

An aerial photograph showing a complex highway interchange with multiple lanes and overpasses. To the right of the highway is a large industrial or commercial area with numerous large, white-roofed warehouse or factory buildings. The area is interspersed with green spaces and parking lots. The overall scene is captured from a high angle, providing a clear view of the infrastructure and land use.

AEROMETREX AGM PRESENTATION

4 November 2020

SEE YOUR WORLD CLEARLY.



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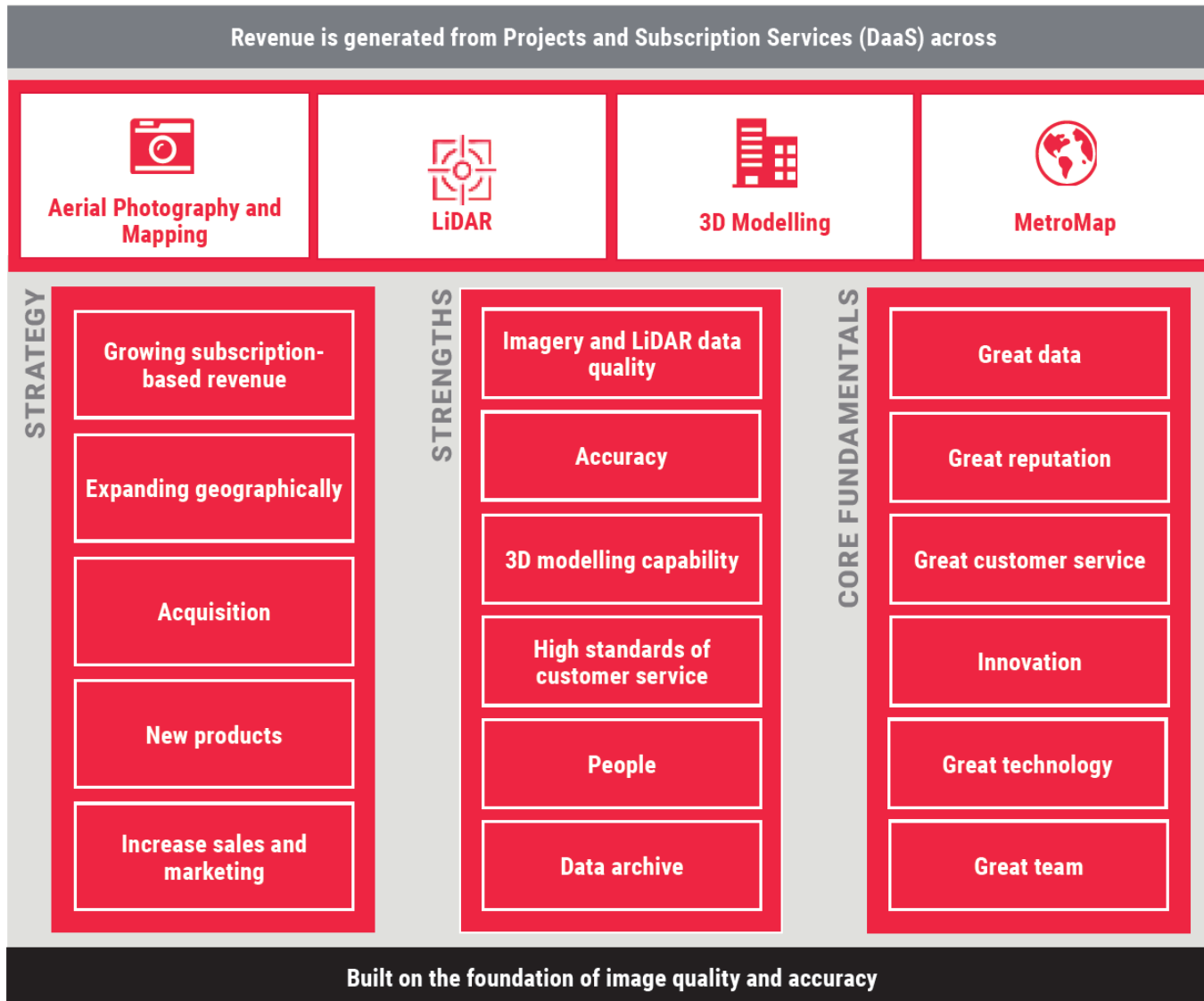
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MANAGING DIRECTOR'S ADDRESS

