

October 2021



Investor Presentation



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Taking Action on Climate Risk



Our proprietary technology provides early warnings for severe weather events and all natural hazards.
Clients include:





Corporate Snapshot



Capital Structure		As at 8 Oct 2021
ASX Code	AER	
Shares on issue	70.8 million	
Share Price	\$0.16	
Market Capitalisation	\$11.39 million	
Cash and Receivables	\$2.65 million	
Year of Listing	2015	



KERRY PLOWRIGHT

Executive chairman and CEO

23,326,622 Shares | 950,000 Performance Rights

- Previous experience as an Army Officer.
- Founder Editor of NZ Green Magazine and Director of Earthtrust South Pacific.
- Depth of experience in establishing and growing businesses.



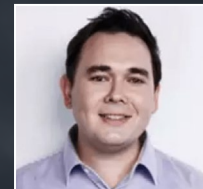
BRYCE REYNOLDS

Independent director | Chairman of the audit and risk committee

B. Comm

4,468,708 Shares | 625,000 Performance Rights

- Founded Veritas Securities Limited in 2006.
- 35+ years of finance and investment experience.



Nathan Young

Independent Non-Executive Director

B. Comm • GradDipAppFin

500,000 Shares | 500,000 Performance Rights

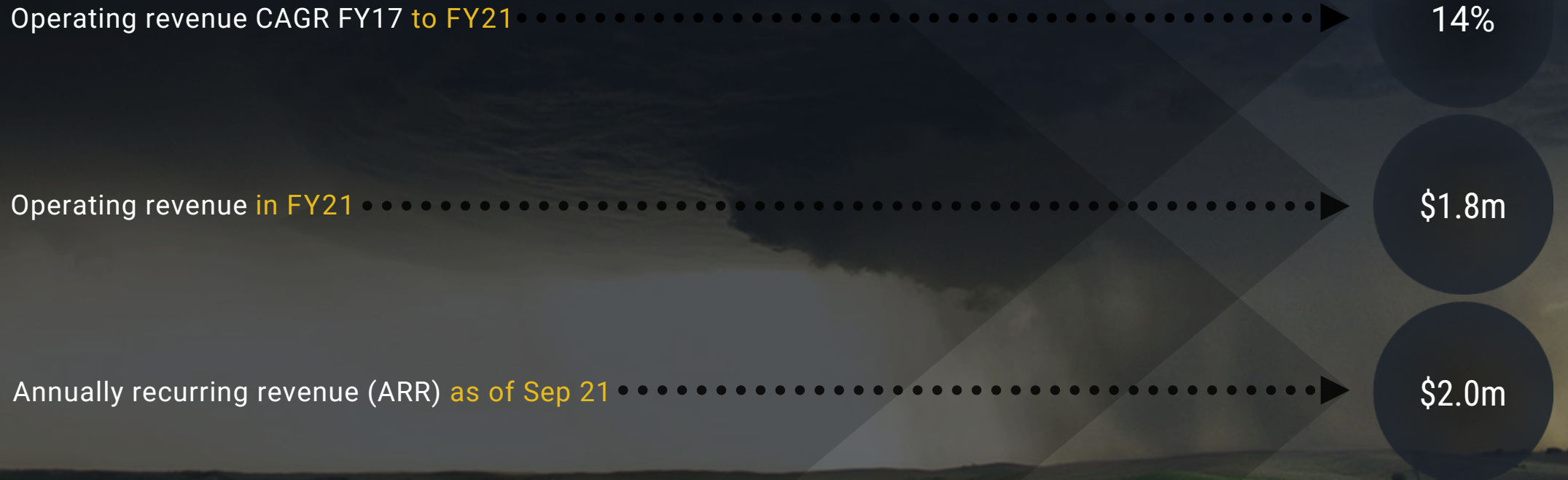
- Experience in large Investment Banks and Hedge Funds.
- Involvement in seed capital, pre-IPO and listed investments.

