



# Aeris Technologies

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TECHNOLOGIES

## Aeris Technologies Limited (AEI)

### Annual General Meeting

22 November 2007

**Maurie Stang**  
Non-Executive Chairman



## Global environmental drivers

**Reduce  
energy  
consumption**

**Protect the  
quality of our  
limited water  
resources**

**Improve  
system  
efficiency &  
productivity**

**Stricter  
international  
food safety  
standards**

**Protect the  
quality of the  
air we breath**



# Aeris Technologies



## Name change



## Milestones

- ▶ Signed pan-Asia distribution agreement with Trane
- ▶ Established direct presence in USA: Acquired environmental company (renamed Aeris Atlantic)
- ▶ Signed global energy-saving supply agreement with leading pharmaceutical corporation
- ▶ Signed 2-year distribution agreement with Sumitomo 3M in Japan
- ▶ Expansion of relationship with Trane to Philippines, Hong Kong and Singapore
- ▶ 12-month service contract with BHP Billiton coal mine
- ▶ Cold storage contracts with key customers

## Commercial drivers

1. Cleantech market is recognised as the high growth sector of the future
2. Key account wins in the USA based on energy saving
3. Roll-out of energy saving supply agreement with Fortune 500 pharmaceutical corporation
4. Pan-Asia formal distribution agreement with Trane Inc.
5. Expected launch and growth of RO Membrane water application with international partner in second half FY08
6. Anticipated cold storage business opportunity in USA second half FY08



# Aeris Technologies



Huw Jones  
Chief Executive Officer

# Financial summary

<b>Summary of Income and Expenses</b>	<b>2007</b>	<b>2006</b>
Sales revenues	\$1,253,315	\$780,201
Other revenues	\$507,032	\$775,345
<b>Total revenues</b>	<b>\$1,760,347</b>	<b>\$1,555,546</b>
Cost of Sales	\$735,094	\$327,596
All Other Expenses	\$5,201,838	\$4,833,704
<b>Net loss before income tax</b>	<b>\$4,176,585</b>	<b>\$3,605,754</b>
<b>Balance Sheet</b>	<b>30-Jun-07</b>	<b>30-Jun-06</b>
Current assets	\$3,085,720	\$6,959,933
- cash at bank	\$2,633,477	\$6,014,561
Non-current assets	\$216,099	\$178,525
Current liabilities	\$685,215	\$529,349
Non-current liabilities	\$55,604	\$0
<b>Total Equity</b>	<b>\$2,561,000</b>	<b>\$6,609,109</b>

