



 aerometrex

ANNUAL GENERAL MEETING

27 NOVEMBER 2024

CHAIRMAN'S ADDRESS

MARK LINDH

01

MD & CEO'S ADDRESS

STEVE MASTERS

02

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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 that is...

...Australian made & Australian owned



Image: MetroMap aerial imagery of South Road development in Adelaide

FY24 HIGHLIGHTS

Record underlying operating revenue up 9.0% to \$24.17m

Revenue

Record MetroMap subscription revenue

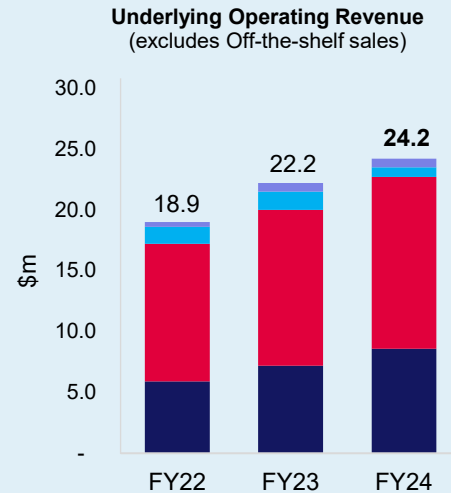
Record LiDAR revenue

Record underlying revenue up 9.0% to \$24.17m

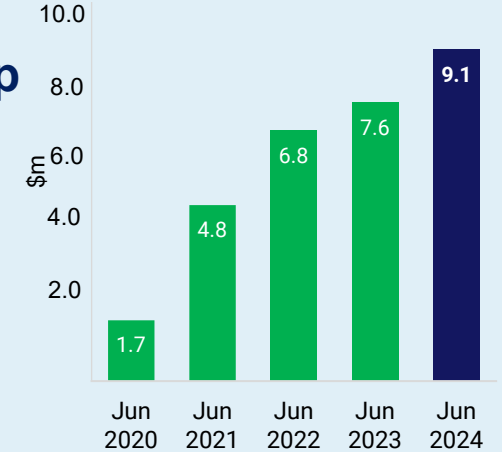
Total revenue of \$24.75m down 2.4%

Underlying revenue growth

■ MetroMap - on demand
■ 3D
■ LiDAR
■ MetroMap Subscriptions



Driving MetroMap ARR



Enhancing Operational Outcomes

Successful commencement of MetroMap capture program with Aero Logistics

Improved MetroMap capture outcomes

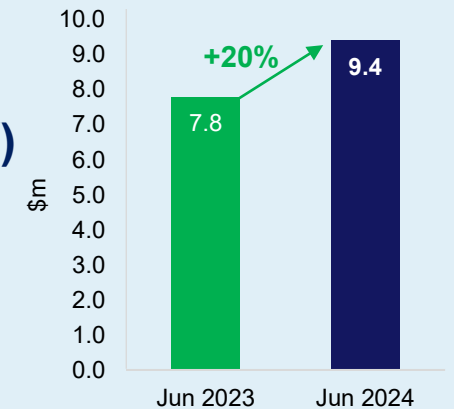
Ongoing company-wide improvements to various systems & processes

Safety First Approach

Strong focus on 'safety first' in all activities

Renewed BARS accreditation

Annual Contract Value (ACV)



FY24 SNAPSHOT

Record underlying operating revenue up 9.0% to \$24.17m driven by solid ongoing growth in MetroMap subscription & LiDAR revenue

Operating Revenue

\$24.75m

(FY23: \$25.36m)

EBITDA

\$2.89m

(FY23: \$3.83m)

Subscription Revenue

\$8.58m

(FY23: \$7.19m)

Cash Balance

\$8.31m

(June 2023: \$9.83m)

Underlying Operating Revenue¹

\$24.17m

(FY23: \$22.18m)

Underlying EBITDA¹

\$2.31m

(FY23: \$0.65m)

Annual Recurring Revenue (ARR)

\$9.06m

(FY23: \$7.61m)

Cash Flow from Operations

\$6.24m

(FY23: \$4.02m)