Mark Deuter





FY20 Key Highlights



December 2019

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



February 2020

- Establishment of US office



March 2020

- Queensland contract wins of \$1M



May 2020

- Acquisition of Spookfish Australia from EagleView

June 2020

- Addition to All Ordinaries list
- 4.6m shares released from escrow
- Appointment of Chief Operating Officer (COO)

Revenue
+ 24.7%

Cashflow from
operations
+ \$8.2m

Available cash
\$22.2m

	FY20 \$'000	FY19 \$'000	Percentage Change
Aerial Photomapping	6,112	6,497	↓ (5.9)%
LiDAR	8,923	6,468	↑ 37.9%
3D	3,361	1,952	↑ 72.1%
MetroMap – Subscription	705	344	↑ 104.9%
– On demand	990	848	↑ 16.7%
Total Operating Revenue	20,091	16,109	↑ 24.7%
EBITDA	3,901	5,035	↓ 22%
EBITDA (normalised)	4,598	5,035	↓ 8.7%
Cashflow from operations	8,163	5,095	↑ 60%
Financial Position			
Cash on Hand	22,239	5,110	

MetroMap is Aerometrex's subscription-based product offering that supplies Data as a Service (DaaS). Ranging from 2D imagery to 3D off-the-shelf city models and a range of LiDAR and imagery-derived datasets, MetroMap is the future of accurate geospatial data, accessible by everyone from large corporates, government departments, SMEs and individuals.

Key Products:

- 2D aerial imagery subscription plans
- 3D off-the-shelf city models and subscriptions
- Near-infrared imagery (NiR)
- Classified LiDAR point cloud datasets
- AI-derived value-added datasets

Major Use Cases:

- Accurate and frequent spatial information to assist local councils in urban planning, asset management and community engagement
- 2D and 3D spatial mapping to plan, build and maintain smarter infrastructure
- Integrate accurate base map imagery with other utility databases to aid operations, engineering design, planning and decision support
- Ensure faster, more accurate valuations based on detailed risk assessment of assets
- Showcase property developments by combining the power of visual imagery and data attributes
- Visualise, plan and optimise telecommunication networks using updated 2D & 3D datasets
- Monitor environmental change and disaster management right from planning through to response & recovery



FY20 Highlights

Total Revenue \$1.7m +42%
(2019: \$1.19m)

