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# Aeris Environmental Ltd (AEI)

## Chief Executive Officer Address

### Annual General Meeting

13 November 2008

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- ▶ Sales Revenue grew 59% over previous year.
- ▶ Total Revenue (including interest income) grew 40% to \$2.46 million.
- ▶ Operating expenses during the year were well controlled with an overall net decrease over the 2006/2007 financial year
- ▶ Cash on hand at 30 September 2008 was \$2.3 million and the Company remains debt free (excluding finance leases).

Summary of Income and Expenses	2007/2008 \$000's	2006/2007 \$000's
Sales revenue	1,998	1,253
Other revenue	460	508
<b>Total Revenue</b>	<b>2,458</b>	<b>1,761</b>
Cost of Sales	1,268	735
All Other Expenses	5,115	5,203
<b>Net Loss before Income Tax</b>	<b>(3,925)</b>	<b>(4,177)</b>

Balance Sheet	30-Jun-08 \$000's	30-Jun-07 \$000's
Current Assets	3,435	3,086
- Cash at bank	2,859	2,633
Non-Current Assets	247	216
Current Liabilities	600	685
Non-Current Liabilities	40	56
<b>Total Equity</b>	<b>3,042</b>	<b>2,561</b>

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# Significant milestones in last 12 months



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**Sept-08** Aeris established Aeris Caribbean based in Puerto Rico to service large pharmaceutical, medical device and technology market.

**Aug-08** Trane Philippines wins contract to apply AerisGuard solution to world's 3<sup>rd</sup> largest shopping mall, part of prestigious SM Group



**July-08** Outstanding results from Hotel room trial with leading global casino corporation

**Apr-08** 12 month US\$200,000 service contract for Boston Brewery



**Mar-08** Aeris becomes Energy Star Partner in USA

**Feb-08** 12 month service contract for AerisGuard with first casino in USA

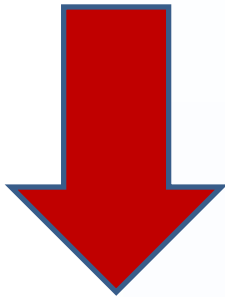


**Jan-08** Global supply agreement with Merck & Co, Inc kicks off with facilities in Puerto Rico AerisGuard-ed



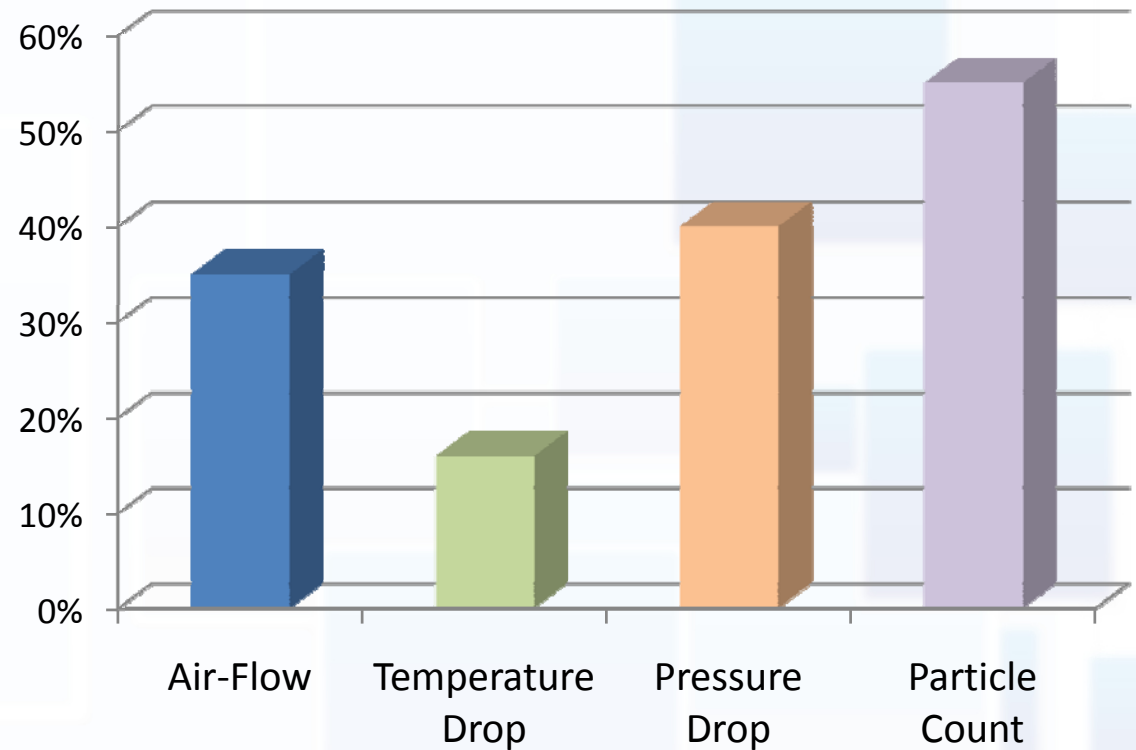
**Nov-07** Trane signs partnership agreement to become distributor of AerisGuard throughout Asia (excl Japan)

