

16/06/21

ASX Announcement (AMX)

Trading Update

Aerometrex Limited (ASX: AMX) today provides an update on market conditions and its expected financial results for the year ended 30 June 2021 (FY21).

Over the past few months, Aerometrex has continued to see increased interest and usage of its MetroMap subscription service across the SME market. Despite observing increased competitive pressure in the large business / enterprise segment of the market, interest remains strong in the company's product offering.

Reflecting these market characteristics, the Company is expecting to deliver the following FY21 financial results:

- Annual Recurring Revenue (ARR) for its subscription based MetroMap business to be slightly above the \$4.26 million at 31 March 2021
- With the trend towards subscription-based revenue of MetroMap, a significant increase in deferred revenue at balance date (in the range \$1.8 million to \$2.4 million at year end) compared to last year of \$1.0 million
- Restoration and strong growth of group revenue in H2 FY21 compared to H1 FY21 and growth in group revenue on the previous corresponding period.
- Group revenue in the range of \$19 million to \$21 million
- EBITDA in the range of \$1.5 million to \$2.25 million
- Normalised EBITDA in the range of \$2.75 million to \$3.5 million. Normalised EBITDA is calculated after adding back options granted to staff in FY20 to align staff interests with shareholders as a one-off company issue of options following the IPO.

Aerometrex Managing Director Mark Deuter commented:

"We continue to be optimistic about our opportunities to grow over the medium to long term across our business units, having invested in our technology, data sets and team this year ahead of the revenue curve."

This release is approved by the Board of Directors of Aerometrex Limited.

- ENDS -



ADDITIONAL INFORMATION

For further information, contact as below:

Mark Deuter
Managing Director
P: +61 8 8362 9911
E: investorrelations@aerometrex.com.au

Justin Foord
Investor Relations, Market Eye
P: +61 402 600 691
E: justin.foord@marketeye.com.au

W: <https://aerometrex.com.au/asx-announcements/>
MetroMap: www.metromap.com.au

ABOUT AEROMETREX

Aerometrex Limited is a professional geospatial technology business specialising in aerial imagery subscription services, photogrammetry, LiDAR, 3D modelling and data analytics.

The company listed on the ASX in December 2019 to raise capital to fund its growth. The company has a clear strategy to provide value to its shareholders by providing high-quality, accurate aerial imagery and LiDAR products to a growing client base.

AMX has strong Board and Executive teams, with a combined staff experience in the industry of 930 years total.

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