FY24 SNAPSHOT

Record underlying operating revenue up 9.0% to \$24.17m

**MetroMap
Subscription Revenue**

+19.3% to \$8.58m

**LiDAR
Revenue**

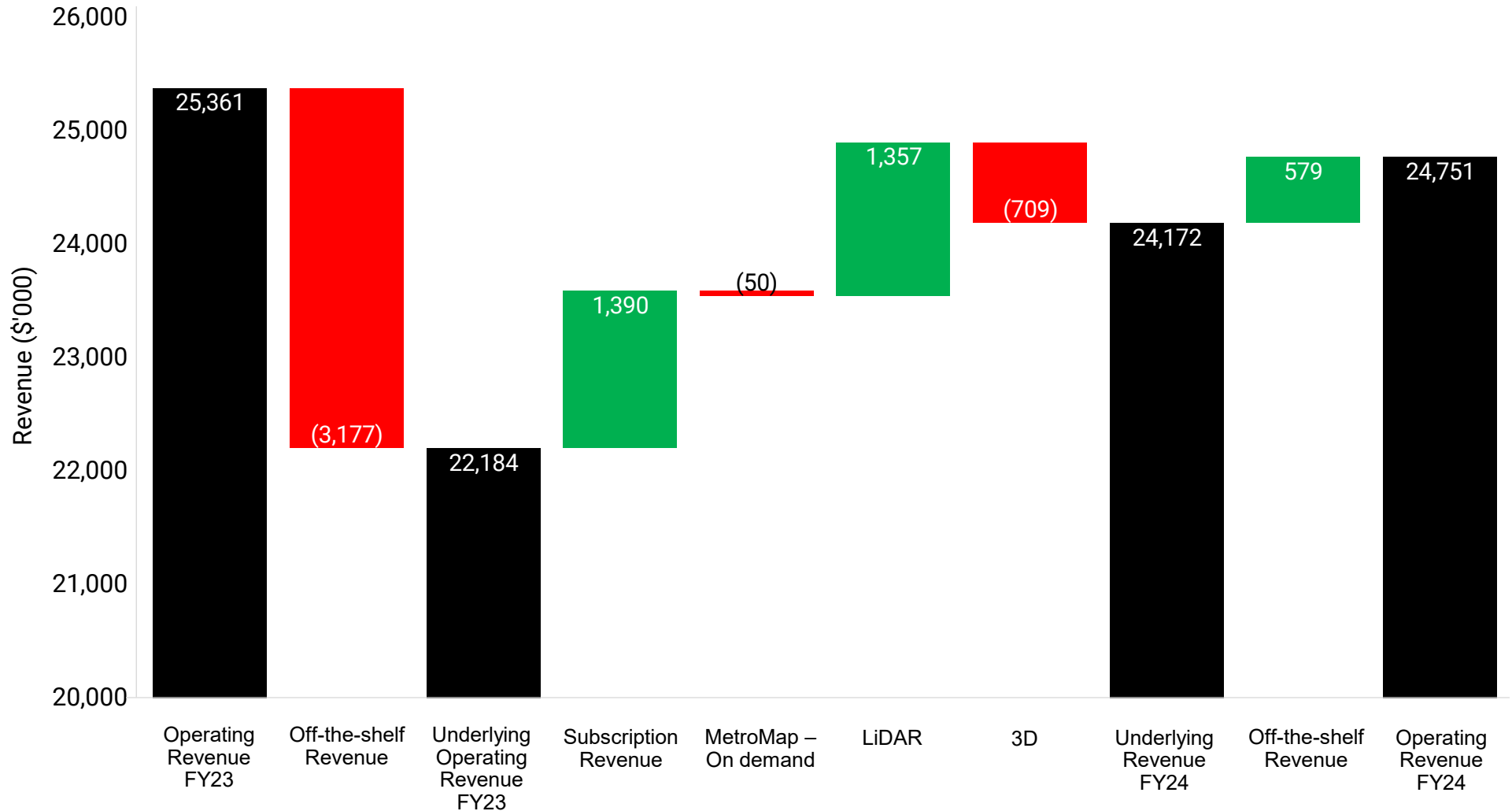
+10.9% to \$14.15m

3D

**3D revenue
impacted by softer
market demand**

Off-the-shelf

**No significant
off-the-shelf sales to
government or large
enterprise customers**




METROMAP FY24 OUTCOMES

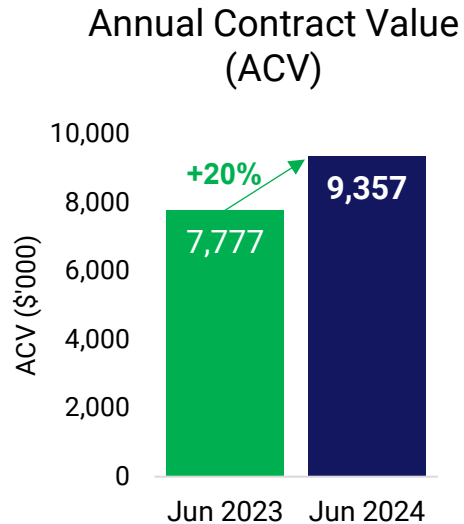
Record Subscription Revenue

FROM

\$7.19m

TO A RECORD

 **\$8.58m**



 **Landchecker**

\$0.80m

