



# COFFEE MICROCAPS WEBINAR

25 SEPTEMBER 2025

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**WHO WE ARE &  
WHAT WE DO**

**01**

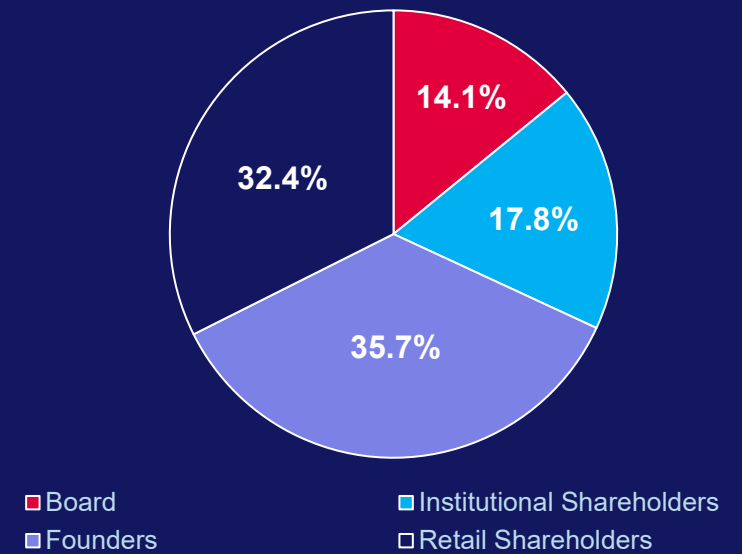
# COMPANY PROFILE

- Established 1980  
Headquartered in Adelaide, 100 employees
- Industry pioneers, first company to introduce large format aerial cameras to Australia
- In 2012 developed a proprietary 3D modelling solution
- In 2015 acquired LiDAR business Atlass based out of Queensland
- In 2018 introduced MetroMap, a subscription-based image solution
- In 2019 Aerometrex was listed on the ASX under :AMX with the company's focus on transitioning the business from a project-based business to a SaaS or DaaS business

## AMX Capital Structure

(23 September 2025)

Shares on issue	Share Price
<b>94.99m</b>	<b>\$0.20/sh</b>
Market Capitalisation	Cash and equivalents*
<b>\$18.99m</b>	<b>\$3.89m</b>



\*As at 30 June 2025

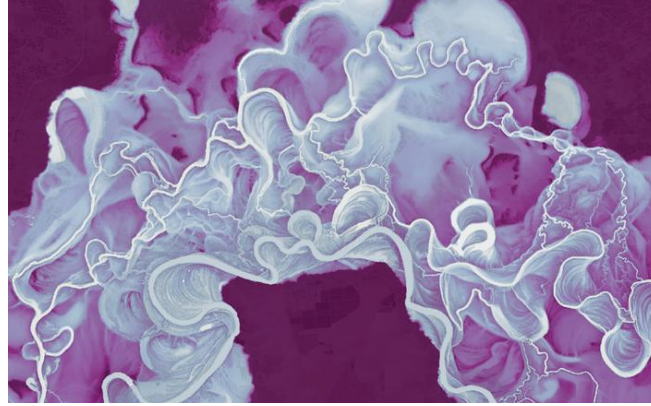
# OUR PRODUCTS AND SERVICES



## Aerial Imagery

Offered via our subscription service, MetroMap, users can access current & historical high-resolution aerial imagery updated regularly across metro & regional Australia.

Use cases range across urban planning, project management, asset monitoring, community consultation, etc.



## Airborne LIDAR

Our LiDAR offering enables the generation & classification of 3D point clouds, as well as the derivation of accurate elevation, vegetation, and built infrastructure datasets.

Use cases range across environmental management & climate resilience, feature mapping, regulatory reporting, etc.



## 3D Modelling

Our 3D mapping solution adds visual context to the 3<sup>rd</sup> dimension. It helps plan, develop and visualise scenarios, avoiding costly errors and improving engagement.

3D modelling also provides a more comprehensive base dataset for change monitoring and other use cases.

