



28 September 2022

## ASX Announcement (AMX)

# Aerometrex to present at Reach Markets 'The Insider: Meet the CEOs' event

Aerometrex is pleased to invite investors to a live webinar with Chris Mahar, Chief Financial Officer and hosted by Reach Markets, on Wednesday, 28 September 2022 at 12pm AEST.

**Date:** Wednesday, 28 September 2022

**Time:** 12pm AEST

The briefing will be live and interactive, where investors will have the opportunity to ask questions directly and you will only need an internet connection to join.

The presentation which will be delivered is attached to this announcement.

The webcast will be hosted by Reach Markets so should you require any technical assistance, please contact them on 1300 805 795.

Investors can register to attend the briefing here: <https://hubs.ly/Q01n8ZYL0>

*This release is approved by the Board of Directors of Aerometrex Limited.*

- ENDS -

## ADDITIONAL INFORMATION

For further information, contact:

Mr Steve Masters  
Chief Executive Officer

Mr Chris Mahar  
Chief Financial Officer

+61 8 8362 9911

E: [investorrelations@aerometrex.com.au](mailto:investorrelations@aerometrex.com.au)

W: <https://aerometrex.com.au/asx-announcements>

MetroMap: [www.metromap.com.au](http://www.metromap.com.au)

## **About Aerometrex Limited**

Aerometrex Limited is a professional aerial mapping business specializing in an aerial imagery subscription service (MetroMap), LiDAR and 3D. The company operates the full range of services throughout Australia and extends its 3D services on a global scale.

The company, established in 1980, has a strong Board and executive team with significant industry experience.

For further information, please visit [www.aerometrex.com.au](http://www.aerometrex.com.au).

An aerial photograph of a city, likely Dubai, with a red color overlay. A white rectangular box is centered on the image, containing the text for the investor presentation. The background shows various skyscrapers and buildings, with a prominent circular structure in the center.

# AEROMETREX LIMITED (ASX:AMX)

INVESTOR PRESENTATION | 28 SEPTEMBER 2022

 aerometrex

SEE YOUR WORLD CLEARLY



**Aerometrex provides geospatial solutions via data & insights across three core product lines:**

- 2D aerial imagery (MetroMap)
- High-resolution 3D modelling
- Airborne LIDAR

Established  
in  
**1980**

Listed on  
ASX  
**2019**

Global  
Employees  
**100+**

Projects Completed Across  
**North America | Oceania | Europe**

**Group Operating Revenue**

**\$25.0M**

▲ 19.5%  
(2021: \$20.9M)

**Group EBITDA**

**\$7.7M**

▲ 168.9%  
(2021: \$2.9M)

**Cash Flow From Operations**

**\$5.0M**

(2021: \$5.1M)

**Cash Balance**

**\$14.1M**

(2021: \$16.6M)

**MetroMap Subscription Revenue**

**\$5.9M**

▲ 60.9%  
(2021: \$3.6M)

**Annual Recurring Revenue (ARR)**

**\$6.8M**

▲ 42.4%  
(2021: \$4.8M)

**Subscription Revenue Contribution**

**23.4%**

of group revenue  
(2021: 17.4%)

**US Revenue 3D Modelling**

**\$0.9M**

(2021: \$32k)

## Global 3D

Leverage Aerometrex's position as the world leader in high-resolution 3D modelling

- Rejuvenate North American business opportunity
- Concerted effort to sell existing off-the-shelf datasets
- Grow new markets & customer base to underpin capture programs & expand datasets
- Develop 3D team capability & resources

## MetroMap

Position MetroMap to redefine industry standards & generate profitable outcomes

- Grow Annual Recurring Revenue (ARR)
- Enhance customer platform & offerings
- Optimise cost structures & asset utilisation
- Optimise long-term aviation & sensor strategies

## LiDAR

Build Australia's leading LiDAR business

- Grow profit through commercial optimisation & asset utilisation
- Assess options to increase revenue via capital investment & new products
- Leverage BARS certification
- Enhance automation capability
- Optimise long-term aviation & sensor strategies

## High-resolution multiscale 3D models

- Captured via aircraft, helicopter & street level platforms
- Extremely high resolutions ranging from 7.5cm to under 1cm

## Growing US coverage & revenue

- US revenue up from \$0.03m in FY21 to \$0.90m in FY22
- 3D city models catalogue spread across nine major cities
- Large contribution from emerging metaverse market where 3D models are supporting virtual environments

## Advancing technology supporting greater usage

- Greater game engine capabilities supporting the expansion of visualisation use cases by more customer groups
- Continued interest from leading industries such as engineering, urban planning, transport, tourism & event management



