

An aerial photograph of a town and a river. The town is on the left, with a grid of streets and buildings. The river flows through the center and right. A dark, semi-transparent rectangular box is overlaid on the top half of the image, containing the title and date.

AEROMETREX INVESTOR PRESENTATION

May / June 2021

SEE YOUR WORLD CLEARLY.

 **aerometrex**

Our Purpose

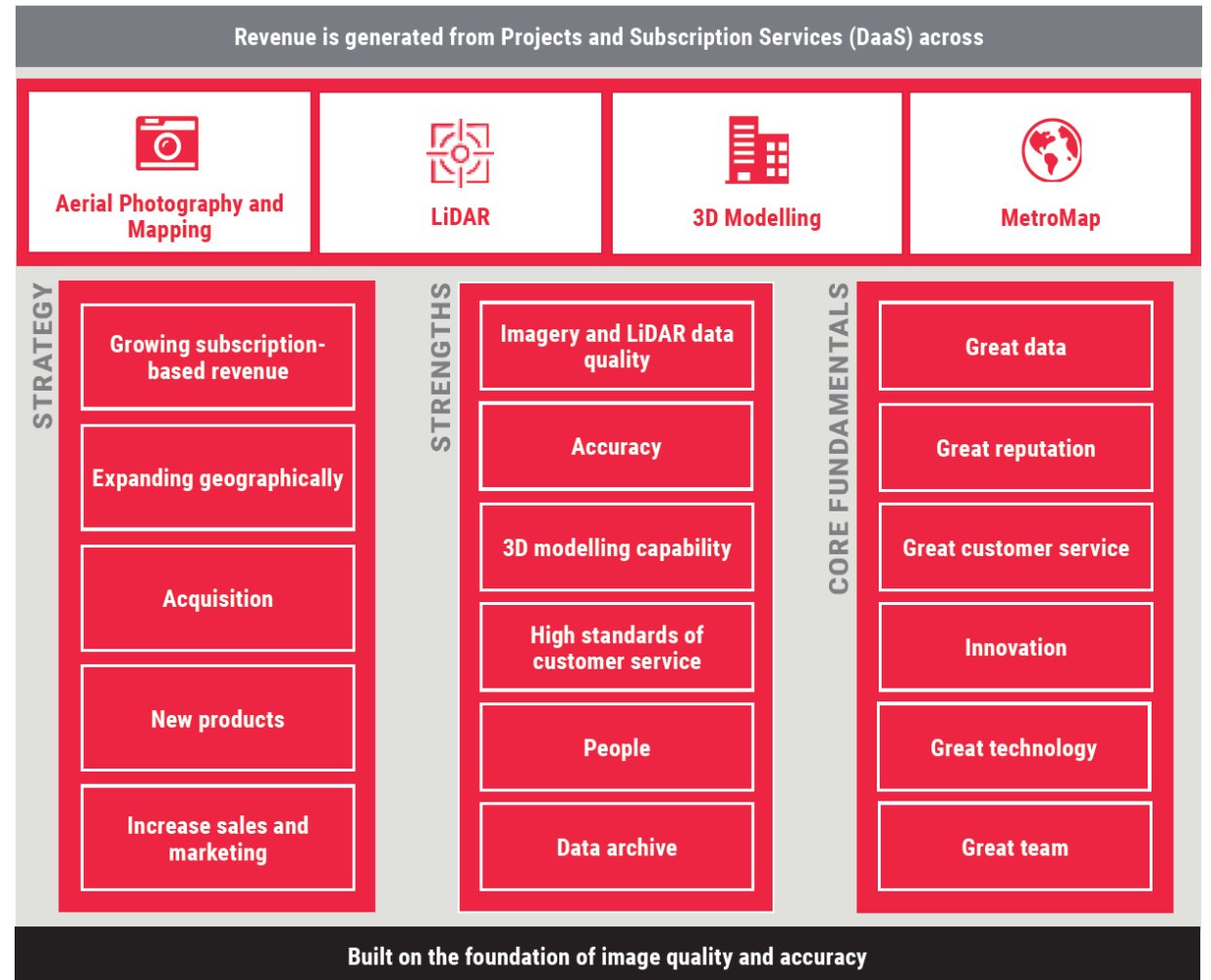
To provide our customers throughout Australia and overseas with accurate, high-quality, best-value data products that satisfy all their aerial imagery and spatial data requirements.

Our Vision

To become the market leading company in our service sector in terms of quality of products, value offered to our customers and market share. Be an internationally recognised geospatial company utilising the best available technology to deliver world class products.

Our Mission

To provide professional, accurate digital image mapping and geospatial engineering solutions to our clients by exploiting both existing and emerging air and ground imaging technologies.



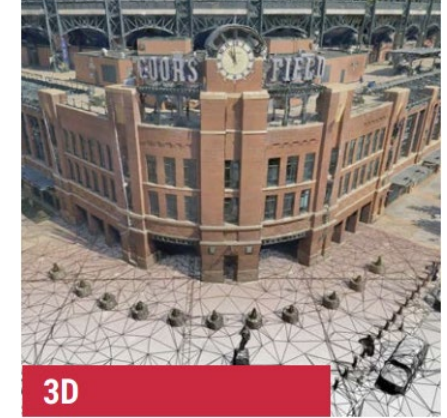
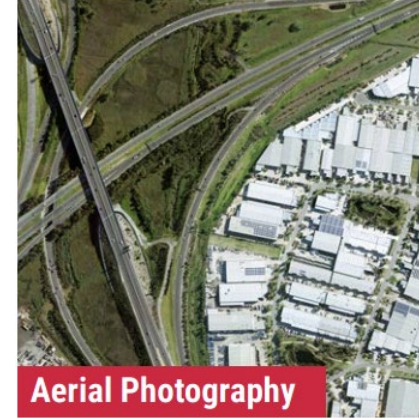
Timeline



Subscription



Project Work



Total Addressable Market (TAM) ~\$80 million + per annum

~\$50 million per annum

~\$12 million per annum

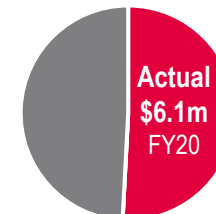
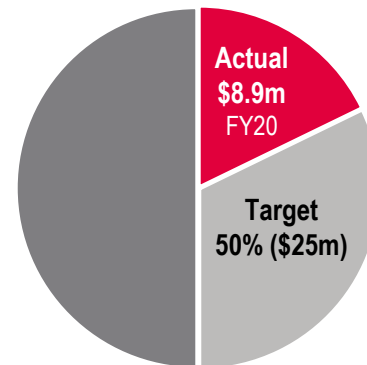
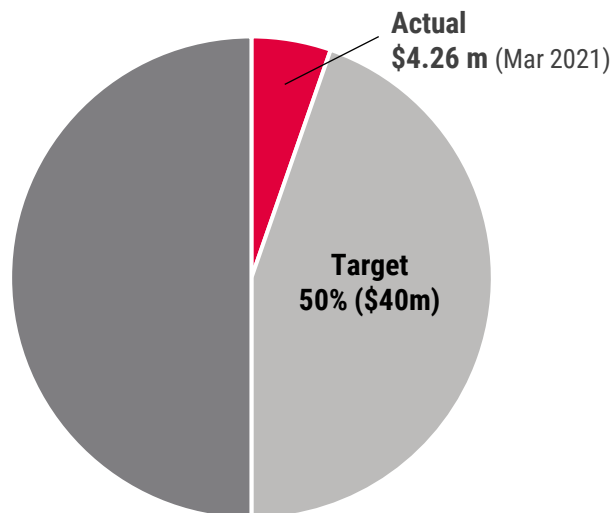
Open-ended, international scope
Growing awareness of value

