

An aerial photograph of a coastal resort. On the left, a large marina is filled with numerous white yachts docked at wooden piers. Adjacent to the marina is a complex of buildings, including a large resort structure with multiple swimming pools and a smaller building with a distinctive white, multi-tiered roof. To the right of these buildings is a large, multi-story resort building with a complex, angular roofline. Further right is a sandy beach with gentle waves lapping at the shore. The ocean is a vibrant turquoise color with white foam from the waves.

INVESTOR PRESENTATION

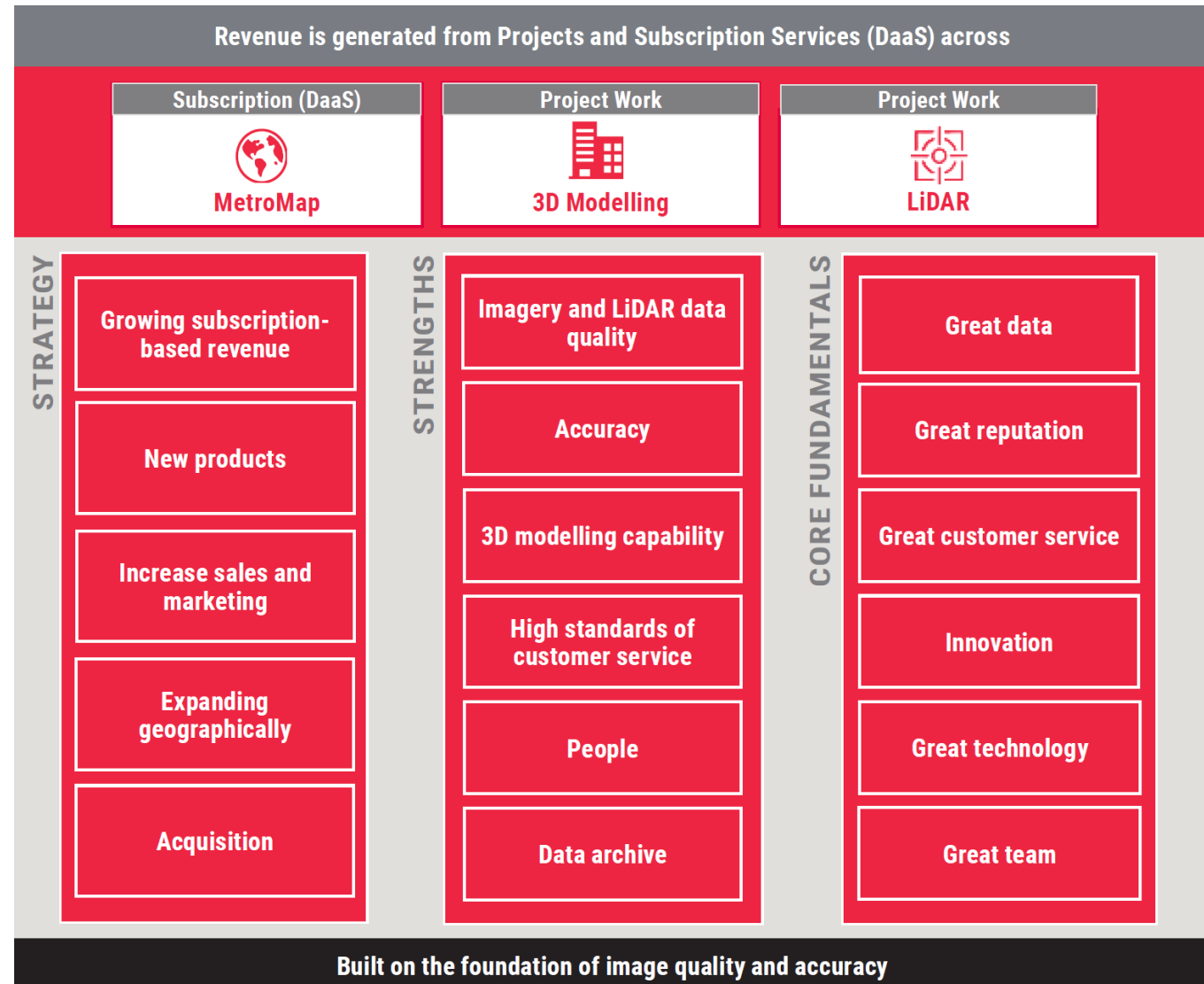
March 2022

SEE YOUR WORLD CLEARLY.

 aerometrex

COMPANY OVERVIEW

- A leading aerial photography and photogrammetry business through our MetroMap subscription service (DaaS), LiDAR and world class 3D modelling
- Established in 1980
- ASX listing December 2019
- 1H FY22 operating revenue - \$11.3 million
- Strong cash position (as at 31 December 2021) - \$12.3 million
- FY22 has seen the business strengthen and broaden capability through new director and management appointments
- Focus for remainder of FY22:
 - Maximising financial performance
 - CEO review of business
 - Ongoing strategy development and plans to grow all product segments
 - Continue to pursue USA growth opportunities
 - Complete BARS certification activities to open up increased market opportunities





Steve Masters, Managing Director and CEO:

- Commenced 14 February 2022 – 25+ years of experience in the infrastructure, energy and resources sectors
- Previously CEO of ElectraNet - a future focussed infrastructure and energy solutions provider which had an asset base in excess of \$3.5B:
 - Achievements have included re-shaping of corporate strategy, significantly growing market opportunities and increasing shareholder value
- Brings strong and wide-ranging commercial and business development skillsets
- Experienced in scaling businesses and large asset acquisition and divestment activities (including M&A)

Focus

- First 100 days – Review of immediate priorities, strategy development and business planning
- Key stakeholders



Donald McGurk, Non-Executive Director:

- Appointed 3 March 2022
- Previously Managing Director and CEO of Codan Ltd (ASX: CDA) where he oversaw significant growth in the company including expansion of its global operations and entry into the ASX200
- Brings extensive experience with the detailed understanding of the broad range of stakeholder issues
- Brings proven experience in leading and growing a global ASX listed business to the benefit of the board and support of the management team
- Appointed to the Remuneration and Nomination Committee

CURRENT GROUP PRIORITIES

Position for the post-COVID world

DRIVE ARR AND CORE REVENUE GROWTH

- Consistent ARR growth
- Embed new Sales team structure and processes
- Convert MetroMap casual subscribers to annual & multi-year contracts
- Win new customers
- Scale business and drive operational efficiencies

INVESTMENT IN PEOPLE AND SYSTEMS

- Enhance skills & capability across Group
- Embed new Management Team structure
- Retain & leverage in-house expertise to drive organic growth
- Delight our customers

