

AEROMETREX LIMITED

FY21 Results

24 August 2021

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SEE YOUR WORLD CLEARLY.

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STRONG FULL YEAR RESULTS DESPITE COVID-19 IMPACT

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Operating Revenue

$20.9m

▲ 4.2%
(2020: $20.1m)

Strong Growth in 2H21 Revenue

▲ 44.2% on 1H21(+$3.8m)
▲ 23.7% on 2H20 (+$2.4m)

Subscription Revenue

$3.6m

▲ 416.3%
(2020: $0.7m)

Annual Recurring Revenue (ARR)

$4.8m

▲ 189.0%
(2020: $1.7m)

Group EBITDA (Normalised)

$4.2m

▼ 15.3%
(2020: $5.0m)

Strength of underlying Australian Operations EBITDA (Normalised)

AU $5.5m

▲ 5.3%
(2020 $5.2m)

Cash flow from Operations

$5.1m

(2020: $8.2m)

Cash balance

$16.5m

(2020: $22.2m)

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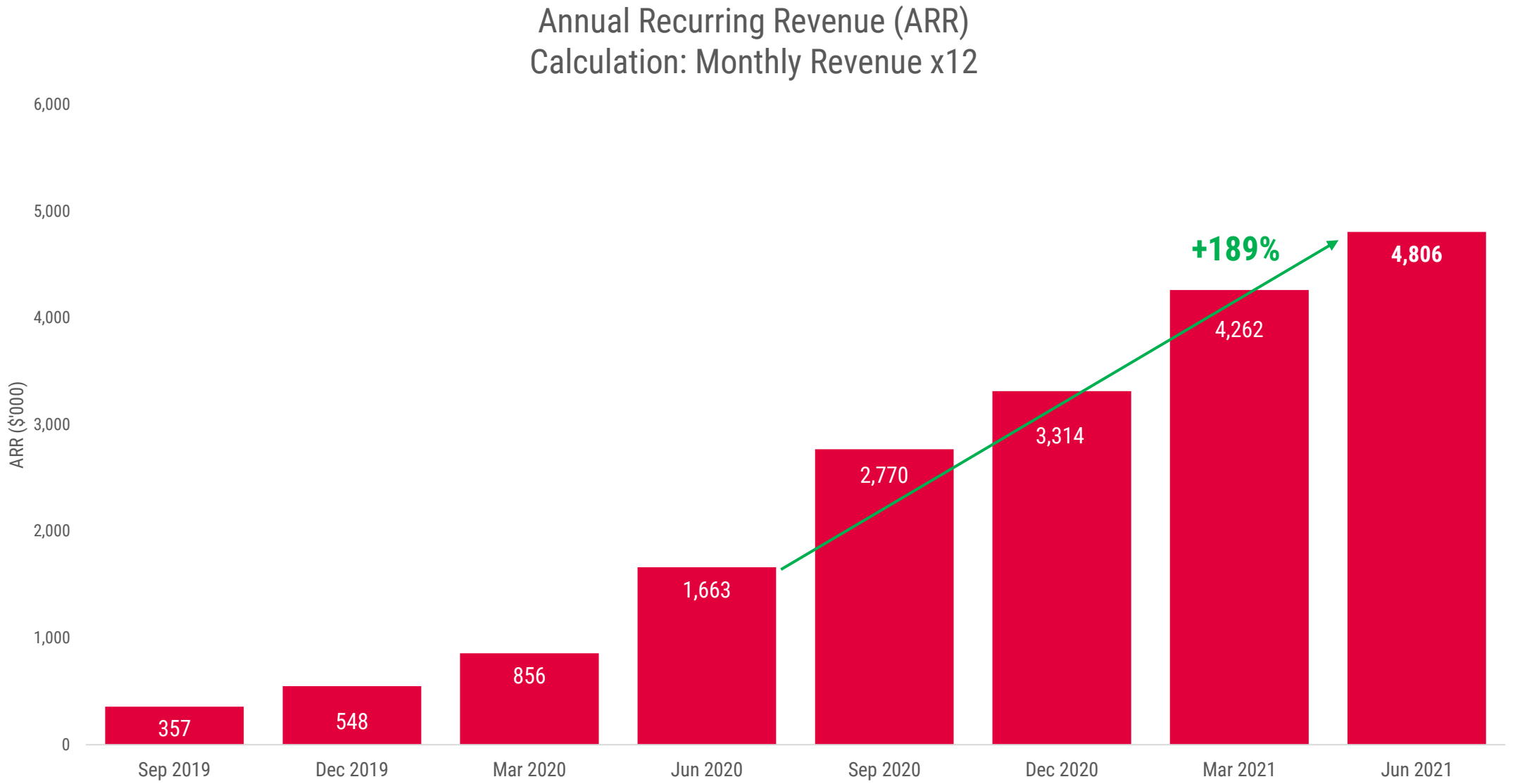
EXECUTED TO PLAN IN FY21

Objectives	Achievements
Revenue growth	▪ Revenue from customers of **$20.94m** in line with top end of guidance of $21m ▪ Delivered YOY growth despite COVID-19 impacts ▪ Return to Revenue Growth in 2H (**up 44.2%** on 1H FY21 and up 23.7% on 2H20)
Scaled MetroMap	▪ Subscription revenue **up 416.3%** to $3.64m ▪ ARR **up 189.0%** to $4.81m ▪ Integrated Spookfish Australia ▪ Marketing investments drove brand awareness
Export 3D business internationally	▪ First sale of 3D dataset in US to leading Defence contractor ▪ Google signed order for San Francisco model
Position LiDAR for growth	▪ Upgraded sensors and introduced 4th sensor in 1H (positively impacted 2H) ▪ Delivered record revenue in 2H
Build capacity for the future	▪ Appointed key senior staff (National Sales Manager and Chief Information Officer) ▪ Enhanced MetroMap sales and customer support team ▪ Developed, improved and implemented systems and processes to support growth initiatives

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RAPIDLY SCALED METROMAP

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METROMAP

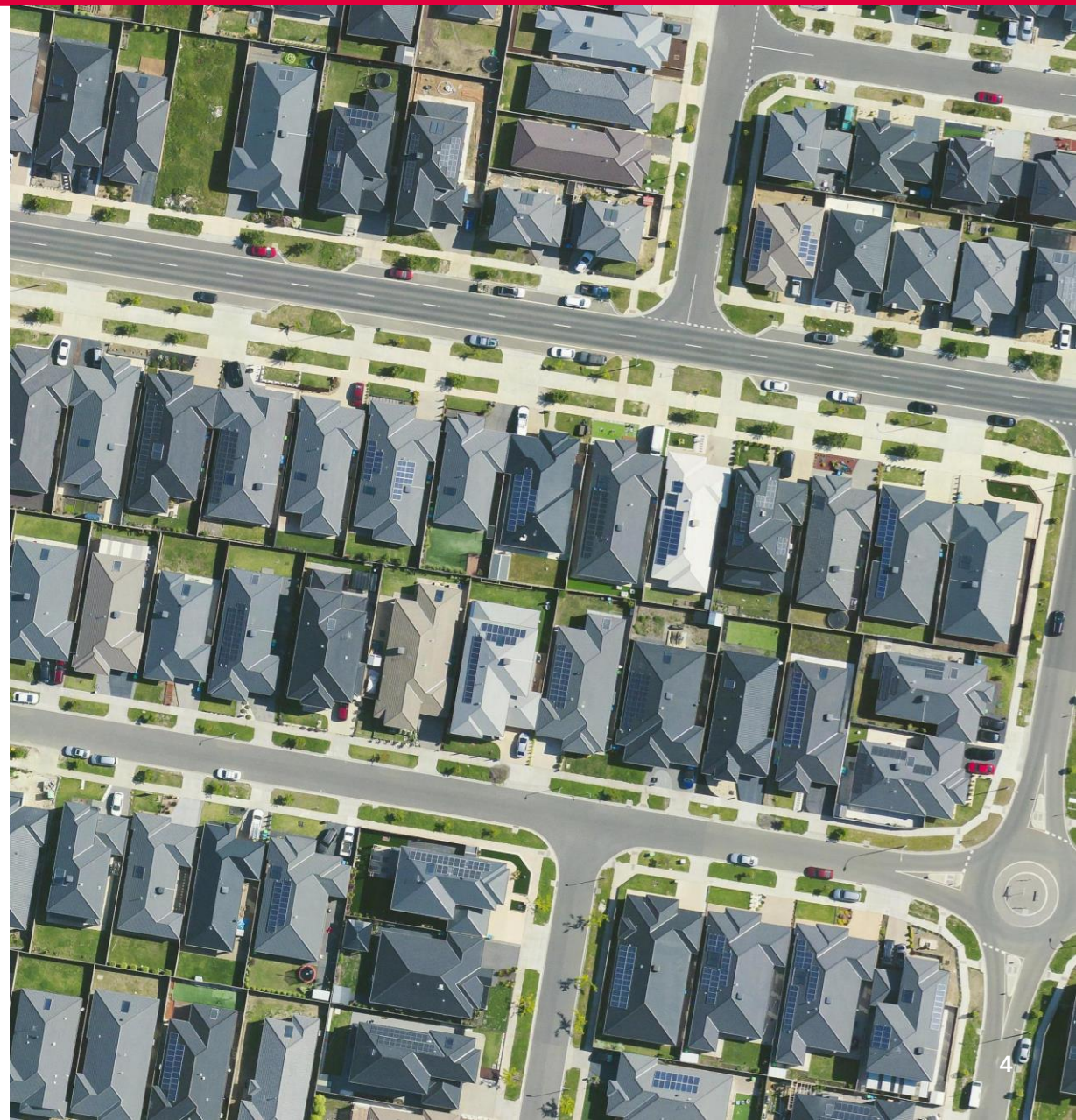
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Key highlights