Major Shareholders

KERRY AND MARGO PLOWRIGHT	23,379,029	32.99%
JETOSEA PTY LTD	11,113,252	15.68%
VERITAS CONSOLIDATED PTY LTD	2,838,962	4.01%

Financials Overview

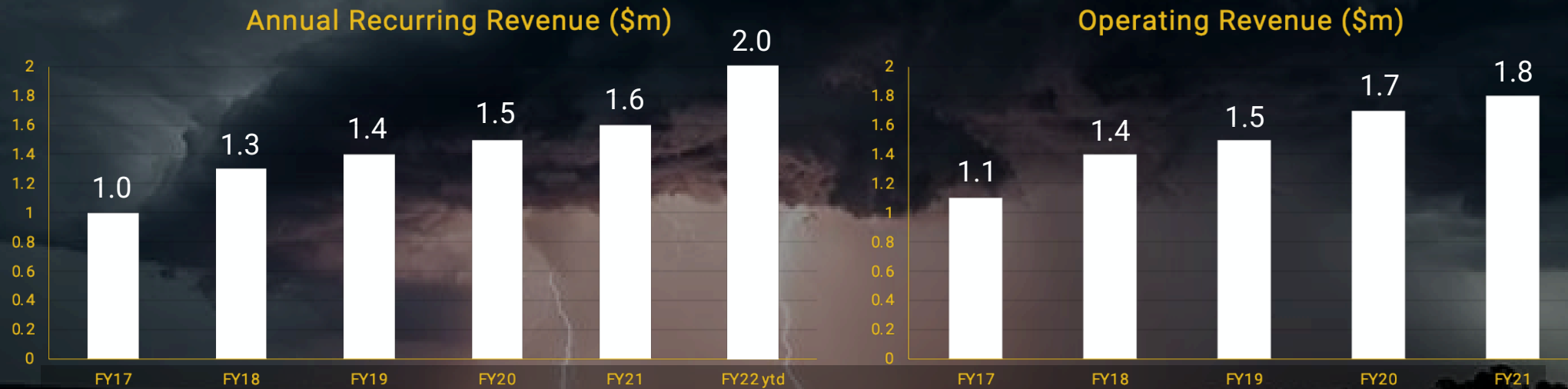
Continued revenue growth despite the ongoing concerns of COVID-19



Highlights



- ARR accelerating - an increase of \$0.2m in 1Q22 due to contract wins with major insurers
- Climate Risk data and market gap validated by Big 4 Accounting firm
- Launching new products for the high growth ESG market



Proprietary Technology

Bushfires, storms and other natural disasters cost \$18.2bn per year in Australia¹.

Proprietary Aeris technology evaluates climate risks and provides localised warnings to save money and lives.

These capabilities are powered by the Company's Spatial Analysis Risk Platform (SARP)

Examples:

Aeris warns major Automotive Insurance policy holders of impending hailstorms at their address. This is valued by customers and reduces claims.

Aeris warns largest telecom infrastructure provider of storm severity across the network in order to deploy repair teams optimally.

¹ Deloitte Access Economics Report from 2007-2016.
<https://www2.deloitte.com/au/en/pages/economics/articles/building-australias-natural-disaster-resilience.html>



Core Products



Alerting

Advance warnings for:

- Severe weather
- Floods
- Cyclones and tsunamis
- Fires
- Lightning

Weather Services Alerting Products | Early Warning Network



Forecasting

Tailored to client requirements with alerts when specified thresholds are exceeded.