PURSUE GROWTH IN NORTH AMERICA

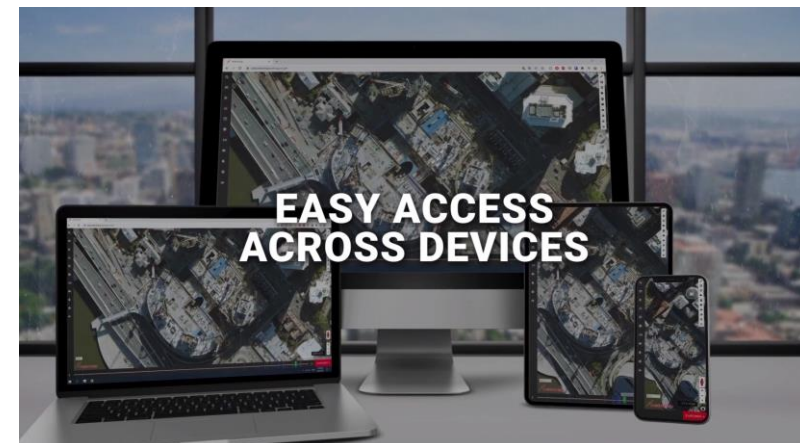
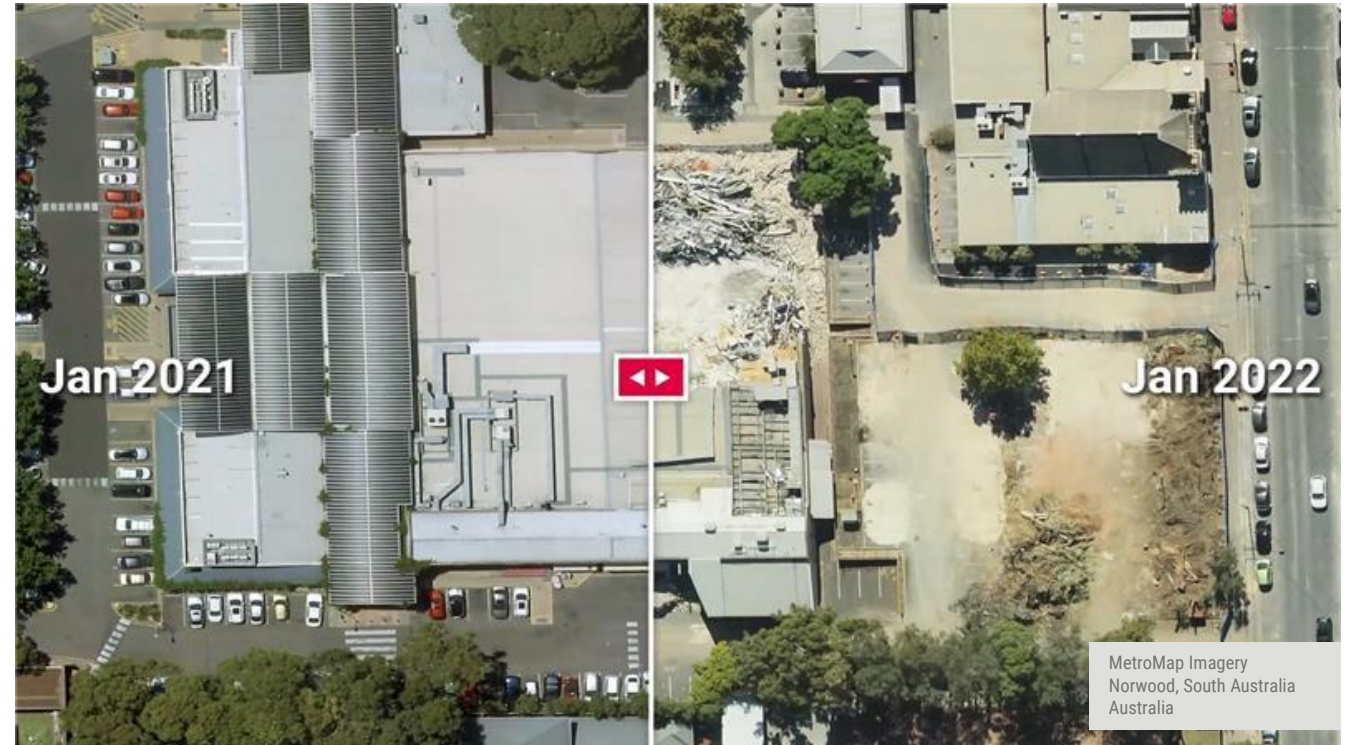
- Review strategy to position for success
- Leverage capabilities to secure new business
- Capitalise on existing and new market opportunities
- Build long-term successful relationships with strategic customers

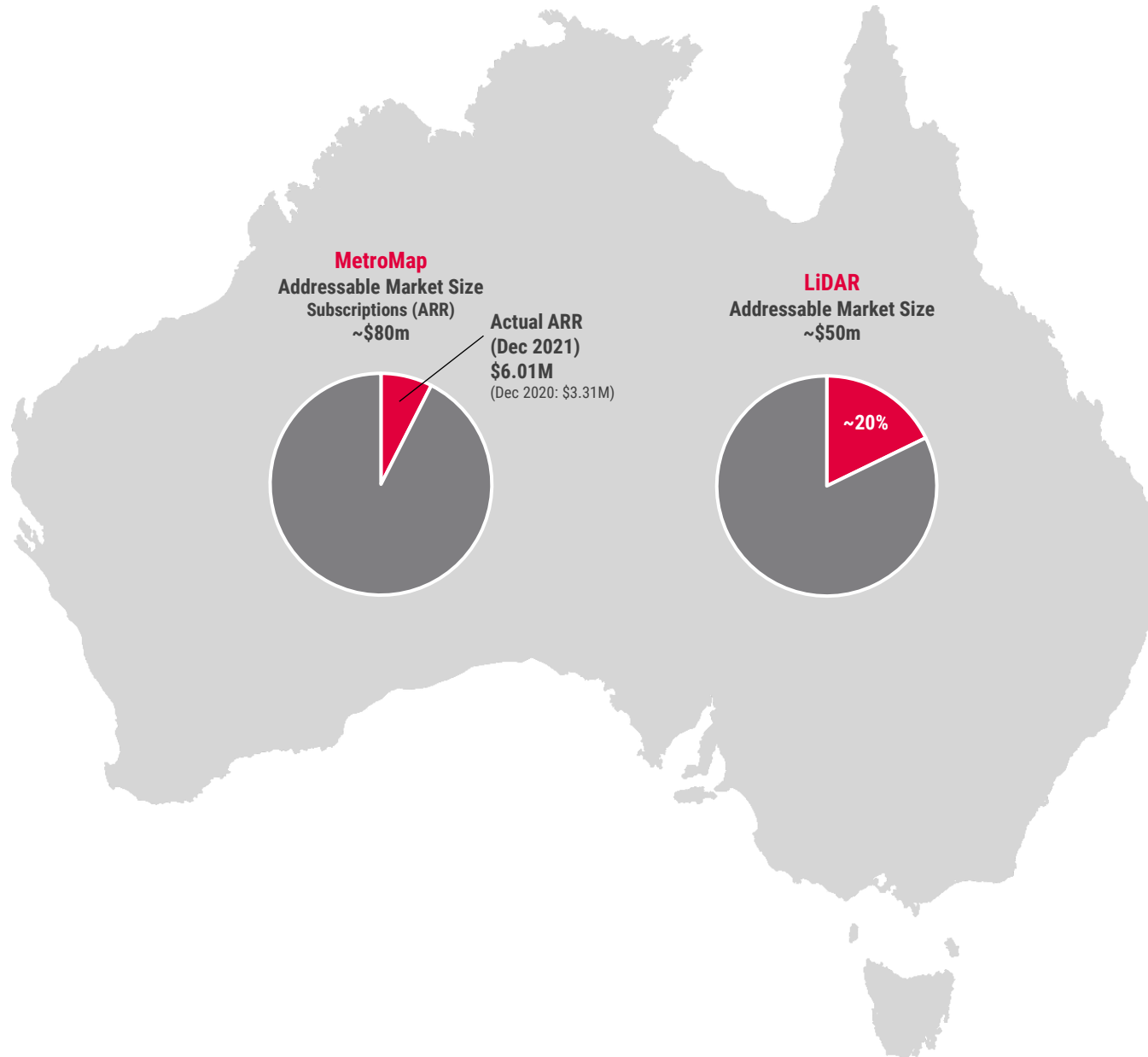
M&A OPPORTUNITIES

- Assess strategically important acquisition opportunities
- Target opportunities that will accelerate or complement key objectives
- Be disciplined

WHY CUSTOMERS VALUE OUR PRODUCTS

- Great quality
- High accuracy
- Amazing customer service
- Flexibility & transparency
- Breadth & depth of product offerings
- Ease of access
- Value for money





