# **AEROMETREX LIMITED (ASX: AMX)** 1H21 Results 25 February 2021

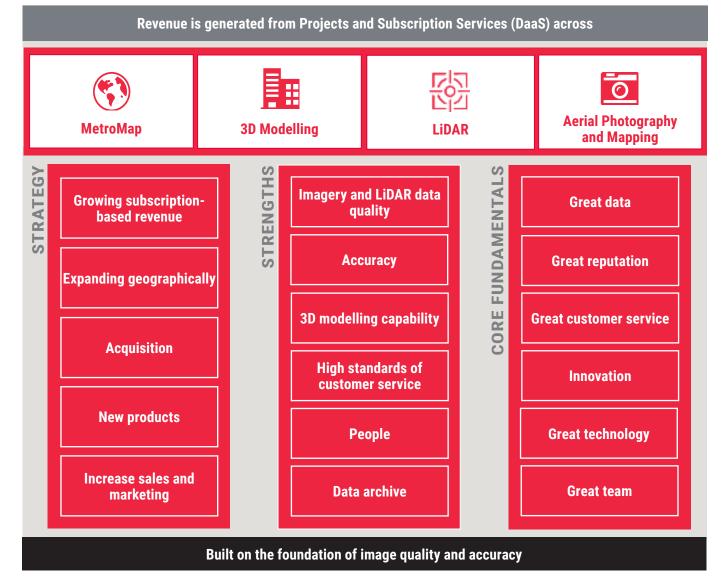
Mark Deuter, Managing Director Chris Mahar, Chief Financial Officer

# **SEE YOUR WORLD CLEARLY**



# Company Overview





# Industries serviced & major use cases



Industries serviced (including but not limited to):

- Architecture, Engineering & Construction
- Energy & Utilities
- Environment & Disaster Management
- Events, Media & Entertainment

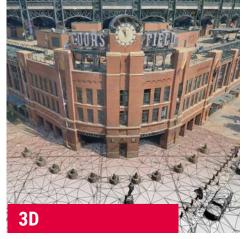
- Forestry & Agriculture
- Government
- Insurance & Financial Services
- Natural Resources, Mining & Exploration
- Property & Real Estate
- Telecommunications
- Transport, Logistics & Traffic Management



#### Examples of Major Use Cases:

 Accurate and frequent spatial information to assist local councils in urban planning, asset management and community engagement

- 2D and 3D spatial mapping to plan, build and maintain smarter infrastructure
- Integrate accurate base map imagery with other utility databases to aid operations, engineering design, planning and decision support
- Ensure faster, more accurate valuations based on detailed risk assessment of assets
- Showcase property developments by combining the power of visual imagery and data attributes
- Visualise, plan and optimise telecommunication networks using updated 2D & 3D datasets
- Monitor environmental change and disaster management right from planning through to response & recovery



#### Examples of Major Use Cases:

- Provide base 3D models for planning of digital twins and smart city projects
- Improve planning and monitoring of major transport & infrastructure projects from concept to final design using 3D data
- Provide three-dimensional context to critical engineering & construction projects
- Support urban designers, architects, real estate specialists by allowing three-dimensional assessment of new developments
- 3D digitisation to support heritage building conservation as well as larger tourism initiatives
- Virtual films and futuristic gaming with realworld environments using 3D
- · Simulation of events e.g. flood in digital twin
- Security management



#### Examples of Major Use Cases:

- Agricultural irrigation analysis
- Engineering design across projects spanning road, rail, oil & gas pipelines, renewable energy (wind & solar)
- Environmental mapping including flood modelling, catchment analysis, bushfire fuel load mapping
- Canopy growth and volume analysis across forestry and urban vegetation
- Stockpile analysis, windrow analysis across mining and exploration sites
- Vegetation encroachment mapping along powerlines
- Derived products to be transitioned to MetroMap platform



