

**AERIS LIMITED**

Quarterly Report for Q4 of FY19  
Quarter Ended 30 June 2019

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**New customers**

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**Financial Summary**

- Receipts from customers of \$554,024
- Total Net cash flow \$32,996
- Cash and cash equivalent \$878,735

PREVIOUS (3<sup>rd</sup> Quarter)

- Receipts from customers of \$ 481,853
- Total Net cash flow \$4,935
- Cash and cash equivalents \$845,739

**The latest quarter was highly encouraging as AER delivered a positive \$32,996 cashflow**

Aeeris Limited (ASX:AER) is pleased to advise that, during the quarter, it has attracted new business from multiple sectors including mining and metals, disability, logistics and insurance for its Early Warning Network (EWN) services whilst maintaining its current annuity clients and renewing a number of expiring subscriptions. This is in addition to the expansion of services with current clients such as heavy haul (rail).

**MDS Partnership Update**

During the quarter, select clients validated Aeeris' EWN geo-spatial risk data sets that are now being successfully streamed into the MapData Services Pty Ltd (MDS) network environment. The Company's EWN services are being featured within the MDS weather data section and a new weather data product information sheet has been created. It is available for download from the MDS website.

MDS has scheduled a campaign to market EWN's data sets to its clients in Quarter 2 (Oct to Dec) 2019, coinciding with the start of the extreme weather season in Australia. Communications will be sent to local governments across Australia featuring the EWN weather and lightning data services.

Separately, Esri Australia Pty Ltd (Esri) sales staff are in the process of being trained on the EWN alerts and lightning data: further expanding the size of this distribution channel. This dataset is already being trialled by an international reinsurer and ArcGIS user.

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## Facilities Management and GNIS Updates

The facilities management project Aeeris is undertaking in collaboration with Esri has met all of its KPIs to date. Aeeris is now seeking to advance this success into a staged national contract and are targeting a conclusion to commercial terms this quarter.

Additionally, during the quarter Aeeris was approached by a Government Authority seeking to use its primary platform, the Geographic Notification and Information System (GNIS). Aeeris is in the process of negotiating licensing terms and expects that, if the service is successful in its initial pilot, it will provide the Company with an additional scaling opportunity.

- ENDS -

### Direct Enquiry

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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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## Appendix 4C

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

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

AEERIS LIMITED

**ABN**

18 166 705 595

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

30 JUNE 2019

Consolidated statement of cash flows	Current quarter \$A	Year to date (12 months) \$A
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	554,024	1,842,976
1.2 Payments for		
(a) research and development	-	(111,397)
(b) product manufacturing and operating costs	(294,780)	(878,701)
(c) advertising and marketing	-	-
(d) leased assets	-	-
(e) staff costs	(114,052)	(630,059)
(f) administration and corporate costs	(91,710)	(265,722)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	2,375	11,793
1.5 Interest and other costs of finance paid	(842)	(1,014)
1.6 Income taxes paid	(2,754)	(57,432)
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	(19,265)	(82,103)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>32,996</b>	<b>(171,659)</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-

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Consolidated statement of cash flows	Current quarter \$A	Year to date (12 months) \$A
(d) intellectual property	-	-
(e) other non-current assets	-	-
<b>2.2 Proceeds from disposal of:</b>		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
<b>2.3 Cash flows from loans to other entities</b>	-	-
<b>2.4 Dividends received (see note 3)</b>	-	-
<b>2.5 Other (provide details if material)</b>	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	-	-

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	-	-
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction costs related to issues of shares, convertible notes or options	-	-
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>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of quarter/year to date	<b>845,739</b>	<b>1,050,394</b>
4.2 Net cash from / (used in) operating activities (item 1.9 above)	32,996	(171,659)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	-	-
4.4 Net cash from / (used in) financing activities (item 3.10 above)	-	-

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<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A</b>	<b>Year to date (12 months) \$A</b>
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	<b>Cash and cash equivalents at end of quarter</b>	<b>878,735</b>	<b>878,735</b>

<b>5. 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 \$A</b>	<b>Previous quarter \$A</b>
5.1 Bank balances	878,735	845,739
5.2 Call deposits	-	-
5.3 Bank overdrafts	-	-
5.4 Other (provide details)	-	-
5.5 <b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>878,735</b>	<b>845,739</b>

**6. Payments to directors of the entity and their associates**

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

<b>Current quarter \$A</b>
86,203
-

Directors fees and consultancy expenses.

**7. Payments to related entities of the entity and their associates**

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

<b>Current quarter \$A</b>
-
-

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<b>8. Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	<b>Total facility amount at quarter end \$A</b>	<b>Amount drawn at quarter end \$A</b>
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

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<b>9. Estimated cash outflows for next quarter</b>	<b>\$A</b>
9.1 Research and development	-
9.2 Product manufacturing and operating costs	219,209
9.3 Advertising and marketing	-
9.4 Leased assets	-
9.5 Staff costs	155,914
9.6 Administration and corporate costs	103,448
9.7 Other (provide details if material)	10,599
<b>9.8 Total estimated cash outflows</b>	<b>489,170</b>

<b>10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	<b>Acquisitions</b>	<b>Disposals</b>
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

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**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.



Sign here: .....  
(Director/Company secretary)

30 July 2019  
Date: .....

Print name: .....  
Kerry Plowright

**Notes**

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly 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 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.

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