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 aerometrex

APRIL 2024 INVESTOR PRESENTATION

3 APRIL 2024

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**WHO WE ARE &
WHAT WE DO**

01

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COMPANY PROFILE

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A trusted & leading geospatial tech company

Established in 1980 & listed on ASX Dec 2019

~ 120 employees

Provider of high-quality geospatial information & solutions

Deep industry knowledge & experience

Reputation for quality

Broker Coverage



AMX Capital Structure

(28 March 2024)

Shares on issue

94.99m

Share Price

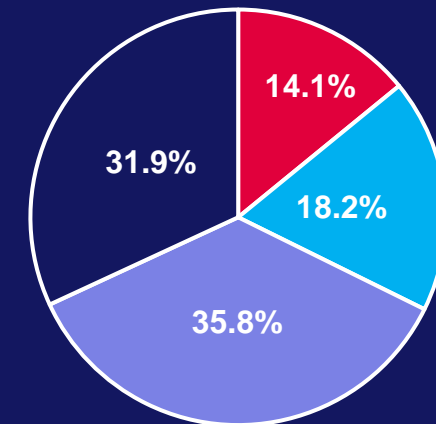
\$0.355/sh

Market Capitalisation

\$33.7m

Cash and equivalents*

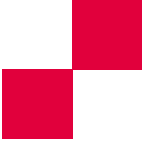
\$10.2m



- Board
- Institutional Shareholders
- Founders
- Retail Shareholders

*As at 31 December 2023

UNIQUE & UNPARALLELED CUSTOMER OFFERINGS



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Leading market participant

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

'One-stop shop' for customers

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

High quality products & team

Quality, accuracy & deep technical experience that delivers customer solutions



A LEADER IN GEOSPATIAL IMAGERY & INSIGHTS

MetroMap

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

LiDAR

High-resolution airborne LiDAR data covering wide-ranging applications

Global 3D

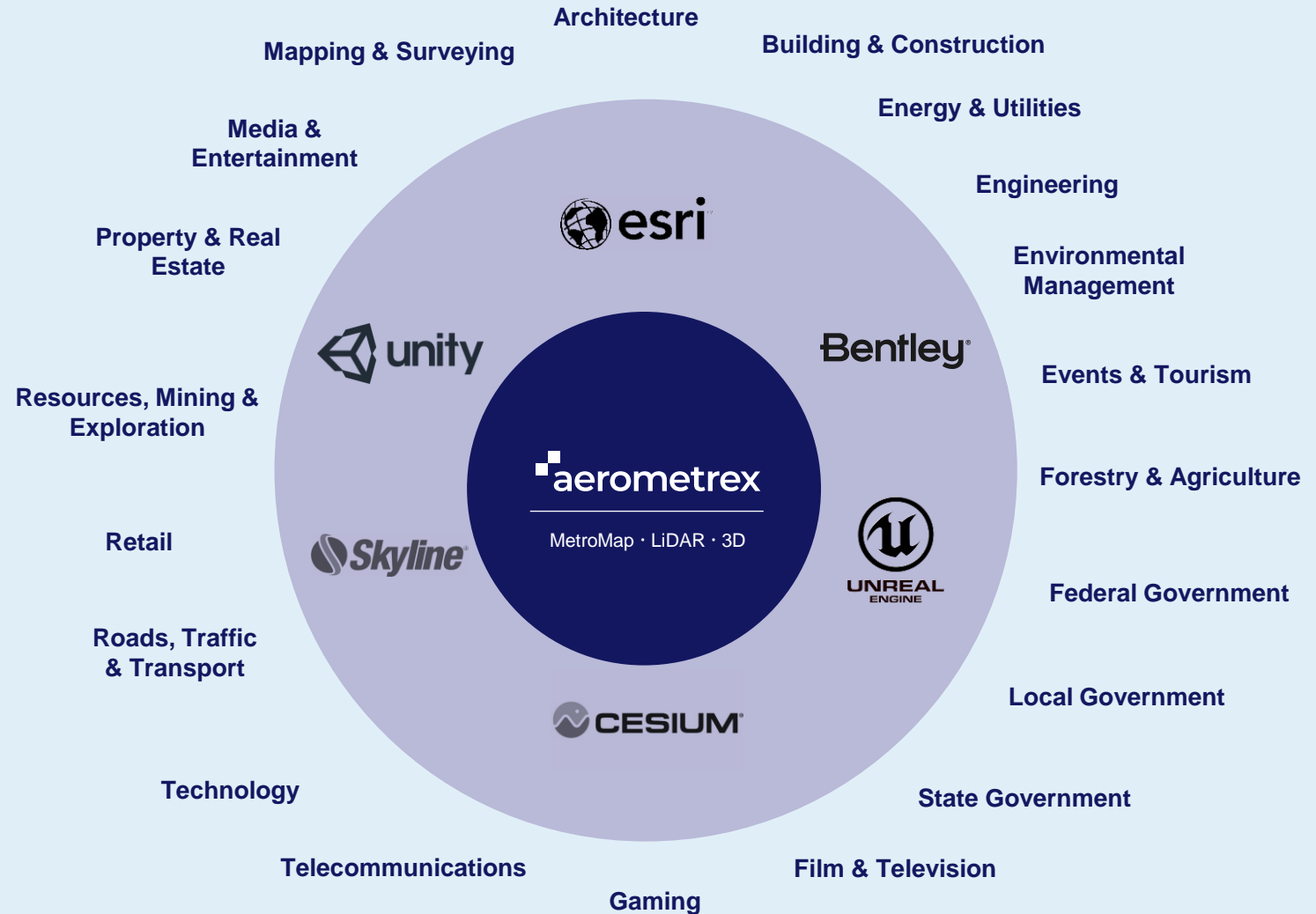
Sophisticated 3D reality modelling products & services based on advanced photogrammetric & visualisation techniques



