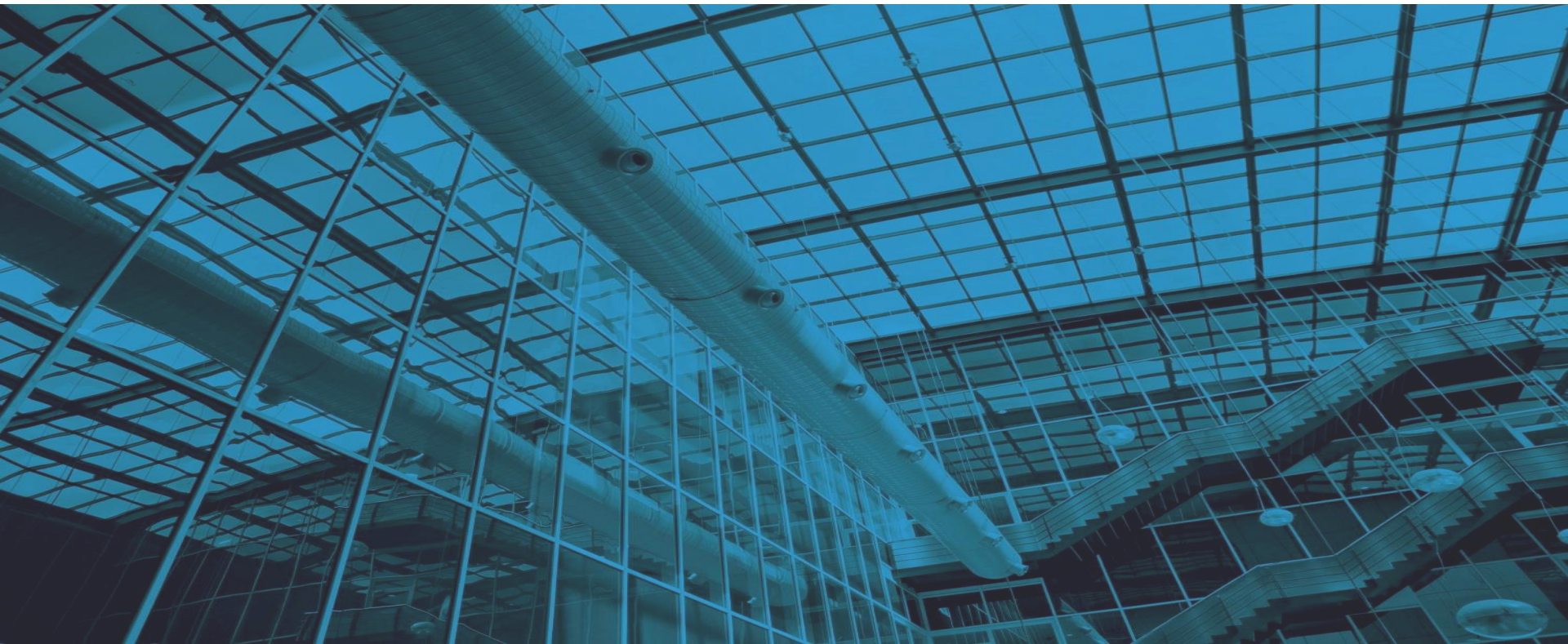
The Sydney Morning Herald
NEWS SITE OF THE YEAR

SAVE PRINT LICENSE ARTICLE

Legionnaires' disease: cooling towers test positive but source can't be proven, says NSW Health

Corrosion

aeris™
ENVIRONMENTAL



Corrosion – A multi billion dollar problem

- Corrosion is a cost that continually increases over the life cycle of assets, plant and equipment.
- Coastal and heavy polluted air spaces can add up to 15% of ongoing running costs of ownership to your assets and is highly accelerated by the use of commonly applied acidic and alkaline cleaners, creating significant potential liability to the applicator.
- Corrosion can significantly increase breakdowns and reliability in addition to requiring ongoing maintenance.