#### Examples of Major Use Cases:

- Large infrastructure projects where engineers and project managers require high accuracy and specific capture dates
- Monitoring progress of widespread events, or documenting damage; ideal for insurance sector, government emergency departments, coroners
- Asset management of critical development areas for use by councils, urban planners
- Dynamic change assessment along coastlines for factors such as erosion, monitoring seagrass
- Volumetric calculations and site management for mining and exploration firms
- Individual use cases such as mining for planning, infrastructure and asset management

# 1H21 focus on continued growth investment

(JUO)

Dawn

Automatic LiDAR derived building footprints Canberra, ACT Australia

# 1H21 Highlights





#### Subscription platform

727% growth in subscription revenue to \$1.5m on same time last year

504% growth in ARR on same time last year

# 3D

- World leading 2cm+ high resolution 3D capabilities
- Continuing to build US operations and looking forward to revenue contribution in 2H21

Research & Development

- Research & development initiatives contributing to product development in environmental applications of
  - bushfire fuel load mapping
  - urban vegetation
  - permeable v impermeable surfaces
- Machine learning
- Data archive being used in data training
- Workflow improvements

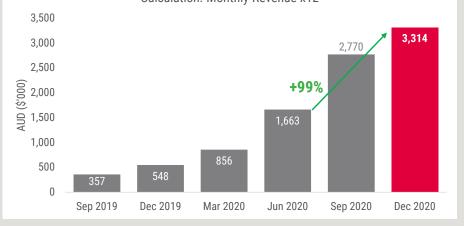
# Financial Position

- \$16.3m in available cash
- Undrawn debt facilities of \$4.1m

Strong growth in ARR, up 99% on June 2020



Annual Recurring Revenue (ARR) Calculation: Monthly Revenue x12



• Strategic objective is to focus on MetroMap subscription growth which continues to build momentum. This is reflected in the revenue recognised, growth in ARR and deferred revenue (contract liabilities).

 Focus on MetroMap delivered strong growth in subscription revenue of \$1.3m which represents subscription growth 727% on the same time last year which has been offset by a decline in project revenue of \$2.8m or 28%.

- Investing for growth via acquisition of datasets in MetroMap, people and capture assets to take advantage of future opportunities.
- Business continued to generate strong cash flow from operations of \$2.3m (2019: \$1.6m) which was reinvested as part of the growth strategy.
- Strong balance sheet supports growth strategy, with \$16.3m cash and undrawn debt facilities of \$4.1m.
- COVID-19 created some logistical issues due to border closure and state shutdowns creating some timing issues with project completions but lack of commercial air traffic provided unprecedented access to air space over capital cities.

	1H21 \$'000	1H20 \$'000	Change \$'000	Change %
MetroMap - Subscription	1,506	182	1,324	727.5%
25	711	1.005	(00.4)	<b>FO 1</b> 0/
3D	711	1,695	(984)	-58.1%
Lidar	3,645	4,224	(579)	-13.7%
Photo Contracting	2,394	3,420	(1,026)	-30.0%
MetroMap - On Demand	318	576	(258)	-44.8%
Project Revenue	7,068	9,915	(2,847)	-28.7%
Total operating revenue	8,574	10,097	(1,523)	-15.1%
EBITDA	(142)	1,481	(1,623)	-109.6%
EBITDA (normalised)	(142)	2,222	(2,364)	-106.4%
Cashflow from operating activities	2,339	1,654	685	41.4%
Cashflow used in investing activities	(8,097)	(5,509)	(2,588)	47.0%
Free cashflow	(5,758)	(3,855)	(1,903)	49.4%
Financial Position				
Cash on Hand	16,280	22.056	(5.776)	-26.2%

Cash on Hand	16,280	22,056	(5,776)	-26.2%
Contract Liabilities (Deferred income / Income in Advance)	1,962	157	1,805	1149.7%

## Investing for growth

## Research & Development

- Development of new technology able to determine in three dimensions, the exact fuel load densities in any bushfire prone area based on the company's LiDAR mapping capabilities.
- Development of environmental applications in urban forest management, permeable v impermeable detection providing insights from data.
- Use of data archive in machine learning activities including downstream applications for customers.
- Continued development and improvement of AI and machine learning to drive efficiency gains and automation of processes without compromising on the quality or the accuracy of the data.