- Subscription revenue up 416.3% to $3.64m
- ARR up 189.0% to $4.81m
- Spookfish datasets and customers transitioned to MetroMap platform
- Increase in contract liabilities (subscription revenue in advance for FY22) of 113.8% to $2.19m

Growth initiatives

- Increased investment into marketing to drive brand recognition
- Second MetroCam is being prepared for deployment
- Invested into growing the MetroMap sales and customer service teams



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RESEARCH & DEVELOPMENT (R&D)

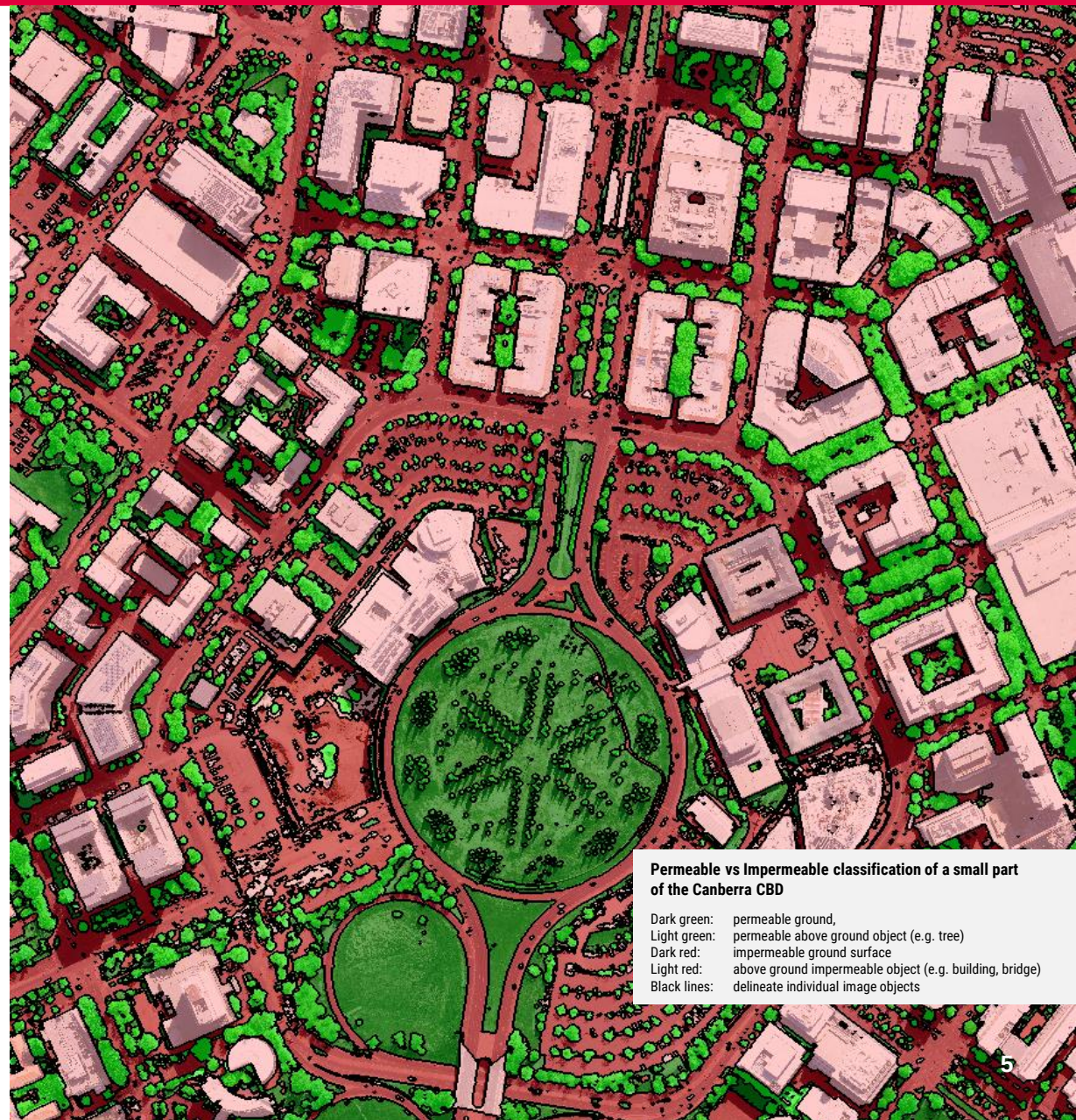
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R&D enhancements position Aerometrex for growth

- Enhanced use of AI and machine learning
  - Improved efficiencies in production processes via feature extraction
  - Optimised workflows and rapid automation of classification will provide greater cost efficiencies
- Developing 3D use applications through gaming engine technology
- Signed agreement with Australian Institute of Machine Learning to accelerate data analytics capabilities

Commercialisation initiatives – focused on climate resiliency

- Urban forestry – permeable and impermeable surfaces
- Fuel load aerial mapping to mitigate bushfire risk
- Rapid analytics supported NSW flood recovery



Permeable vs Impermeable classification of a small part of the Canberra CBD

Dark green:	permeable ground,
Light green:	permeable above ground object (e.g. tree)
Dark red:	impermeable ground surface
Light red:	above ground impermeable object (e.g. building, bridge)
Black lines:	delineate individual image objects

3D MODELLING

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US

- Capture of US datasets for Denver, Florida and San Francisco along with headquarters for Apple, Facebook, Tesla, Google, etc
- First sale of a US dataset
- Purchase order from Google for San Francisco model (to be delivered FY22)
- Building momentum and education of use of 3D models in infrastructure projects
- Challenges in US operations due to COVID-19
    - International travel restrictions for AU team to visit the US and support the startup phase

Australia

- Smaller projects throughout the year
- Challenges in AU operations due to COVID-19
    - Projects slowed with delays in client decision making due to initial lockdowns and remote working
    - Key infrastructure spending initiatives have not translated into 3D pipeline as at 30 June 2021
    - Lockdowns and border restrictions quarantining aircraft and personnel