Screenshot :EA SPORTS F1© 23

EMBEDDED IN A GLOBAL ECOSYSTEM OF GROWING DATA USAGE

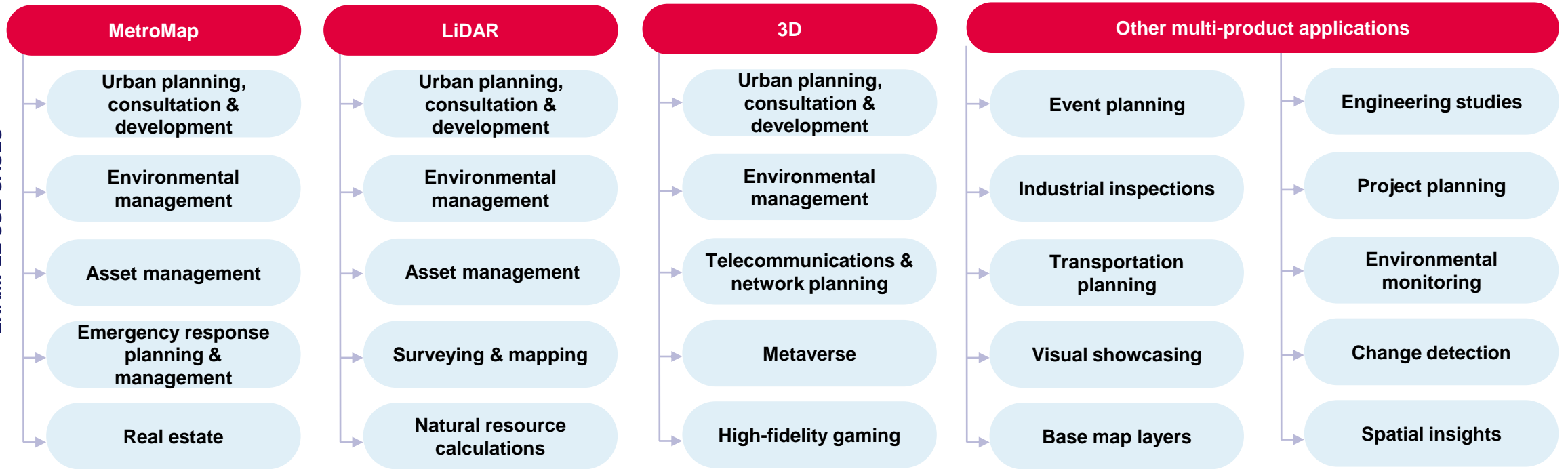
Our customers include governments, pioneers & industry leaders



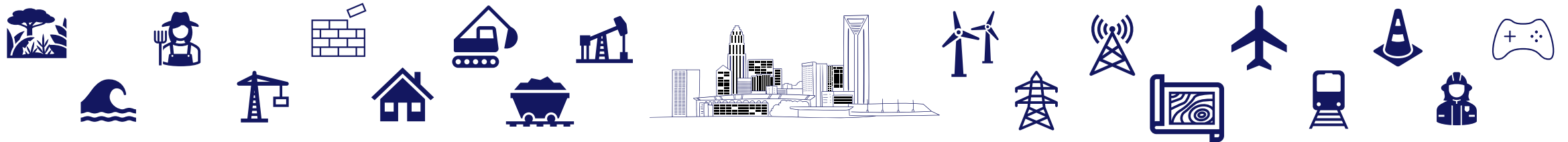
UNIQUE & UNPARALLELED CUSTOMER SOLUTIONS

