

AEERIS LIMITED
Quarterly Report for Q1 of FY18
Quarter Ended 30 September 2017

EWN Business on a Sustainable Footing

Merger & Acquisition Discussions Continue

Financial Highlights

- Total revenues for the Reporting Quarter of \$414,934.
- Total cash receipts from operating activities of \$333,589.
- Consolidated Profit & Loss results (unaudited) demonstrate a near breakeven Reporting Quarter with a Net Loss of (\$8,137) and EBITDA of (\$5,487).
- Net decrease in cash held during the Reporting Quarter of (\$41,418), compared with (\$294,934) for the previous June 17 Quarter, and (\$290,440) for the March 17 Quarter.
- Cash position at end of the Reporting Quarter, 30th September 2017, of \$709,865 (unaudited).
- Company has received the 2017 R&D tax concession since the end of the Reporting Quarter, with the Company's cash position at the date of this release (27th October 2017) being \$1,263,157.

EWN Business on a Sustainable Footing

Following a year of restructuring, the Early Warning Network (EWN) subsidiary of the Company is now operating on a financially stable basis.

After considerable cost cutting and re-focusing on core business areas, the EWN business is operating within the confines of its revenue and capital environment, and is growing.

With a strong cash position, the company is now able to plan strategically, without fiscal pressures dictating decision-making.

Annuity Revenue Growth

Following the loss of a major customer at the beginning of the financial year, the business has recovered from this position with annuities now covering 90% of operational expenses.

All our major contracts have been renewed. Several have realised significant revenue increases.

For personal use only

We continue to manage a quality pipeline of prospective customers for our core services which include customised **All Alerts™**, geospatial data services related to severe weather and all hazards, such as flood, fire and traffic.

EWN is a B2B technology company and currently services over 110 government, enterprise and corporate customers.

Mergers & Acquisitions

Given the stabilisation of the business, capital position and continued growth, Aeeris is in a stronger position to negotiate M&A opportunities.

Such discussions are ongoing and the company in recent months has engaged with a number of targets.

While the EWN business continues to steadily grow, the Company is seeking to grow by acquisition with the objective of restoring shareholder value as quickly as possible.

- ENDS -

Direct Enquiry Contact

Kerry Plowright
Chairman and CEO
Aeeris Limited
k.plowright@aeeris.com
(+61) 02 6674 2711

Investor Relations

Ben Loiterton
Non Executive Director
Aeeris Limited
b.loiterton@aeeris.com
(+ 61) 0418 611 161

About Aeeris

Aeeris Limited is a leading geospatial data business.

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

The system 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, flood 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

For personal use only