



# AUSTRALIAN SHAREHOLDERS' ASSOCIATION PRESENTATION

15 OCTOBER 2025



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**WHO WE ARE**

**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

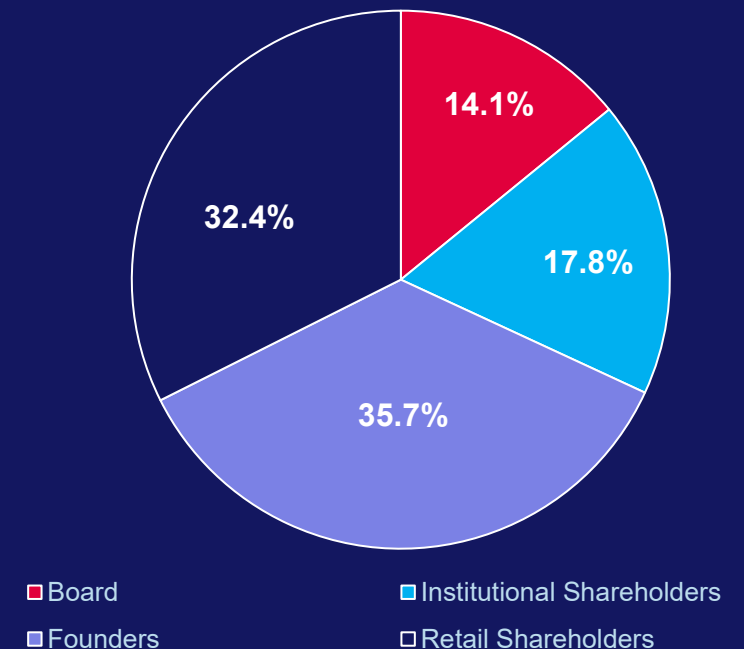
## AMX Capital Structure

(9 October 2025)

Shares  
on issue  
**94.99m**

Share  
Price  
**\$0.21/sh**

Market  
Capitalisation  
**\$19.94m**



\*As at 30 June 2025

# 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

# VISION AND PURPOSE STATEMENTS

## OUR VISION

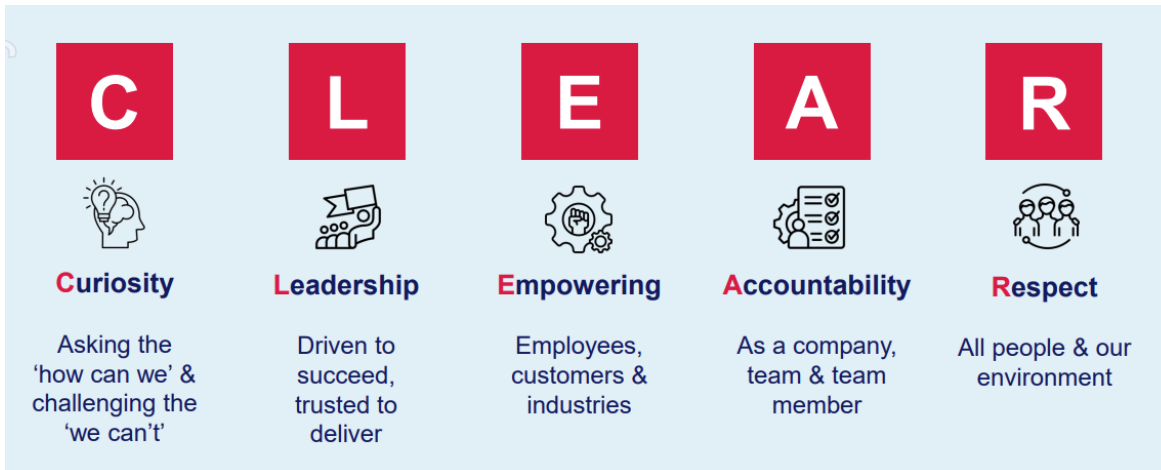
We provide insight to stimulate your imagination

## OUR PURPOSE

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

## OUR VALUES

Are perfectly 'CLEAR'