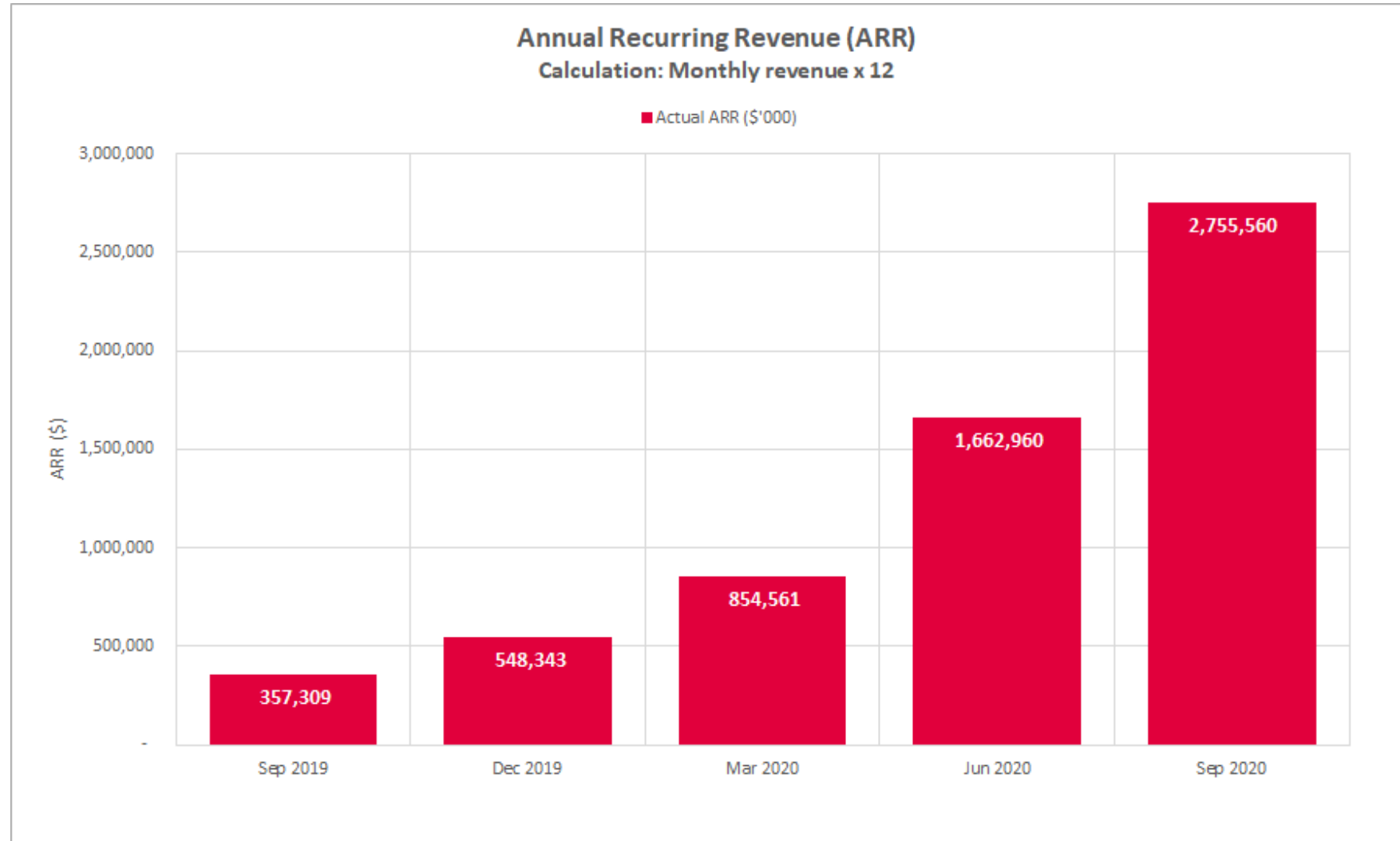
**Acquisition of
Spookfish Australia**
(May 2020)

Growing ARR

Deployment of MetroCam

**Investment into sales and
marketing, IT systems to
scale for future growth**





AERIAL PHOTOGRAPHY AND MAPPING

The foundation of Aerometrex has been in project based aerial photography, photogrammetry and mapping services since its establishment in 1980. Driven by exacting standards of project delivery and the need for geospatially accurate data, this discipline underpins the Aerometrex commitment to quality.

Predominantly project based with some clients moving towards the MetroMap subscription product (DaaS) however demand in photomapping will continue.

Key Products:

- 2D ortho-imagery with the ability to customize resolution, accuracy and turn around times
- Digital elevation data such as digital terrain models (DTM) and digital surface models (DSM)
- Stereo-derived datasets

Major Use Cases (not exhaustive):

- Large infrastructure projects where engineers and project managers require high accuracy and specific capture dates.
- Monitoring progress of widespread events, or documenting damage; ideal for insurance sector, government emergency departments, coroners.
- Asset management of critical development areas for use by councils, urban planners.
- Dynamic change assessment along coastlines for factors such as erosion, monitoring seagrass.
- Volumetric calculations and site management for mining and exploration firms.

