ANNUAL GENERAL MEETING · 25 NOVEMBER 2026

Investor Presentation

Know the impact. Act with confidence.

Aeeris Ltd (ASX:AER) · ABN 18 166 705 595

Proposed to be renamed Blue Horizon Intel Ltd, subject to shareholder approval at this meeting

WHO WE ARE

Weather impact intelligence

We combine 20 years of human expertise with AI to help organisations across insurance, rail, construction, solar and data centres in Australia see risk before it arrives.



WHAT WE DO

Weather intelligence that shows what's at risk, what it means, and what to do next.

WHY IT MATTERS

Early insight for confident action before risk becomes disruption.

OUR PROMISE

We help you protect what matters with time to act.

FY26 RESULTS

FY26 at a glance

$3.84m

Annual recurring revenue ▲ 9.1%

89.1%

Gross margin ▲ from 76.2%

$3.40m

Gross profit ▲ 16.2%

91.6%

Of ARR from fixed subscriptions

▲ from 84.3%

22 new clients

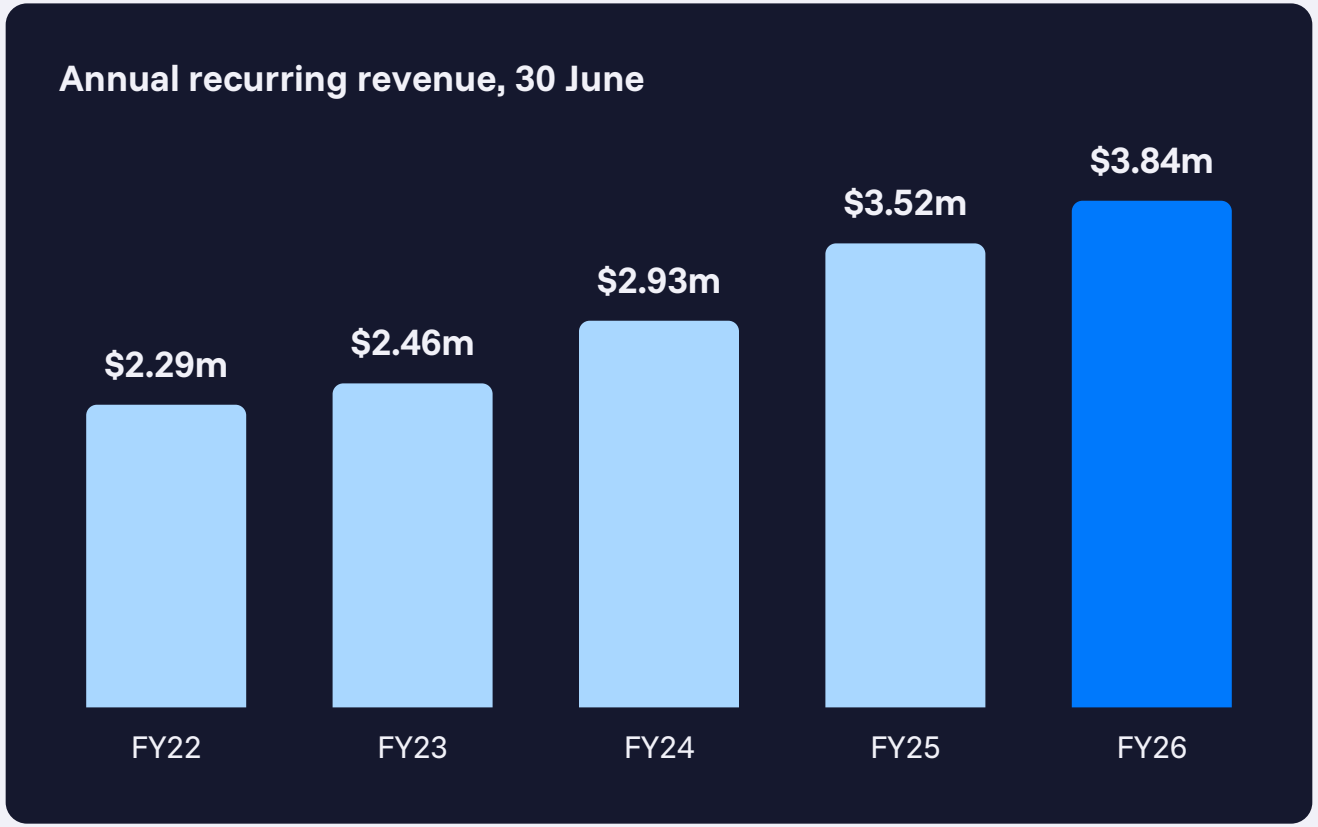
New ARR Customers onboarded

$1.2m

Cash on Hand – minimal cash outflow of $0.06m in FY26.

REVENUE QUALITY

Building a revenue base we can rely on



84.3% → 91.6%

Fixed subscriptions as a share of ARR

+25.9%

Average revenue per customer

>50%

Of new recurring revenue came from existing customers

FY26 IN REVIEW

A year of deliberate change

JULY 2025

AWARE platform live

Forecasting and hail services brought in-house, cutting cost of sales by $0.50m and lifting gross margin to 89.1%.