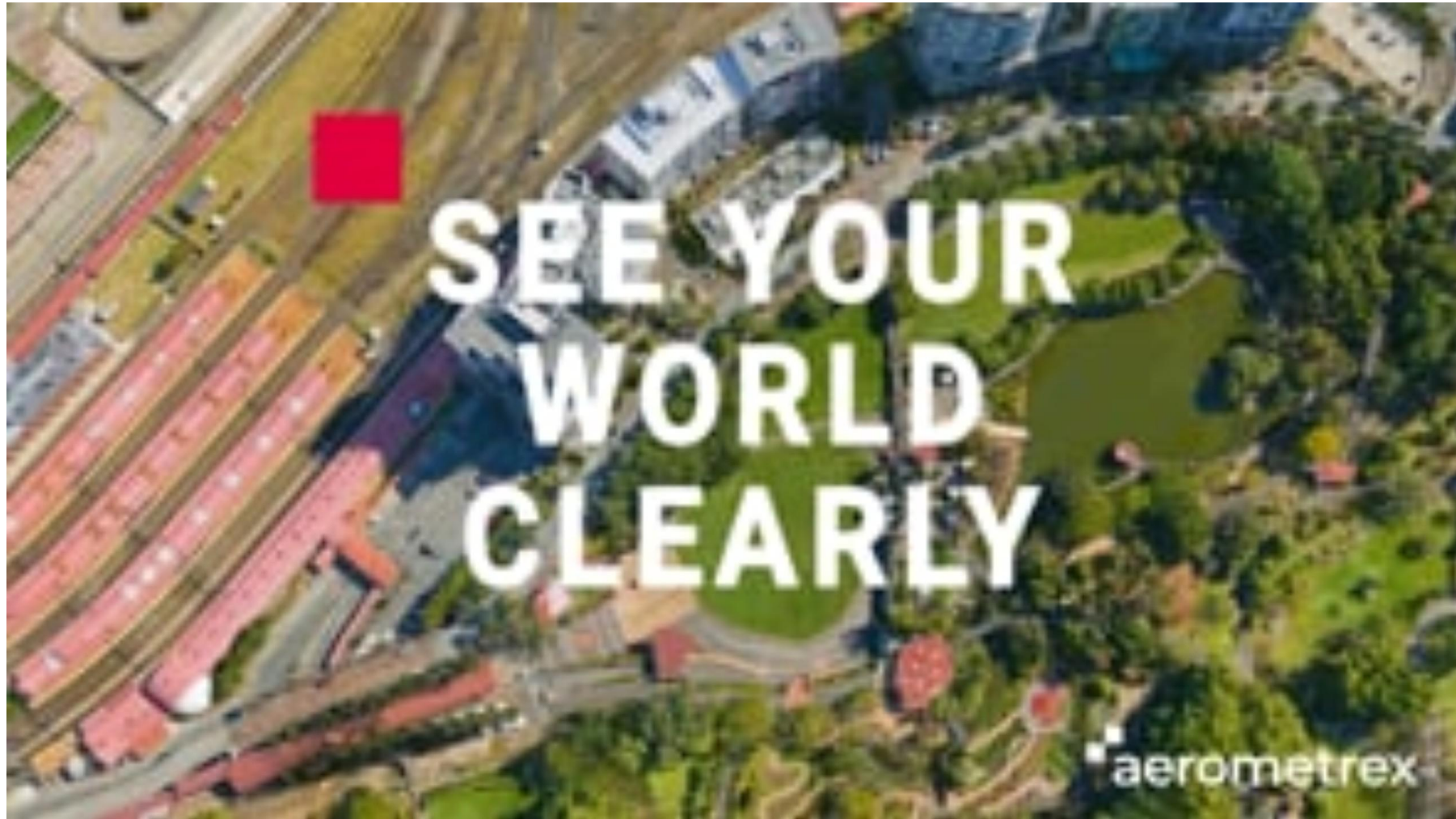


**WHAT WE DO**

**01**



# SEE YOUR WORLD CLEARLY



<https://vimeo.com/435932770>



# 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.



## 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.



## 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.



# 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

### VISUALISE

Property level



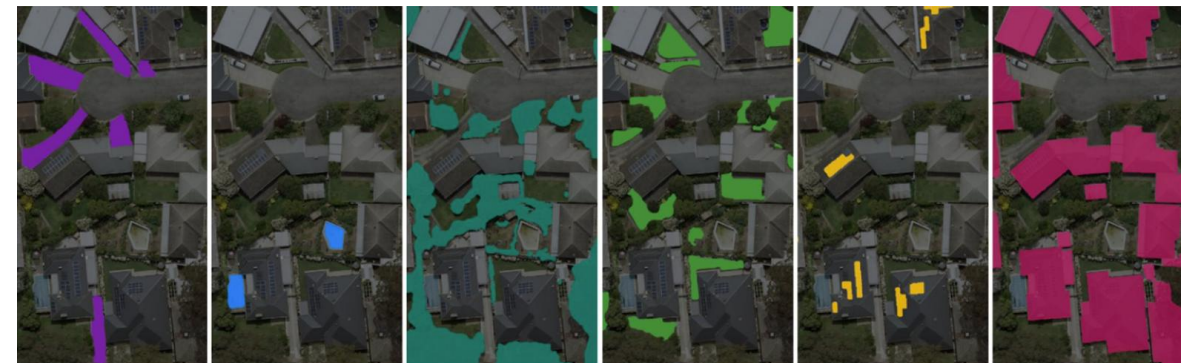
### IDENTIFY

Feature extraction



### ACTION

Change detection





# OUR IMAGE PRODUCTS



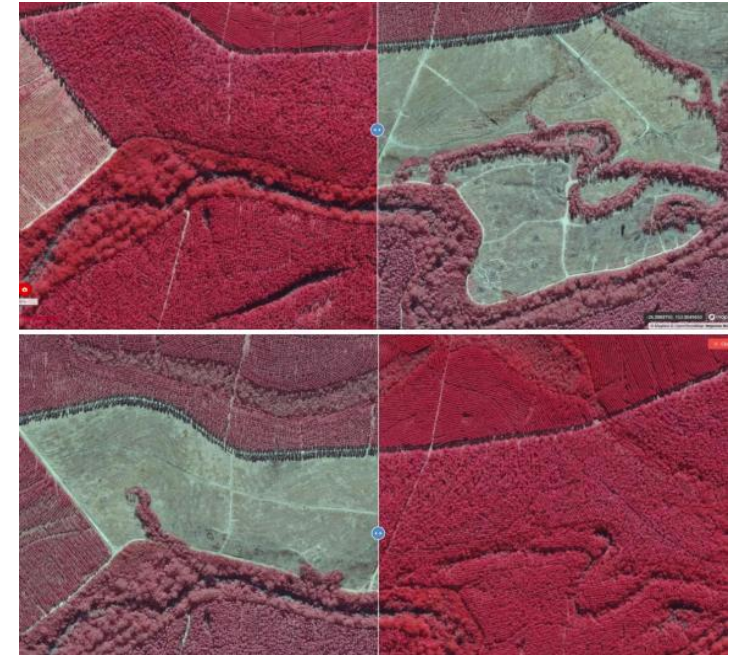
## Vertical Imagery

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



## Oblique Imagery

MetroMap Obliques give you detailed views of sites from multiple directions, providing clarity beyond traditional aerial shots.



## Near-Infrared Imagery

Near-infrared imaging in forestry provides valuable insights into the health and condition of forests and trees. It can detect changes in leaf structure, pigmentation, moisture content, and temperature, aids in evaluating the effects of climate change and human activity on forest ecosystems.



