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IoT Reinvented

2026 Annual General Meeting

26 NOVEMBER 2026

Universal Building Intelligence



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01

Chair Address

Maurie Stang
Non-Executive Chair



FY26: our largest investment year translates into commercial deployment

- **AerisTech:** “Syncromesh Prime” scaling with enterprise customers; “Syncromesh Omni” launched via major electrical wholesale partners
- **Strong market response** to Syncromesh platforms, with a multi-year project funnel in place
- **Specialty chemicals:** Repeat & new corrosion orders
- **Margin:** gross margin up to 53% (FY25: 51%)
- **Capital:** $1.5 million placement completed October 2026



Commercially validated platform, now scaling in high-growth markets

Capital & Strategic Initiatives

Capital position

- **Placement:** $1.5 million (before costs) at $0.044 per share – 34,090,908 shares; ratification sought in Resolution 6 at AGM
- **Strategic initiatives:** AerisTech Syncromesh commercialisation, and Specialty Chemical optimisation
- **Revised loan terms:** Founders loans are now subordinated and currently not interest bearing
- **Cost discipline:** operating expenses within the targeted range and being further addressed



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02

CEO Address

Andrew Just



FY26 Strategic Execution

Investment phase converting into commercial traction

KEY FY26 ACHIEVEMENTS



Syncromesh Omni successfully launched into the tier-one electrical wholesale channel



Syncromesh Prime scaling with a leading Australian bank and government infrastructure



AEI gross margin improved to 53% (FY25: 51%)



International traction across the USA, UK, Middle East and China

Platform validated, channels open – conversion is now the priority.

"The Aeris Group is clearly demonstrating the commercial benefits of its strategic investments in its core business and the AerisTech Syncromesh building intelligence platform." ***Maurie Stang – Chairman.***

Regulation now requires our target customers to measure, verify and report energy use and emissions

- **Australia:** AASB S2 climate reporting, NABERS, Scope 2 emissions reporting
- **USA:** climate reporting requirements and NYC Local Law 97 building emissions limits
- **Global:** IFRS S1/S2 (ISSB) sustainability disclosure standards
- **China:** new chemical-safety and food-safety standards (2026)



Syncromesh delivers measurement, verification, and actionable data from a secure, cloud-based dashboard

Providing Customers with the Ability to Measure, Verify and Act on Their Carbon Footprint

HARDWARE

Wireless hardware ecosystem

- Syncromesh hardware ecosystem offering a “turnkey” network
- Agnostic data collection & visualisation
- Outstanding ROI

SOFTWARE

Connectivity as a Service (CaaS)

- Annuity revenue through providing data stream and technology into legacy systems
- “Digital Twin” connection to existing Building Management Systems

Software as a Service (SaaS)

- Monitoring: actionable data insights
- Control: rules for optimizing assets
- HVAC: managed thermostat, lighting, power
- Reporting: carbon and sustainability

