7 January 2020

INVESTOR PRESENTATION

Aerometrex Limited (ASX:AMX) attaches its investor presentation for release.

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AEROMETREX INVESTOR PRESENTATION

January 2020

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ORGANISATION OVERVIEW & EXPERIENCE

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COMPANY OVERVIEW

- An Australian based business established in 1980, Aerometrex has a strong reputation as a premium provider with decades of industry experience.
- Initially providing aerial imagery and photogrammetric mapping services, recent Aerometrex innovation includes the creation of an advanced 3D modelling service and the addition of a aerial imagery subscription service, MetroMap.
- Aerometrex's point of difference is quality and accuracy. It is a preferred supplier of services to State and Federal Governments and is well known in the private sector for high levels of quality and accuracy.
- As a private business, Aerometrex had a track record of profitability, dividend payments and growth with the business historically funded through internal cashflow. The ASX listing provides the business additional capital resources to pursue growth opportunities.

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https://youtu.be/g-0tFQJhHh4

HISTORY & EXPERIENCE

1980 – Aerometrex established

2005 – Introduced large-format digital aerial mapping cameras to the Australian market

2009 – First company to offer 2.5cm (1") GSD resolution aerial surveys in Australia

2011 – Management buy-out of Aerometrex

2012 – Launched sophisticated 3D modelling service aero3Dpro

2015 – Acquisition of aerial LiDAR surveying firm Atlass Australia

2016 – Investment in new sensors to support growth experienced in all sectors

2017 – Acquisition of further aircraft and sensors to support growth in all sectors

2018 – Established aerial imagery subscription service MetroMap

2019 – Successfully completed $7m pre-IPO Convertible Note to fund growth

2019 – Filed patent and delivery of new camera technology, MetroCam

2019 - $25m initial public offering listing under ASX code 'AMX'

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OPERATING DIVISIONS

Aerial photography & mapping,
MetroMap, 3D modelling, LiDAR

AERIAL PHOTOGRAPHY & MAPPING

- Historically Aerometrex's core business unit providing high quality aerial photography and photogrammetric mapping services.
- Aerometrex has built a strong reputation with its class leading spatial accuracy and customer service, resulting in a high customer repeat rate.
- Aerometrex expects to continue to see steady demand for this project-based service offering, particularly in regional areas.
- This project-based service will continue in parallel with Aerometrex's aerial imagery subscription service, MetroMap.

METROMAP

- MetroMap is Aerometrex’s subscription offering, allowing users to access high quality aerial imagery directly from a browser interface.
- Launched in 2018, MetroMap has a strong adoption rate to date with minimal sales and marketing.
- A large proportion of the IPO funds will be used to continue growth through the large corporate market segment and State/Federal government bodies.
- Recent capture programs expanding coverage nationally to include all capital cities and major regional areas.
- Work is continuing on the MetroMap 3D web browser interface allowing users to switch from 2D aerial imagery to 3D models.

3D MODELLING

- Launched in 2012 as aero3Dpro, Aerometrex's 3D modelling service delivers 3D digital models of natural and built environments in unsurpassed realism, accuracy and integrity to users of spatial data, encompassing over a dozen industries.
- Aerometrex has adopted the highest standards for 3D modelling of 2cm pixel size and 5cm accuracy.
- Aerometrex also provides 7.5cm pixel 3D models for larger metropolitan areas.
- The 3D data industry is a new and rapidly growing market that Aerometrex is ideally poised to exploit.
- Aerometrex has completed high profile jobs in Europe, North America and Australia all on the back of in-

LiDAR

- Acquired by Aerometrex in 2015, the complementary LiDAR business provides high accuracy elevation surveys throughout Eastern, Central and Western Australia.
- LiDAR surveying accurately maps the ground surface using airborne laser sensors.
- LiDAR demand continues to grow rapidly with increasing need for digital terrain modelling and mapping.
- Industries serviced include mining, environment, coastal management, forestry, construction, civil engineering, telecommunications and transport.

CLIENTS & INDUSTRIES SERVICED

Aerometrex has a diversified client base with repeat business:

- Even split between Government (Federal and State) and private sector work.
- Servicing clients in all Australian States with established national reputation.
- Top 10 clients continue to contribute more revenue per annum but decreasing percentage of overall revenue.
- Servicing a growing number of industries – clients outside of traditional industries were the biggest contributor to revenue growth in FY19.
- Increasing cross-selling opportunities across operating divisions.
- Clients are actively purchasing AMX's SaaS/DaaS services in addition to existing services.

