



# ANNUAL GENERAL MEETING

23 NOVEMBER 2023

# CHAIRMAN'S ADDRESS 01

MARK LINDH

# MD & CEO'S ADDRESS

STEVE MASTERS

02

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# FY23 SNAPSHOT

## Operating Revenue

**\$25.36m**

(FY22: \$25.03m)  
(FY22: excluding project  
photomapping: \$22.26m)

## EBITDA

**\$3.83m**

(FY22 Normalised: \$5.1m)

## Cash Flow From Operations

**\$4.02m**

(FY22: \$4.99m)

## Cash Balance

**\$9.83m**

(June 2022: \$14.14m)

## LiDAR Revenue

**\$12.76m**

(FY22: \$11.32m)

## MetroMap Revenue

**\$10.12m**

(FY22: \$8.79m)

## 3D Revenue

**\$2.48m**

(FY22: \$2.15m)

## Annual Recurring Revenue (ARR)

**\$7.61m**

(FY22: \$6.84m)

# EXECUTING STRATEGIC IMPERATIVES

Since September 2022, changes to the organisation & near-term imperatives have contributed to enhanced performance...

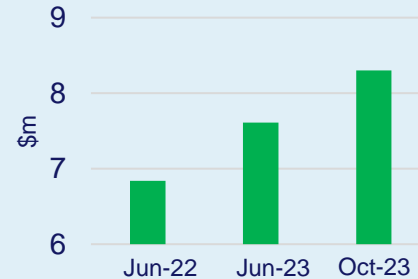
## Increasing Revenue

Record group revenue for FY23 of \$25.36m

Record 2H23 group revenue of \$15.35m

Double-digit revenue growth across **all** product lines

## Driving MetroMap ARR



## Building Internal Capability

Key new appointments to drive operational performance

New leadership development & training initiatives

ISO 9001 re-certification

## Enhancing Operational Outcomes

Successful integration of new MetroMap & LiDAR sensors

Improvements to various systems & processes

Improved FY24 MetroMap capture outcomes

## Safety First Approach

Strong focus on 'safety first' in all activities

Enhanced WHS reporting

...all with the objective to build profitable & sustainable value for our shareholders

# METROMAP FY23 OUTCOMES

## Record statutory revenue\* result

FROM

**\$8.79m**

TO A RECORD

 **\$10.12m**

### Annual Recurring Revenue (ARR)

Calculation: Monthly Revenue x12



Annual General Meeting - 23 November 2023

Growth in subscription statutory revenue, increasing from:

**\$5.86m to \$7.19m** 

October 2023: ARR has continued growth to \$8.3m

Largest-ever MetroMap partner program contract & significant repeat 'off-the-shelf' sale:



Australian Government

\* Statutory revenue includes subscription, on-demand, 'off-the-shelf' & insights revenue

# LIDAR FY23 OUTCOMES

## Record revenue result

FROM

**\$11.32m**

TO A RECORD

 **\$12.76m**

Following the introduction of an additional sensor in November 2022

**LiDAR continues  
to be a solid & important  
contributor to overall  
company revenue, with  
major contract wins in  
FY23 & FY24**



Australian Government

**\$1.88m**



AGRONOMEYE

**\$1.45m**


# GLOBAL 3D FY23 OUTCOMES

15.3% YoY revenue growth

FROM

**\$2.15m**

TO

 **\$2.48m**

Largest 'off-the-shelf' US  
sale to Google



Largest Australian street  
level capture project  
undertaken to date



## Melbourne Greenline Project



Multi-dimensional photography – captured by helicopter, drone, boat, bicycle & on foot



