



APRIL 2024 INVESTOR PRESENTATION

3 APRIL 2024

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WHO WE ARE & WHAT WE DO

01

COMPANY PROFILE

A trusted & leading geospatial tech company

Established in 1980 & listed on ASX Dec 2019

~ 120 employees

Provider of high-quality geospatial information & solutions

Deep industry knowledge & experience

Reputation for quality

Broker Coverage



AMX Capital Structure

(28 March 2024)

Shares on issue

94.99m

Share Price

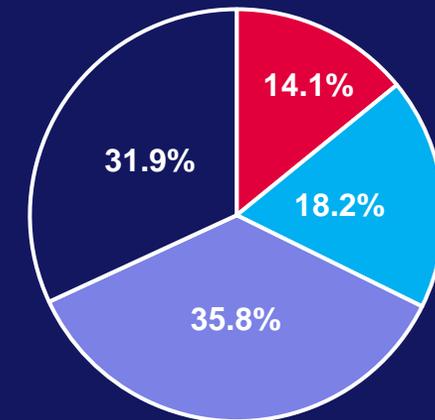
\$0.355/sh

Market Capitalisation

\$33.7m

Cash and equivalents*

\$10.2m



- Board
- Institutional Shareholders
- Founders
- Retail Shareholders

*As at 31 December 2023

UNIQUE & UNPARALLELED CUSTOMER OFFERINGS

Leading market participant

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

'One-stop shop' for customers

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

High quality products & team

Quality, accuracy & deep technical experience that delivers customer solutions



A LEADER IN GEOSPATIAL IMAGERY & INSIGHTS

MetroMap

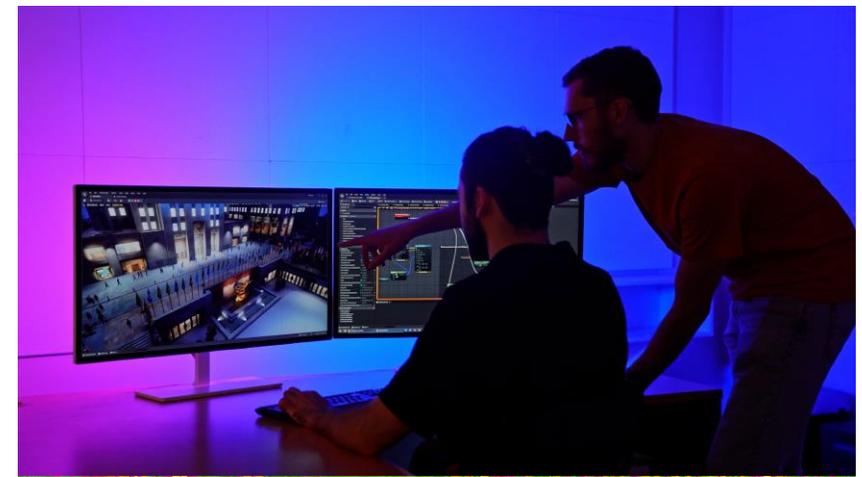
High-resolution 2D & 3D imagery & insights subscription service, holding one of Australia's largest imagery archives

