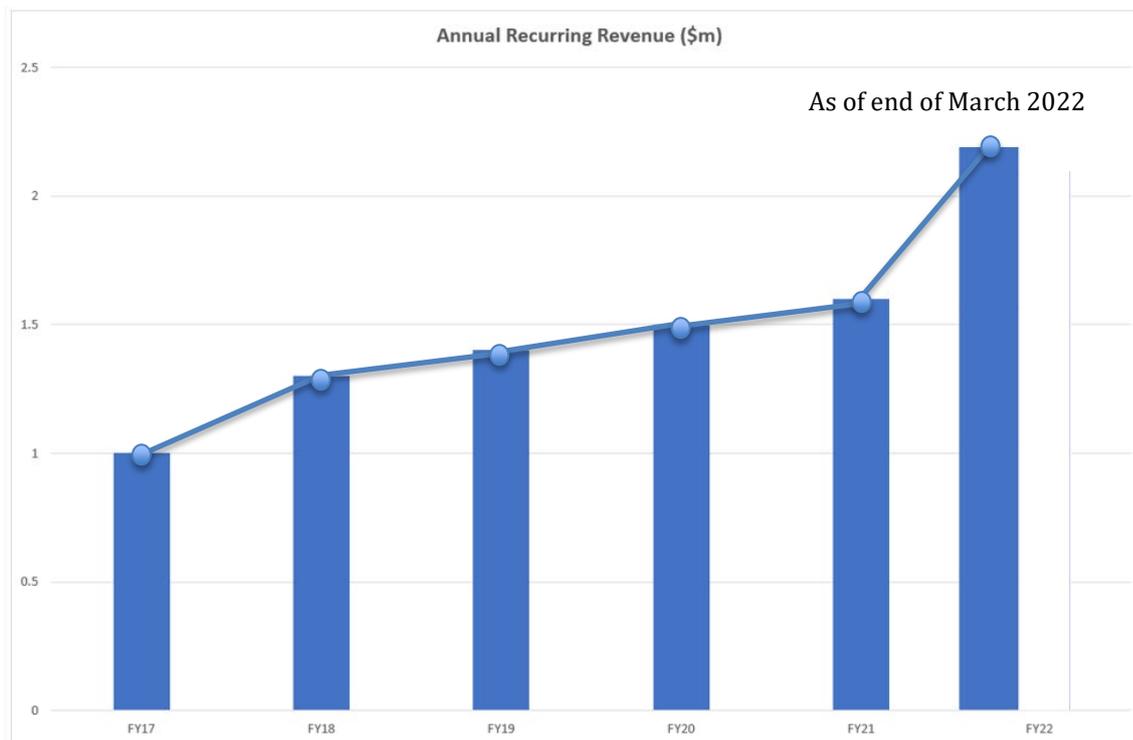


## AEERIS LIMITED

Quarterly Activities Statement for the period ended 31 March 2022

**Annual Recurring Revenue (ARR) continues to increase with the prospective business pipeline well up on previous quarters. As illustrated below, ARR now sits at approximately \$2.2m with one quarter of Financial Year 2022 to go.**



### Highlights:

- Covid, floods and complete communication blackouts heavily impacted the end of quarter payments and collection period. Receipts from customers were \$546,496 versus an expected \$620,000. The balance of funds due were received in early April.
- During the quarter the East Coast of Australia experienced an unprecedented, protracted and catastrophic, flooding event. Due to Aeeris' alerting response, it saw an increase in communications (SMS costs), contributing to total outflows of \$872,145 with total net cash flow of (\$325,648). SMS costs will be billed and recovered over the next quarters.
- Many people lost everything during this event, which is why our team were on the ground and in the water assisting. Operational notes cover this.
- Additional "one off" development and operating expenditures were incurred during the quarter (\$150k) which are outlined below.
- During the quarter substantial resources were deployed to complete the Climatics 2.0 platform.
- Cash and equivalents as at 31 March 2022: \$3,028,580.
- No financial debt.

## Quarterly Commentary

Aeeris Limited (ASX:AER) is pleased to provide an overview of its quarterly activities for the third quarter of FY2022 ending 31 March. The rate of customer acquisition continues to increase, feeding into the Company's Annual Recurring Revenue (ARR).

Forward outlook (inbound ARR enquiries) is currently valued at \$1.0M annually. New prospects are being added and outbound activity is increasing. Confidence levels on closures differ, but with continual inbound enquiries, a risk sensitive market, new products and increased development resources, Aeeris is well placed to capitalise on this.

Prospective customers are predominantly inquiring about Alerts, Climatics and Hail.

## Operations

Aeeris' operations team is ably led by National Operations Manager, Michael Bath, who himself went above and beyond during the extreme weather events that occurred during the reporting period. Many of the team were also personally involved in on-the-ground rescue operations. Aeeris staff were involved first hand in rescuing and assisting flood affected communities across the east coast.