AUGUST 2025

Founder retires

Kerry Plowright retired as CEO after almost two decades building the Company.

APRIL 2026

New leadership

Henrik Thorup appointed Executive Chairman; Bryce Reynolds continues on the Board, preserving continuity.

JUNE 2026

New Dawn launched

Operating model reset around customers, with a flatter leadership structure and a three-year strategy.

NEW DAWN STRATEGY

A three-year transformation

FROM

A product-led weather information provider

TO

A customer-led impact intelligence business

Delivered through our GPS framework of **Growth**, **Profitability** and **Shareholder Value**, across three horizons:

Horizon 1

Build Foundation

Horizon 2

Enhance Capability

Horizon 3

Accelerate Performance

NEW DAWN STRATEGY

Corporate priorities

Supercharge customer-centric growth

01 · CONVERSION STRATEGY

- Tailored offers for each customer segment
- Refreshed brand, story and positioning
- Stronger sales and account management
- More customer engagement and promotion

Fast-track profitability

02 · ACTIVATION STRATEGY

- Optimised solution portfolio
- Agile, value-based pricing
- Innovative solution development
- Evolved customer service

Future-proof team, process and technology

03 · BUSINESS STRATEGY

- Team and leadership development
- Streamlined operational processes
- Upgraded technology platforms
- Integration-enabled, configurable intelligence



Insurance

See portfolio exposure before the event and respond faster after it.



Rail

Make network speed and safety calls with impact-level warning.



Construction

Plan around weather to protect sites, crews and schedules.



Solar

Protect generation assets and output from hail, wind and storm.



Data centres

Protect uptime by seeing weather risk to sites early.

Q1-FY27 · SEPTEMBER QUARTER

Deliberate repositioning the revenue base

- Completed the planned exit from lower-margin, non-core reseller and climate-science contracts, consistent with the New Dawn strategy of owning core technology and customer relationships.
- Annual Recurring Revenue (ARR) of **$3,493,530, down 1.4% on the prior corresponding period**, primarily reflecting the removal of exited lower-margin revenue.

$975k

Quarterly revenue (unaudited), **up 10.0% on Q4 and 6.7% on pcp**

$21,173

Annual revenue per customer, **up 10.0% on pcp**

91.5%

Of ARR from fixed subscriptions (30 June: 91.6%)

$1.02m

Cash, debt free; transformation self-funded

Q1 FY27 · SEPTEMBER QUARTER

From development to deployment

AWARE upgrades live

Customer-focused upgrades went live in August; customer migration began in September.

Nine solution bundles

Built across five target segments, offered in Essential, Enhanced and Enterprise tiers.

Commercial capability

Customer Success Manager joined in August; Business Development Manager joined in November.

ISO 27001 recertified

ISO/IEC 27001:2022 recertification completed; disaster recovery tested across key systems.

Security leadership

Virtual Chief Information Security Officer appointed to lead security strategy and compliance.

People and Partners

Head of People & Capability started; new accounting, tax and insurance advisers appointed.

Blue Horizon

ONE BRAND · SUBJECT TO SHAREHOLDER APPROVAL

Introducing Blue Horizon

Two names today: Aeeris for investors and Early Warning Network for customers. Blue Horizon gives us one name across customers, investors and staff, built around weather impact intelligence.

	TODAY		PROPOSED
Listed entity	Aeeris Ltd	→	**Blue Horizon Intel Ltd**
Customer brand	Early Warning Network	→	**Blue Horizon**
Website	aeeris.com · earlywarningnetwork.com.au	→	**bluehorizon.com.au**
ASX code	AER	→	**BHI**

Proposed launch 30 November 2026, subject to shareholder approval and registration of the change of name.

OUTLOOK

FY27: the first full year of New Dawn

Q2 marks the start of the severe weather season, historically a strong period for revenue and engagement. Our near-term priorities:

01 Migrate transitioning customers to AWARE

02 Convert contract-stage pipeline, weighted to Q2 and Q3

03 Launch Blue Horizon and our tiered customer solutions

04 Rebuild and grow higher-margin recurring revenue

How we will measure progress

- Recurring revenue growth
- Strong customer retention
- Revenue quality
- Margin discipline
- Movement toward sustainable profitability

CORPORATE INFORMATION

Corporate snapshot

Board of Directors

Name	Role
Henrik Thorup	Executive Chairman
Bryce Reynolds	Non-Executive Director
Nathan Young	Non-Executive Director
Elissa Hansen	Non-Executive Director and Company Secretary

Capital structure

Item	Value
ASX code	AER
Share price [24 Nov 2026]	$0.057
Market capitalisation	$4.5m
Shares on issue	78,148,858
Unlisted options	7,000,000
Performance rights	[10,385,000]
Cash, 30 Sept 2026	$1.02m
Debt	Nil

Securities as at 30 June 2026 per FY26 Annual Report; update to latest before lodgement.

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References to Blue Horizon, Blue Horizon Intel Ltd and the ASX code BHI describe a proposed change of name that is subject to shareholder approval and regulatory processes.

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Blue Horizon

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Act with confidence.

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