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 aerometrex

INVESTOR PRESENTATION

NOVEMBER 2023

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WHAT WE DO

01

AEROMETREX IS A LEADER IN GEOSPATIAL IMAGERY & INSIGHTS



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MetroMap

High-resolution 2D & 3D imagery & insights subscription service, holding one of Australia's largest imagery archives

LiDAR

High-resolution LiDAR data covering wide-ranging applications

Global 3D

Sophisticated 3D reality modelling products & services based on advanced photogrammetric & visualisation techniques



AEROMETREX HAS A UNIQUE & UNPARALLELED CUSTOMER OFFERING



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'One-stop shop' for customers

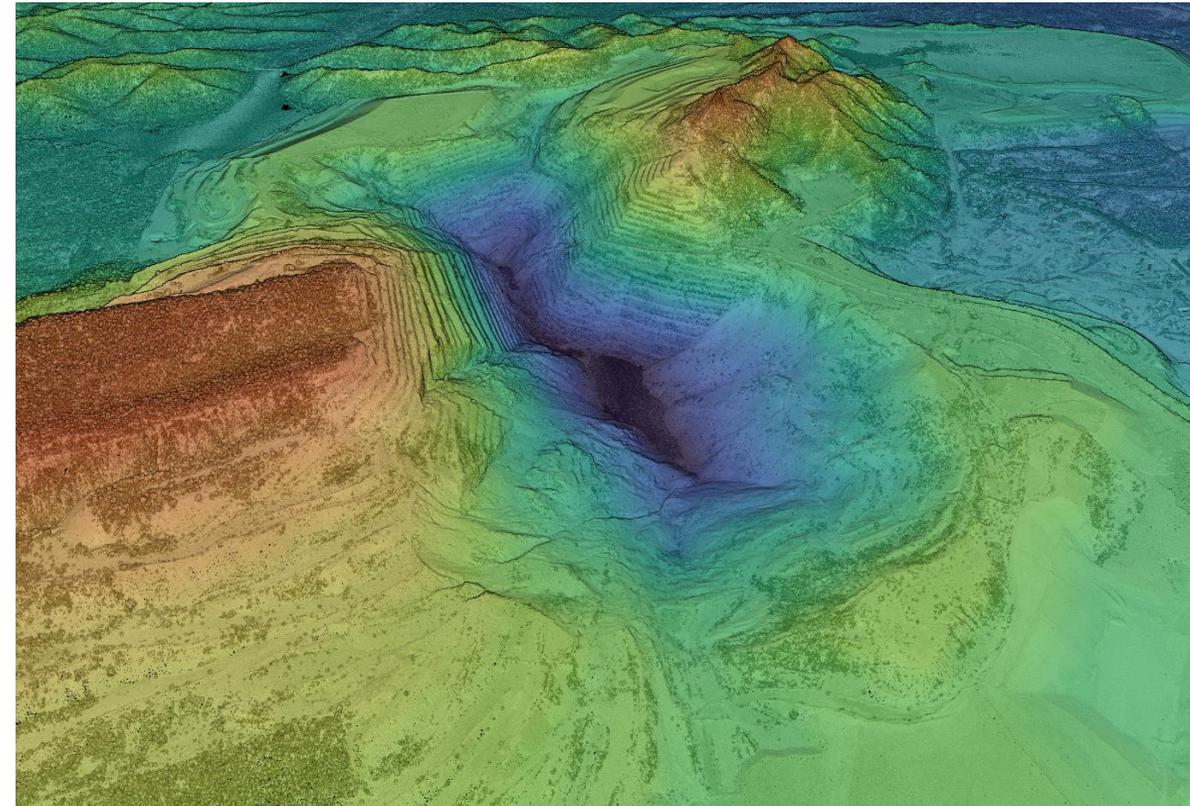
Multi-product offerings covering wide-ranging use cases & industry applications

