

AEERIS LTD

30 October 2024

Quarterly Activities Report for the period ended 30 September 2024

Highlights:

- Successfully attained ISO 27001:2022 certification
- New contract wins in the rail, renewables, automotive and mining industries
- Revenue and scheduled services for the period were \$1,073,855 (unaudited)
- Customer receipts for the quarter were \$842,067 (unaudited)
- Cash and cash equivalents \$1,565,061
- The Company has no debt

Quarterly Commentary

Aeeris Ltd (ASX:AER) ("Aeeris" or "the Company"), a leader in severe weather, natural hazard forecasting, alerting, and climate risk reporting, is pleased to present an update on its activities for the first quarter of financial year 2025 (Q1 FY25).

Financial Overview

The quarter's revenue and scheduled services were \$1,073,855 (unaudited), driven by sustained demand and an expanding client base. Customer receipts for the period were \$842,067. Post the quarter ending, the Research and Development Rebate has been lodged with Aust Industry for expenditure incurred in FY24.

Certification & Strategic Partnerships

During the quarter, Aeeris achieved ISO 27001:2022 certification, a milestone aligning the Company's processes with recognised standards. This certification is not only a validation of Aeeris' operational standards but also opens doors to new markets and industry partnerships. The certification provides prospects confidence in the Company, reducing sales cycle length and creating a more friction free experience for new customers, while presenting additional revenue opportunities.

The ongoing partnership with Tomorrow.io has contributed further to this quarter's sales, and the Company continues to develop collaborations with several other organisations as part of a broader partnership growth strategy.

Sales & Marketing

Key achievements this quarter include contract wins in the renewables, automotive and mining industries. Notably, the Company secured a tender with one of Australia's largest rail companies, strengthening its position as the go-to provider of advanced weather technology in Australia.

To support this momentum, Aeeris has expanded its sales team with new talent, specifically targeting industries where the Company's services deliver measurable financial benefits. This strategic team growth enables Aeeris to proactively engage with its target market and support its existing customers.

Marketing initiatives also advanced during the quarter, driven by a combination of targeted campaigns and an expanding digital presence. These efforts have contributed to the Company's growing sales pipeline, reflecting the marketing team's success in enhancing brand visibility and engagement.

As part of the Company's strategy to drive further awareness and lead generation, the team attended the All-Energy Conference in Melbourne, Australia's largest event for the renewable energy and environmental sectors.

In addition to the conference participation, new marketing campaigns are planned for the upcoming quarter, focusing on the Company's flagship Climatics tool and the delayed Task Force on Climate-related Financial Disclosures (TCFD) requirements.

Operations & IT Advancements

The operations team managed numerous severe weather events, including unseasonal heavy rainfall in Queensland and New South Wales and destructive wind gusts in Australia's southern regions during the quarter. The newly launched earthquake alerting service was actively used during three significant earthquakes in the Hunter region of NSW in August and September.

A key highlight for operations this quarter was the largest insurance natural catastrophe simulation event to date, enabling customers to enhance their readiness for the impending severe weather season.

The IT team successfully completed projects related to emergency services alerting data and advanced the Company's Embargo service, positioning it for the release of 'Embargo Plus'. Embargo Plus provides the insurance industry with actionable, reliable data to enable quick and efficient change management. It has been significantly expanded to offer real-time GNAF-based lookups, multi-stage event sequencing, and seamless policy engine automation, empowering insurers to manage risks with unmatched precision and efficiency.

Looking forward, Aeeris is exploring a collaboration with Monash University to integrate Climatics with CMIP data, aiming to provide a comprehensive Climate Risk tool that meets both current and future regulatory needs in Australia.

Business Activities and Expenditures

Payments made to related parties during the quarter were \$94,000. Other abnormal expenditure included legal fees and conferences together with additional data and hardware purchases.

This announcement has been approved and authorised for release by the Board of Aeeris Ltd.

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About Aeeris

Aeeris Limited (ASX: AER) is a leading Environmental Services company specialising in the delivery of weather and climate intelligence through its subsidiaries, Early Warning Network (EWN) and Climatics. The Company's mission is to excel in early environmental warnings and pioneering hazard reduction technologies, empowering asset owners and managers across diverse industries to proactively mitigate risk and safeguard life. Aeeris unites the strengths of EWN and Climatics to deliver cutting-edge services which are at the forefront of innovation and renowned for their unwavering accuracy.

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

AEERIS LTD

ABN

18 166 705 595

Quarter ended ("current quarter")

30 September 2024

Consolidated statement of cash flows	Current quarter \$	Year to date (3 months) \$
1. Cash flows from operating activities		
1.1 Receipts from customers	842,067	842,067
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(410,172)	(410,172)
(c) advertising and marketing	(29,705)	(29,705)
(d) leased assets	-	-
(e) staff costs	(595,575)	(595,575)
(f) administration and corporate costs	(91,917)	(91,917)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	18,119	18,119
1.5 Interest and other costs of finance paid	(219)	(219)
1.6 Income taxes paid	(26,420)	(26,420)
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	(38,168)	(38,168)
1.9 Net cash from / (used in) operating activities	(331,990)	(331,990)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(7,494)	(7,494)
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$	Year to date (3 months) \$
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(7,494)	(7,494)
3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
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)	-	-
3.10	Net cash from / (used in) financing activities	-	-
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	1,904,545	1,904,545
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(331,990)	(331,990)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(7,494)	(7,494)

Consolidated statement of cash flows		Current quarter \$	Year to date (3 months) \$
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	1,565,061	1,565,061

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$	Previous quarter \$
5.1	Bank balances	1,565,061	1,904,545
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	1,565,061	1,904,545

6.	Payments to related parties of the entity and their associates	Current quarter \$
6.1	Aggregate amount of payments to related parties and their associates included in item 1	94,400
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Directors' fees, consultancy expenses and secretarial fees.</i>		

7. Financing facilities	Total facility amount at quarter end	Amount drawn at quarter end
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	\$	\$
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
7.4 Total financing facilities	-	-
7.5 Unused financing facilities available at quarter end		-
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

8. Estimated cash available for future operating activities	\$
8.1 Net cash from / (used in) operating activities (item 1.9)	(331,990)
8.2 Cash and cash equivalents at quarter end (item 4.6)	1,565,061
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	1,565,061
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	4.71
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Answer:	
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
Answer:	
8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
Answer:	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

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.

Date: 30 October 2024

Authorised by: The Board

(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow 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 cash flow 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.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.