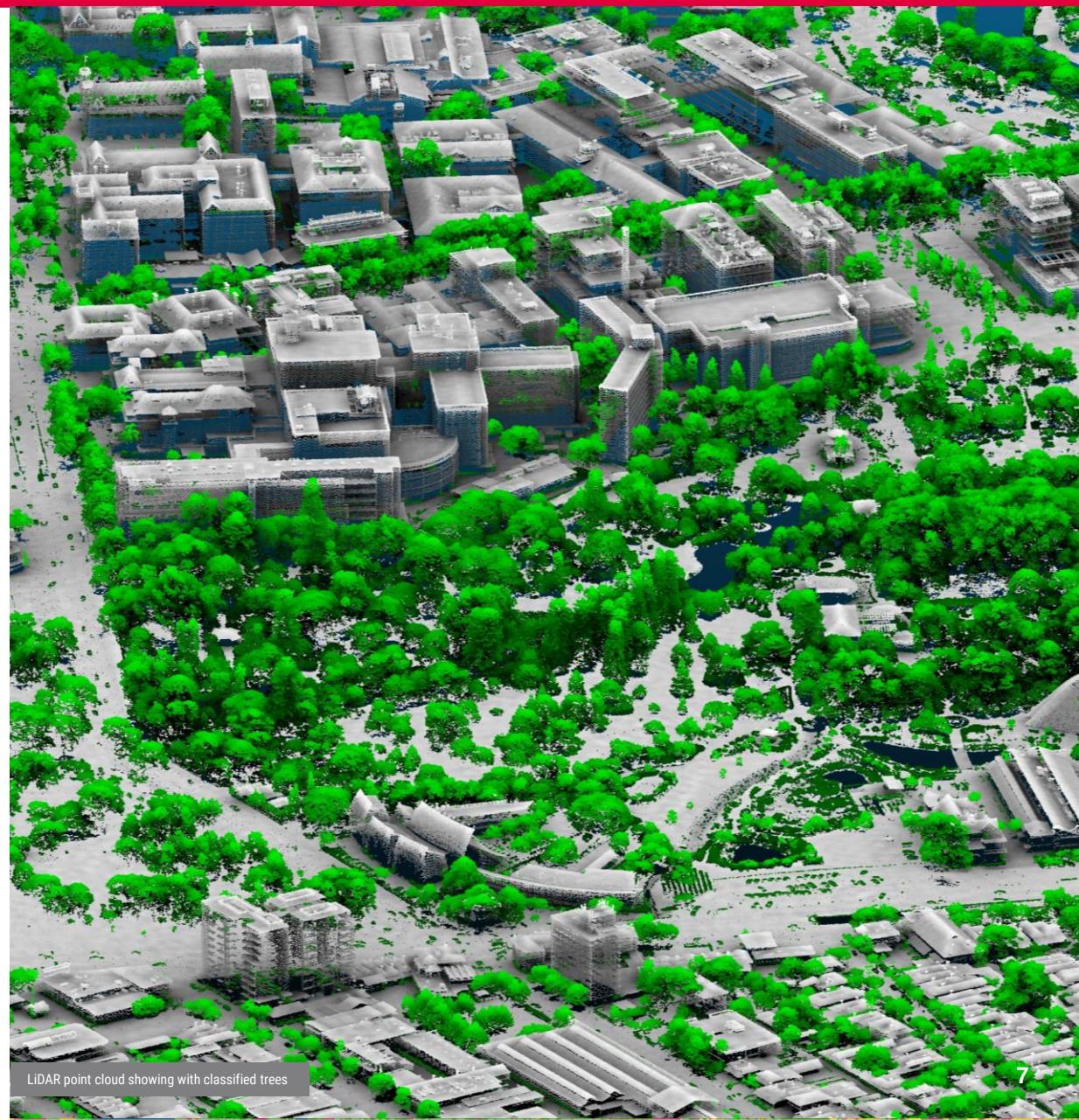


3D model
Googleplex
Mountainview, California
USA

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LiDAR

- Substantial recovery in 2H with a record half of revenue of $5.28m (up 45.0% on 1H)
- Introduction of 4th sensor and upgrade of other sensors
  - Provides capacity for Aerometrex to significantly scale up operations
  - Savings on flight time for large regional surveys at standard sampling rates
  - Customer benefits by increased sampling rates if needed and higher quality data
- Development of and refinement of internal work processes during the FY21 year expected to drive efficiency gains in 2H FY22



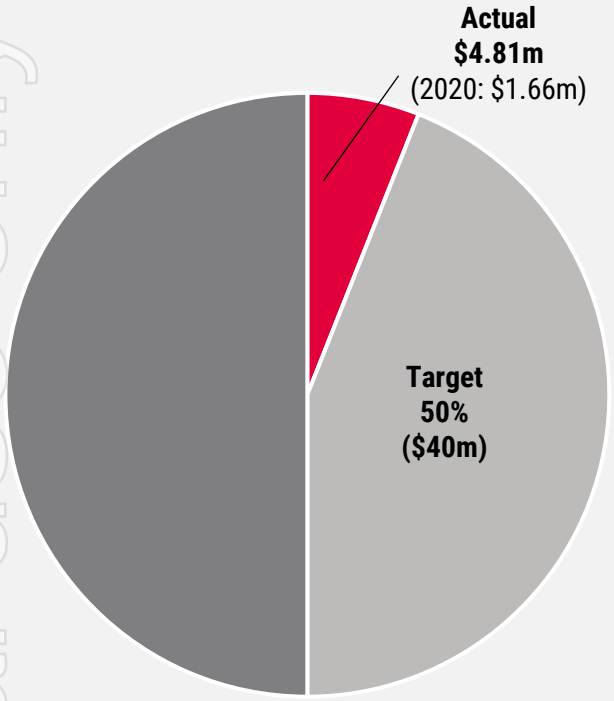
LiDAR point cloud showing with classified trees

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METROMAP GAINING MARKET SHARE

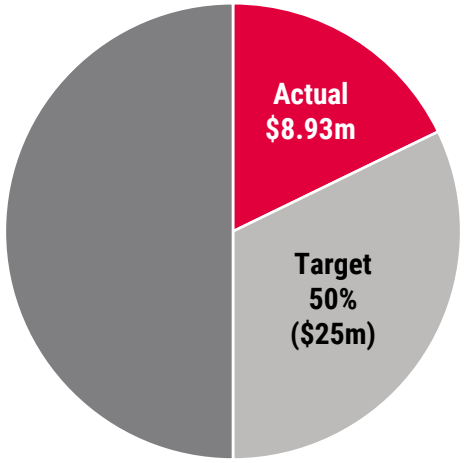
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MetroMap



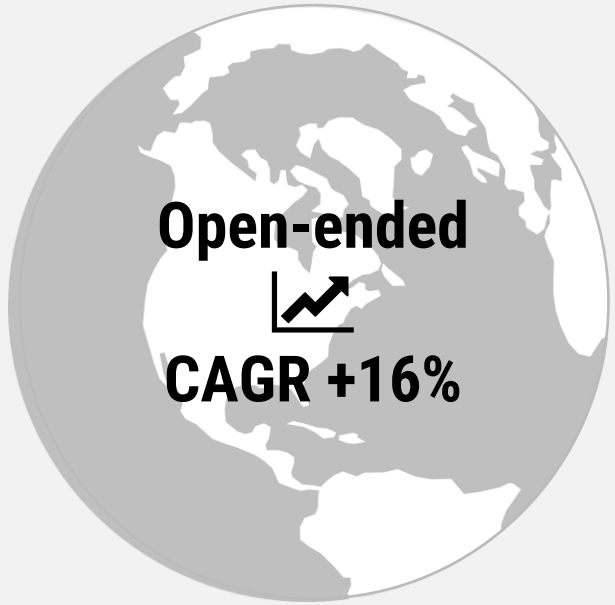
Total Addressable Market:
~$80 million + per annum in Australia