As part of a pilot trial the air-conditioning systems of 23 hotel rooms were AerisGuard-ed in a 4,000 room hotel.



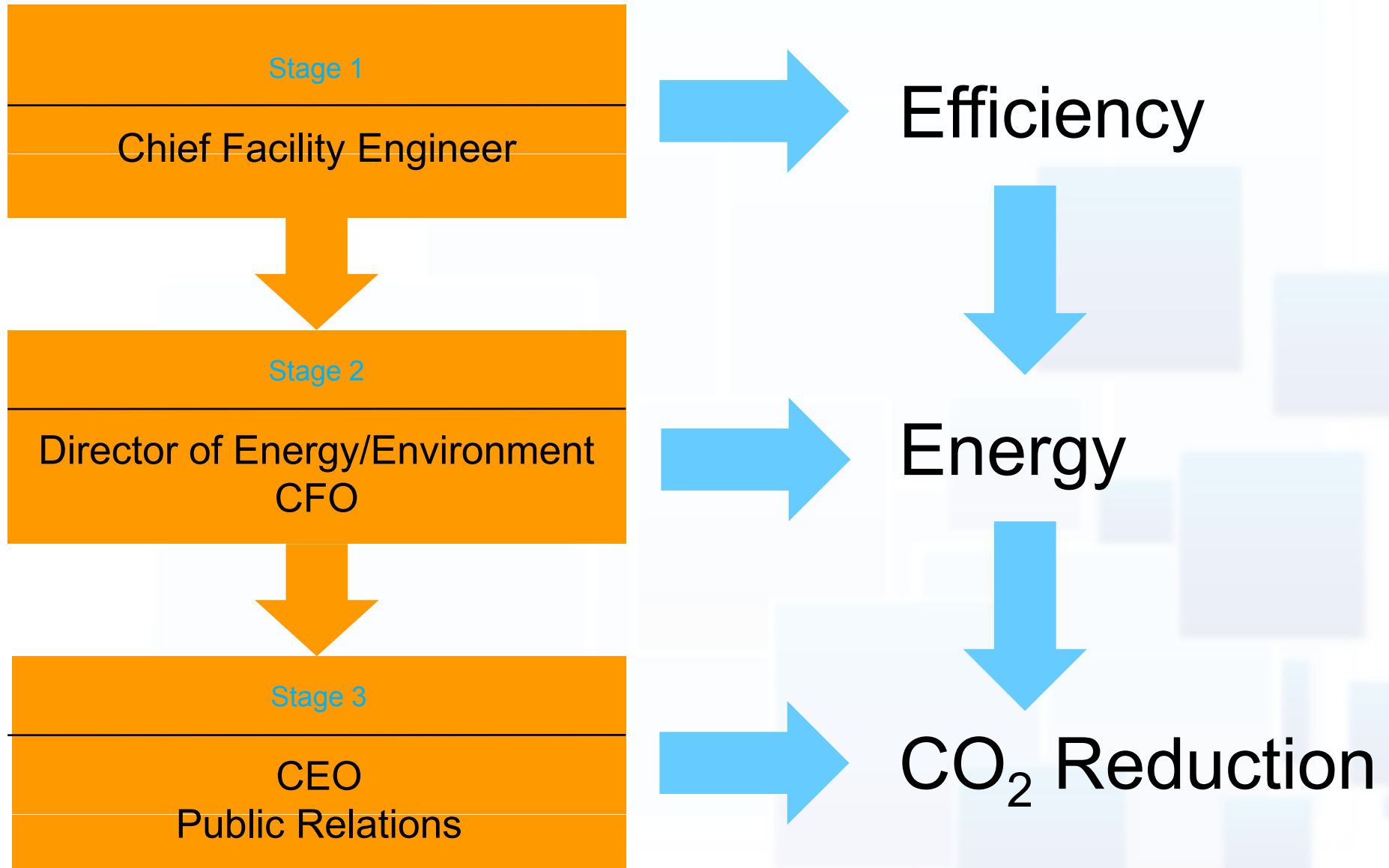
Equates to a potential net saving in energy for the hotel of USD 1 million per annum

