

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 AGM presentation. The background shows various skyscrapers and buildings, with a prominent circular structure in the center.

AEROMETREX AGM PRESENTATION

29 NOVEMBER 2022

 aerometrex

SEE YOUR WORLD CLEARLY

An aerial photograph of a boat's wake in turquoise water. The wake is a white, frothy trail that curves and then straightens out towards the right. The water is a vibrant greenish-blue, and there are numerous dark, irregular spots scattered across the surface, possibly representing rocks or sandbars. The overall scene is captured from a high angle, looking down at the water.

CHAIRMAN'S ADDRESS

MARK LINDH

MANAGING DIRECTOR'S ADDRESS

STEVE MASTERS

*Aerometrex 3D model in Unreal Engine
Ferry Building, San Francisco, USA*

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In FY22, the company further strengthened its three core product lines of MetroMap (DaaS), 3D & LiDAR while completing historical project aerial photomapping work following the decision to cease this product line in June 2021. While the impacts of COVID-19 still lingered in the economy & the community, the business was able to deliver strong results.

Key Initiatives	Highlight
Revenue Growth	<ul style="list-style-type: none"> ▪ Operating revenue up 19.5% from \$20.94m to \$25.03m ▪ EBITDA up 168.9% from \$2.86m to \$7.70m ▪ EBITDA on a normalised basis up 21.6% from \$4.20m to \$5.10m ▪ Completed single largest off-the-shelf dataset sale in the company's history of \$2.59m ▪ Realisation of non-core assets through the sale of the company's headquarters
Expansion of MetroMap Customer Base & ARR	<ul style="list-style-type: none"> ▪ Subscription revenue up 60.9% to \$5.86m ▪ Annual Recurring Revenue (ARR) up 42.4% to \$6.84m
Growth of US 3D Data Sales & Model Catalogue	<ul style="list-style-type: none"> ▪ US 3D business contributed first significant revenue of \$0.90m ▪ Expansion of US 3D catalogue – now covering areas across nine major cities
Launch of value-add LiDAR-derived solutions	<ul style="list-style-type: none"> ▪ Commercialisation of targeted vegetation mapping solution for urban greening initiatives ▪ Increased focus on climate resilience & emergency management (flood, bushfire, renewables)
Focus on People & Safety	<ul style="list-style-type: none"> ▪ Safely navigated COVID-19 – employee welfare & managing minimal business disruptions ▪ Completed BARS accreditation further lifting aviation safety standards

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)

SUPPORTING EXTERNAL RESEARCH & COMMUNITY INITIATIVES

Research Projects

9

Student Projects

4

Bids For Proposal Funding

1

Peer Reviewed Publications

2

APSEA-VIC Award

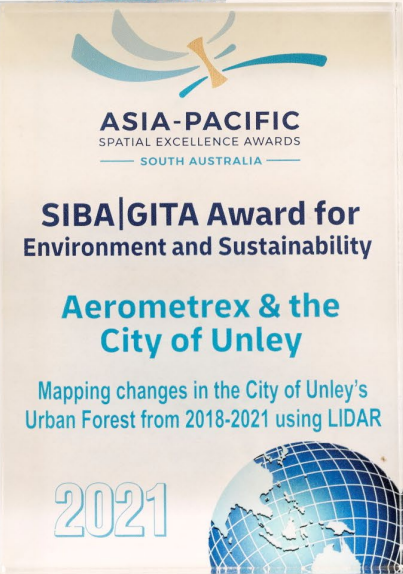
Innovation
Medium to Large
Business

APSEA-SA Award

Technical
Excellence

APSEA-SA Award

Environment &
Sustainability



APSEA: Asia Pacific Spatial Excellence Awards

“Build profitable & sustainable value for our shareholders across all product lines”

THE OPPORTUNITY

Global 3D

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

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

- 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

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

Key Updates

- Increasing interest in 3D for augmented/virtual reality
- Collaborating with leading game engine & 3D software companies to promote Aerometrex 3D data
- Growing pipeline of US opportunities through seconded team



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Position MetroMap to redefine industry standards & generate profitable outcomes

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Key Updates

- Developing insights & feature layers for property-level analytics
- Continuing development of platform features & capabilities
- Return to pre-COVID aviation traffic and continuing poor weather impacting operational efficiency



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

Key Updates

- 5th sensor preparing for deployment in 2H, to capitalise on existing opportunities
- Continued growth in work on books to \$4.2M as on 31 Oct 2022



