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early warning network

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EWN Operations Centre

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

52-week Share Price	\$0.125 - \$0.250
Shares on issue	54,775,070
Options on issue	9,190,000 (Strike 40 cents and 60 cents expiring 31 December 2019)
Market Capitalization	\$7,120,759 (at 13c)
Cash at bank	\$3,074,000
Listed on	1 April 2015

CAPITAL STRUCTURE

Kerry Plowright & Family	39.38%
Jetosea Pty Ltd	12.46%
Venturastar Pty Ltd	7.77%
Veritas Consolidated	5.10%
Top 20 shareholders	84.57%

Aeeris core product offering:

Enterprise Asset & People Protection Technologies

Aeeris Limited is one of the World's leading aggregators of geospatial data and provides unique location based Safety, Operations Management, Severe Weather and All Hazards data and content services.

The Company's *Early Warning Network* platform and proprietary *GNIS* technology system enable Aeeris to provide a range of critical services:

- Live data, alerts and notifications on natural and man-made hazards affecting our clients
- Various software applications to protect workers and assets
- Aerial (UAV) and ground based imaging of facilities and infrastructure, and
- Digital tracking, mapping and monitoring of assets and personnel.

Additionally, the Company provides corporate and government clients with specific digital alerts and other content in real time regarding a range of disruptive geospatial events including storms, floods, damaging wind, hail, hurricanes and cyclones, as well as non-atmospheric hazards such as fire, tsunami, solar radiation, traffic and power outages.

Our services 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.

KEY MILESTONES SINCE IPO

Key focus going forward

Sales and pipeline conversion

- Focus on conversion of the extensive pipeline of customers and referrals

Corporate pricing restructuring

- Aeeris is currently optimising our existing pricing structures and contracts

Launched first to market enterprise products with strong commercial interest

Launched innovative Safe@Work

- Aeeris has launched a first to market real time employee protection and monitoring service

Launched first to market View360

- Aeeris first to market high definition bespoke street view and aerial view system

Expanded the sales and technology teams

Business Development

- Since IPO, Aeeris has increased sales and business development team by 5 people

Technology Development

- Added 2 new senior developers to the team, allows faster product roll-out

Signed key distribution agreement within insurance industry

Insurance Industry recognition

- Signed a key agreement with a large insurance player that will rapidly increase Aeeris integration across key target market verticals



Aeeris core products utilise the proprietary GNIS technology

EWN NOTIFICATIONS

Threat notifications provide asset protection services.

- Monitor all threats nationally 24x7
- Identify and track severe weather events in real time with the capability to notify over a million customers instantly
- Aeeris capture, validate, filter and send notifications simultaneously via push notifications, SMS, landline, email and twitter.
- The bespoke service offering allows Aeeris to understand the clients needs. This tailored approach helps to save lives and protect property and business operations
- We develop and provide innovative systems, tools and mobile applications to reduce risk and improve safety

ENTERPRISE

EWN enterprise services include safe@work and specific versions aimed at vertical markets which include property management, resources, construction etc. Services address contractor and employee management, safety and security issues.

VIEW360

View360 platform delivers panoramic digital imaging and vertical telemetry, for use in visually monitoring assets, with significantly higher resolution than Google Earth.

The technology is able to be mounted to UAV's, aircraft, vehicles of any nature, watercraft and or a backpack application giving an up and down stairs ability or down shafts, giving true all terrain capability.

View360 delivers geospatial imaging that significantly reduces time and cost of monitoring assets in the field and assessing post-event damage. The View 360 software converts images into highly precise results for a wide range of GIS and CAD applications.