### Summary of GreenRoom Test Results Average % Improvement

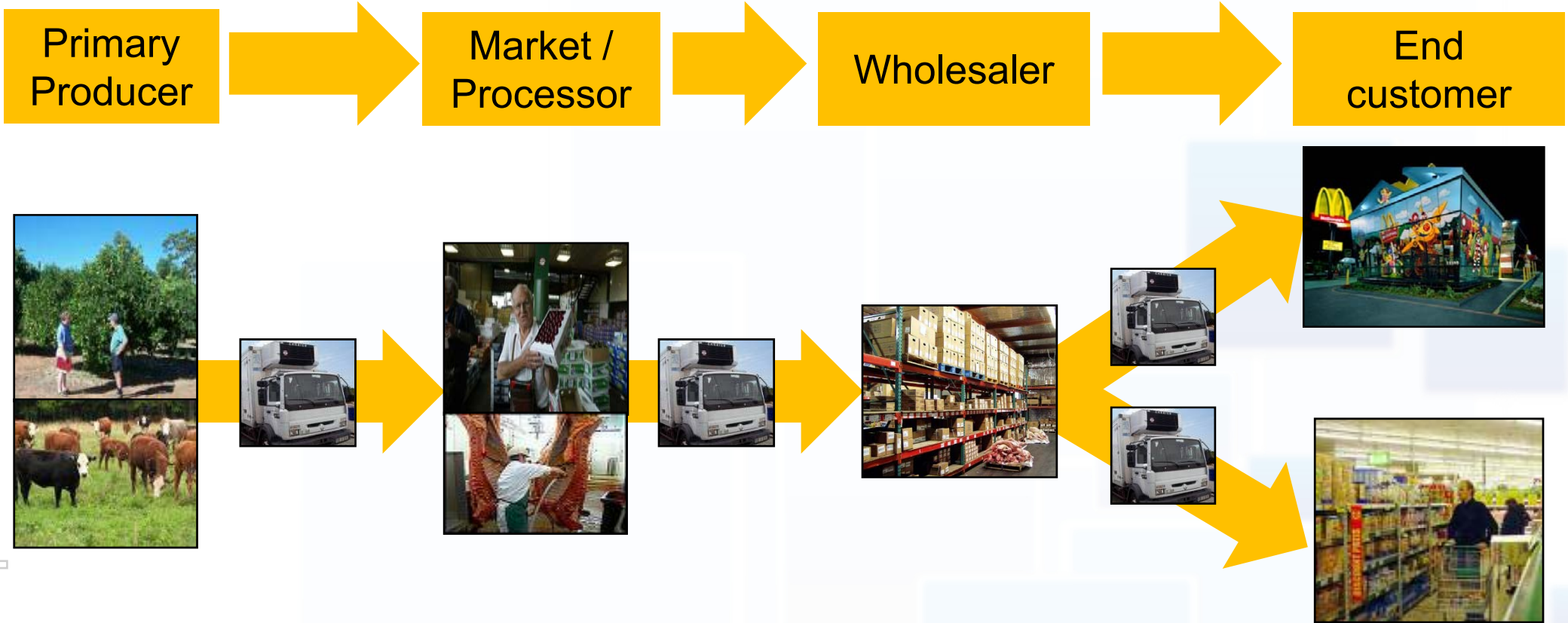


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**Aeris Hygiene Services**  
Cool Room Performance Solutions



# Chocolate cold storage room for large retail group

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Biofilm on heat exchange coil at pet food manufacturer

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Supplying customers an **environmentally friendly** and **more efficacious** alternative to the current environmentally harmful chemicals used to control **biofilm** in commercial water systems

## Target applications

- ▶ Ice machines
- ▶ Dairy
- ▶ Beer lines
- ▶ Cooling towers

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Biofilm in Ice Machine



Mould Growth in Ice Machine

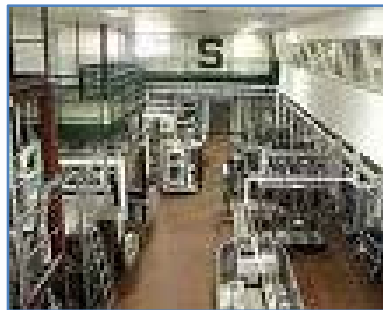
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## Ice Machines



Trials with leading ice machine manufacturer and service provider scheduled to commence December 2008