First full year of revenue from Landchecker partner program agreement signed in May 2023, realising ~ \$0.80m



\$0.60m

Partnerships continued to perform strongly, with WSP signing a two-year deal worth ~ \$0.60m

Subscription revenue continued to deliver strong growth in FY24

Record subscription revenue of

\$8.58m up 19.3%

Subscription revenue Represents **34.7%** of total group revenue

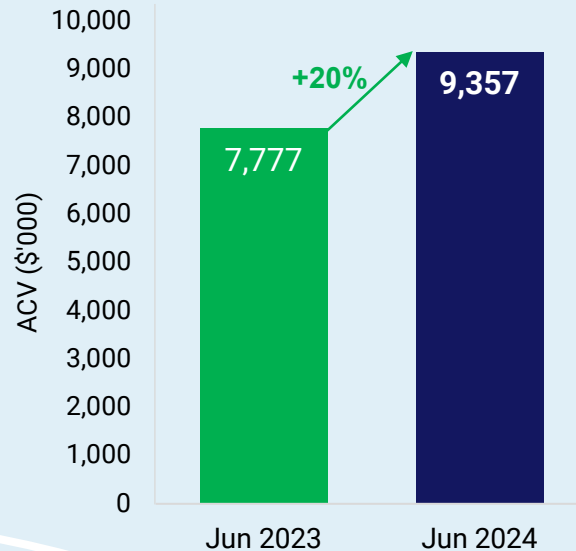
Record ACV of

\$9.36m up 20.3%

Record ARR of

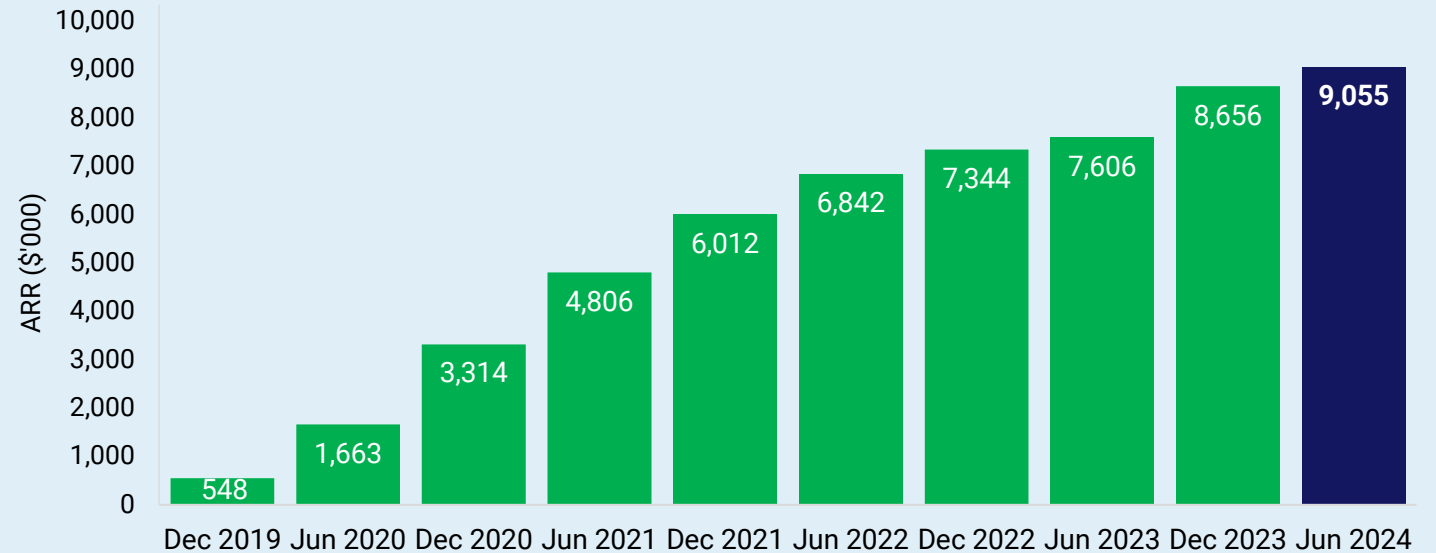
\$9.06m up 19.1%

Annual Contract Value (ACV)