Weather Forecasting System | Early Warning Network



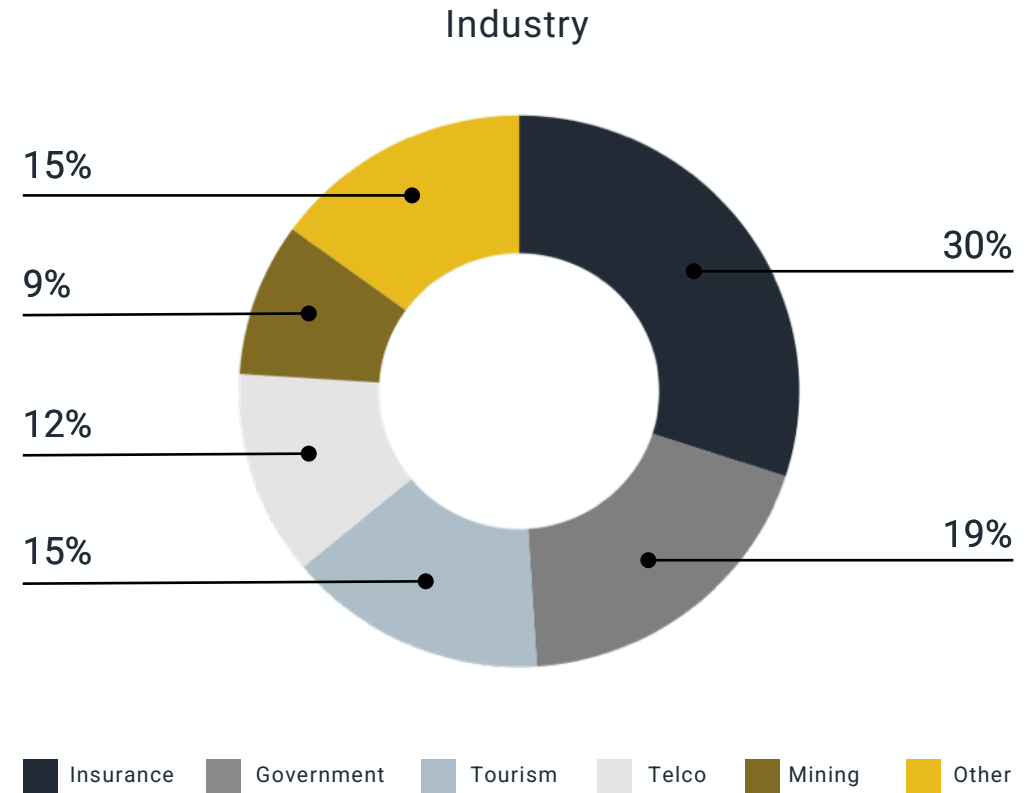
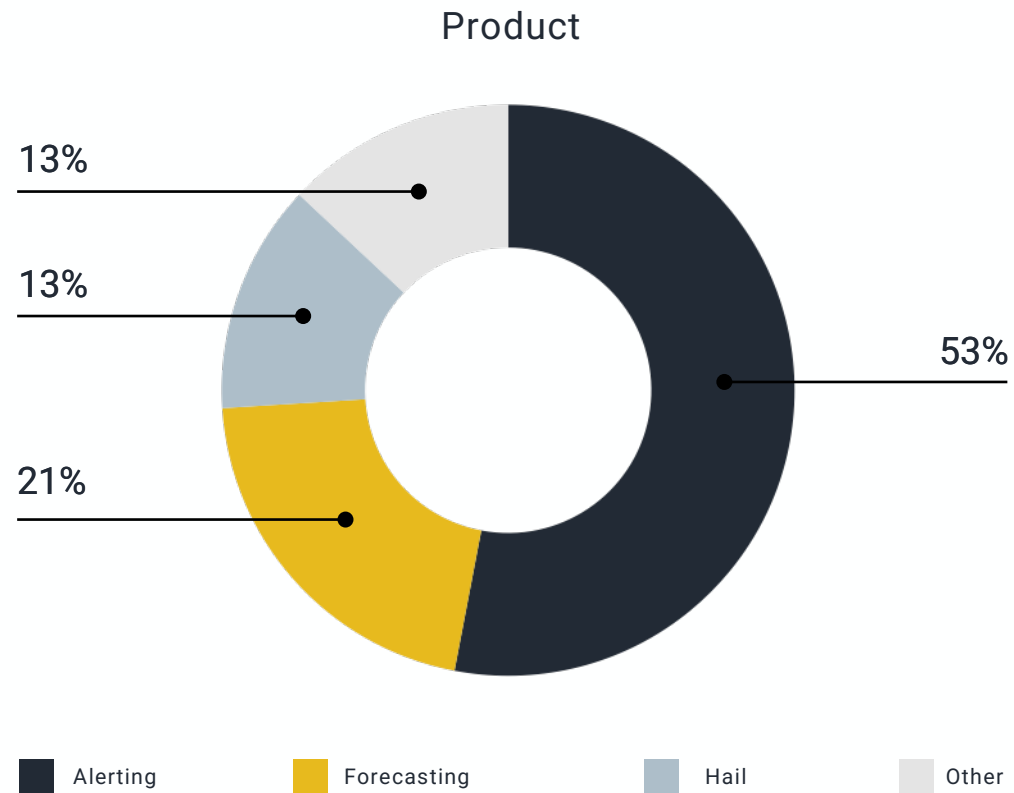
Real Time Data