## Dairy



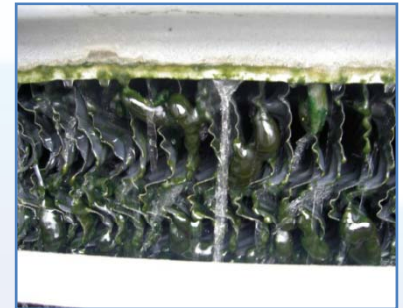
Trials with global dairy producer scheduled to commence early 2009

## Beer Lines



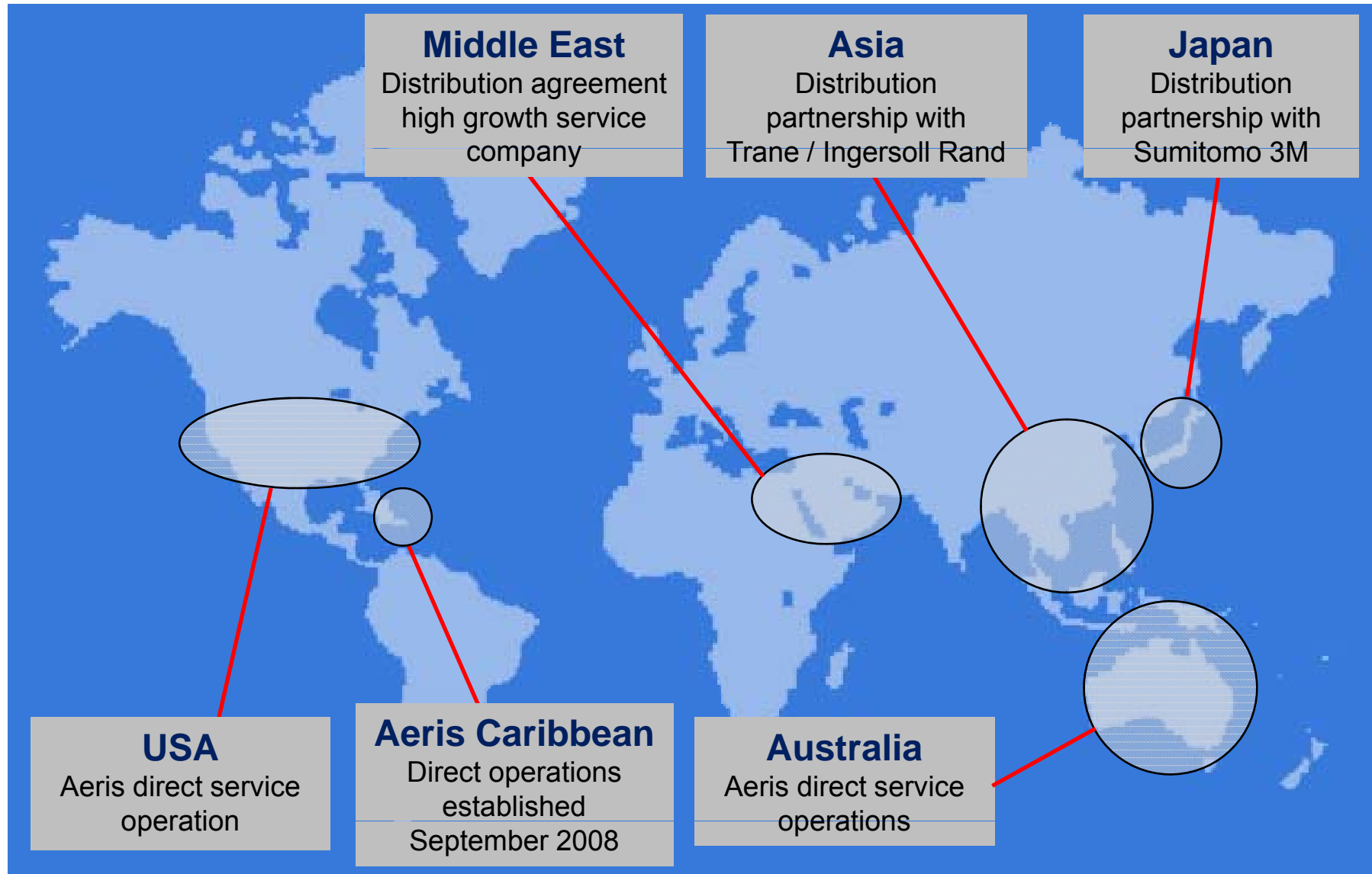
Technology validation trials complete. Field application trials to commence on beer lines and breweries early 2009

