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 aerometrex

ANNUAL GENERAL MEETING

23 NOVEMBER 2023

CHAIRMAN'S ADDRESS

MARK LINDH

01

MD & CEO'S ADDRESS

STEVE MASTERS

02

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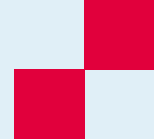
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FY23 SNAPSHOT



Operating Revenue

\$25.36m

(FY22: \$25.03m)
(FY22: excluding project
photomapping: \$22.26m)

EBITDA

\$3.83m

(FY22 Normalised: \$5.1m)

Cash Flow From Operations

\$4.02m

(FY22: \$4.99m)

Cash Balance

\$9.83m

(June 2022: \$14.14m)

LiDAR Revenue

\$12.76m

(FY22: \$11.32m)

MetroMap Revenue

\$10.12m

(FY22: \$8.79m)

3D Revenue

\$2.48m

(FY22: \$2.15m)

Annual Recurring Revenue (ARR)

\$7.61m

(FY22: \$6.84m)

EXECUTING STRATEGIC IMPERATIVES

Since September 2022, changes to the organisation & near-term imperatives have contributed to enhanced performance...

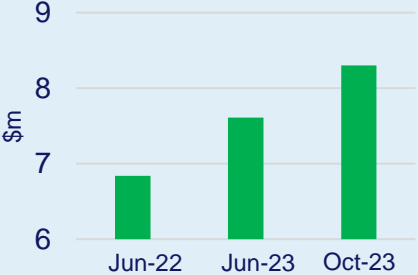
Increasing Revenue

Record group revenue for FY23 of \$25.36m

Record 2H23 group revenue of \$15.35m

Double-digit revenue growth across **all** product lines

Driving MetroMap ARR



Period	ARR (\$m)
Jun-22	6.8
Jun-23	7.6
Oct-23	8.3

Building Internal Capability

Key new appointments to drive operational performance

New leadership development & training initiatives

ISO 9001 re-certification

Enhancing Operational Outcomes

Successful integration of new MetroMap & LiDAR sensors

Improvements to various systems & processes

Improved FY24 MetroMap capture outcomes

Safety First Approach

Strong focus on 'safety first' in all activities

Enhanced WHS reporting

...all with the objective to build profitable & sustainable value for our shareholders

METROMAP FY23 OUTCOMES

Record statutory revenue* result

FROM

\$8.79m

TO A RECORD

 **\$10.12m**

Annual Recurring Revenue (ARR)

Calculation: Monthly Revenue x12



Annual General Meeting - 23 November 2023

Growth in subscription statutory revenue, increasing from:

\$5.86m to \$7.19m 

October 2023: ARR has continued growth to \$8.3m

Largest-ever MetroMap partner program contract & significant repeat 'off-the-shelf' sale:



Australian Government

* Statutory revenue includes subscription, on-demand, 'off-the-shelf' & insights revenue

LIDAR FY23 OUTCOMES

Record revenue result

FROM

\$11.32m

TO A RECORD

 **\$12.76m**

Following the introduction of an additional sensor in November 2022

LiDAR continues
to be a solid & important
contributor to overall
company revenue, with
major contract wins in
FY23 & FY24



Australian Government

\$1.88m



AGRONOMEYE

\$1.45m

GLOBAL 3D FY23 OUTCOMES

15.3% YoY revenue growth

FROM

\$2.15m

TO

↑ \$2.48m

Largest ‘off-the-shelf’ US
sale to Google



Largest Australian street
level capture project
undertaken to date



Melbourne Greenline Project



Multi-dimensional photography – captured by helicopter, drone, boat, bicycle & on foot



Supports significant & ongoing community consultation initiatives to revitalise the north bank of the Yarra River / Birrarung