CONSUMABLES

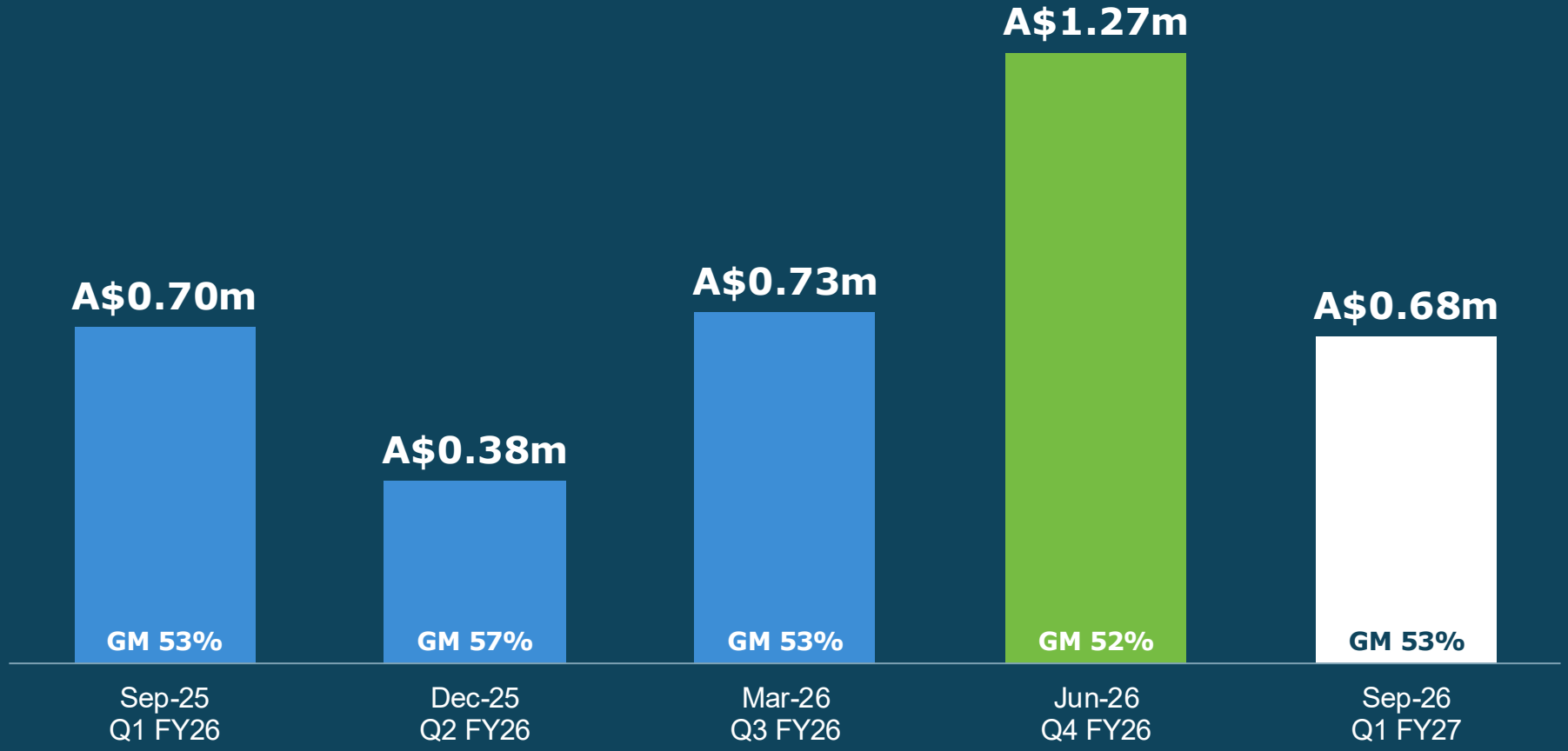
Specialty Chemicals

- Aeris energy efficiency products
- Annuity revenues from consumables for a proprietary and scalable installed base



Syncromesh represents the most advanced and secure wireless IOT network allowing integration of the full array of building management systems, sensors and power metering

Quarterly Revenue & Gross Margin



Source: Aeris ASX Quarterly Activities Reports and 2026 Annual Report. Revenue in A$ millions.



Financial Performance

FY26 investment phase with disciplined margins

FY26 FINANCIAL RESULTS

Total revenue:

A$3.08 million (FY25: A$3.26 million)

Gross margin:

53% (FY25: 51%)

Loss before tax:

A$5.60 million – investment in Syncromesh and new markets

Cash at 30 June 2026:

A$2.05 million

Q1 FY27 PERFORMANCE

Revenue:

A$0.68 million; 53% gross margin

Cash receipts:

A$0.93 million; online sales up 28% on prior quarter

Cash at 30 September 2026:

A$0.84 million, before the A$1.5 million October placement



Revenue strengthened through FY26, with the June quarter the strongest of the year.

Aeris Environmental Specialty Chemicals

CORROSION PROTECTION – BUILDING A RECURRING ORDER BOOK

Repeat Middle East OEM Demand:

- A$308,000 repeat order in the June 2026 quarter; A$157,000 recognised in the September 2026 quarter, with further A$50,000 of orders for the December 2026 quarter

Geographic Expansion:

- New customers secured across the UAE, Saudi Arabia, Qatar and Australia during FY26

USA Market Entry:

- First confirmed order from a leading US coil manufacturer; further US and Asian orders received since September quarter-end

Product Advantage:

- New generation, proprietary, thin-film coatings protect HVAC coils in coastal, marine and industrial environments without impairing heat-exchange performance
- World's leading performance result per ASTM-B117 (salt corrosion performance)



Corrosion protection is moving from individual orders to recurring, multi-region demand

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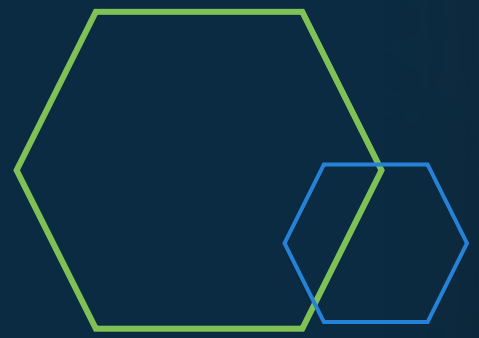
Syncromesh Technical Update