KEY PRODUCTS LINES

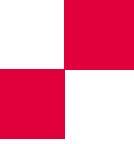
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EXAMPLE USE CASES



NUMEROUS INDUSTRY APPLICATIONS



GROWTH IN MARKETS & MARKET SHARE PRESENTS SIGNIFICANT OPPORTUNITIES



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MetroMap

Current TAM¹

> **\$100m**

2030 TAM¹

> **\$200m**

One of **only two** major imagery subscription platforms in Australia

LiDAR

Current TAM¹

> **\$50m**

2030 TAM¹

> **\$75m**

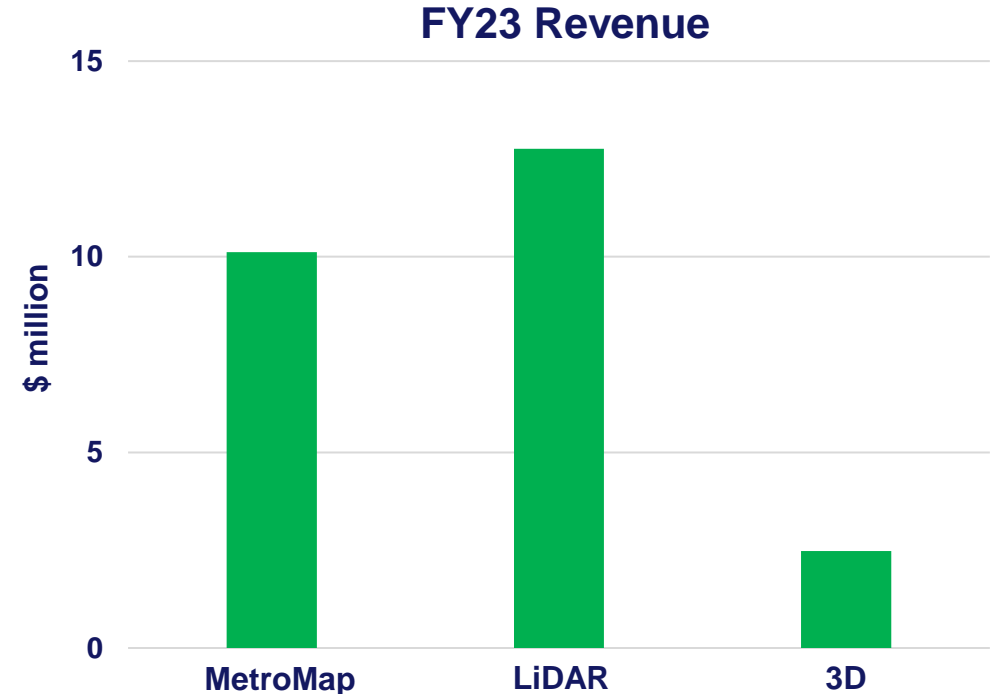
One of **only three** major industry players in Australia

Global 3D

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

1H24 OVERVIEW

02

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1H24 HIGHLIGHTS

Record 1H group revenue driven by solid ongoing growth in key product lines & operational enhancements

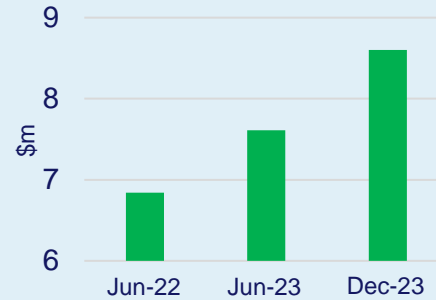
Increasing Revenue

Record 1H group revenue of \$12.0m

Record 1H revenue for LiDAR & MetroMap

Strong contribution from LiDAR & MetroMap offset by lower 3D sales in 1H24

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 sensors

Improvements to various systems & processes

Improved FY24 MetroMap capture outcomes

Industry Awards

Geospatial Council of Australia Awards:

2023 International Partnership Award

2023 Geospatial Enablement Award

Safety First Approach

Strong focus on 'safety first' in all activities

Enhanced WHS reporting

1H24 SNAPSHOT

Record 1H group revenue & solid cash position driven by solid ongoing growth in MetroMap ARR & LiDAR revenue