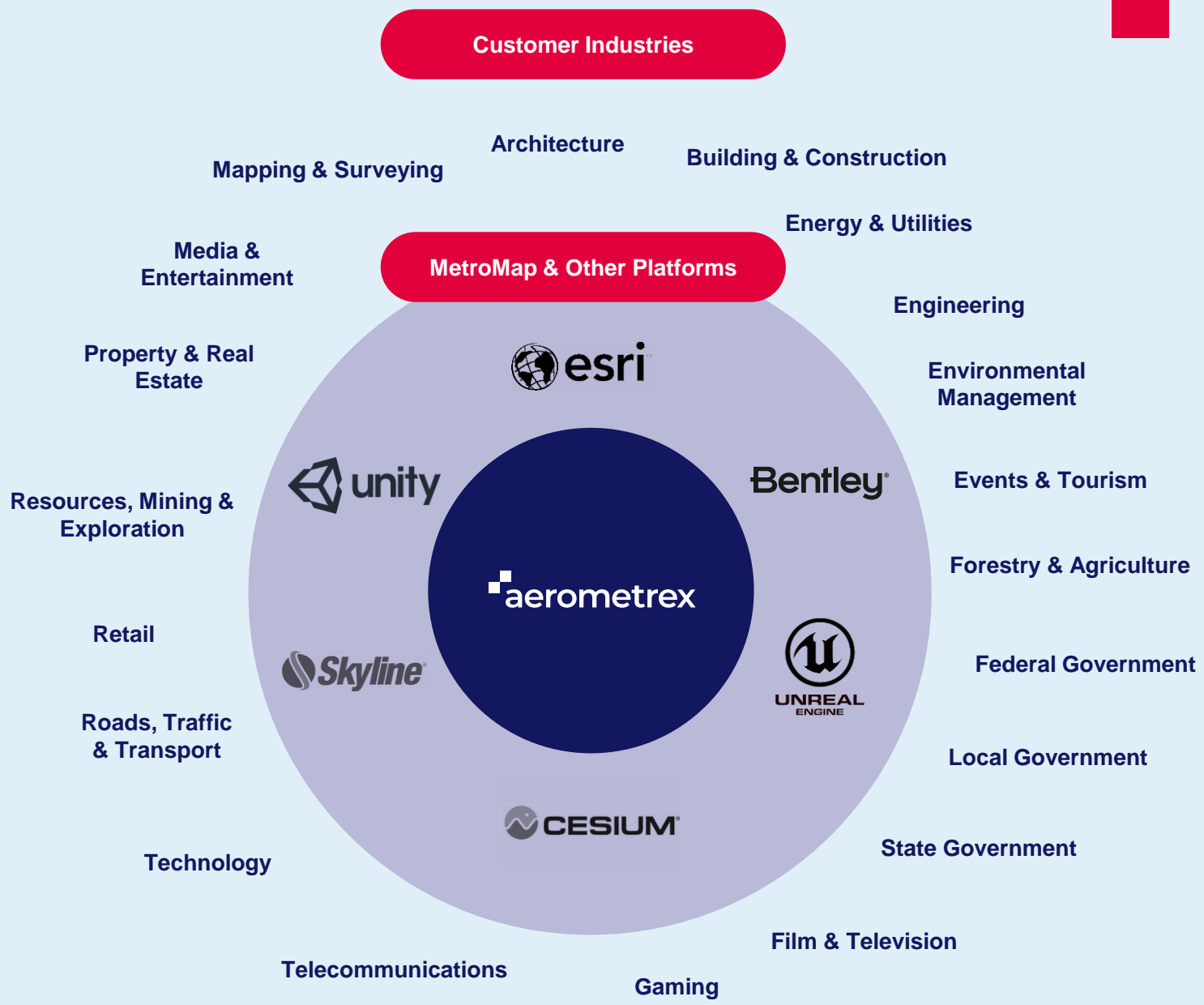


Provides the Victoria State Government & City of Melbourne with high-resolution & quality 3D models

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AEROMETREX IS EMBEDDED IN A GLOBAL ECOSYSTEM OF GROWING DATA USAGE

Our customers include pioneers & industry leaders:



BUILDING A PATHWAY TO PROFITABILITY

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During FY23 & into FY24, we embedded various initiatives that we believe will drive sustainable value for shareholders

**UNDERSTAND
OUR
CUSTOMERS**

**SERVICE OUR
CUSTOMERS
WELL**

**ENHANCE THE
WAY WE WORK**

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

**EMPLOYEE
CLARITY &
ALIGNMENT**

**SAFELY
UNDERTAKE
OUR WORK**

**BE FOCUSED &
DISCIPLINED**

**INVEST
WISELY**

PEOPLE, INFRASTRUCTURE & TECHNOLOGY

Organisational changes that commenced in September 2022 have enhanced business outcomes

