

**AEERIS LTD**

31 January 2024

Quarterly Activities Statement for the period ended 31 December 2023

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**Highlights:**

- Cashflows from operating activities of \$952,259
- Customer receipts for the quarter were \$931,581
- Revenue and scheduled services for the period were \$901,755
- Cash and cash equivalents at 31 December of \$2.25m (no debt)

**Quarterly Commentary**

Aeeris Ltd (ASX:AER), Australia's leading severe weather and natural hazard risk assessment company, today reports a stable Q2 FY24 Quarterly Result and provides an overview of its quarterly activities for the quarter.

**Sales & Marketing**

Q2 saw continued revenue growth from new recurring and one-off revenue, made up of a combination of new customer engagements and increased receipts from existing accounts.

The Hail product suite continues to perform strongly, making up nearly 50% of total new recurring revenue. This is driven by a strong demand from the insurance and solar farm sectors.

Severe weather alerting and custom forecasting services continue to perform well. The Company has been working with several key customers to build marketing case studies and testimonials to demonstrate to the market the practical benefits of these products and services.

The Company's focus in Q3 will be converting potentially material deals in the sales pipeline. The Company will also increase sales and marketing activities around Climatics, including the imminent launch of a B2C Climatics product offering.

***Climatics***

Q2 was focused on new projects and the implementation of user requested features for Climatics. This delivers greater scalability and agility to meet future requirements.

During this quarter, research commenced into the forecasting of short-term risks for critical hazards and their subsets, representing a significant leap in the platform's predictive capabilities.

## **Operations**

October started on a quiet note with dry and warm conditions across eastern and southern Australia. This resulted in severe fires across southern Queensland and northeast NSW.

In November, moisture levels increased across eastern Australia with above average rainfall setting in. The month was marked by severe and extreme storms, flooding, large hail, frequent lightning, and damaging wind, across Queensland, NSW and Victoria.

December saw the trend of severe weather continue. Particularly noteworthy events included:

- Tropical Cyclone Jasper making landfall along the north Queensland coast. Very heavy rainfall was experienced around Cairns, with some locations receiving close to 2000mm over a five-day period.
- An extended period of severe thunderstorms across southeast Queensland during the latter half of the month. Giant hail was reported around Gympie and western Brisbane and severe winds of 150-200km/hr was recorded.

December also broke a record for the highest number of hail alerts issued by the Operations team, a total of 1,178 across the month.

The Aeeris development team delivered into operations an automated system to process Fire Weather Warnings. This enhances the efficiency and productivity for the Ops team during periods of high bushfire activity.

The Company is working to finalise ISO 27001 Certification during 2024. This is expected to significantly streamline and shorten the on-boarding process of new clients.

## **Business Activities and Expenditures**

Payments made to related parties during the quarter were directors' fees and consultancy expenses. Other abnormal expenditures include costs associated with the Annual General Meeting, additional IT resources, legal fees, ISO accreditation related fees, hazard data, marketing and conference expenses amongst other items, totalling approximately \$128,434.

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

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**Direct Enquiry**

Kerry Plowright  
CEO  
Aeeris Ltd  
(+61) 02 6674 2711

**Public Relations**

Melissa Hamilton  
M+C Partners  
melissa.hamilton@mcpartners.com.au

**Investor Relations**

Katrina Griffiths  
M+C Partners  
katrina.griffiths@mcpartners.com.au

## 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 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 LIMITED

**ABN**

18 166 705 595

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

31 December 2023

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$</b>	<b>Year to date (6 months) \$</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	931,581	1,597,783
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(290,248)	(596,593)
(c) advertising and marketing	(59,866)	(77,351)
(d) leased assets	-	-
(e) staff costs	(452,395)	(962,873)
(f) administration and corporate costs	(101,252)	(236,865)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	20,678	44,197
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	(28,970)	(40,381)
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	(45,653)	(58,253)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(26,125)</b>	<b>(330,336)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$	Year to date (6 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)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	-	-
<b>3.</b>	<b>Cash flows from financing activities</b>		
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)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	-	-
<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	2,277,281	2,581,492
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(26,125)	(330,336)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$</b>	<b>Year to date (6 months) \$</b>
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>2,251,156</b>	<b>2,251,156</b>

<b>5.</b>	<b>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 \$</b>	<b>Previous quarter \$</b>
5.1	Bank balances	2,251,156	2,277,281
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>2,251,156</b>	<b>2,277,281</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$</b>
6.1	Aggregate amount of payments to related parties and their associates included in item 1	84,400
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>		

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

<b>7. Financing facilities</b>	<b>Total facility amount at quarter end</b>	<b>Amount drawn at quarter end</b>
<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>	<b>\$</b>	<b>\$</b>
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
<b>7.4 Total financing facilities</b>	-	-
<b>7.5 Unused financing facilities available at quarter end</b>		-
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.		

<b>8. Estimated cash available for future operating activities</b>	<b>\$</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	(26,125)
8.2 Cash and cash equivalents at quarter end (item 4.6)	2,251,156
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	2,251,156
<b>8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	<b>86.17</b>
<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: 31 January 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.