FY20 Highlights

Revenue \$6.1m -5.9%
2019: \$6.5m

**Shift towards MetroMap
subscription model & LiDAR**

**Project expertise &
discipline**

Our world-leading 3D modelling service offers multiscale models captured via a combination of platforms - aircraft, helicopter and ground level. These offer extremely high resolutions ranging from 7.5 cm to under 1cm. With the additional dimension, our 3D models promise greater context and the ability to derive more features & insights via classification.

Key Products:

- 3D Mesh Models of built up and natural environment
- 3D Semantic LOD Models
- Artificial intelligence and machine learning enabled value-added products such as Classified 3D mesh and feature capture
- 3D visualisation products for audio-visual, gaming, and virtual or augmented reality

Major Use Cases:

- Provide base 3D models for planning of digital twins and smart city projects
- Improve planning and monitoring of major transport & infrastructure projects from concept to final design using 3D data
- Provide three-dimensional context to critical engineering & construction projects
- Support urban designers, architects, real estate specialists by allowing three-dimensional assessment of new developments
- 3D digitisation to support heritage building conservation as well as larger tourism initiatives
- Virtual films and futuristic gaming with real-world environments using 3D



FY20 Highlights

Revenue \$3.3m +72%
(2019: \$1.95m)

**Opening of US office
in Denver, Colorado**

World leading

Completion of major projects in:

- Pau, South of France
- Karlsruhe, Germany
- Auckland, Christchurch, Wellington & Tauranga, New Zealand
- Western Sydney, Digital Twin
- Fishermans Bend, Melbourne



Light Detection and Ranging (LiDAR) is an advanced aerial surveying technique which utilizes active laser pulses (up to 2 million laser pulses per second) generated by the sensor to measure the distance of the aircraft to the ground. As the position of the aircraft is determined by GPS, the shape of the terrain including above ground features can be modelled. This survey technology and the information derived from it has become a critical asset for numerous planning & monitoring purposes, even more so when combined with imagery.

Key Products:

- LiDAR 3D Point Clouds
- Ground Surface Products
- Vegetation Surface Products
- Vector Line Products
- LiDAR-derived 2D datasets

Major Use Cases:

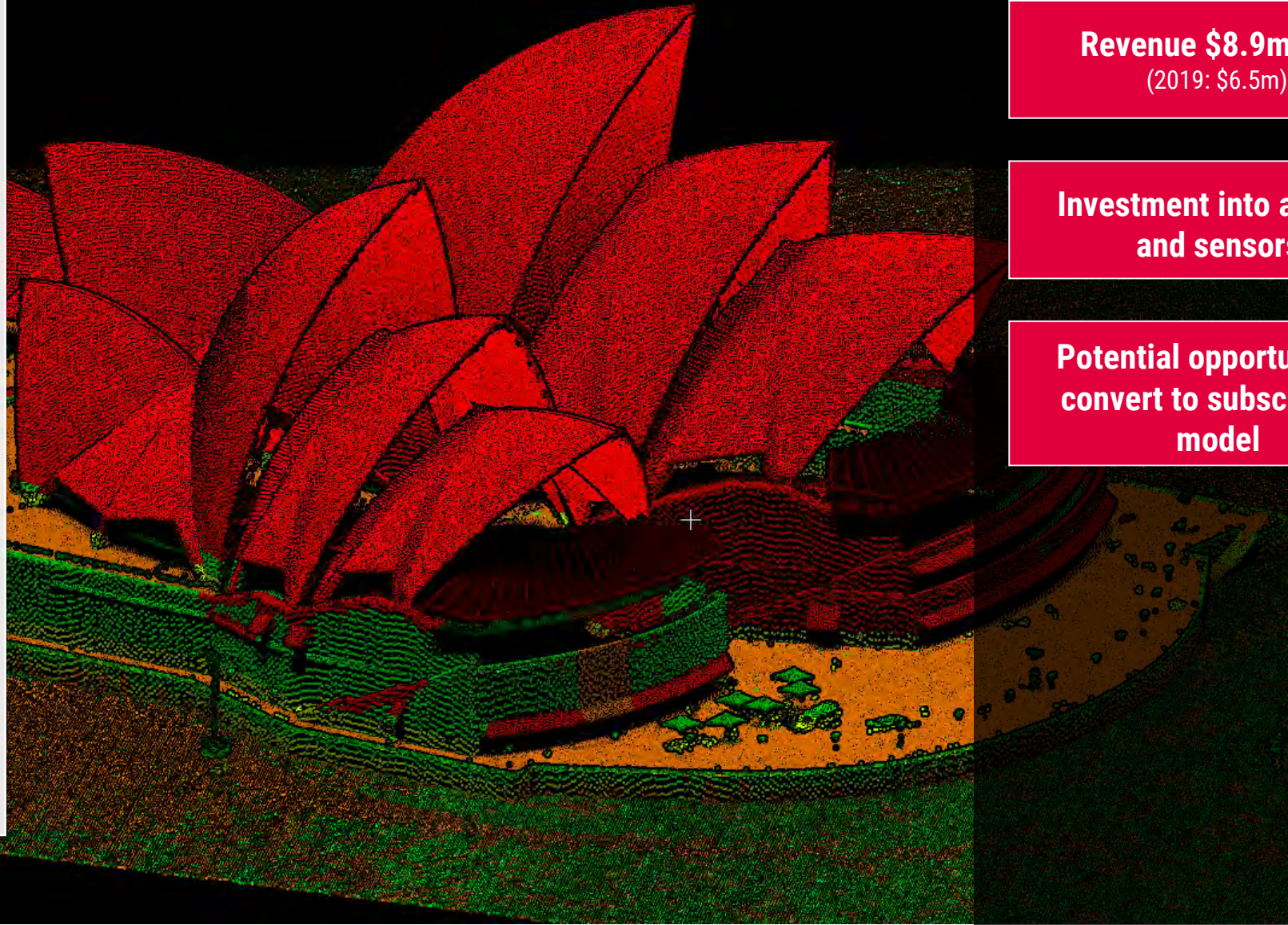
- Agricultural irrigation analysis
- Engineering design across projects spanning road, rail, oil & gas pipelines, renewable energy (wind & solar).
- Environmental mapping including flood modelling, catchment analysis, bushfire fuel load mapping.
- Canopy growth and volume analysis across forestry and urban vegetation.
- Stockpile analysis, windrow analysis across mining and exploration sites.
- Vegetation encroachment mapping along powerlines.