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Operating Revenue

\$12.01m

(1H23: \$10.01m)

EBITDA

\$0.79m

(1H23: \$0.37m)

Cash Flow From Operations

\$3.84m

(1H23: \$2.66m)

Cash Balance

\$10.22m

(June 2023: \$9.83m)

LiDAR Revenue

\$7.18m

(1H23: \$4.78m)

MetroMap Revenue

\$4.43m

(1H23: \$4.03m)

3D Revenue

\$0.40m

(1H23: \$1.21m)

Annual Recurring Revenue (ARR)

(as at 31 December 2023)

\$8.66m

(June 23: \$7.61m)

EXECUTING GROWTH PLANS



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Embedding various initiatives to drive sustainable value for shareholders

**UNDERSTAND
OUR
CUSTOMERS**

**SERVICE OUR
CUSTOMERS
WELL**

**ENHANCE THE
WAY WE WORK**

**EMPLOYEE
CLARITY &
ALIGNMENT**

**SAFELY
UNDERTAKE
OUR WORK**

**BE FOCUSED &
DISCIPLINED**

**INVEST
WISELY**

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BUILDING METROMAP MOMENTUM

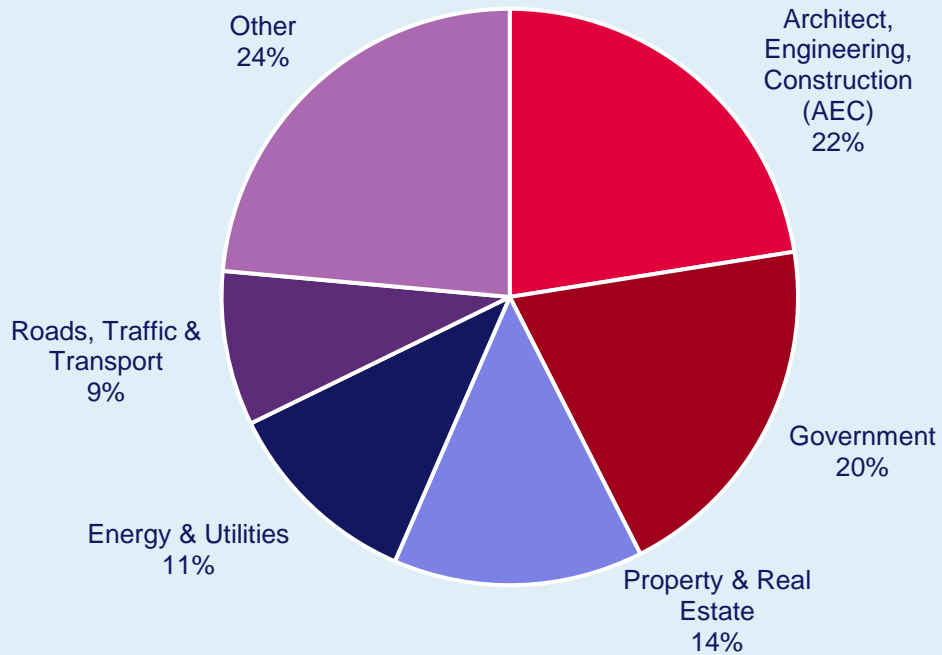
03

METROMAP

Building momentum in DaaS