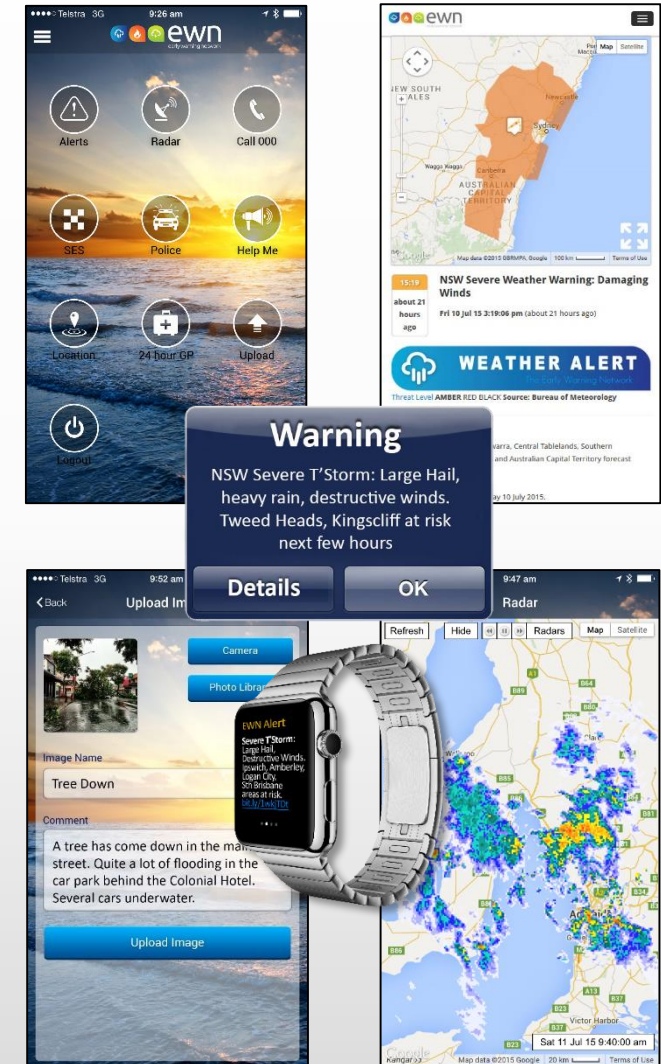
Notification and Alerts services encompass three products:

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 of safe or high productivity conditions
3. **Situation Room** – Map interface for enterprise clients which tracks assets and all types of risk telemetry, reports assets and operations at risk exposing current and forecast events via polygons and charts

The company provides these protective and operational locational early warning services for severe weather, all natural and man-made hazards and other identified threats and events to business operations.

We work with our larger customers to **understand their individual needs**. This involves gaining an in depth understanding of how their business operates, what the primary risks are posed by severe weather/all hazards and other threats. This tailored approach helps to save lives and protect property and business operations.

We develop and provide innovative systems, tools and mobile applications to reduce risk and improve safety and productivity

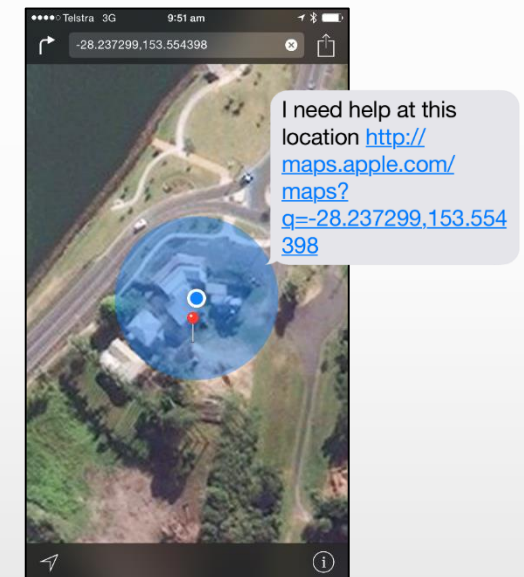




Safe@Work is an interactive, time and location based communications app based on the proprietary GNIS platform. The product assists employers, employees and contractors managing operational, security and asset risks as well as meeting their Workplace Health & Safety obligations.

The solution comprises a control room which exploits the full capability of the GNIS platform for the user, mobile applications and interface into external enterprise systems and devices. The platform:

- Provides immediate relief from duty of care exposure
- 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
- Adds branding and tailored functionality to suit specific company requirements
- Is simple to setup and easy to operate – a business can be setup in minutes



The products have already been taken up within the local government, construction and property sectors.



CASE STUDY

Somerset Council Staff faced constant exposure to natural hazards such as severe weather and bushfire during the course of their duties both in the field and on the way to and from work. The Council implemented Safe@Work to provide precise time and location based warnings to those staff that may be affected by impending hazards. WH&S and internal communication processes have leapt forward resulting in significant improvements in personal safety and risk management.

View360 is a camera imaging system and a turn-key solution for 360 degree panoramic monitoring, survey and documentation of physical assets in the field.