Mark Blum
AerisTech COO





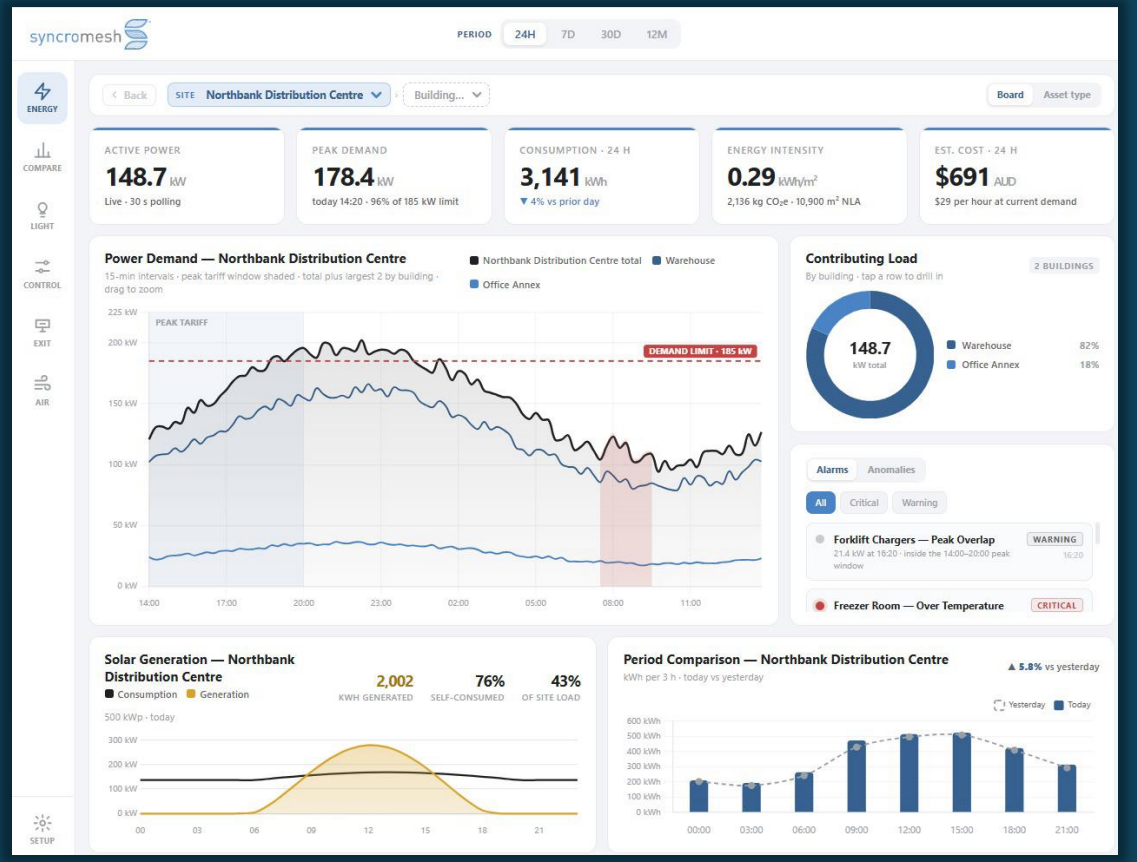
Syncromesh Ecosystem

Syncromesh is a complete IOT ecosystem containing the next generation wireless mesh platform, integrating real-time sensing, intelligent dashboard analysis and real-time intelligence, with military-grade security, across commercial, industrial, and mining environments.



Syncromesh – Wireless and Secure

- Syncromesh wireless sensor canopy unlocking real-time building intelligence without costly rewiring
- Highly scalable, automated mesh technology
- Full integration with AWS and Microsoft Azure ecosystems
- Rapid onboarding and deployment for installation and integration partners