LiDAR

High-resolution airborne LiDAR data covering wide-ranging applications

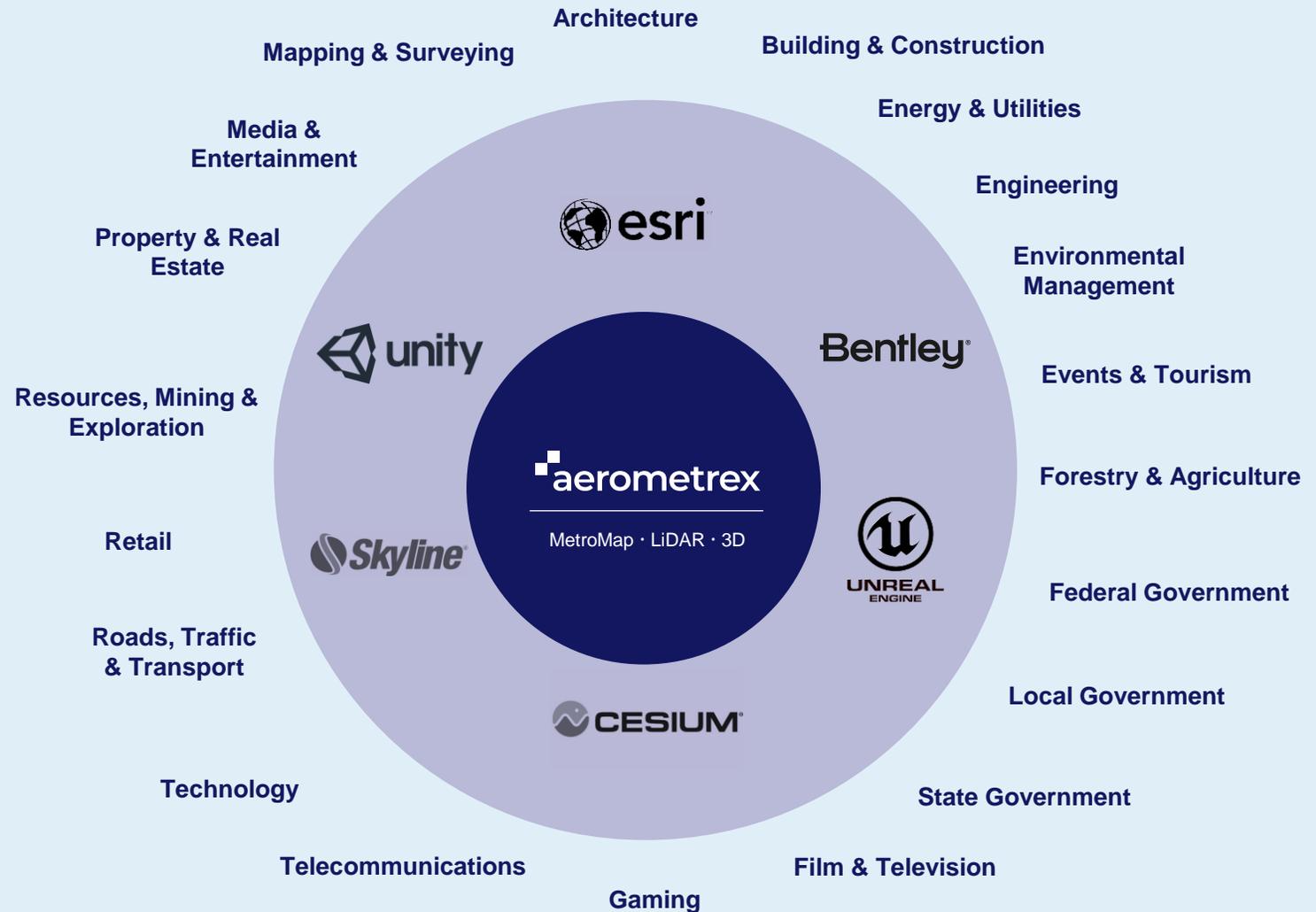
Global 3D

Sophisticated 3D reality modelling products & services based on advanced photogrammetric & visualisation techniques