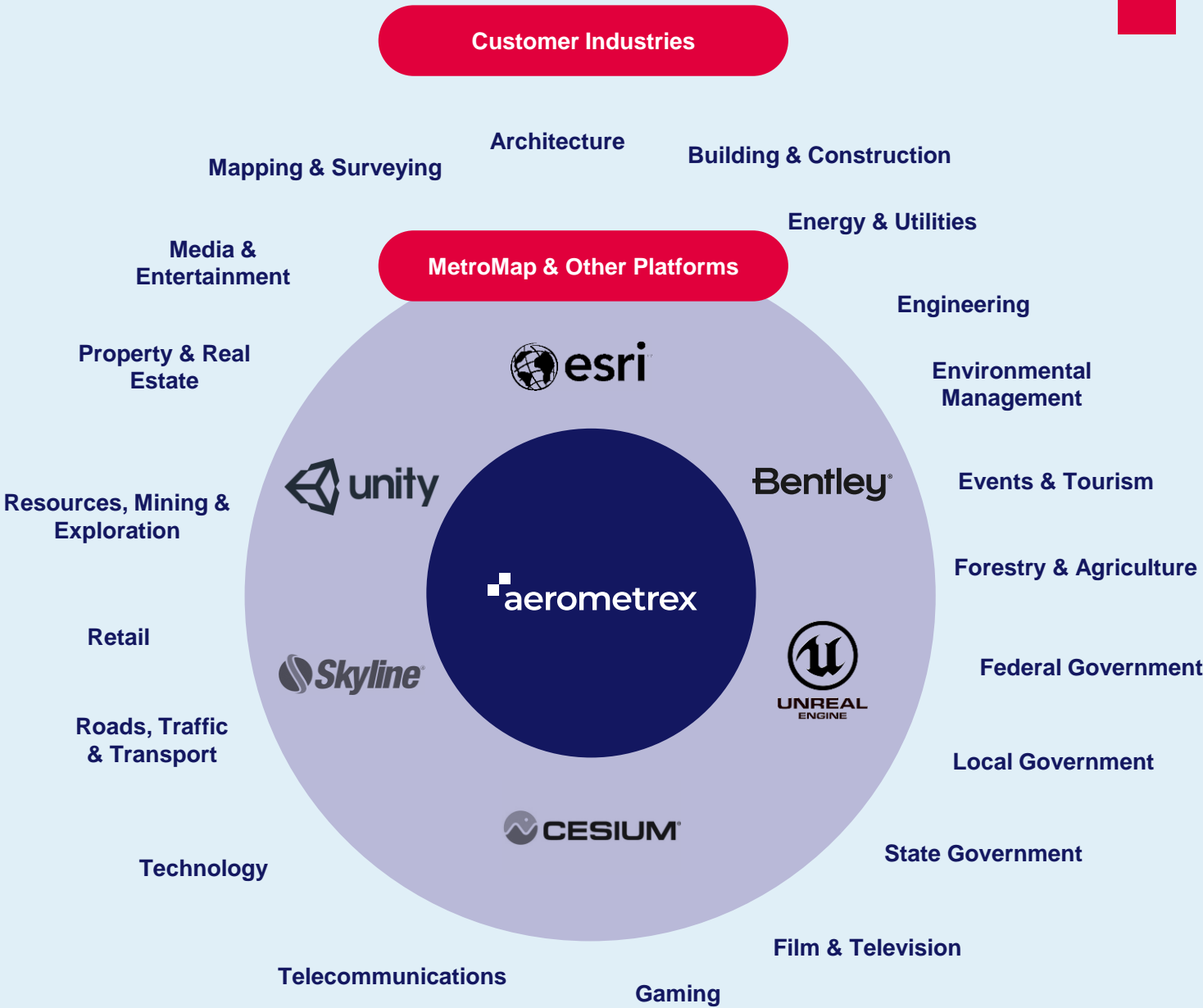
Supports significant & ongoing community consultation initiatives to revitalise the north bank of the Yarra River / Birrarung



Provides the Victoria State Government & City of Melbourne with high-resolution & quality 3D models

# AEROMETREX IS EMBEDDED IN A GLOBAL ECOSYSTEM OF GROWING DATA USAGE

Our customers include pioneers & industry leaders:



# BUILDING A PATHWAY TO PROFITABILITY

During FY23 & into FY24, we embedded various initiatives that we believe will drive sustainable value for shareholders

UNDERSTAND  
OUR  
CUSTOMERS

SERVICE OUR  
CUSTOMERS  
WELL

ENHANCE THE  
WAY WE WORK

## **MetroMap**

Position MetroMap to redefine industry standards & generate profitable outcomes

## **LiDAR**

Build Australia's leading LiDAR business

## **Global 3D**

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

EMPLOYEE  
CLARITY &  
ALIGNMENT

SAFELY  
UNDERTAKE  
OUR WORK

BE FOCUSED &  
DISCIPLINED

INVEST  
WISELY

# PEOPLE, INFRASTRUCTURE & TECHNOLOGY

Organisational changes that commenced in September 2022 have enhanced business outcomes



