

AEROMETREX AGM PRESENTATION

29 NOVEMBER 2022



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CHAIRMAN'S ADDRESS

MARK LINDH

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MANAGING DIRECTOR'S ADDRESS

STEVE MASTERS

Aerometrex 3D model in Unreal Engine
Ferry Building, San Francisco, USA

aerometrex

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KEY ACHIEVEMENTS IN FY22

In FY22, the company further strengthened its three core product lines of MetroMap (DaaS), 3D & LiDAR while completing historical project aerial photomapping work following the decision to cease this product line in June 2021. While the impacts of COVID-19 still lingered in the economy & the community, the business was able to deliver strong results.

Key Initiatives	Highlight
Revenue Growth	<ul style="list-style-type: none">Operating revenue up 19.5% from \$20.94m to \$25.03mEBITDA up 168.9% from \$2.86m to \$7.70mEBITDA on a normalised basis up 21.6% from \$4.20m to \$5.10mCompleted single largest off-the-shelf dataset sale in the company's history of \$2.59mRealisation of non-core assets through the sale of the company's headquarters
Expansion of MetroMap Customer Base & ARR	<ul style="list-style-type: none">Subscription revenue up 60.9% to \$5.86mAnnual Recurring Revenue (ARR) up 42.4% to \$6.84m
Growth of US 3D Data Sales & Model Catalogue	<ul style="list-style-type: none">US 3D business contributed first significant revenue of \$0.90mExpansion of US 3D catalogue – now covering areas across nine major cities
Launch of value-add LiDAR-derived solutions	<ul style="list-style-type: none">Commercialisation of targeted vegetation mapping solution for urban greening initiativesIncreased focus on climate resilience & emergency management (flood, bushfire, renewables)
Focus on People & Safety	<ul style="list-style-type: none">Safely navigated COVID-19 – employee welfare & managing minimal business disruptionsCompleted BARS accreditation further lifting aviation safety standards

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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)

SUPPORTING EXTERNAL RESEARCH & COMMUNITY INITIATIVES

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Research Projects

9

Student Projects

4

Bids For Proposal
Funding

1

Peer Reviewed
Publications

2

APSEA-VIC
Award

Innovation
Medium to Large
Business

APSEA-SA
Award

Technical
Excellence

APSEA-SA
Award

Environment &
Sustainability



APSEA: Asia Pacific Spatial Excellence Awards

“Build profitable & sustainable value for our shareholders across all product lines”

THE OPPORTUNITY

Global 3D

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

MetroMap

Position MetroMap to redefine
industry standards & generate
profitable outcomes

LiDAR

Build Australia's
leading LiDAR
business

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

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

Key Updates

- Increasing interest in 3D for augmented/virtual reality
- Collaborating with leading game engine & 3D software companies to promote Aerometrex 3D data
- Growing pipeline of US opportunities through seconded team



MetroMap

Position MetroMap to redefine industry standards & generate profitable outcomes

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- Optimise long-term aviation & sensor strategies

Key Updates

- Developing insights & feature layers for property-level analytics
- Continuing development of platform features & capabilities
- Return to pre-COVID aviation traffic and continuing poor weather impacting operational efficiency



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

Key Updates

- 5th sensor preparing for deployment in 2H, to capitalise on existing opportunities
- Continued growth in work on books to \$4.2M as on 31 Oct 2022