subscription offering across key markets

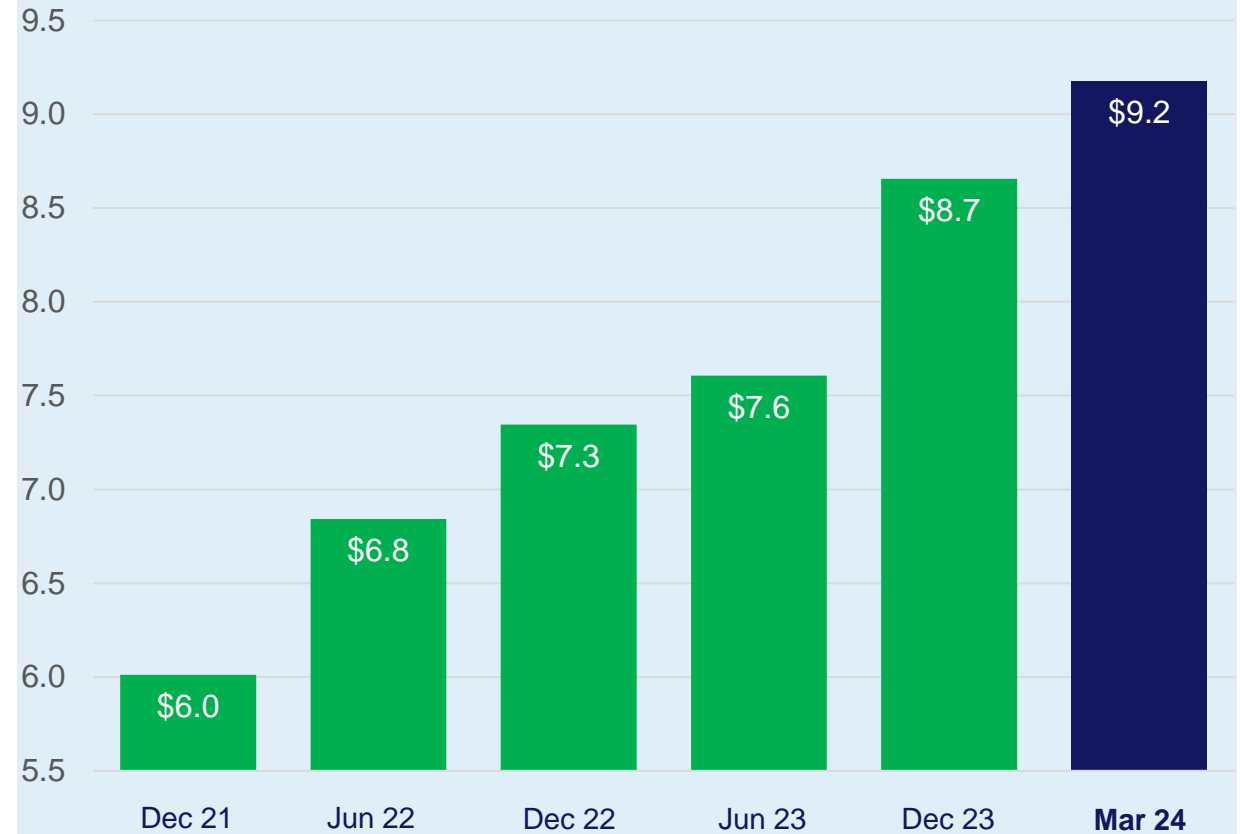
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MetroMap Subscriber Value by Industry



Annual Recurring Revenue (ARR) - A\$m

Calculation: Monthly Revenue x 12



METROMAP ENHANCEMENTS



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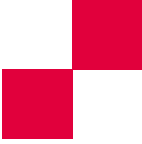
Key strategic imperative to drive customer retention & growth



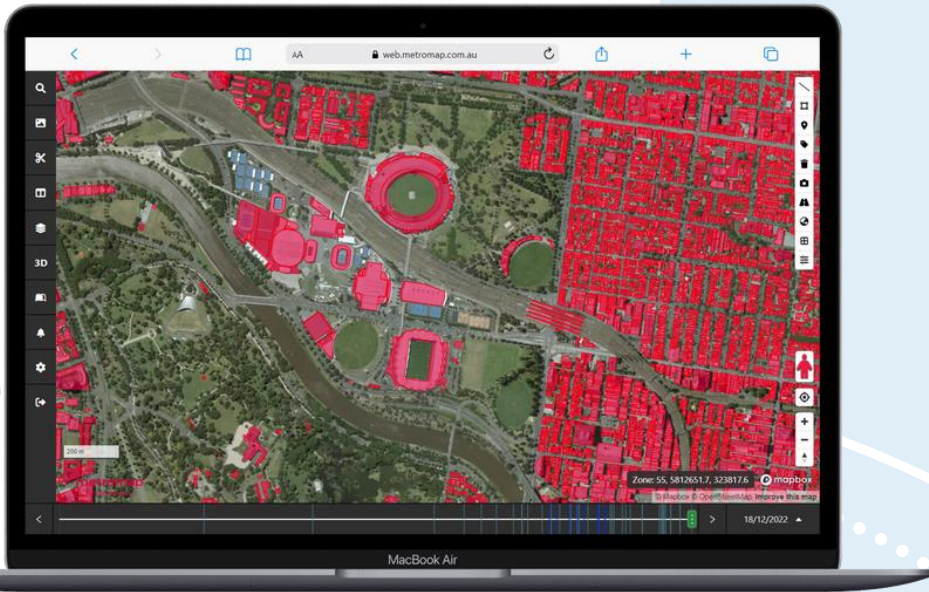
Enhancing MetroMap For Customers

- ✓ Ongoing development of the MetroMap platform, functionality & products to enhance customer experience & create points of market differentiation
- ✓ Tailoring of commercial terms & support to optimise customer outcomes
- ✓ Increased capture uptime availability through camera sensor fleet rejuvenation program & aviation operational enhancements
- ✓ Significant portion of MetroMap's capture program will be undertaken by Aero Logistics from April 2024