## Systems & Processes

- Back end process improvements to streamline corporate systems.
- Development and implementation of processing workflow and software systems (Pixel Cruncher) for MetroCam aerial imagery leading to improved orthophoto production speeds of up to 800%.

## **Staff Numbers**

	Dec 20 #	Dec 19 #
Corporate/Admin	17	14
Air Operations	26	21
Production	48	39
Sales & Marketing		
<b>Business Development</b>	15	11
Marketing	4	1
Customer Support	3	1
Total - Australia	113	87
US operations	5	0
Total	118	87

- Building capacity ahead of the revenue curve and investing into training and development.
- Investment to create capacity for growth.
- Reducing risk by ensuring role succession and planning has been undertaken.

#### CAPEX

	41104	41100
	1H21	1H20
	\$'000	\$'000
Acquisition of aircraft	1,610	1,796
Acquisition / upgrade of sensors	2,475	1,592
IT system upgrades & storage	906	282
Other fixed assets	-	87
Acquisition of datasets for MetroMap	2,163	1,008
Other intangibles	50	8
Deposits - Capital WIP	302	701
Total (GST exclusive)	7,506	5,474

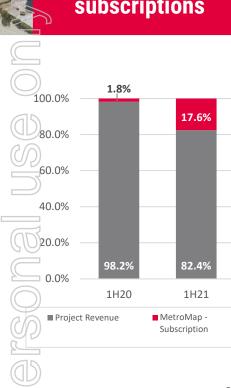
- Investment into capital assets skewed to H1 reflecting lead time from order to delivery and intention for assets to be available for Australian summer flying conditions.
- Acquisition of aircraft and sensors was generally committed to in FY20 reflected in Capital WIP and Accounts Payable at June 2020.

Increase in 1H21 operating cash flows supporting growth investment

3D Model Adelaide, SA Australia Exceptional growth in recurring revenue from MetroMap subscriptions



**Revenue Mix** 



25.0

100.0%	1.8%	_
	5.7%	17.6%
80.0%		3.7%
60.0%	33.9%	27.9%
40.0%		
20.0%	41.8%	42 50/
0.0%	16.8%	42.5% 8.3%
0.070	1H20	1H21
Metrol	Nap - Subscription ■ Photo Contract	ing ∎3D
MetroN	lap - On Demand ■ LiDAR	

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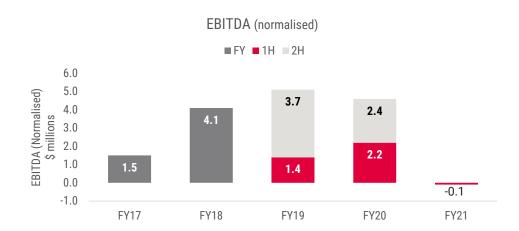
■FY ■1H ■2H



## 1H EBITDA reflects growth investments



The Part



	1H21 \$'000	1H20 \$'000	Change \$'000	Change %
EBITDA	(142)	1,481	(1,623)	-109.6%
EBITDA (normalised)	(142)	2,222	(2,364)	-106.4%
Broken down as:				
Australia	433	1,481		
US	(575)	-		

- Decline in EBITDA driven by investment into the business ahead of the revenue curve.
- Investment made in the recruitment of staff predominantly in revenue contributing positions across Sales & Marketing, customer support, production and air operations.
- Accounting recognition (non cash flow) of options issued to staff in FY20 with an expense of \$840k recognised in the current period in accordance with vesting period. Options were issued to align staff interests with those of shareholders. Options exercisable at \$1.25 once vesting conditions met (time based).
- Increased spending on branding to drive awareness of available alternatives when considering aerial imagery particularly in the MetroMap subscription space.
- Australian operations continue to deliver positive EBITDA offset by the investment into the US operations (still in start up phase).