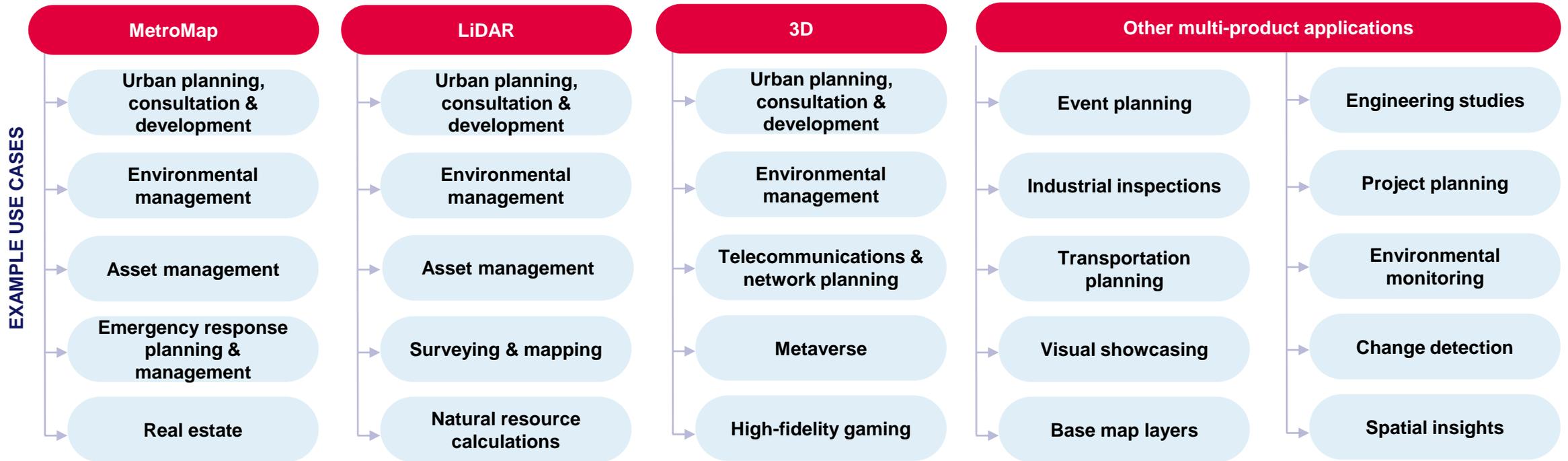
EMBEDDED IN A GLOBAL ECOSYSTEM OF GROWING DATA USAGE

Our customers include governments, pioneers & industry leaders

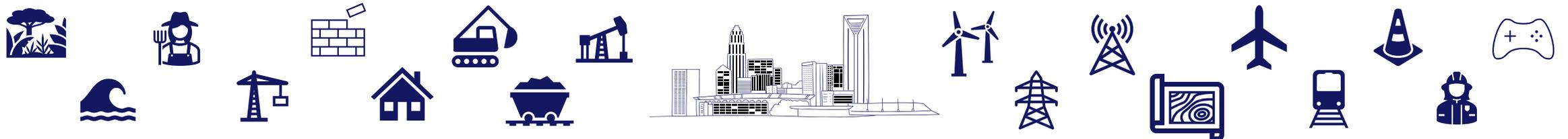


UNIQUE & UNPARALLELED CUSTOMER SOLUTIONS

KEY PRODUCTS LINES



NUMEROUS INDUSTRY APPLICATIONS



GROWTH IN MARKETS & MARKET SHARE PRESENTS SIGNIFICANT OPPORTUNITIES

MetroMap

Current TAM¹

> **\$100m**

2030 TAM¹

> **\$200m**

One of **only two** major imagery subscription platforms in Australia

LiDAR

Current TAM¹

> **\$50m**

2030 TAM¹

> **\$75m**

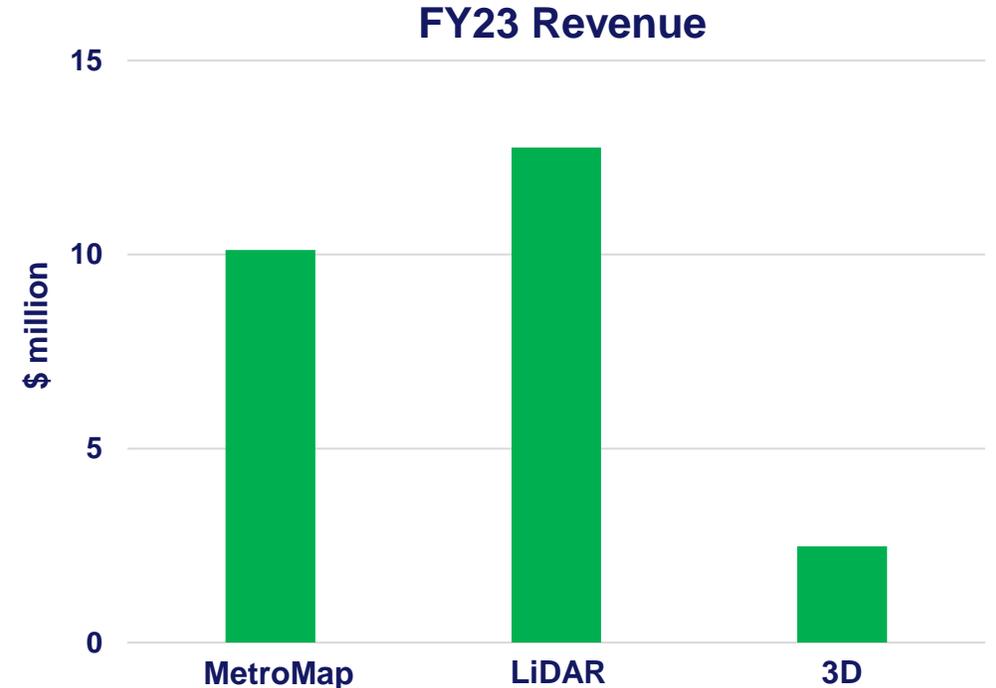
One of **only three** major industry players in Australia

