

28 September 2022

## **ASX Announcement (AMX)**

### **Aerometrex to present at Reach Markets 'The Insider: Meet the CEOs' event**

Aerometrex is pleased to invite investors to a live webinar with Chris Mahar, Chief Financial Officer and hosted by Reach Markets, on Wednesday, 28 September 2022 at 12pm AEST.

**Date:** Wednesday, 28 September 2022

**Time:** 12pm AEST

The briefing will be live and interactive, where investors will have the opportunity to ask questions directly and you will only need an internet connection to join.

The presentation which will be delivered is attached to this announcement.

The webcast will be hosted by Reach Markets so should you require any technical assistance, please contact them on 1300 805 795.

Investors can register to attend the briefing here: <https://hubs.ly/Q01n8ZYL0>

*This release is approved by the Board of Directors of Aerometrex Limited.*

- ENDS -

#### **ADDITIONAL INFORMATION**

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MetroMap: [www.metromap.com.au](http://www.metromap.com.au)

## **About Aerometrex Limited**

Aerometrex Limited is a professional aerial mapping business specializing in an aerial imagery subscription service (MetroMap), LiDAR and 3D. The company operates the full range of services throughout Australia and extends its 3D services on a global scale.

The company, established in 1980, has a strong Board and executive team with significant industry experience.

For further information, please visit [www.aerometrex.com.au](http://www.aerometrex.com.au).



# AEROMETREX LIMITED (ASX:AMX)

INVESTOR PRESENTATION | 28 SEPTEMBER 2022



SEE YOUR WORLD CLEARLY





**Aerometrex provides geospatial solutions via data & insights across three core product lines:**

- 2D aerial imagery (MetroMap)
- High-resolution 3D modelling
- Airborne LIDAR

Established  
in  
**1980**

Listed on  
ASX  
**2019**

Global  
Employees  
**100+**

Projects Completed Across  
**North America | Oceania | Europe**

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## Group Operating Revenue

**\$25.0M**

▲ 19.5%  
(2021: \$20.9M)

## Group EBITDA

**\$7.7M**

▲ 168.9%  
(2021: \$2.9M)

## Cash Flow From Operations

**\$5.0M**

(2021: \$5.1M)

## Cash Balance

**\$14.1M**

(2021: \$16.6M)

## MetroMap Subscription Revenue

**\$5.9M**

▲ 60.9%  
(2021: \$3.6M)

## Annual Recurring Revenue (ARR)

**\$6.8M**

▲ 42.4%  
(2021: \$4.8M)

## Subscription Revenue Contribution

**23.4%**

of group revenue  
(2021: 17.4%)

## US Revenue 3D Modelling

**\$0.9M**

(2021: \$32k)

## Global 3D

Leverage Aerometrex's position as the world leader in high-resolution 3D modelling

- Rejuvenate North American business opportunity
- Concerted effort to sell existing off-the-shelf datasets
- Grow new markets & customer base to underpin capture programs & expand datasets
- Develop 3D team capability & resources

## MetroMap

Position MetroMap to redefine industry standards & generate profitable outcomes

- Grow Annual Recurring Revenue (ARR)
- Enhance customer platform & offerings
- Optimise cost structures & asset utilisation
- Optimise long-term aviation & sensor strategies

## LiDAR

Build Australia's leading LiDAR business

- Grow profit through commercial optimisation & asset utilisation
- Assess options to increase revenue via capital investment & new products
- Leverage BARS certification
- Enhance automation capability
- Optimise long-term aviation & sensor strategies



## High-resolution multiscale 3D models

- Captured via aircraft, helicopter & street level platforms
- Extremely high resolutions ranging from 7.5cm to under 1cm

## Growing US coverage & revenue

- US revenue up from \$0.03m in FY21 to \$0.90m in FY22
- 3D city models catalogue spread across nine major cities
- Large contribution from emerging metaverse market where 3D models are supporting virtual environments

## Advancing technology supporting greater usage

- Greater game engine capabilities supporting the expansion of visualisation use cases by more customer groups
- Continued interest from leading industries such as engineering, urban planning, transport, tourism & event management



Aerometrex 3D Model of Google HQ  
Mountain View, CA, USA



# EXPANDING 'OFF-THE-SHELF' 3D CATALOGUE

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## USA

- Los Angeles
- San Francisco
- San Diego
- Las Vegas
- Denver
- Manhattan
- Brooklyn
- Miami
- Tampa

## AUSTRALIA

- Sydney
- Melbourne
- Brisbane
- Perth
- Adelaide
- Canberra
- Gold Coast
- Sunshine Coast