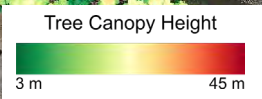
FY20 Highlights

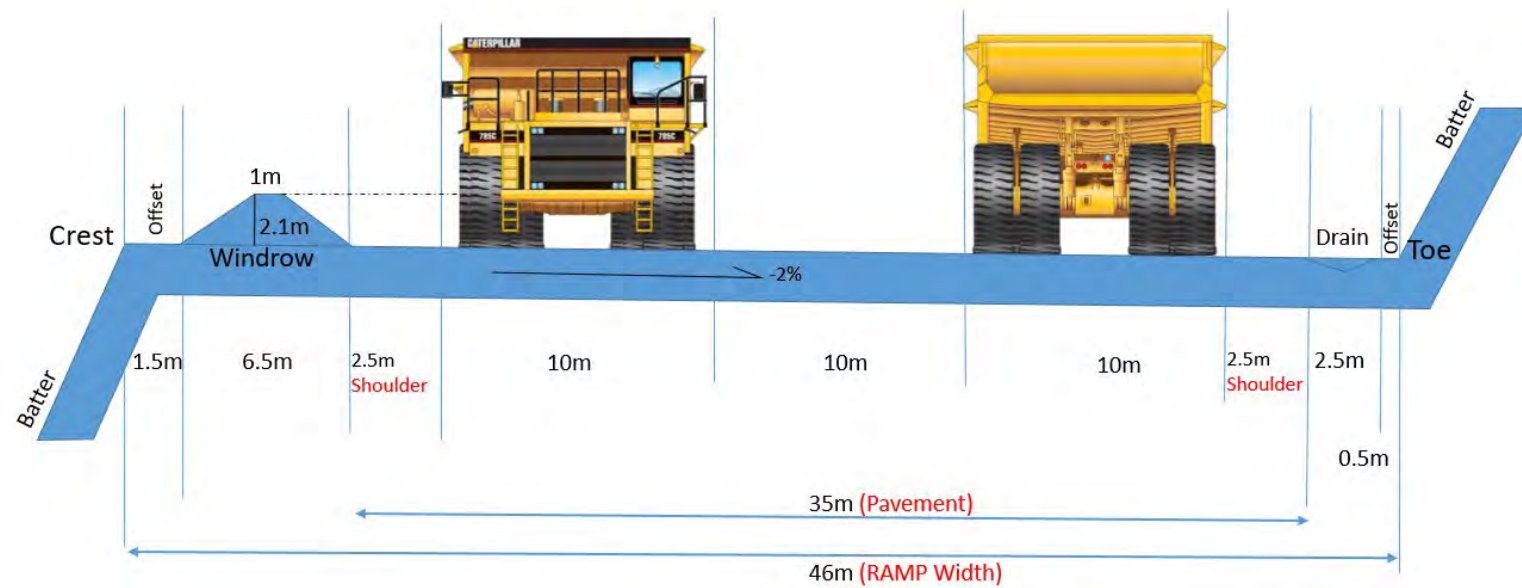