Leading market participant

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

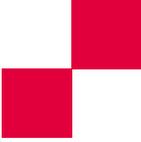
High quality products & team

Quality, accuracy & deep technical experience that delivers customer solutions



LiDAR point cloud of a mining operation coloured by elevation

CORPORATE PROFILE



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Capital Structure

(24 November 2023)

ASX Code

AMX

Shares on issue

94.8m

Share Price

A\$0.26/sh

Market Capitalisation

A\$24.6m

Cash and equivalents*

A\$9.8m

*As at 30 June 2023

Board of Directors



Mark Lindh
Independent Non-Executive Director, Chair



Peter Foster
Independent Non-Executive Director



Steve Masters
Managing Director & Chief Executive Officer



Matthew White
Non-Executive Director

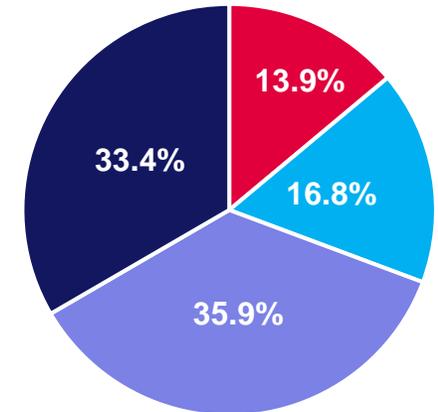


Donald McGurk
Independent Non-Executive Director



Kaitlin Smith
Company Secretary

Major Shareholders



- Board
- Institutional Shareholders
- Founders
- Retail Shareholders

Top 20 Shareholders hold 75.3%
Top 100 Shareholders hold 85.8%

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AEROMETREX IS EMBEDDED IN A GLOBAL ECOSYSTEM OF GROWING DATA USAGE

Our customers include pioneers & industry leaders:

Google

WSP

RioTinto

Colliers INTERNATIONAL

CSIRO

Australian Government
Geoscience Australia

Jacobs

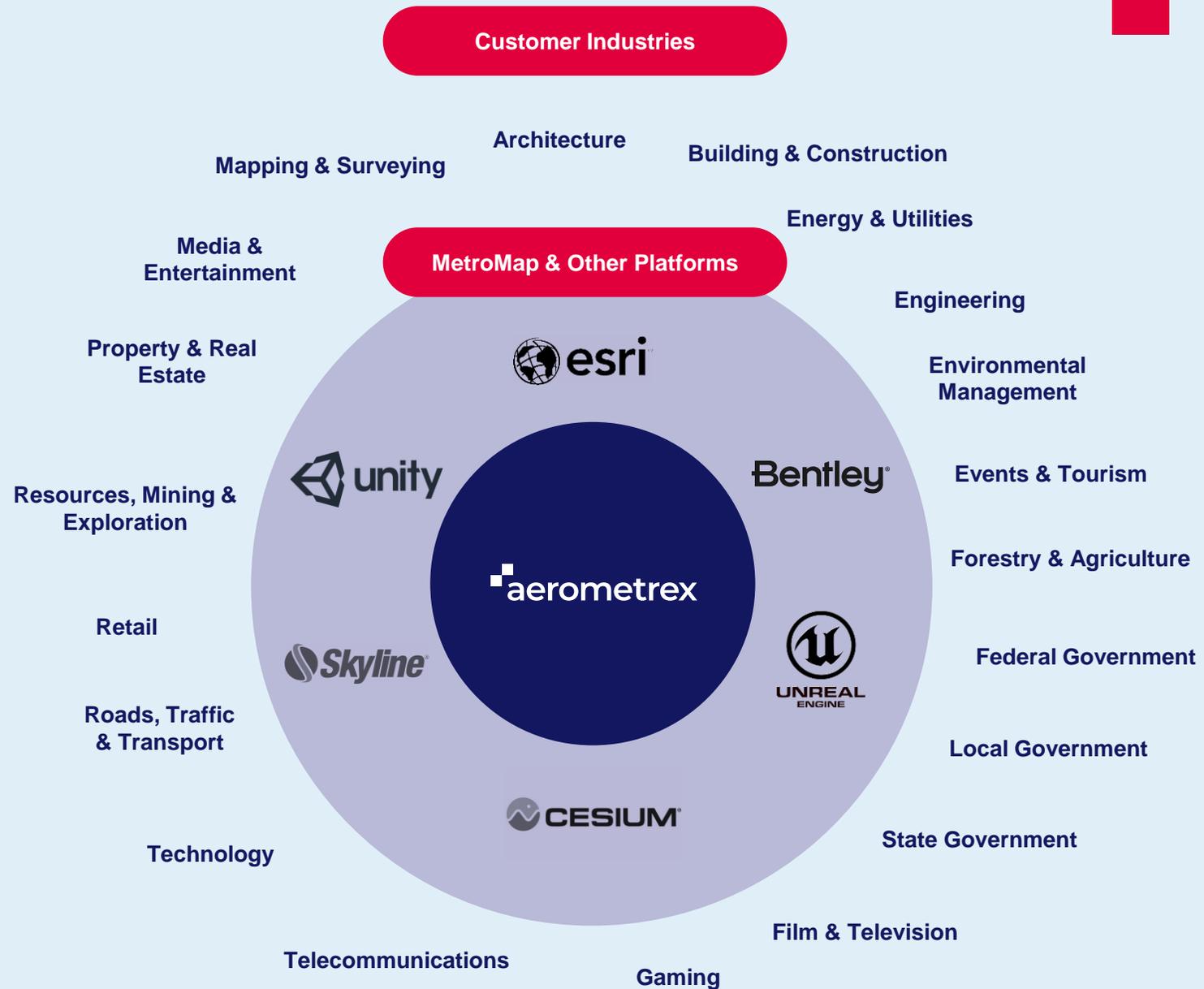
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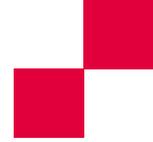
Landgate

Melbourne Water

CODEMASTERS



INDUSTRY RECOGNITION – 2023 GEOSPATIAL COUNCIL AUSTRALIA AWARDS



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A long history of industry recognition for technical excellence, innovation & contribution to environmental outcomes

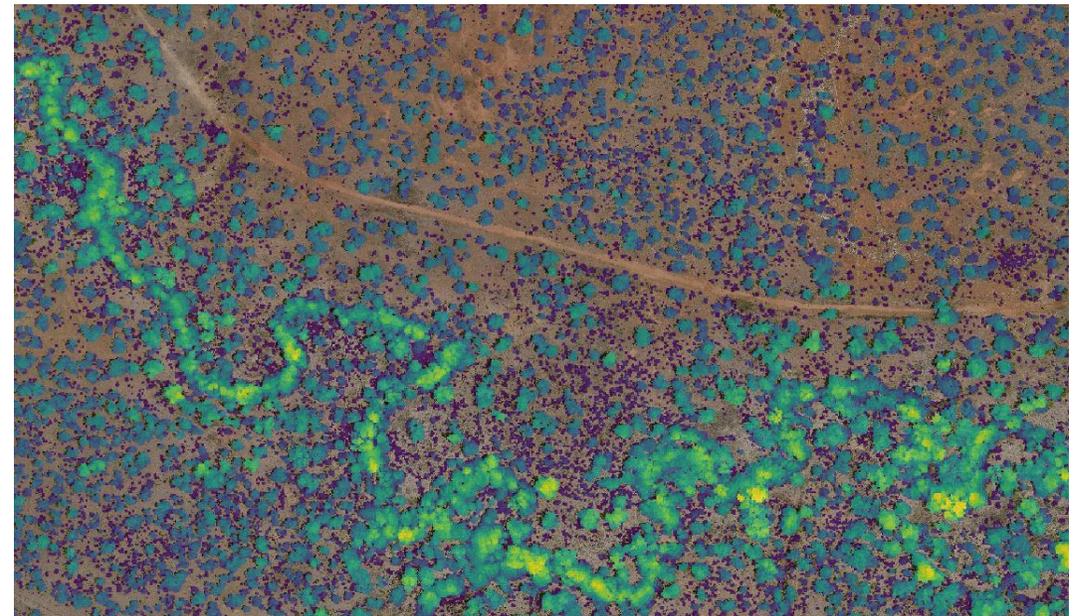
2023 International Partnership Award:

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



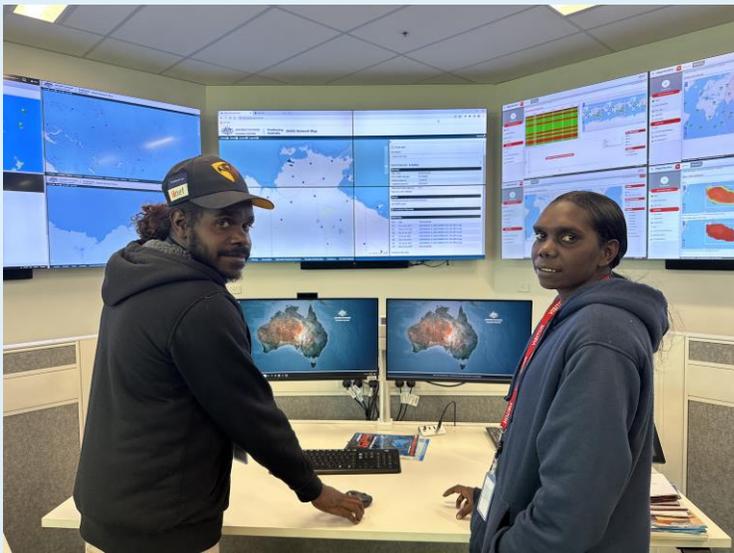
2023 Geospatial Enablement Award:

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



CASE STUDY: 2023 GROOTE ARCHIPELAGO PROJECT

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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



FY23 OVERVIEW

02

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FY23 SNAPSHOT



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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)

(as at October 2023)

\$8.27m

(FY23: \$7.61m)
(FY22: \$6.84m)

METROMAP FY23 OUTCOMES

Record statutory revenue* result

FROM

\$8.79m

TO A RECORD

 **\$10.12m**

Annual Recurring Revenue (ARR)
Calculation: Monthly Revenue x12



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

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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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STRATEGIC PRIORITIES 03

EXECUTING STRATEGIC IMPERATIVES

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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

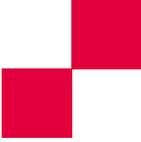
Leverage Aerometrex's position as the world leader in high-resolution 3D modelling

**EMPLOYEE
CLARITY &
ALIGNMENT**

**SAFELY
UNDERTAKE
OUR WORK**

**BE FOCUSED &
DISCIPLINED**

**INVEST
WISELY**



BUILDING A PATHWAY TO PROFITABILITY

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

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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



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

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
- ICT 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

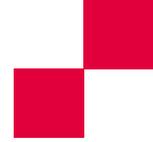


Optimisation projects associated with geographical areas of capture, aviation crew rosters & maintenance activities