Microsoft Azure Certified

AT&T

aws

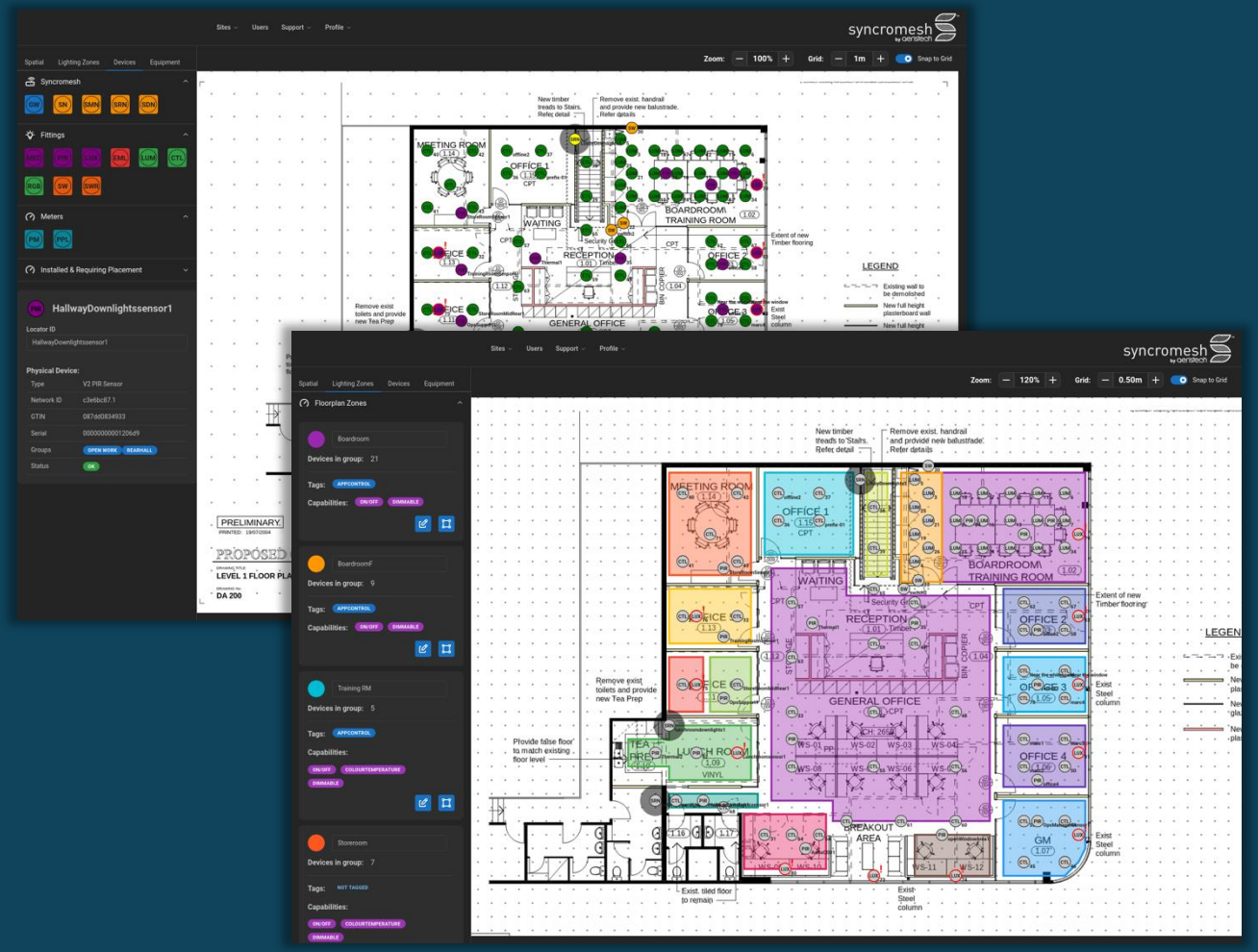
Scaleable Deployment

Syncromesh OMNI is designed for scaleable and cost-efficient deployment:

- **Scalability & Openness** – Syncromesh™ is designed to be vendor-agnostic, scalable across building sizes, and compatible with millions of sensors and devices

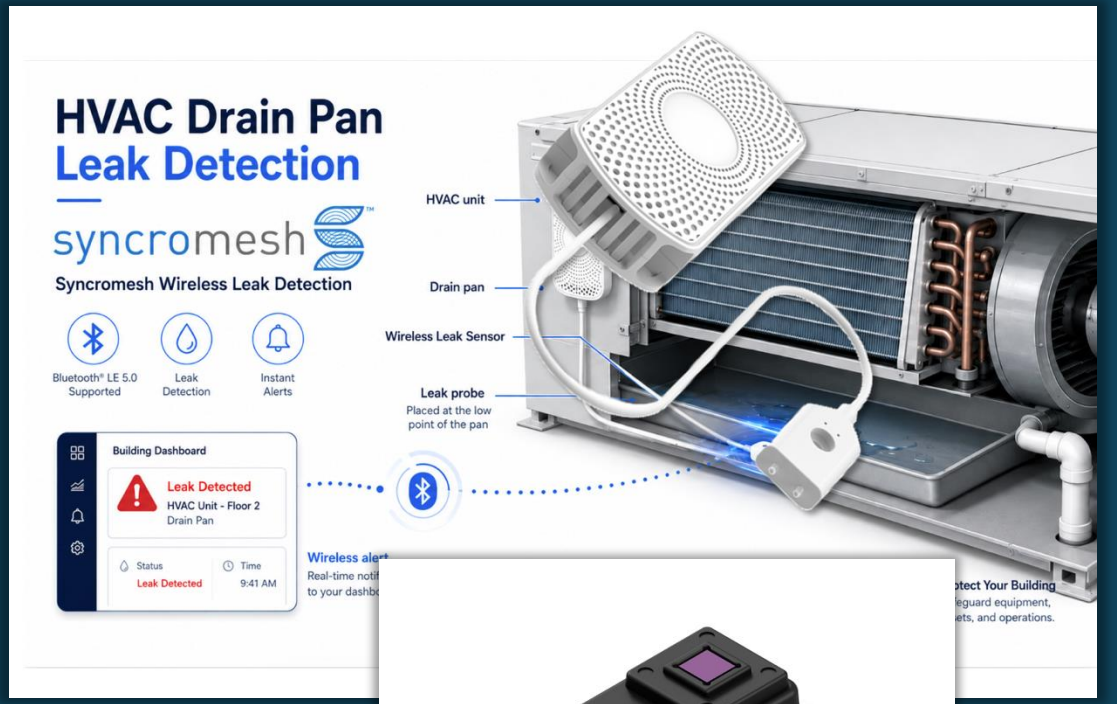
- **Building & Business Intelligence** – By collecting real-time data and integrating with building systems, the platform delivers advanced building intelligence and enables modern AI driven data platforms for smarter opex decisions

