

[ Version 8.8.0 ]

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early warning network

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**EWN Operations Centre, Kingscliff, Northern NSW (Gold Coast)**

**Aeeris Limited (ASX:AER)** is an ASX listed geospatial information systems business focused on providing enterprise and government customers with technology and content to manage and protect assets, operational risks and human resources.

The Company was listed on ASX in **April 2015** via an IPO, following a successful equity capital raise of \$3.5 million.

Aeeris is expecting rapid growth in FY16 following the application of new resources to drive sales, customer acquisition, technology development, new products and services and global expansion opportunities.

## AER: ASX MARKET DATA

|                              |   |
|------------------------------|---|
| <b>52-week Share Price</b>   | \$0.125 - \$0.250   |
| <b>Shares on issue</b>       | 54,775,070  |
| <b>Options on issue</b>      | 9,190,000<br>(Strike 40 cents and 60 cents expiring 31 December 2019) |
| <b>Market Capitalization</b> | \$7.2 million (at 13c)  |
| <b>Cash at bank</b>          | \$3.0 million   |
| <b>Listed on</b>             | 1 April 2015  |

## CAPITAL STRUCTURE

|                                     |               |
|-------------------------------------|---------------|
| <b>Kerry Plowright &amp; Family</b> | <b>39.38%</b> |
| <b>Jetosea Pty Ltd</b>              | <b>12.46%</b> |
| <b>Venturastar Pty Ltd</b>          | <b>7.77%</b>  |
| <b>Veritas Consolidated</b>         | <b>5.10%</b>  |
| <b>Top 20 shareholders</b>          | <b>84.57%</b> |

## Technology to Protect The Safety of Assets & People On The Move

Aeeris Limited is one of the World's leading aggregators of geospatial data.

The Company's **Early Warning Network** system and proprietary **GNIS\*** technology platform ingests vast amounts of live data from multiple sources on severe weather, fire, traffic, and other geospatial hazards.

The technology allows us to track and monitor very large numbers of users, and communicate instantly with these users, especially about events which impact their safety.

Our technology enables Aeeris to provide critical services to our customers:

- **Live data, alerts and notifications** on natural and man-made hazards affecting our clients
- **Pioneering innovative software apps to protect workers** and assets on the move
- **Aerial (UAV-Drone) and ground based imaging** of facilities and infrastructure, and
- **Digital tracking, mapping and monitoring** of assets and personnel

Aeeris' first to market proprietary **Geographical Notification Information System ("GNIS")** is the backbone technology for all products and services

# WHO ARE OUR CUSTOMERS?



## Tools For Managing Risk, Mobile People, Assets in the Field

We provide digital data, exclusive content and technology solutions to enterprise and government clients, which enable those customers to:

- ✓ Monitor, map and track personnel, assets and operations
- ✓ Communicate with multiple staff regarding live safety hazards in real time
- ✓ Improve Workplace Health & Safety, and reduce risk and liability
- ✓ Improve operational efficiencies, labour scheduling and asset management

Our product offering solves natural disaster awareness problems and promotes personal and employee safety, asset protection, risk management, as well as helping to mitigate the financial impact of adverse events.



# DISASTERS ON THE INCREASE

The number and cost of geospatial events is increasing Worldwide, and disaster risk management is now a key priority for many enterprises.

NatCatSERVIC E  
**Loss Events Worldwide 1980-2013**  
NUMBER OF EVENTS

Number

1000

800

600

400

200

1980 1982 1984 1986 1988 1990 1992 1994 1996 1998 2000 2002 2004 2006 2008 2010 2012

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- Geophysical Events**  
(earthquake, tsunami, volcanic eruption)
- Meteorological Events**  
(tropical storm, extratropical storm, convective storm, local storm)
- Hydrological Events**  
(flood, mass movement)
- Climatological Events**  
(extreme temperature, drought, forest fire)

# THREE CORE OFFERINGS

Aeeris core products are powered by our proprietary and unique GNIS technology platform:

## 1. Early Warning Network

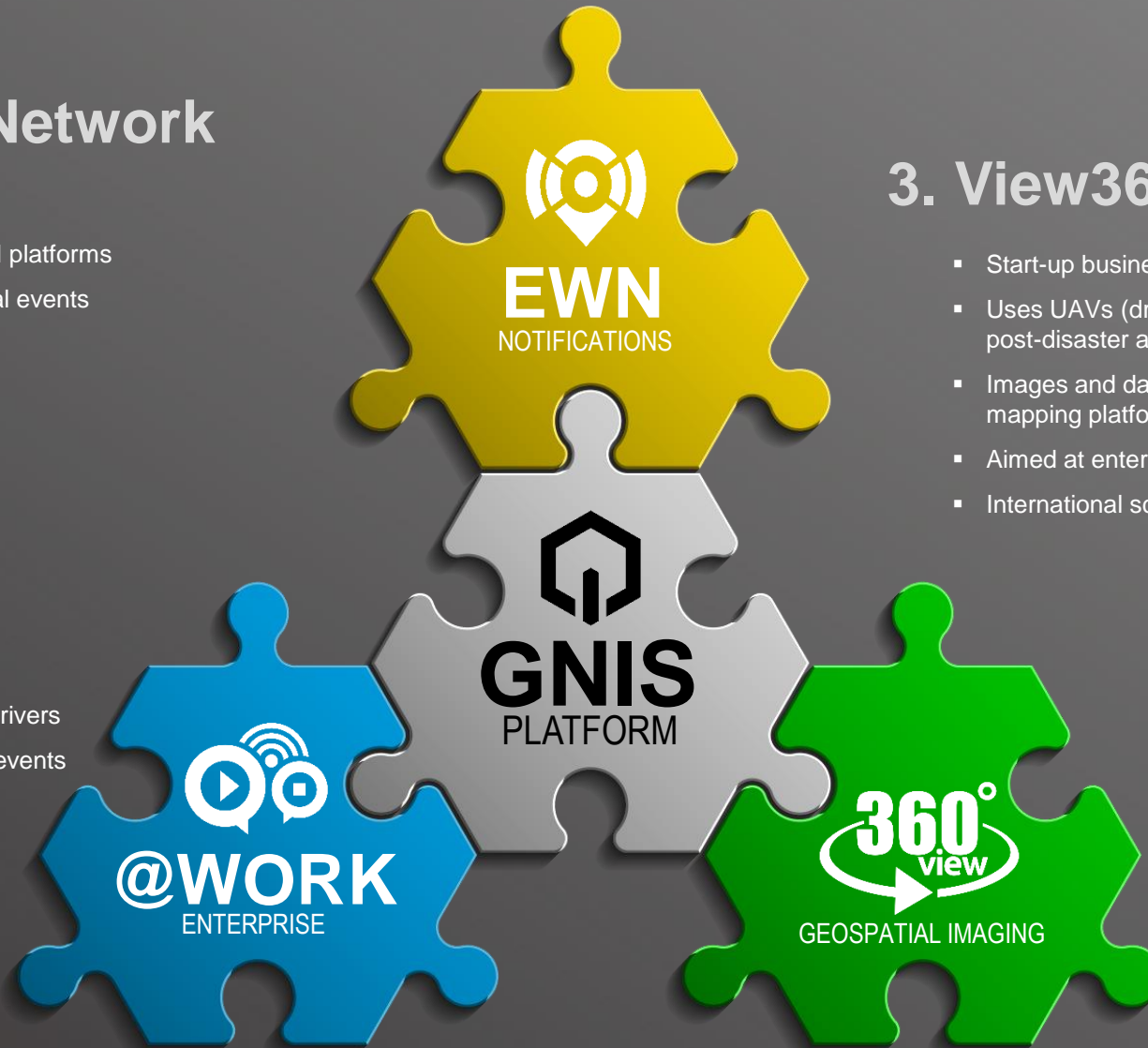
- Original product set of the company
- Threat notifications via multiple digital platforms
- Data and content regarding geospatial events
- 110 enterprise subscribers
- Entry level product
- International scalability

## 2. Safe@Work

- Newly released product suite
- Mobile app with central control panel
- Monitor and track staff, contractors, drivers
- Send warnings regarding geospatial events
- Aimed at enterprise only
- International scalability

## 3. View360

- Start-up business unit
- Uses UAVs (drones) for aerial video, post-disaster assessment
- Images and data logged on GNIS mapping platform
- Aimed at enterprise, government
- International scalability