VALUATION

04



GROWTH IN OVERALL ACCESSIBLE MARKETS & MARKET SHARE PRESENTS SIGNIFICANT OPPORTUNITY & STRATEGIC VALUE

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MetroMap

FY23 Revenue

\$10.12m

Current TAM¹

> \$100m

2030 TAM¹

> \$200m

One of **only two** major players in Australia

LiDAR

FY23 Revenue

\$12.76m

Current TAM¹

> \$50m

2030 TAM¹

> \$75m

One of **only three** major industry players in Australia

Global 3D

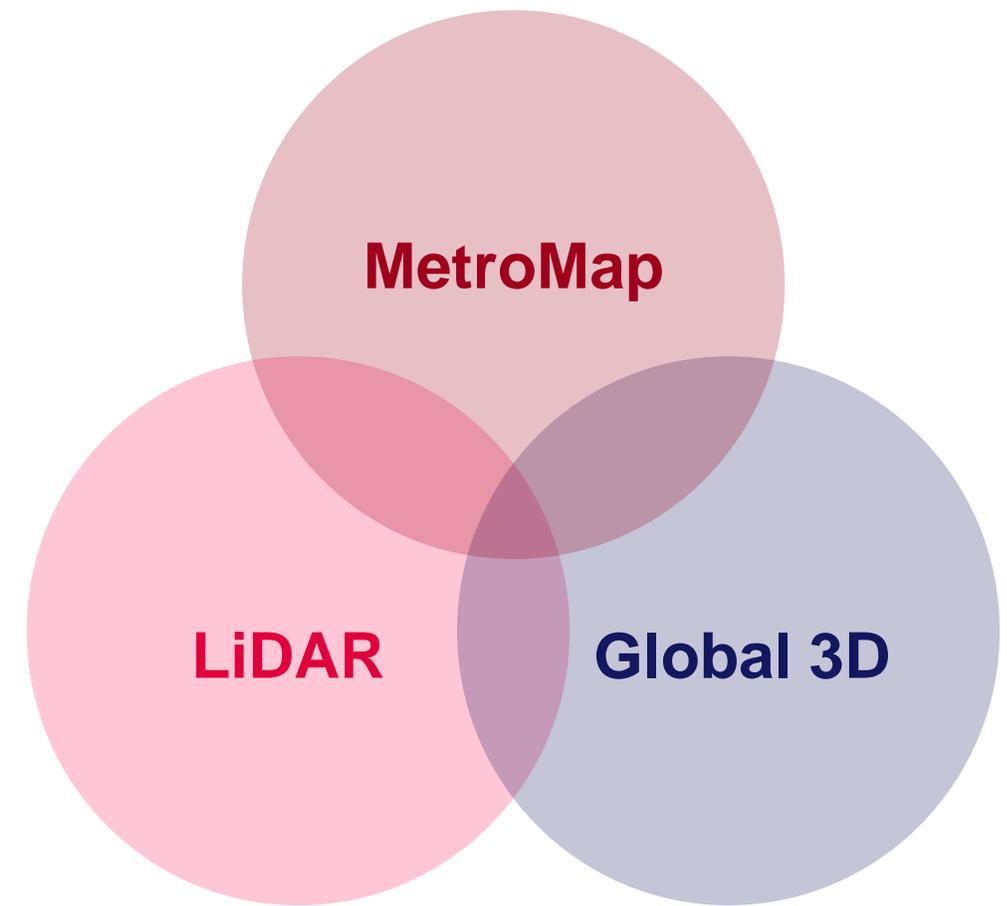
FY23 Revenue

\$2.48m

TAM¹:

‘Blue Sky’

Positioned for a world where **high-resolution 3D imagery** is anticipated to penetrate traditional & emerging markets



1: Total Accessible Market (TAM) figures are Aerometrex's indicative internal estimates

CASE STUDY: NEARMAP ACQUISITION

Nearmap's acquisition highlights the potential market mispricing of Aerometrex



In December 2022, Thoma Bravo, acquired Nearmap Ltd for ~A\$1.055b, a 39% premium to the A\$0.76b market capitalisation

Nearmap is MetroMap's only competitor in Australia

Nearmap's FY22 revenue was A\$146m, implying a revenue multiple of 7.23x



At the same revenue multiple, the implied valuation of MetroMap is ~A\$60m based upon October 2023 MetroMap ARR of ~A\$8.27m

The above figures exclude revenue associated with:

- MetroMap 'on demand' & 'off-the-shelf'
- LiDAR
- Global 3D

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Appendices

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PRODUCT USE CASES 01

METROMAP

MetroMap offers a high-resolution 2D & 3D imagery & insights subscription service to a range of customers across Australia – this Data as a Service (DaaS) solution ensures accessibility to users anywhere

Launched in May 2023, *MetroMap Insights* transforms MetroMap imagery into actionable insights to drive business decisions by leveraging artificial intelligence & cloud computing technology

Major use cases:

- Remote site inspection
- Model scenarios
- Stakeholder communication
- Urban planning
- Environmental management
- Project planning
- Asset management
- Visual showcasing
- Simplified quoting
- Spatial insights
- Property assessment
- Base map layer
- Community engagement
- Event planning
- Emergency planning
- Change detection
- Spatial research
- Urban mobility projects
- Traffic management
- Risk analysis

Buildings

Users can leverage accurate insights to track building approvals against recent construction or view trends in urban growth to derive intelligence

Swimming Pools

Users can access & accurately measure total area covered by swimming pools, even if covered, empty or dirty, allowing for easy monitoring & management

Solar Panels

Supports the solar industry to unlock new growth opportunities with targeted sales engagement

Driveways

Empowers businesses to understand driveways at scale & unlock new opportunities allowing them to access, plan, quote and execute to save time & money

Trees

Users can analyse changes in tree canopy from multiple points in time by leveraging over a decade of imagery across Australia

Grass

Supports landscaping service providers & land care campaigns to identify properties with & without lawns & monitor changes in grass distribution & landscaping trends over time

LiDAR

LiDAR (Light Detection and Ranging) is a remote sensing technology that uses laser light to measure distances & create detailed three-dimensional maps of the environment

Detailed 3D maps or models of the surroundings can be created from the data collected

LiDAR has a wide range of applications, including:

Surveying & Mapping

Commonly used in cartography, forestry, & geology to create high-resolution topographic maps & terrain models

Autonomous Vehicles

Crucial technology for self-driving cars & autonomous drones. It helps these vehicles sense and navigate their surroundings by creating real-time 3D maps

Environmental Monitoring

Used to study vegetation, monitor deforestation, & assess the health of ecosystems

Archaeology

Archaeologists use LiDAR to discover & map ancient ruins & landscapes that may be hidden beneath vegetation or terrain

Urban Planning & Development

Assists in urban planning, infrastructure design, & flood risk assessment by providing accurate data on the built environment

Meteorology

Used in atmospheric research to study clouds, aerosols, & other atmospheric components

Industrial Inspection

Employed in industrial settings to inspect structures, monitor stockpile volumes, & ensure the integrity of critical infrastructure

Spatial Accuracy & Resolution

Making it suitable for tasks that require precise 3D mapping & object detection. The technology is favoured by governments & large customers focused on quality & detail

3D MAPPING PLAYS A CRUCIAL ROLE IN SPATIAL ANALYSIS

It provides a comprehensive view of geographical data and allows for the representation of terrain, structures, & objects in three dimensions. Typical applications include:

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Urban Planning & Development

Aids in visualising proposed developments, assessing the impact on existing structures, & optimising land use



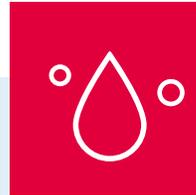
Environmental Modelling

Assists in understanding the topography & landscape of an area, which is crucial for assessing environmental factors like drainage patterns, flood risk & erosion



Transportation Planning

Allows for accurate modelling of road networks, intersections, & traffic flows, contributing to efficient urban transportation planning



Natural Resource Management

Assists in inventory management & managing natural resources within a given area



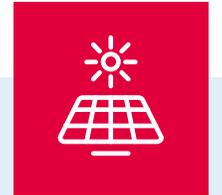
Emergency Response & Disaster Management

Helps in simulating various disaster scenarios, aiding in preparedness & response planning