Market Australia

Australia

Australia

Global



Industries serviced (including but not limited to):

- Architecture, Engineering & Construction
- Energy & Utilities
- Environment & Disaster Management
- Events, Media & Entertainment
- Forestry & Agriculture
- Government
- Insurance & Financial Services
- Natural Resources, Mining & Exploration
- Property & Real Estate
- Telecommunications
- Transport, Logistics & Traffic Management

Subscription



MetroMap

Examples of 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

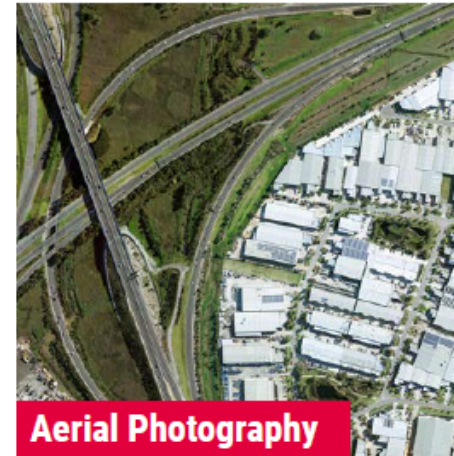
Project Work



LiDAR

Examples of Major Use Cases:

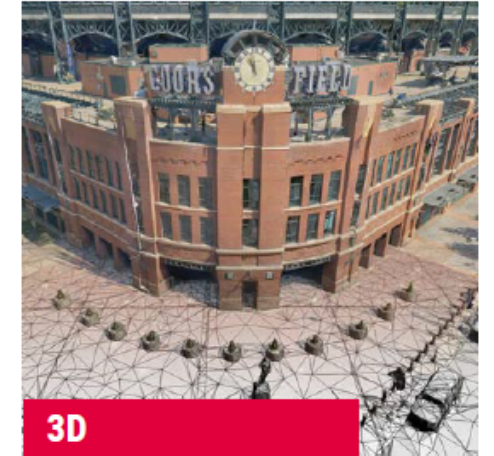
- Agricultural irrigation analysis
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- Environmental mapping including flood modelling, catchment analysis, bushfire fuel load mapping
- Canopy growth and volume analysis across forestry and urban vegetation
- Stockpile analysis, windrow analysis across mining and exploration sites
- Vegetation encroachment mapping along powerlines
- Derived products to be transitioned to MetroMap platform



Aerial Photography

Examples of Major Use Cases:

- 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
- Individual use cases such as mining for planning, infrastructure and asset management



3D

Examples of Major Use Cases:

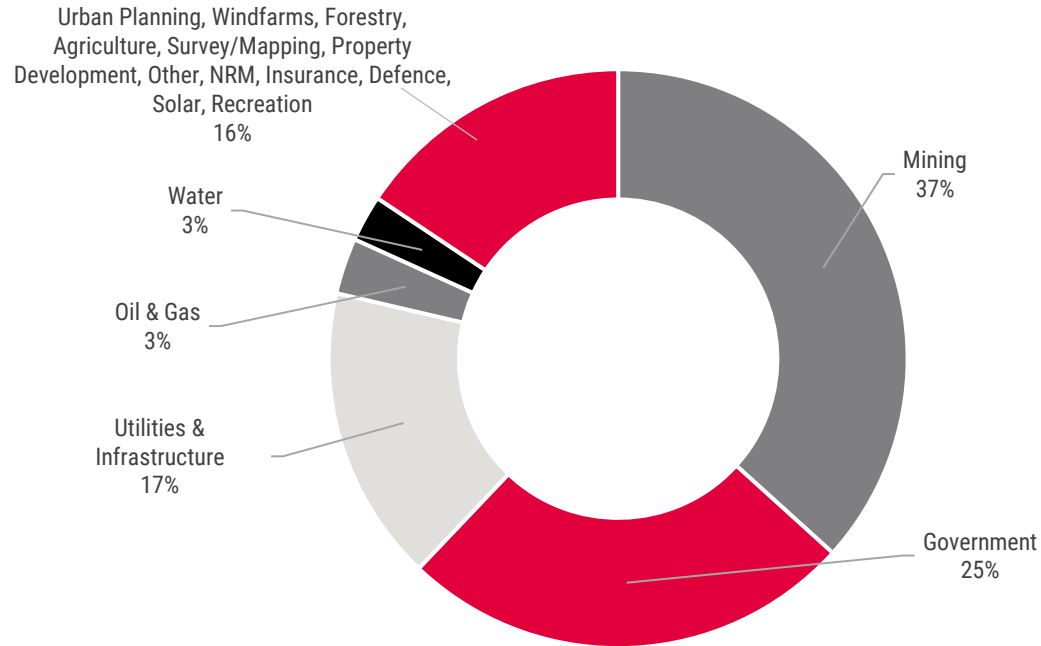
- Provide base 3D models for planning of digital twins and smart city projects
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- 3D digitisation to support heritage building conservation as well as larger tourism initiatives
- Virtual films and futuristic gaming with real-world environments using 3D
- Simulation of events e.g. flood in digital twin
- Security management

