

AEERIS LTD

31 January 2025

Quarterly Report for the period ended 31 December 2024

Highlights

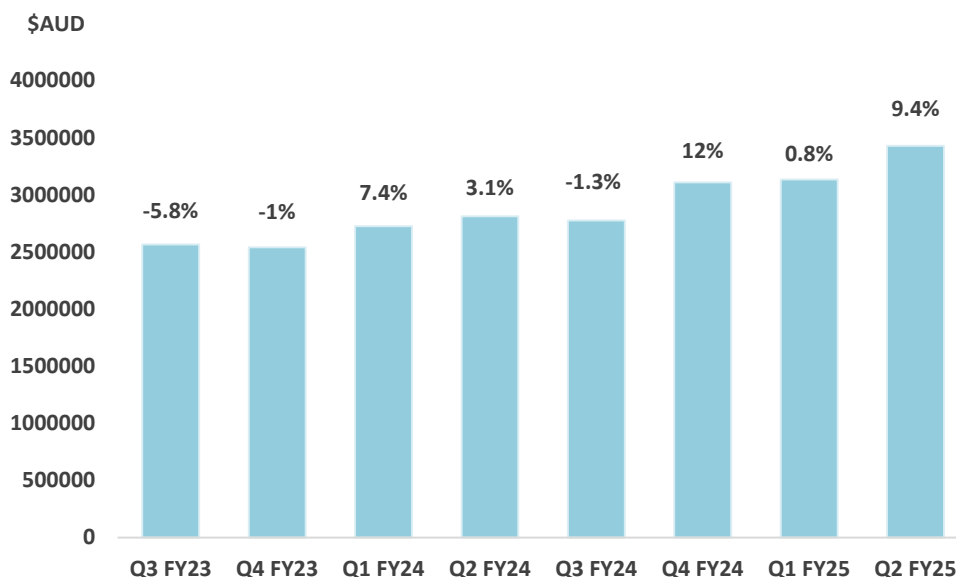
- Total receipts \$1,498,540
- Receipts from customers \$1,025,825
- Revenue of \$943,564
- Cash and cash equivalents \$1.53m
- Continued growth in ARR and ARPC
- New contract wins in industries including mining, logistics, insurance and renewables
- IP Development to set up Aeeris for the future

The past quarter marked a period of growth and innovation for Aeeris Ltd (**Aeeris** or the **Company**), reflecting the Company's commitment to delivering industry-leading solutions in an evolving market landscape. Despite challenging conditions, the Company continued to meet its key targets while focusing on long-term strategic initiatives to strengthen its position as a leader in severe weather intelligence and critical decision-making data now, and into the future.

Financial Overview

- Growth in annual recurring revenue (**ARR**) and annual revenue per customer (**ARPC**) - on the previous corresponding period
- Increase in Quarterly receipts
- Higher costs this quarter relate to timing of annual bills and payment delays with changeover of finance resourcing, pushing several costs from the end of Q1 into Q2
- Seasonality of invoicing will result in an expected reduction of receipts in Q3

ARR (% change on previous quarter)



	31/12/2023 Q2 FY24	30/09/2024 Q1 FY25	31/12/2024 Q2 FY25	%Change PCP	%Change QoQ
ARR & ARPC					
ARR	\$2,812,690	\$3,135,460	\$3,430,788	22.0%	9.4%
ARPC (per customer)	\$17,470	\$19,003	\$19,060	9.1%	0.3%

	31/12/2023 Q2 FY24	30/09/2024 Q1 FY25	31/12/2024 Q2 FY25	%Change PCP	%Change QoQ
Cash Summary					
Receipts from Customers	\$931,581	\$842,067	\$1,025,825	10.1%	21.8%
Payments to Suppliers	\$949,414	\$1,165,756	\$1,494,142	57.4%	28.2%
Interest Income	\$20,678	\$18,119	\$14,014	-32.2%	-22.7%
Cash at Hand	\$2,251,703	\$1,569,647	\$1,527,370	-32.2%	-2.7%
Cash & Accounts Receivable	\$2,609,069	2,019,348	\$1,993,484	-23.6%	-1.3%

Operational Review

Significant progress was made across multiple fronts during the last quarter, highlighting the Company's ability to adapt and excel amidst the challenges. Sales and marketing efforts delivered good results, with ARR growing by 9.4% in the last quarter, further bolstering the Company's financial stability and setting the stage for sustained growth.

The sales team, now augmented with additional sales resources, has focused towards securing larger, high-value contracts to sustain growth, while continuing to service the Company's existing client base.

Operationally, the severe weather season placed substantial demands on the team, who rose to the challenge with exceptional performance. High volumes of alerts were issued, including over 300 hail alerts per day during peak periods. The operations team continue to ensure timely and accurate service delivery.

Future Developments

Aeeris is close to completing an exciting new development. This new system will allow Aeeris to enhance its current service offering. It also represents a game-changing technological advancement, enabling Aeeris to offer faster, more detailed services. This is expected to position Aeeris as a unique provider in Australia, opening untapped market opportunities, expanding the Company's addressable market and enhancing shareholder value in the quarters to come.

Business Activities and Expenditures

Payments made to related parties during the quarter were directors' fees and consultancy expenses. Some seasonal expenses have been incurred in the December quarter that have inflated our spending during the period, including seasonal data and weather costs, one off staff costs, insurance premiums, ISO registration, payroll tax, R&D and development; and compliance costs amounting to \$250,316.

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

Direct Enquiry

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About Aeeris

Aeeris Ltd (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 LTD

ABN

18 166 705 595

Quarter ended ("current quarter")

31 December 2024

Consolidated statement of cash flows	Current quarter \$	Year to date (6 months) \$
1. Cash flows from operating activities		
1.1 Receipts from customers	1,025,825	1,867,892
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(473,634)	(883,806)
(c) advertising and marketing	(18,518)	(48,223)
(d) leased assets	-	-
(e) staff costs	(794,263)	(1,389,838)
(f) administration and corporate costs	(203,126)	(295,043)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	14,014	32,133
1.5 Interest and other costs of finance paid	(4,693)	(4,912)
1.6 Income taxes paid	(38,592)	(65,012)
1.7 Government grants and tax incentives	458,701	458,701
1.8 Other (provide details if material)	(608)	(38,776)
1.9 Net cash from / (used in) operating activities	(34,894)	(366,884)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(2,788)	(10,282)
(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)	-	-
2.6	Net cash from / (used in) investing activities	(2,788)	(10,282)

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	1,565,061	1,904,545
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(34,894)	(366,884)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(2,788)	(10,282)

Consolidated statement of cash flows		Current quarter \$	Year to date (6 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	1,527,379	1,527,379

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	1,527,379	1,565,061
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)	1,527,379	1,565,061

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	102,838
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

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

7. Financing facilities <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>	Total facility amount at quarter end \$	Amount drawn at quarter end \$
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.	N/A	

8. Estimated cash available for future operating activities	\$
8.1 Net cash from / (used in) operating activities (item 1.9)	(34,894)
8.2 Cash and cash equivalents at quarter end (item 4.6)	1,527,379
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	1,527,379
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	43.77
<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 2025

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.