Monitoring of remote sensors for:

- Water flow
- Heat
- Rainfall
- Lightning
- Fire
- Water Levels

Climate Risk Reporting Australia | Early Warning Network

Revenue Composition in FY21



<https://aeeris.com/service.html>

Growth Drivers

01

Regulation

The regulatory and investment environment now demands quantifiable disclosure of physical and chronic climate risk by reporting entities. Directors and officers face personal liability with failure to comply.



Dud Data

"many of the emerging demands for financially meaningful information cannot be met by current climate models that were designed for other purposes."

02

Technology

New technologies such as dual-pol radar algorithms enable high resolution views of hail in real time. Aeeris's proprietary data set gains new value through application.

03

Customer Demands

Aeeris matches evolving customer demands with new capabilities, hail prediction and post event data.



Regulatory change a significant growth opportunity



Recent events like the Australian bushfires of 2019-2020 have increased awareness for the need of natural hazard mitigation.

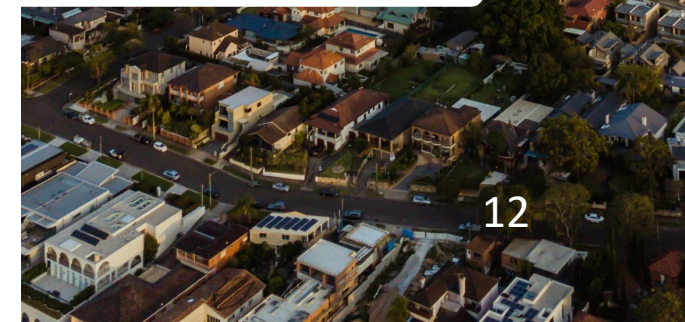
Climate risks are now legally considered as foreseeable and carries legal liability for companies and directors.

Aeeris are leaders in location based warning systems for all types of natural hazards.



Climate Risk on the Radar

- BlackRock CEO Larry Fink 'Climate change is now the lens through which Blackrock, and everyone following the world's largest asset manager, will need to assess its next investment.' **16 January 2021**
- Regulators are in lockstep on approaching climate change as a financial risk issue. The Reserve Bank of Australia has joined APRA, ASIC and the ASX in considering the implications of climate change through an overtly economic risk lens. **2021 statements**
- The Retail Employees Superannuation Trust (REST) recently settled a landmark case over its failure to disclose climate risk. To avoid similar suits and future liability, Super funds will need to disclose their portfolio holdings and report in line with the TCFD recommendations. Investment managers can expect their agreements with superannuation schemes to be revisited focused on how they disclose climate risk information to the funds and ultimately to members. **2 November 2020**
- The Australian Prudential Regulation Authority (APRA) chairman Wayne Byres said the climate risks to banks were "increasingly very real, and immediate". **28 April 2021**



New products



Spatial Analysis

Under development for several years the Spatial Analysis Risk Platform (SARP) adds scale and expanded geospatial functionality to existing forecast and alert products. It is a cloud hosted SaaS product.

[GIS Information Platform | Early Warning Network](#)



Climate Risk Intelligence

Uses Aeeris's unique spatial data record and big data analytics to deliver actionable reports on climate risks. Supported by 15 years of EWN operations in the provision of location based alerts.

[Climate Intelligence Australia | Early Warning Network](#)



Hail

Providing real time updates of hail size, location and directional movement. Powered by 3D radar technology, the solution delivers an unparalleled resolution of data with actionable intelligence.