3D

Global application with unlimited potential with market in its infancy

Open-ended, international scope

Growing awareness of value



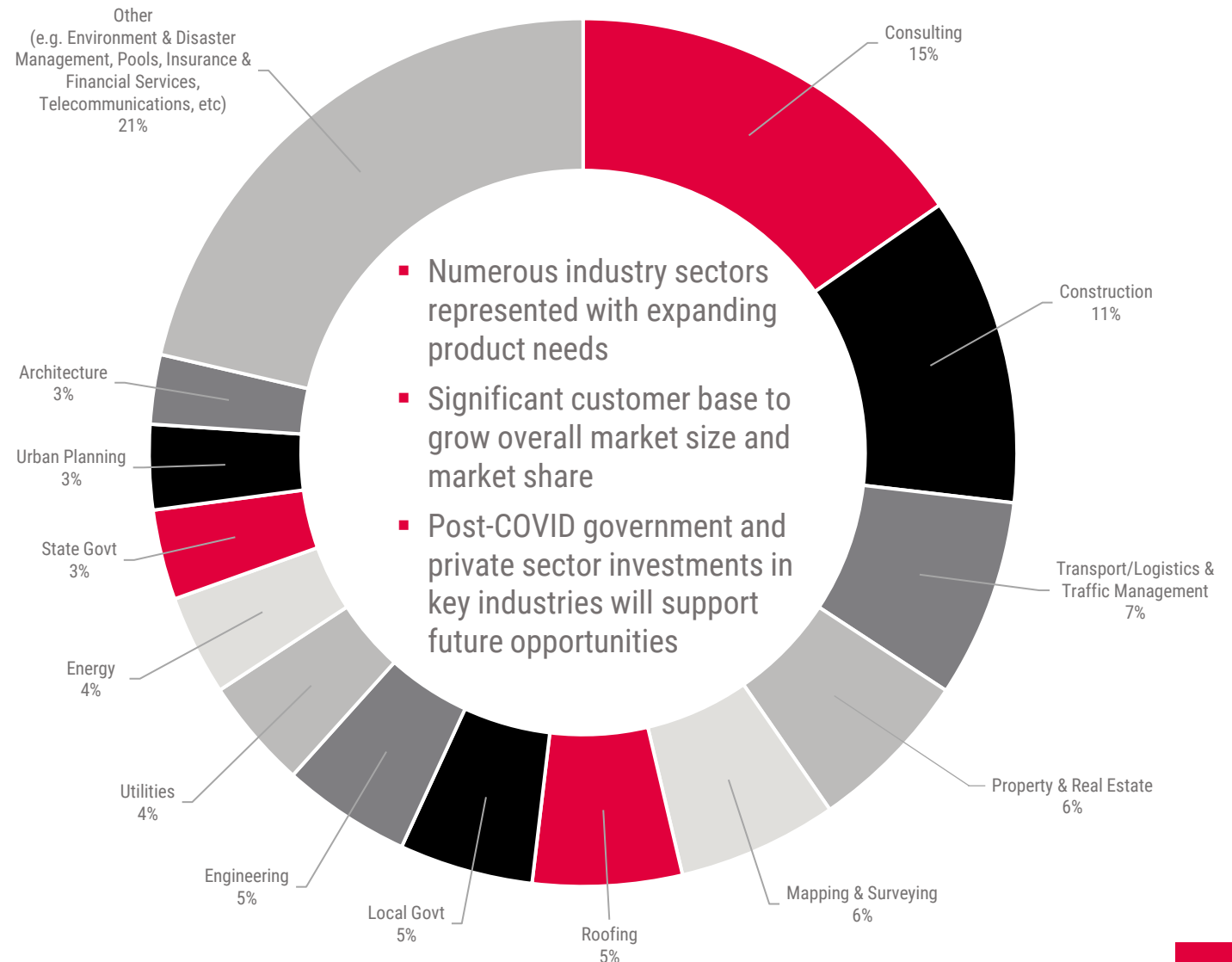
- A large and growing global market that will expand with new customer requirements and new product offerings
- Significant scope to increase market penetration
- Product and geographical diversification balances risk

CUSTOMER PROFILE

MetroMap Subscribers



The Advertiser



REVENUE STREAMS & MAJOR USE CASES

Industries serviced (including but not limited to):

- Architecture, Engineering & Construction
- Energy & Utilities
- Environment & Disaster Management
- Events, Media & Entertainment
- Forestry & Agriculture
- Government
- Insurance & Financial Services
- Natural Resources, Mining & Exploration
- Property & Real Estate
- Telecommunications
- Transport, Logistics & Traffic Management

Subscription



MetroMap

Example of Major Use Cases:

- Accurate and frequent spatial information to assist local councils in urban planning, asset management and community engagement
- 2D and 3D spatial mapping to plan, build and maintain smarter infrastructure
- Integrate accurate base map imagery with other utility databases to aid operations, engineering design, planning and decision support
- Ensure faster, more accurate valuations based on detailed risk assessment of assets
- Showcase property developments by combining the power of visual imagery and data attributes
- Visualise, plan and optimise telecommunication networks using updated 2D & 3D datasets
- Monitor environmental change and disaster management right from planning through to response & recovery

Project Work



LiDAR

Example of Major Use Cases:

- Agricultural irrigation analysis
- Engineering design across projects spanning road, rail, oil & gas pipelines and renewable energy (wind & solar)
- Environmental mapping including floor modelling, catchment analysis
- Bushfire fuel load mapping and property-level Bushfire Attack Level
- Canopy growth and volume analysis across forestry and urban vegetation
- Stockpile analysis, windrow analysis across mining and exploration sites
- Vegetation encroachment mapping along powerlines
- LiDAR-derived products to be transitioned to MetroMap platform



3D

Example of Major Use Cases:

- Provide base 3D models for planning of digital twins and smart city projects
- Improve planning and monitoring of major transport & infrastructure projects from concept to final design using 3D data
- Provide three-dimensional context to critical engineering & construction projects
- Support urban designers, architects, real estate specialists by allowing three-dimensional assessment of new developments
- 3D digitisation to support heritage building conservation as well as larger tourism initiatives
- Virtual films and futuristic gaming with real-world environments using 3D
- Simulation of events e.g. flood in digital twin
- Foundations for emerging metaverse solutions