CUSTOMER PROFILE

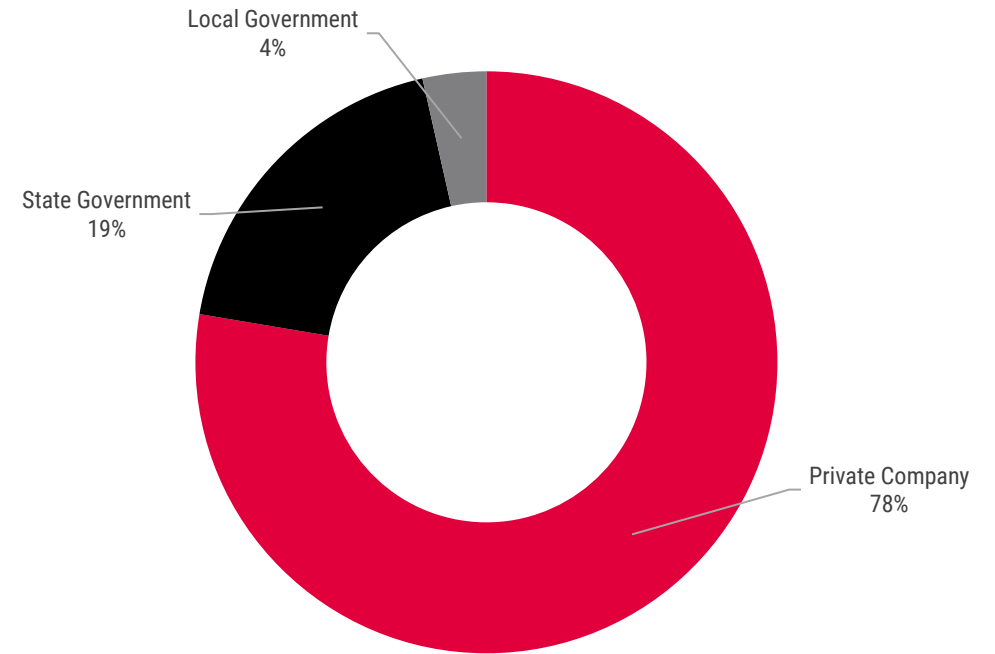
Project based

Current Year

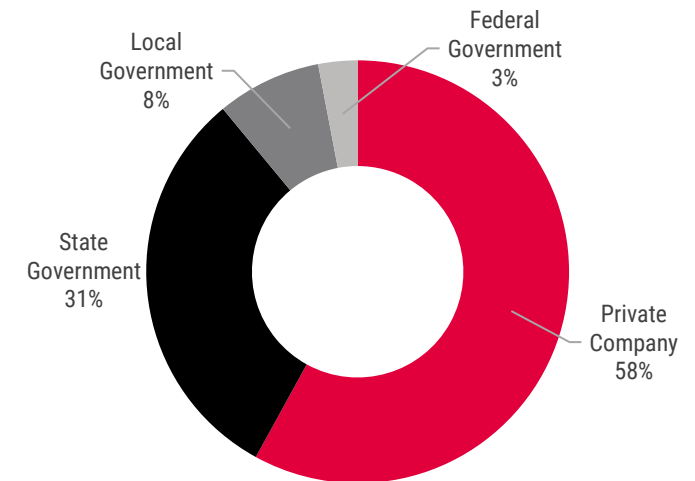
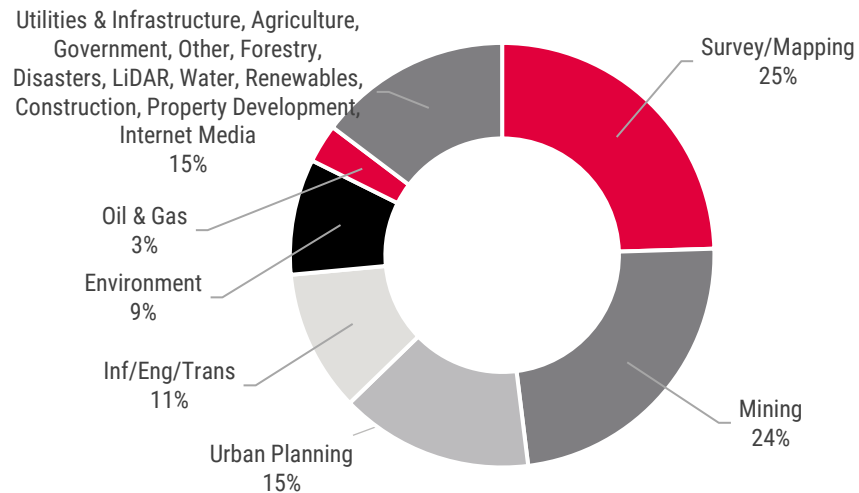
Industry



Client Type

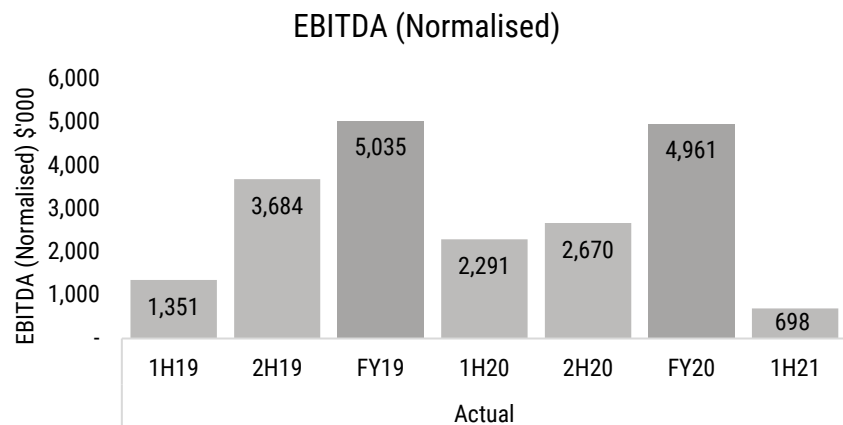
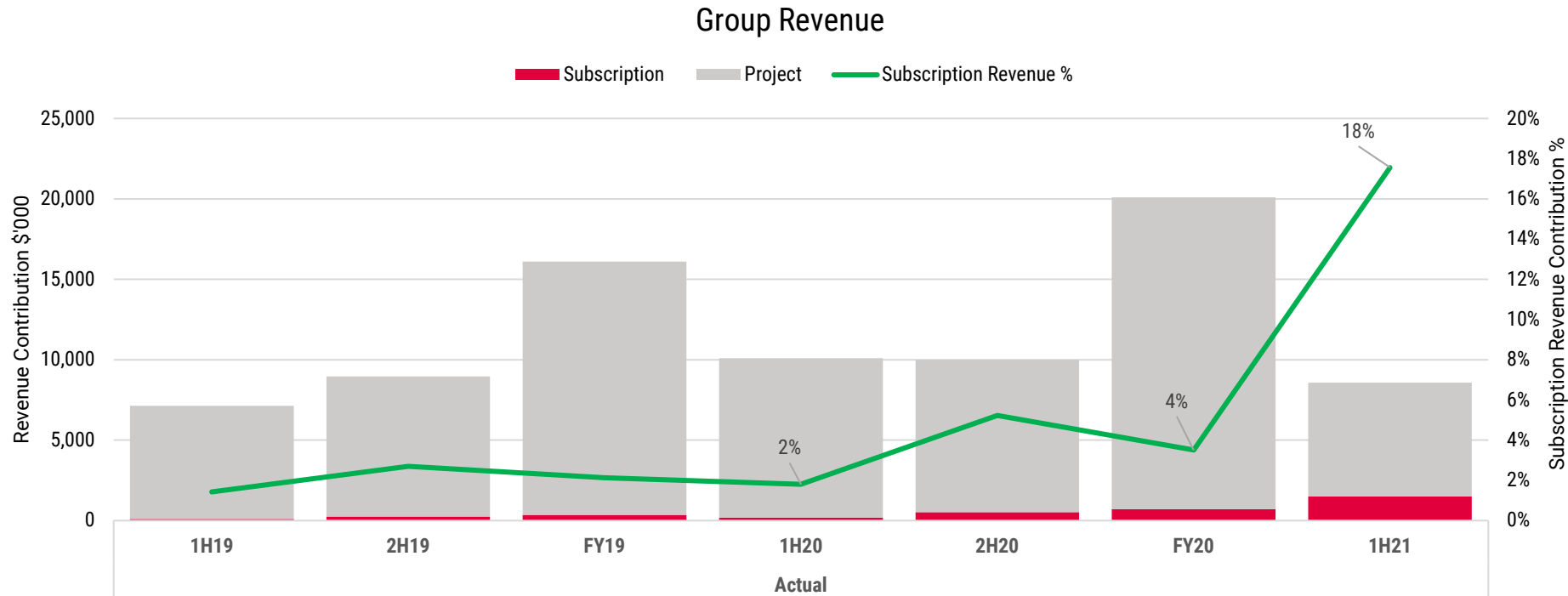