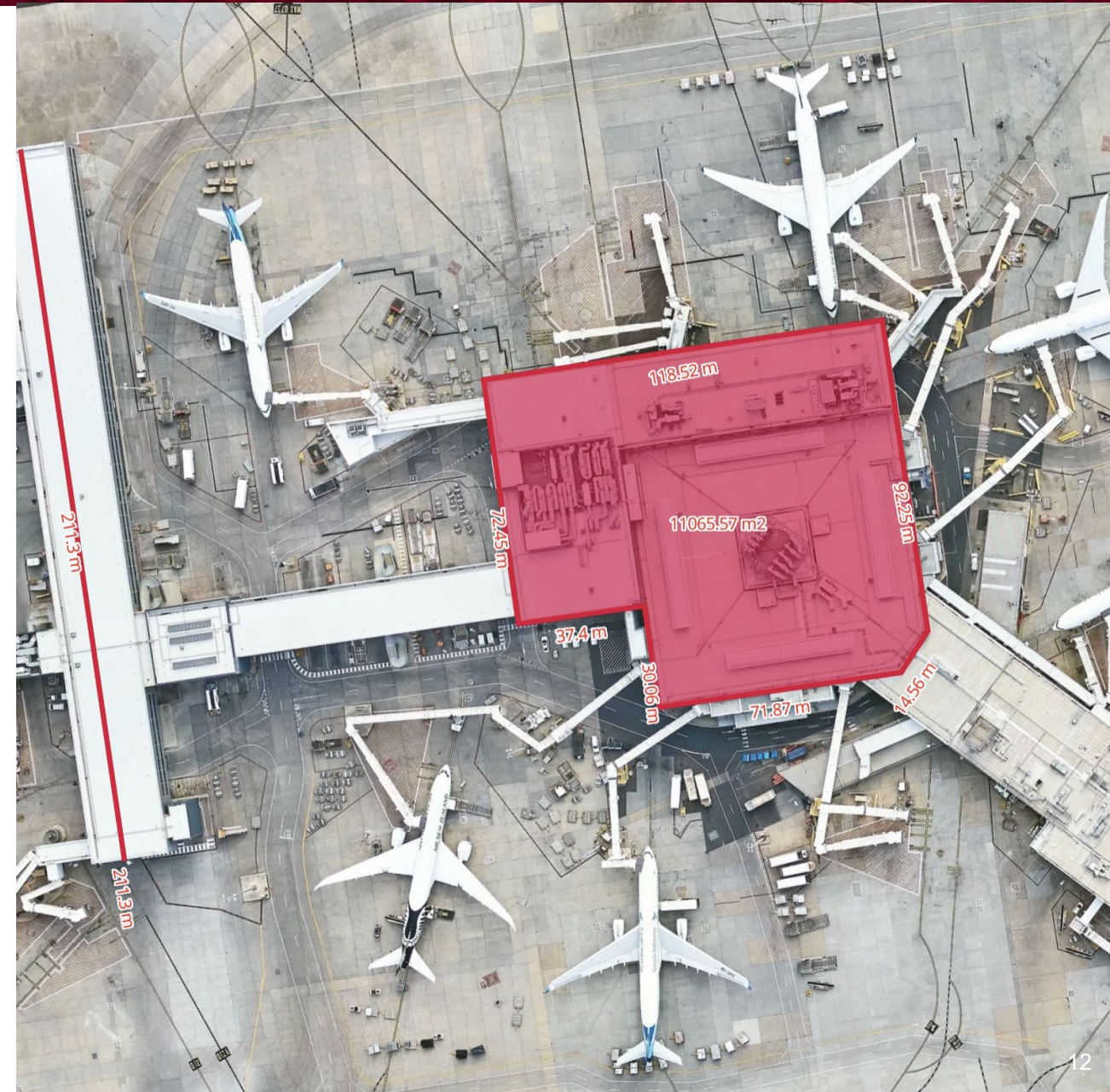
Aviation & Sensors

Optimising aviation & sensor related activities are key elements to support the imagery & data capture process

- Aerometrex undertakes its aviation activities via a fleet of owned & chartered aircraft
- Capture activities can be impacted by many planned & unplanned factors
- Weather, airspace access, geographical mobilisation & asset maintenance schedules are key elements that impact efficiencies

Key Updates

- Analysis is underway to review short- and longer-term sensor strategies & options for both MetroMap and LiDAR
- For MetroMap, opportunities to enhance capture frequency consistency & operational efficiencies are also being evaluated





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MetroMap

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LiDAR

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