- **Scalable** from single to multi-thousand site applications



Expanding Syncromesh Ecosystem

- Nano-Thermal occupancy analytics and data for retail and banking customers
- New Generation of hardware enabling advanced building intelligence capabilities
- Energy monitoring, HVAC and building control
- Automated emergency lighting testing
- Secure cloud dashboard for carbon reporting and business intelligence





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Commercial Update

Marc Stang
AerisTech – Commercial Adviser

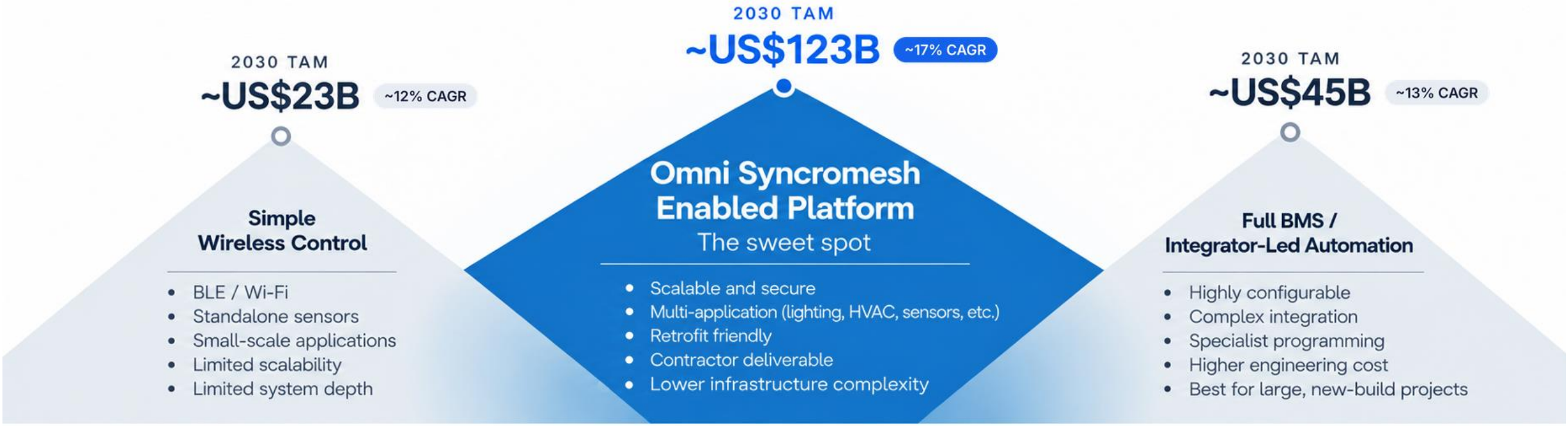


Lighting and Building Control Market

MARKET OPPORTUNITY

Syncromesh targets the largest market segment

Omni Syncromesh Enabled Platform targets the large, underserved middle market in smart buildings



Syncromesh Omni: Electrical Wholesale Launch

Plug-and-play building intelligence through the tier-one electrical wholesale channel – scale without a matching increase in direct sales resources

VAST REACH & DISTRIBUTION NETWORK

- **Over 1,100 store locations nationwide**
- Wholesalers maintain relationships with over 99% of electrical contractors
- Have "unlimited access" to every electrician in Australia, regardless of location or business size.
- Positions Syncromesh for easy promotion to a large end-user base:
  - **47,000+ registered electrical companies**
  - **99,000+ licensed electricians**