LiDAR



Total Addressable Market:
~$50 million + per annum in Australia

3D

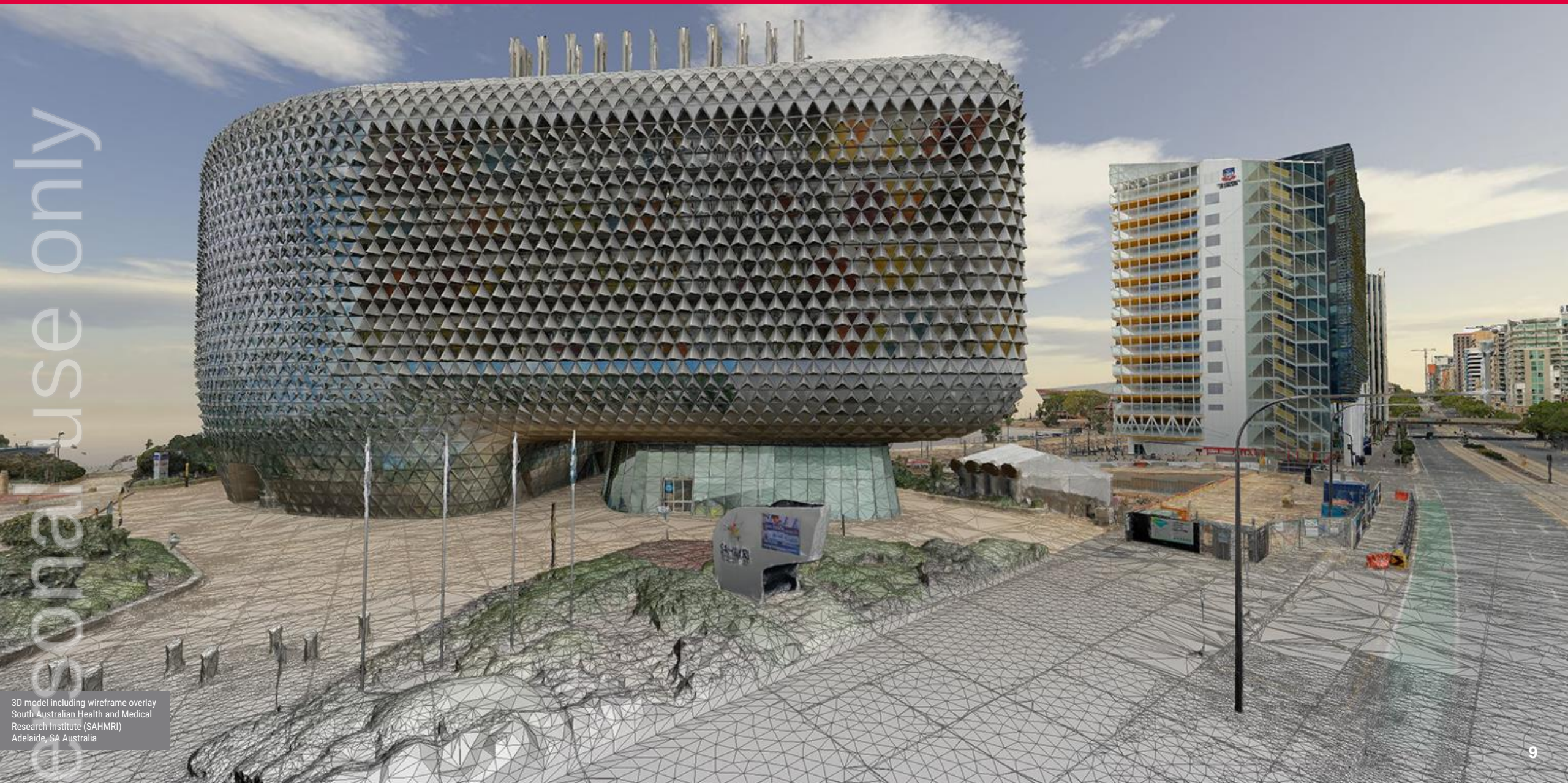


Total Addressable Market:
Open-ended, international scope.
Size of global market for 3D mapping and modelling is estimated to exceed USD $8.1 billion by 2025*

*Median projected value of 7 independent industry reports

FINANCIAL RESULTS

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3D model including wireframe overlay
South Australian Health and Medical Research Institute (SAHMRI)
Adelaide, SA Australia

FINANCIAL RESULTS OVERVIEW

- Total revenue from customers up 4.2% to $20.94m
- Strong 2H21 revenue growth
  - +44.2% on 1H21
  - +23.7% on 2H20
- MetroMap subscription revenue growth up +416.3% to $3.64m
- Return of LiDAR revenue in 2H21 (+45.0% on 1H21 and +12.4% on 2H20) reflecting investment into the upgrade of sensors during 1H21

Investments to underpin future growth

- Investments to build capacity ahead of the revenue curve
- Investment into US startup operations for 3D
- Cash flow from operations of $5.09m reinvested into datasets and IT infrastructure to drive growth
- Strong cash position supports growth initiatives, with $16.55m and debt facilities available

	1H21 $'000	2H21 $'000	FY21 $'000	1H20 $'000	2H20 $'000	FY20 $'000	Change v PCP $	Change v PCP %
Subscription revenue - MetroMap	1,506	2,134	**3,640**	182	523	**705**	2,935	**416.3%**
Projects								
3D	711	1,138	**1,849**	1,695	1,666	**3,361**	(1,512)	(45.0%)
LiDAR	3,645	5,284	**8,929**	4,224	4,699	**8,923**	6	0.1%
MetroMap – on demand	318	524	**842**	576	414	**990**	(148)	(14.9%)
Photo contracting	2,394	3,287	**5,681**	3,420	2,692	**6,112**	(431)	(7.1%)
Total project revenue	7,068	10,233	**17,301**	9,915	9,471	**19,386**	(2,085)	(10.8%)
Total revenue from customers	**8,574**	**12,367**	20,941	**10,097**	**9,994**	20,091	**850**	**4.2%**
EBITDA			2,870			3,901	(1,031)	(26.4%)
EBITDA (normalised)			4,203			4,961	(758)	(15.3%)
Cash flow from operating activities			5,088			8,163		
Cash flow used in investing activities			(10,454)			(11,563)		
Free cash flow			(5,366)			(3,400)		
Financial position								
Cash on hand			16,553			22,239		

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SEGMENT FINANCIAL RESULTS

EBITDA growth for Australian operations

- Growth in EBITDA for the Australian operations from $5.20m to $5.48m or 5.3% (on a normalized basis)
- Normalised EBITDA for FY21 reflects the addback of shared based payments being options granted to staff in FY20 to align staff interest interests with shareholders
- Overall increase of 4.1% in revenue – decline in project revenue offset by significant growth in subscription revenue reflecting strategy of MetroMap

US operations in start up phase

- Continued investment into US operations
- First sale recognized in FY21

	AUS 2021 $'000	USA 2021 $'000	Total 2021 $'000	AUS 2020 $'000	USA 2020 $'000	Total 2020 $'000
Revenue	20,909	32	**20,941**	20,091	-	**20,091**
Other income	304	-	**304**	174	-	**174**
Total revenue and other income	**21,213**	**32**	**21,245**	**20,265**	**-**	**20,265**
Aircraft and project processing costs	(6,521)	(23)	**(6,544)**	(6,376)	(1)	**(6,377)**
Employee benefits expense	(6,429)	(730)	**(7,159)**	(6,352)	(186)	**(6,538)**
Share based payments	(1,333)	-	**(1,333)**	(363)	-	**(363)**
Depreciation of property, plant and equipment	(2,713)	(18)	**(2,731)**	(2,109)	(2)	**(2,111)**
Amortisation of intangible assets	(4,296)	-	**(4,296)**	(1,677)	-	**(1,677)**
Other expenses	(2,787)	(458)	**(3,245)**	(3,034)	(52)	**(1,070)**
Finance costs	(87)	-	**(87)**	(370)	-	**(370)**
Finance income	75	-	**75**	177	-	**177**
(Loss) before income tax	**(2,878)**	**(1,297)**	**(4,175)**	**161**	**(241)**	**(80)**

Proforma EBITDA Calculation by Geographical Segment	AUS 2021 $'000	USA 2021 $'000	Total 2021 $'000	AUS 2020 $'000	USA 2020 $'000	Total 2020 $'000
(Loss) before income tax	(2,878)	(1,297)	(4,175)	161	(241)	(80)
Addback finance costs	87	-	87	370	-	370
Less interest income	(75)	-	(75)	(177)	-	(177)
Addback depreciation	2,713	18	2,731	2,109	2	2,111
Addback amortisation	4,296	-	4,296	1,677	-	1,677
EBITDA	**4,143**	**(1,279)**	**2,864**	**4,140**	**(239)**	**3,901**
Addback shared based payments	1,333	-	1,333	363	-	363
Addback IPO and capital raising costs	-	-	-	499	-	499
Addback refinance costs	-	-	-	198	-	198
EBITDA (normalised)	**5,476**	**(1,279)**	**4,197**	**5,200**	**(239)**	**4,961**

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BALANCE SHEET SUPPORTS GROWTH INITIATIVES

- Available cash of $16.55m to support continued growth of the business
- Plant & Equipment increases reflects investment into IT infrastructure, aviation upgrades and right of use assets (Maroochydore lease)
- Intangibles reflects capitalization of datasets of $5.85m
- Contract Liabilities reflects income paid in advance. Largely MetroMap subscription revenue
- Right-of-use assets (Property, plant and equipment) and lease liabilities increased as a result of commencement of new office location for the LiDAR business in Maroochydore