# OUR LiDAR PRODUCTS



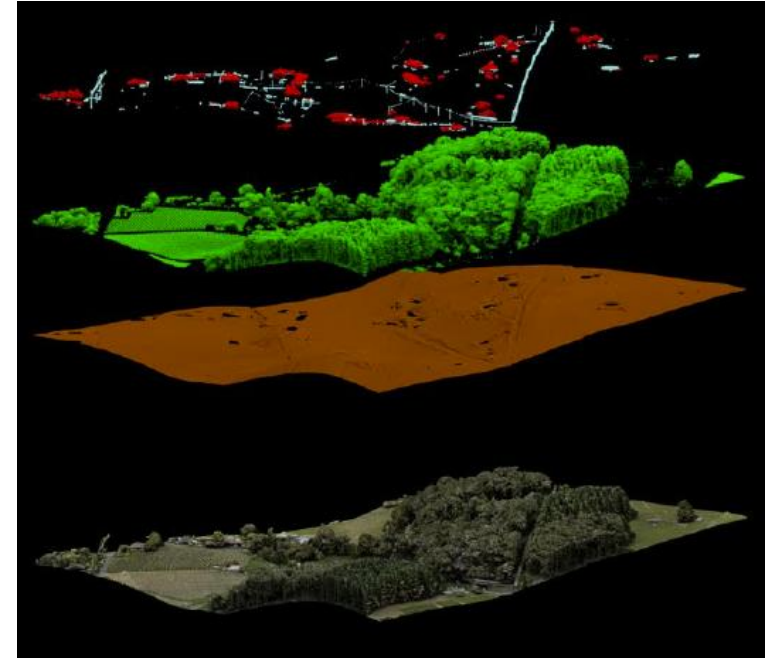
## Classified Point Clouds

High resolution point clouds identifying terrain, vegetation and built objects, classified to enable feature extraction and targeted analysis



## Elevation and Topography

High vertical accuracy dataset, contour lines, cartographic contours, depth maps



## Insights and Analysis

Change detection over time, coastal erosion, storm surges, flooding, Bushfire load monitoring, carbon measurement

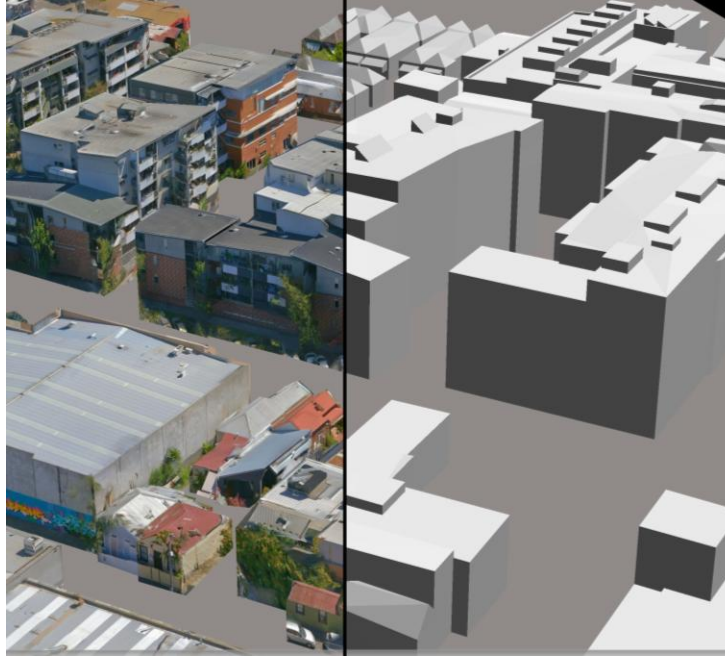


# OUR 3D PRODUCTS



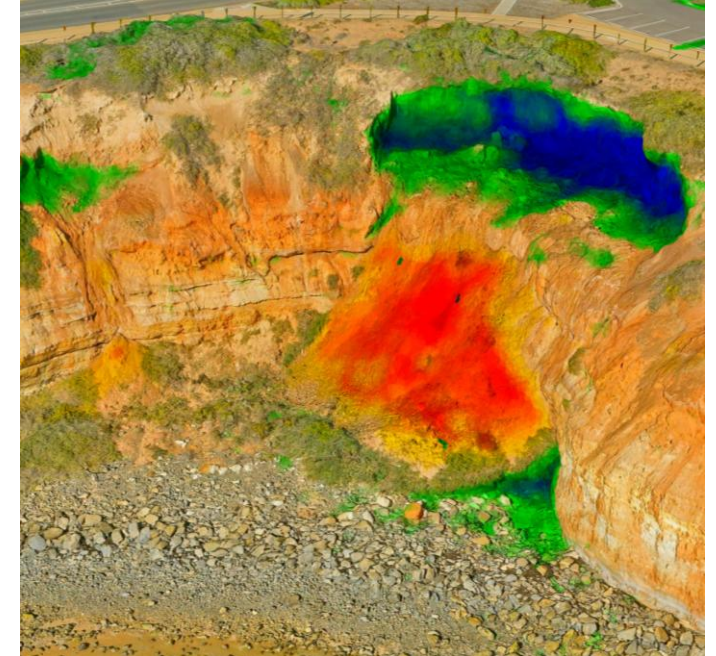
## 3D Mesh Models

Our flagship 3D solution offers you standard, high, and ultra-high detail based on your requirements, delivered to you in a range of compatible formats.



## 3D Building (LOD) Models

Our 3D Level of detail (LOD) Models, based on accurate 3D mesh data, come in various LODs for lightweight integration smoothly into your systems.



## 3D Change Analysis

Use our 3D change analysis to track asset changes over time and support better planning, decisions, and regulatory management.