[Hail Services Australia | Early Warning Network](#)

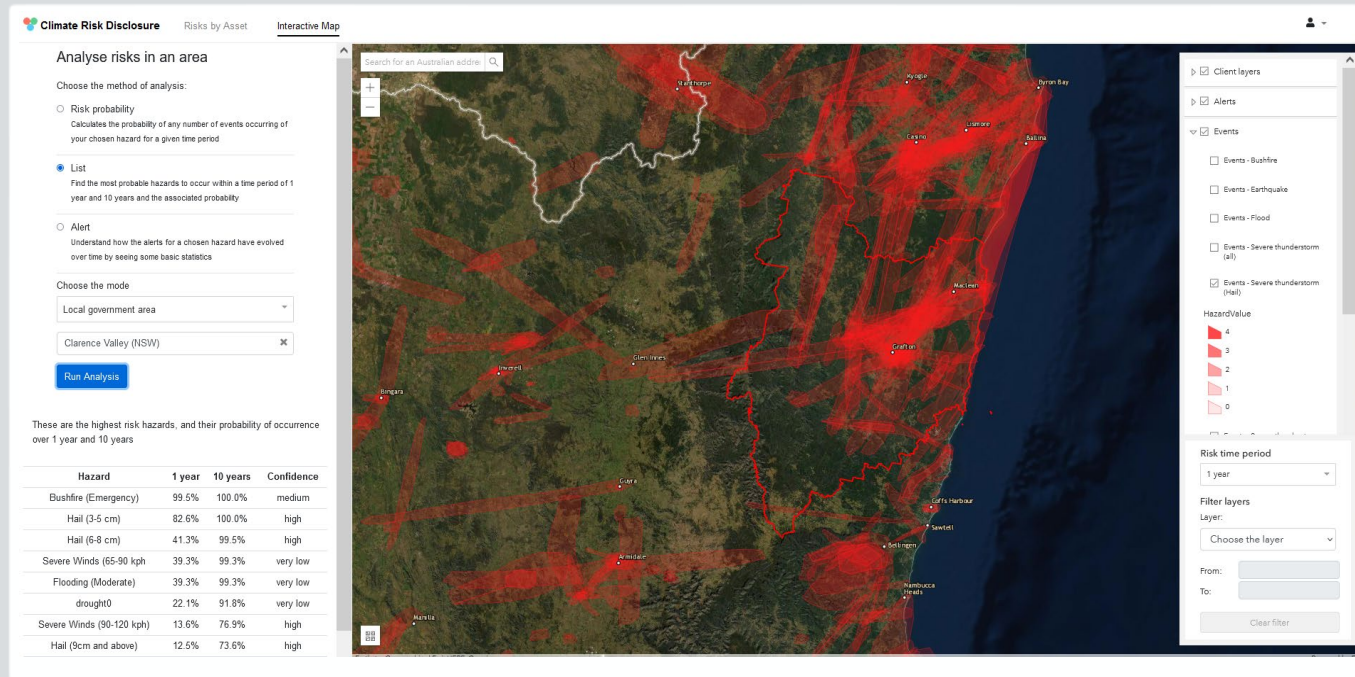


Seasonal Forecasting

A ground-breaking approach to accurately forecast months in advance. Overlays various climate indices into the climate risk model. Can be coupled with the Company's alerting products to mitigate identified threats.

[To be added to website](#)

Climate Risk Intelligence



- ▶ Produces physical risk reports for any location.
- ▶ EWN has mapped data from the early 1900's to the present day.
- ▶ Combines EWN's unique spatial operations data

Total addressable market of >\$50bn for the core product



▶ Private weather forecasting and alerts represent a US\$7bn market in the USA alone, according to a report by the United States National Weather Service ¹.

¹ https://www.weather.gov/media/about/Final_NWS%20Enterprise%20Analysis%20Report_June%202017.pdf

▶ Given that Australia represents 1.6% of global GDP we estimate the global addressable market is >\$50bn and the estimated Australian market is \$750M to \$1bn.

▶ At Aeeris we believe that the market for Climate Risk is even bigger.