Global 3D

TAM¹:

‘Blue Sky’

Positioned for a world where **high-resolution 3D imagery** is anticipated to penetrate traditional & emerging markets



1: Total Accessible Market (TAM) figures are Aerometrex's indicative internal estimates

1H24 OVERVIEW

02

1H24 HIGHLIGHTS

Record 1H group revenue driven by solid ongoing growth in key product lines & operational enhancements

Increasing Revenue

Record 1H group revenue of \$12.0m

Record 1H revenue for LiDAR & MetroMap

Strong contribution from LiDAR & MetroMap offset by lower 3D sales in 1H24

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 sensors

Improvements to various systems & processes

Improved FY24 MetroMap capture outcomes

Industry Awards

Geospatial Council of Australia Awards:

2023 International Partnership Award

2023 Geospatial Enablement Award

Safety First Approach

Strong focus on 'safety first' in all activities

Enhanced WHS reporting

1H24 SNAPSHOT

Record 1H group revenue & solid cash position driven by solid ongoing growth in MetroMap ARR & LiDAR revenue

Operating Revenue

\$12.01m

(1H23: \$10.01m)

EBITDA

\$0.79m

(1H23: \$0.37m)

Cash Flow From Operations

\$3.84m

(1H23: \$2.66m)

Cash Balance

\$10.22m

(June 2023: \$9.83m)

LiDAR Revenue

\$7.18m

(1H23: \$4.78m)

MetroMap Revenue

\$4.43m

(1H23: \$4.03m)

3D Revenue

\$0.40m

(1H23: \$1.21m)

Annual Recurring Revenue (ARR)

(as at 31 December 2023)

\$8.66m

(June 23: \$7.61m)