## What we have done since September 2022



Key external appointments to drive operational objectives:

- General Manager Aviation – January 2023
- MetroMap Sales Manager – July 2023
- ITC Manager – July 2023
- Software Engineering Manager – October 2023



Continuous improvements to company-wide systems & processes



Refining our 'go-to-market' strategies, including increased sophistication in the use of customer information, data & systems to drive future revenue

# PEOPLE, INFRASTRUCTURE & TECHNOLOGY

Enhancing MetroMap performance & outcomes is a key strategic imperative



## What we have done since September 2022



Development of the MetroMap platform & functionality to enhance customer experience & create points of market differentiation



Increased capture uptime with the camera sensor fleet rejuvenation program:

- IGI UrbanMapper 2 - February 2023
- IGI Digicam 450 - July 2023



Optimisation projects associated with geographical areas of capture, aviation crew rosters & maintenance activities

# INDUSTRY RECOGNITION – 2023

## GEOSPATIAL COUNCIL AUSTRALIA AWARDS

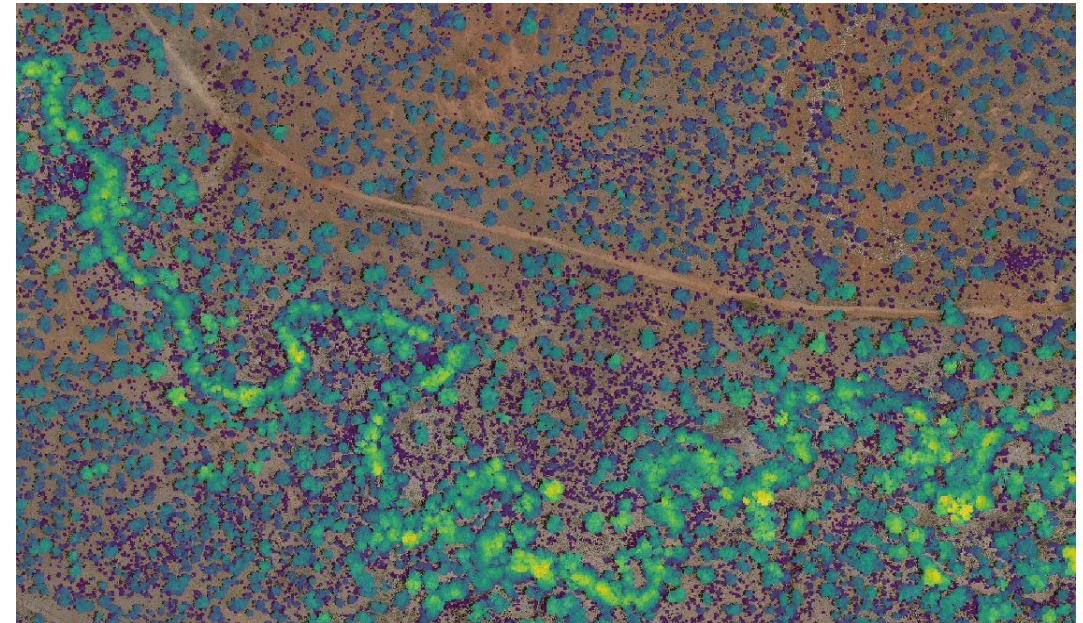
### ***International Partnership Award:***

Aerometrex delivered a multi-scale, multi-resolution 3D photogrammetry mesh dataset of Las Vegas to videogame developer Codemasters to assist in the track creation for the EA SPORTS™ F1® 23 videogame



### ***Geospatial Enablement Award:***

The NT Farmers LiDAR Project exemplifies the application of spatial information & advanced methodology in a non-spatial market or project



# CASE STUDY: GROOTE ARCHIPELAGO PROJECT



The Groote Archipelago Project will facilitate the enablement for advanced remote sensing data to support the Anindilyakwa people by providing tailored solutions to serve community-led initiatives

## First project of its kind



Supporting the implementation of a GIS to activate indigenous economic & social development programs



Creating insights & ideas to build long-term sustainable planning



~3,000km<sup>2</sup> of high-resolution LiDAR & imagery data captured

## Partners



**Anindilyakwa**  
Land Council



Australian Government  
Geoscience Australia



Australian  
National  
University



# AEROMETREX HAS A UNIQUE & UNPARALLELED CUSTOMER OFFERING

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## One-stop shop for customers