	2021 $'000	2020 $'000
Assets		
Cash and cash equivalents	16,553	22,239
Trade and other receivables	2,965	2,512
Contract assets	719	563
Property, plant and equipment	16,729	16,364
Intangibles	8,125	6,572
Other assets	1,140	459
Deferred tax assets	2,536	1,418
Total assets	**48,767**	**50,127**
Liabilities		
Trade and other payables	2,655	4,267
Contract liabilities	2,794	1,334
Employee benefits	1,734	1,452
Other liabilities	3,697	3,881
Lease liabilities	572	-
Deferred tax liabilities	2,618	1,588
Total liabilities	**14,070**	**12,522**
Net assets	**34,697**	**37,605**

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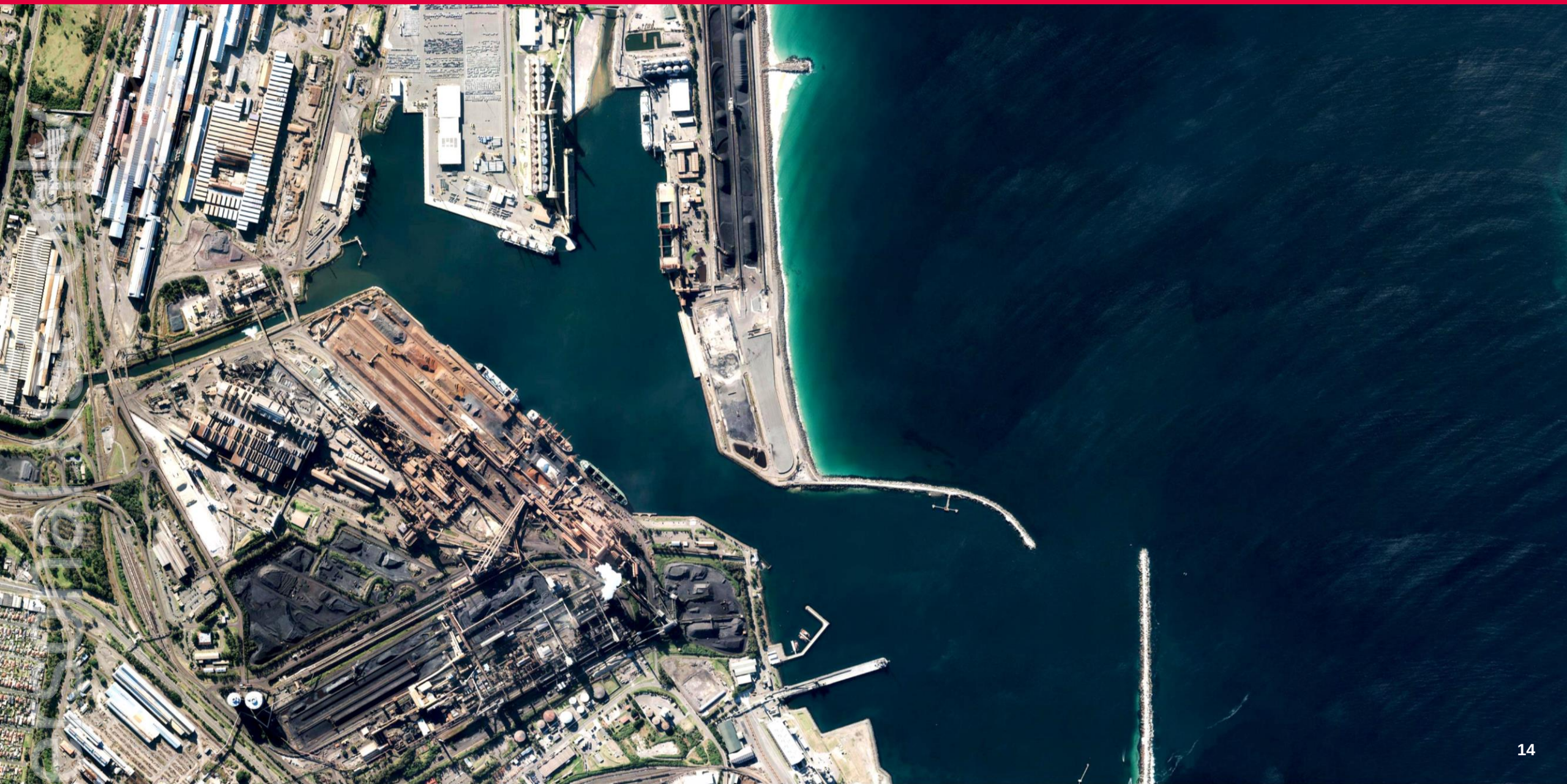
CASH FLOW

- Positive cash flow from operations of $5.08m
- Continued investment in scaling the business for growth – people, systems and processes
- Investment into startup phase of US operations – 2021 cash consumption of ~$1.4m
- Investment expenditure of $10.45m includes investment in:
  - $5.85m in datasets for MetroMap (AU) and 3D models in the US and Australia (+$2.1m on PCP)
  - $4.6m in IT infrastructure, aviation updates and payment for sensors and aircraft committed to in FY20
- Well funded to implement growth initiatives

	2021 $'000	2020 $'000
Receipts from customers	23,887	23,332
Payments to suppliers and employees	(18,707)	(14,761)
Other operating cash flows	(99)	(408)
Net cash flow from operating activities	**5,081**	**8,163**
Payments for property, plant and equipment	(4,597)	(7,063)
Payments for intangible assets	(5,849)	(3,750)
Payments for acquisitions	-	(750)
Net cash flow used in investing activities	**(10,446)**	**(11,563)**
Free cash flow	**(5,365)**	**(3,400)**
Net cash flow generated from or (used in) financing activities	(321)	20,529
Net cash flow	**(5,686)**	**17,129**
Cash and cash equivalents at start of year	22,239	5,110
Cash and cash equivalents at end of year	**16,553**	**22,239**

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GROWTH STRATEGY



METROMAP AND 3D FOCUS TO DRIVE GROWTH

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MetroMap

- Aerial imagery sales activities now solely focused on the MetroMap subscription service – reallocating resources to continue to grow the subscription business, leveraging scale and increasing Annualised Recurring Revenue
- Resources to be dedicated to MetroMap capture program following completion of project photo contracting work through 1H22
- Enhanced customer experience and capabilities through launch of MetroMap 3.0
- Potential to enhance customer offering through LiDAR derived products hosted via the MetroMap platform
- Provides customers with more current imagery, larger areas of coverage, higher resolutions and generates higher rates of return

3D Modelling

- Major markets are still Australia and the USA. Europe 3D has been deferred due to COVID-19. US market is still immature but has 10x potential of Australian market.
- There has been extensive marketing and use of Aerometrex 3D models by leading graphics and game engines such as Cesium, Unreal Engine, etc.
- Opportunities are arising with USA's largest corporations who have already invested heavily in 3D hardware and software but need data content.
- Launch of 3D store in the US to enable online sale of existing data models

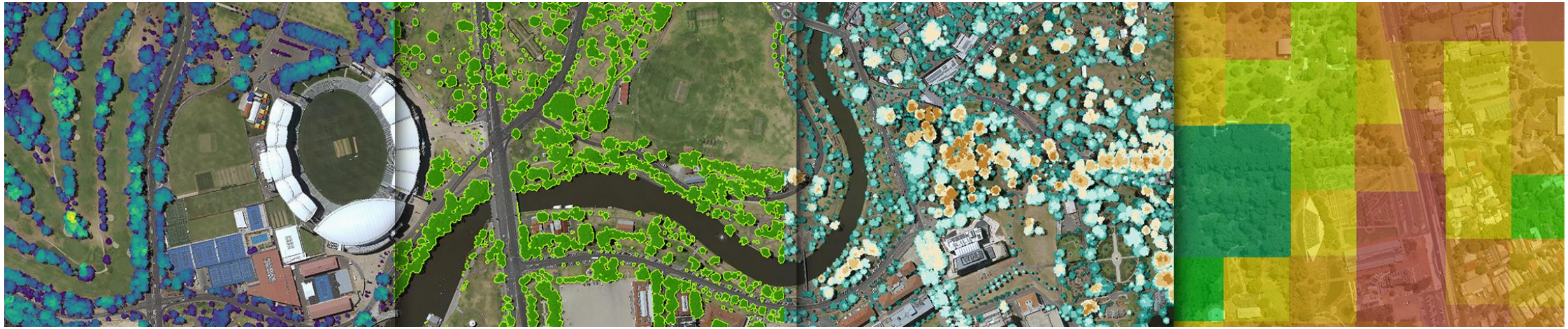
GROWTH STRATEGY

LiDAR

- Implementation of improved workflow processes to deliver efficiency gains in 2H22
- Building of the forward sales pipeline to capitalise on the investment made into sensors during 1H21
- Leveraging the investments into sensors and successful case studies