Microsoft
Santos
Google
Australian Government
Government of South Australia
Queensland Government
CITIC PACIFIC MINING
GOVERNMENT OF WESTERN AUSTRALIA
VICTORIA State Government
OZ
UNITI
BEACH ENERGY

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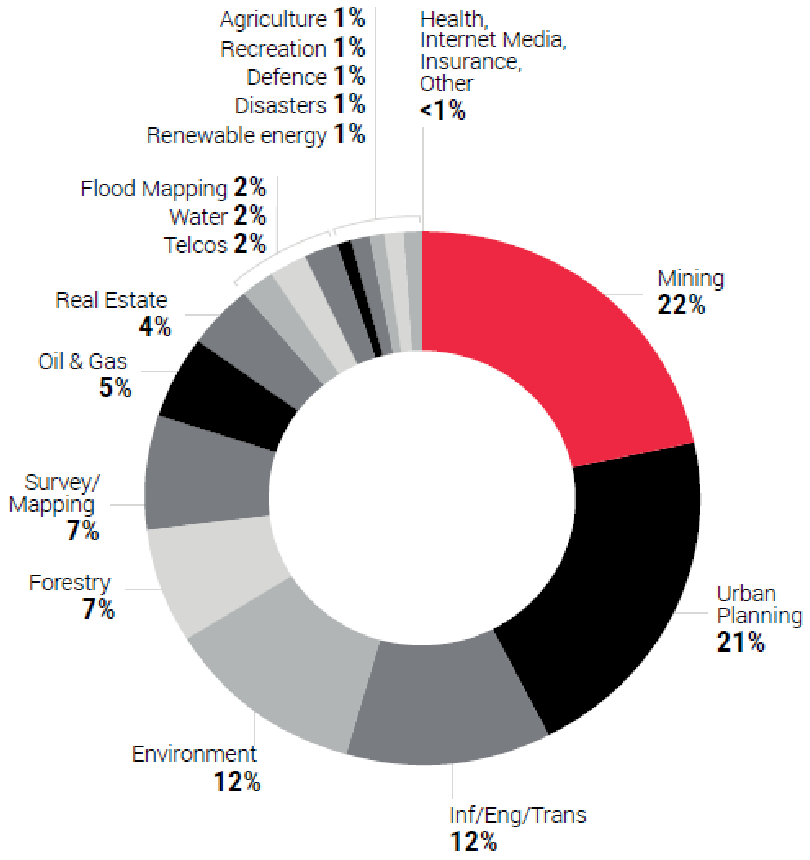
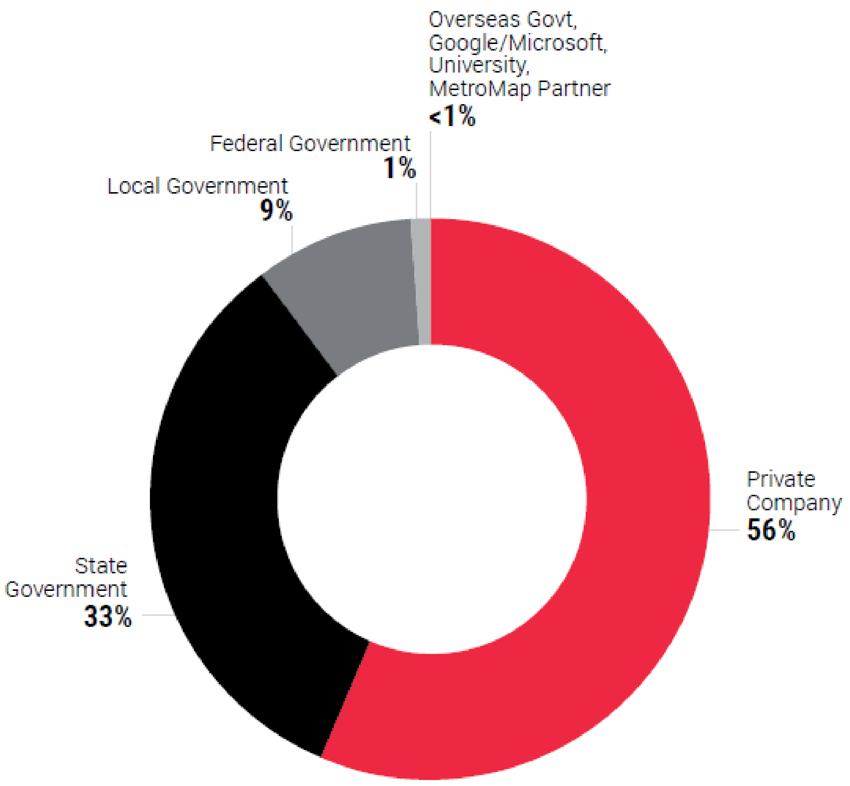
CLIENTS & INDUSTRIES SERVICED

Sales by market sector



Sales by client type



CLASS LEADING 3D

Recent project work

- North America – Major 3D modelling projects carried out in New York and Philadelphia.
- Europe – Current projects in France and Germany.
- Australia – large private and government work in major capital cities.
- New Zealand – Auckland, Christchurch, Tauranga.
- All recent project work to date from in-bound enquiries with minimal marketing spend.
- Strong pipeline for FY20 from international and domestic customers.

Strategy

- Establish US office in short-term to capitalise on 3D growth opportunities in a larger market.
- Expansion of the MetroMap subscription service with 3D product now available for subscription users.