# METROMAP 3D STORE

Extensive database of 3D models and LiDAR datasets



## Adelaide

Resolution 7.5 cm  
Captured May 2025  
Available Area 908 km<sup>2</sup>



## Brisbane

Resolution 7.5 cm  
Captured June 2024  
Available Area 684 km<sup>2</sup>



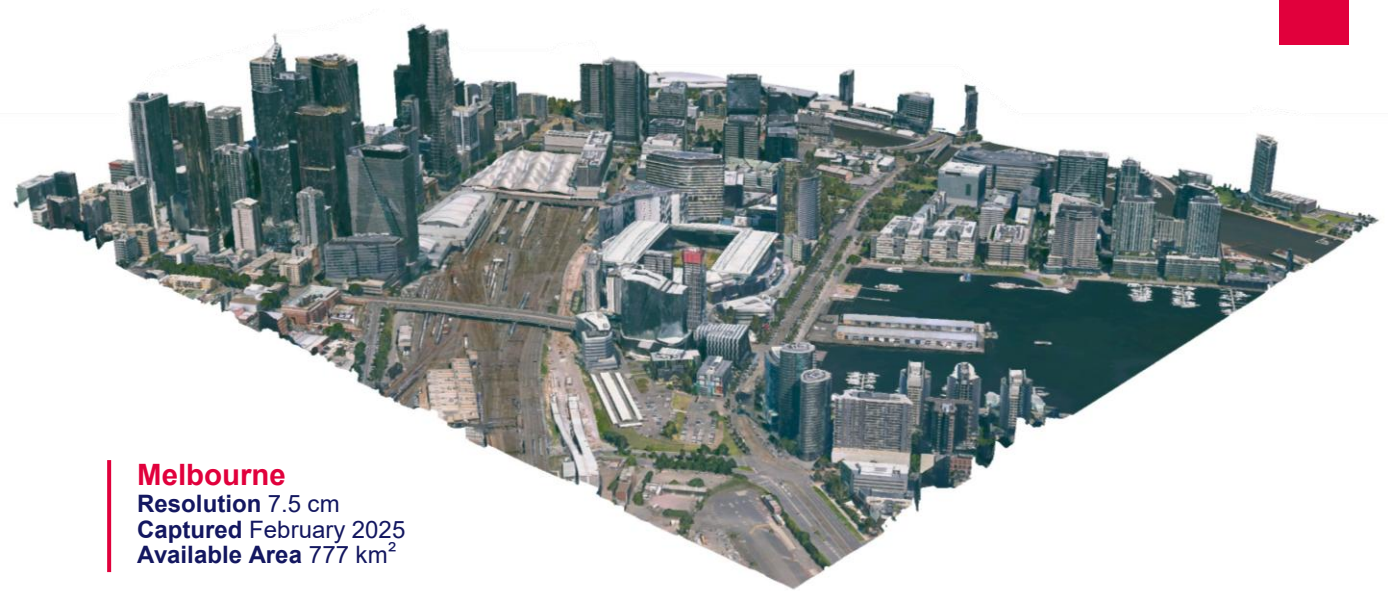
## Perth

Resolution 7.5 cm  
Captured June 2025  
Available Area 758 km<sup>2</sup>



## Canberra

Resolution 7.5 cm  
Captured July 2024  
Available Area 540 km<sup>2</sup>



## Melbourne

Resolution 7.5 cm  
Captured February 2025  
Available Area 777 km<sup>2</sup>



## Sydney

Resolution 7.5 cm  
Captured July 2024  
Available Area 1,129 km<sup>2</sup>

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



# 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



## Segments

### Small-Medium Business (SMB)

Building, Architecture,  
Construction, Roads & Transport,  
Engineering, Education

Developing an E-commerce  
solution to service SMB

### Enterprise

Engineering, Government,  
Utilities, Technology, Resources,  
Infrastructure, Agriculture, Real  
Estate,

### Partnerships

Imagery fed into other platforms  
through API – Town planning,  
Solar, Swimming Pools,  
Environmental



# 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**

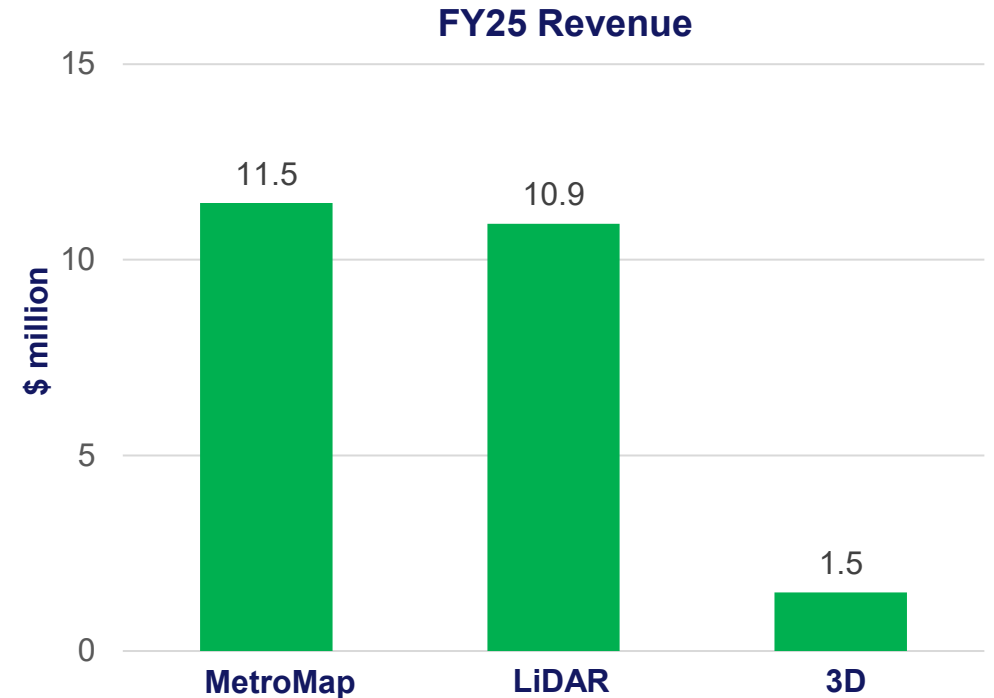
One of **only three** major industry players in Australia

## Global 3D

TAM<sup>1</sup>:

**‘Blue Sky’**

Positioned for a world of increasing usage of **Building Information modeling, Digital Twins, Immersive environments, Visualisation, Gaming, Virtual Tourism and Environmental monitoring**



