

AEERIS LIMITED

Quarterly Report for Q3 2015

Continued commercial progress, with major commercial agreements signed and an expected positive outlook for accelerating growth

Highlights

- Sales traction continues as the Company transforms into a fast growing business
- Total cash receipts of \$306,507 for the quarter
- Strong product innovation and development combined with additions to the sales and marketing team have boosted the sales pipeline
- Blue chip client base continues to expand: commercial agreement signed with major broadband telecommunications network infrastructure project, as well as a leading Australian real estate Group and property manager, among many other smaller new customers signed
- The Company continues to explore opportunities to expand into international markets and new sector verticals through channel partnership opportunities
- Evolution of commercial pricing model and product suite expected to drive revenue growth into 2016

Aeeris Limited (ASX: **AER** and 'the **Company**') is pleased to announce its quarterly report for the quarter ended 30 September 2015.

Operational

The Company has had a highly productive third quarter as it continued to expand its client base with the addition of further blue chip customers.

Increasing severe weather events have heightened the requirement for asset protection measures, which has resulted in the value of Aeeris' Early Warning Network (EWN) continuing to be recognised. The evolution of the Company's products towards workplace safety applications has also led to significant sales enquiry and interest from potential customers.

Commercial agreements

During the third quarter Aeeris announced it had signed a commercial agreement with a nationally significant broadband telecommunications network infrastructure project in Australia. The customer is building an infrastructure project on a very large scale and Aeeris is to provide its Early Warning Network services, to provide alerting, forecasting and monitoring tools, which will be used to improve the safety of its employees and reduce the risk to the organisation Australia-wide.

The Company also signed a commercial agreement with a leading ASX listed Australian Real Estate Group and Property manager with over 140 offices and assets of \$18.5 billion across Australia. Aeeris will offer a range of services including its newly launched Safe@work app and Situation Room product, which have continued to gain significant traction since launch.

Corporate

The business generated cash receipts of \$306,507, including \$276,464 from customers.

The implementation of an expanded business development and sales team has driven the Company's ability to drive its revenues and in turn substantially bolstered the sales pipeline.

During the quarter the Company has undergone an initiative to better structure its pricing. Aeeris has therefore re-defined a number of product prices and restructured its corporate pricing model to focus on the enterprise market. The Company is also implementing website and in-app purchasing opportunities, marking a shift away from the free-to-download consumer app.

Cash Position

At the end of Q3 2015 the Company had cash at bank of \$2,679,008 (unaudited) and as at the date of this announcement has cash at bank of \$2.9 million (unaudited) following the receipt since the end of the Quarter of an R&D Tax Rebate from the Australian Government.

Aeeris remains well funded to continue to execute its business strategy and grow its operations.

Outlook

As we further enter Q4 2015, the Company will continue to focus on key growth initiatives including the upgrading of existing clients to new product packages with expanded offerings. This is in conjunction with the newly created corporate pricing packages, targeted at growing the offering in the enterprise market.

The Company continues to refine its GNIS (Geographic Notification Information System) and it continues to be applied to enterprise contractor management, security and safety. As the Company continues to upgrade its platform, clients will benefit from a variety of monitoring and warning systems to enable them to prepare sufficiently and adequately for impending adverse weather events.

The Company intends to continue to build its subscriber base revenues, with Aeeris' primary technology platform to be applied to an ever-increasing number of applications.

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Direct Enquiry

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About Aeeris

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 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, and communicate instantly with these users, especially about events which impact their safety.

Our technology enables Aeeris to provide critical services to our enterprise and government 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, operations and personnel

Our technology solutions provide many benefits to our clients including the ability 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, geospatial hazards, harm and inconvenience.

Aeeris is listed on ASX with the ticker code AER