3D

Growing opportunities in USA

Google

wsp

OMNISCAPE

TRANSMIRA INC

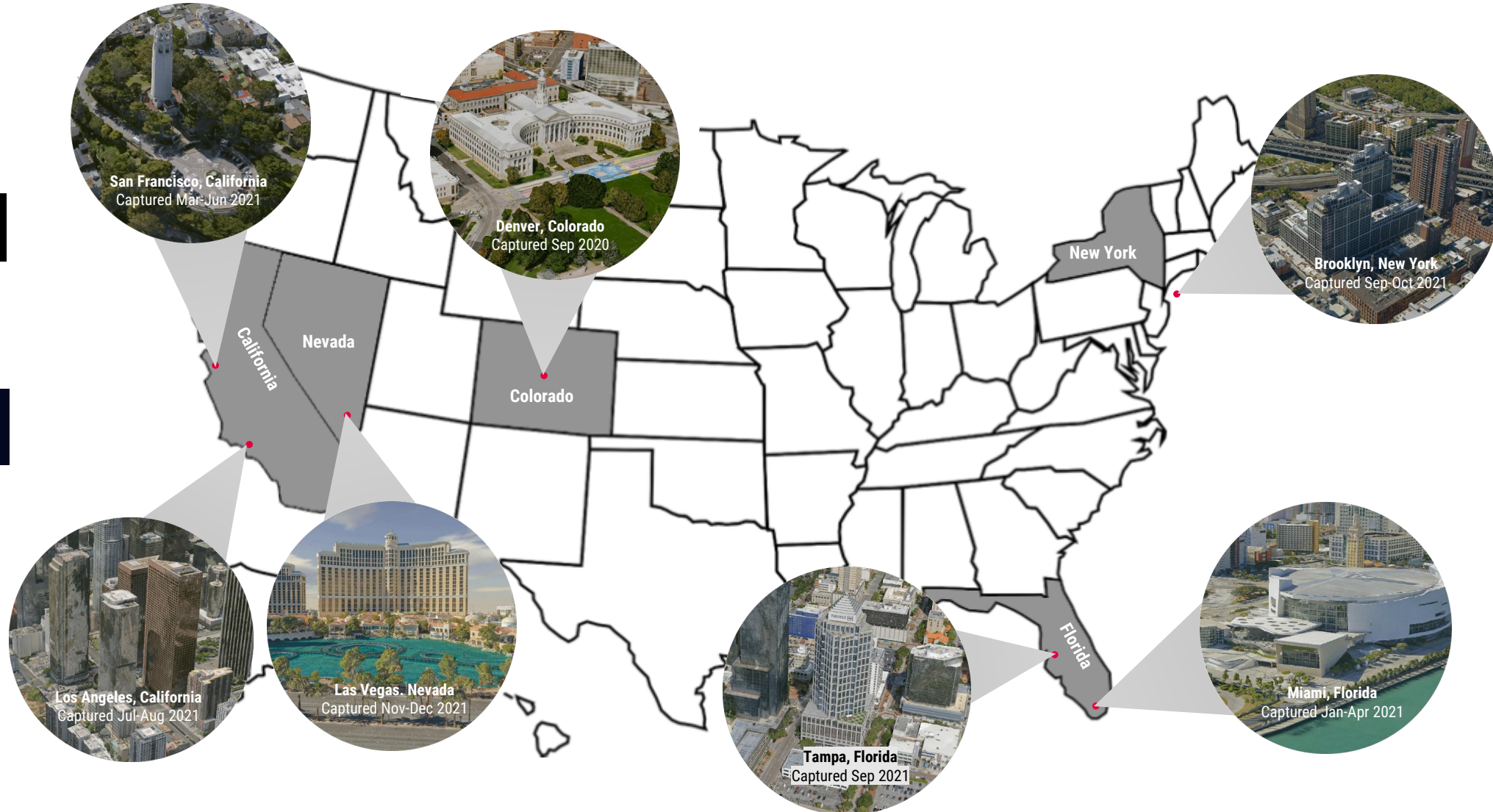
Lunaverse



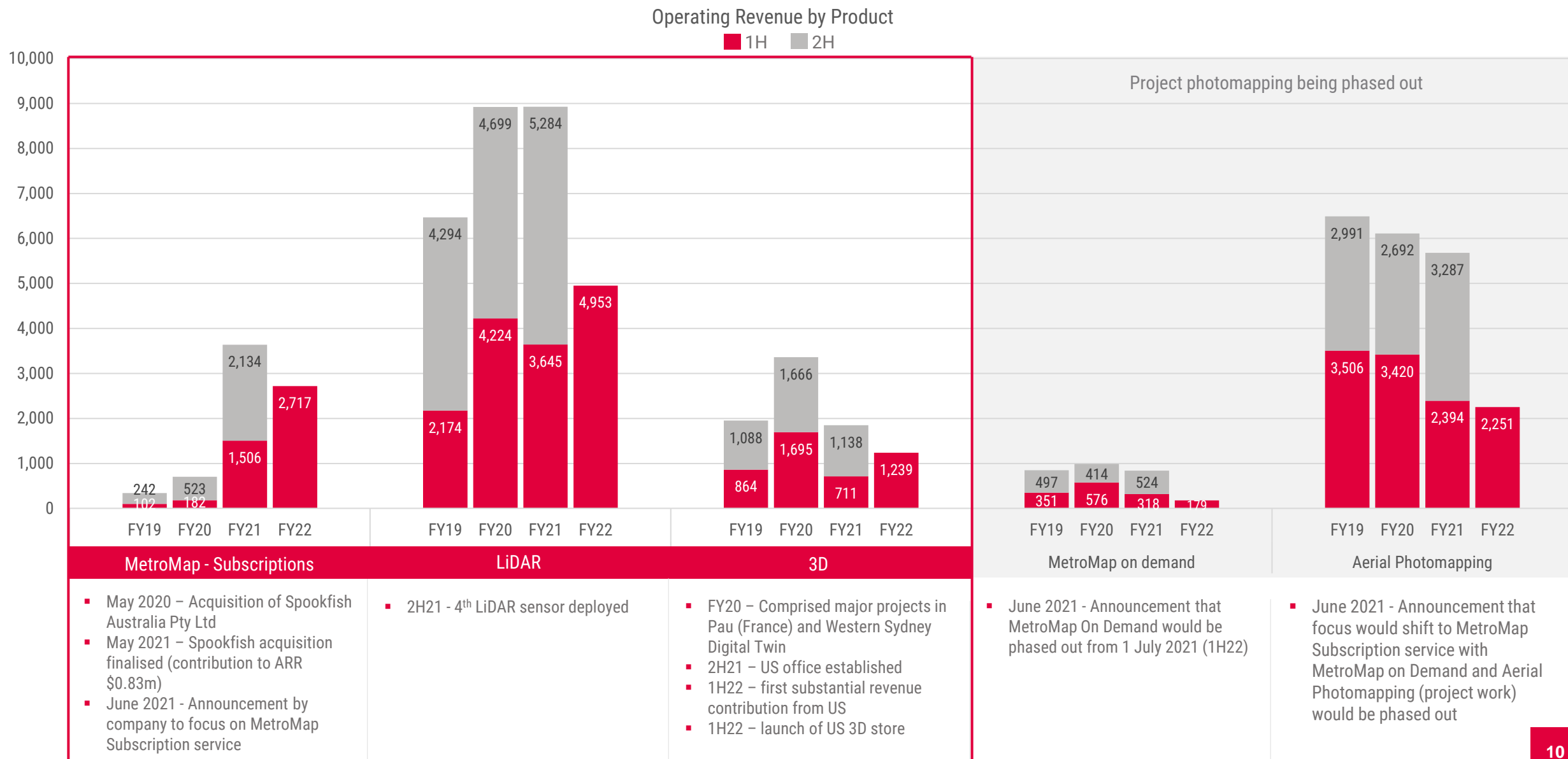
TERRESTRIAL SOFTWARE DEVELOPMENT

LOCKHEED MARTIN

3DCITYSCAPES



TRANSITION FROM PROJECT WORK TO SUBSCRIPTION REVENUE



1H22 SNAPSHOT – RECORD REVENUE AND STRONG ARR GROWTH

Operating Revenue

\$11.3M

▲ 32.2%
(Dec 2020: \$8.6M)

MetroMap Subscription Revenue

\$2.7M

▲ 80.4%
(Dec 2020: \$1.5M)

Annual Recurring Revenue (ARR)

\$6.0M

▲ 81.4%
(Dec 2020: \$3.3M)

Subscription Revenue Contribution

24%

of group revenue
(Dec 2020: 17.6%)

US Revenue – 3D

\$0.6M

(Dec 2020: \$nil)

Group EBITDA (Normalised)

\$0.7M

(Dec 2020: \$0.7M)

Cash flow from Operations

\$1.1M

▲ 148.5%
(Dec 2020: \$0.4M)

Cash balance

\$12.3M

(Jun 2021: \$16.6M)

GROWING CONTRIBUTION FROM SUBSCRIPTION REVENUE

As at 31 December 2021

1H22 Revenue

MetroMap Subscriptions

\$2.72M

(1H21: \$1.51M)

LiDAR

\$4.95M

(1H21: \$3.65M)

3D

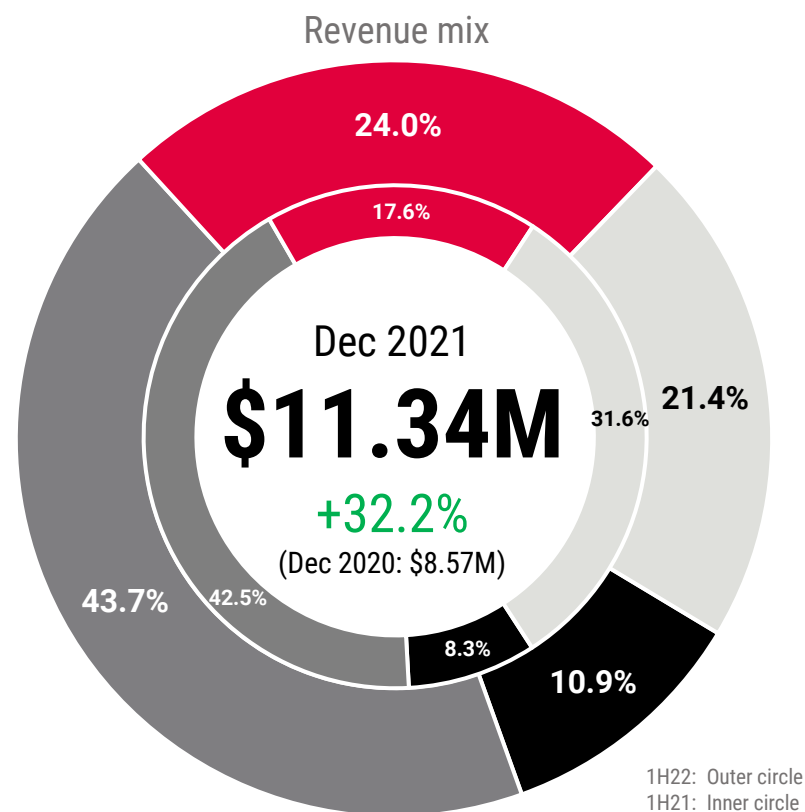
\$1.24M

(1H21: \$0.71M)