EXECUTING GROWTH PLANS



Embedding various initiatives to drive sustainable value for shareholders

UNDERSTAND OUR CUSTOMERS

SERVICE OUR CUSTOMERS WELL

ENHANCE THE WAY WE WORK

EMPLOYEE CLARITY & ALIGNMENT

SAFELY UNDERTAKE OUR WORK

BE FOCUSED & DISCIPLINED

INVEST WISELY

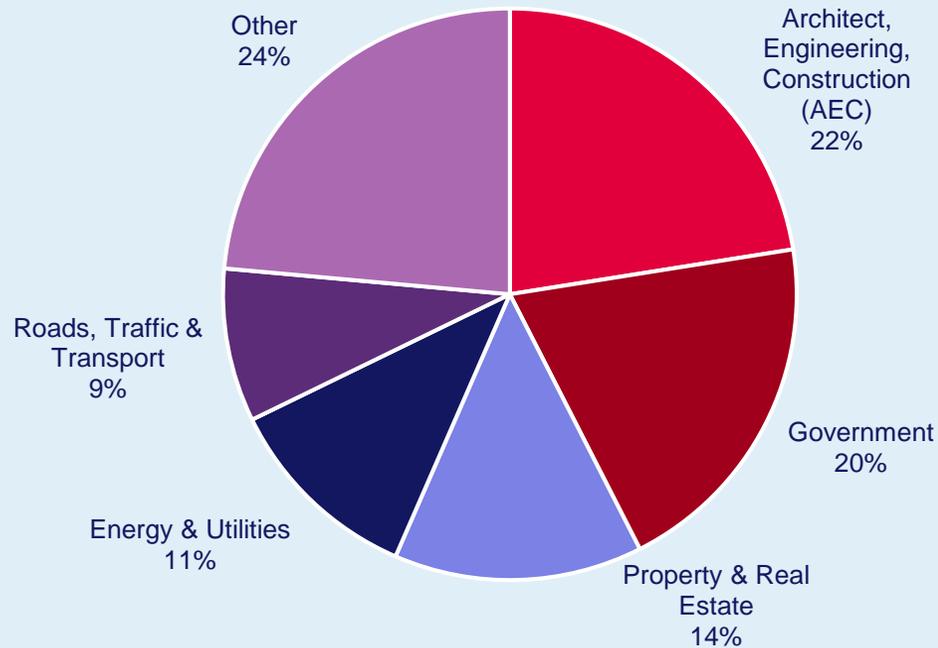
BUILDING METROMAP MOMENTUM

03

METROMAP

Building momentum in DaaS subscription offering across key markets

MetroMap Subscriber Value by Industry



Annual Recurring Revenue (ARR) - A\$m
Calculation: Monthly Revenue x 12



METROMAP ENHANCEMENTS

Key strategic imperative
to drive customer
retention & growth



Enhancing MetroMap For Customers

- ✓ Ongoing development of the MetroMap platform, functionality & products to enhance customer experience & create points of market differentiation
- ✓ Tailoring of commercial terms & support to optimise customer outcomes
- ✓ Increased capture uptime availability through camera sensor fleet rejuvenation program & aviation operational enhancements
- ✓ Significant portion of MetroMap's capture program will be undertaken by Aero Logistics from April 2024

METROMAP CAPTURE PROGRAM ENHANCEMENT

Enhancing the MetroMap Capture Program



Announcement in January 2024 that leading aviation provider, Aero Logistics, will undertake a significant portion of the MetroMap capture activities from April 2024



Capture frequency & reliability is expected to increase whilst maintaining a contingent capability of internally owned assets

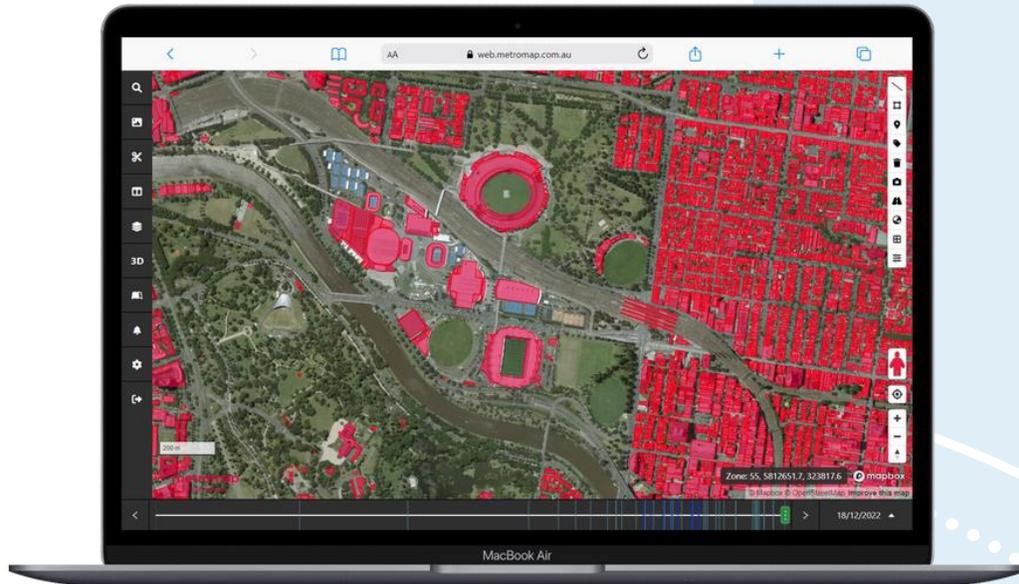


Aerometrex will continue to provide & operate sensors, with Aero Logistics responsible for the provision of aircraft & maintenance activities



10 – 15% reduction in costs over the life of the contract relative to 'business as usual'

...& facilitates the redeployment of capital to pursue growth opportunities



INVESTOR VALUE PROPOSITION & FOCUS AREAS

04

INVESTOR VALUE PROPOSITION

**A trusted & leading
geospatial tech
company**

**GROWTH
ORIENTATED
STRATEGY**

**MEETING
GROWING
NEEDS FOR HIGH
QUALITY
VISUALISAION
& INSIGHTS**

**LEADING
PRODUCTS**

**STRONG
MARKET
POSITIONS**

**QUALITY
MULTI-INDUSTRY
CUSTOMERS**

**DIVERSIFIED
REVENUE
STREAMS**

**RECOGNISED
INDUSTRY
INNOVATOR**

CASE STUDY: NEARMAP ACQUISITION

Nearmap's acquisition highlights the potential market mispricing of Aerometrex



In December 2022, Thoma Bravo, acquired Nearmap Ltd for ~A\$1.055b, a 39% premium to the A\$0.76b market capitalisation