# AERIAL IMAGERY

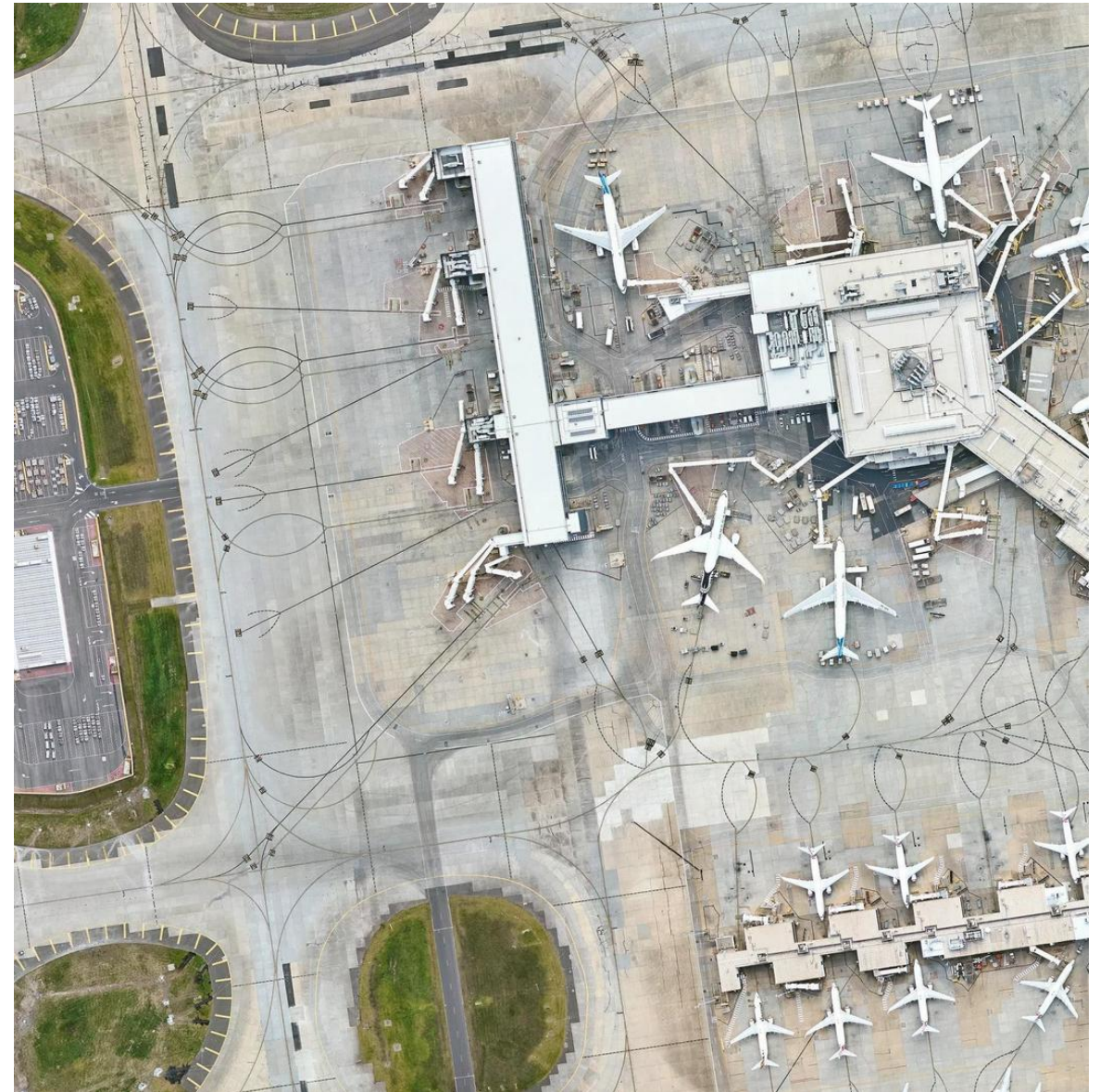
MetroMap is Aerometrex's subscription-based service, offering 2D aerial imagery and derived information. MetroMap data offers high accuracy combined with recency, giving you a true picture of features on the ground. MetroMap also provides an easy-to-consume product for business users who may not be geospatial experts.

## **MetroMap Solutions:**

- Aerial imagery (historical & current)
- Oblique and Near infrared imagery
- Elevation Profiles
- Building & Cadastre level features (powered by Geoscape)
- AI-derived feature insights
- Web Application (MapViewr) with a range of tools
- API-based access within other applications

## **Examples of Major Use Cases:**

- Urban planning, asset management and community engagement for local councils
- Spatial mapping to plan, build and maintain critical infrastructure
- Integration of accurate base maps with utility databases to aid operations and decision support
- Rapid, remote, accurate valuations, quoting, and risk assessment for assets
- Showcasing property developments through visual imagery and data attributes



# AIRBORNE LIDAR

Our LiDAR service offering is extremely diverse, encompassing a wide range of custom use cases and data outputs. Since laser pulses can penetrate through moderate to dense canopy vegetation, LiDAR enables the mapping of terrain levels or features even under forest and woodland canopies.

This survey technology and the information derived from it have become a critical asset for numerous planning & monitoring purposes, especially when combined with imagery.

