



AEROMETREX AGM PRESENTATION

3 November 2021



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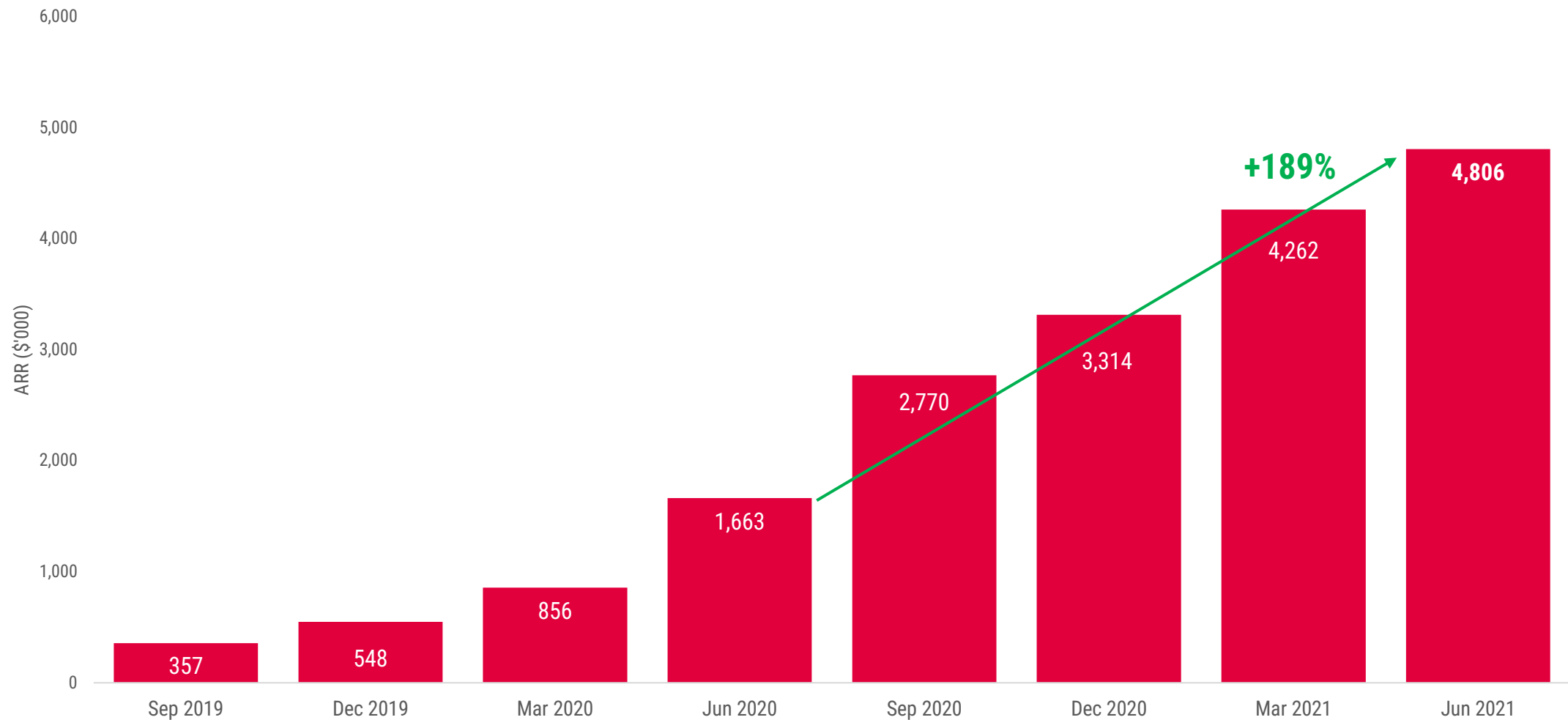
MANAGING DIRECTOR'S ADDRESS - Mark Deuter



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Objectives	Achievements
Revenue growth	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> 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	<ul style="list-style-type: none"> First sale of 3D dataset in US to leading Defence contractor Google signed order for San Francisco model
Position LiDAR for growth	<ul style="list-style-type: none"> Upgraded sensors and introduced 4th sensor in 1H (positively impacted 2H) Delivered record revenue in 2H
Build capacity for the future	<ul style="list-style-type: none"> 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

Annual Recurring Revenue (ARR)
Calculation: Monthly Revenue x12



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 Annual 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
- 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. There is significant potential in the emerging US market
- There has been extensive marketing and use of Aerometrex 3D models by leading graphics and game engines such as Cesium, Unreal Engine, Unity
- 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

LiDAR

- Implementation of improved workflow processes to deliver efficiency gains in 2H22
- Building the forward sales pipeline to capitalise on 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



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), while increasing the MetroMap capture program

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 and enquiries building for US opportunities
- Opening of borders post COVID
 - Conclusion of lockdowns and easing of border restrictions expected to improve the ease of capture over the remainder of FY22

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CONTACT INFORMATION

Aerometrex Ltd

51-53 Glynburn Road
Glynde SA 5070

Corporate

Mark Deuter

Managing Director

+61 8 8362 9911

investorrelations@aerometrex.com.au

Investors

Justin Foord

Investor Relations, Market Eye

+61 402 600 691

justin.foord@marketeye.com.au

www.aerometrex.com.au

www.metromap.com.au

This presentation has been approved by the Board of Aerometrex.