AEROMETREX AGM PRESENTATION

3 November 2021

SEE YOUR WORLD CLEARLY.

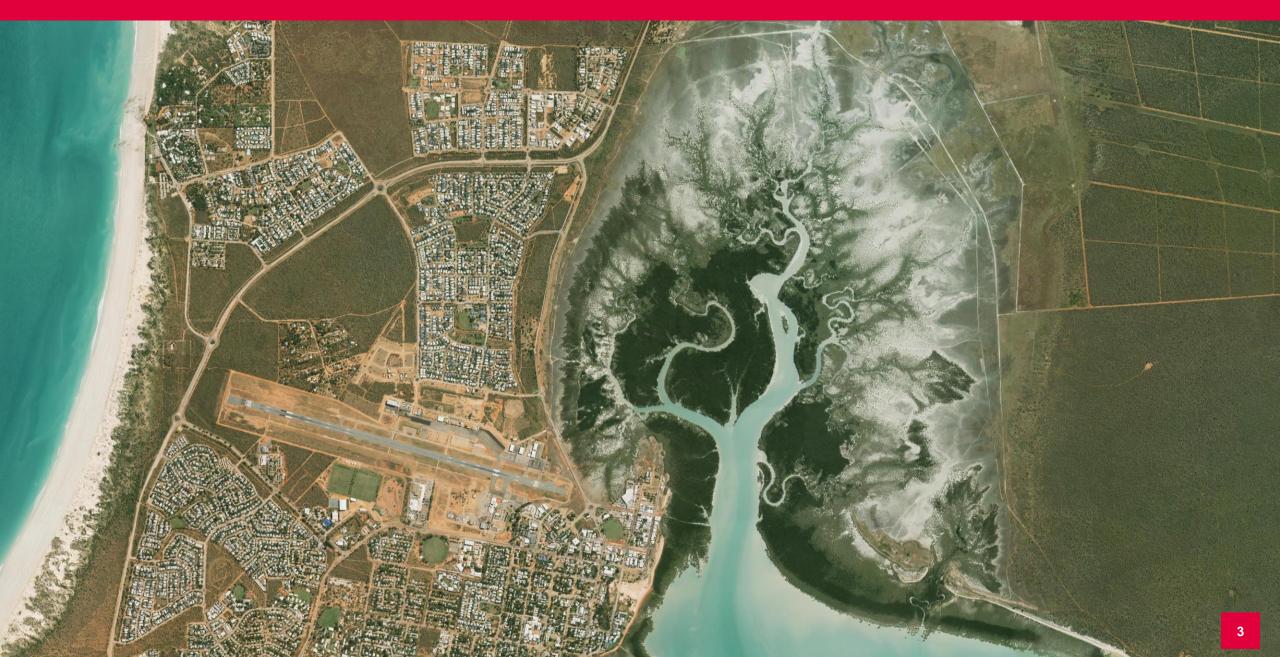aerometrex

EXECUTED TO PLAN IN FY21

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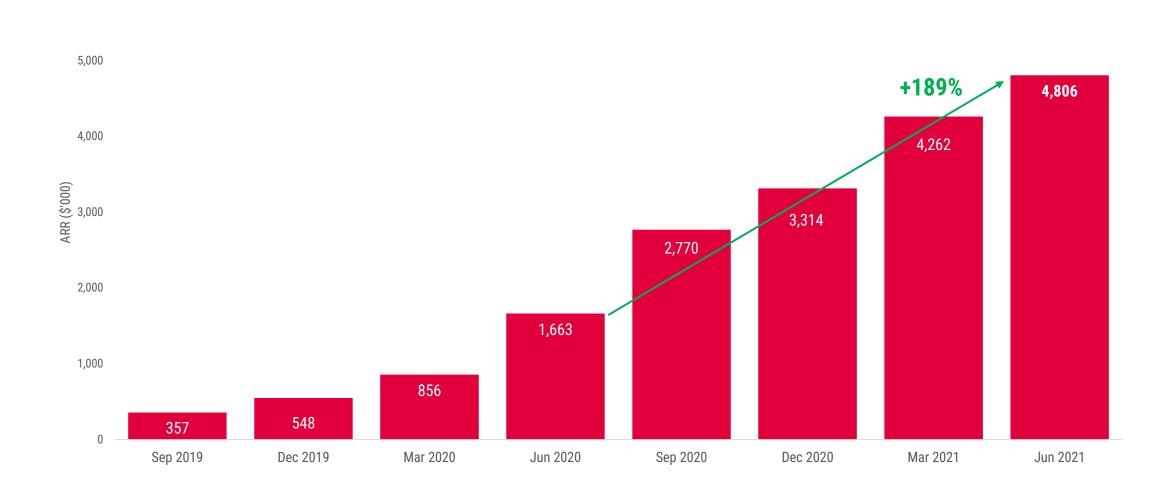| Objectives	Achievements
Revenue growth	▪ Revenue from customers of **$20.94m** in line with top end of guidance of $21m ▪ Delivered YOY growth despite COVID-19 impacts ▪ Return to Revenue Growth in 2H (**up 44.2%** on 1H FY21 and up 23.7% on 2H20)
Scaled MetroMap	▪ Subscription revenue **up 416.3%** to $3.64m ▪ ARR **up 189.0%** to $4.81m ▪ Integrated Spookfish Australia ▪ Marketing investments drove brand awareness
Export 3D business internationally	▪ First sale of 3D dataset in US to leading Defence contractor ▪ Google signed order for San Francisco model
Position LiDAR for growth	▪ Upgraded sensors and introduced 4th sensor in 1H (positively impacted 2H) ▪ Delivered record revenue in 2H
Build capacity for the future	▪ Appointed key senior staff (National Sales Manager and Chief Information Officer) ▪ Enhanced MetroMap sales and customer support team ▪ Developed, improved and implemented systems and processes to support growth initiatives

MetroMap

- Aerial imagery sales activities now solely focused on the MetroMap subscription service – reallocating resources to continue to grow the subscription business, leveraging scale and increasing Annual Recurring Revenue

- Resources to be dedicated to MetroMap capture program following completion of project photo contracting work through 1H22

- Enhanced customer experience and capabilities through launch of MetroMap 3.0

- Potential to enhance customer offering through LiDAR derived products

- Provides customers with more current imagery, larger areas of coverage, higher resolutions and generates higher rates of return

3D Modelling

- Major markets are still Australia and the USA. Europe 3D has been deferred due to COVID-19. There is significant potential in the emerging US market

- There has been extensive marketing and use of Aerometrex 3D models by leading graphics and game engines such as Cesium, Unreal Engine, Unity

- Opportunities are arising with USA's largest corporations who have already invested heavily in 3D hardware and software but need data content