Prior Year



FY21 KEY FINANCIALS

Subscription revenue continues to grow



	1H19	2H19	FY19	1H20	2H20	FY20	1H21
EBITDA	1,351	3,684	5,035	1,481	2,420	3,901	(142)
IPO & Capital Raising Costs	-	-	-	543	(44)	499	-
Refinance Costs	-	-	-	198	-	198	-
Share Based Payments	-	-	-	69	294	363	840
EBITDA (Normalised)	1,351	3,684	5,035	2,291	2,670	4,961	698

Cash at bank
\$16.3m
 Dec 2020

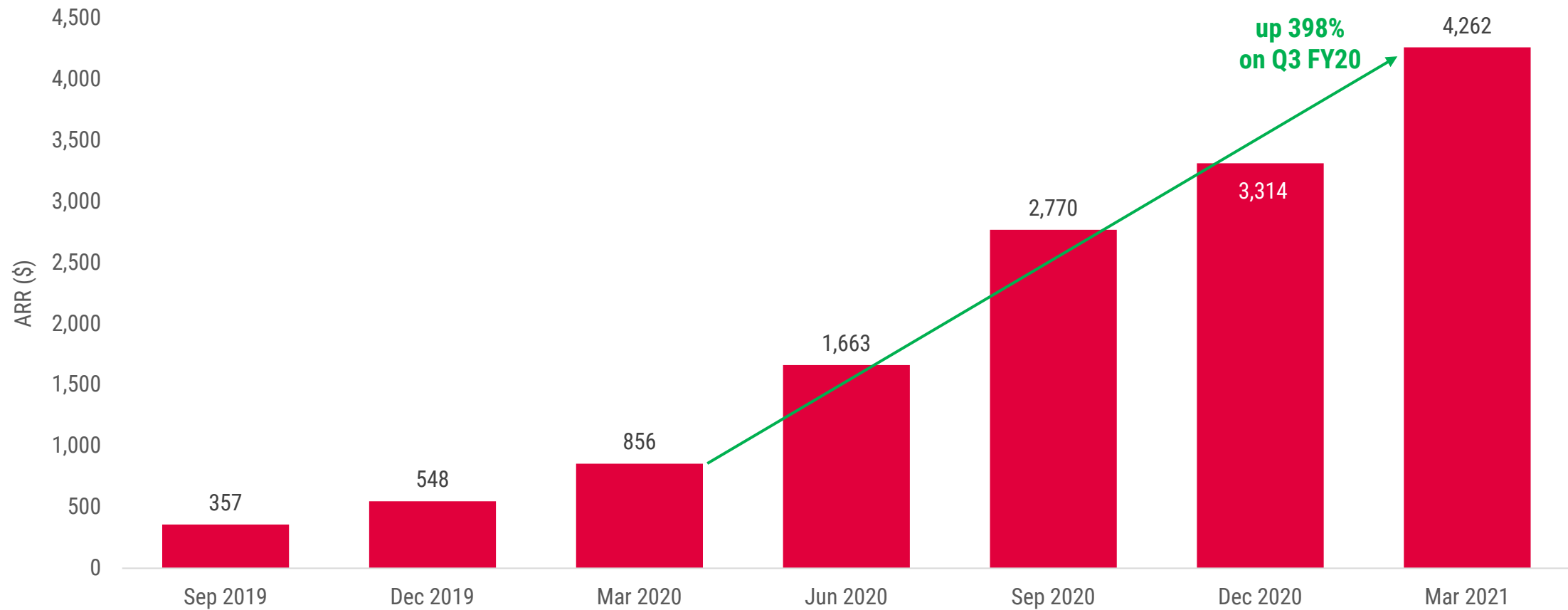
Geographical segments

Australia

US

Annual Recurring Revenue (ARR)
Calculation: Monthly Revenue x12

■ Actual ARR (\$'000)



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

Industries Serviced (including but not limited to):

- Architecture, Engineering & Construction
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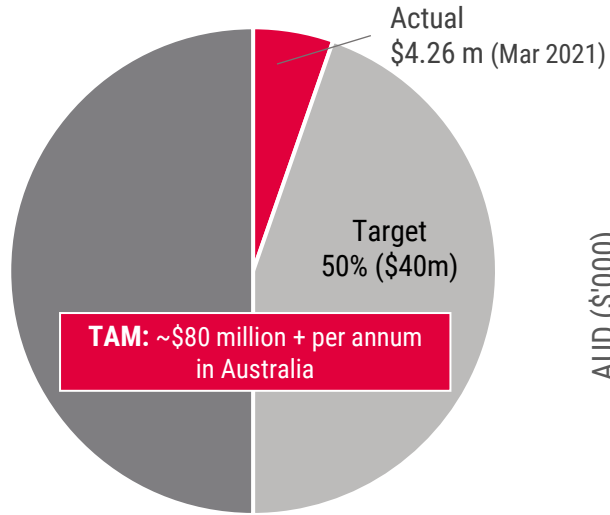
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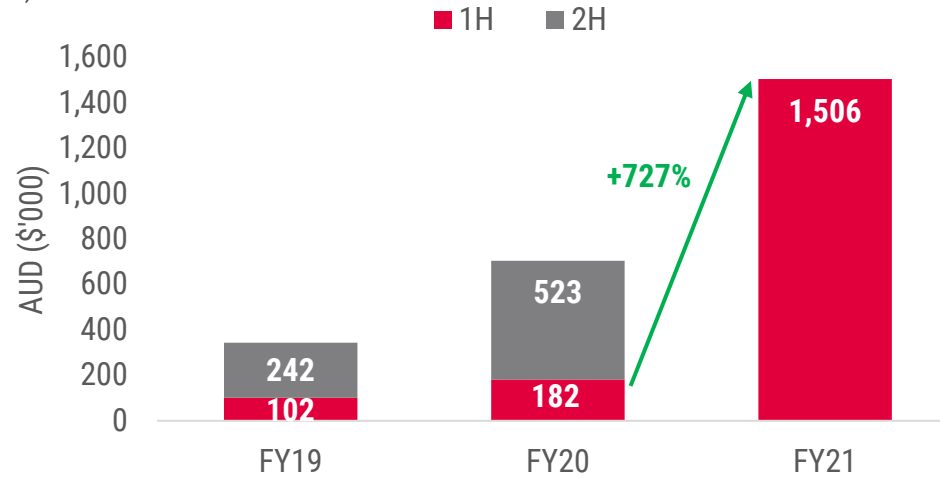
Addressable Market Size