## NEW ZEALAND

- Auckland
- Christchurch
- Wellington



San Francisco



Las Vegas



Adelaide



Melbourne



Auckland



## Democratizing the use of spatial information

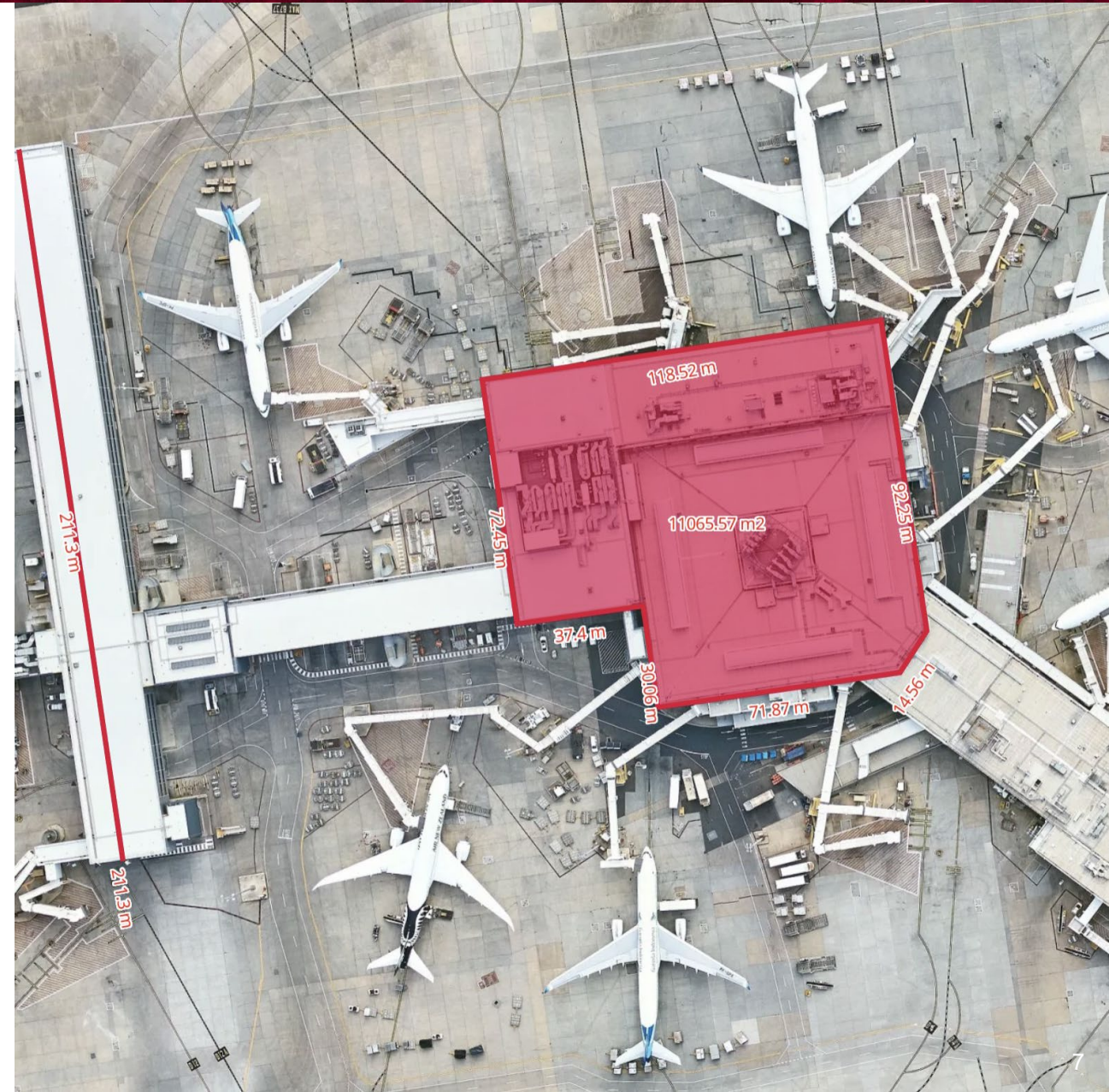
- Flexible & scalable DaaS solution with on-demand features
- Agile innovation to suit a variety of use cases
- Accessible through a wide partner network & their custom applications

## Enhancing product & platform

- Expansion of technology & product engineering team to support platform upgrades
- Increased focus & resource deployment post cessation of aerial imagery project work
- Evaluating sensor capabilities & enhancements

## Expanding product capabilities & usage

- Expansion of derived insights & feature layers to provide property-level analytics
- Growth in subscriptions across Enterprise, SME, & Government entities





## Tailored captures for specific end-use

- Ideal for mapping terrain & above-ground features such as vegetation & infrastructure
- Accuracy & resolution unparalleled by other airborne methods