Telecommunications & Network Planning

Assists in optimising the placement of cell towers & other network infrastructure for maximum coverage & efficiency



Solar Energy Potential Assessment

Used to analyse location suitability for solar panel installations, taking into account factors like shading & orientation

FINANCIALS

02

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FINANCIAL RESULTS OVERVIEW

Underlying activities deliver revenue growth

Total operating revenue increased 1.3% to \$25.36m, however, underlying revenue increased 13.9% after normalising for the cessation of project photomapping which contributed \$2.77m in FY22

Continued investment to underpin future growth

Continued investment to build capacity ahead of the revenue curve

Continued focus on transition to scalable subscription-based business

Strong cash position supports growth initiatives, with \$9.83m in cash & debt facilities available

Operating Revenue



	FY23 \$'000	FY22 \$'000	Change v PCP \$'000	Change v PCP %
Subscription revenue				
MetroMap	7,191	5,855	1,336	22.8%
Off-the-shelf dataset revenue				
3D	979	775	204	26.3%
LiDAR	2	-	2	100.0%
MetroMap	1,809	2,586	(777)	-30.0%
MetroMap Insights	387	-	387	100.0%
Off-the-shelf dataset revenue	3,177	3,361	(184)	-5.5%
Project revenue				
3D	1,498	1,372	126	9.2%
LiDAR	12,763	11,319	1,444	12.8%
MetroMap - on demand	732	351	381	108.5%
Photo contracting	-	2,772	(2,772)	-100.0%
Project revenue	14,993	15,814	(821)	-5.2%
Total revenue from customers	25,361	25,030	331	1.3%
EBITDA				
EBITDA	3,827	7,702		
EBITDA (normalised)	3,827	5,103		
Cash flow				
Cash flow from operating activities	4,024	4,987		
Cash used in investing activities	(8,802)	(3,635)		
Free cash flow	(4,778)	1,352		
Financial position				
Cash and cash equivalents	9,828	14,144		

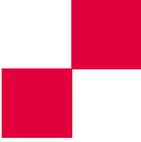
SEGMENT FINANCIAL RESULTS

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	AUS	USA	Total	AUS	USA	Total
	FY23	FY23	FY23	FY22	FY22	FY22
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Revenue	24,540	821	25,361	24,133	897	25,030
Other income	-	-	-	2,813	-	2,813
Revenue and other income	24,540	821	25,361	26,946	897	27,843
Aircraft and project processing costs	(9,572)	(270)	(9,842)	(8,618)	(121)	(8,739)
Employee benefits expense	(7,664)	(298)	(7,962)	(6,414)	(421)	(6,835)
Share based payments	(251)	-	(251)	(214)	-	(214)
Depreciation of property, plant and equipment	(3,049)	(34)	(3,083)	(2,799)	(32)	(2,831)
Amortisation of intangible assets	(5,442)	(656)	(6,098)	(5,287)	(328)	(5,615)
Advertising and marketing	(334)	(181)	(515)	(552)	(74)	(626)
Consulting and professional services	(470)	(87)	(557)	(1,066)	(122)	(1,188)
IT and telecommunications	(336)	(6)	(342)	(72)	(4)	(76)
Occupancy	(166)	-	(166)	(167)	(7)	(174)
Travel and accommodation	(270)	(293)	(563)	(262)	(176)	(438)
Other expenses	(1,109)	(227)	(1,336)	(1,667)	(184)	(1,851)
Finance costs	(132)	-	(132)	(100)	-	(100)
Finance income	325	1	326	31	-	31
(Loss) before income tax	(3,930)	(1,230)	(5,160)	(241)	(572)	(813)
Income tax benefit	918	-	918	214	-	214
(Loss) for the year after income tax	(3,012)	(1,230)	(4,242)	(27)	(572)	(599)