~\$80 million + per annum
in Australia

Addressable Market (Subscriptions) - ARR



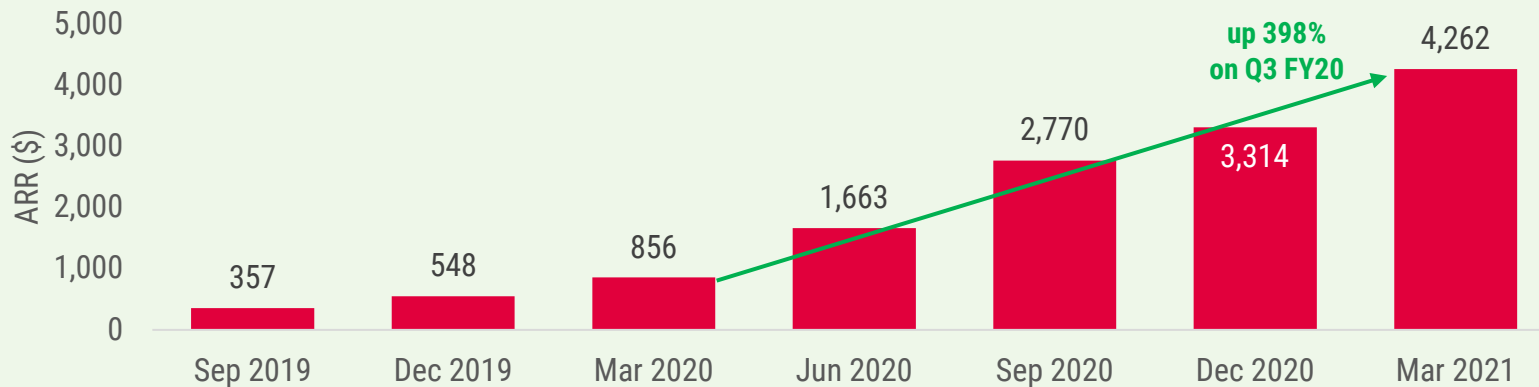
Subscription Revenue



Annual Recurring Revenue (ARR)

Calculation: Monthly Revenue x12

Actual ARR (\$'000)



1H21 Highlights

Revenue up \$1.3m (+727%)

Growth in ARR to \$3.3m (+504%)

Spookfish integration

Expanded high resolution capture program

Increased investment into marketing to drive brand recognition

Spookfish contribution to ARR \$835k (March 2021)

FY21+ Priorities

Continued growth in ARR

Continued investment into systems and process to support scalable growth

- capture program
- production systems
- sales and admin systems

Increased brand awareness

Deployment of MetroCam #2

Continued development of MetroMap platform offering

Analytics & machine learning

Continued development of partner relationships

Continued development of tools and features within the platform

SIMPLIFYING SPATIAL INSIGHTS FOR BUSINESS USERS

- Agile, innovative and agnostic development
- From complex to simple
- Timely and direct support
- Enabling workflows and business reporting from spatial imagery and derived data

SIMPLIFYING TOOLS & WORKFLOWS

MetroMap simplifies measurement, comparative analysis through seamless web services

- Up-to-date imagery with frequent captures
- Compare with “Swipe”
- Integrated 3D data and tools

MOVING FROM DATA TO INSIGHTS

- Insights, solutions and answers
- Investment into machine learning capabilities through R&D initiatives
- End-to-end easy to use
- Meaningful visualisation and tools
- AI-derived data and other analytic data adding more value to maps

DIVERSIFIED DATA SOURCES

One-stop shop and single site access to

- LiDAR-derived data such as coastal erosion mapping and bushfire fuel load mapping
- Multiple formats and easy accessibility via online store
- Ability to purchase via the MetroMap store as well as channel partners



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 7.5cm 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 Level of Detail (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

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- Architecture, Engineering & Construction
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Addressable Market Size

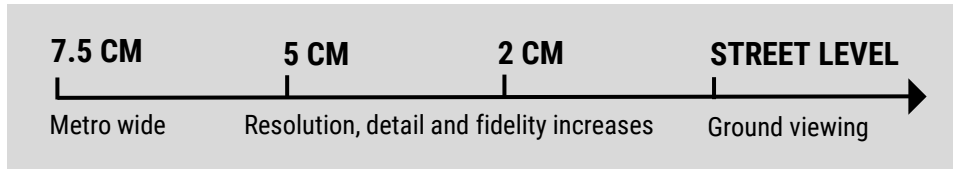
Open-ended, international scope
Growing awareness of value





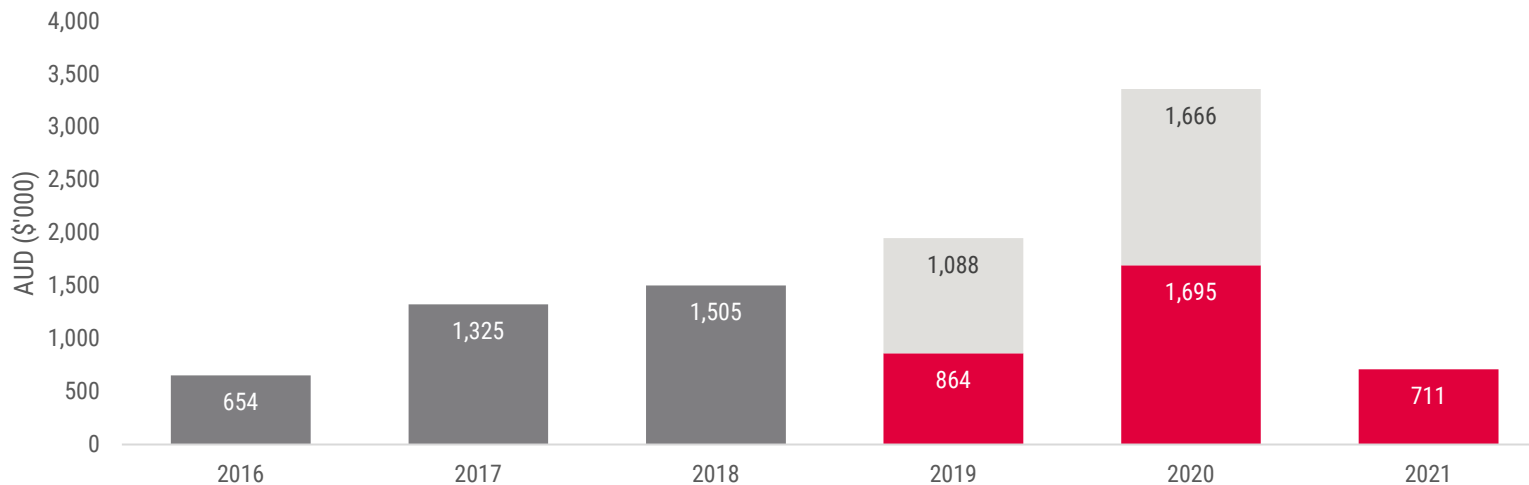
OUR RANGE OF 3D SOLUTIONS

With a range of 3D resolutions available we offer a broad variety of 3D data to meet our customers needs.



3D Revenue

■ FY ■ 1H ■ 2H



1H21 Highlights

Capture of datasets in US

US staff training completed remotely

FY21+ Priorities

US 3D revenue

International projects

Realising growth opportunities in the US

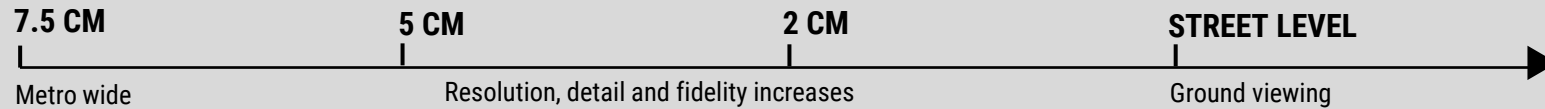
Launch of MetroMap 3D store for US models

Growth markets in areas such as virtual engagement, property and real estate, digital twins, tourism

Augmented and virtual reality opportunities

OUR RANGE OF 3D SOLUTIONS

With a range of 3D resolutions available we offer a broad variety of 3D data to meet our customers needs.