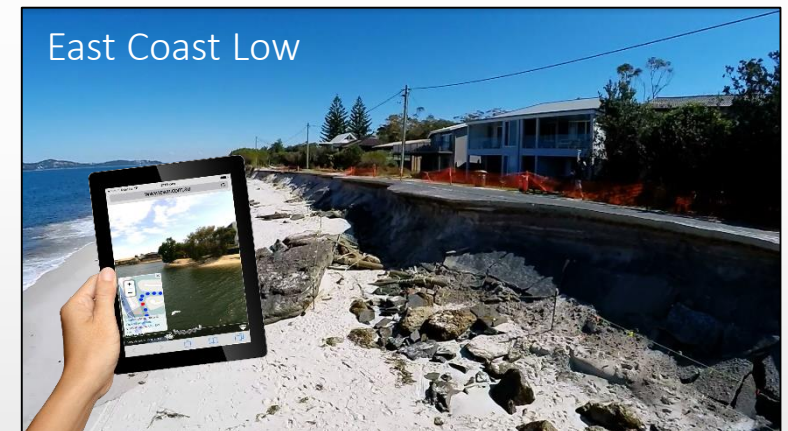
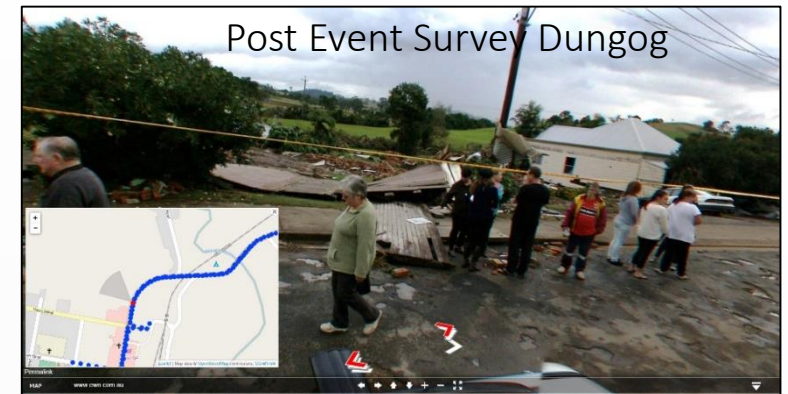
View360 utilises “street-view” camera technology and ultra high resolution aerial telemetry. The technology is able to be mounted to UAV aircraft, vehicles of any nature, watercraft and or a backpack.

Driven by customer demand, output is displayed on Google maps or exportable to users GIS or CAD applications.

Aeeris is working with the insurance industry and local government to provide rapid post-event assessment. UAV drone-mounted cameras can save claims officers and risk adjusters significant costs, while boosting productivity and accuracy.

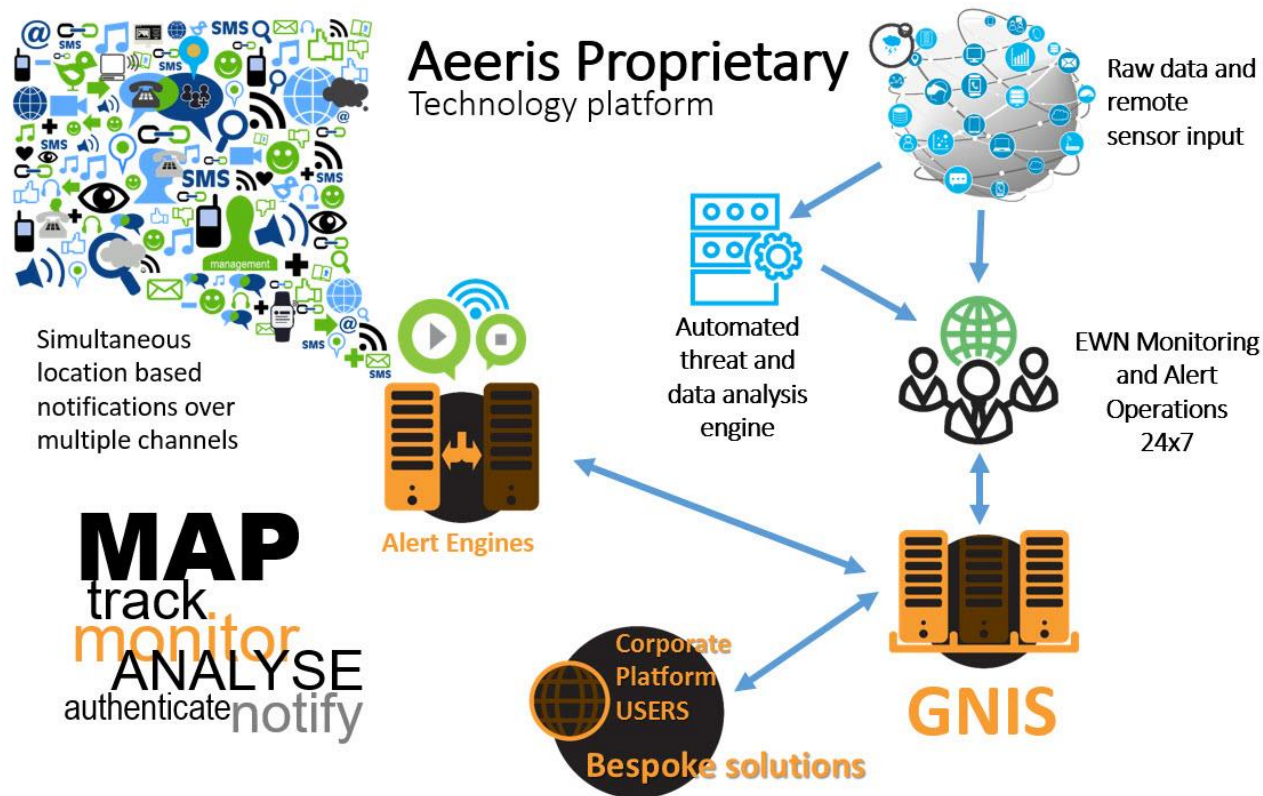
The capability enhances productivity with generalists rather than specialists sent to the field to assess risk also eliminating the need for multiple site visits. Claims get paid out potentially faster, and the data helps detect and reduce fraud.