# 1. Early Warning Network

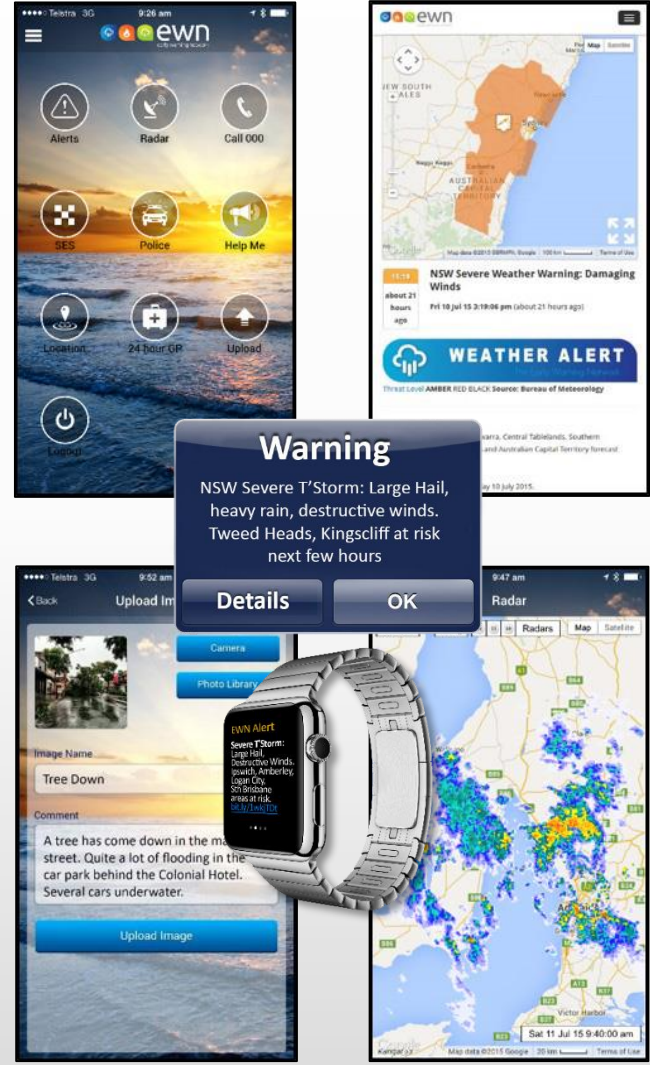


**EWN Notification and Alerts** services encompass three products:

- 1. **Alerts** for threats (such as Severe Weather, fire, flood, etc) or useful information (Traffic) based on specific thresholds of clients
- 2. **Event Notifications** – which might include operational windows for safe or high productivity conditions
- 3. **Situation Room** – Map interface for enterprise clients which tracks assets in a control room context, allowing live monitoring and risk assessment

## CASE STUDY: National Broadband Project

Our customer is building a major telecommunications network across Australia and needed our Alerts Services to protect thousands of workers and contractors from weather, floods and fire. Our products enable them to warn their people of impending risks, enhance safety, and allow for more efficient deployment of labour and resources.



## 2. Safe@work



**Safe@Work is a new and innovative suite of mobile apps and control dashboard products for managing dispersed personnel and assets.**

Interactive time and location based communications system, which assists employers, employees and contractors managing operational, security and asset risks as well as meeting their Workplace Health & Safety obligations:

- Provides tool for managing WHS duty of care exposures
- Improves staff safety and well-being
- Enables property access control, biometric identification and tracking
- Improves response times to critical events
- Manages internal communications, induction processes and work order processes
- Provides access to historical event and communication data

### **CASE STUDY: National Property Manager**

Our customer is a National Property Management Group with over \$18 billion of commercial, industrial and retail assets in its portfolio. The customer is deploying Safe@work to workers and contractors, and all OH&S personnel, to enable group communication of severe weather, workplace hazards and safety issues in real time.



# 3. View360

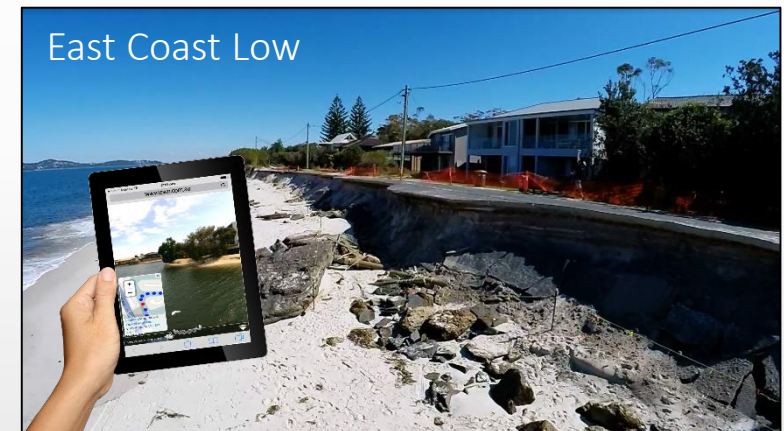


**View360** is a GIS based hi-resolution imaging and mapping system for monitoring, survey and documentation of physical assets and the environment.