R&D

- Leverage opportunities in AI and machine learning - either internal developments or best-in-breed external AI providers who are offering niche specialties
- Converting R&D initiatives into commercial opportunities such as bushfire fuel load modelling, feature extraction, automation of production processes



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KEY PRIORITIES AND OUTLOOK

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Key priorities for FY22

- Continue to grow MetroMap
  - Revenue and ARR growth
  - Capture program frequency
  - Expansion of partner program
  - Launch of MetroMap 3.0
  - Enhance analytical tools to further increase value proposition
  - Launch new LiDAR derived products in MetroMap
- Commercialise US 3D opportunities
  - Establish a US Advisory Board
  - Revenue generation and recognition
  - Launch of 3D store for US data models
- Continued assessment of M&A opportunities
- Appoint CEO successor
- Balancing the completion of photo contracting work (~$3.2m to completed and invoiced in FY22)

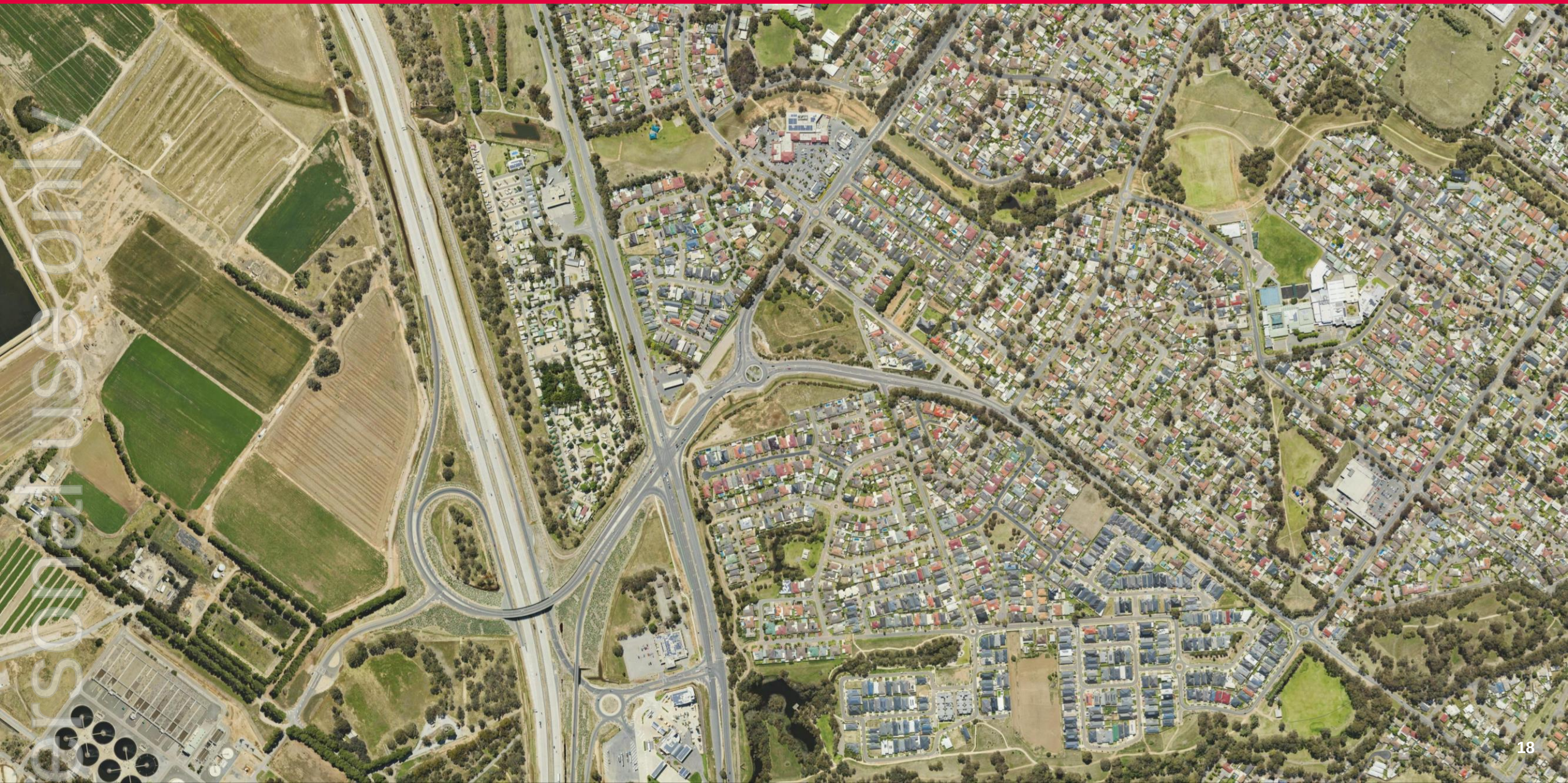
Positive Outlook

- Gross Margins
  - Focus on higher margin MetroMap for aerial imagery to underpin improved gross margins and rapid growth of subscription revenue
- Transition of imagery to subscription model
  - Some image project revenue is expected to migrate to MetroMap (estimated $1m to 3m)
  - Transition to have a positive impact to EBITDA - improved margins under MetroMap business (where datasets are sold multiple times)
- US 3D market growth
  - Enhanced US sales approach to deliver 3D sales as we penetrate this large multi-billion dollar emerging market
  - Momentum building for US opportunities

Challenges

- Continuing impact of COVID-19 via lockdowns and border restrictions
- Completion of photo contracting work while increasing the MetroMap capture program in line with stated objectives

APPENDIX 1 – FINANCIAL STATEMENTS



PROFIT OR LOSS STATEMENT and EBITDA RECONCILIATION

Consolidated Statement of Profit or Loss	2021 $'000	2020 $'000
Revenue	20,941	20,091
Other income	304	174
Total revenue and other income	**21,245**	**20,265**
Aircraft and project processing costs	(6,544)	(6,377)
Employee benefits expense	(7,159)	(6,538)
Share based payments	(1,333)	(363)
Depreciation of property, plant and equipment	(2,731)	(2,111)
Amortisation of intangible assets	(4,296)	(1,677)
Advertising and marketing	(593)	(229)
Consulting and professional services	(620)	(13)
IT and telecommunications	(291)	(579)
Occupancy	(307)	(225)
Travel and accommodation	(98)	(123)
IPO and capital raising costs expensed	-	(499)
Refinance costs	-	(198)
Other expenses	(1,436)	(1,070)
Finance costs	(87)	(370)
Finance income	75	177
(Loss) before income tax	**(4,175)**	**(80)**
Income tax (expense) / benefit	94	(186)
(Loss) for the year after income tax	**(4,081)**	**(266)**

Proforma EBITDA Calculation	2021 $'000	2020 $'000
(Loss) before income tax	(4,175)	(80)
Addback finance costs	87	370
Less interest income	(75)	(177)
Addback depreciation	2,731	2,111
Addback amortisation	4,296	1,677
EBITDA	**2,864**	**3,901**
Addback shared based payments	1,333	363
Addback IPO and capital raising costs	-	499
Addback refinance costs	-	198
EBITDA (normalised)	**4,197**	**4,961**