Councils need post event assessment surveys to assist in recovery and to capture mandatory evidentiary image data to support natural disaster claims. On average there are five eligible events per month from September through to April.



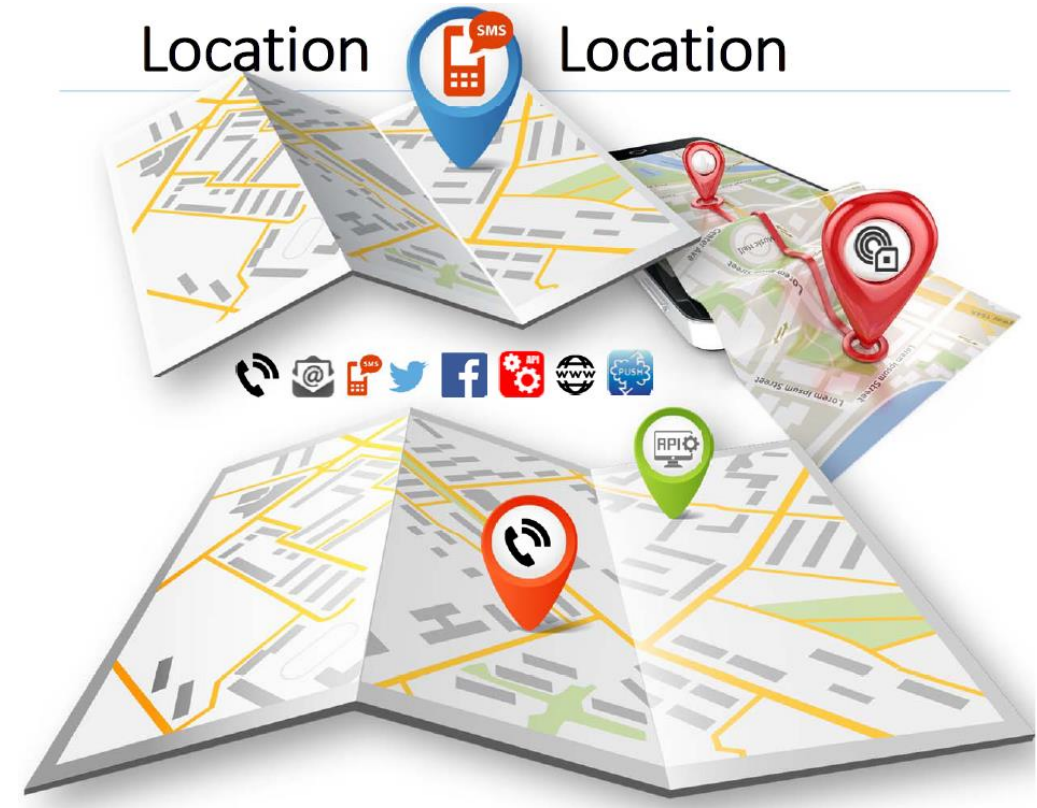
Aeris' first to market proprietary **Geographical Notification Information System ("GNIS")** is the backbone technology for all products and services

Aeris GNIS technology is all about location, analysis and communication. Our platform monitors, maps, tracks and communicates with users