- View360 utilises “street-view” camera technology and ultra high resolution aerial telemetry using UAV drones.
- The technology is able to be mounted to vehicles of any nature, watercraft and backpack and numerous aerial platforms – multi rotor and fixed wing.
- Driven by customer demand, output is displayed on Google maps or exportable to users GIS or CAD applications.

## **CASE STUDY: Major Municipal (Local) Government**

Our customers are seeking Aeeris to have a stand-by resource ready to deploy UAV (drone) mounted cameras for post event assessment surveys to assist in recovery and to capture mandatory evidentiary image data to support natural disaster claims.





### Notification & Alerts Products:

- Regional alerts via multiple platforms
- Mobile-based alerts, via apps
- Tailored alerts which sync with clients' systems
- Situation Room interface product for enterprise control rooms
- **Monthly Recurring Subscriptions Model**



### Safe@Work Product Suite:

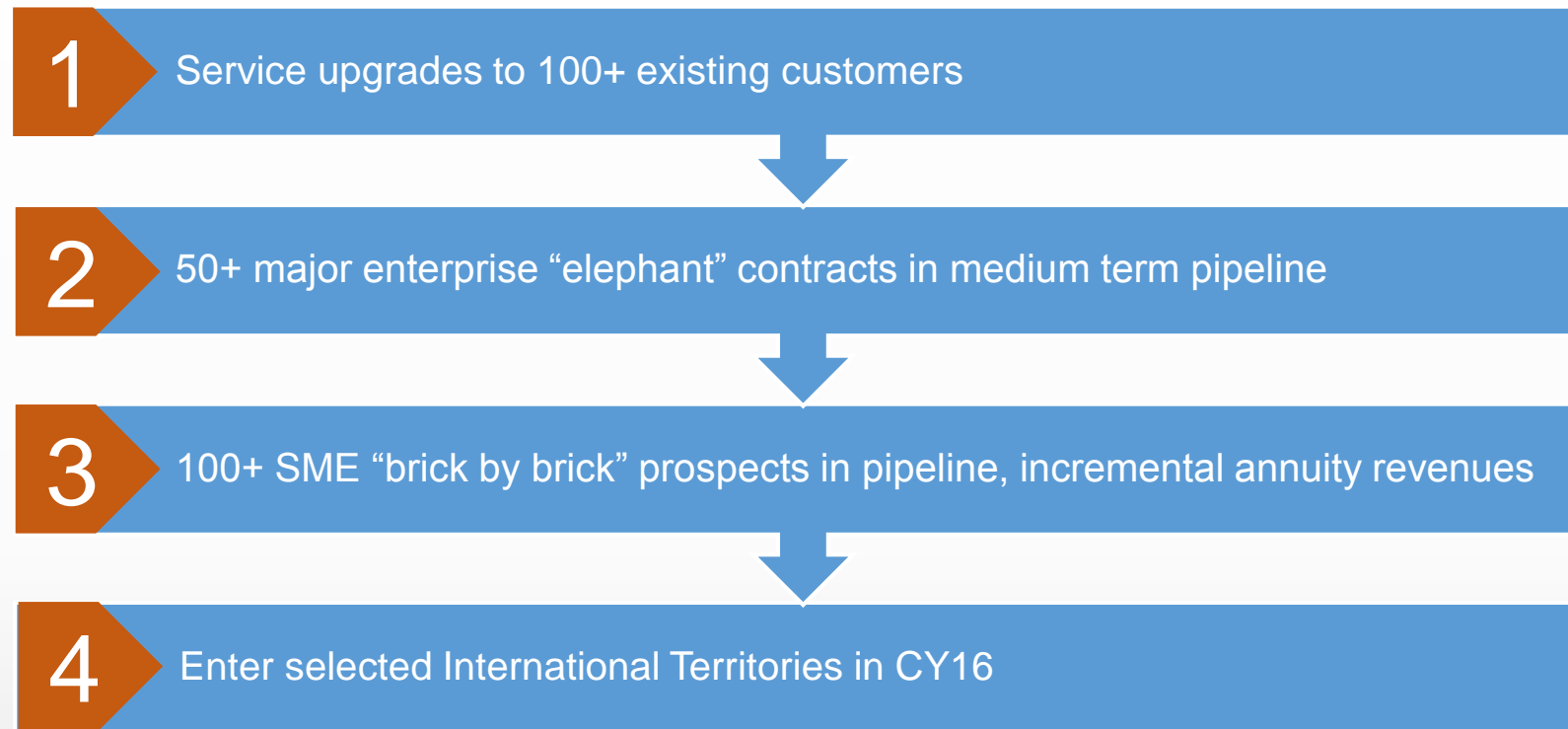
- Enterprise system product
- Tailored for larger clients
- SME version in development
- **Upfront Customisation & Installation Revenues, and**
- **Monthly Recurring Subscriptions Model**