Aerometrex 3D Model of Google HQ  
Mountain View, CA, USA

# EXPANDING 'OFF-THE-SHELF' 3D CATALOGUE



## USA

- Los Angeles
- San Francisco
- San Diego
- Las Vegas
- Denver
- Manhattan
- Brooklyn
- Miami
- Tampa

## AUSTRALIA

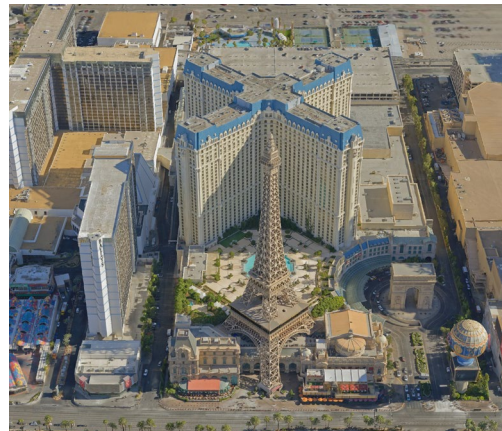
- Sydney
- Melbourne
- Brisbane
- Perth
- Adelaide
- Canberra
- Gold Coast
- Sunshine Coast

## NEW ZEALAND

- Auckland
- Christchurch
- Wellington



San Francisco



Las Vegas



Adelaide



Melbourne



Auckland



## Democratizing the use of spatial information

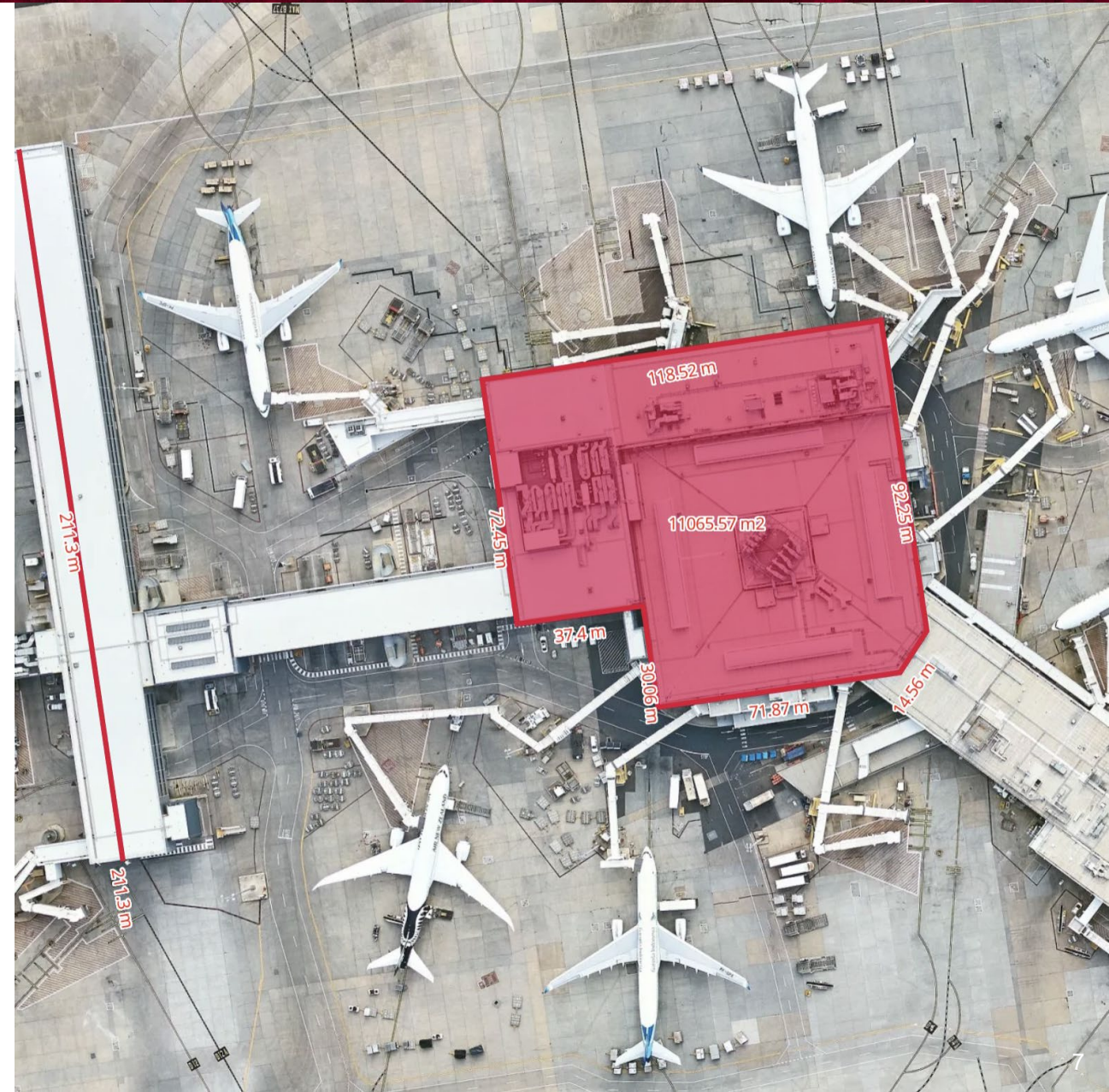
- Flexible & scalable DaaS solution with on-demand features
- Agile innovation to suit a variety of use cases
- Accessible through a wide partner network & their custom applications