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



# FY25 OVERVIEW

# 02



# 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

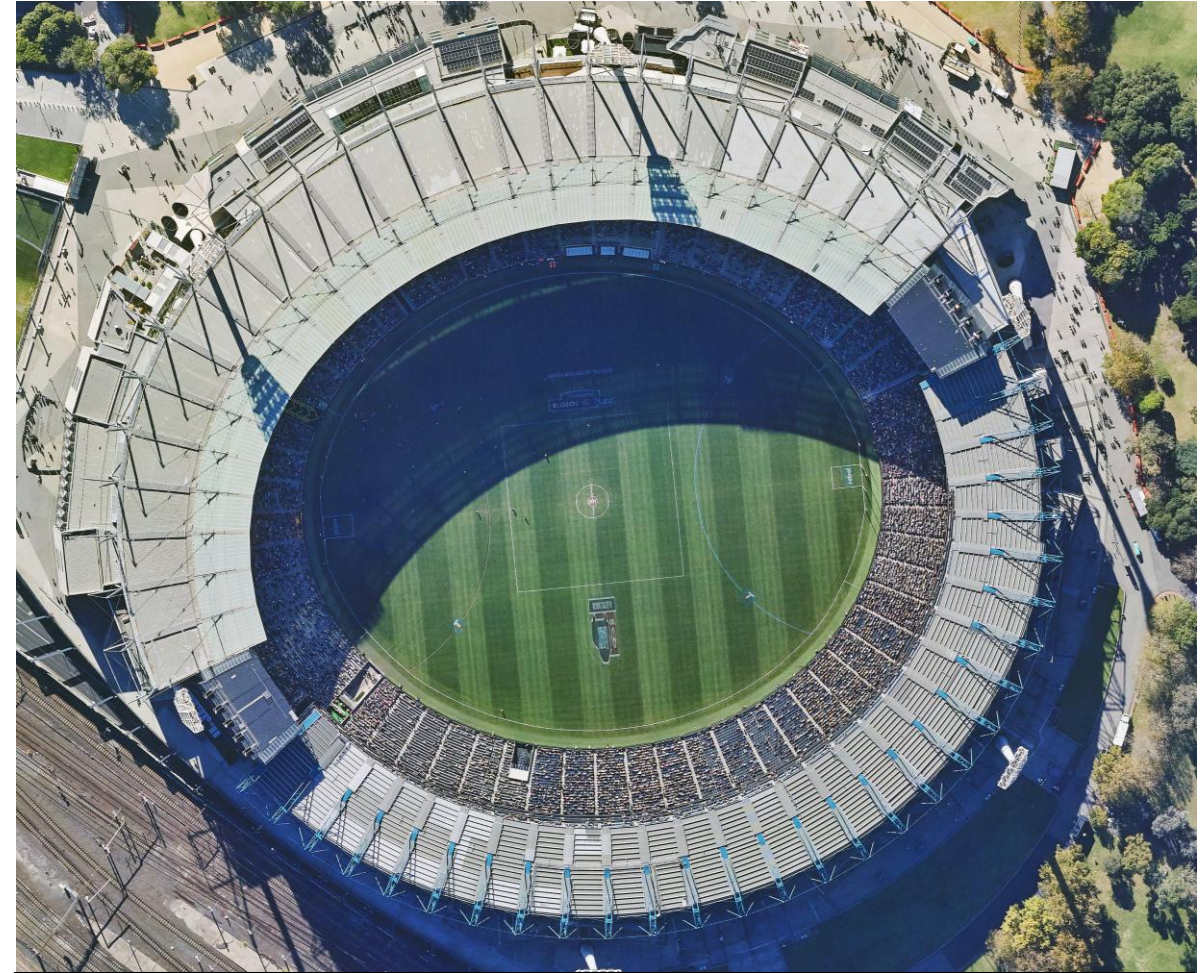


Image: MetroMap aerial imagery of Melbourne Cricket Ground (MCG) on game day



# FY25 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)



Record ACV of

**\$10.56m**

up 12.8%

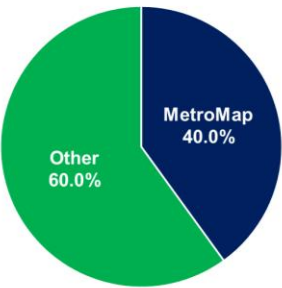
(FY24: \$9.36m)

Record subscription revenue of

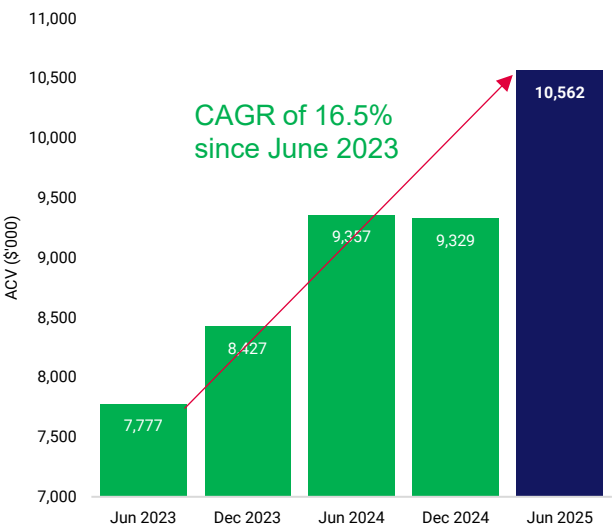
**\$9.57m**

up 11.5%

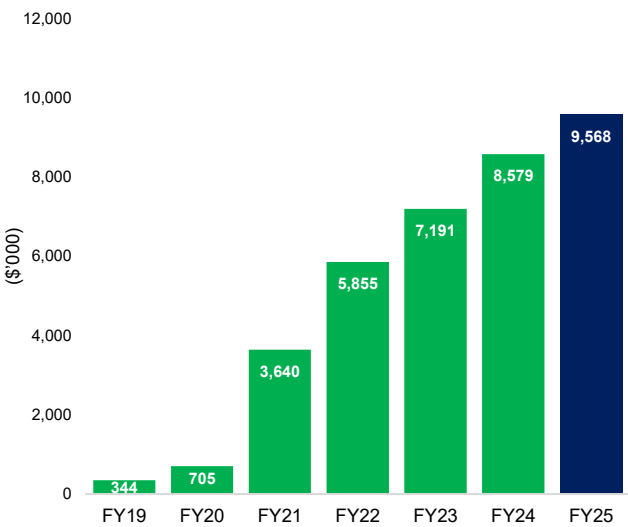
FY25 MetroMap Subscription v Group Revenue