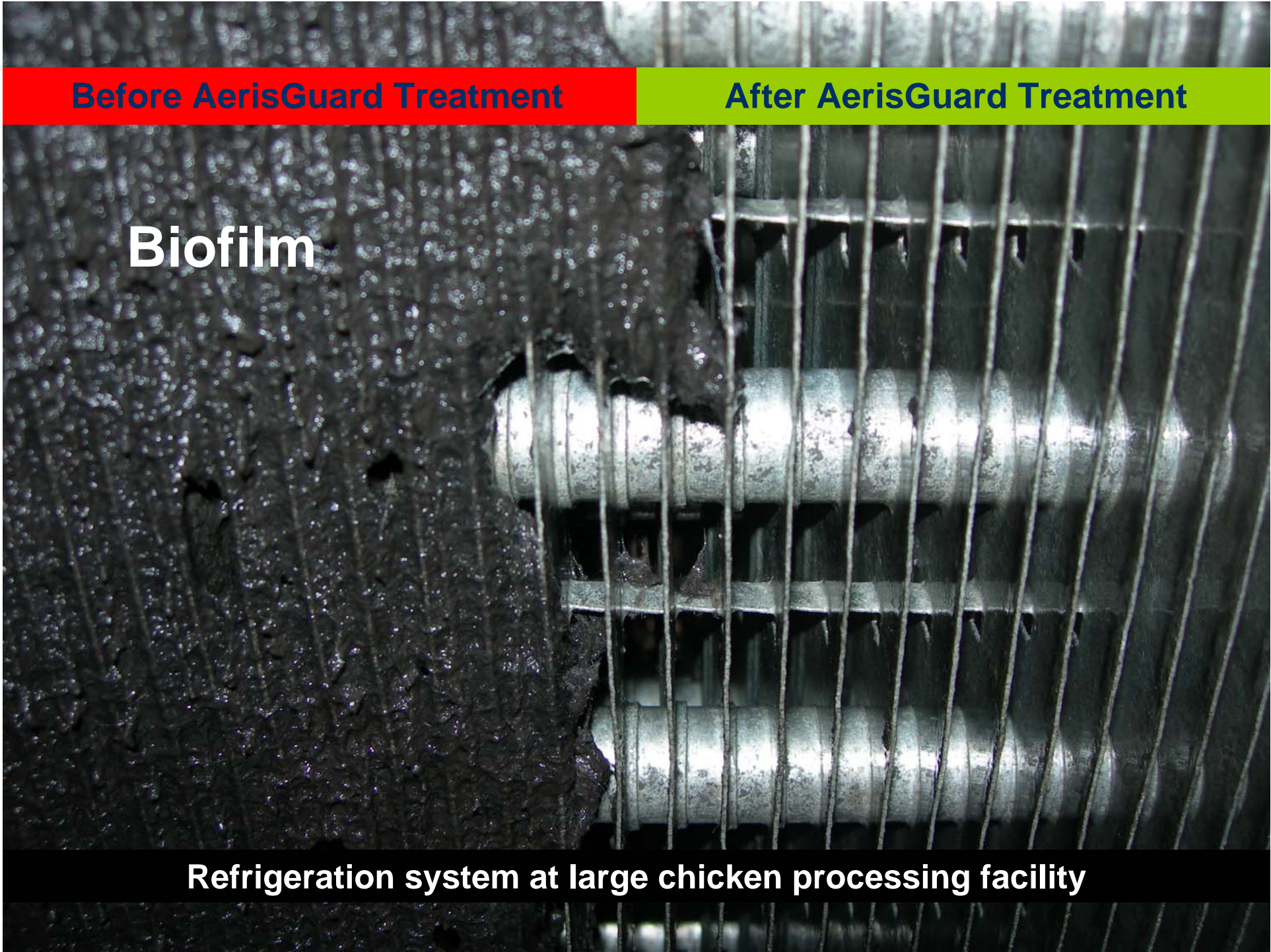
**Aeris has an active program to secure additional expansion capital**