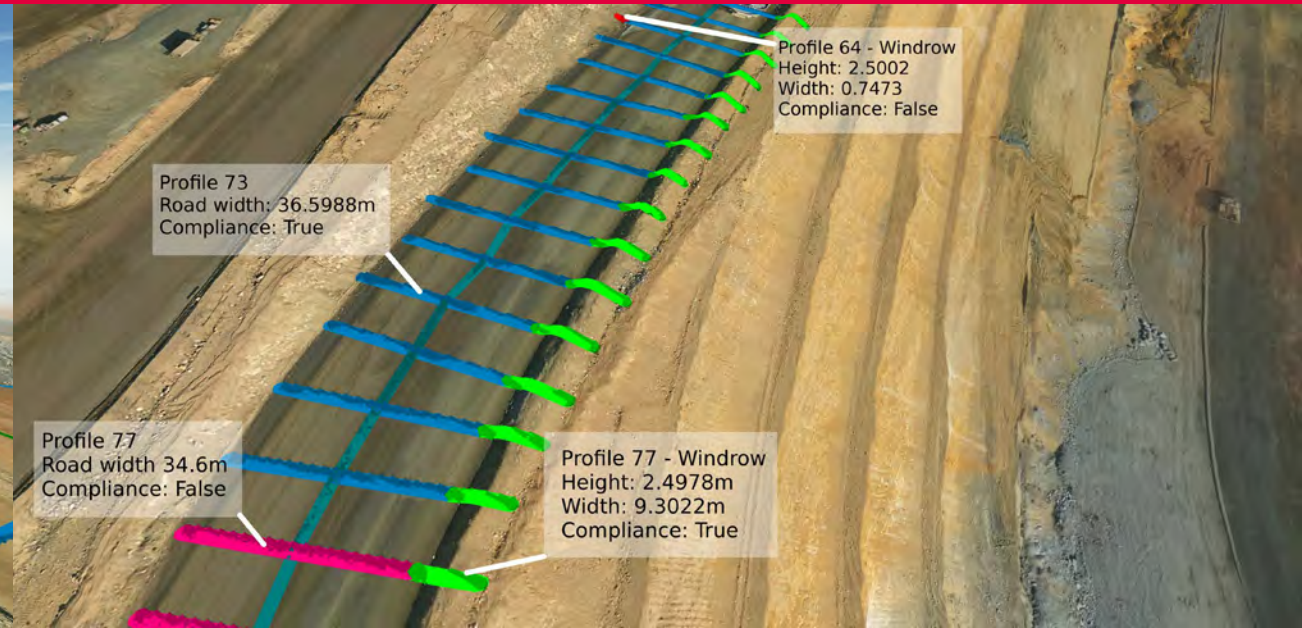
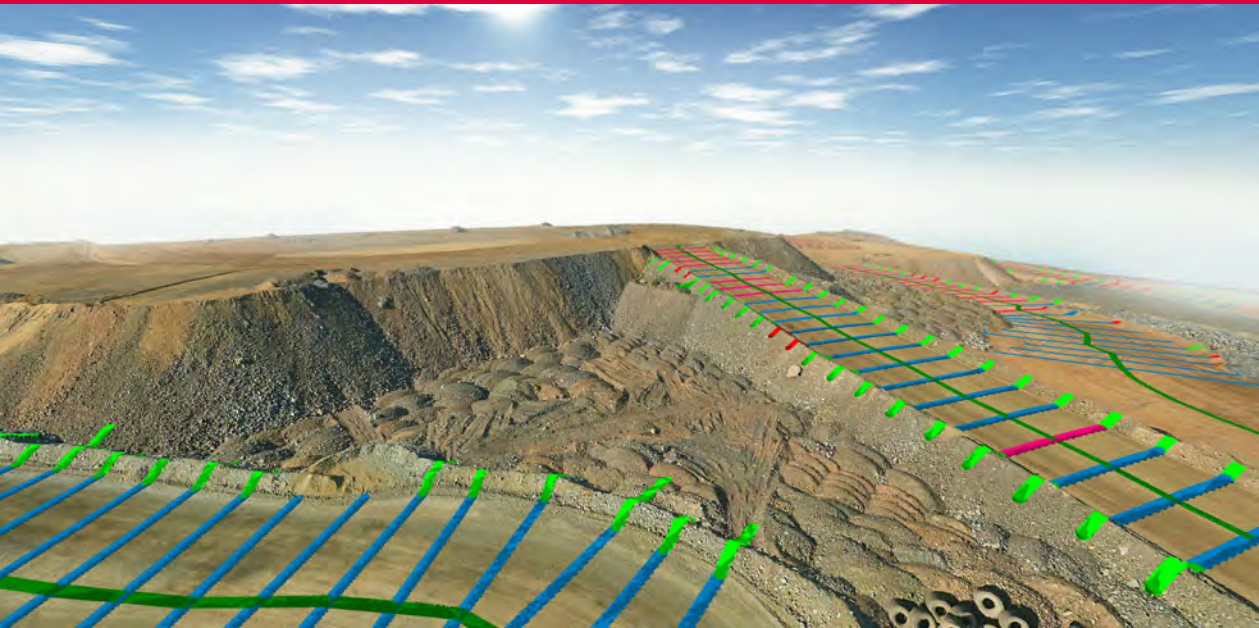
Revenue \$8.9m +38%
(2019: \$6.5m)