Annual Recurring Revenue (ARR)

Calculation: Monthly Revenue x12



LiDAR FY24 OUTCOMES

Record revenue result

FROM

\$12.76m

TO A RECORD

 **\$14.15m**

LiDAR continues to be a solid & important contributor to overall company revenue, with major contract wins in FY24 & FY25



\$1.01m

Awarded project to support the Great Barrier Reef



\$1.60m

Completion of the largest non-government LiDAR contract

\$0.85m

Awarded contract for agricultural digital twins & carbon project (FY25)

GLOBAL 3D FY24 OUTCOMES

Revenue down but remains a blue-sky opportunity

FROM

\$2.48m

TO

 **\$0.86m**

Whilst there were no off-the-shelf sales in FY24, Aerometrex continues to undertake high-resolution 3D projects associated with urban planning & environmental monitoring



Geospatial Excellence Award for the Las Vegas High Resolution 3D Reality Mesh Model Project



Government of South Australia

Department for Environment and Water

\$0.68m

Project awarded for Adelaide Metro Coastal Sand Monitoring Program (FY25)

LOOK AHEAD
STEVE MASTERS

03

VISION & PURPOSE STATEMENTS

OUR VISION

We provide insight to stimulate your imagination

OUR PURPOSE

To deliver customers quality & innovative geospatial solutions so they 'can see their world clearly'

OUR VALUES

Are perfectly 'CLEAR'



Image: LiDAR derived digital height model of GMHBA Stadium, South Geelong, Victoria

OUR VALUES ARE 'CLEAR'

C



Curiosity

Asking the 'how can we' & challenging the 'we can't'