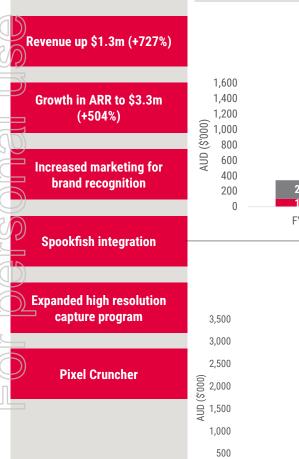
## Strong growth in MetroMap Subscriptions

Contraction of the second



Near-infrared imagery (NiR), Classified LiDAR point cloud datasets, Al-derived value-added datasets

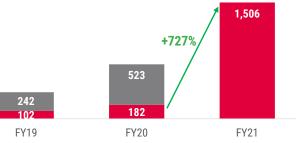
## H1 Highlights

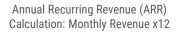


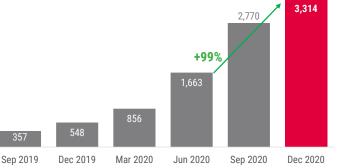
MetroMap Subscription Revenue

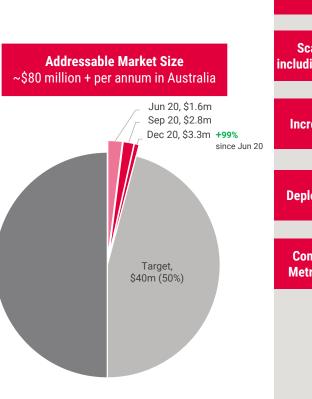
Key Products: 2D aerial imagery subscription plans, 3D off-the-shelf city models and subscriptions,











Continuing to grow ARR Scaling capture program including production processing Increased brand awareness

**FY21+** Priorities

**Deployment of MetroCam #2** 

Continued development of MetroMap platform offering

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1.666

1,695

2020

## H1 Highlights

Capture of datasets in US

US staff training completed

remotely

Key Products: 3D Mesh Models of built up and natural environment, 3D Semantic Level of Detail (LOD) Models, Artificial intelligence and machine learning enabled value-added products such as Classified 3D mesh and feature capture, 3D visualisation products for audio-visual, gaming, and virtual or augmented reality

3D Revenue

■ FY ■ 1H ■ 2H

1,505

2018

1,325

2017

#### **FY21+ Priorities**



#### <u>Australia</u>

• Decline in revenue of \$984k or 58% driven by project nature of work. Significant portion of the December 2019 revenue was derived from the Western Sydney Digital Twin project and Pau project (France) which have not been replaced in the current year.

4,000 3,500

3,000

(000,\$) 2,500 (000,\$) 2,000 1,500

1,000

500

Λ

654

2016

- Isolating these two projects from revenue would see revenue decline by 5%.
- Volume of projects down on PCP with no international projects due to COVID-19.
- Lower average fee reflects size of jobs in the current operating environment.
- COVID-19 saw a timing shift or contraction of domestic market demand for large 3D projects in the period.

#### <u>US</u>

1,088

864

2019

• Bespoke product of high quality (2cm + street level imagery) product taken to the US market.

711

2021

- Still in start up phase.
- Competitor analysis indicates limited competition for AMX 3D product offering while there are a number of established players in the market covering the other product lines.
- Office opened in Denver, Colorado in February 2020 and did not deliver any revenue to December 2020 however first sale announced to market in February 2021.
- City of Denver (CO) central business district (downtown), Centennial (CO), Orlando (FL) & Miami (FL) captured. These were done as spec captures to create US datasets as examples, refine capture process and for training & development purposes.

# FOLPGISON

# Aerial Photography & Mapping



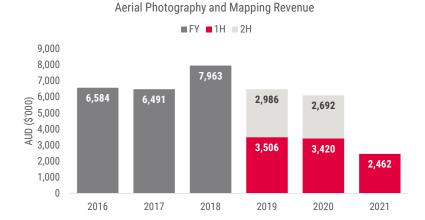
## H1 Highlights



3cm GSD QLD hail damage survey

FOF DEFS

Key Products: 2D ortho-imagery with the ability to customize resolution and accuracy, Digital elevation data such as digital terrain models (DTM) and digital surface models (DSM), Stereo-derived datasets



**FY21+ Priorities** 

Focus towards MetroMap DaaS model (where appropriate)

> Continue to meet client specific project needs

Efficient utilisation of existing assets

- Decline in revenue of \$1m or 30% driven by the smaller nature of projects in the current period to December 2020 compared to last year.
- Number of jobs that were completed or achieved invoicing milestones in accordance with contract terms largely unchanged during the reporting periods. December 2020 down 2 jobs.
- Some larger projects currently delayed (not cancelled) due to COVID-19 uncertainty. Evidenced by some tenders being put on hold prior to being awarded.