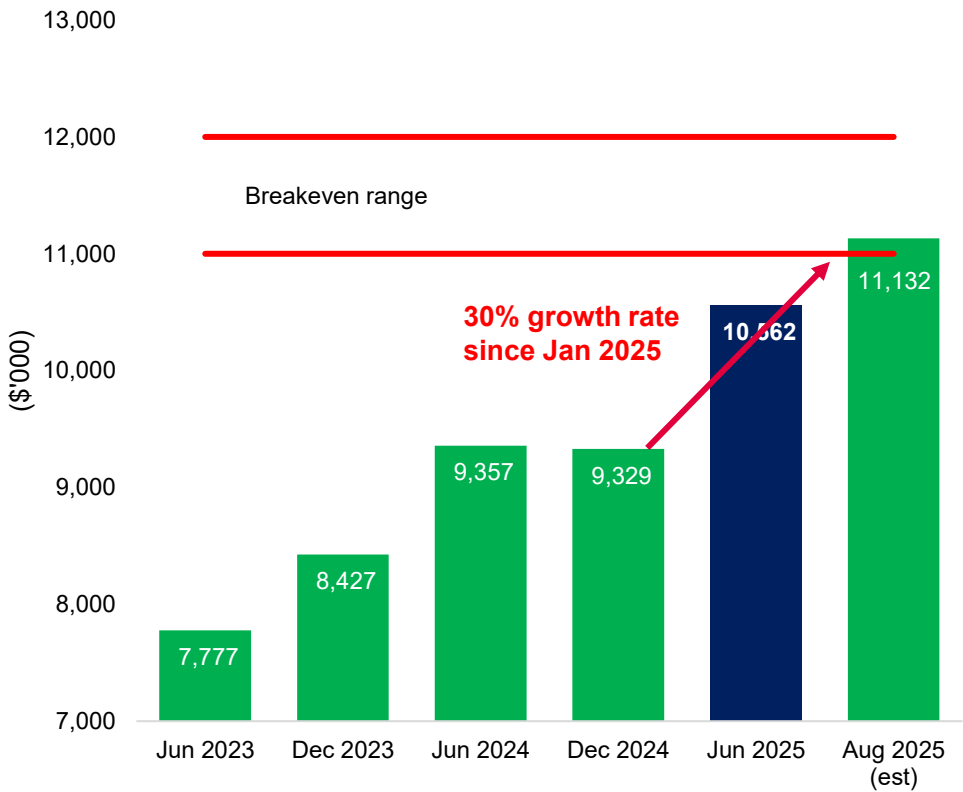
Annual Contract Value (ACV)



MetroMap Subscription Revenue

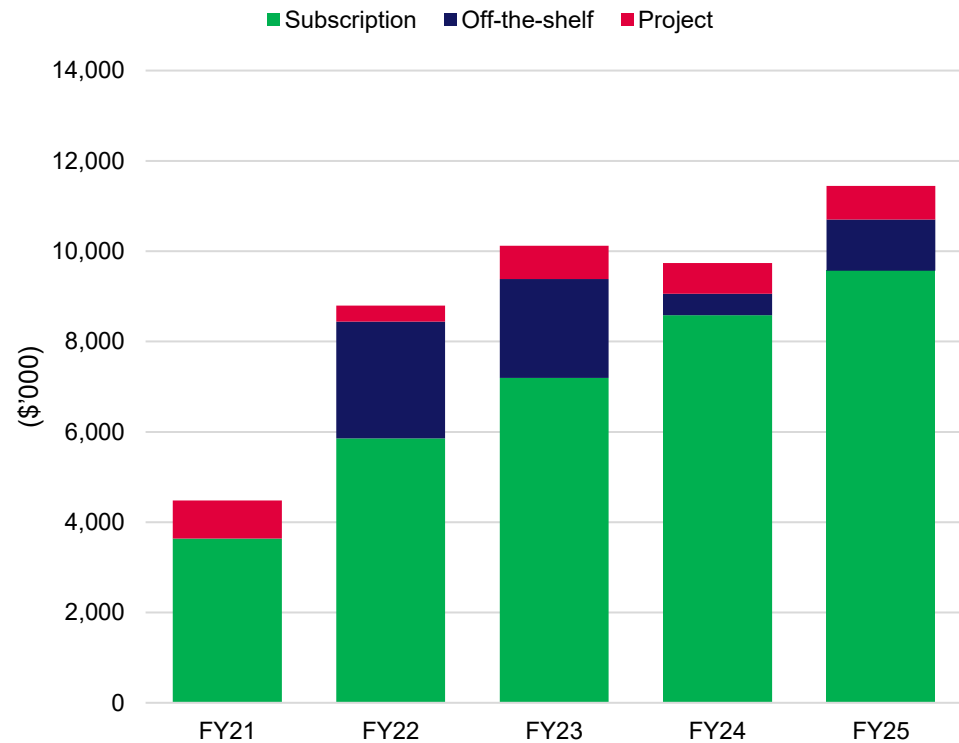


MetroMap ACV & Breakeven Range





### MetroMap Revenue

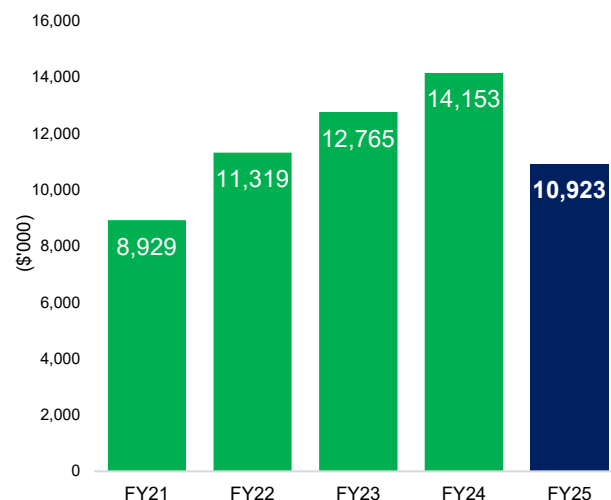


Momentum continues in subscription revenue

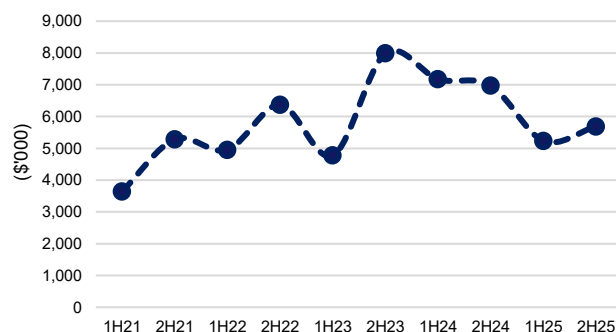
Opportunities exist in value accretive off-the-shelf sales – positive impact to revenue and cash with high flow through margin to EBITDA