L



Leadership

Driven to succeed, trusted to deliver

E



Empowering

Employees, customers & industries

A



Accountability

As a company, team & team member

R

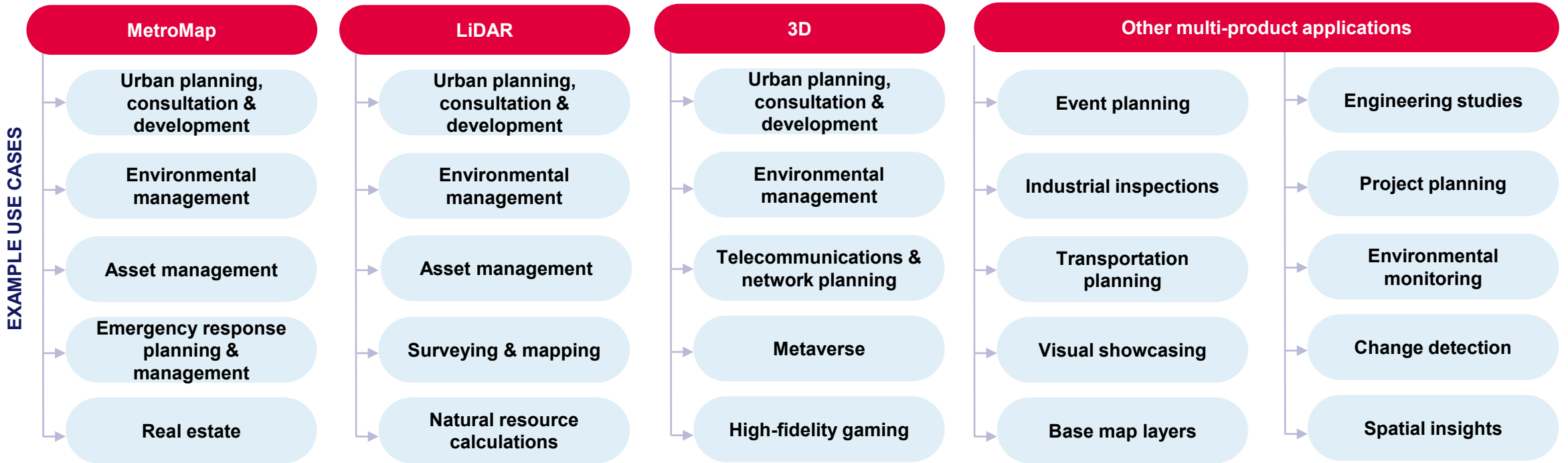


Respect

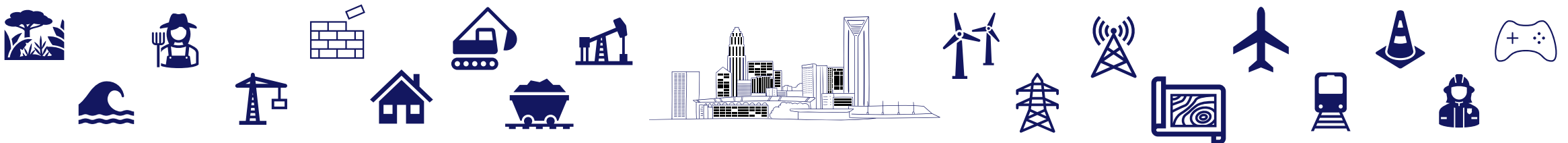
All people & our environment

WIDE RANGING CUSTOMER SOLUTIONS

KEY PRODUCTS LINES



NUMEROUS INDUSTRY APPLICATIONS



BUILDING A PATHWAY TO PROFITABILITY

Getting the fundamentals right

UNDERSTAND
OUR
CUSTOMERS

SERVICE OUR
CUSTOMERS
WELL

ENHANCE THE
WAY WE WORK

EMPLOYEE
CLARITY &
ALIGNMENT

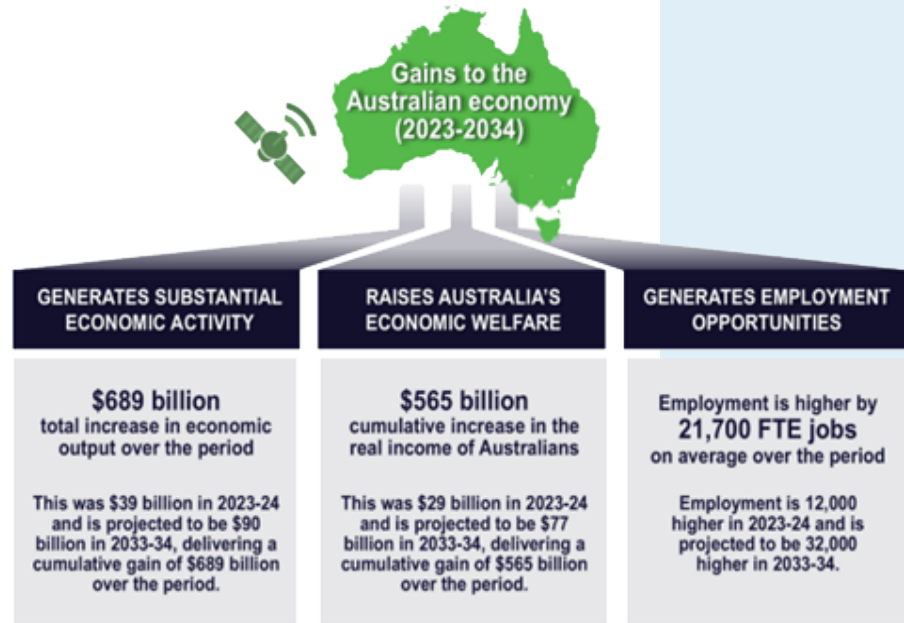
SAFELY
UNDERTAKE
OUR WORK

BE FOCUSED &
DISCIPLINED

INVEST
WISELY



GEOSPATIAL INDUSTRY IMPACT ON AUSTRALIAN ECONOMY



Source: ACIL Allen

Significant & growing projected future contribution

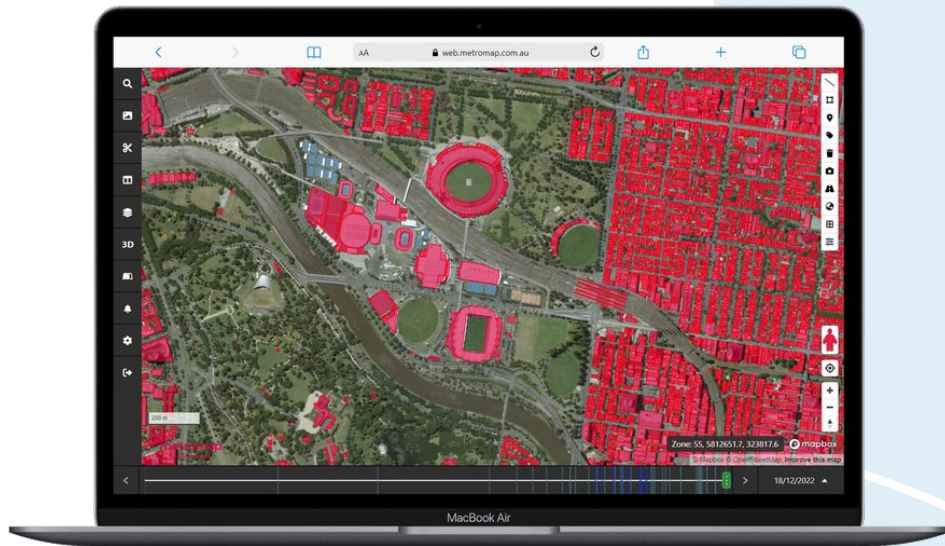