## Servicing a large cross-section of industries & clients

- LiDAR revenue up \$2.39m or 26.8% in FY22 to \$11.32m
- Revenue growth is a realisation of sensor purchase & upgrades in FY21 increasing capacity
- Ordered additional sensor (fifth sensor) to capitalise on existing opportunities & expected to contribute to revenue in 2H23

## Leading the way in climate resilience

- Acquiring accurate spatial data for driving climate resilience from preventive planning to post-emergency management
- In FY22, we commercialised our award-winning urban vegetation data suite & completed multiple projects with local councils

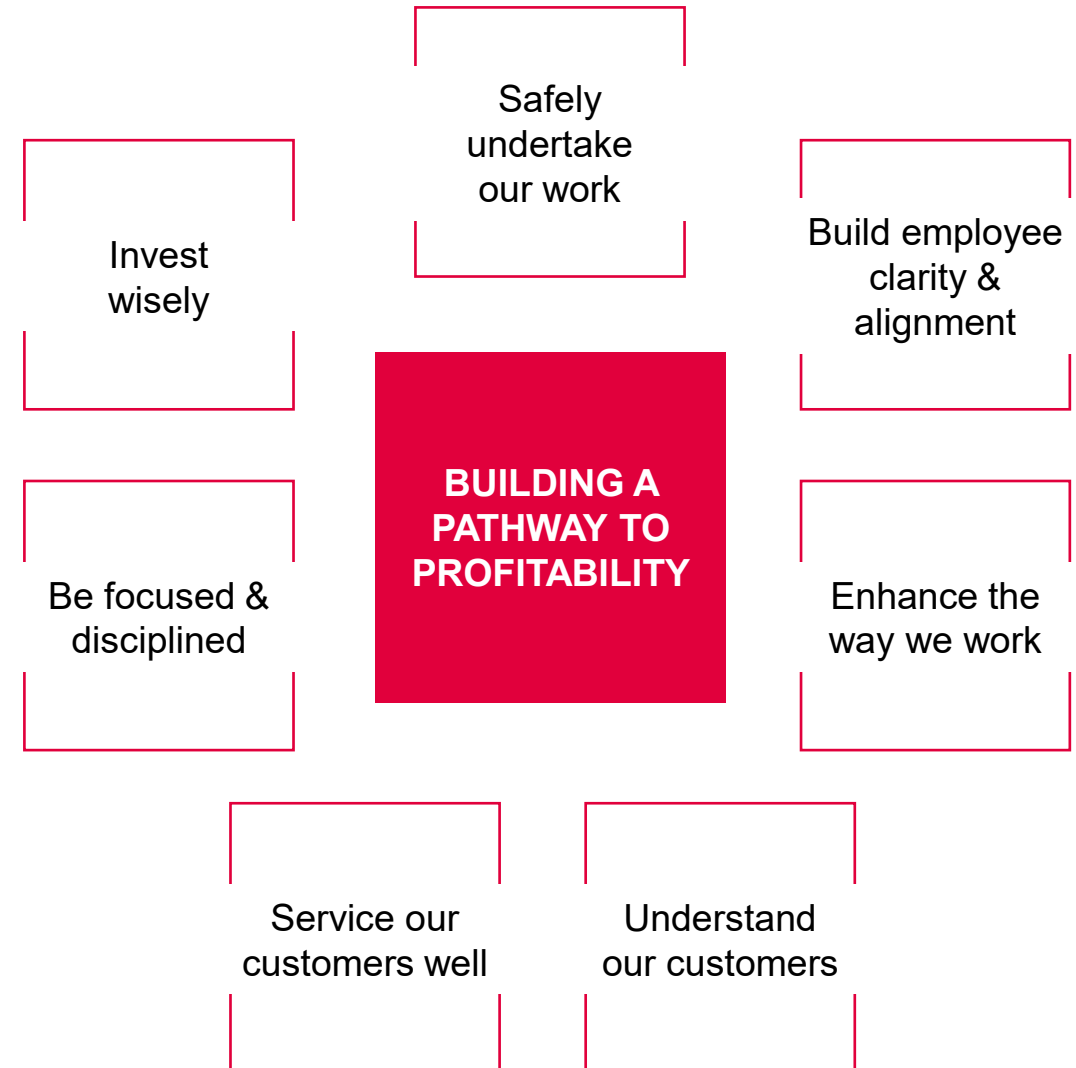


*LiDAR-derived Tree Canopy Coverage Map  
Adelaide, SA, Australia*



## Plan, Perform & Profit

- Build on existing capabilities & knowledge
- Continue delivering a high-performance, outcome-focused company aligned to shareholder interests
- Clear focus on “best for business” decisions
- Enhance internal collaboration, systems & customer engagement to build ‘pathways to profitability’



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