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METROCAM

Aerometrex patented technology

METROCAM

Aerometrex patented design

- Provisional Patent granted.
- Compound camera system with unique geometry.
- Designed “in-house” using Aerometrex IP and know-how.

Benefits of MetroCam

- Gives Aerometrex the ability to capture high quality, high resolution (5cm pixels) at 10,000ft to provide a superior product at high altitude.
- Higher altitude capture reduces Air Traffic Control approval burden and is expected to reduce capture cost for Aerometrex.
- Provides cost benefits of operating at higher altitude without comprising on quality.

Next steps

- Working prototype performed to specification in November, less than 12 months from initial design.

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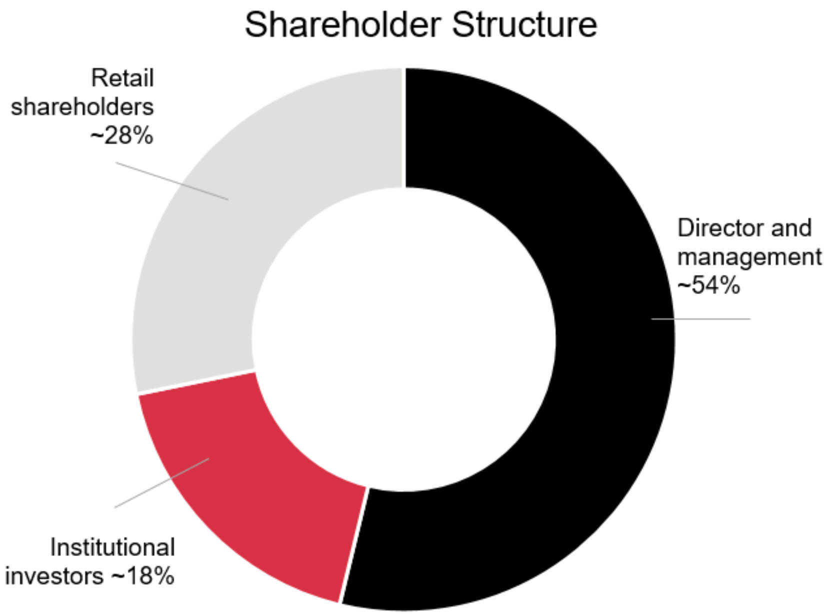
CORPORATE SUMMARY

Capital Structure	
Shares on issue	94,400,000
Share Price	$1.90
Market capitalisation	$179.4m
Cash on hand (Dec 19)	$22.1m
Debt	$3.2m
Escrowed shares[1]	64,800,000
Escrow (%)	68.6%

[1] 60.2m shares escrowed for 12 months, 4.6m shares escrowed for 6 months from listing date.

- All existing substantial shareholders committed to a 12 month escrow period, highlighting their long term commitment to the company.
- Executive and Senior Management strongly aligned with all other shareholders.



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BOARD OF DIRECTORS

Directors and Managers have a combined total of over 127 years experience in aerial surveying, aerial photography, photogrammetry, mapping/GIS and LiDAR and related activities.

Mark Deuter
Managing Director

- 22 years experience in photogrammetry and aerial photography
- 13 years experience in airborne geophysical surveying as Managing Director of Pitt Research Pty Ltd
- B.Sc.(Maths) Uni of Adelaide

Mark Lindh
Independent Non-Executive Chairman

- Corporate advisor with >15yrs experience in equity and debt markets
- Founder of Adelaide Equity Partners and prior to that Rundle Capital Partners Limited
- Current Director of Bass Oil (BAS.ASX) and Advanced Braking Technology (ABV.ASX)

David Byrne
Executive Director

- 17 years as Chief Photogrammetrist and Production Manager at Aerometrex
- 2 years as Digital Photogrammetric Engineer at Kevron, WA (Fugro)
- 4 years in Photogrammetry research/ commercial work at UniSA.
- B. Surveying (Hons), Uni SA

Matthew White
Non-Executive Director

- Financial Controller for the Aerometrex Group since 2008
- Founder and Principal of Business Initiatives since 1997
- BA Accounting from Uni SA
- Chartered Accountant, Financial Planner and Mortgage Broker

Dr Peter Foster
Independent Non-Executive Director

- Entrepreneur with broad experience in developing technologies for global markets.
- Current Director of VivoSense (private pharmaceutical company based in USA).
- PhD Physics from University of Adelaide

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CONCLUSION

Strong trading conditions evident

- Growth has continued in FY20 in-line with previous growth metrics in FY19.
- In 2H FY20 Aerometrex is expecting to see the benefit of additional camera resources being put to work.
- Customer demand remains strong.

Near term strategic priorities

- Building subscription revenue for the MetroMap subscription service (2D and 3D available).
- Commercial launch of MetroCam in Australia.
- Secure additional international 3D projects.
- Establishment of USA office.
- Expand sales and marketing domestically and overseas.

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THANK YOU

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