## Derived Solutions:

- Point Cloud Data (coloured, classified)
- Elevation & Topography Data (DTM, DSM, Contours)
- Vegetation Data
- Built Infrastructure Data
- Concurrent Aerial Imagery

## Examples of Major Use Cases:

- Engineering design across transport, utilities, etc.
- Environmental mapping such as flood modelling, catchment analysis and bushfire fuel load mapping
- Canopy growth and volume analysis across forestry and urban vegetation
- Stockpile volume and windrow analysis across mining and exploration sites
- Vegetation encroachment mapping along powerlines
- Agricultural irrigation analysis



# 3D MODELLING

Our world-leading 3D modelling service offers multiscale models captured via air & ground. These deliver extremely high-resolution datasets, ranging from 7.5 cm to sub-centimetre mesh models, providing greater context for projects and enabling the derivation of more features & insights through data classification.

With projects completed across Australia, New Zealand, North America and Europe, Aerometrex 3D is a leading player in the global 3D market.

## Derived Solutions:

- 3D Mesh Models - offered on-demand (project) or off-the-shelf (MetroMap 3D)
- 3D Building Models or LOD (Level of Detail) Models
- 3D-derived Elevation
- 3D Visualisation & Change Analysis
- 3D Consulting Services

## Examples of Major Use Cases:

- Digital Twins and Smart City Planning
- Planning & monitoring transport & infrastructure projects
- 3D context to critical engineering & construction projects
- Simulation of natural events such as floods, coastal erosion, etc.
- Foundational dataset for metaverse solutions
- 3D assessment of new property developments
- Virtual showcasing, tourism and entertainment
- Heritage conservation through 3D digitisation
- 5G network deployment planning and optimisation through viewshed analysis



# MAJOR USE CASES:

SUPPORTING A RANGE OF DIVERSE, REAL-WORLD CHALLENGES



## Infrastructure, Utilities & Engineering

- Engineering design (transport, utilities)
- Infrastructure planning & monitoring
- Utility base map integration
- 3D context for projects
- Natural event simulation (floods, erosion)
- 5G network planning



## Urban Planning, Property & Community

- Urban planning & asset management
- Rapid valuations & risk assessment
- Digital twins & smart cities
- Property development showcasing
- 3D property assessments
- Virtual tourism & heritage conservation



## Environment, Agriculture & Resources

- Irrigation analysis
- Environmental mapping (floods, catchments, bushfires)
- Canopy and vegetation analysis
- Vegetation encroachment mapping
- Stockpile and windrow analysis (mining)

# TRUSTED & RECOGNISED WITHIN OUR SECTOR

## Valued Customers



## Recent Awards

**2024 Awards for Planning Excellence (Planning Institute of Australia)**

Technology & Digital Innovation:  
LandiQ

**2024 SA/NT iAwards - Merit Award (AIIA)**

Sustainability & Environmental:  
MetroMap Insights

**2023 South Australia Spatial Excellence Award (GCA)**

International Partnership:  
Las Vegas 3D Project

GCA: Geospatial Council of Australia (these awards were earlier called the APSEA Awards, now known as Geospatial Excellence Awards) AIIA: Australian Information Industry Association

# OUR PEOPLE

At Aerometrex, we are proud of our staff that has passionately grown the business and continue to excel in their roles each day. The company has assembled a management, aviation and production team with high skill levels and experience.

Aerometrex staff, together with the Board and Management, offer stakeholders a well-balanced mix of experience and skill sets across technology, spatial sciences, project management, sales & marketing and accounting aspects of business.

The executive team is led by Managing Director and Chief Executive Officer, Robert Veitch, who is supported by a leadership team that has long-standing industry experience and a solid track record of performance in every aspect of the business.

