

29 April 2024

ASX Announcement (AMX)

Aerometrex signs new MetroMap Partner Agreement with WSP Australia

Highlights

- Aerometrex expands its MetroMap partner program through a new agreement with WSP Australia
- Minimum payments to Aerometrex of approximately \$0.6 million over a 2 year term contract term
- Upside revenue opportunities through additional licence sales to WSP Australia

Aerometrex Limited (ASX: AMX) is pleased to announce that it has entered into a minimum \$0.6 million (GST inclusive) MetroMap licence agreement with WSP Australia (WSP). This new agreement builds on the strong relationship between the two companies, continues to build revenue from Aerometrex's MetroMap partner program, and provides additional revenue growth opportunities.

Key Terms

This new agreement involves WSP purchasing from Aerometrex a fixed number of MetroMap licences and for WSP to purchase additional licences above the fixed amount during the term of the agreement. The licences will form part of a bundled solution being delivered by WSP Australia to one of their public sector clients.

The key terms include:

1. WSP will pay to Aerometrex a minimum payment fee of approximately \$0.6 million (GST inclusive) for the fixed number of licences over the contract term.
2. WSP can purchase additional licences above the fixed amount at an agreed price per licence, thereby enabling additional revenue opportunities for Aerometrex over the contract term.
3. WSP will pay the minimum licence fee amount for Year 1 and Year 2 upon being invoiced by Aerometrex for the relevant year.
4. The effective date of the Agreement is 5 January 2024.
5. Agreement expiry date is 4 January 2026.
6. Other general terms and conditions are customary with agreements of this nature.

Agreement Commentary

Aerometrex's Managing Director, Steve Masters said:

"This is a significant opportunity for both Aerometrex and WSP, building on the strong foundation between both companies. This agreement continues to build the MetroMap

partner program and contribute to MetroMap's Annual Recurring Revenue (ARR) stream over the contract term."

WSP Australia Director of Digital Services, Damien Cutcliffe, said:

"We are delighted to be working with Aerometrex, and continuing to collaborate with industry partners to deliver innovative solutions and outcomes to our customers."

This agreement aligns with Aerometrex's key strategic initiatives to develop successful partner programs, build brand awareness and grow sales channels for future revenue streams.

Aerometrex has continued to invest in developing its MetroMap product, including image capture, customer platform development and product development.

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

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ADDITIONAL INFORMATION

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About Aerometrex Limited

Aerometrex is a trusted and leading geospatial tech company specialising in providing geospatial solutions & insights for our customers. Our key products - MetroMap, LiDAR and 3D visualisation models support wide-ranging industries and customer requirements. The Company, established in 1980, has a strong Board and executive team with significant industry experience. The Company undertakes activities in Australia and USA.

For further information, please visit www.aerometrex.com.au.

About WSP Australia

WSP are one of the world's leading engineering and professional services firms. The company employs 66,500 people, including more than 6,000 professionals across Australia.

For further information, please visit www.wsp.com