**Before AerisGuard Treatment**

**After AerisGuard Treatment**

**Biofilm**

**Refrigeration system at large chicken processing facility**



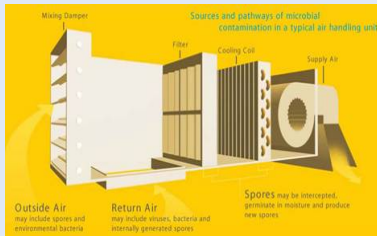


# Aeris Technologies

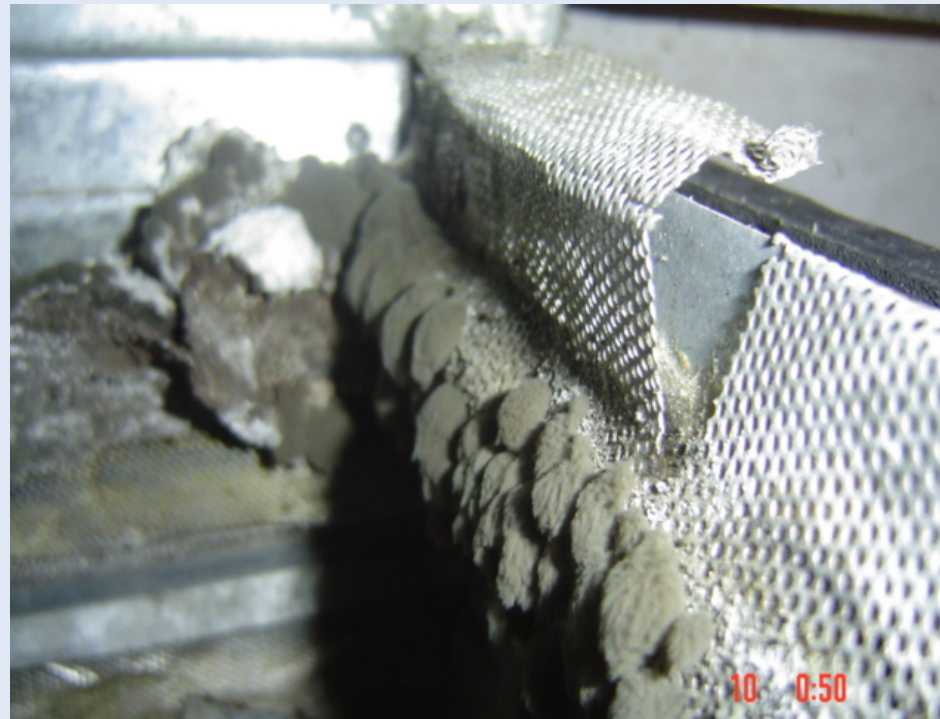


## Target environmental markets

### Air-Conditioning Systems



Long term environmental protection of air-conditioning systems



Air-duct supplying room in 5\* hotel in Asia



## Target environmental markets

**Food cold storage**



**Long term environmental protection of refrigeration systems**



**Large fresh produce processor**



## Target environmental markets

### Water treatment



### Biofilm remediation in large water systems



Biofilm in cooling tower



## Water treatment

### Water Treatment



- ▶ BHP Billiton
- ▶ PALL Corporation
- ▶ New Mexico Institute of Mining and Technology
- ▶ Osmoflo



### Reverse Osmosis (RO) Membranes

desalination plants  
drinking water purification  
water and waste water treatment  
food industry  
oil and gas recovery



# Aeris Technologies



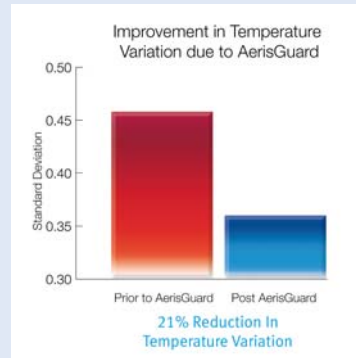
## Food cold storage



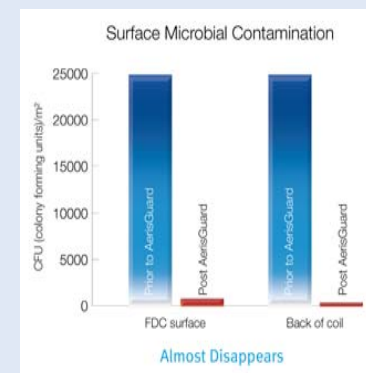
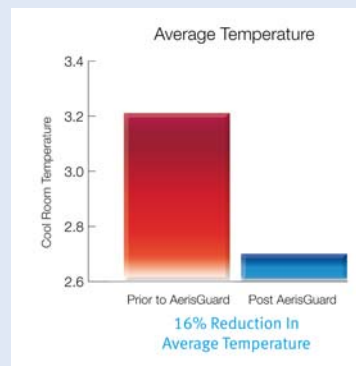
Before



After



### The AerisGuard Value





# Aeris Technologies

Food Cold Storage

## International market

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### Australia

- ▶ Customers include Inghams, Steggles, General Mills, Golden State Foods
- ▶ Trials with Coles, Woolworths, Dominos, YUM



### New Zealand

- ▶ Proposed agreement with leading refrigeration and air-con services provider
- ▶ Long term contracts with 550+ outlets (Burger King, Exxon Mobil, BP)