METROMAP CAPTURE PROGRAM ENHANCEMENT



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Enhancing the MetroMap Capture Program

- ✓ Announcement in January 2024 that leading aviation provider, Aero Logistics, will undertake a significant portion of the MetroMap capture activities from April 2024
- ✓ Capture frequency & reliability is expected to increase whilst maintaining a contingent capability of internally owned assets
- ✓ Aerometrex will continue to provide & operate sensors, with Aero Logistics responsible for the provision of aircraft & maintenance activities
- ✓ 10 – 15% reduction in costs over the life of the contract relative to 'business as usual'

...& facilitates the redeployment of capital to pursue growth opportunities

**INVESTOR VALUE
PROPOSITION &
FOCUS AREAS**

04

INVESTOR VALUE PROPOSITION

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**A trusted & leading
geospatial tech
company**

**GROWTH
ORIENTATED
STRATEGY**

**MEETING
GROWING
NEEDS FOR HIGH
QUALITY
VISUALISAION
& INSIGHTS**

**LEADING
PRODUCTS**

**STRONG
MARKET
POSITIONS**

**QUALITY
MULTI-INDUSTRY
CUSTOMERS**

**DIVERSIFIED
REVENUE
STREAMS**

**RECOGNISED
INDUSTRY
INNOVATOR**

CASE STUDY: NEARMAP ACQUISITION

Nearmap's acquisition highlights the potential market mispricing of Aerometrex

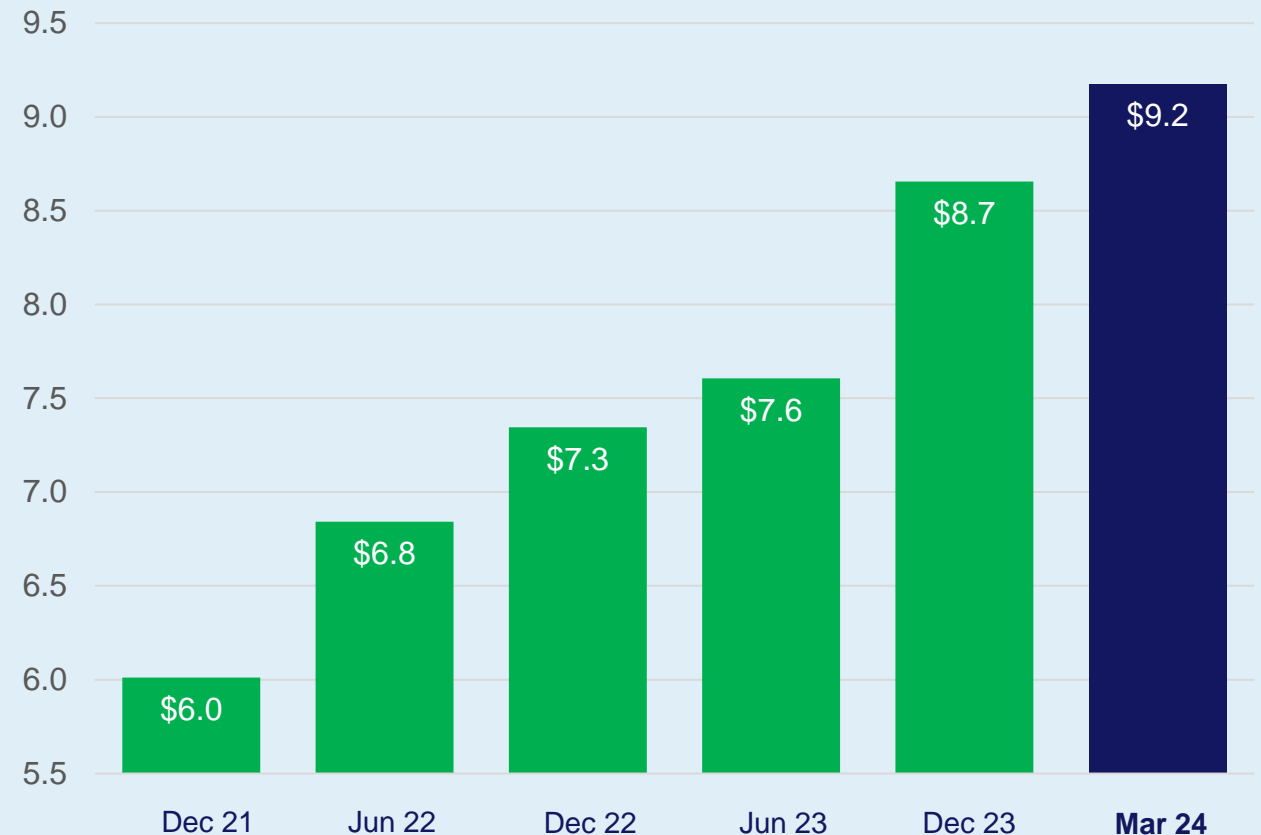


In December 2022, Thoma Bravo, acquired Nearmap Ltd for ~A\$1.055b, a 39% premium to the A\$0.76b market capitalisation

Nearmap is MetroMap's only competitor in Australia

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

Annual Recurring Revenue (ARR) - A\$m
Calculation: Monthly Revenue x 12



FY24 KEY FOCUS AREAS

MetroMap

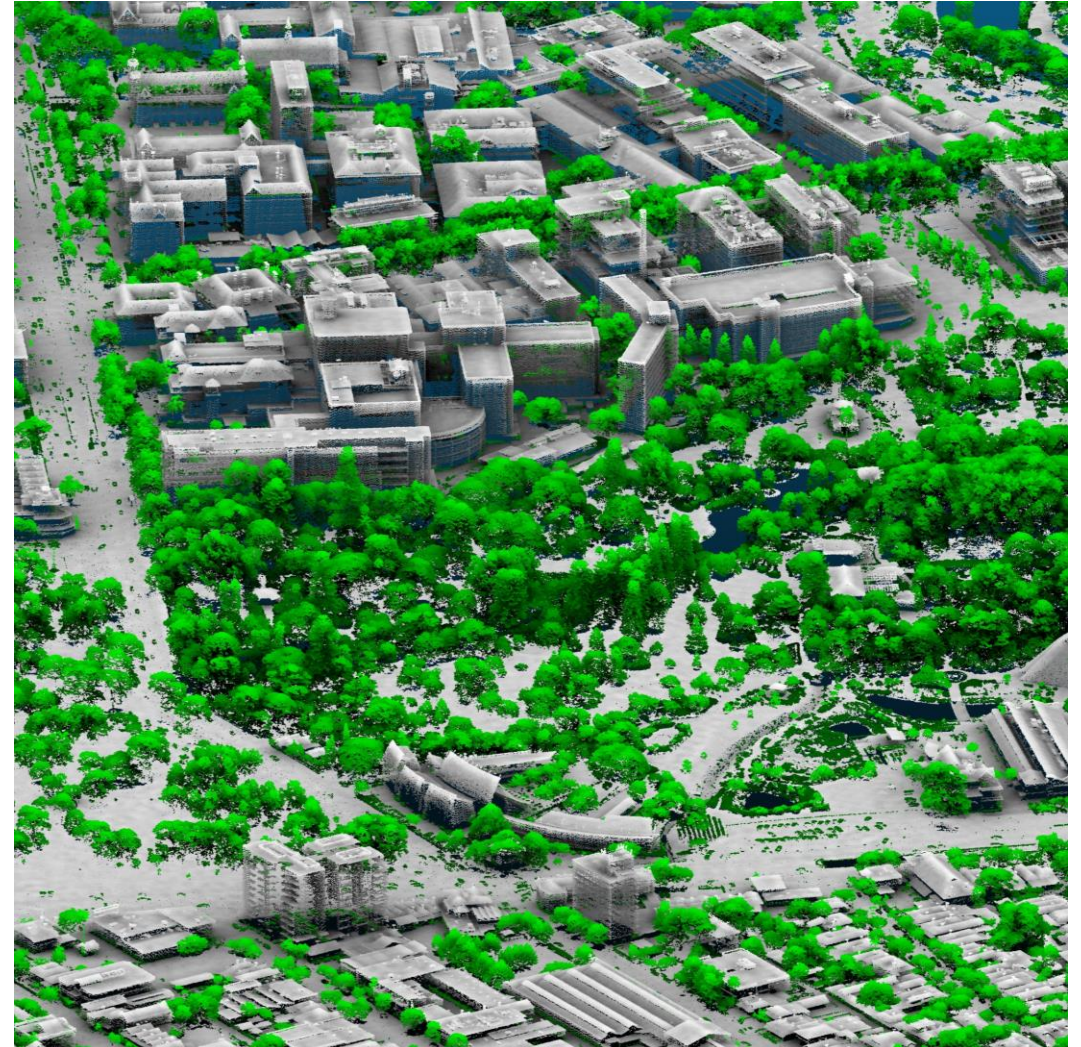
- Drive ARR & 'off-the-shelf' sales
- Build MetroMap Program Partner model
- Successfully integrate Aero Logistics capture program