- Launch of 3D store in the US to enable online sale of existing data models

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LiDAR

- Implementation of improved workflow processes to deliver efficiency gains in 2H22

- Building the forward sales pipeline to capitalise on investment made into sensors during 1H21

- Leveraging the investments into sensors and successful case studies

R&D

- Leverage opportunities in AI and machine learning - either internal developments or best-in-breed external AI providers who are offering niche specialties

- Converting R&D initiatives into commercial opportunities such as bushfire fuel load modelling, feature extraction, automation of production processes

Key priorities for FY22

- Continue to grow MetroMap

  o Revenue and ARR growth

  o Capture program frequency

  o Expansion of partner program

  o Launch of MetroMap 3.0

  o Enhance analytical tools to further increase value proposition

  o Launch new LiDAR derived products in MetroMap

- Commercialise US 3D opportunities

  o Establish a US Advisory Board

  o Revenue generation and recognition

  o Launch of 3D store for US data models

- Continued assessment of M&A opportunities

- Appoint CEO successor

- Balancing the completion of photo contracting work (~$3.2m to completed and invoiced in FY22), while increasing the MetroMap capture program

Positive Outlook

- Gross Margins

  o Focus on higher margin MetroMap for aerial imagery to underpin improved gross margins and rapid growth of subscription revenue

- Transition of imagery to subscription model

  o Some image project revenue is expected to migrate to MetroMap (estimated $1m to 3m)

  o Transition to have a positive impact to EBITDA - improved margins under MetroMap business (where datasets are sold multiple times)

- US 3D market growth

  o Enhanced US sales approach to deliver 3D sales as we penetrate this large multi-billion dollar emerging market

  o Momentum and enquiries building for US opportunities

- Opening of borders post COVID

  o Conclusion of lockdowns and easing of border restrictions expected to improve the ease of capture over the remainder of FY22

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This presentation has been approved by the Board of Aerometrex.

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