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

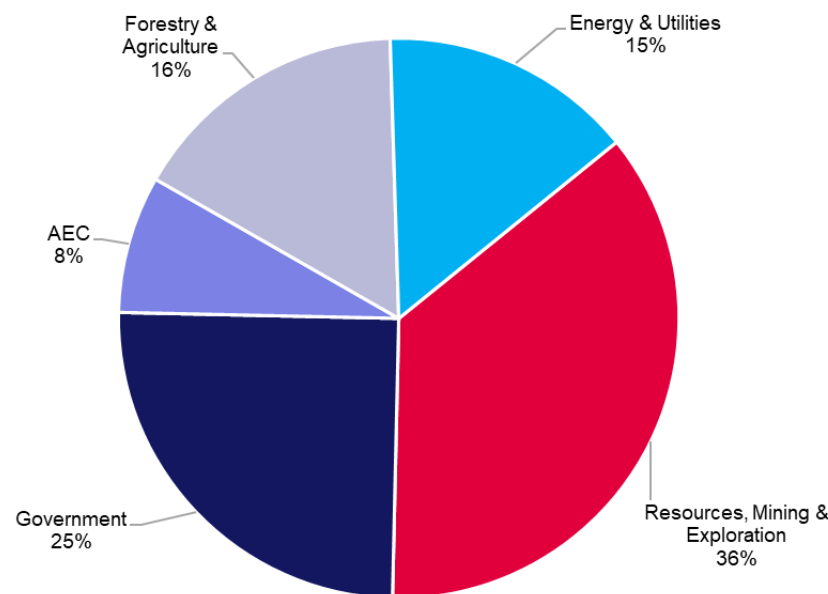
LiDAR Revenue



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

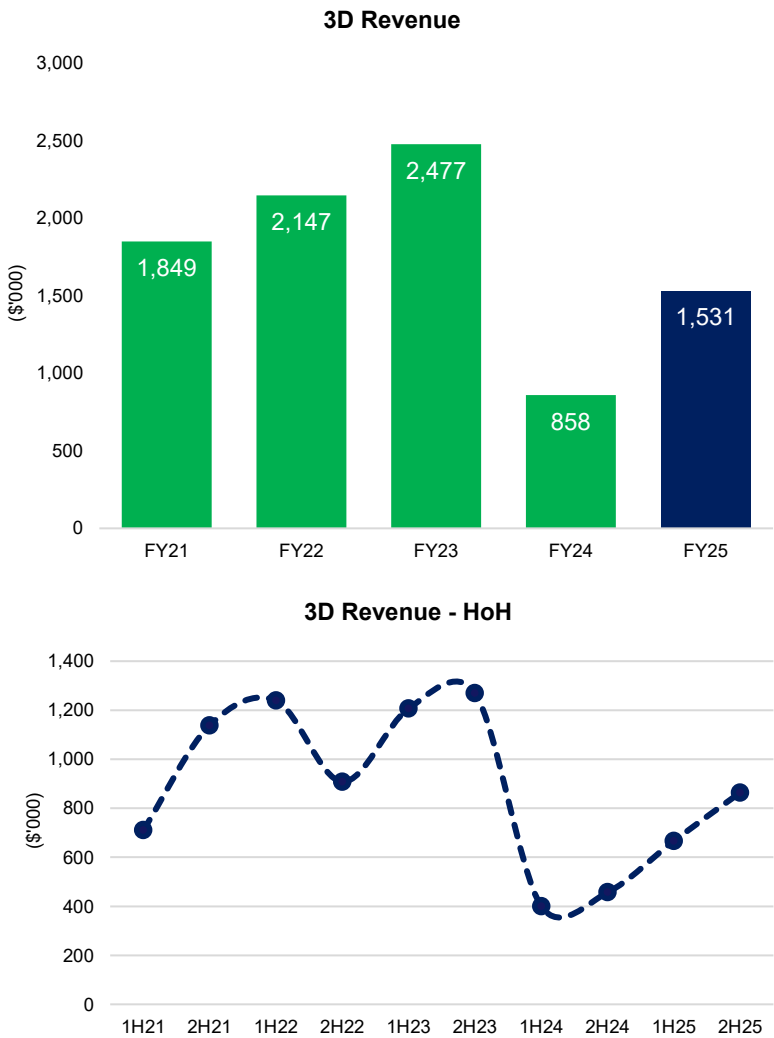
Number of contracts wins up on FY24 by 9.1% but average deal size down 29% which is expected to be cyclical in nature