# Aeris Technologies

Food Cold Storage

## International roll-out

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### USA

- ▶ Market entry anticipated late FY08
- ▶ Discussions with potential partners, including Thermo King
  - World leading manufacturer of mobile refrigeration systems
  - Over 100,000 trucks under maintenance contracts
  - Each truck worth approx. \$200 per annum to Aeris



**Europe:** Market entry anticipated early FY09

**Japan:** Market entry anticipated late FY09

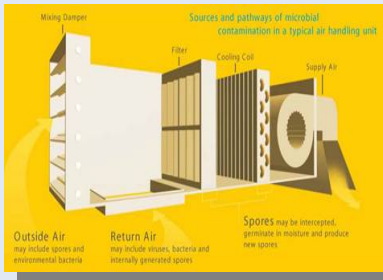
Aeris Hygiene  
Services  
Cool Room Performance Solutions





## Air-conditioning systems

### Air-Conditioning Systems



### Trane (World leading global air-con corporation)

- ▶ Pan-Asian distribution contract signed November 2007
- ▶ Trane appointed internal dedicated AerisGuard Product Manager for Asia
- ▶ Agreement includes large and high growth Chinese market
- ▶ Trane and Aeris working together to “*Make Buildings Work Better for Life*”



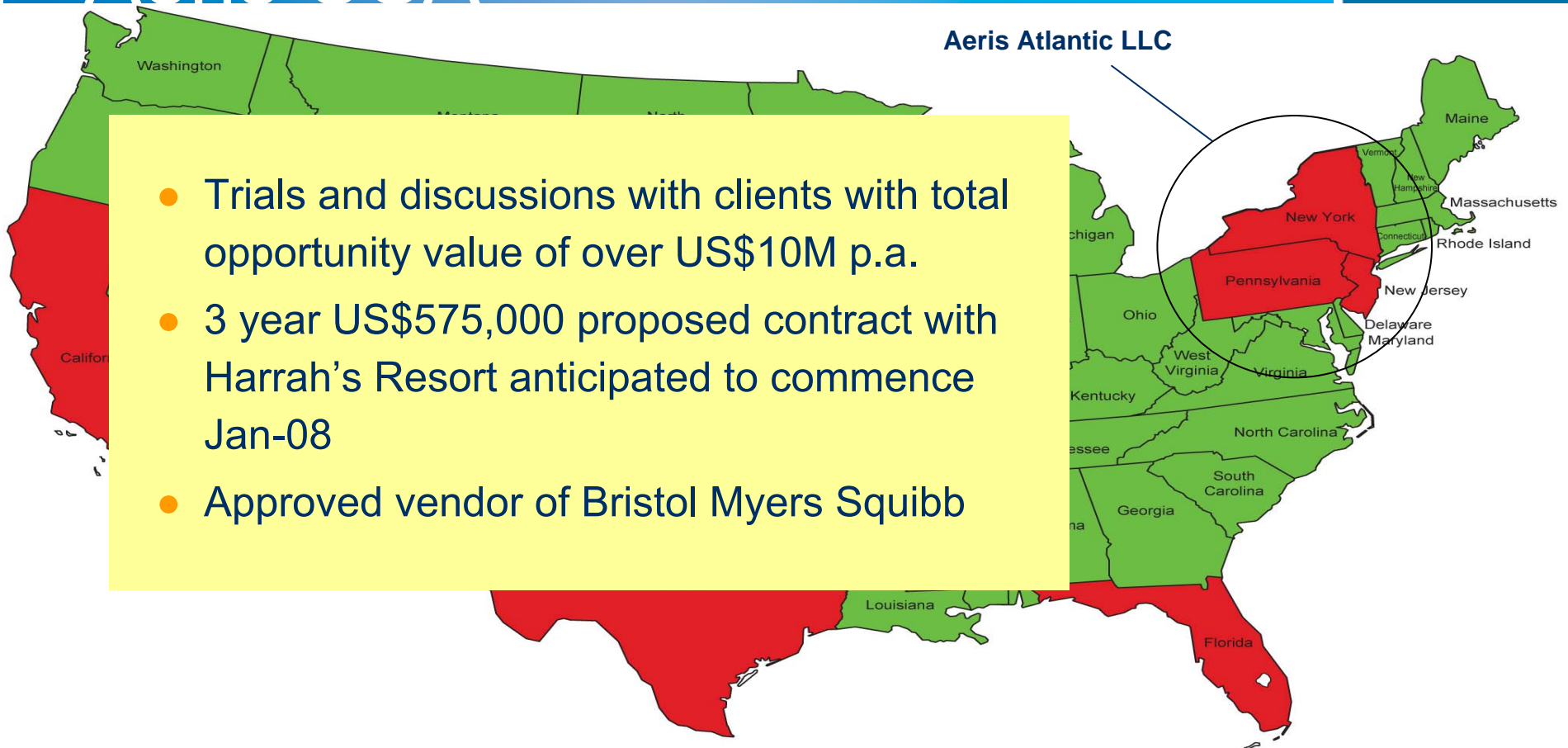


# Aeris Technologies

Air-Conditioning Systems

## Aeris USA

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Air-Conditioning Systems

## Global energy success



- ▶ Fortune 500 global pharmaceutical corporation
- ▶ Trials predict **AerisGuard** will save 10% energy or US\$24M\* per annum
- ▶ Global supply agreement signed June 2007
- ▶ Pre-implementation assessments completed at 5 sites in USA → work anticipated to commence at first site December 2007
- ▶ Largest global facility in Pennsylvania
  - Opportunity value US\$3.6M
  - Pre-implementation assessment commences Jan-08

**41 facilities  
worldwide**

**Global initiative  
to reduce  
energy  
consumption  
by 25%**

**Air-con  
represents 65%  
of total energy**

(\*) Revised from previous estimate based on recent pre-implementation assessments at 5 sites



# Aeris Technologies



## New websites

[HOME](#) [ABOUT US](#) [OUR TECHNOLOGIES](#) [OUR BUSINESSES](#) [INVESTOR CENTRE](#) [CORPORATE FAQs](#) [CONTACT US](#)

About Aeris Technologies