LiDAR

- Build & accelerate opportunity pipeline
- Continue to embed delivery efficiencies

Global 3D

- Pursue Australian project opportunities
- Continue to build awareness & capability in international markets





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 **aerometrex**

FY24 FINANCIAL APPENDIX

1H24 FINANCIAL RESULTS OVERVIEW

Underlying activities deliver revenue growth

Record 1H Group revenue increasing 20.0% to \$12.01m

Record first half revenue outcomes for MetroMap & LiDAR product lines

Growth of 17.9% in MetroMap ARR to \$8.66m

Significant growth in EBITDA, up 113.5% to \$0.79m

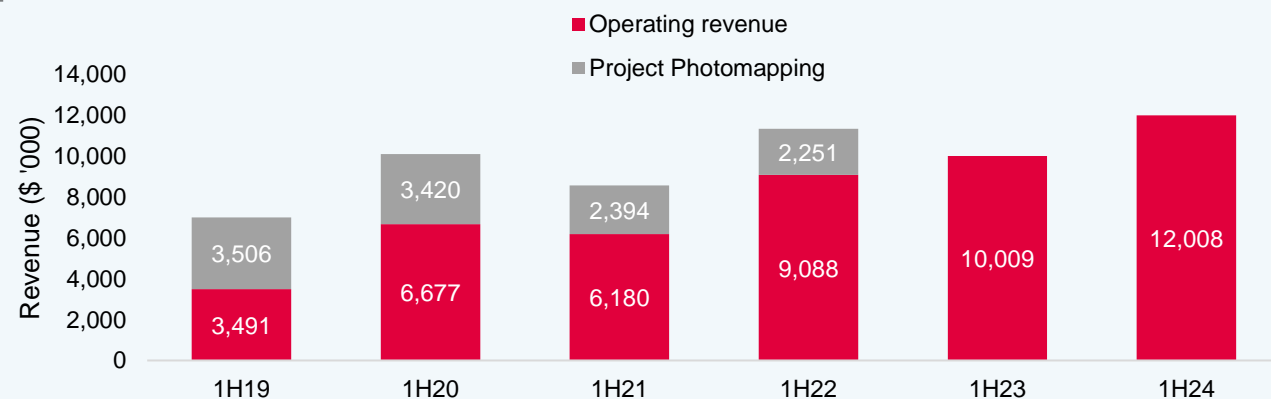
Continued investment to underpin future growth

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 \$10.22m in cash & debt facilities available

Operating Revenue



	1H24 \$'000	1H23 \$'000	Change v PCP \$'000	Change v PCP %
Subscription revenue				
MetroMap	4,110	3,582	528	14.7%
Off-the-shelf dataset revenue				
3D	51	705	(654)	(92.8%)
LiDAR	33	-	33	100.0%
MetroMap	11	10	1	10.0%
MetroMap Insights	26	125	(99)	(79.2%)
Off-the-shelf dataset revenue	121	840	(719)	-85.6%
Project revenue				
3D	349	502	(153)	(30.5%)
LiDAR	7,144	4,776	2,368	49.6%
MetroMap - on demand	284	309	(25)	(8.1%)
Project revenue	7,777	5,587	2,190	39.2%
Total revenue from customers	12,008	10,009	1,999	20.0%
EBITDA				
	790	370		
Cash flow				
Cash flow from operating activities	3,839	2,656	1,183	44.5%
Cash used in investing activities	(4,138)	(4,871)		
Free cash flow	(299)	(2,215)		
Financial position				
Cash and cash equivalents	10,215	11,634		

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CONTACT INFORMATION

Steve Masters
Managing Director &
Chief Executive Officer

Chris Mahar
Chief Financial Officer

Aerometrex Ltd
51-53 Glynburn Road Glynde SA 5070
investorrelations@aerometrex.com.au
+61 8 8362 9911
aerometrex.com.au
metromap.com.au

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This presentation has been approved by the Board of Aerometrex