## The Board and Executive Team



**MARK LINDH**  
Chair of the  
Board



**ROBERT VEITCH**  
Managing Director and  
Chief Executive Officer



**DR PETER FOSTER**  
Non-Executive  
Director



**MATTHEW WHITE**  
Non-Executive  
Director



**CHRIS MAHAR**  
Chief Financial  
Officer



**MATTHEW SIMMONS**  
General Manager -  
Operations



**KOBUS SWART**  
General Manager -  
Aviation

# GROWTH IN MARKETS & MARKET SHARE PRESENTS SIGNIFICANT OPPORTUNITIES

## MetroMap

Current TAM<sup>1</sup>

**> \$100m**

2030 TAM<sup>1</sup>

**> \$200m**

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

## LiDAR

Current TAM<sup>1</sup>

**> \$50m**

2030 TAM<sup>1</sup>

**> \$75m**

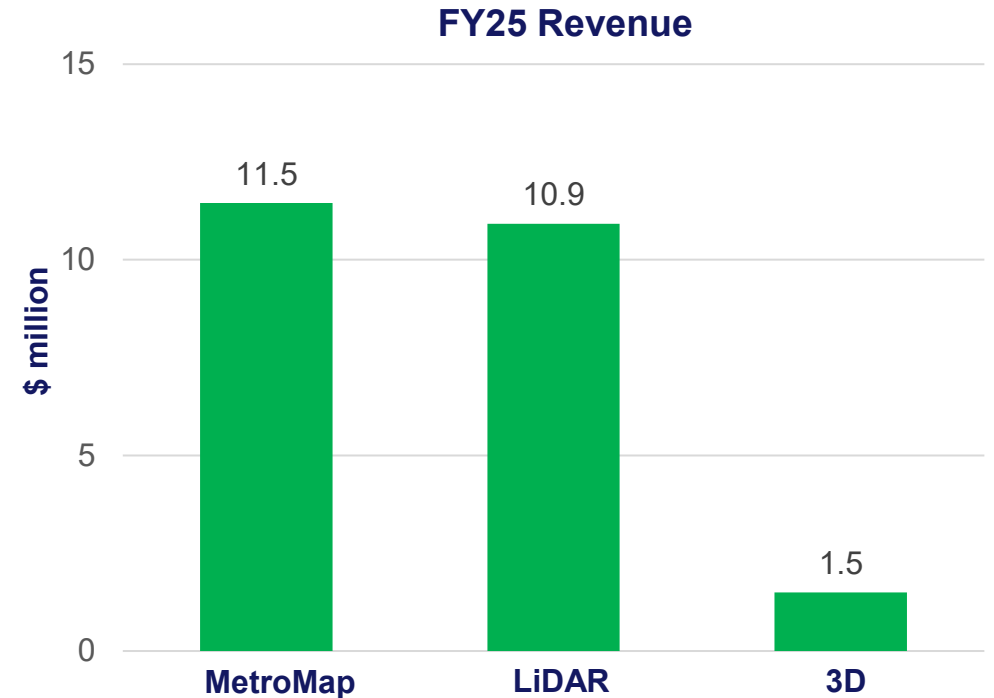
One of **only three** major industry players in Australia

## Global 3D

TAM<sup>1</sup>:

**‘Blue Sky’**

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



<sup>1</sup>Total Accessible Market (TAM) figures are Aerometrex's indicative internal estimates

# AMX STRATEGIC REVIEW Q4 FY25

- \$2M in annual cost reductions
- Initiatives to monetise vast database of imagery, LiDAR and 3D data
- Smarter utilisation of aviation assets
- Sales acceleration – appointment of new Head of Sales and investment in training
- Several strategic corporate approaches remain under active assessment
- One Aerometrex operating model to break down silos
- Recurring revenue focus
- Increased brand and investor engagement