Nearmap is MetroMap's only competitor in Australia

Nearmap's FY22 revenue was A\$146m, implying a revenue multiple of 7.23x

Annual Recurring Revenue (ARR) - A\$m
Calculation: Monthly Revenue x 12



FY24 KEY FOCUS AREAS

MetroMap

- Drive ARR & 'off-the-shelf' sales
- Build MetroMap Program Partner model
- Successfully integrate Aero Logistics capture program

LiDAR

- Build & accelerate opportunity pipeline
- Continue to embed delivery efficiencies

Global 3D

- Pursue Australian project opportunities
 - Continue to build awareness & capability in international markets
-





FY24 FINANCIAL APPENDIX

1H24 FINANCIAL RESULTS OVERVIEW

Underlying activities deliver revenue growth

Record 1H Group revenue increasing 20.0% to \$12.01m

Record first half revenue outcomes for MetroMap & LiDAR product lines

Growth of 17.9% in MetroMap ARR to \$8.66m

Significant growth in EBITDA, up 113.5% to \$0.79m

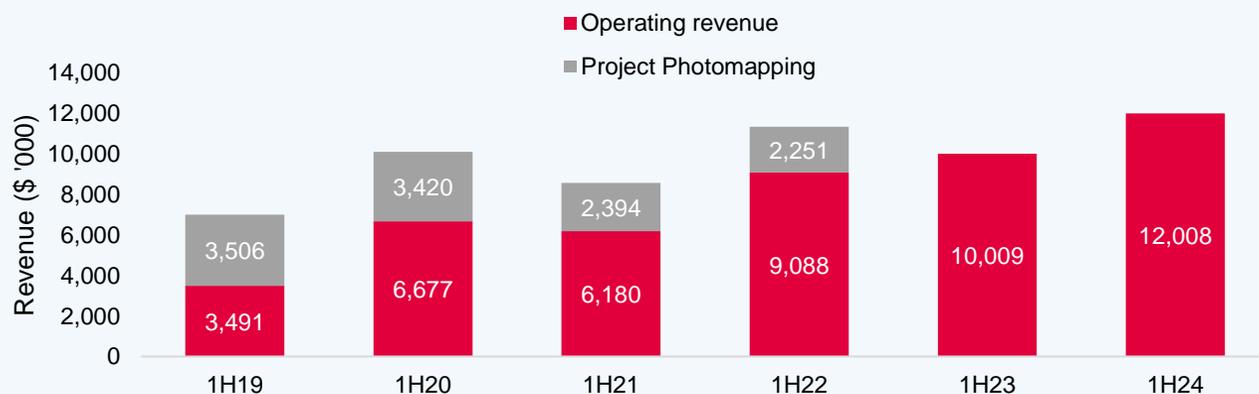
Continued investment to underpin future growth

Continued investment to build capacity ahead of the revenue curve

Continued focus on transition to scalable subscription-based business

Strong cash position supports growth initiatives, with \$10.22m in cash & debt facilities available

Operating Revenue



	1H24 \$'000	1H23 \$'000	Change v PCP \$'000	Change v PCP %
Subscription revenue				
MetroMap	4,110	3,582	528	14.7%
Off-the-shelf dataset revenue				
3D	51	705	(654)	(92.8%)
LiDAR	33	-	33	100.0%
MetroMap	11	10	1	10.0%
MetroMap Insights	26	125	(99)	(79.2%)
Off-the-shelf dataset revenue	121	840	(719)	-85.6%
Project revenue				
3D	349	502	(153)	(30.5%)
LiDAR	7,144	4,776	2,368	49.6%
MetroMap - on demand	284	309	(25)	(8.1%)
Project revenue	7,777	5,587	2,190	39.2%
Total revenue from customers	12,008	10,009	1,999	20.0%
EBITDA				
EBITDA	790	370		
Cash flow				
Cash flow from operating activities	3,839	2,656	1,183	44.5%
Cash used in investing activities	(4,138)	(4,871)		
Free cash flow	(299)	(2,215)		
Financial position				
Cash and cash equivalents	10,215	11,634		



CONTACT INFORMATION

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This presentation has been approved by the Board of Aerometrex