ACIL Allen undertook a study on behalf of the Geospatial Council of Australia focusing on the economic impacts that geospatial data & technology have on the Australian economy - final report was released 30 October 2024¹

Estimated \$689 billion increase in economic output over the 2023-24 - 2033-34 period

Geospatial industry is a key enabler for government & private sector productivity & prosperity

Aerometrex is well positioned to benefit from the growing need for quality geospatial services across wide-ranging sectors

CURRENT ECONOMIC & MARKET ENVIRONMENT



Headwinds still exist in scaling revenue

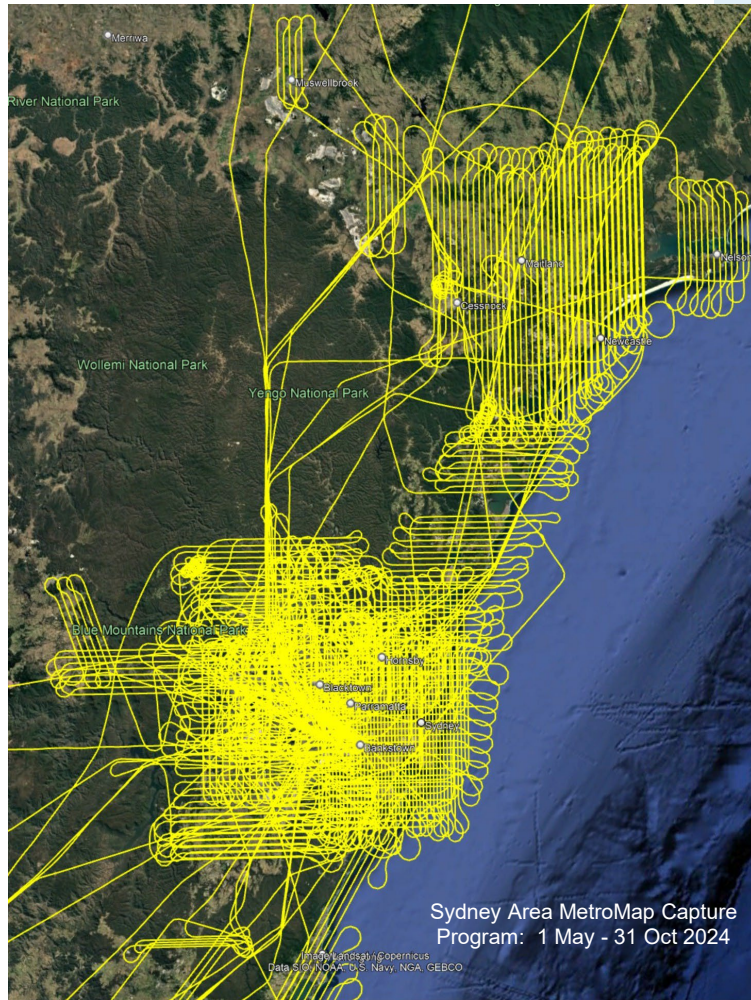
Ongoing customer affordability & discretionary budget issues persist as part of wider current economic pressures

Government spending remains targeted & tight, impacting the timing of customer decisions & future planning

Increased competition for large enterprise customers

Short-term 'go-to-market' strategies & tactics are being refined in response to current market conditions