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SEGMENT INFORMATION

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Amortisation of intangible assets	(4,296)	-	**(4,296)**	(1,677)	-	**(1,677)**
Advertising and marketing	(419)	(174)	**(593)**	(224)	(5)	**(229)**
Consulting and professional services	(489)	(131)	**(620)**	(151)	(12)	**(163)**
IT and telecommunications	(287)	(4)	**(291)**	(577)	(2)	**(579)**
Occupancy	(270)	(37)	**(307)**	(225)	-	**(225)**
Travel and accommodation	(49)	(49)	**(98)**	(117)	(6)	**(123)**
IPO and capital raising costs expensed	-	-	**-**	(499)	-	**(499)**
Refinance costs	-	-	**-**	(198)	-	**(198)**
Other expenses	(1,273)	(163)	**(1,436)**	(1,043)	(27)	**(1,070)**
Finance costs	(87)	-	**(87)**	(370)	-	**(370)**
Finance income	75	-	**75**	177	-	**177**
(Loss) before income tax	**(2,878)**	**(1,297)**	**(4,175)**	**161**	**(241)**	**(80)**
Income tax benefit / (expense)	148	(54)	**94**	(240)	54	**(186)**
(Loss) for the year after income tax	**(2,730)**	**(1,351)**	**(4,081)**	**(79)**	**(187)**	**(266)**

Proforma EBITDA Calculation by Geographical Segment	AUS 2021 $'000	USA 2021 $'000	Total 2021 $'000	AUS 2020 $'000	USA 2020 $'000	Total 2020 $'000
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EBITDA (normalised)	**5,476**	**(1,279)**	**4,197**	**5,200**	**(239)**	**4,961**

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STATEMENT OF FINANCIAL POSITION

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	2021 $'000	2020 $'000
Assets		
Current		
Cash and cash equivalents	16,553	22,239
Trade and other receivables	2,965	2,512
Contract assets	719	563
Current tax assets	262	-
Other assets	878	459
Total current assets	**21,377**	**25,773**
Non-current		
Property, plant and equipment	16,729	16,364
Intangibles	8,125	6,572
Deferred tax assets	2,536	1,418
Total non-current assets	**27,390**	**24,354**
Total assets	**48,767**	**50,127**

	2021 $'000	2020 $'000
Liabilities		
Current		
Trade and other payables	2,655	4,267
Contract liabilities	2,794	1,334
Other financial liabilities	631	400
Lease liabilities	54	-
Employee benefits	1,601	1,295
Other liabilities	629	750
Total current liabilities	**8,364**	**8,046**
Non-current		
Other financial liabilities	2,437	2,731
Lease liabilities	518	-
Employee benefits	133	157
Deferred tax liabilities	2,618	1,588
Total non-current liabilities	**5,706**	**4,476**
Total liabilities	**14,070**	**12,522**
Net assets	**34,697**	**37,605**

	2021 $'000	2020 $'000
Equity		
Equity attributable to owners of the parent:		
Share capital	32,892	32,892
Share based payment reserve	1,820	487
Other reserves	(92)	-
Retained earnings	(293)	3,829
Total attributable to owners of the parent	**34,327**	**37,208**
Non-controlling interest	370	397
Total equity	**34,697**	**37,605**

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STATEMENT OF CASH FLOWS

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	2021 $'000	2020 $'000
Operating activities		
Receipts from customers	23,887	23,332
Payments to suppliers and employees	(18,707)	(14,761)
Income taxes paid	(256)	(489)
Research and development – tax incentive claim (refundable)	-	97
Other revenue received	169	-
Interest received	75	177
Interest paid	(87)	(193)
Net cash generated from operating activities	**5,081**	**8,163**
Investing activities		
Payments for property, plant and equipment	(4,597)	(7,063)
Payments for intangible assets	(5,849)	(3,750)
Payments for acquisitions	-	(750)
Net cash generated used in investing activities	**(10,446)**	**(11,563)**

	2021 $'000	2020 $'000
Financing activities		
Proceeds from borrowings	-	7,633
Proceeds from issue of shares – IPO	-	25,000
Proceeds from issue of convertible notes	-	1,500
IPO costs incurred	-	(2,225)
Repayment of borrowings	(286)	(11,379)
Repayment of lease liabilities	(8)	-
Dividends and distributions paid	(27)	-
Net cash generated from financing activities	**(321)**	**(20,529)**
Net increase/(decrease) in cash and cash equivalents	(5,686)	17,129
Cash and cash equivalents at the beginning of the period	22,239	5,110
Cash and cash equivalents at the end of the period	**16,553**	**22,239**

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APPENDIX 2 - COMPANY INFORMATION

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INDUSTRIES SERVICED & MAJOR USE CASES

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Industries serviced (including but not limited to):

- Architecture, Engineering & Construction
- Energy & Utilities
- Environment & Disaster Management
- Events, Media & Entertainment
- Forestry & Agriculture
- Government
- Insurance & Financial Services
- Natural Resources, Mining & Exploration
- Property & Real Estate
- Telecommunications
- Transport, Logistics & Traffic Management

Subscription



MetroMap

Examples of Major Use Cases:

- Accurate and frequent spatial information to assist local councils in urban planning, asset management and community engagement
- 2D and 3D spatial mapping to plan, build and maintain smarter infrastructure
- Integrate accurate base map imagery with other utility databases to aid operations, engineering design, planning and decision support
- Ensure faster, more accurate valuations based on detailed risk assessment of assets
- Showcase property developments by combining the power of visual imagery and data attributes
- Visualise, plan and optimise telecommunication networks using updated 2D & 3D datasets
- Monitor environmental change and disaster management right from planning through to response & recovery

Project Work



LiDAR

Examples of Major Use Cases:

- Agricultural irrigation analysis
- Engineering design across projects spanning road, rail, oil & gas pipelines, renewable energy (wind & solar)
- Environmental mapping including flood modelling, catchment analysis, bushfire fuel load mapping
- Canopy growth and volume analysis across forestry and urban vegetation
- Stockpile analysis, windrow analysis across mining and exploration sites
- Vegetation encroachment mapping along powerlines

- Derived products to be transitioned to MetroMap platform



Aerial Photography

Examples of Major Use Cases:

- Large infrastructure projects where engineers and project managers require high accuracy and specific capture dates
- Monitoring progress of widespread events, or documenting damage; ideal for insurance sector, government emergency departments, coroners
- Asset management of critical development areas for use by councils, urban planners
- Dynamic change assessment along coastlines for factors such as erosion, monitoring seagrass
- Volumetric calculations and site management for mining and exploration firms
- Individual use cases such as mining for planning, infrastructure and asset management



3D

Examples of Major Use Cases:

- Provide base 3D models for planning of digital twins and smart city projects
- Improve planning and monitoring of major transport & infrastructure projects from concept to final design using 3D data
- Provide three-dimensional context to critical engineering & construction projects
- Support urban designers, architects, real estate specialists by allowing three-dimensional assessment of new developments
- 3D digitisation to support heritage building conservation as well as larger tourism initiatives
- Virtual films and futuristic gaming with real-world environments using 3D
- Simulation of events e.g. flood in digital twin
- Security management

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METROMAP

MetroMap is Aerometrex's subscription-based product offering that supplies Data as a Service (DaaS). Ranging from 2D imagery to 3D off-the-shelf city models and a range of LiDAR and imagery-derived datasets, MetroMap is the future of accurate geospatial data, accessible by everyone from large corporates, government departments, SMEs and individuals.

Key Products:

- 2D aerial imagery subscription plans
- 3D off-the-shelf city models and subscriptions
- Near-infrared imagery (NiR)
- Classified LiDAR point cloud datasets
- AI-derived value-added datasets

Industries Serviced (including but not limited to):

- Architecture, Engineering & Construction
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- Monitor environmental change and disaster management right from planning through to response & recovery

Addressable Market Size
~$80 million + per annum
in Australia

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METROMAP PLATFORM

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SIMPLIFYING SPATIAL INSIGHTS FOR BUSINESS USERS

- Agile, innovative and agnostic development
- From complex to simple
- Timely and direct support
- Enabling workflows and business reporting from spatial imagery and derived data

SIMPLIFYING TOOLS & WORKFLOWS

MetroMap simplifies measurement, comparative analysis through seamless web services

- Up-to-date imagery with frequent captures
- Compare with “Swipe”
- Integrated 3D data and tools

MOVING FROM DATA TO INSIGHTS

- Insights, solutions and answers
- Investment into machine learning capabilities through R&D initiatives
- End-to-end easy to use
- Meaningful visualisation and tools
- AI-derived data and other analytic data adding more value to maps

DIVERSIFIED DATA SOURCES

One-stop shop and single site access to

- LiDAR-derived data such as coastal erosion mapping and bushfire fuel load mapping
- Multiple formats and easy accessibility via online store
- Ability to purchase via the MetroMap store as well as channel partners

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3D MODELLING

Our world-leading 3D modelling service offers multiscale models captured via a combination of platforms - aircraft, helicopter and ground level. These offer extremely high resolutions ranging from 7.5cm to under 1cm. With the additional dimension, our 3D models promise greater context and the ability to derive more features & insights via classification.