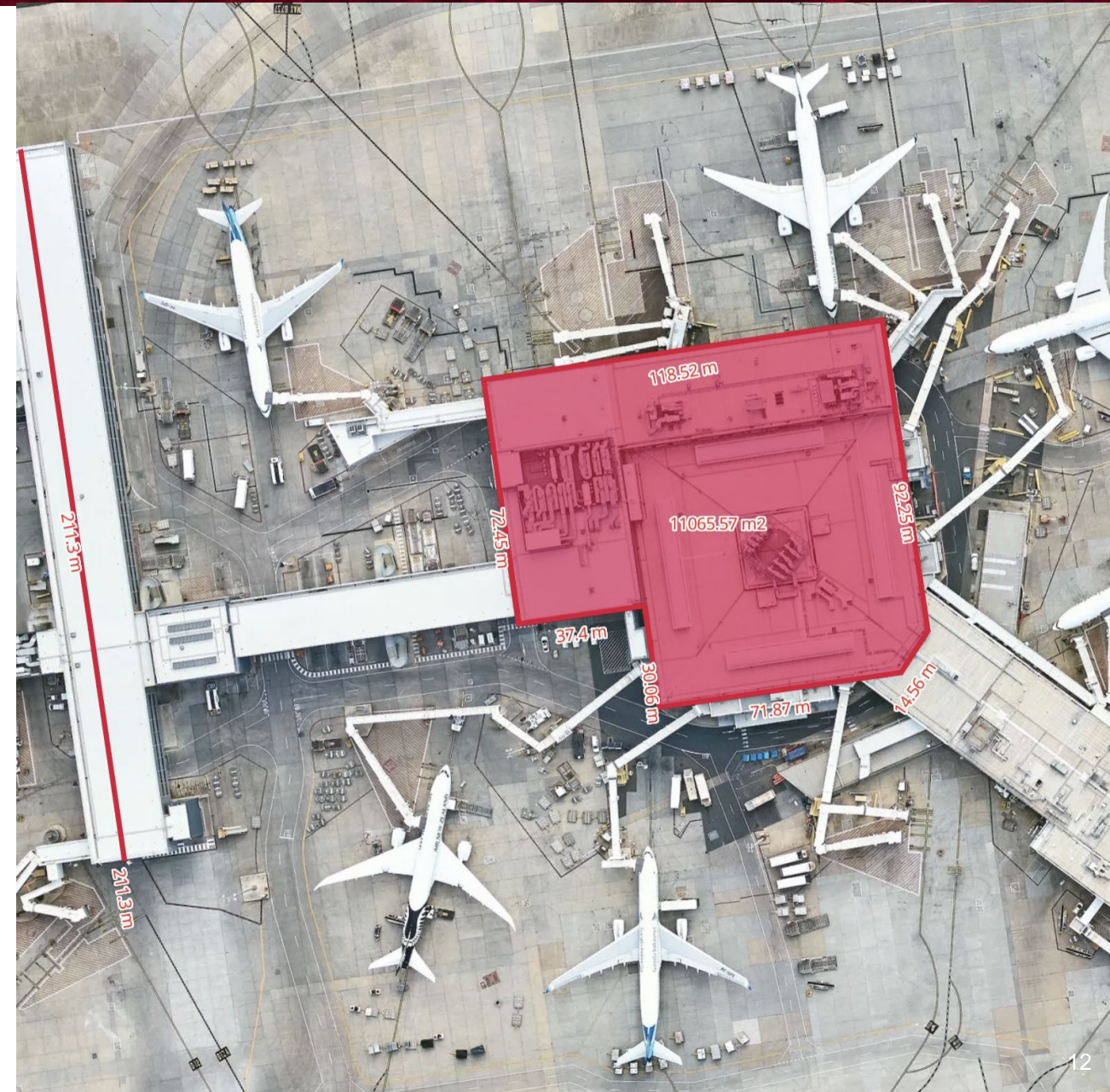
Aviation & Sensors

Optimising aviation & sensor related activities are key elements to support the imagery & data capture process

- Aerometrex undertakes its aviation activities via a fleet of owned & chartered aircraft
- Capture activities can be impacted by many planned & unplanned factors
- Weather, airspace access, geographical mobilisation & asset maintenance schedules are key elements that impact efficiencies

Key Updates

- Analysis is underway to review short- and longer-term sensor strategies & options for both MetroMap and LiDAR
- For MetroMap, opportunities to enhance capture frequency consistency & operational efficiencies are also being evaluated





Global 3D

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as the world leader in
high-resolution 3D modelling

MetroMap

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LiDAR

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