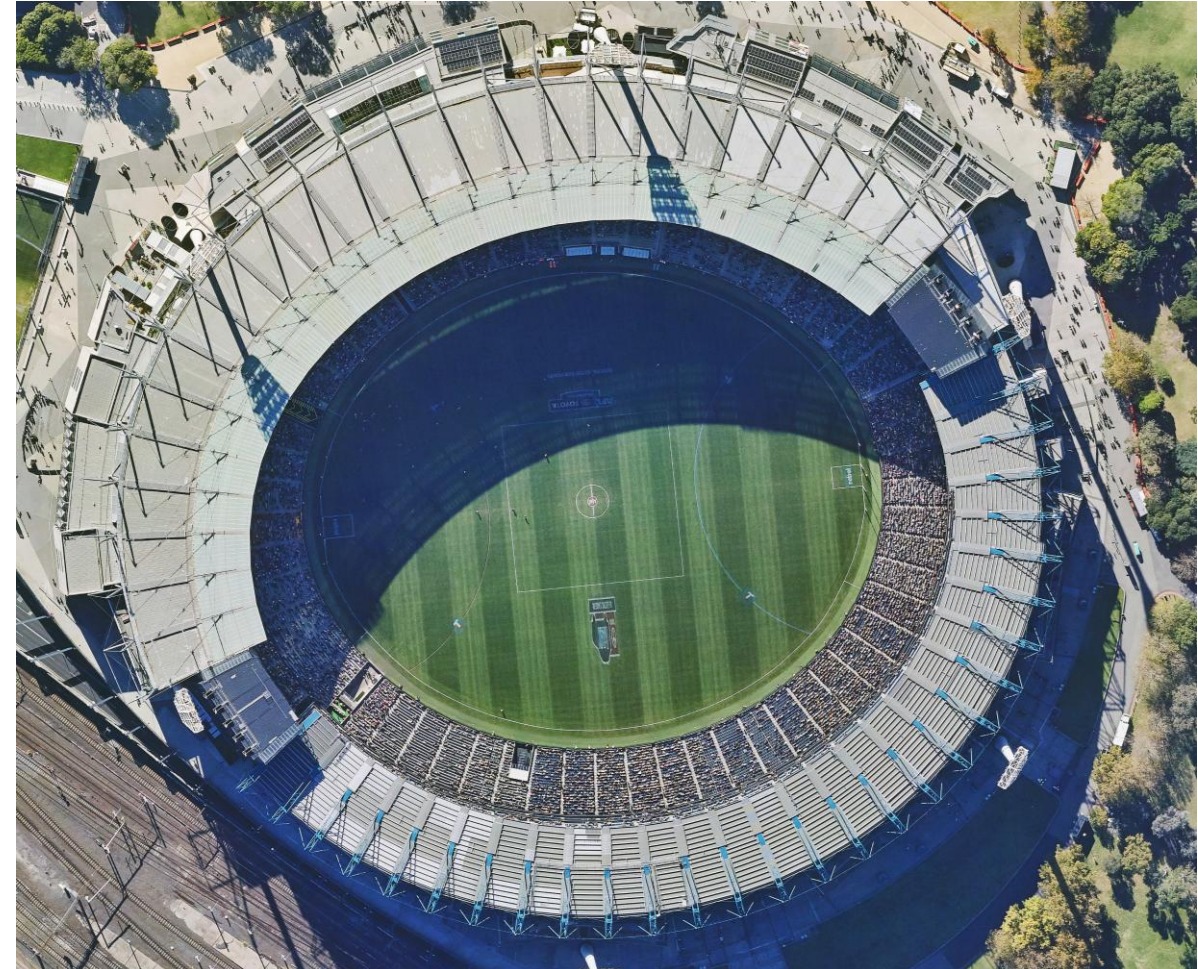


Image: MetroMap aerial imagery of Melbourne Cricket Ground (MCG) on game day

# FY25 OVERVIEW

# 02

# FY25 SNAPSHOT

Strong growth in MetroMap SaaS revenue of 11.5% with recurring subscription revenue now contributing 40% of group revenue

## Operating Revenue

**\$23.90m**

(FY24: \$24.75m)

## EBITDA

**\$3.46m**

(FY24: \$2.89m)

## Cash Balance

**\$3.88m**

(June 2024: \$8.31m)

## Subscription Revenue

**\$9.57m**

(FY24: \$8.58m)

## Annual Contract Value (ACV)



# METROMAP - SaaS

Subscription revenue continues to deliver strong growth

Record ACV of

**\$10.56m**

up 12.8%

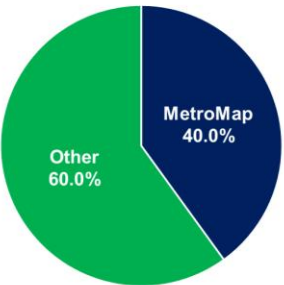
(FY24: \$9.36m)