Key Products:

- 3D Mesh Models of built up and natural environment
- 3D Semantic Level of Detail (LOD) Models
- Artificial intelligence and machine learning enabled value-added products such as Classified 3D mesh and feature capture
- 3D visualisation products for audio-visual, gaming, and virtual or augmented reality

Industries Serviced (including but not limited to):

- Architecture, Engineering & Construction
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- Virtual films and futuristic gaming with real-world environments using 3D
- Simulation of events e.g., flood in digital twin
- Security management

Addressable Market Size
Open-ended, international scope
Growing awareness of value

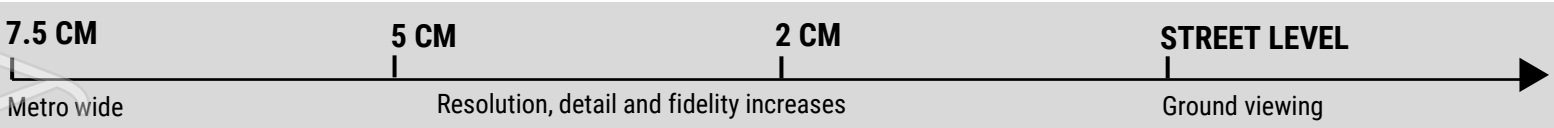


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3D MODELLING

OUR RANGE OF 3D SOLUTIONS

With a range of 3D resolutions available we offer a broad variety of 3D data to meet our customers needs.



OUR 7.5 CM RESOLUTION DATA

- Offers **incredible coverage** over major Australian cities
- Perfect for **high level flythroughs**, strategic **planning** and contextual **background** for higher resolution datasets
- Available now via MetroMap
  - on-demand for your specific area of interest (MetroMap 3D store)
  - as a one-off city dataset (MetroMap 3D store)
  - With access to all available cities by signing up to MetroMap 3D Enterprise

OUR 5 CM RESOLUTION DATA

- **Higher resolution** and **higher fidelity** than the standard 7.5cm
- Benefits from **economy of scale** compared to 2cm
- When combined with 2cm priority areas the 5cm resolution datasets offer **exceptional value for detailed context**
- A number of **off the shelf datasets available now** or can be delivered on a project basis

OUR 2 CM RESOLUTION DATA

- Contains **14x more texture data** than standard 7.5cm resolution 3D datasets
- Used across **State** Governments, **Local** Governments, Planning, Infrastructure, Construction, Design, Mining and Property Industries because of its **exceptional detail and accuracy**
- Growing list of 2cm resolution CBD datasets becoming **available on our MetroMap 3D Store** (including Melbourne and Sydney)

OUR STREET LEVEL DATA

- Our **multi level acquisition** and processing pipeline allows for the merging of **Street Level and Aerial Photogrammetry**
- This **unprecedented 3D product** giving the most rich and detailed view available in the market
- Suitable for viewing and experiences at ground level
- **16x more texture data** than 2cm models
- Seamless integration to 2cm models

3D MODELS AND GAME ENGINES

We continue to innovate with workflows to put our 3D data into the latest game engines

- Allows innovative use cases
- Diversifies customer base
- Opens our data for use to new industries
- Lowers barrier to entry by enabling in-house use
- Fills a range of needs that don't exist in current 3D software packages

EXCITING GROWTH MARKETS

We are supporting the next wave of industries embracing 3D data, pioneering the way for broader use in new and developing markets, such as

- Virtual engagement
- Prop Tech, Real Estate
- Event pitching and planning
- Engineering and Design
- City planning, Digital Twins
- Tourism

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LiDAR

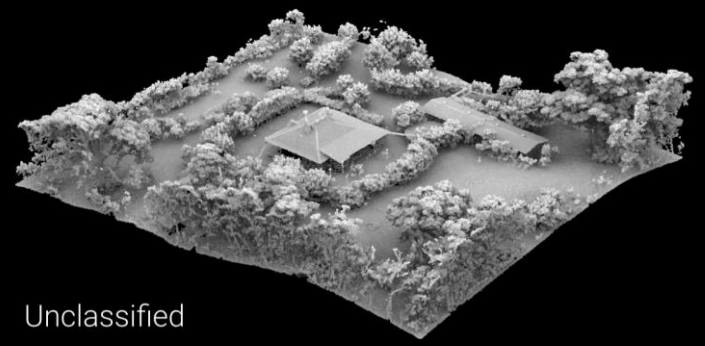
Light Detection and Ranging (LiDAR) is an advanced aerial surveying technique which utilizes active laser pulses (up to 2 million laser pulses per second) generated by the sensor to measure the distance of the aircraft to the ground. As the position of the aircraft is determined by GPS, the shape of the terrain including above ground features can be modelled. This survey technology and the information derived from it has become a critical asset for numerous planning & monitoring purposes, even more so when combined with imagery.

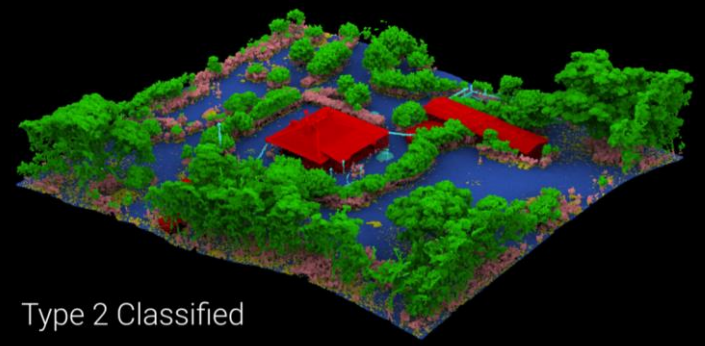
Key Products:
- LiDAR 3D Point Clouds
- Ground Surface Products
- Vegetation Surface Products
- Vector Line Products
- LiDAR-derived 2D datasets

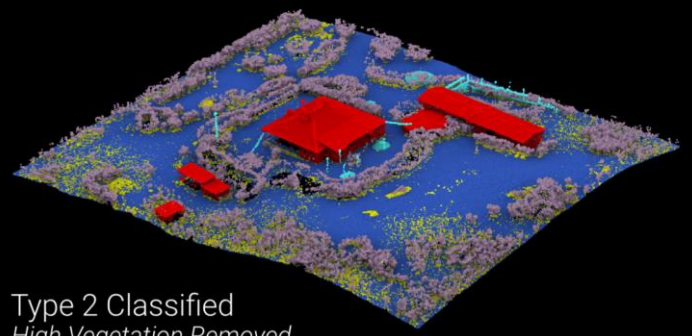
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in Australia

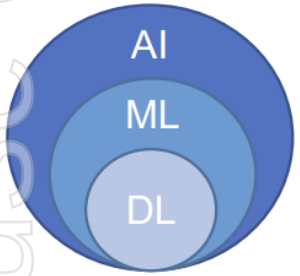

Unclassified


Type 2 Classified


Type 2 Classified
High Vegetation Removed

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Translating geospatial data into knowledge using machine learning





picture

- **Machine Learning:**

  ML techniques enable machines to improve at recognising objects with experience.

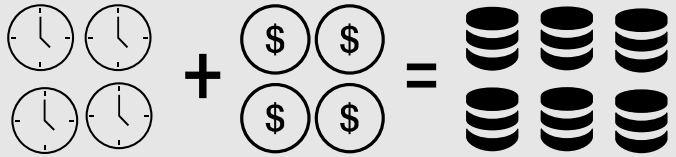


label

- **Training:**

  learning to recognise an object by labelling examples in many images.

Manual data labelling to produce training dataset



AMX automatic optimised data labelling to product training dataset



AI = Artificial Intelligence **ML** = Machine Learning **DL** = Deep Learning

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This presentation has been approved by the Board of Aerometrex.

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