Photo contracting /
MM on demand*

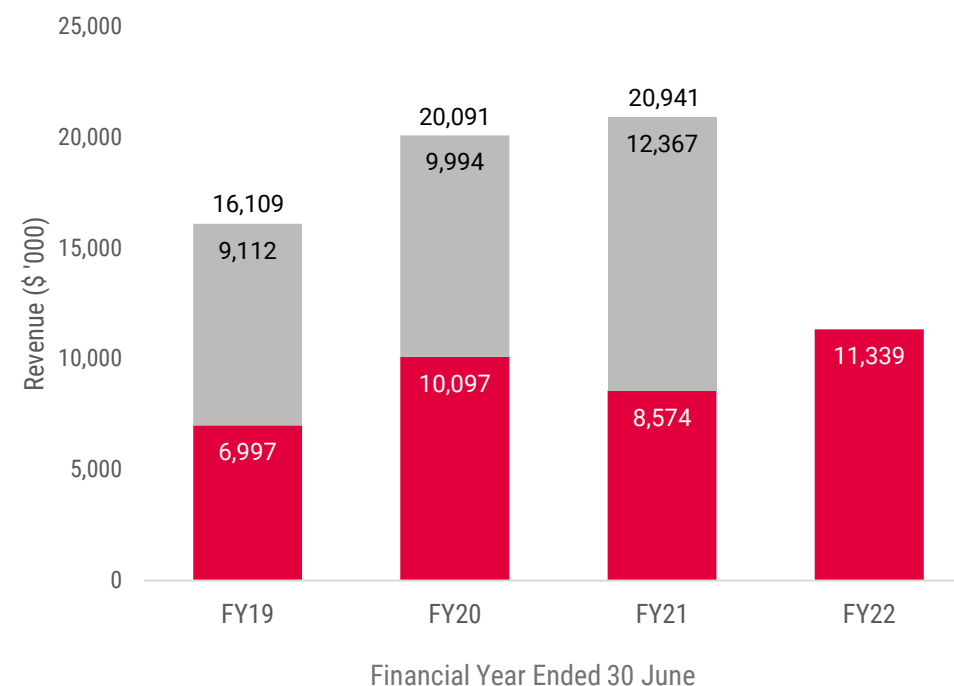
\$2.43M

*being phased out
(1H21: \$2.71M)



Operating Revenue

■ 1H ■ 2H



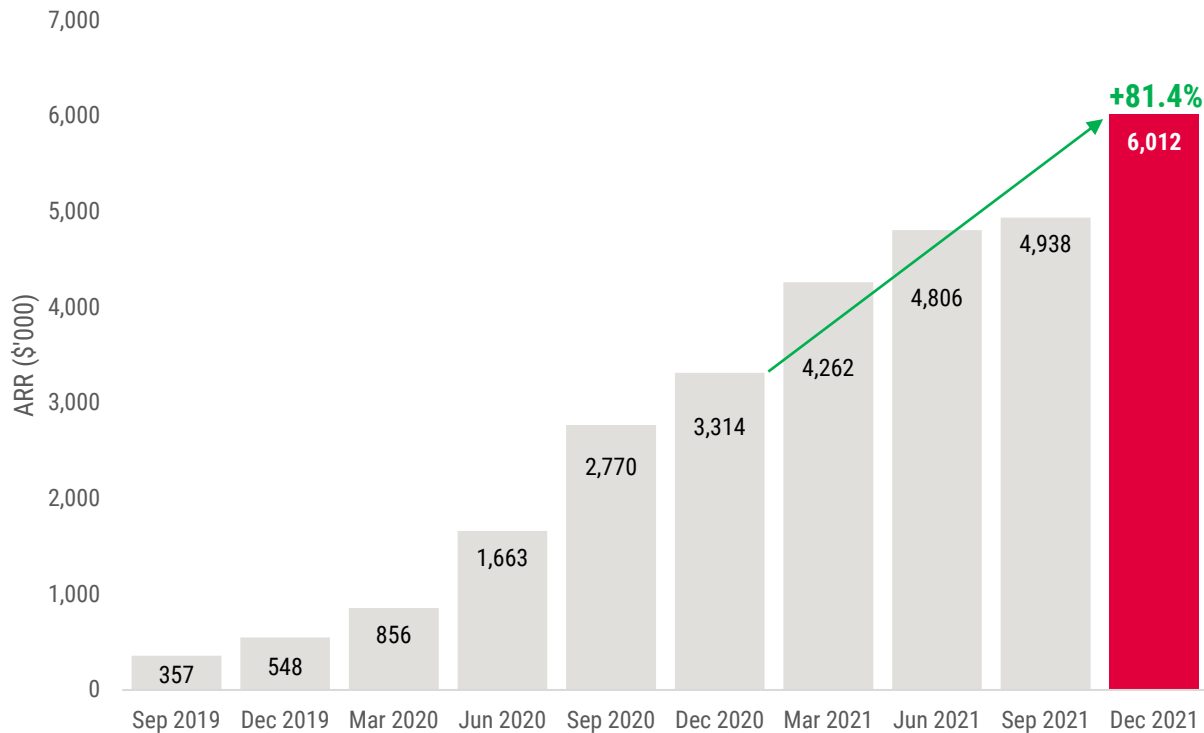
MetroMap ARR Growth

YoY ARR growth of 81%
Half year growth of 25% since June 2021



Annual Recurring Revenue (ARR)

Calculation: Monthly Revenue x12

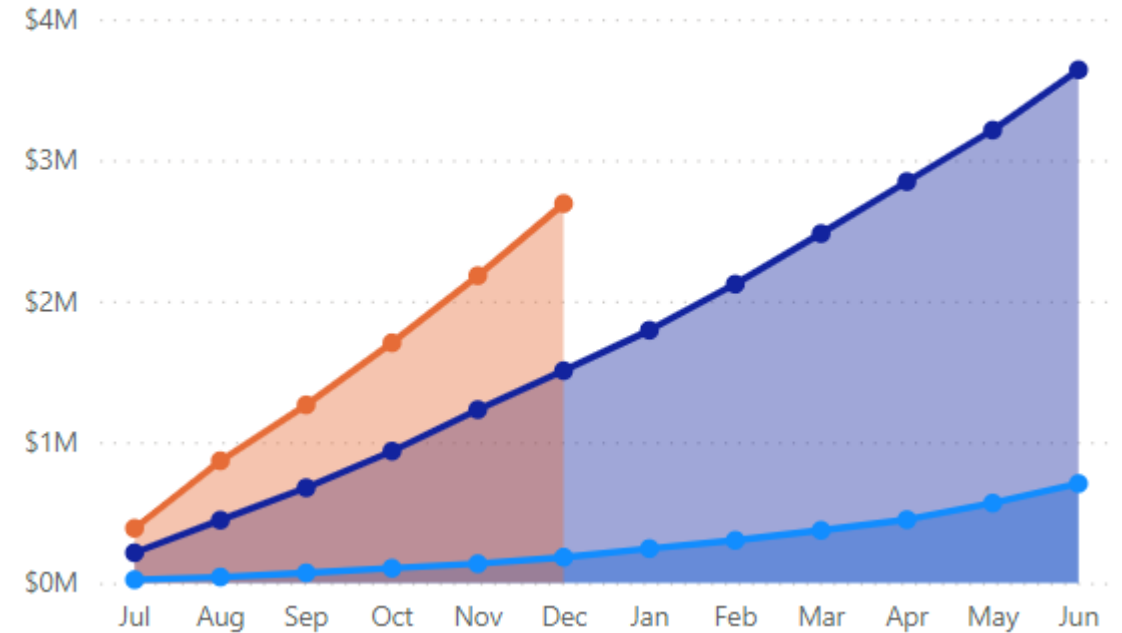


ARR growth driven by:

- Continued take up by SME clients
- Partner programs now contributing \$0.8M or 13.4% of ARR