James Harris, General Manager Aeeris, took to the water in his own boat to assist with evacuating people from flood stricken homes and businesses in Lismore.

## **A Round Up of what Aeeris' wholly owned subsidiary, EWN. did during the Reporting Period and the Events that lead to it:**

- EWN provided detailed threat forecasts pre event to its customers across Eastern Australia, allowing for advanced asset protection;
- EWN's Alerting system was used by major water organisations across south east QLD and NSW to provide critical water and dam release information to their customers;
- Major rivers were monitored and pre-event forecasts and alerts were provided to major NSW Transport providers enabling the safety of assets and staff;
- EWN provided councils across the East Coast with 24/7 rainfall and flood monitoring, removing false alarms and sending time critical alerts to residents before flooding occurred;
- Our major rail customers were provided with in depth forecasts allowing for rail preparation and removing the risk of costly derailments. This involved 24/7 client briefing meetings with our meteorologists, providing event critical information;
- EWN staff were involved first hand in rescuing and assisting flood affected communities across the east coast including boat assistance during the 26 February to 1 March extreme flooding in Brisbane and Lismore.

**Since January 1st, 2022**, a series of flood events impacted the east coast of Australia, affecting coastal locations from South East Queensland to Eastern Victoria. Whilst frequent thunderstorms have occurred over inland areas as well as smaller scale floods through January and into mid February, the most widespread and destructive events occurred from late February into March.

**February 25-28th, 2022:** A strong upper low meandered its way across inland Queensland before stalling across southern Queensland whilst a blocking high was present in the Tasman Sea. This induced a strong coastal trough which remained quasi-stationary across South East Queensland and North-Eastern NSW for 4 days, producing record rainfall totals across the region. Brisbane recorded 740.8mm over this 4-day period which included 3 consecutive days of over 200mm. This was the wettest 3-day period in Brisbane's history, eclipsing the figures of 1974. Mt Glorious, to the northwest of Brisbane received a staggering 709mm in a 24-hour period. This persistent heavy rainfall led to major flooding for all rivers and creeks across South East Queensland, including moderate to localised major flooding for parts of Brisbane.

Further south, Lismore was affected by heavy falls during the same period, with Dunoon registering 775mm in a 24-hour period on February 28th, making this the second highest daily rainfall total on record in NSW. The Wilson's River at Lismore reached a record peak of 14.4m February 28th, 2022 eclipsing both the 1974 and 1954 flood levels by a staggering 2m. This unprecedented flood left many people stranded on rooftops with nowhere to go. Surrounding regions of Tweed, Ballina, Coraki and Grafton were also impacted by flood waters.

A few days later, a small low pressure system developed off the central NSW coastline, driving areas of heavy rainfall across parts of the Hunter, Sydney Metro, Central

Tablelands and Illawarra region. From March 1-3, widespread falls of 100-200mm fell across catchments that were severely impacted by flooding just 12 months earlier. The Hawkesbury, Nepean and Colo rivers responded quickly, making their way to major flooding overnight Wednesday 2nd into Thursday 3rd. Large seas caused chaos across coastal regions, with Sydney's Curl Curl Beach registering a maximum wave height of 8.8m at 9am AEDT on Thursday 3rd. Significant beach erosion was felt for large portions of the NSW coastline. A damaging wind gust of 94km/h was observed at Cabramurra at 2:28am.

**Less than a week later**, another round of heavy rainfall impacted central and southern NSW bringing renewed flooding across the region. Parts of the Illawarra and Southern Highlands received the highest totals, with Mittagong receiving 232mm in the 24hrs to 9am on March 8th. Rivers and creeks responded rapidly to heavy falls, again aggravating flooding across the region. Landslides were also reported from Gerringong to Kiama. Manly and Dee Why were impacted by a stationary thunderstorm on March 8th, causing significant flash flooding. Streets were turned to rivers as a torrent of water moved through the region. Many shops were badly impacted from this flash flooding event.

On March 16th, Broken Hill had its heaviest rain in a decade as severe storms swept across the region. 72.4mm fell in the Broken Hill Airport gauge as torrents of waters poured through the streets.

**On March 28th**, a series of waterspouts were reported off the Illawarra coast in NSW, with as many as 6 on the waters simultaneously. Luckily, these didn't impact the mainland.