Record subscription  
revenue of

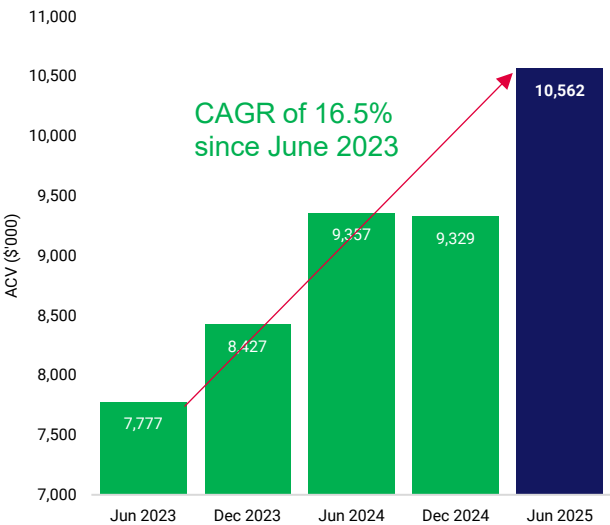
**\$9.57m**

up 11.5%

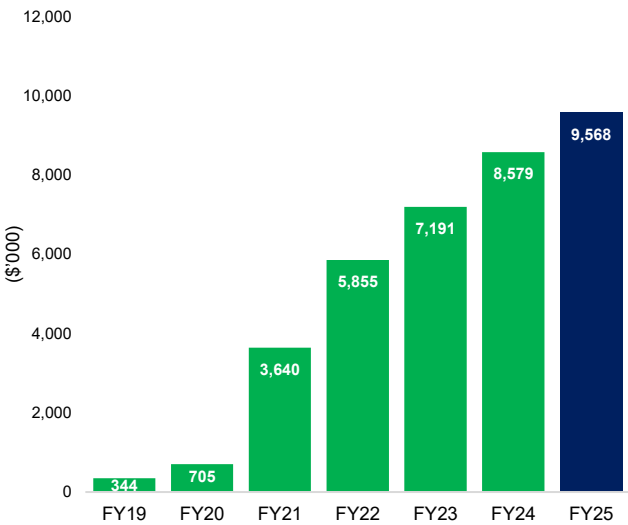
FY25 MetroMap Subscription v Group Revenue



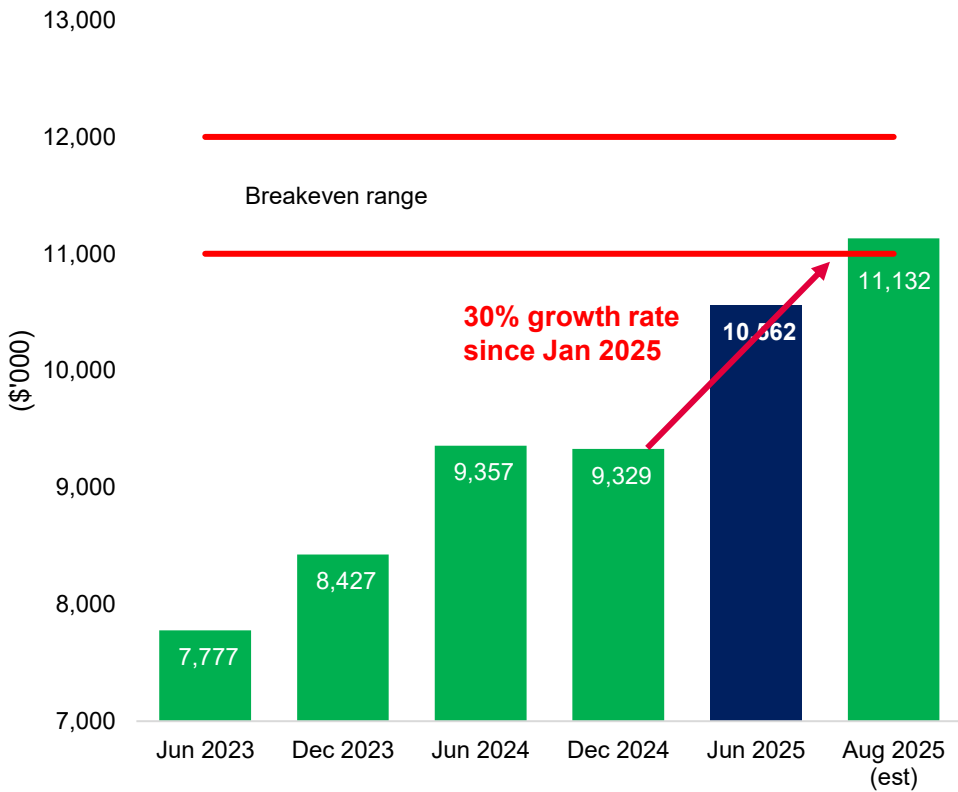
Annual Contract Value (ACV)