DISRUPTIVE POTENTIAL

- Omni listed with major electrical wholesalers, with orders now flowing through the channel
- Contractor and integrator engagement exceeded expectations during launch
- Quote-to-sale conversion tracking favourably

Preferred technology platform for major wholesale groups

UNTAPPED MARKET

- Multi-billion-dollar global opportunity, growing at over 20% per annum
- Each installation is an onramp to the wider Syncromesh IoT ecosystem
- Growth Drivers:
  - Hardware plus recurring SaaS revenue
  - Growing network of distributors, integrators and installers
  - Climate reporting and emissions-limit regulation

Lawrence & Hanson A Sonepar Company

Gemcell ELECTRICAL GROUP

ELECTRICAL MERCHANDISING

REXEL ELECTRICAL SUPPLIES

Integrators and Partners

PROGRAMMED

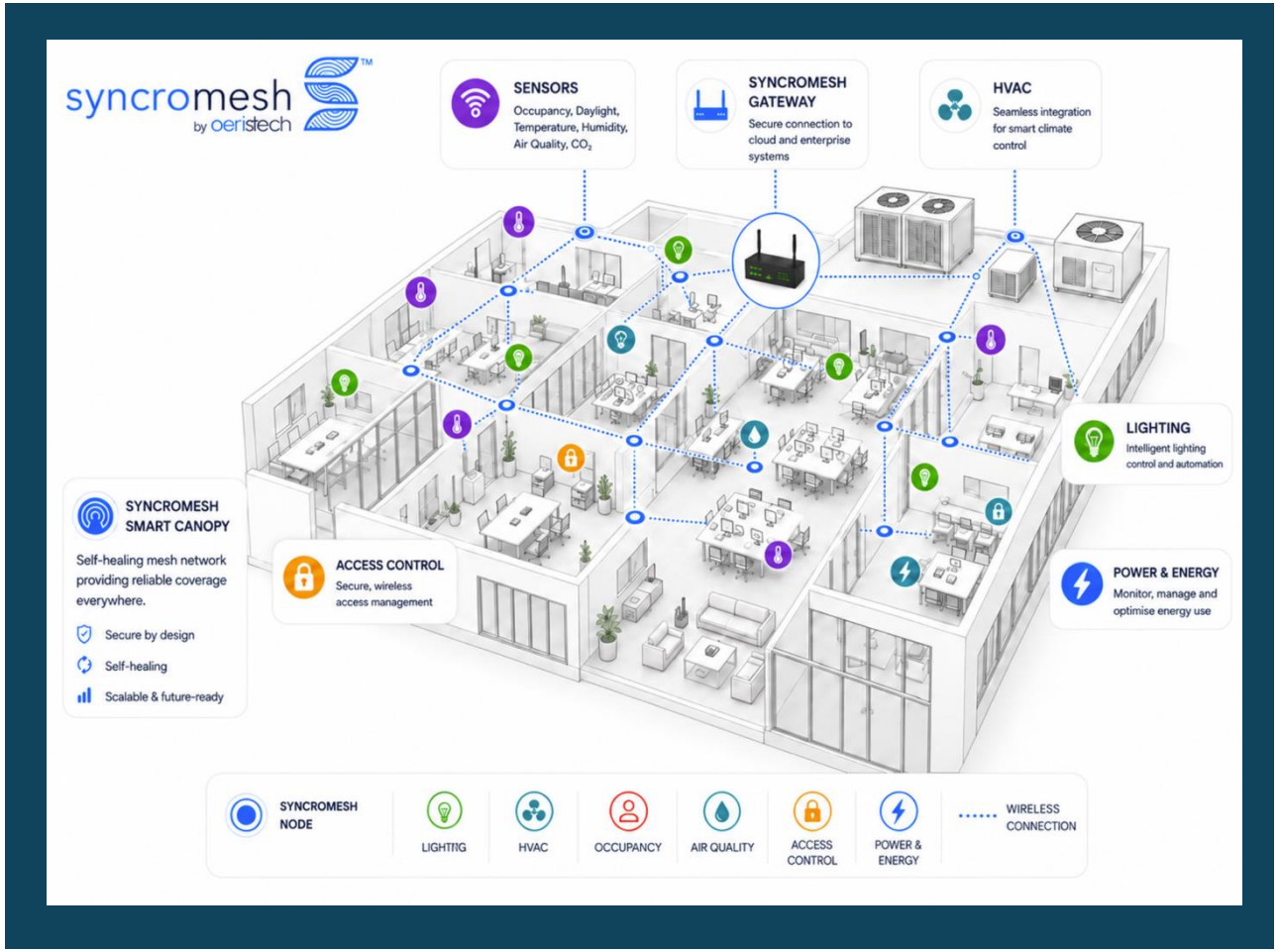
PLATINUM ELECTRICIANS

SPORTLOGIC Powering Racquet Sports Businesses

HIFLOW HVAC | ELECTRICAL | FIRE | HYGIENE

jrcelectrical services

E-GREEN ELECTRICAL



"The Syncromesh technology has been fantastic to work with, the system has been extremely easy to install and has proven incredibly powerful" – *Head of Projects, Platinum Electrical*