## Enhancing product & platform

- Expansion of technology & product engineering team to support platform upgrades
- Increased focus & resource deployment post cessation of aerial imagery project work
- Evaluating sensor capabilities & enhancements

## Expanding product capabilities & usage

- Expansion of derived insights & feature layers to provide property-level analytics
- Growth in subscriptions across Enterprise, SME, & Government entities



## Tailored captures for specific end-use

- Ideal for mapping terrain & above-ground features such as vegetation & infrastructure
- Accuracy & resolution unparalleled by other airborne methods

## Servicing a large cross-section of industries & clients

- LiDAR revenue up \$2.39m or 26.8% in FY22 to \$11.32m
- Revenue growth is a realisation of sensor purchase & upgrades in FY21 increasing capacity
- Ordered additional sensor (fifth sensor) to capitalise on existing opportunities & expected to contribute to revenue in 2H23

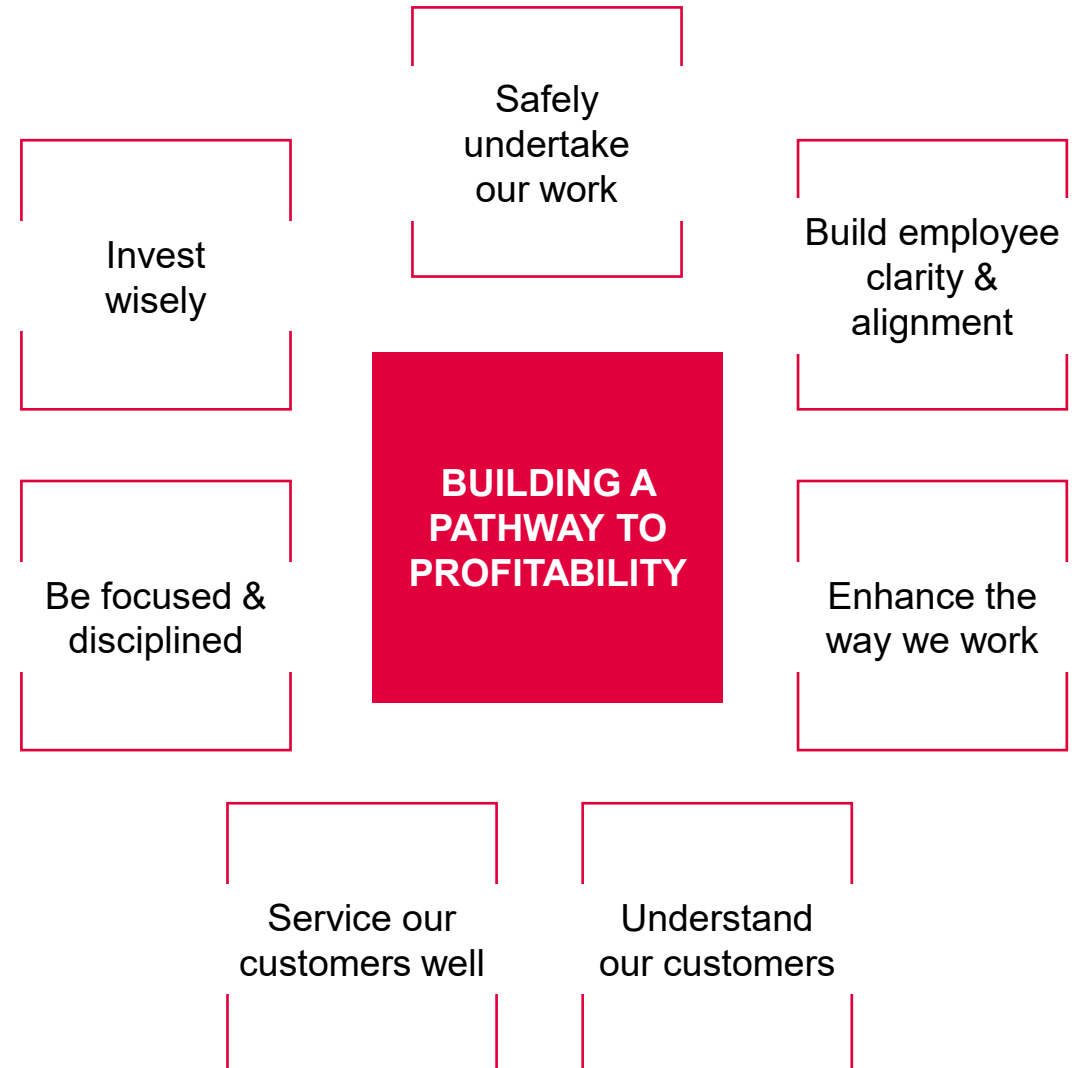
## Leading the way in climate resilience