**Investment into aircraft
and sensors**

**Potential opportunity to
convert to subscription
model**







IMPACT OF COVID-19

Business is well placed to weather the storm

STRONG BALANCE SHEET

Cash at 30 June 2020
\$22.2m
(2019: \$5.1m)

Available debt facilities:
\$4.5m
(2019: \$nil)

Positive cashflow from
operations
\$8.2m
(2019: \$5.1m)

Positive Impacts

- Improved access to airspace
- MetroMap supports business working remotely with geospatially accurate current data
- Increased pool of experienced staff looking for opportunities
- Catalyst for systems & process improvements to drive future scalability & efficiency of the business

Negative Impacts

- Border closures and quarantines in round 2 creating some logistical complexity
- Crews remain in field longer & lockdown restrictions having impact on costs
- Delays in freight (both local & international) creates need for more planning lead time
- Restrictions on travel
- Delay of projects while business adapts to the new 'normal'

Opportunities

- Stimulus spending - Infrastructure spending leads to increased demands for remote services
- Business (customers) looking for alternative partners/suppliers to provide more value, more ROI and customer experience
- Ongoing M&A opportunities being presented to Aerometrex for consideration
- Restrictions on travel ease sooner than expected

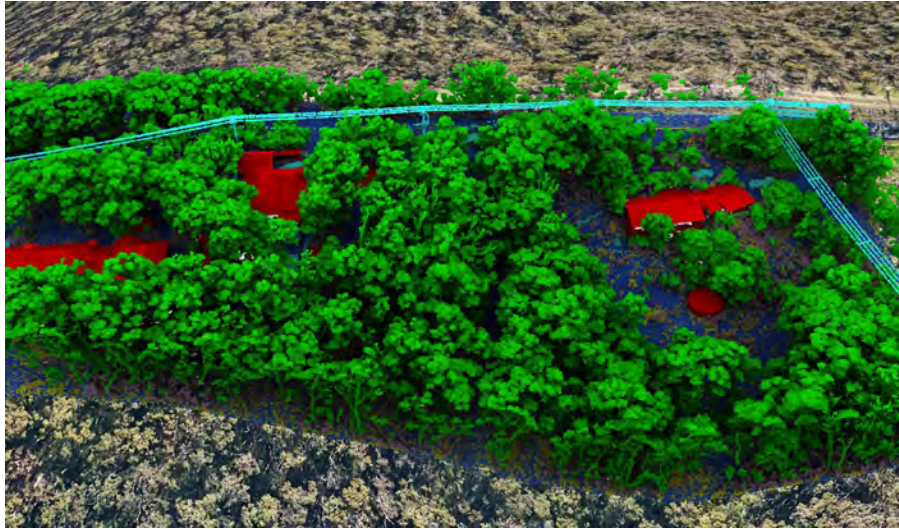
Risks

- Slowing of the economy & impact on business confidence
- Prolonged negative economic impact
- Closure of state borders impacting movement of staff
- Restrictions on travel limit opportunities
- Cost (for customers) becomes focus resulting in competitors going into a price war to survive in the short term

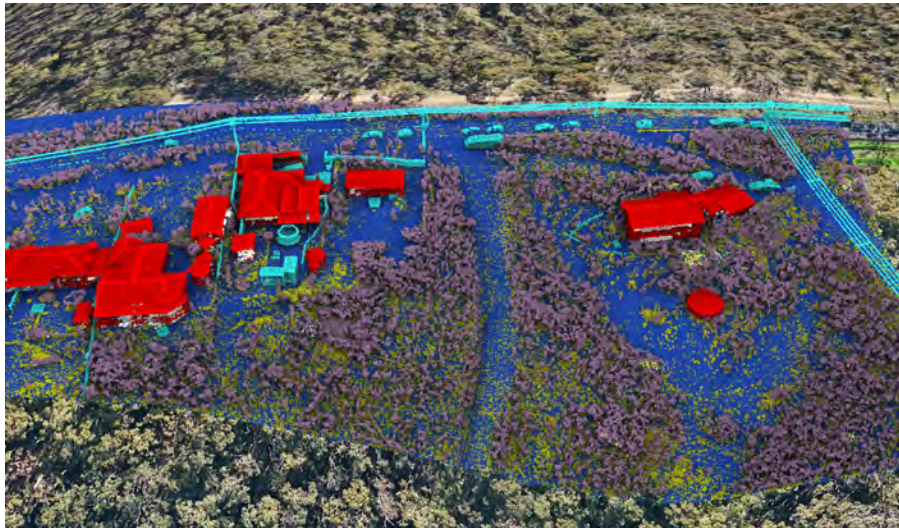
STRATEGIC PRIORITIES

Focus on controllable events in current operating environment





LiDAR with view of trees and built up area



LiDAR with upper tree canopy stripped



LiDAR showing fuel load density
(red – high fuel load)

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This presentation has been approved by the Board of Aerometrex.