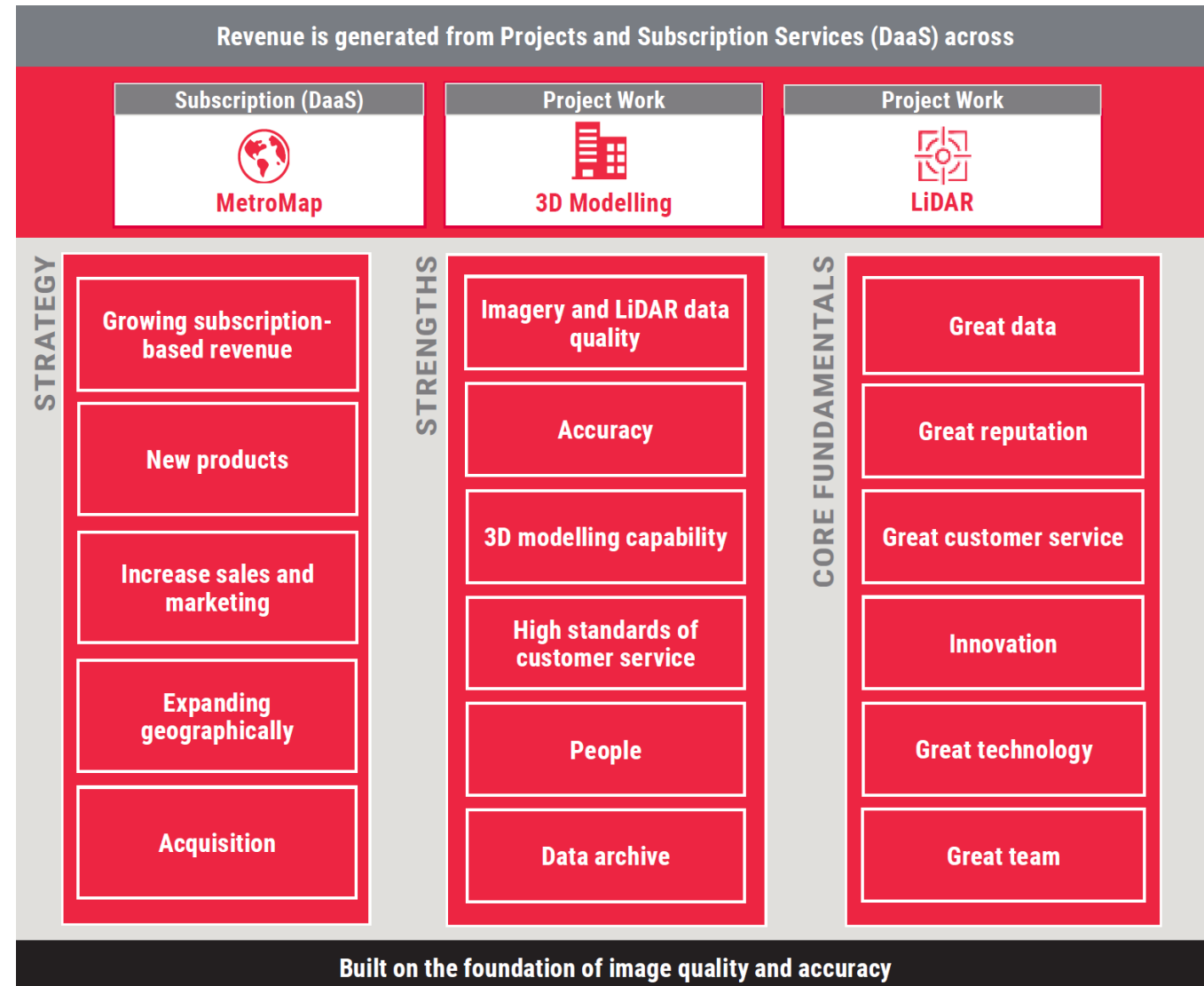
MetroMap Subscription Revenue

Fiscal Year ● FY20 ● FY21 ● FY22



KEY PRIORITIES AND OUTLOOK

- Deliver satisfactory financial performance over multiple time horizons
- Ongoing strategy development and planning to grow all product segments:
 - MetroMap
 - LiDAR
 - 3D
- Continue to develop US strategy to commercialise US 3D opportunities
- Continue to develop and commercialise R&D initiatives:
 - Data analytics, machine learning and artificial intelligence
- Complete BARS certification activities to open up increased market opportunities





Aerometrex 3D model
The Dancer Statues /
Denver Performing Art Complex
Denver, Colorado
USA

Board Members



Mark Lindh
Chair of the Board

Appointed: May 2019
(Chair: October 2019)



Matthew White
Non-Executive Director

Appointed: September 2011



Peter Foster
Non-Executive Director

Appointed: October 2019



Donald McGurk
Non-Executive Director

Appointed: March 2022



Steve Masters
Chief Executive Officer
Managing Director

Appointed: February 2022



David Byrne
Chief Operating Officer
Executive Director

Appointed: October 2011

Executive Team



Chris Mahar
Chief Financial Officer

Appointed: October 2019



Alex Sinclair
Chief Revenue Officer

Appointed: June 2021



Tisham Dhar
Chief Information Officer

Appointed: August 2021

MetroMap is Aerometrex's subscription-based product offering that supplies Data as a Service (DaaS). Ranging from 2D imagery to 3D off-the-shelf city models and a range of LiDAR and imagery-derived datasets, MetroMap is the future of accurate geospatial data, accessible by everyone from large corporates, government departments, SMEs and individuals.

Key Products:

- 2D aerial imagery subscription plans
- Building and Cadastre-level feature layers
- Near-infrared imagery (NIR)
- 3D off-the-shelf city models
- LiDAR-derived hill shade DSMs
- Classified LiDAR point cloud datasets

Industries Serviced (including but not limited to):

- Architecture, Engineering & Construction
- Energy & Utilities
- Environment & Disaster Management
- Events, Media & Entertainment
- Forestry & Agriculture
- Government
- Insurance & Financial Services
- Natural Resources, Mining & Exploration
- Property & Real Estate
- Telecommunications
- Transport, Logistics & Traffic Management

Examples of Major Use Cases:

- Accurate and frequent spatial information to assist local councils in urban planning, asset management and community engagement
- 2D and 3D spatial mapping to plan, build and maintain smarter infrastructure
- Integrate accurate base map imagery with other utility databases to aid operations, engineering design, planning and decision support
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- Showcase property developments by combining the power of visual imagery and data attributes
- Visualise, plan and optimise telecommunication networks using updated 2D & 3D datasets
- Monitor environmental change and disaster management right from planning through to response & recovery

Addressable Market Size
~\$80 million + per annum
in Australia

MetroMap aerial imagery
Harvey Bay
Queensland
Australia

Light Detection and Ranging (LiDAR) is an advanced aerial surveying technique which utilizes active laser pulses (up to 2 million laser pulses per second) generated by the sensor to measure the distance of the aircraft to the ground. As the position of the aircraft is determined by GPS, the shape of the terrain including above ground features can be modelled. This survey technology and the information derived from it has become a critical asset for numerous planning & monitoring purposes, even more so when combined with imagery.

Industries Serviced (including but not limited to):

- Architecture, Engineering & Construction
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- Environment & Disaster Management
- Forestry & Agriculture
- Government
- Insurance & Financial Services
- Natural Resources, Mining & Exploration
- Property & Real Estate
- Telecommunications
- Transport, Logistics & Traffic Management

Key Products:

- LiDAR 3D Point Clouds
- Elevation Surface Products
- Vegetation Surface Products
- Urban Vegetation Suite
- Bushfire Attack Level
- Vector Line Products
- Mine Windrow Analysis

Examples of Major Use Cases:

- Agricultural irrigation analysis
- Engineering design across projects spanning road, rail, oil & gas pipelines, renewable energy (wind & solar)
- Environmental mapping including flood modelling, catchment analysis, bushfire fuel load mapping
- Canopy growth and volume analysis across forestry and urban vegetation
- Stockpile analysis, windrow analysis across mining and exploration sites
- Vegetation encroachment mapping along powerlines

Addressable Market Size
~\$50 million per annum
in Australia

AMX LiDAR Point Cloud
Belair National Park
South Australia
Australia

Our world-leading 3D modelling service offers multiscale models captured via a combination of platforms - aircraft, helicopter and ground level. These offer extremely high resolutions ranging from 7.5cm to under 1cm. With the additional dimension, our 3D models promise greater context and the ability to derive more features & insights via classification.