## Cooling Towers

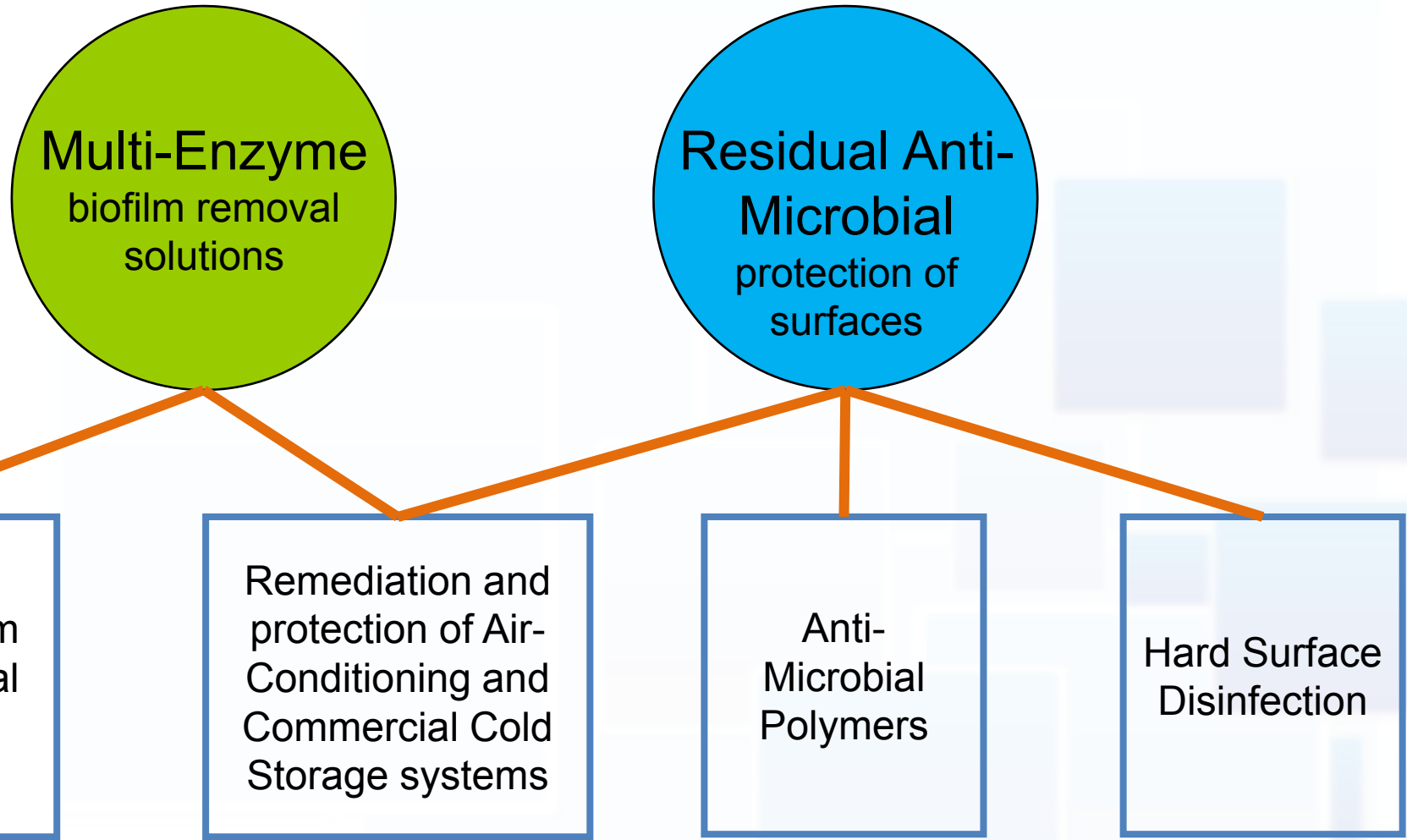


Strategic partnership in Australia with independent water treatment services company

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**R&D and New Product Development**

New generation of liquid formulations based on Aeris anti-microbial foundation technology with unique **Residual** properties and offering a range of Bacterial, Fungicidal and Virucidal performance.

- ▶ Food service
- ▶ Lodging
- ▶ Prisons
- ▶ Hospitality
- ▶ Cruise ships
- ▶ Aged care



- ▶ Aeris Environmental is gaining the attention of major global partners and customers
- ▶ The Company continues to win key reference sites in Australia, Asia and USA
- ▶ Despite the global economic downturn, our successes over the last 12 months have opened up significant medium term opportunities in the USA
- ▶ R&D and new product development has been focused on generating early profitable revenues
- ▶ Organic growth will be supported by targeted acquisition of technologies and services which utilise Aeris' core competencies



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