### View360 Solutions:

- Commissioned private imaging and monitoring **contracts**
- Event based image capture and **package sales**
- **Annual Subscription-based Model**





## Revenue growth is the key focus of the Company and all staff:

- FY15 revenue growth of 369% achieved with NO SALES TEAM
- New sales team recruited over past 4 months now transitioned into the company and getting traction
- Revenues are largely annuity style, so each new customer incrementally builds the top line
- Significant leverage in the business model, largely fixed cost base, minimal variable cost as revenue grows
- Management and Sales Team working on multiple strategies to substantially grow monthly revenues FY16
- Staff are directly motivated to grow revenues with a company-wide Staff Sales Commission Bonus Scheme

**Infrastructure in place to support substantially higher revenues, well funded, nimble, focused on rapid revenue growth, cost control and determined to add value for shareholders in FY2016:**

- **Key Priority #1** - Revenue Growth via conversion of sales pipeline and trial customers, price upgrades
- **Key Priority #2** - Product, service and technology innovation driving new revenues
- Seeking to achieve Operating Break Even in CY2016, and ongoing rapid top line growth
- June Quarter customer receipts of \$250k, net operating cash burn \$180k
- Received Federal R&D grant of \$189k in June, and \$414k in October 2015
- Well funded with \$3.0 million cash at bank
- Expanded sales team focused on converting significant pipeline of potential clients into annuity revenues
- Revenues further enhanced by new innovative product features and pioneering offerings
- Prove low-cost global scalability in 2016 by converting discussions with potential international territory partners to take products and services into North America and Asia



**Kerry Plowright**  
**Executive Chairman & CEO**

In 2007 Kerry founded the Early Warning Network's Geographical Notification and Information System (GNIS) and has been the key driver behind the development of the Company's technology platform. Kerry is responsible for leading the Aeeris team in both the operation and further technical evolution of the EWN platform. He has a depth of experience in establishing and growing successful businesses. In 1995 he founded a digital publishing and software business called Ezimerchant, which created one of the world's first out-of-the-box e-commerce and DIY products and payments platforms.



**Ben Loiterton**  
**Executive Director**

Ben is a substantial shareholder of Aeeris and is responsible for financial management of the Company. Ben has over 20 years corporate advisory, investment management and entrepreneurial experience. He is a Principal at Andover Group, an independent investment banking firm established in 2003. He has also held senior executive positions at three ASX listed investment companies as well as corporate finance roles within mid-market investment banking firms.



**Bryce Reynolds**  
**Non-Executive Director**

Bryce has nearly 30 years experience in the finance industry across funds management, proprietary trading, stockbroking and investment banking. In 2006, Bryce established Veritas Securities as a founding director after working for a large investment bank and mid-tiered Australian securities firms. Bryce is an active company director for a number of private ventures in the funds management and technology sectors.

- **Pioneering, innovative, unique, proprietary technology** and services helping commercial clients manage risk, keep lives safe, comply with regulations, and save money
- **Significant market opportunity** across many major industry verticals and regions
- **Compelling customer offering** providing first-to-market real time rapid protection of people and assets from geospatial hazards, severe weather, harm and inconvenience
- **Highly scalable technology platform** low cost base and attractive commercialisation model
- **Global application** ability to transition to international markets at minimal cost and speed, with proposed territory partners in each market
- **Revenue growth** is main focus for management, staff incentivised around hitting quarterly sales targets, pipeline full of prospects including some substantial opportunities
- **Technology innovation** is part of the core culture of the Company, developing new market leading products and features according to customer needs and market demands
- **Business well funded** to pursue growth through to profitability – **A\$3 million** cash at bank
- **Operations well established** since IPO - operations, premises, management protocols, financial reporting and support infrastructure in place and working smoothly
- **Market Valuation** of around **A\$7 million** compares favourably with many other ASX technology stocks, Aeeris enterprise valuation (ex-cash) is **A\$4 million....**





**Thank You**