Multi-product offerings covering wide-ranging use cases & industry applications

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## Leading market participant

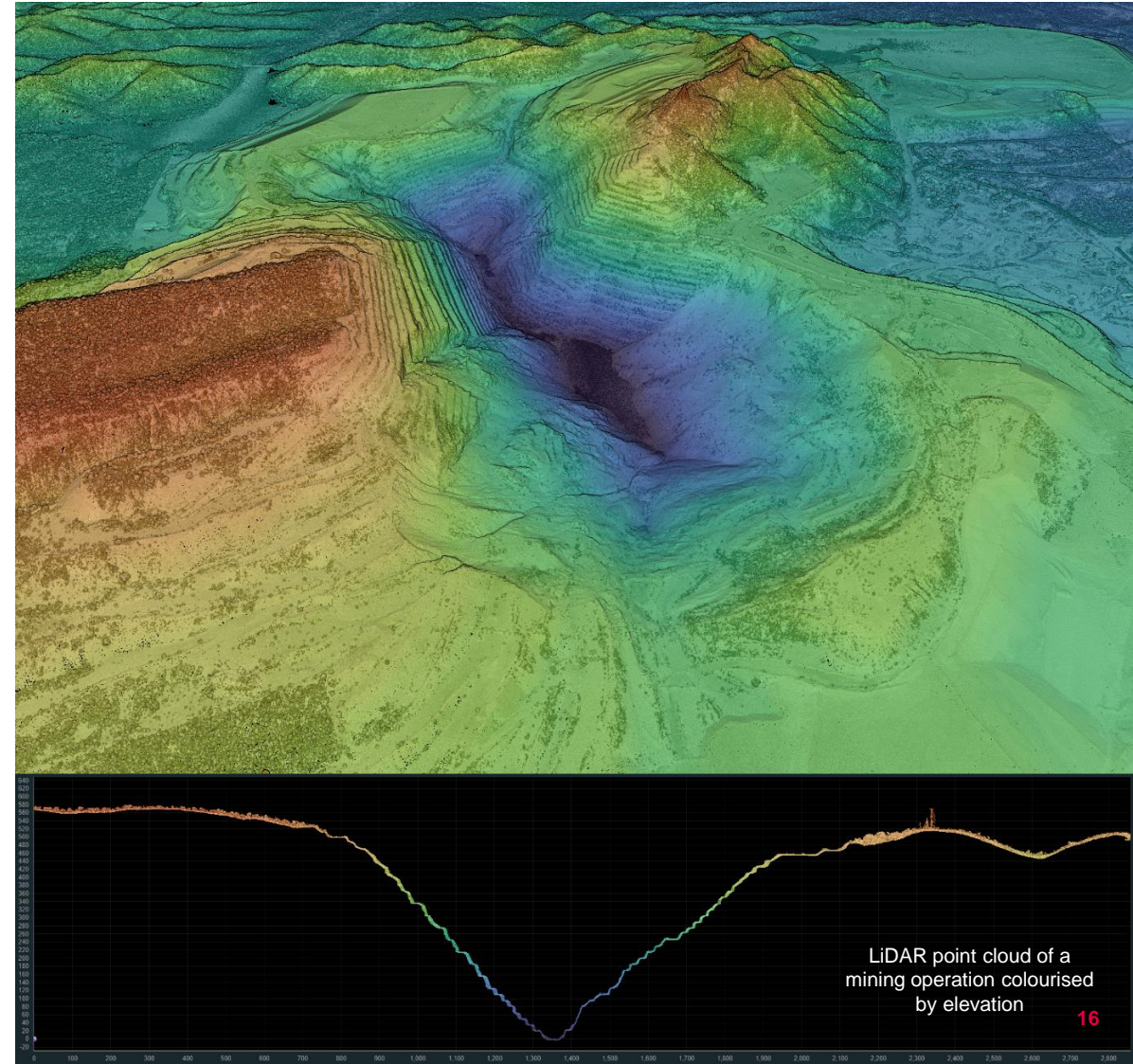
Only Australian ASX company that specialises in imagery subscription services, LiDAR & high-resolution 3D models

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## High quality products & team

Quality, accuracy & deep technical experience that delivers customer solutions

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This presentation has been approved by the Board of Aerometrex