Key Products:

- 3D Mesh Models of urban, rural and natural environments
- 3D Semantic Level of Detail (LOD) Models
- Artificial intelligence and machine learning enabled value-added products such as Classified 3D mesh and feature capture
- 3D visualisation products for audio-visual, gaming, and virtual or augmented reality

Industries Serviced (including but not limited to):

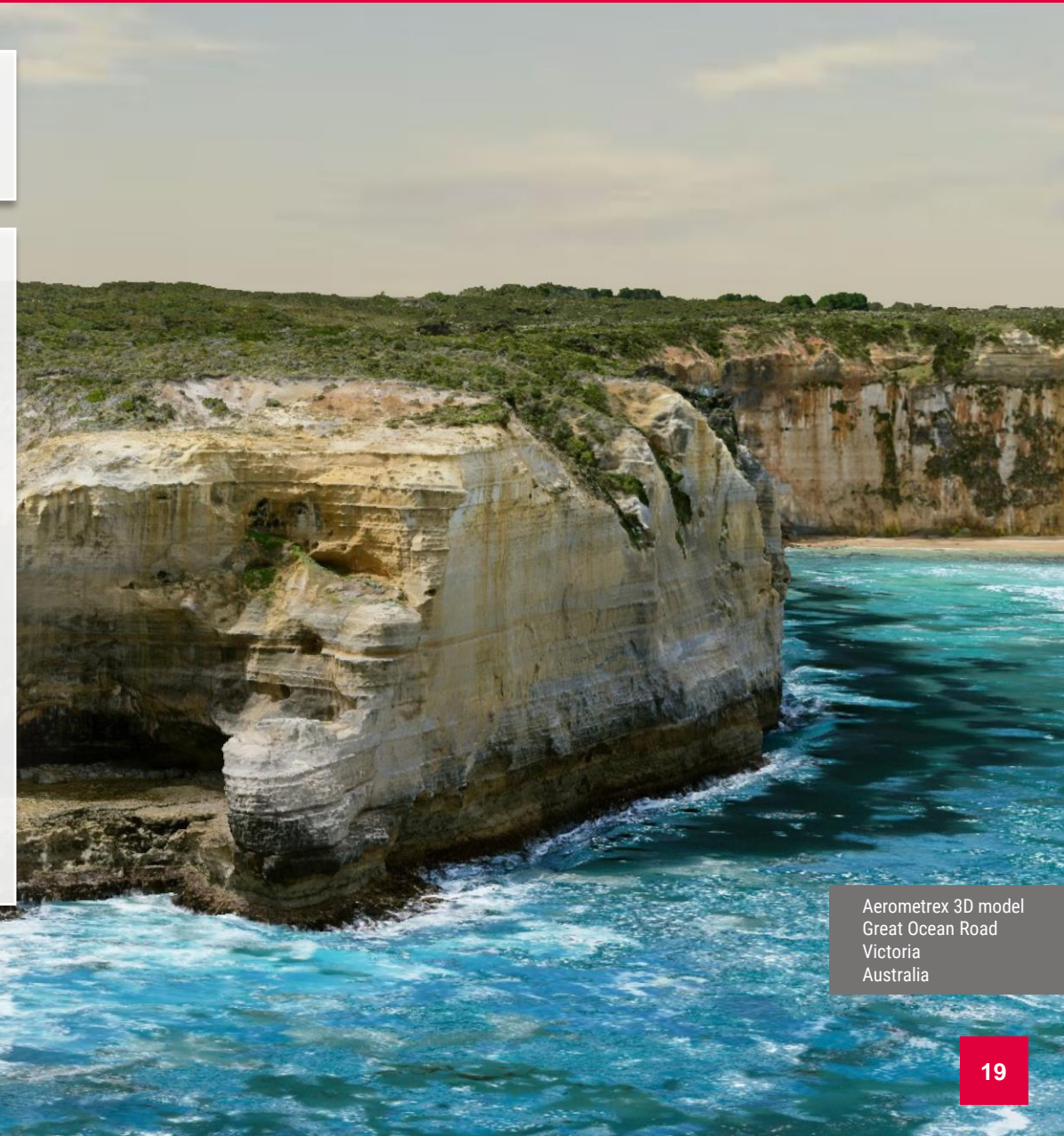
- Architecture, Engineering & Construction
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Examples of Major Use Cases:

- Provide base 3D models for planning of digital twins and smart city projects
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- Virtual films and futuristic gaming with real-world environments using 3D
- Simulation of events e.g., flood in digital twin
- Foundations for emerging metaverse solutions

Addressable Market Size

Open-ended, international scope
Growing awareness of value



Aerometrex 3D model
Great Ocean Road
Victoria
Australia

APPENDIX 2 - FINANCIAL INFORMATION



Aerometrex 3D model
Coit Tower, Telegraph Hill
San Francisco, California
USA

FINANCIAL RESULTS OVERVIEW

- Total revenue **up +32.2%** to \$11.34M
- MetroMap subscription revenue **up +80.4%** to \$2.72M
- Subscription revenue **contributing 24.0% of group revenue** up from 17.6% on PCP
- US 3D revenue of \$0.62M contributing to **growth in 3D of 74.3%** to \$1.24M
- Strong growth in LIDAR **up +35.9%** to \$4.95M

Continuing to invest to drive future growth

- Investment in strengthening of business fundamentals to scale for growth including senior appointments of CRO, CIO and investment in systems and processes
- Cash flow from operations reinvested into datasets, IT and sensors
- Cash position supports growth initiatives with \$12.27M in the bank and undrawn debt facilities available

	Dec 2021 \$'000	Dec 2020 \$'000	Change \$'000	Change %
Subscription Revenue - MetroMap	2,717	1,506	1,211	80.4%
Project Revenue				
3D	1,239	711	528	74.3%
LiDAR	4,953	3,645	1,308	35.9%
Photo contracting	2,251	2,394	(143)	(6.0%)
MetroMap - on demand	179	318	(139)	(43.7%)
Project Revenue	8,622	7,068	1,554	22.0%
Total operating revenue	11,339	8,574	2,765	32.2%
EBITDA	524	(144)	668	463.9%
EBITDA (normalised) ¹	652	696	(44)	(6.3%)
Cashflow from operating activities	1,076	433	643	148.5%
Cashflow used in investing activities	(4,959)	(6,191)	1,232	19.9%
Free cashflow	(3,883)	(5,758)	1,875	32.6%
Financial Position				
Cash on hand	12,270	16,280	(4,010)	(24.6%)
Contract liabilities (deferred income / income in advance)	2,657	1,962	695	35.4%

¹ Relates to share based payments

SEGMENT FINANCIAL RESULTS

Region	Australia Dec 2021 \$'000	US Dec 2021 \$'000	Total Dec 2021 \$'000	Australia Dec 2020 \$'000	US Dec 2020 \$'000	Total Dec 2020 \$'000
Revenue	10,719	620	11,339	8,574	-	8,574
Other income	-	-	-	171	8	179
Total revenue and other income	10,719	620	11,339	8,745	8	8,753
Aircraft and project processing costs	(3,074)	(98)	(3,172)	(1,809)	(5)	(1,814)
Employee benefits expense	(4,566)	(267)	(4,833)	(4,052)	(325)	(4,377)
Share based payments	(128)	-	(128)	(840)	-	(840)
Other expenses	(2,299)	(383)	(2,682)	(1,613)	(253)	(1,866)
EBITDA	652	(128)	524	431	(575)	(144)
Depreciation of property, plant and equipment	(1,364)	(17)	(1,381)	(1,283)	(7)	(1,290)
Amortisation of intangible assets	(2,627)	(112)	(2,739)	(2,013)	-	(2,013)
Finance costs	(49)	-	(49)	(43)	-	(43)
Finance income	15	-	15	56	-	56
(Loss) before income tax	(3,373)	(257)	(3,630)	(2,852)	(582)	(3,434)
Income tax expense ¹	816	-	816	399	145	544
(Loss) for the year after income tax	(2,557)	(257)	(2,814)	(2,453)	(437)	(2,890)
EBITDA	652	(128)	524	431	(575)	(144)
Items not in the ordinary course of operations:						
Share based payments	128	-	128	840	-	840
Normalised EBITDA	780	(128)	652	1,271	(575)	696

Geographical Segments:

- Growth in AU revenue driven by MetroMap subscription growth and LiDAR
- First substantial revenue contribution from the US operations
- Aircraft & processing costs impacted by COVID-19 contributing some of the increase in costs for aviation charter to enable mobilisation from other states to capture work, field crew out in the field longer to combat border movement, associated cost increases reflecting increase in revenue (e.g., use of subcontractors and survey costs related to LiDAR)
- Employee benefit expense includes the appointment of two senior positions – CRO (June 2021) and CIO (Aug 2021) to further strengthen the business for growth
- Shared based payments relate to options issued to staff following the IPO to align interests with shareholders – this is accounting for the second year of vesting
- Growth in amortisation reflects ongoing investment into datasets for MetroMap and US 3D models

¹ Income tax benefit for US tax losses has not been recognised for half year ended 31 December 2021.
Tax benefit recognised for half year ended 31 December 2020 was subsequently reversed out at 30 June 2021.