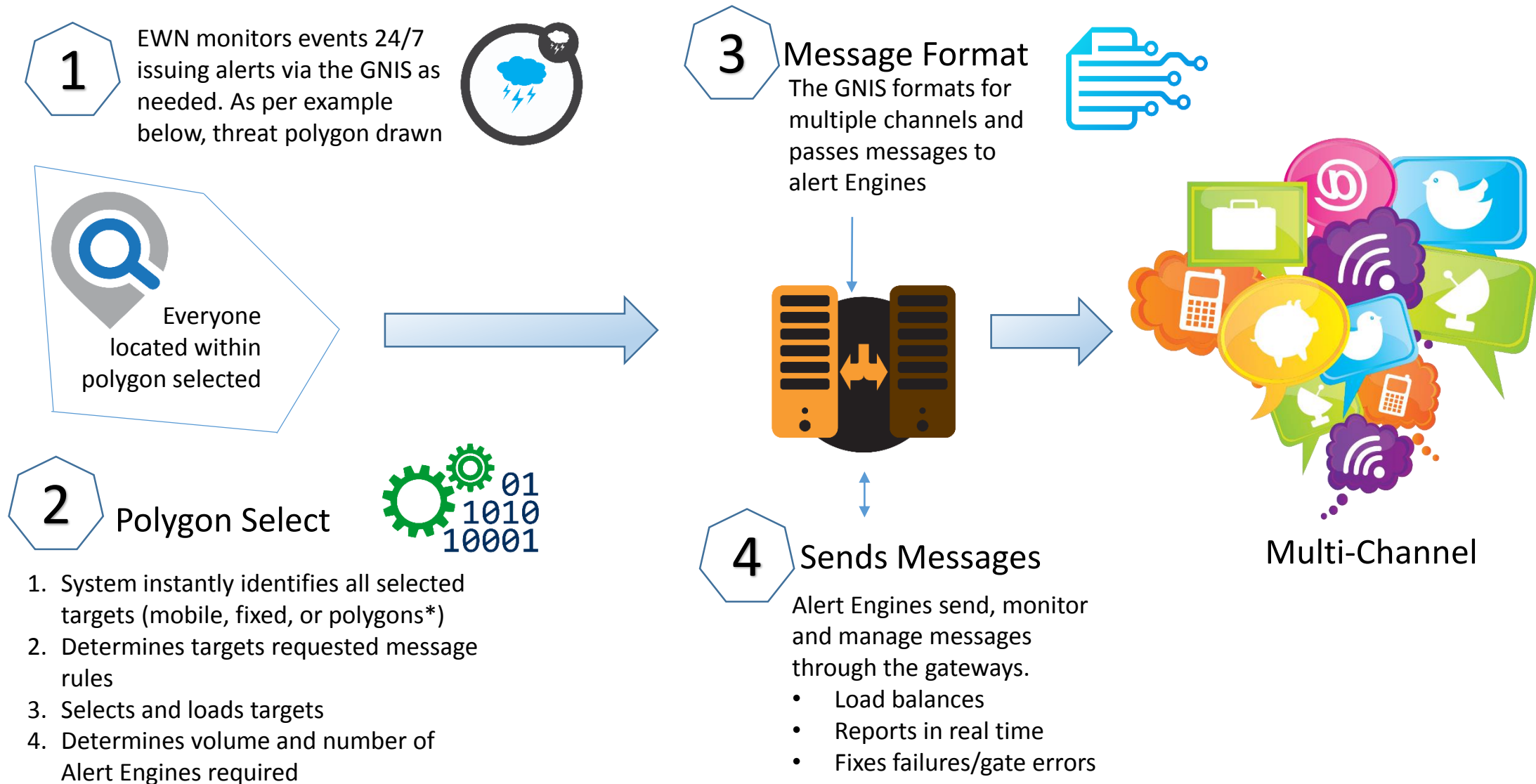


- GNIS can geo-select and communicate over multiple channels to one, or over a million, customers instantly
- The system is accurate to less than one metre
- Customer assets and devices are dynamically mapped, tracked and communicated via an API
- Events are mapped and tracked based on clients pre-defined thresholds
- Highly customisable platform
- Globally scalable, global data coverage
- Scales instantly based on demand
- Interfaces easily with other systems
- Can be deployed in minutes for a client, complete with mobility

- **Geo-located Tracking:** Client's assets and people are geo-located and tracked in real-time on the GNIS system and flagged if within any Severe Weather or Other Hazard threat area
- **Custom Polygons:** are designed around a clients assets that include rail line, road, waterway etc. If an alert intersects these polygons a notification is sent immediately to all assets with the predefined polygon
- **Mobile Devices:** the system monitors and warns mobile devices using the GPS location via Aeeris proprietary API
- **Infrastructure:** such as ports, telecom exchanges or towers, mines etc. are located and registered on the system
- **Remote Sensors:** real time analysis based on a single or cluster of remote sensors which monitor and report readings and issue notifications



TURNAROUND TIME LESS THAN 3 MINUTES





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** - \$500pm to \$50,000pm



Safe@Work Product Suite:

- Enterprise system product
- Tailored for larger clients
- SME version in development
- **Upfront Customisation & Installation Revenues, and**
- **Monthly Recurring Subscriptions Model** - \$3,000pm to \$100,000pm



View360 Solutions:

- Commissioned private imaging and monitoring **contracts** – eg infrastructure clients
- Event based image capture and **package sales**
- **Annual Subscription-based Model** – (pricing confidential)

EXISTING BLUECHIP CLIENTS



KEY TARGET MARKETS

	NOTIFICATIONS	SAFE@WORK	VIEW360	BESPOKE TECHNOLOGY	SITUATION ROOM
GOVERNMENT	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
MINING	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
INSURANCE	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
TELECOMMUNICATIONS	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
TRANSPORTATION	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
AGRICULTURE	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
CONSTRUCTION	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
REAL ESTATE MANAGEMENT	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
MANUFACTURING	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	
FINANCE	<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/>	
DEFENCE	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>



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

- Revenues are largely annuity style, so each new customer incrementally builds the top line
- Significant operating leverage in the business model
- Management and Sales Team working on multiple strategies to substantially grow monthly revenues FY16
- Company-wide **Staff Bonus Scheme** implemented in July, tied directly to Quarterly Revenue Growth metrics

Strategic Growth Priorities for FY16:

- Revenue Growth is **Key Priority #1**, Quarter by Quarter
- Product, service and technology innovation is **Key Priority #2**
- Expanded sales team focus on converting significant pipeline of potential clients and onboarding new customer referrals and lines of enquiry
- Value to be driven by conversion of the large pipeline of trial clients
- Strengthen brand among corporate clients resulting in increased referrals
- Restructuring and optimisation of corporate pricing in 2H 2015
- Removal of the freemium model for consumer subscribers and replacing with an In-App purchasing model
- Expand early discussions with potential international territory partners to take products and services into North America and Asia
- Key distribution agreement in place with large local insurance industry corporate to rapidly grow services and penetration within that industry
- Seek similar Channel Partner deals in other sectors to drive market penetration



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.

- **First to market** proprietary and unique Geographical Notification Information System for enterprise and government asset and personnel protection
- **Significant market opportunity** across many major industry verticals
- **Compelling customer offering** providing first to market real time rapid asset protection proven to significantly reduce costs and save lives, manage risks, comply with WHS regulations
- **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 Key Priority #1 of the Company, staff incentivised around hitting quarterly sales targets, pipeline full of prospects including some substantial opportunities
- **Technology innovation** is Key Priority #2 of the Company, developing new market leading products and features according to customer needs and market demands
- **Business well funded** to pursue growth and technology objectives – **A\$3 million** cash at bank, June 15 Quarter cash burn was \$140,000
- **Operations well established** since IPO operations, premises, management protocols, financial reporting and support infrastructure in place and working smoothly
- **Market Valuation** of ~**A\$7 million** compares favourably with other ASX technology stocks