OUR 7.5 CM RESOLUTION DATA

- Offers **incredible coverage** over major Australian cities
- Perfect for **high level flythroughs**, strategic **planning** and contextual **background** for higher resolution datasets
- Available now via MetroMap
 - on-demand for your specific area of interest (MetroMap 3D store)
 - as a one-off city dataset (MetroMap 3D store)
 - With access to all available cities by signing up to MetroMap 3D Enterprise

OUR 5 CM RESOLUTION DATA

- **Higher resolution and higher fidelity** than the standard 7.5cm
- Benefits from **economy of scale** compared to 2cm
- When combined with 2cm priority areas the 5cm resolution datasets offer **exceptional value for detailed context**
- A number of **off the shelf datasets available now** or can be delivered on a project basis

OUR 2 CM RESOLUTION DATA

- Contains **14x more texture data** than standard 7.5cm resolution 3D datasets
- Used across **State Governments, Local Governments, Planning, Infrastructure, Construction, Design, Mining and Property Industries** because of its **exceptional detail and accuracy**
- Growing list of 2cm resolution CBD datasets becoming **available on our MetroMap 3D Store** (including Melbourne and Sydney)

OUR STREET LEVEL DATA

- Our **multi level acquisition** and processing pipeline allows for the merging of **Street Level and Aerial Photogrammetry**
- This **unprecedented 3D product** giving the most rich and detailed view available in the market
- Suitable for viewing and experiences at a ground level
- **16x more texture data** than 2cm models
- Seamless integration to 2cm models

3D MODELS AND GAME ENGINES

We continue to innovate with workflows to put our 3D data into the latest game engines

- Allows innovative use cases
- Diversifies customer base
- Opens our data for use to new industries
- Lowers barrier to entry by enabling in-house use
- Fills a range of needs that don't exist in current 3D software packages

EXCITING GROWTH MARKETS

We are supporting the next wave of industries embracing 3D data, pioneering the way for broader use in new and developing markets, such as

- Virtual engagement
- Prop Tech, Real Estate
- Event pitching and planning
- Engineering and Design
- City planning, Digital Twins
- Tourism



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:

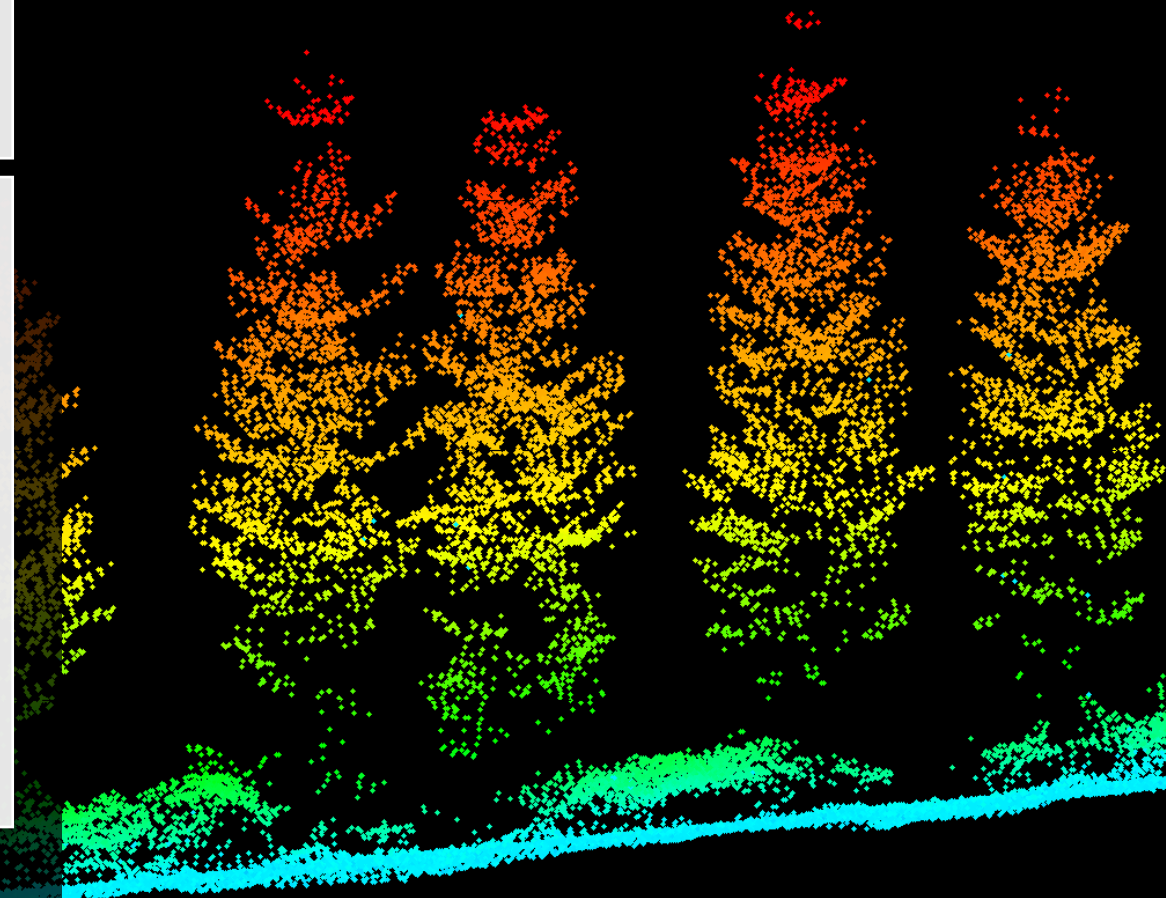
- LiDAR 3D Point Clouds
- Ground Surface Products
- Vegetation Surface Products
- Vector Line Products
- LiDAR-derived 2D datasets

Industries Serviced (including but not limited to):

- Architecture, Engineering & Construction
- Energy & Utilities
- Environment & Disaster Management
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Examples of Major Use Cases:

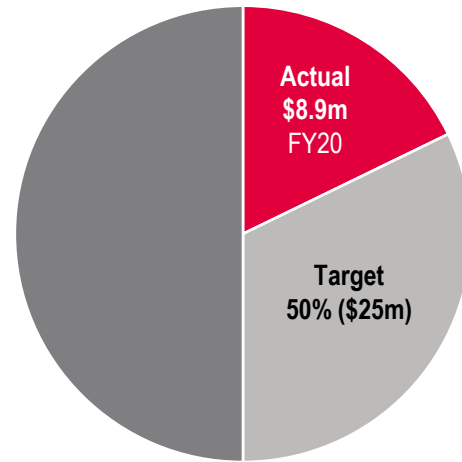
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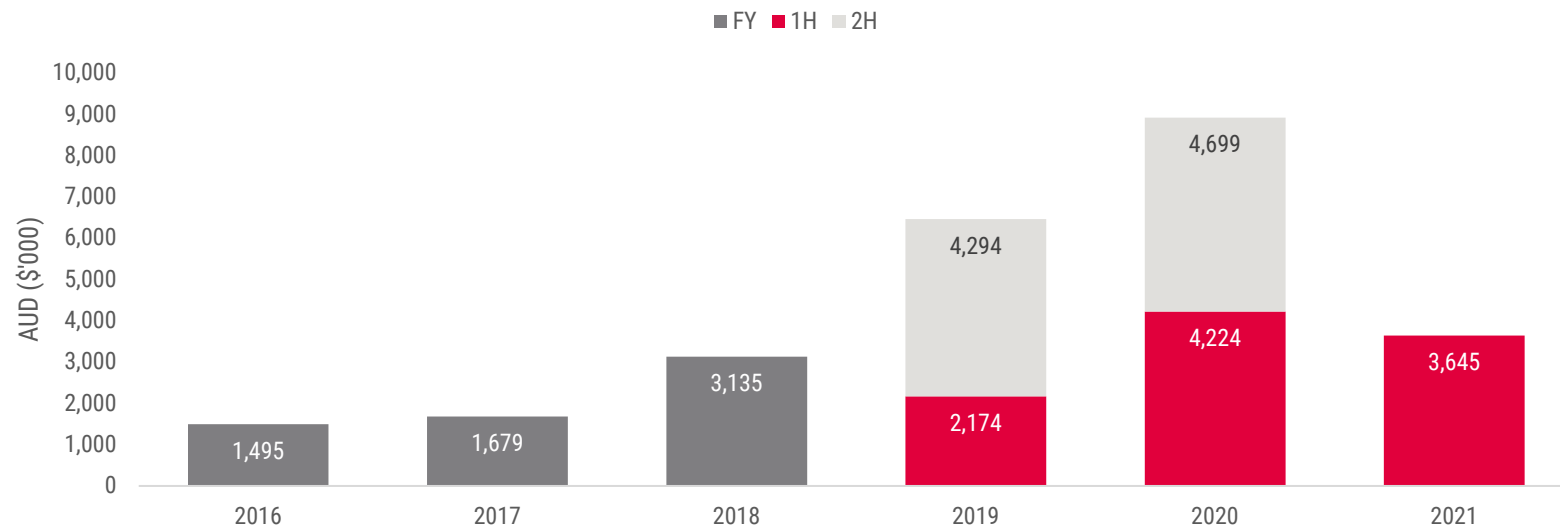
Addressable Market Size
~\$50 million per annum
in Australia

Addressable Market Size
~\$50 million per annum
in Australia

Addressable Market



LiDAR Revenue



1H21 Highlights

Investment in upgrading sensors to latest technology

Bushfire fuel load Modelling developed through the R&D team

FY21+ Priorities

Potential opportunity to convert to subscription model (MetroMap)

AI and R&D opportunities

Expanding use cases and market awareness around LiDAR applications

- Environmental
- safety

Increasing opportunities to use LiDAR derived products and information in environmental applications

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 the focus on shifting clients to the MetroMap subscription platform (DaaS) wherever possible.

Key Products:

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

Industries Served (including but not limited to):

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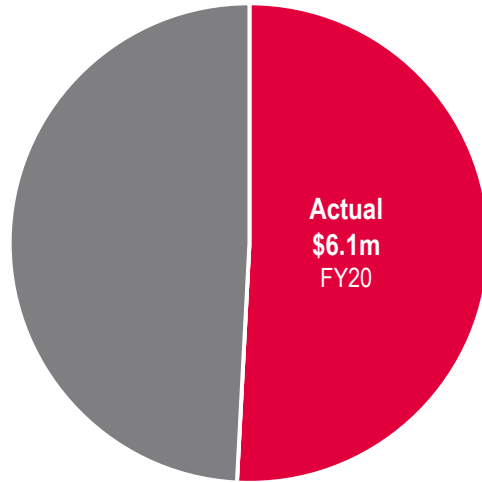
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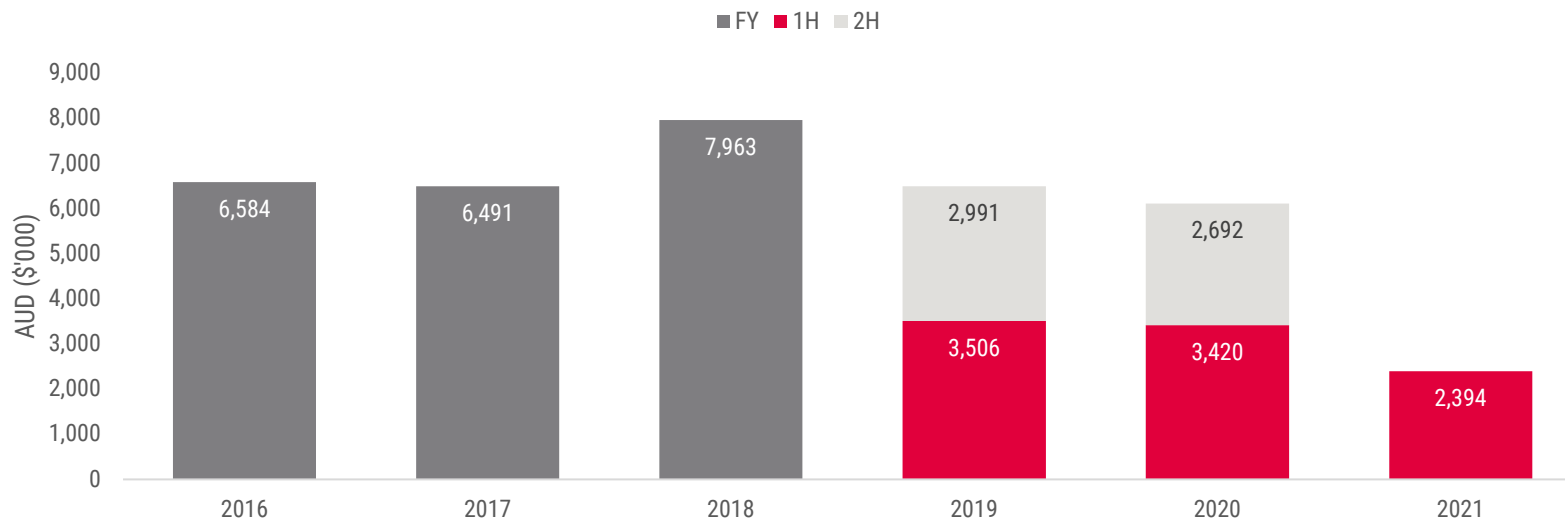
Addressable Market Size
~\$12 million per annum
in Australia

Addressable Market

Addressable Market Size
~\$12 million per annum
in Australia



Aerial Photography & Mapping Revenue



1H21 Highlights

Completion of
QLD Government
\$1m program of works

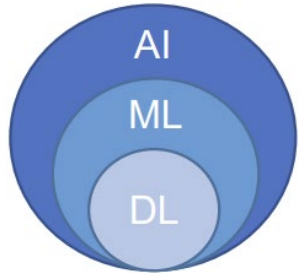
Completion of WA
Landgate program of works

3cm GSD QLD hail
damage survey

FY21+ Priorities

Focus towards
MetroMap DaaS model
(where appropriate)

Translating geospatial data into knowledge using machine learning



picture

- **Machine Learning:**

ML techniques enable machines to improve at recognising objects with experience.