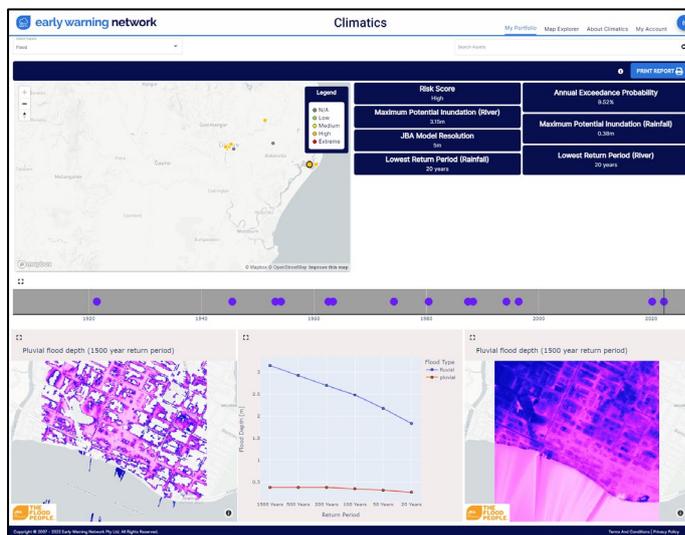
**During March 29th**, recorded rainfall totals were registered for parts of the Gold Coast as severe thunderstorms once again lashed the region. Gold Coast Seaway registered 307mm in a 24hr period, obliterating the previous daily March rainfall record of 159mm. Coolangatta recorded 241mm, a new daily rainfall record for March, eclipsing the 212.8mm set in 1987. Copplicks Bridge scored 358mm, Oyster Creek 343mm, Monterey Keys 310mm. Moderate to localised major flooding developed for parts of the Tallebudgera Creek, Albert, Logan, Nerang and Coomera Rivers. Less than two days later, the residents of Lismore were once again forced to evacuate with heavy rainfall returning across northern NSW.

Major flooding developed once again, this time peaking at **11.4m on March 30th**. Alstonville racked up another 870mm in the 96hrs to 9am March 30th. The iconic town of Byron Bay wasn't safe as its streets also went under the torrent of rain. The deluge wasn't over yet, with a deep low (East Coast Low) developing off the central NSW coast at the end of March/start of April, driving huge swells and damaging winds across the NSW coastline. Waves exceeding 5m pounded the coastline. Further falls of 100-300mm were recorded across the Illawarra, Sydney, Hunter and Mid North Coasts, with rivers rising rapidly back into moderate and major flooding.'

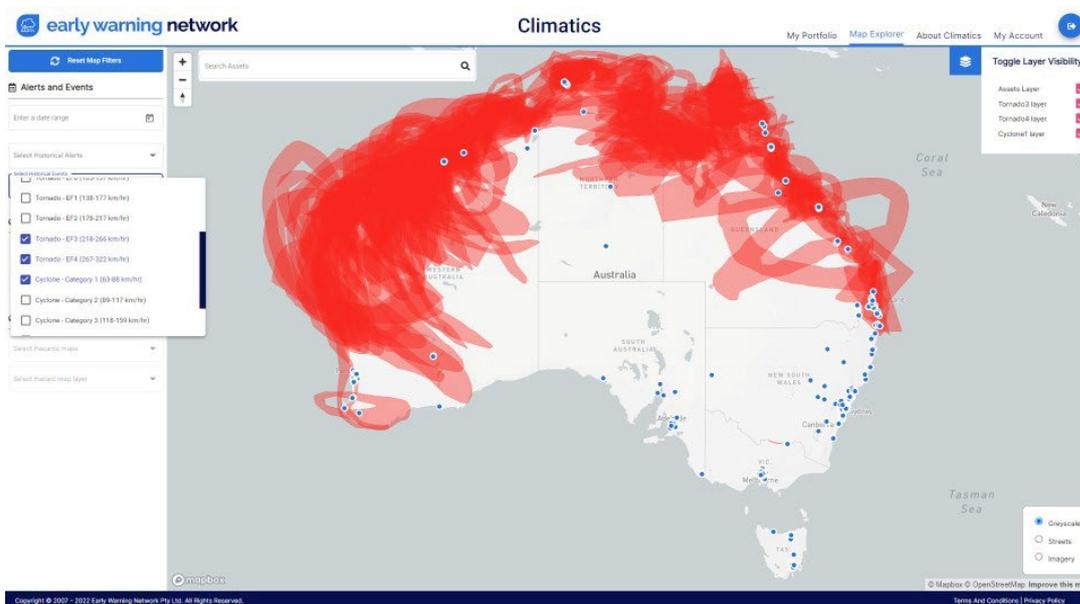
## Climatics

During the quarter substantial resources were deployed to complete the Climatics 2.0 platform.

Substantial resources have been invested in the completion of Aeeris' Climatics platform. This is disruptive technology in the ESG space which makes complex analysis a 'point and click' exercise. Climatics launched in early March 2022 and provides exclusive and on-demand climate intelligence for 11 hazards across Australia at a localised level by providing valuable metrics and interactive figures within the dashboard. Users are able to include this valuable information in operational decision making and disclosures. In addition to the intelligence available in the portfolio, there are now over 100 proprietary hazard maps available to users for geospatial exploration and comparison. See [www.climatics.ewn.com.au](http://www.climatics.ewn.com.au) for further information.