CASE STUDY 1: INSURANCE

ISSUE

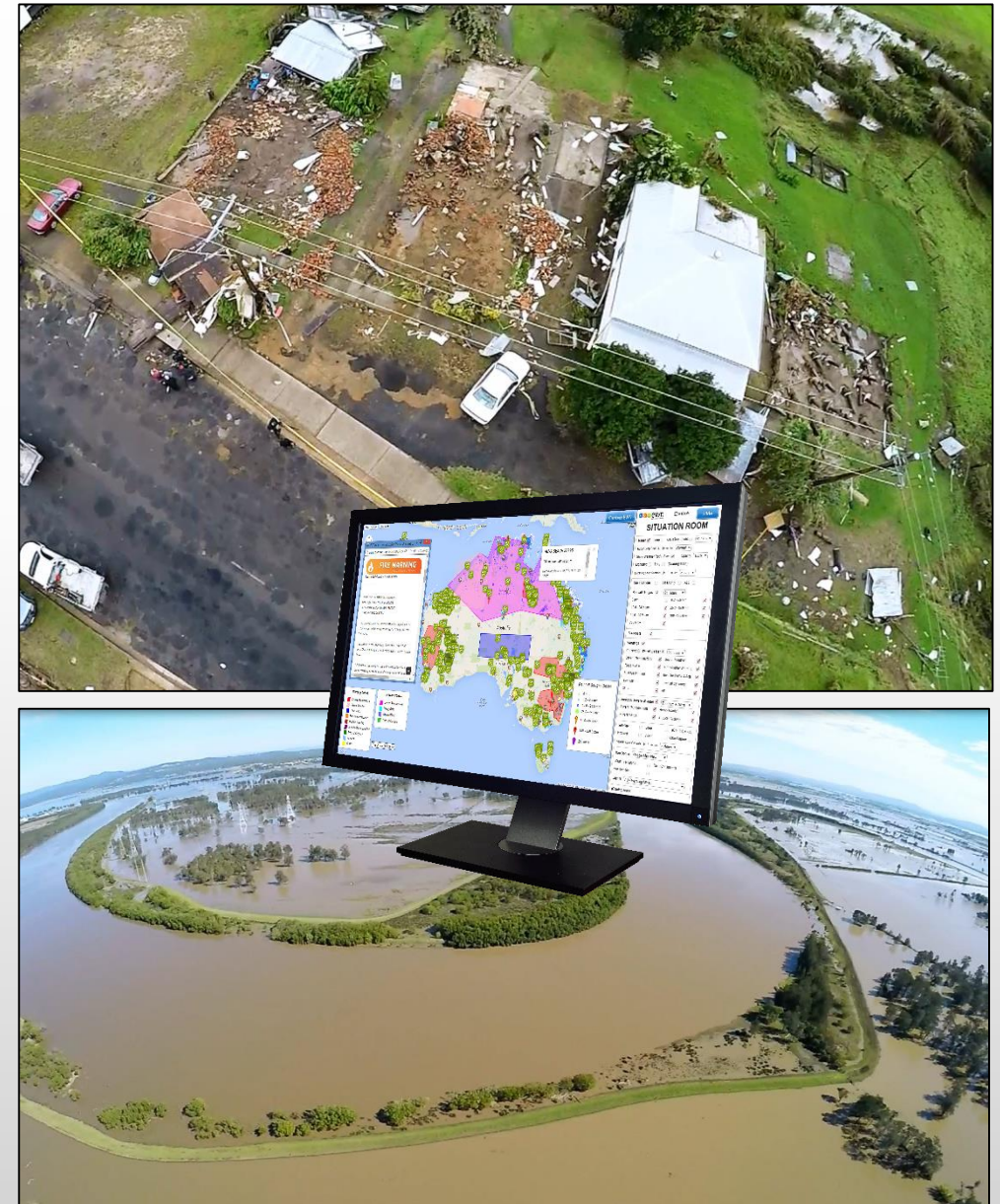
Post disaster recovery, claims management, real time embargo periods and pre-event risk management.

SOLUTIONS

- Situation Room, for live national risk assessment
- 4 day threat forecasts linked to risk management criteria, including detailed 1 day forecast, or detailed 5 day forecast option
- Longer range forecasts and threat assessment data
- Embargo data and services to manage insurance risk during threat events
- View360 services, post-event damage assessment
- Access to historical weather data to verify claims

CLIENT OUTCOME

Location specific warning and data is a game changer, allowing insurers to plot policyholders and risks on a map together, using the data to prepare for disasters, respond to claims and even conduct more strategic marketing campaigns.



CASE STUDY 2: TRANSPORTATION

ISSUE

Train derailments, scheduling, load management, network management, vehicle driver safety, security, asset management, post-event damage assessment.