What we have done since September 2022



Key external appointments to drive operational objectives:

- General Manager Aviation – January 2023
- MetroMap Sales Manager – July 2023
- ITC Manager – July 2023
- Software Engineering Manager – October 2023



Continuous improvements to company-wide systems & processes



Refining our 'go-to-market' strategies, including increased sophistication in the use of customer information, data & systems to drive future revenue



PEOPLE, INFRASTRUCTURE & TECHNOLOGY

Enhancing MetroMap
performance &
outcomes is a key
strategic imperative

What we have done since September 2022



Development of the MetroMap platform & functionality to enhance customer experience & create points of market differentiation



Increased capture uptime with the camera sensor fleet rejuvenation program:

- IGI UrbanMapper 2 - February 2023
- IGI Digicam 450 - July 2023



Optimisation projects associated with geographical areas of capture, aviation crew rosters & maintenance activities



INDUSTRY RECOGNITION – 2023 GEOSPATIAL COUNCIL AUSTRALIA AWARDS

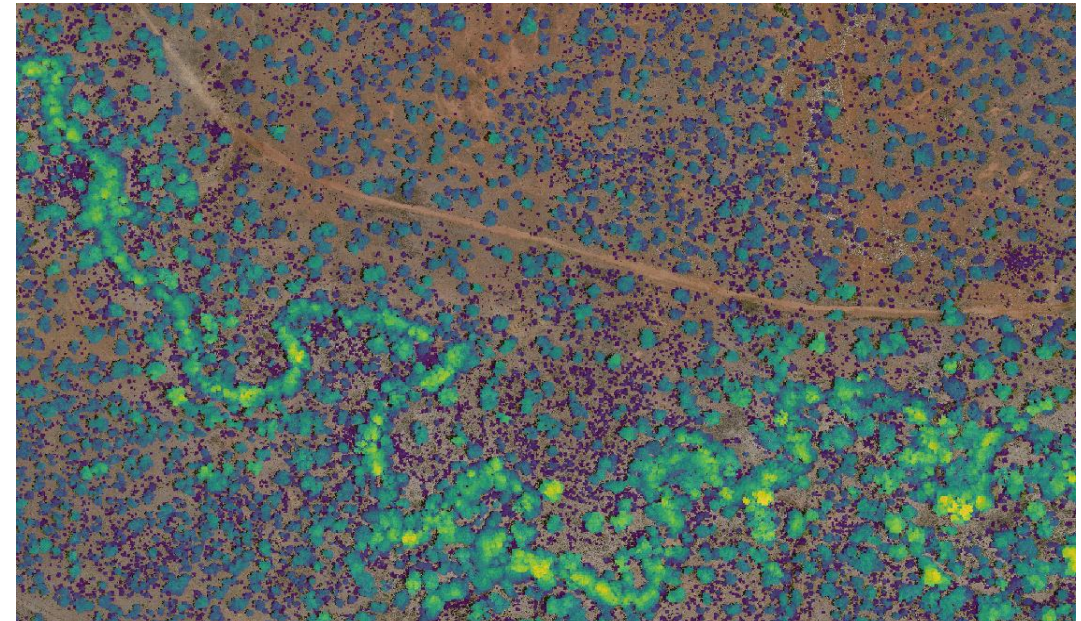
International Partnership Award:

Aerometrex delivered a multi-scale, multi-resolution 3D photogrammetry mesh dataset of Las Vegas to videogame developer Codemasters to assist in the track creation for the EA SPORTS™ F1® 23 videogame



Geospatial Enablement Award:

The NT Farmers LiDAR Project exemplifies the application of spatial information & advanced methodology in a non-spatial market or project



CASE STUDY: GROOTE ARCHIPELAGO PROJECT



The Groote Archipelago Project will facilitate the enablement for advanced remote sensing data to support the Anindilyakwa people by providing tailored solutions to serve community-led initiatives

First project of its kind



Supporting the implementation of a GIS to activate indigenous economic & social development programs