\*FY20 revenue unless otherwise stated





#### H1 Highlights

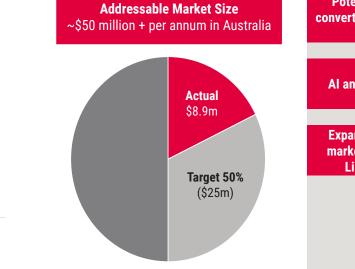
Major upgrades to all 4 new sensors	
Bushfire fuel load modelling	10,000 9,000 8,000
	7,000 6,000 5,000 3,000 2,000 1,000 0

1,495

2016

Key Products: LiDAR 3D Point Clouds, Ground Surface Products, Vegetation Surface Products, Vector Line Products, LiDAR-derived 2D datasets

#### **FY21+** Priorities



#### Potential opportunity to convert to subscription model (MetroMap)

AI and R&D opportunities

Expanding use cases and market awareness around **LiDAR** applications

LiDAR contributed 42% of operating revenue

1,679

2017

LiDAR Revenue

■ FY ■ 1H ■ 2H

2018

• Decline in revenue of 14% on prior year driven by smaller projects resulting in lower average revenue per job rather than a reduction in volume of work with completed projects up 32%

4,699

4,224

2020

3,645

2021

4,294

2,174

2019

- Investing for growth through acquisition of fourth sensor plus upgrade of existing sensors to latest technology occurred during the reporting period
- Re-occurring revenue through longer term contracts for monthly captures e.g. mine sites

\*FY20 revenue unless otherwise stated

# Growth foundations in place

DEFSOF

National Arboretum Canberra, ACT Australia

# Growth initiatives





- Continuing to build momentum in subscription revenue
- Creation of 3D store
- Enhance customer offering through LiDAR derived products hosted via the MetroMap platform



 Continue discussions with number of large global companies in the US in respect of their 3D opportunities



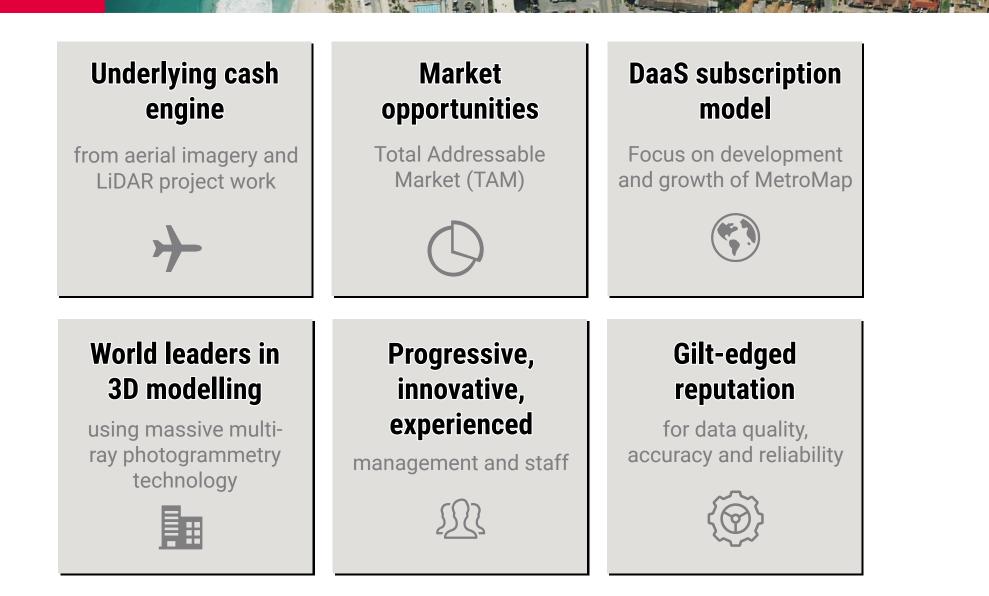
• Leverage opportunities in Al and machine learning