Comprehensive reporting at the press of a button to be used not just in disclosures but operationalized planning and procedures.



## Business Activities and Expenditures

- Payments made to related parties during the quarter were directors' fees and consultancy expenses;
- SMS fees were approximately \$80k due to emergency alerting. As explained above, these costs are recoverable;
- Climatics 2.0 development has now been completed (additional \$75k expense) and the updated product has been launched;
- XEN and Website investment continue with new sites launched next week, linking sales and accounting systems;
- A new high end development recruit was hired expediting the move to the cloud and expansion of the main capabilities of SARP;
- Covering our rail clients during both the SA/NSW/QLD rain events required additional effort, which is recoverable and has resulted in growth; and
- Finally, payments covering R&D were made (\$15K).

This announcement has been approved and authorised for release by the Board of Aeeris Ltd.

- ENDS -

### Direct Enquiry

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(+61) 02 6674 5717

## About Aeeris

Aeeris Limited is a leading geospatial data business. The Company's **Early Warning Network** system and proprietary **GNIS** technology platform ingests and maps vast amounts of live data from multiple sources regarding severe weather, fire, traffic, and other geospatial hazards.

The technology allows us to track and monitor very large numbers of users, assets and operations. Risks are communicated instantly over multiple channels to those that need it, where and how they want it.

Our technology enables Aeeris to provide critical services to our enterprise and government customers:

- Live data, content, alerts and notifications on natural and man-made hazards affecting our clients, including severe weather, fire and traffic conditions, with our products **All Alerts™** and **Situation Room™**
- Pioneering innovative systems and apps to digitally track, monitor, map and protect workers and assets on the move

Our technology solutions provide many benefits to our clients including the ability to:

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

Our product offerings solve natural disaster awareness problems and promote personal and employee safety, asset protection, risk management, as well as helping to mitigate the financial impact of adverse events, geospatial hazards, personal injury, workplace safety, security breaches, fraud and inconvenience.

Aeeris is listed on ASX with the ticker code AER

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

AEERIS LIMITED

**ABN**

18 166 705 595

**Quarter ended ("current quarter")**

31 March 2022

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$</b>	<b>Year to date (9 months) \$</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	546,496	1,683,287
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(360,757)	(971,476)
(c) advertising and marketing	(27,530)	(67,866)
(d) leased assets	-	-
(e) staff costs	(309,999)	(706,609)
(f) administration and corporate costs	(76,789)	(307,258)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	245	499
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	(15,841)	(63,807)
1.7 Government grants and tax incentives	-	469,965
1.8 Other (provide details if material)	(17,156)	(43,169)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(261,331)</b>	<b>(6,434)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(3,226)	(7,362)
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-

Consolidated statement of cash flows	Current quarter \$	Year to date (9 months) \$
2.2 Proceeds from disposal of:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(3,226)</b>	<b>(7,362)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	-	1,509,300
3.2 Proceeds from issue of convertible debt securities	-	-
3.3 Proceeds from exercise of options	-	-
3.4 Transaction costs related to issues of equity securities or convertible debt securities	-	(93,007)
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	-	-
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	-	-
<b>3.10 Net cash from / (used in) financing activities</b>	<b>-</b>	<b>1,416,293</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of period	3,094,012	1,426,958
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(261,331)	(6,434)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(3,226)	(7,362)

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$</b>	<b>Year to date (9 months) \$</b>
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	1,416,293
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>2,829,455</b>	<b>2,829,455</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$</b>	<b>Previous quarter \$</b>
5.1	Bank balances	2,829,455	3,094,012
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>2,829,455</b>	<b>3,094,012</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A</b>
6.1	Aggregate amount of payments to related parties and their associates included in item 1	70,955
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<p><i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i></p> <p>Directors' fees and consultancy expenses.</p>		

## Quarterly cash flow report for entities subject to Listing Rule 4.7B

<b>7. Financing facilities</b>	<b>Total facility amount at quarter end \$A</b>	<b>Amount drawn at quarter end \$A</b>
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i>		
<i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
7.4 <b>Total financing facilities</b>	-	-
7.5 <b>Unused financing facilities available at quarter end</b>		-
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

<b>8. Estimated cash available for future operating activities</b>	<b>\$A</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	(261,331)
8.2 Cash and cash equivalents at quarter end (item 4.6)	2,829,455
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	2,829,455
8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	10.83
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Answer:	
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
Answer:	
8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
Answer:	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

## Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 28 April 2022

Authorised by: The Board  
(Name of body or officer authorising release – see note 4)

## Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.