Creating insights & ideas to build long-term sustainable planning



~3,000km² of high-resolution LiDAR & imagery data captured

Partners



Anindilyakwa
Land Council



Australian Government
Geoscience Australia



Australian
National
University



AEROMETREX HAS A UNIQUE & UNPARALLELED CUSTOMER OFFERING



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One-stop shop for customers

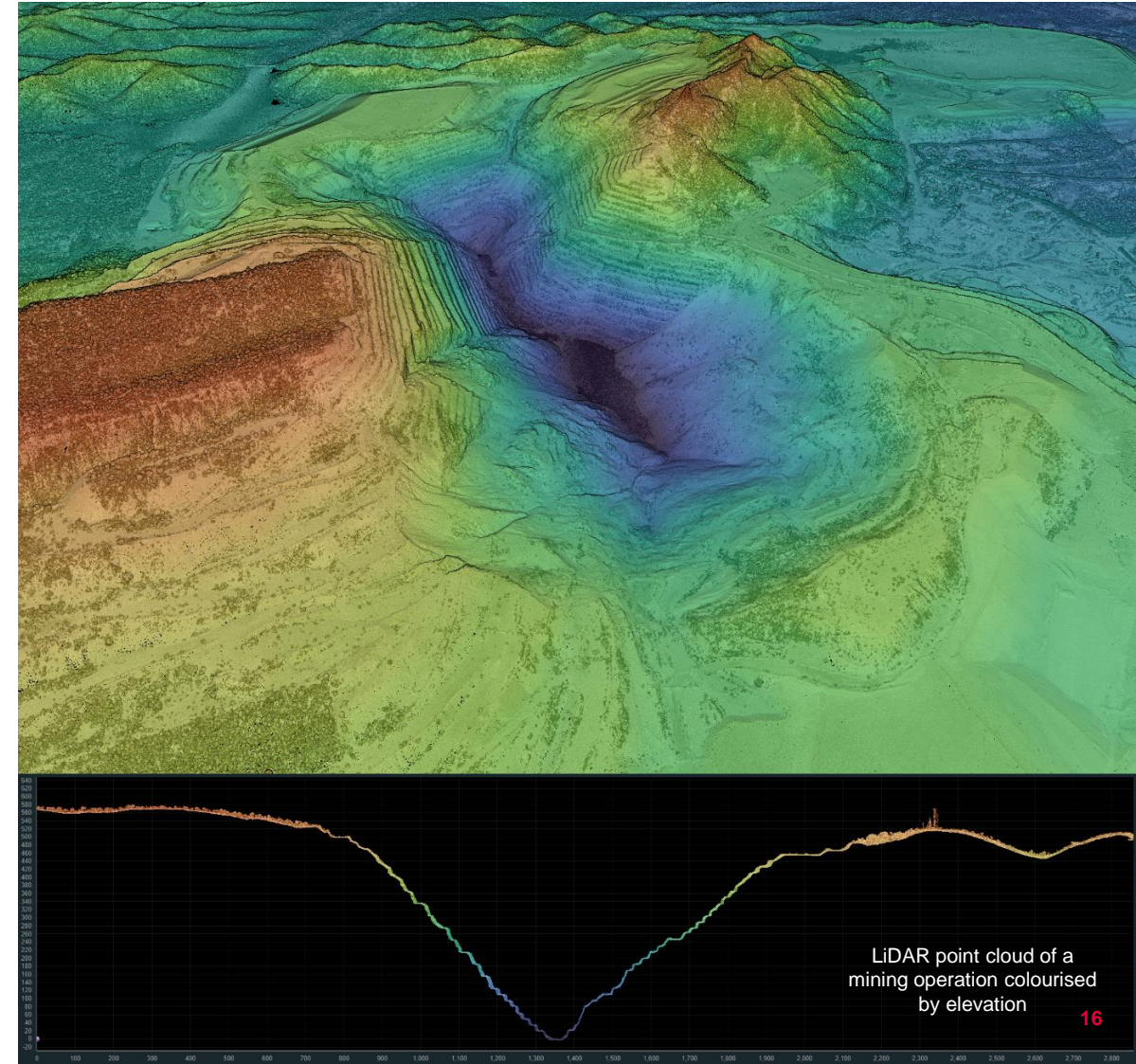
Multi-product offerings covering wide-ranging use cases & industry applications

Leading market participant

Only Australian ASX company that specialises in imagery subscription services, LiDAR & high-resolution 3D models

High quality products & team

Quality, accuracy & deep technical experience that delivers customer solutions





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This presentation has been approved by the Board of Aerometrex