PROFIT OR LOSS STATEMENT AND EBITDA RECONCILIATION

Consolidated Statement of Profit or Loss	Dec 2021 \$'000	Dec 2020 \$'000
Revenue	11,339	8,574
Other income	-	179
Total revenue and other income	11,339	8,753
Aircraft and project processing costs	(3,172)	(1,814)
Employee benefits expense	(4,833)	(4,377)
Share based payments	(128)	(840)
Depreciation of property, plant and equipment	(1,381)	(1,290)
Amortisation of intangible assets	(2,739)	(2,013)
Advertising and marketing	(408)	(323)
Consulting and professional services	(643)	(337)
IT and telecommunications	(481)	(339)
Occupancy	(65)	(164)
Travel and accommodation	(182)	(4)
Other expenses	(903)	(659)
Finance costs	(49)	(43)
Finance income	15	56
(Loss) before income tax	(3,630)	(3,434)
Income tax (expense) / benefit	816	544
(Loss) for the year after income tax	(2,814)	(2,890)

Proforma EBITDA Calculation	Dec 2021 \$'000	Dec 2020 \$'000
(Loss) before income tax	(3,630)	(3,434)
Addback finance costs	49	43
Less interest income	(15)	(56)
Addback depreciation	1,381	1,290
Addback amortisation	2,739	2,013
EBITDA	524	(144)
Addback shared based payments	128	840
EBITDA (normalised)	652	696

GEOGRAPHIC SEGMENTS

Region	Australia Dec 2021 \$'000	US Dec 2021 \$'000	Total Dec 2021 \$'000	Australia Dec 2020 \$'000	US Dec 2020 \$'000	Total Dec 2020 \$'000
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Share based payments	(128)	-	(128)	(840)	-	(840)
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Amortisation of intangible assets	(2,627)	(112)	(2,739)	(2,013)	-	(2,013)
Advertising and marketing	(354)	(54)	(408)	(285)	(38)	(323)
Consulting and professional services	(530)	(113)	(643)	(217)	(120)	(337)
IT and telecommunications	(479)	(2)	(481)	(377)	(2)	(379)
Occupancy	(63)	(2)	(65)	(145)	(19)	(164)
Travel and accommodation	(41)	(141)	(182)	2	(6)	(4)
Other expenses	(832)	(71)	(903)	(591)	(68)	(659)
Finance costs	(49)	-	(49)	(43)	-	(43)
Finance income	15	-	15	56	-	56
(Loss) before income tax	(3,373)	(257)	(3,630)	(2,852)	(582)	(3,434)
Income tax benefit ¹	816	-	816	399	145	544
(Loss) for the period after income tax	(2,557)	(257)	(2,814)	(2,453)	(437)	(2,890)

¹ Income tax benefit for US tax losses has not been recognised for half year ended 31 December 2021.
Tax benefit recognised for half year ended 31 December 2020 was subsequently reversed out at 30 June 2021.

STATEMENT OF FINANCIAL POSITION

	Dec 2021 \$'000	Jun 2021 \$'000
Assets		
Current		
Cash and cash equivalents	12,270	16,553
Trade and other receivables	1,674	2,965
Contract assets	1,181	719
Current tax assets	980	262
Other assets	718	878
Non-current assets held for sale	2,897	-
Total current assets	19,720	21,377
Non-current		
Property, plant and equipment	13,942	16,729
Intangibles	8,225	8,125
Deferred tax assets	3,250	2,536
Total non-current assets	25,417	27,390
Total assets	45,137	48,767
Liabilities		
Current		
Trade and other payables	2,197	2,655
Contract liabilities	2,657	2,794
Other financial liabilities	294	631
Lease liabilities	83	54
Employee benefits	1,711	1,601
Other liabilities	-	629
Liabilities directly associated with assets classified as held for sale	1,689	-
Total current liabilities	8,631	8,364

	Dec 2021 \$'000	Jun 2021 \$'000
Non-current		
Other financial liabilities	707	2,437
Lease liabilities	467	518
Employee benefits	126	133
Deferred tax liabilities	3,171	2,618
Total non-current liabilities	4,471	5,706
Total liabilities	13,102	14,070
Net assets	32,035	34,697
Equity		
Equity attributable to owners of the parent:		
Share capital	32,892	32,892
Share based payment reserve	1,760	1,820
Other reserves	(68)	(92)
Retained earnings	(2,938)	(293)
Total attributable to owners of the parent	31,646	34,327
Non-controlling interest	389	370
Total equity	32,035	34,697

STATEMENT OF CASH FLOWS

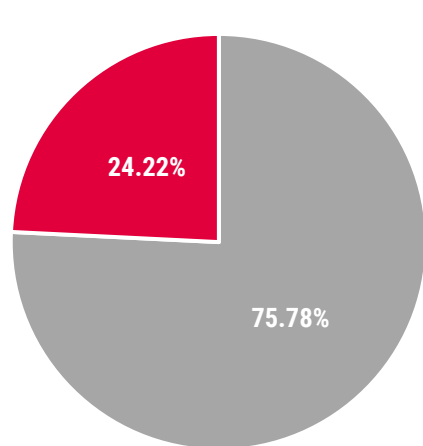
	Dec 2021 \$'000	Dec 2020 \$'000
Operating activities		
Receipts from customers	13,109	10,012
Payments to suppliers and employees	(11,936)	(9,471)
Income taxes paid	(63)	(121)
Interest received	15	56
Interest paid	(49)	(43)
Net cash generated from operating activities	1,076	433
Investing activities		
Payments for property, plant and equipment	(1,491)	(3,886)
Payments for intangible assets	(2,839)	(2,305)
Payments for acquisitions ¹	(629)	-
Net cash generated used in investing activities	(4,959)	(6,191)
Financing activities		
Repayment of borrowings	(378)	(201)
Repayment of lease liabilities	(22)	-
Net cash generated from financing activities	(400)	(201)
Net increase/(decrease) in cash and cash equivalents	(4,283)	(5,959)
Cash and cash equivalents at the beginning of the period	16,553	22,239
Cash and cash equivalents at the end of the period	12,270	16,280

¹ Final payment for Spookfish acquisition

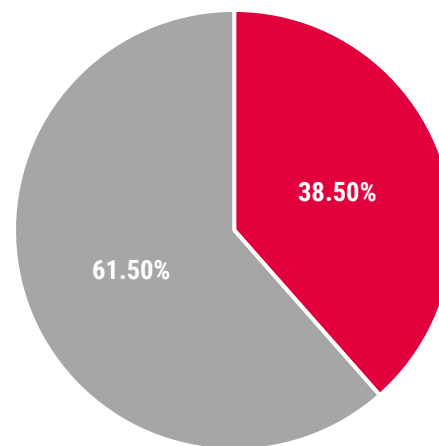
REGISTRY AS AT 22 MARCH 2022

Range	Total holders	Units	% Units
1 - 1,000	581	377,814	0.40
1,001 – 5,000	1,121	3,164,377	3.35
5,001 – 10,000	480	3,831,373	4.06
10,001 – 100,000	441	11,790,425	12.49
100,000 Over	42	75,236,011	79.70
Rounding			0.00
Total	2,665	94,400,000	100.00
Unmarketable Parcels			
	Minimum Parcel Size	Holders	Units
Minimum \$500.00 parcel at \$0.5000 per unit	1,000	453	249,814

Enterprise Value	
Market Capitalisation – 22 Mar 2022	\$51.0M
Cash on Hand – 31 Dec 2021	\$12.3M
Debt – 31 Dec 2021	\$2.7M
Enterprise Value – 22 Mar 2022	\$41.4M



- Top 20 shareholders
- Remaining 2645 shareholders



- Directors, Management and staff
- Institutional & Retail Investors

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CONTACT INFORMATION

Aerometrex Ltd

51-53 Glynburn Road
Glynde SA 5070

Corporate

Chris Mahar

Chief Financial Officer

+61 8 8362 9911

investorrelations@aerometrex.com.au

www.aerometrex.com.au

www.metromap.com.au

This presentation has been approved by the Board of Aerometrex.