# **Priorities to** drive growth in FY21



Development of overseas revenue streams in 3D - US and Europe	Ongoing analysis of M&A opportunities	Navigating current & social environment of COVID-19	Consolidation of Spookfish acquisition into MetroMap
Continued development	GRO	WTH	Investment into
and expansion of MetroMap to increase value proposition for customers through 3D, near-infrared LiDAR	Increasing brand awareness to leverage opportunities	Continue to invest prudently to drive scalability for future growth	R&D focusing on analytics, AI, machine learning, derived data products, camera technology

# Investment highlights



# Appendix 1 Financial Information

Poitrel Mine Site Coppabella, QLD Australia

# Income Statement

		Dec 2020	Dec 2019	Change	Change
	Notes	\$'000	\$'000	\$'000	%
Revenue from ordinary activities		8,574	10,097	(1,523)	-15.1%
Other income		179	108	71	65.7%
Total operating revenue		8,753	10,205	(1,452)	-14.2%
Aircraft and project - project and processing costs		(1,814)	(3,682)	1,868	-50.7%
Employee benefits expense		(4,377)	(2,800)	(1,577)	56.3%
Share based payments		(840)	(69)	(771)	1117.4%
Other expenses		(1,864)	(2,173)	309	-14.2%
EBITDA		(142)	1,481	(1,623)	-109.6%
Depreciation of property, plant and equipment		(1,290)	(947)	(343)	36.2%
Amortisation of intangible assets		(2,013)	(513)	(1,500)	292.4%
Finance costs		(43)	(313)	270	-86.3%
Finance income		56	47	9	19.1%
Loss before income tax		(3,432)	(245)	(3,187)	1300.8%
Income tax expense		544	8	536	6700.0%
Loss for the year after income tax		(2,888)	(237)	(2,651)	1118.6%

		Dec 2020	Dec 2019	Change	Change
	Notes	\$'000	\$'000	\$'000	%
EBITDA		(142)	1,481	(1,623)	-109.6%
Items not in the ordinary course of operations					
IPO and Capital Raising Costs expensed		-	543	(543)	-100.0%
Refinance costs		-	198	(198)	-100.0%
Normalised EBITDA		(142)	2,222	(741)	-106.4%

M. M. Starter Info

# **Balance** Sheet



		Dec 2020	Jun 2020
	Notes	\$'000	\$'000
Assets			
Current			
Cash and cash equivalents	7	16,280	22,239
Prade and other receivables		2,738	2,512
Contract Assets		925	563
Other Assets		484	459
Total current assets		20,427	25,773
Non-current			
Property, plant and equipment	8	16,889	16,364
Intangibles	9	6,806	6,572
Deferred tax assets		2,733	1,418
Total non-current assets		26,428	24,354
Total assets		46,855	50,127
Liabilities			
Trade and other payables		1,714	4,267
Contract liabilities		1,962	1,334
Current tax liabilities		-	-
Other Financial liabilities		335	400
Employee benefits		1,524	1,295
Other Liabilities		750	750
Total current liabilities		6,285	8,046

		Dec 2020	Jun 2020
	Notes	\$'000	\$'000
Non-current			
Other Financial liabilities		2,547	2,731
Employee benefits		204	157
Deferred tax liabilities		2,337	1,588
Total non-current liabilities		5,088	4,476
Total liabilities		11,373	12,522
Net assets		35,482	37,605

Equity				
Equity attributable to owners of the parent:				
Share capital	10	32,892	32,892	
Share based payment reserve		1,327	487	
Other reserves		(73)	-	
Retained earnings		919	3,829	
Non-controlling interest		417	397	
Total equity		35,482	37,605	