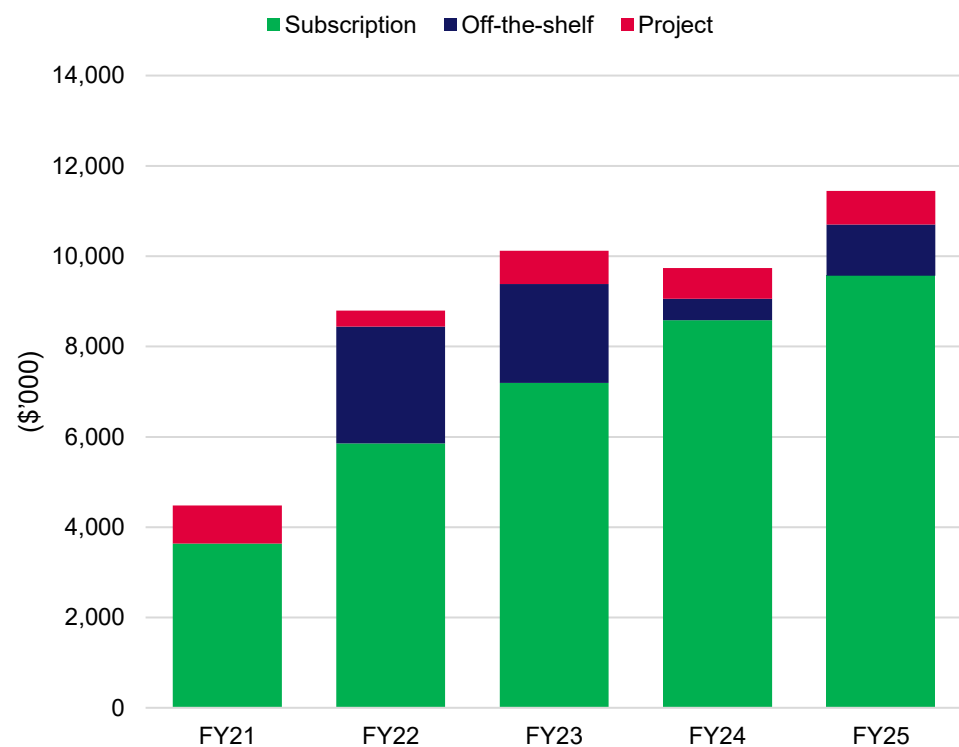
MetroMap Subscription Revenue



MetroMap ACV & Breakeven Range



### MetroMap Revenue

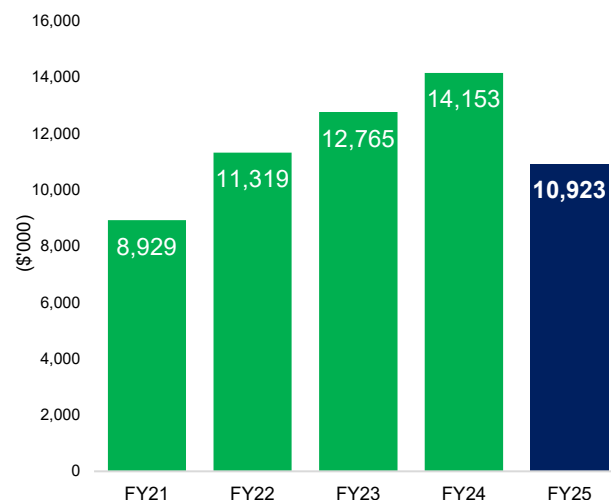


Momentum continues in subscription revenue

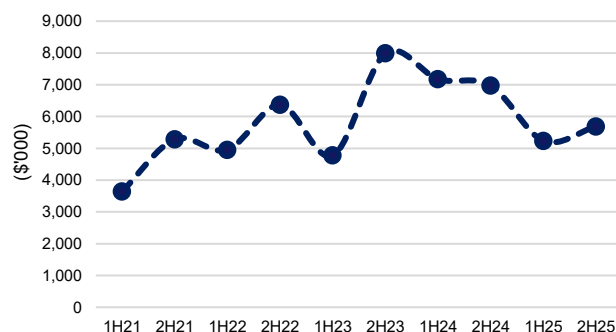
Opportunities exist in value accretive off-the-shelf sales – positive impact to revenue and cash with high flow through margin to EBITDA

Opportunistic project work undertaken when existing aviation assets are adjacent or capture adds to the existing MetroMap footprint for the benefit of all customers