- Acquiring accurate spatial data for driving climate resilience from preventive planning to post-emergency management
- In FY22, we commercialised our award-winning urban vegetation data suite & completed multiple projects with local councils



## Plan, Perform & Profit

- Build on existing capabilities & knowledge
- Continue delivering a high-performance, outcome-focused company aligned to shareholder interests
- Clear focus on “best for business” decisions
- Enhance internal collaboration, systems & customer engagement to build ‘pathways to profitability’



This presentation is provided for information purposes only and is not a disclosure document as defined under the Corporations Act 2001 (Cth). This presentation does not constitute an offer, invitation, solicitation or recommendation with respect to the purchase, sale or issue of any securities or any financial product nor does it constitute financial product or investment advice. The presentation does not contain all the information that may be required for evaluating the Company's assets, prospects or potential opportunities and is not intended to be used as the basis for making an investment decision. The presentation has been prepared without taking into account the investment objectives, financial situation or particular needs of any particular person.

No representation or warranty, express or implied, is made as to the accuracy, reliability, completeness or fairness of the information, opinions and conclusions contained in this presentation. Neither the Company, its related bodies corporate, shareholders or affiliates, nor any of their respective officers, directors, employees, related bodies corporate, affiliates, agents or advisers makes any representations or warranties that this presentation is complete or that it contains all material information about the Company or which a prospective investor may require in evaluating a possible investment in the Company or acquisition of securities. To the maximum extent permitted by law, none of those persons accept any liability, including, without limitation, any liability arising out of fault or negligence for any loss arising from the use of information contained in this presentation or in relation to the accuracy or completeness of the information, statements, opinions or matters, express or implied, contained in, arising out of or derived from, or for omissions from, this presentation. In particular, no representation or warranty, express or implied is given as to the accuracy, completeness or correctness, likelihood of achievement or reasonableness of any forecasts, prospects or returns (if any) contained in this presentation nor is any obligation assumed to update such information. Such forecasts, prospects or returns are by their nature subject to significant uncertainties and contingencies. Neither the Company nor its related bodies corporate, shareholders or affiliates, nor any of their respective officers, directors, employees, related bodies corporate, affiliates, agents or advisers guarantees any return or generally the performance of the Company or the price at which its securities may trade. Any investment in the Company is subject to investment risks including the possibility of loss of capital invested and no return of income or payment of dividends.

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.

The distribution of this document in jurisdictions outside Australia may be restricted by law. Any recipient of this document outside Australia must seek advice on and observe any such restrictions.

This presentation may contain certain "forward-looking statements" with respect to the financial condition, results of operations and business of the Company and certain plans and objectives of the management of the Company. Forward looking statements can generally be identified by words such as 'may', 'could', 'believes', 'plan', 'will', 'likely', 'estimates', 'targets', 'expects', or 'intends' and other similar words that involve risks and uncertainties, which may include, but are not limited to, the outcome and effects of the subject matter of this presentation. Indications of, and guidance on, future exchange rates, capital expenditure, earnings and financial position and performance are also forward-looking statements.

You are cautioned not to place undue reliance on forward looking statements as actual outcomes may differ materially from forward looking statements. Any forward-looking statements, opinions and estimates provided in this presentation necessarily involve uncertainties, assumptions, contingencies and other factors, and unknown risks may arise, many of which are outside the control of the Company. Such statements may cause the actual results or performance of the Company to be materially different from any future results or performance expressed or implied by such forward looking statements. Forward-looking statements including, without limitation, guidance on future plans, are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Such forward looking statements speak only as of the date of this presentation.

The information in this presentation is current as at the date on the cover of the presentation and remains subject to change without notice, in particular the Company disclaims any intent or obligation to update publicly any forward-looking statements, whether as a result of new information, future events or results or otherwise.

# CONTACT INFORMATION

**Steve Masters**  
Chief Executive Officer

**Chris Mahar**  
Chief Financial Officer

**Aerometrex Ltd**  
51-53 Glynburn Road Glynde SA 5070  
[investorrelations@aerometrex.com.au](mailto:investorrelations@aerometrex.com.au)  
+61 8 8362 9911

---

[aerometrex.com.au](http://aerometrex.com.au)

[metromap.com.au](http://metromap.com.au)