		Dec 2020	Dec 2019
	Notes	\$'000	\$'000
Operating activities			
SReceipts from customers		10,012	9,924
Payments to suppliers and employees		(7,566)	(8,044)
Plncome taxes paid		(121)	(136)
Interest received		56	47
Interest paid		(43)	(137)
Net cash generated from operating activities		2,339	1,654
Investing activities			
Purchase of property, plant and equipment		(5,490)	(3,792)
Deposits paid for property, plant and equipment		(302)	(701)
Purchase of other intangible assets		(2,305)	(1,016)
Net cash generated used in investing activities		(8,097)	(5,509)
Financing activities			
Proceeds from borrowings		-	7,633
Proceeds from issue of shares - IPO		-	25,000
Proceeds from issue of convertible notes		-	1,500
IPO costs incurred		-	(2,204)
Repayment of borrowings		(201)	(11,128)
Net cash generated from financing activities		(201)	20,801
		(5,959)	16,946
Net increase/(decrease) in cash and cash equivalents			
Net increase/(decrease) in cash and cash equivalents Cash and cash equivalents at the beginning of the period		22,239	5,110

## Segment Information



						_
						Tota
Neter						Dec 2019
Notes	•					\$'000
			,		-	10,097
	171	8	179	108	-	108
	8,745	8	8,753	10,205	-	10,205
	(1,809)	(5)	(1,814)	(3,682)	-	(3,682)
	(4,052)	(325)	(4,377)	(2,800)	-	(2,800)
	(840)	-	(840)	(69)	-	(69)
	(1,611)	(253)	(1,864)	(2,173)	-	(2,173)
	433	(575)	(142)	1,481	-	1,481
	(1,283)	(7)	(1,290)	(947)	-	(947)
	(2,013)	-	(2,013)	(513)	-	(513)
	(43)	-	(43)	(313)	-	(313)
	56	-	56	47	-	47
	(2,850)	(582)	(3,432)	(245)	-	(245)
	399	145	544	8	-	8
	(2,451)	(437)	(2,888)	(237)	-	(237)
	Australia	US	Total	Australia	US	Total
	Dec 2020	Dec 2020	Dec 2020	Dec 2019	Dec 2019	Dec 2019
Notes	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
	433	(575)	1,008	1,481	-	1,481
	-	-	-	543	-	543
				198		198
	Notes	8,574 171 8,745 (1,809) (4,052) (840) (1,611) 433 (1,283) (2,013) (2,013) (2,013) (2,850) 399 (2,451) 399 Notes \$'000	Dec 2020     Dec 2020       Notes     \$'000     \$'000       \$\\$000     \$\\$'000     \$\\$'000       8,574     .     .       171     .     .       8,745     .     .       171     .     .       171     .     .       171     .     .       8,745     .     .       171     .     .       171     .     .       171     .     .       171     .     .       171     .     .       171     .     .       171     .     .       14,052     .     .       11,10     .     .       11,11     .     .       11,11     .     .       11,11     .     .       11,11     .     .       11,11     .     .       11,11     .     .       11,12     .	Dec 2020     Dec 2020     Dec 2020       Notes     \$'000     \$'000     \$'000       8,574     -     8,574       171     8     179       8,745     8     8,753       (1,809)     (5)     (1,814)       (4,052)     (325)     (4,377)       (840)     -     (840)       (1,611)     (253)     (1,864)       (1,611)     (253)     (1,820)       (1,611)     (253)     (1,820)       (1,283)     (7)     (1,290)       (2,013)     -     (2,013)       (2,013)     -     (3,432)       (43)     -     56       (2,850)     (582)     (3,432)       (2,451)     (437)     544       (2,451)     (437)     544       Dec 2020     Dec 2020     Dec 2020       Notes     \$'000     \$'000	Dec 2020     Dec 2020     Dec 2020     Dec 2019       Notes     \$'000     \$'000     \$'000       8,574     -     8,574     10,097       171     8     179     108       8,745     8     8,753     10,205       (1,809)     (5)     (1,814)     (3,682)       (4,052)     (325)     (4,377)     (2,800)       (4,052)     (325)     (4,377)     (2,800)       (1,611)     (253)     (1,864)     (2,173)       (1,611)     (253)     (142)     1,481       (1,283)     (7)     (1,290)     (947)       (2,013)     -     (2,013)     (513)       (43)     (575)     (142)     (513)       (43)     (582)     (3,432)     (245)       (2,850)     (582)     (3,432)     (245)       (2,451)     (437)     (2,888)     (237)       Notes     \$'000     \$'000     \$'000     \$'000       433     (575)     1,008     1,481 <	Dec 2020     Dec 2020     Dec 2020     Sec 2019     Dec 2019       Notes     \$'000     \$'000     \$'000     \$'000     \$'000       8,574     -     8,574     10,097     -       171     8     179     108     -       8,745     8     8,753     10,205     -       (1,809)     (5)     (1,814)     (3,682)     -       (4,052)     (325)     (4,377)     (2,800)     -       (1,611)     (253)     (1,840)     (2,173)     -       (1,611)     (253)     (142)     1,481     -       (1,283)     (7)     (1,290)     (947)     -       (1,283)     (7)     (1,290)     (947)     -       (1,283)     (7)     (1,290)     (947)     -       (2,013)     -     56     47     -       (2,013)     -     56     47     -       (2,850)     (582)     (3,432)     (245)     -       145     544