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



# CASE STUDY: NEARMAP ACQUISITION

Nearmap's acquisition highlights the potential market mispricing of Aerometrex

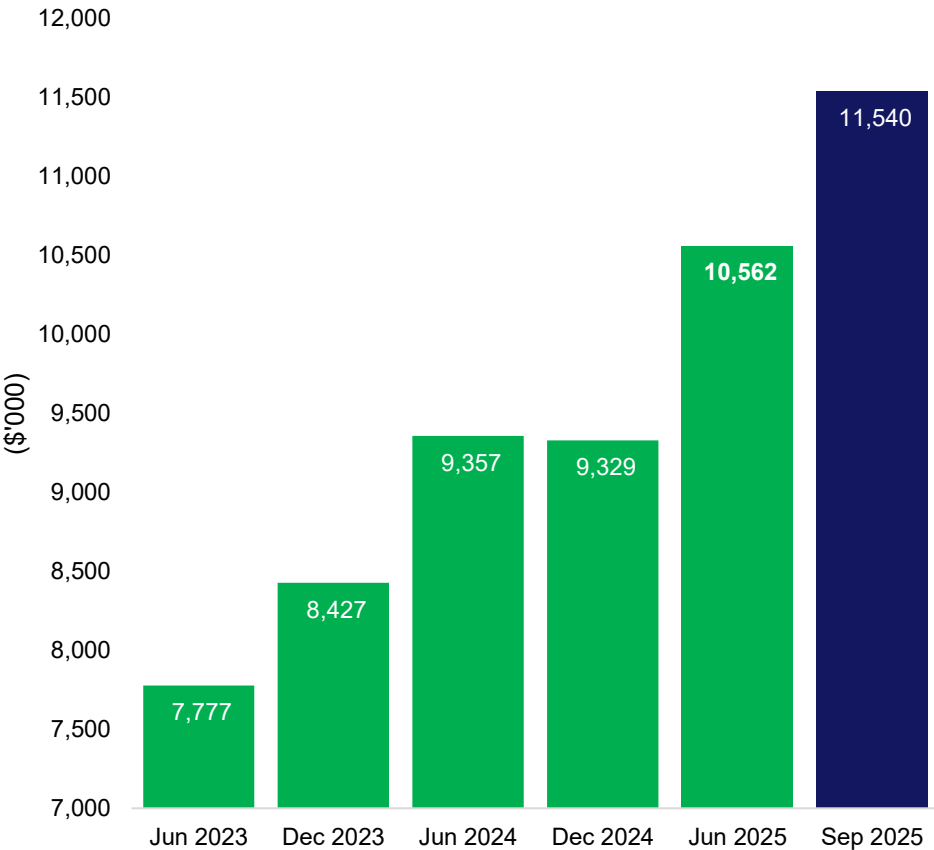


In December 2022, Thoma Bravo, acquired Nearmap Ltd for ~A\$1.055b, a 39% premium to the A\$0.76b market capitalisation

Nearmap is MetroMap’s only competitor in Australia

Nearmap’s FY22 revenue was A\$146m, implying a revenue multiple of 7.23x

MetroMap Annual Contract Value (ACV)



# 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 and global project opportunities
- Product enhancements to drive customer value & in turn revenue opportunities



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



# FY26 Q1 TRADING UPDATE

## MetroMap

- \$1m Q1 ACV increase (42% annualised growth)
- Significant government contracts
- Launched new features and expanded coverage

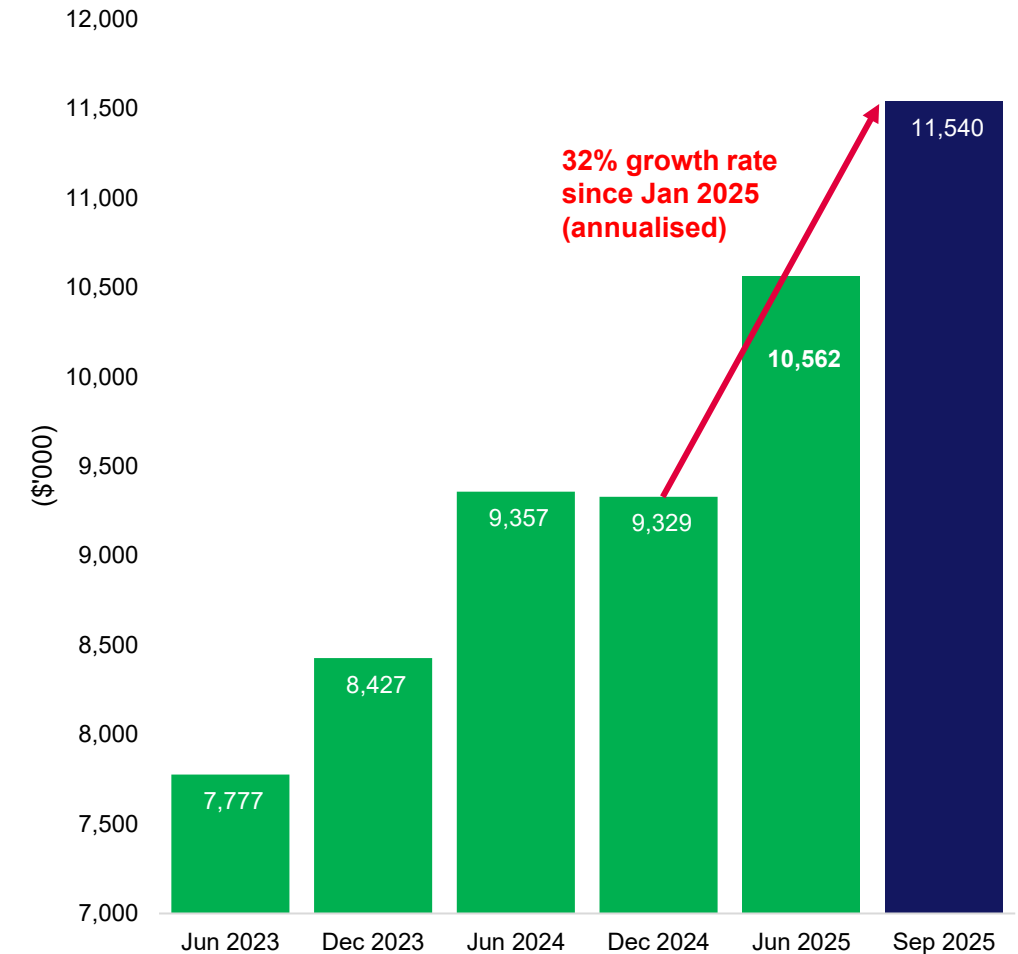
## LiDAR

- \$3.2m revenue in Q1, up 52% over the same period last year
- Major contract win with Shell QGC
- Unsecured pipeline of \$19m

## Global 3D

- Secured Global project wins
- Strong forward pipeline

MetroMap Annual Contract Value (ACV)







#### CONTACT INFORMATION

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Chief Financial Officer

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**15 OCTOBER 2025**

This presentation has been approved by the Board of Aerometrex