Strategic Partner

Aeris continues strategic partnership with Delos, and its world-leading standard for buildings, the “WELL Standard”

The WELL Building Standard is a global, evidence-based certification system that sets performance requirements for buildings and organizations to enhance human health, well-being, and comfort through design, operations, and policies

- **6 billion square feet of real estate is certified or engaged with WELL**
- **100,000 buildings in 137 countries, growing 4x in 2 years**
- **Supporting 30 million people**

“This unlocks Aeris’ ability to engage with the global commercial real estate market, with the recognised leader in building certification worldwide” - **Maurie Stang, Chair**

DANLERS
Controls for Lighting & HVAC

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- **Significant UK based manufacturer and distributor of sensor and IOT systems**

- Partner agreement developed with commercial installation completed. Favourable sensor pricing to utilise in global AerisTech Projects – driving additional margin

- Partnered with experienced UK based integration group

- **Guinness Partnership rollout underway**
  - Over 70,000 dwellings under management
  - Building control and thermal occupancy solutions being deployed

the guinness partnership

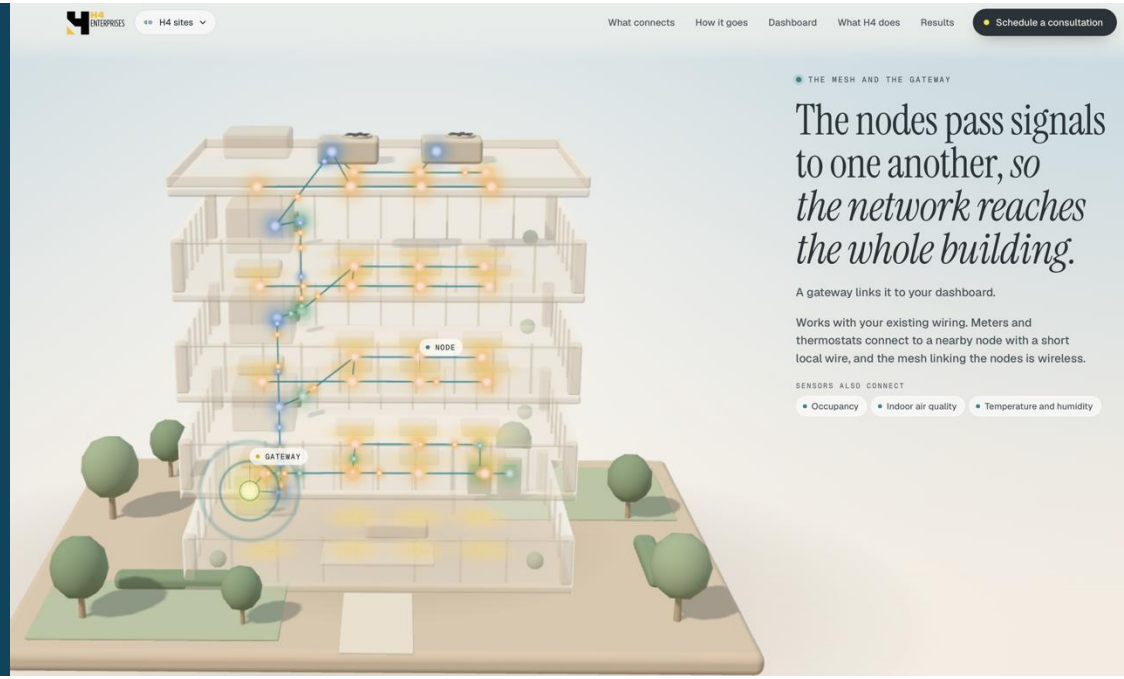


US Channel Partner

Syncromesh USA Market

H4 Enterprises in based in North Carolina, USA. They have significant expertise in the commercial facility management, building upgrade and US government contracting.