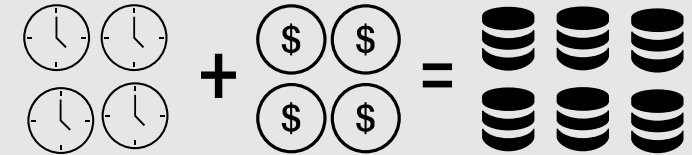


label

- **Training:**

learning to recognise an object by labelling examples in many images.

Manual data labelling to produce training dataset



AMX automatic optimised data labelling to product training dataset





MetroMap

- Continuing to build momentum in subscription revenue
- Creation of 3D store
- Enhance customer offering through LiDAR derived products hosted via the MetroMap platform



3D Modelling

- Continue discussions with a number of large global companies in the US in respect of their 3D opportunities
- Opportunities in growth markets of gaming, virtual worlds in VR and AR, property development

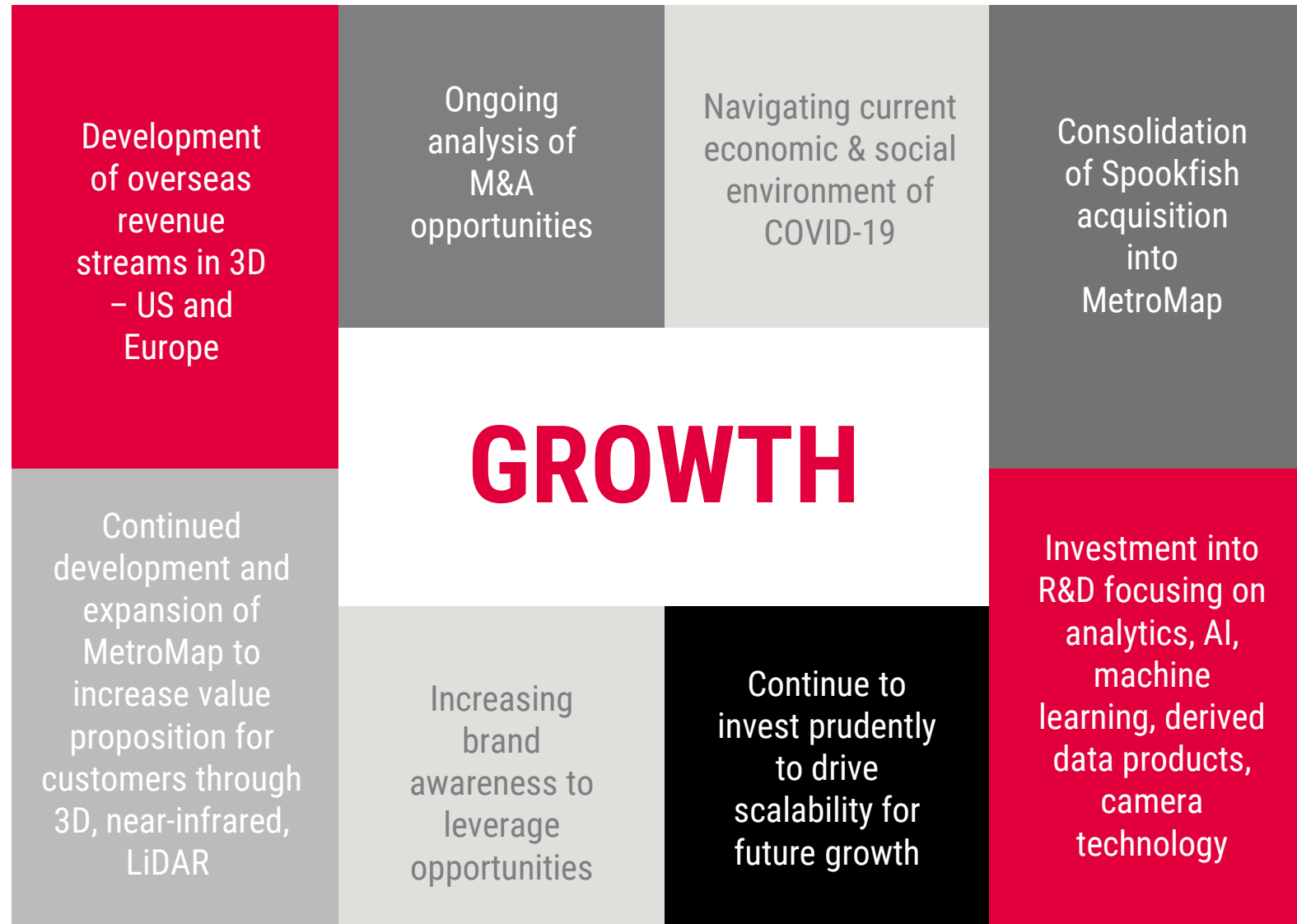


Research & Development

- Leverage opportunities in AI and machine learning
- Converting R&D initiatives into commercial opportunities such as bushfire fuel load modelling, feature extraction, automation of production processes

STRATEGIC PRIORITIES

Priorities to drive growth in FY21



DaaS subscription model

focus on development and growth of MetroMap



World leaders in 3D modelling

using massive multi-ray photogrammetry technology



Market opportunities

Total Addressable Market (TAM)



Progressive, innovative, experienced

management and staff



Gilt-edged reputation

for data quality, accuracy and reliability

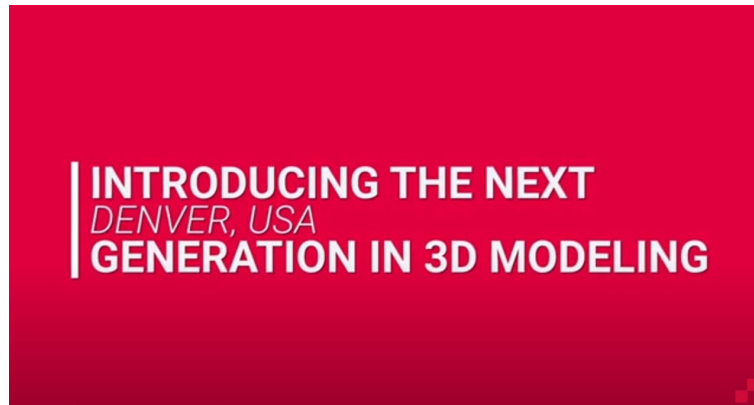




See your world clearly with Aerometrex!
<https://youtu.be/g-0tFQJhHh4>



SEE THE UNSEEN – Drive FORESIGHT
before it comes HINDSIGHT
<https://youtu.be/bKGwr34J6ck>



Denver 3D: Introducing the next
generation in 3D Modeling in USA
<https://youtu.be/6NYmNWgUAe0>



Do More with MetroMap
<https://youtu.be/zvkujjofGOg>

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Before making an investment decision, you should assess whether an investment is appropriate in light of your particular investment needs, objectives and financial circumstances and consider seeking your own independent legal, financial and commercial advice. Past performance is no guarantee of future performance.

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This presentation has been approved by the Board of Aerometrex.