Application of Risk Data

Climate Risk Disclosure: Disclosure of physical and chronic risks

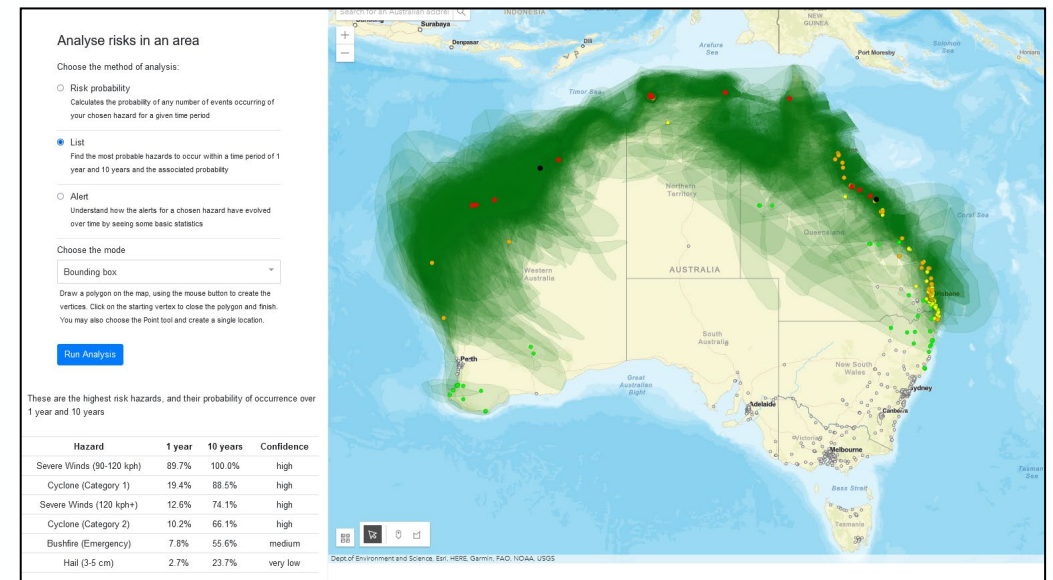
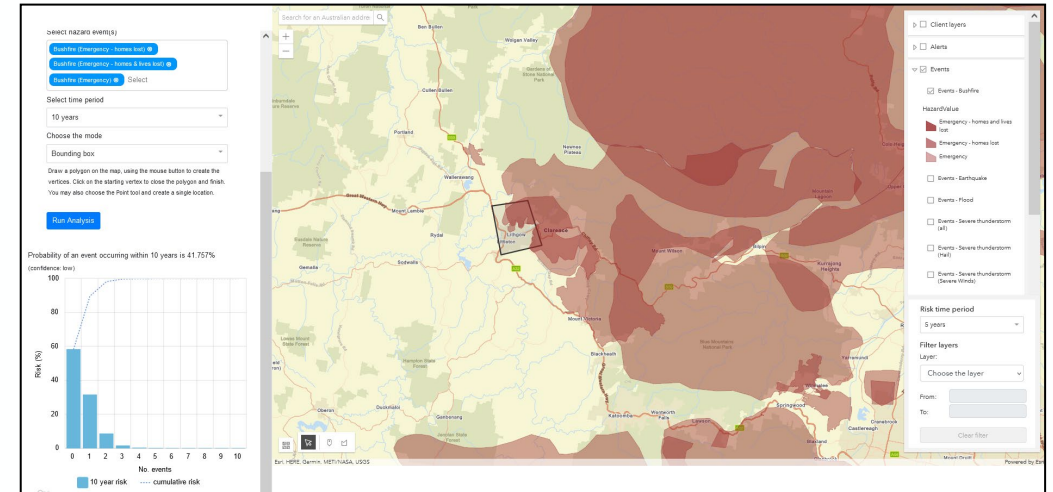
Actionable Intelligence: Data that can be used to increase resilience

Immediate Mitigation: Easy and effective means to apply mitigation measures

<https://www.earlywarningnetwork.com.au/services-climate-risk>

Unique Data – Climate Risk Platform V.1

- Historical geospatial event data uniquely mapped and analysed by the company to obtain an accurate physical and chronic risk score for any location
- Solution fills gap in risk data as identified and validated by big four auditors
- Use real data vs synthetic. Combines Aeeri's own 12 years of spatial operational data to produce reliable estimates of event recurrence probabilities (Unique IP and data can't be replicated or mimicked)
- Risk analysis and spatial resolution can be operationalised, is actionable, transparent and defensible. Quantification of event recurrence probability over 1-20 years makes it more meaningful for the user in adaption and mitigation options
- No 'black box' analysis. Auditable data backed by equally evidenced analytical processes. Corporate access available by API to map into internal systems





Why Aeeris? Investment Rationale



11 October 2021

- ▶ World-class technology
- ▶ Scalable business model
- ▶ Growing annuity revenues
- ▶ Proprietary data