433

(575)

1,008

2,222

2,222

#### Geographical Segments:

- Australian operations contributed an EBITDA profit of \$439k in December 2020 compared to \$2,222k in December 2019, on a normalised basis after accounting for expenses that were one off in nature relating to the IPO & finance restructure.
- Decline in EBITDA driven by timing in investing in the business for growth. Major driver for decline driven by increase in employment costs reflecting investment into people with headcount increasing from 87 in December 2019 to 113 in December 2020. In the prior reporting period (December 2019) staff headcount increased from 73 to 87 in preparation for the ASX listing however many of the senior appointments were not made until later in the half (October onwards) meaning the full wage impact was not seen in the December 2019 results.
- Share based payments of \$840k (December 2019: \$69k) reflects the accounting recognition of the options granted to staff in May 2020 and the options to 3 of the 5 directors approved at the AGM in November 2020. The cost of the options is recognised over the vesting period, is a non cash item and allocated against a share based payment reserve (equity).

Aerometrex Limited - Half year results to 31 December 2020

Normalised EBITDA

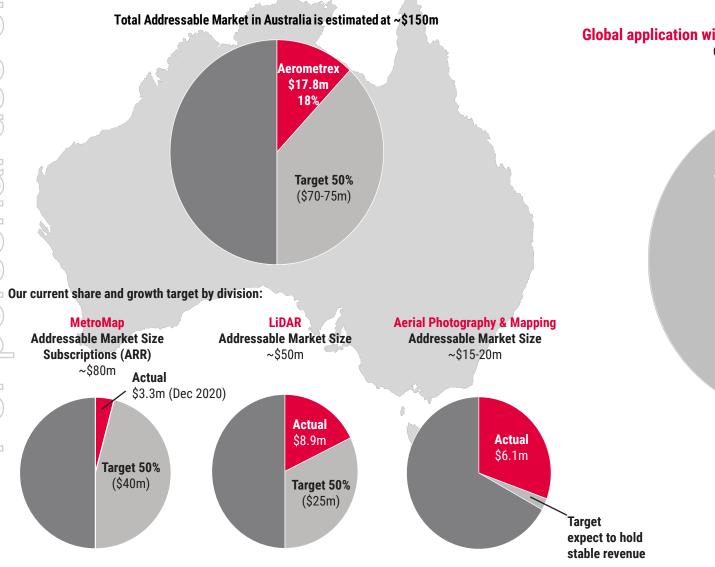
# Appendix 2 Addressable Market

Near-infra-red image Canberra, ACT Australia

# Total Addressable Market







Global application with unlimited potential with market in its infancy Open-ended, international scope Growing awareness of value

**3D** 



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This presentation has been approved by the Board of Aerometrex.