Aeris Technologies Ltd is an integrated environmental technology company focusing on the international environmental service market. The Company has three core technologies centred on multi-enzyme biofilm removal solutions, residual anti-microbial coatings and corrosion protection coatings. Aeris has developed products for application in the air-conditioning and cold storage service and manufacturing industries together with the large water treatment market. [more](#)

**Latest News**  
 21-Nov-2007 [Trane Signs pan-Asia Strategic Agreement](#)  
 31-Oct-2007 [Appendix 4C September 2007](#)  
 23-Oct-2007 [2007 Annual Report](#)  
 20-Sep-2007 [Change of Director's Interest Notice](#)

**2007 Annual General Meeting**  
 Thursday 22 Nov 2007 commencing 4:30pm  
 NSW Trade and Investment Centre  
 Department of State and Regional Development  
 Level 47, MLC Centre 19 Martin Place, Sydney

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**ASX Share Price**  
**\$0.420** 0.010  
 This price is delayed by at least 20 minutes and is sourced from the Australian Stock Exchange. Retrieving this share price indicates your acceptance of the [Conditions](#).  
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Australia | USA | Europe | Asia

### Aeris Technologies Global Cold Storage

Aeris Technologies Global Cold Storage performance solutions delivers the AerisGuard™ technology which has residual action, preventing colonisation of Cold Storage surfaces for extended periods.

- Up to 250% improvement in airflow
- Up to 10% reduction in Cool Room energy
- Improved IAQ increases shelf life and reduces spoilage



## Summary and Outlook

## Summary

- ▶ AerisGuard technology is validated, patented and efficacious
- ▶ Continue to win key reference sites
- ▶ Global environmental services market high-profile, growing rapidly and increasingly likely to be regulated
- ▶ Three key business targeting global mega-trends: Energy reduction: Food safety: Water conservation and quality
- ▶ Value created over last 24 months and validated by recent successes in securing key end-user agreements with global corporations in all businesses.

# Aeris Technologies



## Questions