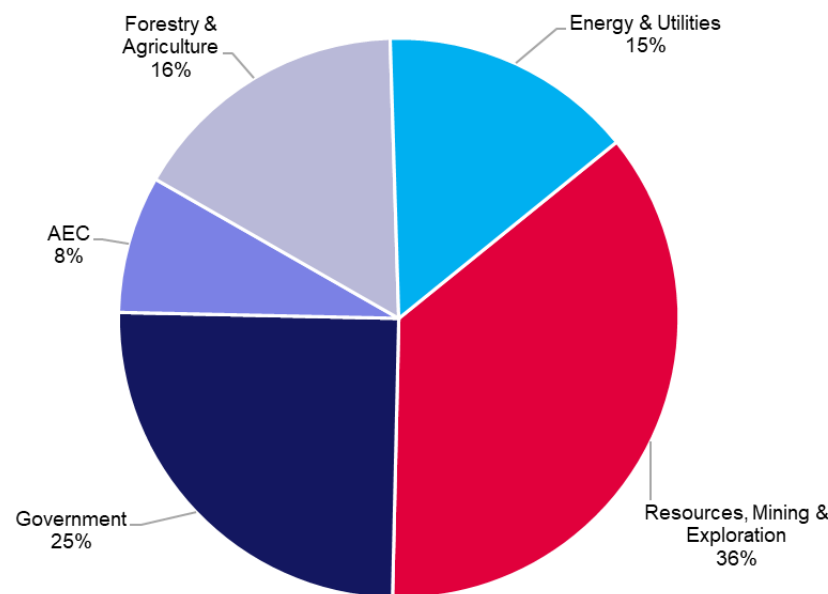
LiDAR Revenue



LiDAR Revenue - HoH



LiDAR Customers by Industry FY25



Strong re-occurring revenue from existing customer base

Available capacity with existing assets to drive revenue expansion

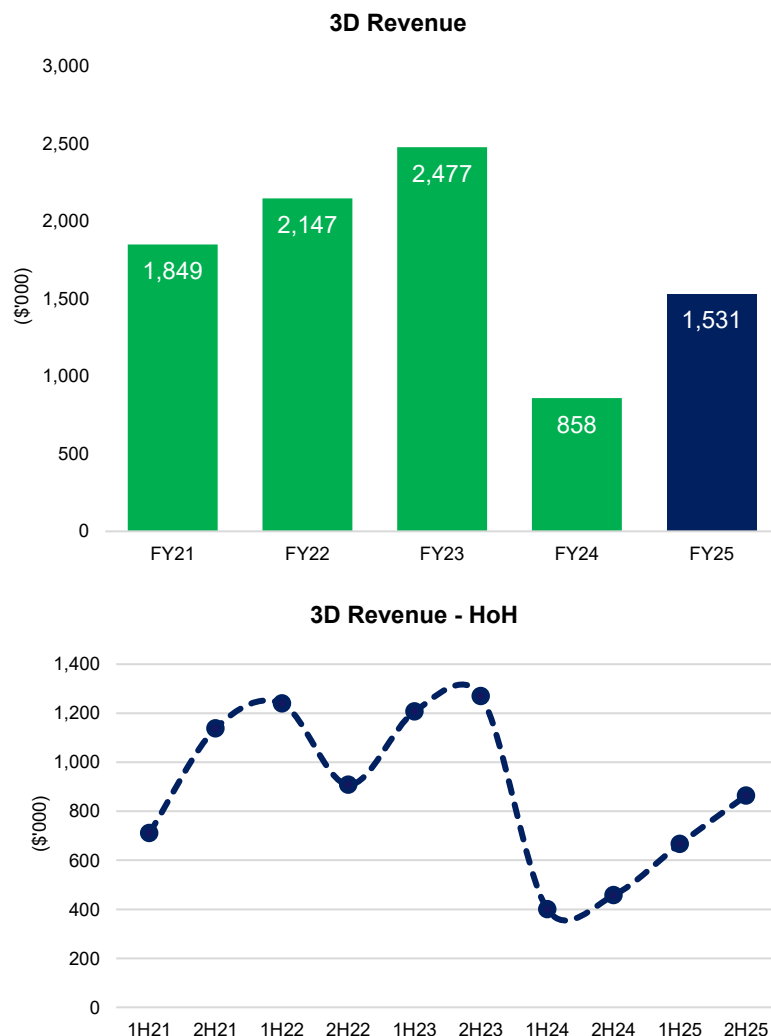
QGC (Shell) contract win announced July 2025 for \$1.08m

Number of contracts wins up on FY24 by 9.1% but average deal size down 29% which is expected to be cyclical in nature

With recurring customers and key customer wins FY26 is expected to return to strong results in line with or an improvement on FY24 revenue

# GLOBAL 3D

Revenue up 77.9% from \$0.86m to \$1.53m



## 3D remains a blue-sky opportunity

High-resolution projects undertaken for wide ranging uses cases in Australia & USA, for primarily government customers, including:

- Urban planning
- Coastal capture & change analysis
- Coastal sand monitoring

US operations and opportunities strategically managed from Australia

### Key highlights:

- Major coastal sand monitoring program for South Australian Department for Environment and Water (DEW)
- High-resolution 3D reality mesh and level of detail building model projects for University of California San Francisco
- Rockefeller Plaza model showcased by NBC News during 2024 US election coverage

# INVESTOR VALUE PROPOSITION & FOCUS AREAS

# 03

# FY26 OUTLOOK

## MetroMap

- 30% (annualised) growth during calendar year 2025
- Gone past breakeven or cost to publish
- Strong pipeline and rebuilt sales team

## LiDAR

- Build & accelerate opportunity pipeline
- Expand in emerging markets of renewables & carbon farming
- Investigate innovative delivery mechanisms

## Global 3D

- Pursue Australian project opportunities
- Product enhancements to drive customer value & in turn revenue opportunities



Image: MetroMap aerial imagery of Urban sprawl, Yanchep, Perth, Western Australia



#### CONTACT INFORMATION

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Chief Financial Officer

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**25 SEPTEMBER 2025**

This presentation has been approved by the Board of Aerometrex