FY25 HIGHLIGHTS TO DATE – METROMAP CAPTURE PROGRAMS



Significant improvement in MetroMap outcomes

- ✓ MetroMap 2D capture program meeting expectations
- ✓ MetroMap 3D capital city annual program capture completed
- ✓ MetroMap on-demand opportunities undertaken to meet specific customer requirements
- ✓ Further potential enhancements to capture program being assessed

METROMAP 3D

3D capture of major Australian capital cities has been completed for CY24



Adelaide

Resolution 7.5 cm
Captured January 2024
Available Area 476 km²



Brisbane

Resolution 7.5 cm
Captured June 2024
Available Area 579 km²



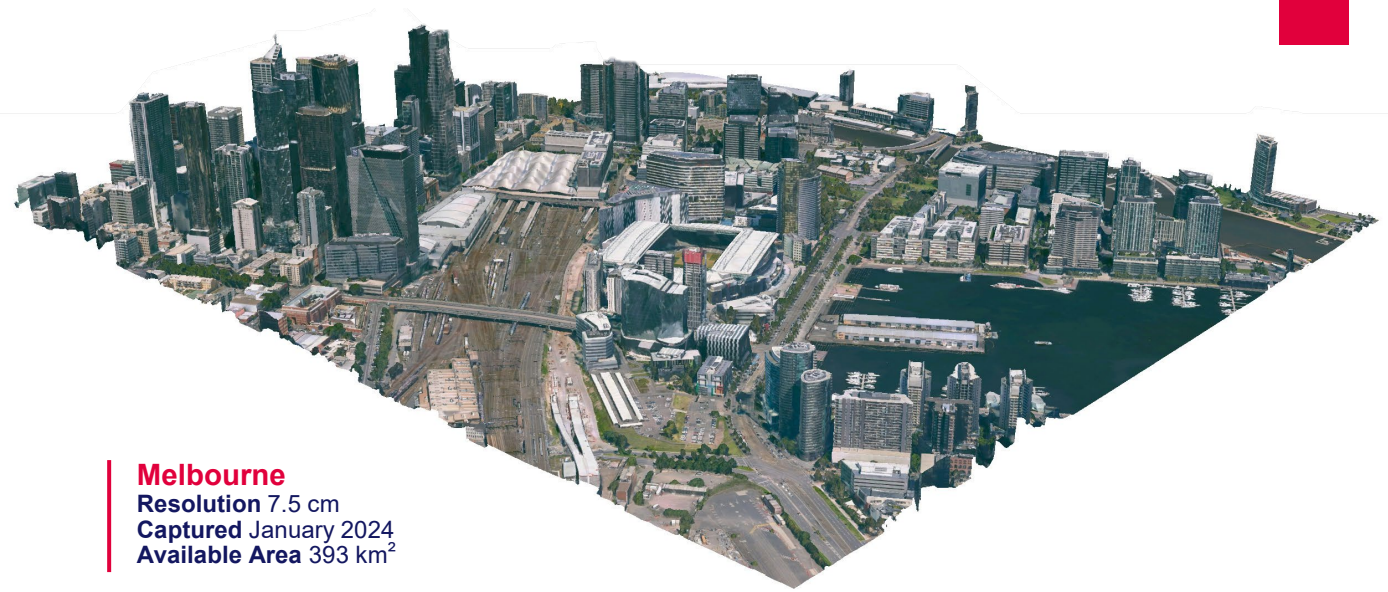
Perth

Resolution 7.5 cm
Captured April 2024
Available Area 608 km²



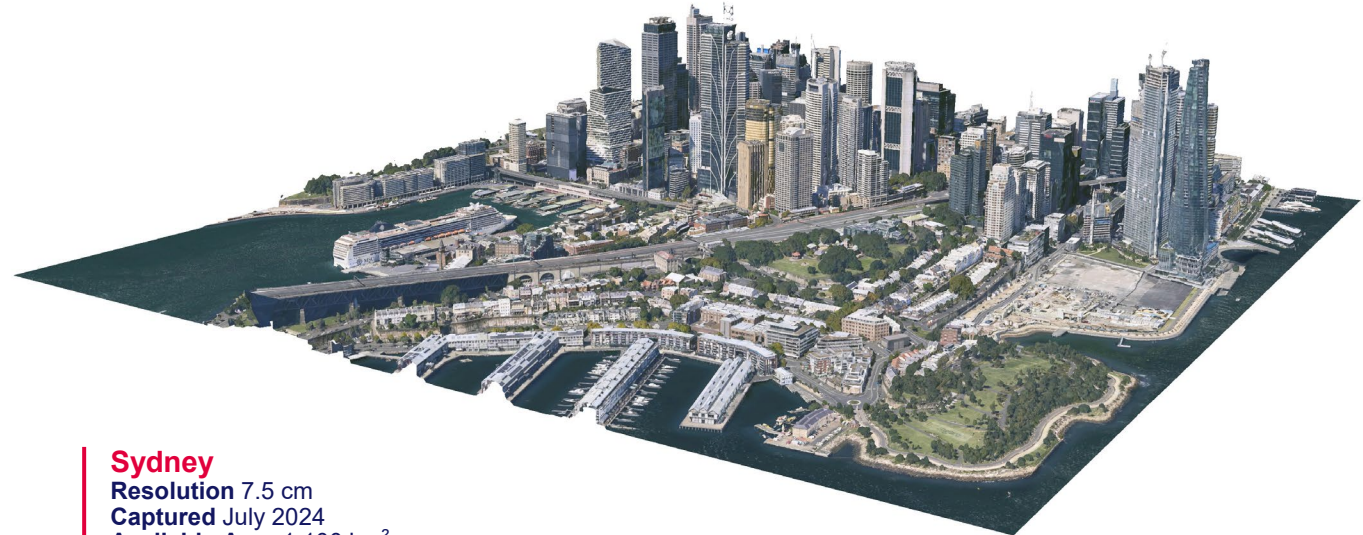
Canberra

Resolution 7.5 cm
Captured July 2024
Available Area 540 km²



Melbourne

Resolution 7.5 cm
Captured January 2024
Available Area 393 km²



Sydney

Resolution 7.5 cm
Captured July 2024
Available Area 1,100 km²

Note: Models shown are of a sample area only & are not reflective of the total available area for each city

FY25 HIGHLIGHTS TO DATE – NBC US PRESIDENTIAL ELECTION COVERAGE



‘Prime-time’ global showcase of Aerometrex’s 3D capability

- ✓ High-resolution 3D model created for NBC of the Rockefeller Center in New York
- ✓ Model debuted as part of the ‘anchor desk’ backdrop for the US election coverage in November 2024
- ✓ Demonstrates Aerometrex’s capability to deliver a world class solution to a high-profile customer

FY25 HIGHLIGHTS TO DATE – GEOSPATIAL COUNCIL OF AUSTRALIA AWARD



Industry recognition for Community Impact

- ✓ Additional recognition of Aerometrex & project partner collaboration with the Anindilyakwa Land Council - awarded November 2024