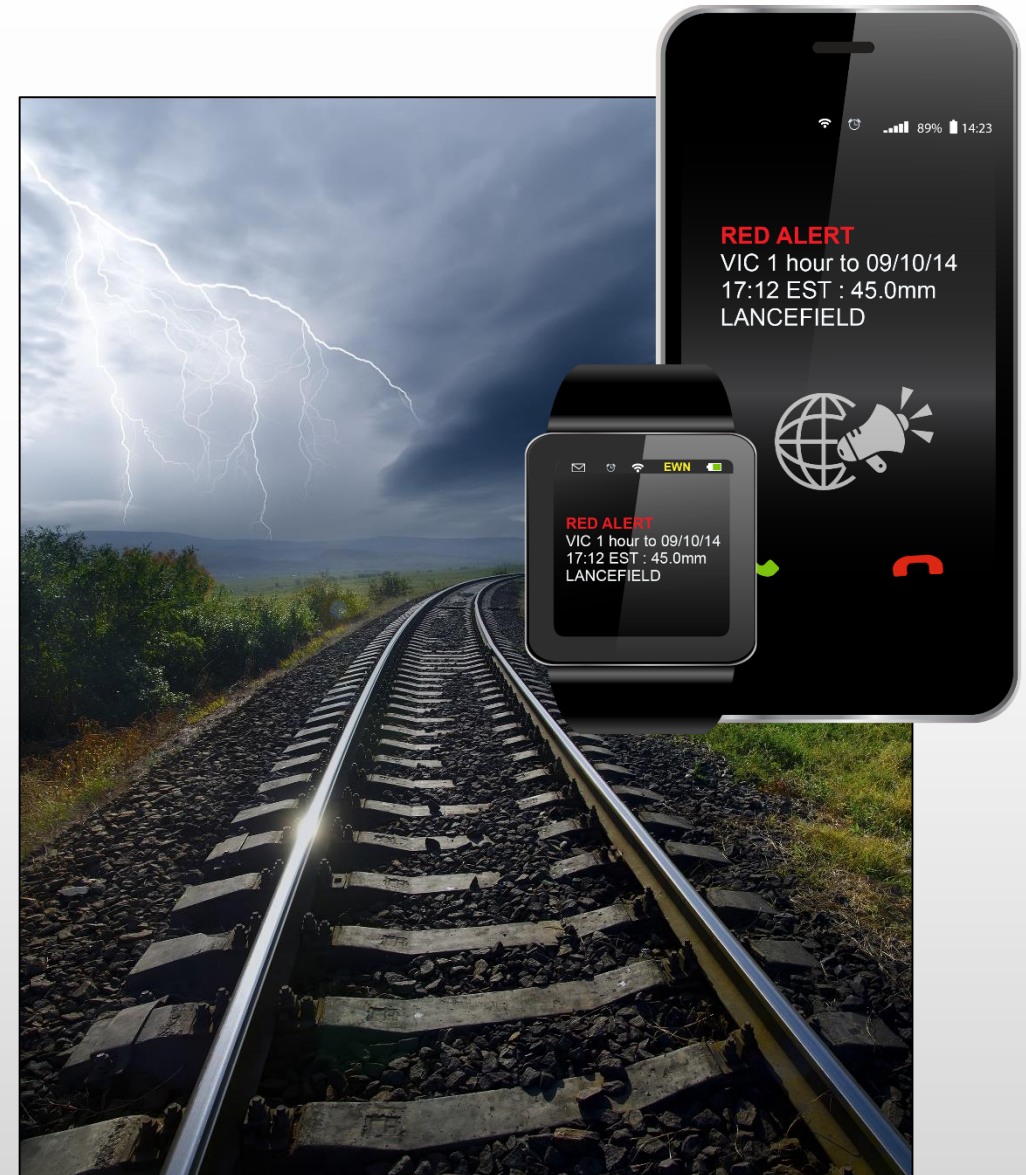
SOLUTION

- Tracks, routes, vehicles, people, devices and operations mapped, tracked and monitored
- Threat forecasts and warnings issued based on client risk management criteria and thresholds
- 24/7, 365 day per year monitoring of gauges, remote sensors and events impacting mapped assets
- Situation Room solution for installation in National Rail / Road control centres

CLIENT OUTCOME

Client is able to operate their business with confidence that all associated risks to their operation are being monitored 24/7 and they will be digitally notified:

- In advance of any potential threats
- Immediately to any abnormal incidents so they can respond accordingly



CASE STUDY 3: TELECOMMUNICATIONS

ISSUE

Managing wireless towers around Australia and the impact of severe weather and fire. When a signal outage occurs personnel are sent to the sites to investigate the cause. Most of the time it is found that the outages were not due to faulty equipment, but caused by storms or heavy rain, high winds, temps or temperature inversions. Network Operators have difficulty in gaining awareness of severe weather events or bushfires around Australia. The costs associated in understanding the threat and personnel safety are significant.

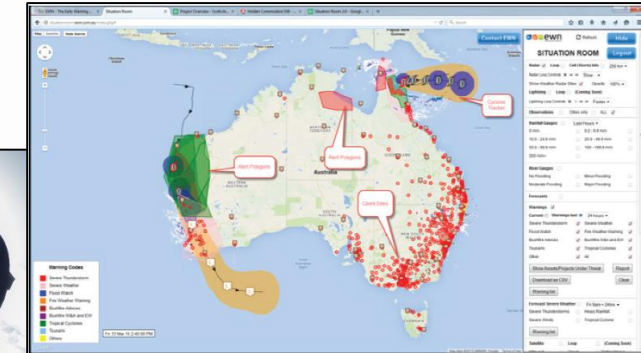
SOLUTION

- Mapping of network, assets and mobile operations
- Regional Notifications affecting assets
- Location based threat forecasts and warnings
- Situation Room for National Control Centres

CLIENT OUTCOMES

Threat forecasts have provided the information needed to enable a proactive approach.

- Reduces operational costs and improves the efficiency across the organisation
- Improves employee safety in the field
- Reduces potential operational disruptions



Wireless towers are geo-located and monitored across Australia in real time via AER proprietary Situation Room. Clients access the Situation Room and monitor their assets in real time.