Corrosion alone costs industries in the USA an estimated \$170 Billion per annum and attacks every stage of life – from casing strings to production platforms (Corrosion in the oil industry report, Brondel).

Applications



HVAC



Refrigeration



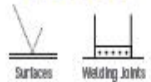
Marine



Automotive



Heavy Industrial Processes



Mining, Oil and Gas



Construction



AerisCoat – Corrosion protection plus



AerisGuard™
Corrosion
Protection Plus has
been tested to over
12,000 hours* salt
spray testing.

Typical 'blue fin'
coil protection
only meets 72
hours* salt spray
testing

* Tested to ASTM B117-11

- AerisGuard Advanced Corrosion Protection
- AerisGuard Ultra (Anti-Microbial/Anti-Corrosion)
- AerisGuard Offshore
- AerisGuard FinCoat – volume application

SUPERIOR CORROSION PROTECTION

Independent laboratory results demonstrate that the patented AerisGuard™ Corrosion Protection Plus achieves superior corrosion resistance.



Up to 12 months
corrosion resistance



Superior salt spray resistance.
Tested to 12,000 hours ASTM B117-11



Aerosol spray for ease of application.
Bulk also available on request

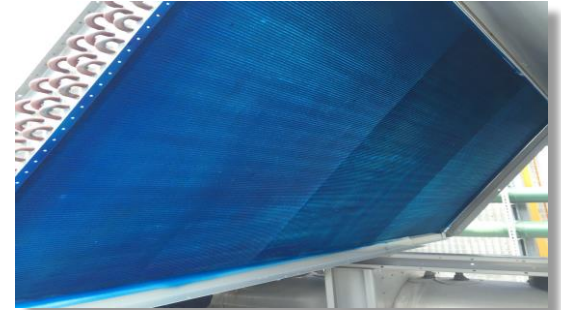


Reduced cost versus
traditional off-site options

AerisCoat – Anti-corrosion coatings range



- Long life service coating
- Auto cure - on site application
- Easy to use - spray can
- 12,000 hours salt spray



- Applied at OEM manufacture
- Quick cure time
- Dipped or sprayed
- Life of product

Maintenance
Corrosion Protection

OEM Coil Coatings

AerisCoat service – corrosion case study

Opportunity for Aeris to establish 8-10 'Platinum Partners' in Australia.

Case Study

Cairns chiller – QLD Health hospital

- AerisGuard solution - \$14k including labour – on-site without any dismantling of the chiller
- Traditional method - \$33k – chiller needs to be dismantled off-site and can only be done prior to commissioning.



Market opportunity, 1,263,890 units regularly protected in Australia

AerisCoat OEM



Next generation OEM
coatings technology
progressively being adopted
by industry leading
manufacturers

Aeris SmartGUARD OEM

aerisTM
ENVIRONMENTAL



Clean – Green – Protect



Aeris OEM – active business development



- SmartHUB (Optimisation) and SmartHUB+ (Optimisation plus IOT)
- Validated pipeline in excess of 120,000 units per annum

SOLAIR  WORLD

 **Midea**[®]
air conditioner



- AerisCoat corrosion protection for coils
- AerisGuard SMART polymers (fans / case)
- Validated pipeline in excess of 100,000 units per annum


United Technologies
turn to the experts 





- Co-branded and white label maintenance products for global HVAC OEMs.


HVAC PARTS AND ACCESSORIES

 **GREE**

Aeris value drivers

- Commercial revenue rapidly scaling together with **annuity and contracted income**.
- Modest cost base and **attractive margins**.
- Key technologies completed, validated and **launched**.
- **Unstoppable global trend** toward green building certification.
- Outstanding **portfolio of clean-tech** products and intellectual property.
- **Broad intellectual property** protection and multiple international certifications.
- Rapidly growing base of **flagship customers** together with platinum value-add partners.
- Outstanding growth potential through **current global rollout**.





Thank you