

## AEERIS LIMITED

### Quarterly Report for Q3 of FY17 - Quarter Ended 31 March 2017

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***Continued focus on sales and organic revenue growth***

***Further cost reductions undertaken since the end of the Quarter***

***Ongoing discussions with synergistic acquisition targets, and significant sales channel partnerships***

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#### Financial Highlights

- Total cash receipts of **\$304,734**.
- Net decrease in cash held during the Reporting Quarter of (\$290,440), compared with (\$410,577) for the previous December 16 Quarter, and compared with (\$625,170) for the September 16 Quarter.
- Cash position at end of quarter (31<sup>st</sup> March 2017) of \$997,218 (unaudited).

#### Business Highlights

- Another Quarter of busy activity focused on revenue generation from our core products and services, **All Alerts™**, **Situation Room™** and **Safe@Work™**
- Deployment completed of a major app and alerting system for one of Australia's largest metropolitan water authorities. The system will warn residents and customers of flood conditions and other natural hazards impacting the community in real-time. This positions Aeeris well to develop and deploy similar systems to water authorities around Australia and internationally.
- New channel partner and distribution relationships under negotiation with major corporations which may bring significant revenue opportunities to the Company.
- Further restructuring of the cost base has been undertaken to reduce cash burn with the objective of bringing the Company to a sustainable break-even footing on a quarterly basis moving forwards.
- Overheads and headcount have been reduced again since the end of the quarter, and remuneration for senior management and directors has been reduced significantly.
- Discussions continue with potential acquisition targets that bring new revenues, operational synergies and compatible technologies and services.

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Aeeris remains optimistic about future sales opportunities and revenue streams from its products and services, particularly scalable monthly annuity income streams, albeit from a modest base currently.

There continues to be a strong level of interest in our technologies and capabilities from a wide array of corporate clients. The sales pipeline is promising.

The Company also remains mindful of growing the business within the available existing financial resource base, by ensuring all customer contracts are profitable and can be efficiently implemented and serviced on an ongoing basis.

Aside from the organic growth prospects of the core business, Aeeris is motivated to add scale and cash flow to the Group by undertaking selected acquisitions with the objective of more quickly adding shareholder value.

- ENDS -

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#### 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, 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, 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 with our products **Safe@Work™** and **SecureAMS™**

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 personnel with regard to security, facility access, time-billing and fraud
- 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

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