- H4 Enterprises have undergone extensive product training for their core team and contractor partners
- Commercial projects continue to be implemented successfully
- Growing pipeline of significant government and private sector opportunities, adoption by a US convenience chain with AT&T

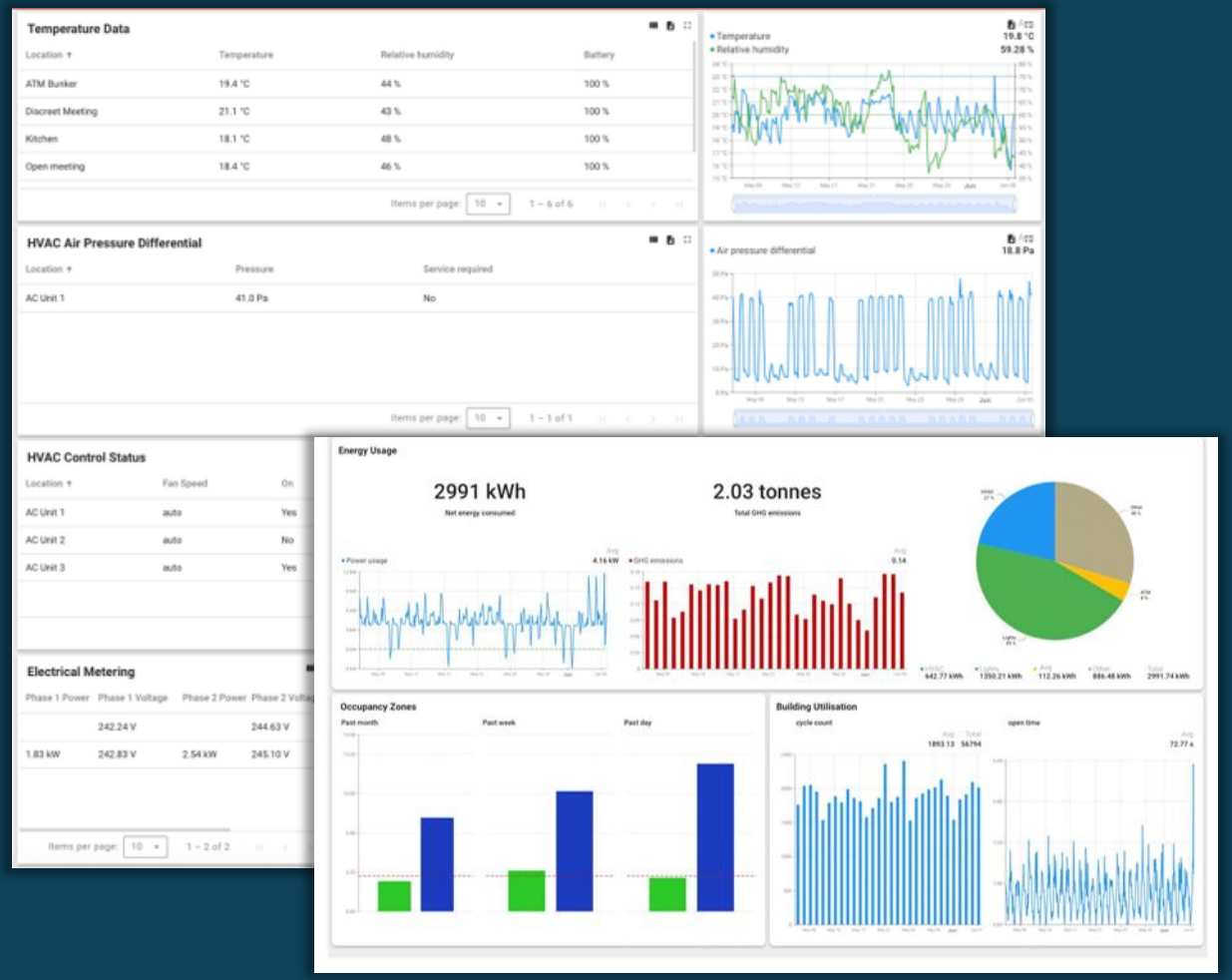


Leading Australian Bank

Technical validation and review completed, all customer targets met and exceeded.

Capabilities delivered:

- Thermal-sensor queue and service-time analytics
- Energy monitoring, HVAC and building control
- Lighting control and automated emergency lighting testing
- Secure cloud dashboard for carbon reporting and business intelligence



Growing Install Base



One Platform, Unlimited use cases

FY27 Priorities



Grow AerisTech pipeline

- Scale Syncromesh Prime enterprise rollouts
- Build Omni order flow through wholesale partners

Accelerate recurring revenue

- Expand SaaS across the installed base
- Add applications to each Syncromesh network

Scale specialty chemicals

- Expand market penetration on HVAC corrosion protection portfolio across the Middle East, USA and APAC

Financial discipline

- Broad strategic review, focusing on growth drivers and shareholder value
- Hold gross margin in the 50–60% target range
- Manage expenditure and working capital as the business scales

Driving Growth Through Innovation and Market Disruption

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Thank you

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