Proforma EBITDA Calculation	AUS	USA	Total	AUS	USA	Total
by Geographical Segment	FY23	FY23	FY23	FY22	FY22	FY22
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
(Loss) for the year after income tax	(3,930)	(1,230)	(5,160)	(241)	(572)	(813)
Add back finance costs	132	-	132	100	-	100
Less finance income	(325)	(1)	(326)	(31)	-	(31)
Add back depreciation	3,049	34	3,083	2,799	32	2,831
Add back amortisation	5,442	656	6,098	5,287	328	5,615
EBITDA	4,368	(541)	3,827	7,914	(212)	7,702
Less gain on sale of property	-	-	-	(2,813)	-	(2,813)
Add back IPO related share-based payments	-	-	-	214	-	214
EBITDA (normalised)	4,368	(541)	3,827	5,315	(212)	5,103

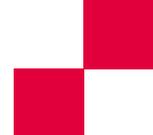
BALANCE SHEET



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	Jun 2023 \$'000	Jun 2022 \$'000
Assets		
Cash and cash equivalents	9,828	14,144
Trade and other receivables	6,112	5,907
Contract assets	738	311
Property, plant and equipment	15,897	14,791
Intangibles	7,921	9,040
Other Assets	623	477
Deferred tax assets	552	-
Total assets	41,671	44,670
Liabilities		
Trade and other payables	2,846	2,768
Contract liabilities	3,728	3,476
Current tax liabilities	159	159
Employee benefits	2,078	1,983
Other liabilities	2,043	888
Lease liabilities	1,819	2,029
Deferred tax liabilities	-	366
Total liabilities	12,673	11,669
Net assets	28,998	33,001

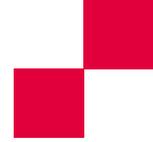
CASH FLOW



	FY23	FY22
	\$'000	\$'000
Receipts from customers	27,459	25,629
Payments to suppliers and employees	(23,629)	(21,492)
Other operating cash flows	194	850
Net cash flow from operating activities	4,024	4,987
Payments for property, plant and equipment	(3,823)	(2,263)
Proceeds from disposal of property, plant and equipment	-	5,787
Payments for intangible assets	(4,979)	(6,530)
Payments for acquisitions ¹	-	(629)
Net cash flow from investing activities	(8,802)	(3,635)
Free cash flow	(4,778)	1,352
Net cash flow from financing activities	462	(3,761)
Net cash flow	(4,316)	(2,409)
Cash and cash equivalents at start of year	14,144	16,553
Cash and cash equivalents at end of year	9,828	14,144

¹ Final payment for Spookfish acquisition.

PROFIT OR LOSS STATEMENT & EBITDA RECONCILIATION



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	FY23 \$'000	FY22 \$'000
Revenue		
Other Income		
Revenue and other income	25,361	27,843
Aircraft and project processing costs	(9,842)	(8,739)
Employee benefits expense	(7,962)	(6,835)
Share based payments	(251)	(214)
Depreciation of property, plant and equipment	(3,083)	(2,831)
Amortisation of intangible assets	(6,098)	(5,615)
Advertising and marketing	(515)	(626)
Consulting and professional services	(557)	(1,188)
IT and telecommunications	(342)	(76)
Occupancy	(166)	(174)
Travel and accommodation	(563)	(438)
Other expenses	(1,336)	(1,851)
Finance costs	(132)	(100)
Finance income	326	31
(Loss) before income tax	(5,160)	(813)
Income tax benefit	918	214
(Loss) for the year after income tax	(4,242)	(599)

Proforma EBITDA Calculation	FY23 \$'000	FY22 \$'000
(Loss) before income tax	(5,160)	(813)
Add back finance costs	132	100
Less finance income	(326)	(31)
Add back depreciation	3,083	2,831
Add back amortisation	6,098	5,615
EBITDA	3,827	7,702
Less gain on sale of property	-	(2,813)
Add back IPO related share-based payments	-	214
EBITDA (normalised)	3,827	5,103

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This presentation has been approved by the Board of Aerometrex