- ✓ First project of its kind to support the implementation of a GIS to activate indigenous economic & social development programs
- ✓ ~ 3,000km² of high-resolution LiDAR & imagery captured



Anindilyakwa
Land Council



FY25 HIGHLIGHTS TO DATE – ASSET DIVESTMENT PROCESS



Value realisation through surplus asset divestments

- ✓ Sale of surplus sensor & aviation assets is underway following successful MetroMap capture program transition
- ✓ Sales proceeds received in FY25 thus far total ~ \$0.25m for some sensor assets
- ✓ Surplus aviation asset sale negotiations are being progressed
- ✓ Facilitates other benefits such as redeployment of internal resources & sustainable reductions in future costs (e.g.: maintenance, parts, insurance)

ONGOING ASSESSMENT OF VALUE CREATION OPTIONS



Ongoing review of organisation, portfolio composition & corporate development opportunities to maximise value

Various post-COVID-19 business improvement initiatives are now completed or well advanced

ASX small-cap markets have remained challenging, with geospatial companies experiencing depressed share prices

Aerometrex continues to assess potential strategic opportunities to build shareholder value

Business efficiency initiatives continue to be evaluated & implemented as appropriate to drive improved outcomes

INVESTOR VALUE PROPOSITION

**A trusted & leading
geospatial tech
company**

**GROWTH
ORIENTATED
STRATEGY**

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

**LEADING
PRODUCTS**

**STRONG
MARKET
POSITIONS**

**QUALITY
MULTI-INDUSTRY
CUSTOMERS**

**DIVERSIFIED
REVENUE
STREAMS**

**RECOGNISED
INDUSTRY
INNOVATOR**



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This presentation is approved for release by the Board of Aerometrex Limited.