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AEROMETREX AGM PRESENTATION

3 November 2021

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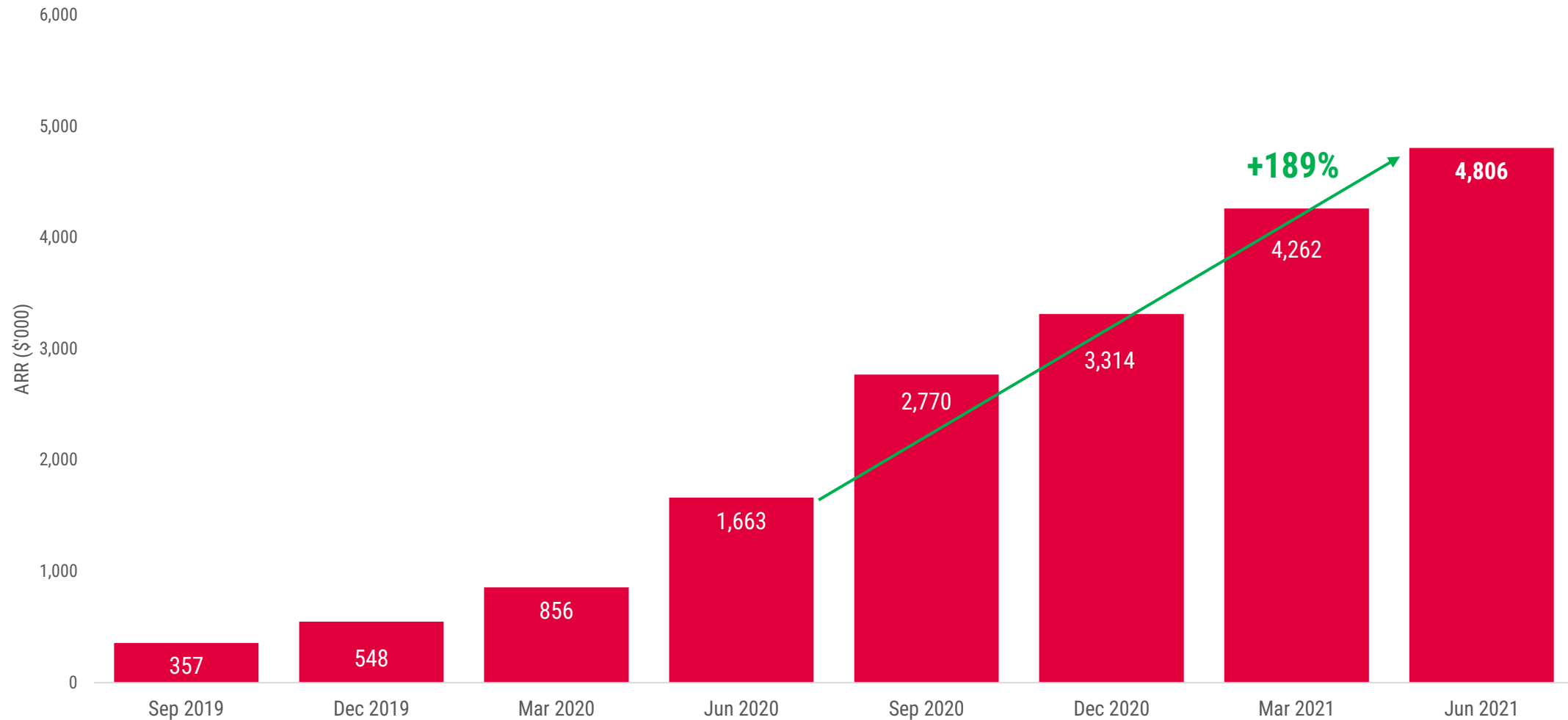


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Objectives	Achievements
Revenue growth	<ul style="list-style-type: none"> Revenue from customers of \$20.94m in line with top end of guidance of \$21m Delivered YOY growth despite COVID-19 impacts Return to Revenue Growth in 2H (up 44.2% on 1H FY21 and up 23.7% on 2H20)
Scaled MetroMap	<ul style="list-style-type: none"> Subscription revenue up 416.3% to \$3.64m ARR up 189.0% to \$4.81m Integrated Spookfish Australia Marketing investments drove brand awareness
Export 3D business internationally	<ul style="list-style-type: none"> First sale of 3D dataset in US to leading Defence contractor Google signed order for San Francisco model
Position LiDAR for growth	<ul style="list-style-type: none"> Upgraded sensors and introduced 4th sensor in 1H (positively impacted 2H) Delivered record revenue in 2H
Build capacity for the future	<ul style="list-style-type: none"> Appointed key senior staff (National Sales Manager and Chief Information Officer) Enhanced MetroMap sales and customer support team Developed, improved and implemented systems and processes to support growth initiatives

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Annual Recurring Revenue (ARR)
Calculation: Monthly Revenue x12



MetroMap

- Aerial imagery sales activities now solely focused on the MetroMap subscription service – reallocating resources to continue to grow the subscription business, leveraging scale and increasing Annual Recurring Revenue
- Resources to be dedicated to MetroMap capture program following completion of project photo contracting work through 1H22
- Enhanced customer experience and capabilities through launch of MetroMap 3.0
- Potential to enhance customer offering through LiDAR derived products
- Provides customers with more current imagery, larger areas of coverage, higher resolutions and generates higher rates of return

3D Modelling

- Major markets are still Australia and the USA. Europe 3D has been deferred due to COVID-19. There is significant potential in the emerging US market
- There has been extensive marketing and use of Aerometrex 3D models by leading graphics and game engines such as Cesium, Unreal Engine, Unity
- Opportunities are arising with USA's largest corporations who have already invested heavily in 3D hardware and software but need data content
- Launch of 3D store in the US to enable online sale of existing data models

LiDAR

- Implementation of improved workflow processes to deliver efficiency gains in 2H22
- Building the forward sales pipeline to capitalise on investment made into sensors during 1H21
- Leveraging the investments into sensors and successful case studies

R&D

- Leverage opportunities in AI and machine learning - either internal developments or best-in-breed external AI providers who are offering niche specialties
- Converting R&D initiatives into commercial opportunities such as bushfire fuel load modelling, feature extraction, automation of production processes



Key priorities for FY22

- Continue to grow MetroMap
 - Revenue and ARR growth
 - Capture program frequency
 - Expansion of partner program
 - Launch of MetroMap 3.0
 - Enhance analytical tools to further increase value proposition
 - Launch new LiDAR derived products in MetroMap
- Commercialise US 3D opportunities
 - Establish a US Advisory Board
 - Revenue generation and recognition
 - Launch of 3D store for US data models
- Continued assessment of M&A opportunities
- Appoint CEO successor
- Balancing the completion of photo contracting work (~\$3.2m to completed and invoiced in FY22), while increasing the MetroMap capture program

Positive Outlook

- Gross Margins
 - Focus on higher margin MetroMap for aerial imagery to underpin improved gross margins and rapid growth of subscription revenue
- Transition of imagery to subscription model
 - Some image project revenue is expected to migrate to MetroMap (estimated \$1m to 3m)
 - Transition to have a positive impact to EBITDA - improved margins under MetroMap business (where datasets are sold multiple times)
- US 3D market growth
 - Enhanced US sales approach to deliver 3D sales as we penetrate this large multi-billion dollar emerging market
 - Momentum and enquiries building for US opportunities
- Opening of borders post COVID
 - Conclusion of lockdowns and easing of border restrictions expected to improve the ease of capture over the remainder of FY22

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This presentation has been approved by the Board of Aerometrex.