



1H24 RESULTS PRESENTATION

27 FEBRUARY 2024

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1H24 RESULTS OVERVIEW

01

1H24 HIGHLIGHTS

Record 1H group revenue driven by solid ongoing growth in key product lines & operational enhancements

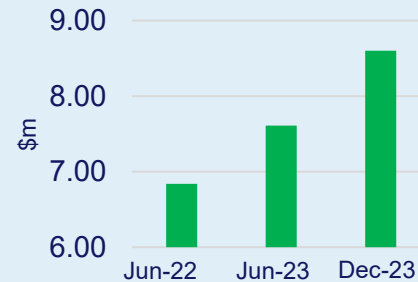
Increasing Revenue

Record 1H group revenue of \$12.01m

Record 1H revenue for LiDAR & MetroMap

Strong contribution from LiDAR & MetroMap offset by lower 3D sales in 1H24

Driving MetroMap ARR



Building Internal Capability

Key new appointments to drive operational performance

New leadership development & training initiatives

ISO 9001 re-certification

Enhancing Operational Outcomes

Successful integration of new MetroMap sensors

Improvements to various systems & processes

MetroMap capture outcomes

Industry Awards

Geospatial Council of Australia Awards:

2023 International Partnership Award

2023 Geospatial Enablement Award

Safety First Approach

Strong focus on 'safety first' in all activities

Enhanced WHS reporting

1H24 SNAPSHOT

Record 1H group revenue & solid cash position driven by solid ongoing growth in MetroMap ARR & LiDAR revenue

Operating
Revenue

\$12.01m

(1H23: \$10.01m)

EBITDA

\$0.79m

(1H23: \$0.37m)

Cash Flow From
Operations

\$3.84m

(1H23: \$2.66m)

Cash
Balance

\$10.22m

(June 2023: \$9.83m)

LiDAR Revenue

\$7.18m

(1H23: \$4.78m)

MetroMap Revenue

\$4.43m

(1H23: \$4.03m)

3D Revenue

\$0.40m

(1H23: \$1.21m)

Annual Recurring
Revenue (ARR)
(as at 31 December 2023)

\$8.66m

(June 23: \$7.61m)

FINANCIAL RESULTS OVERVIEW

Underlying activities deliver revenue growth

Record 1H Group revenue increasing 20.0% to \$12.01m

Record first half revenue outcomes for MetroMap and LiDAR product lines

Growth of 17.9% in MetroMap ARR to \$8.66m

Significant growth in EBITDA, up 113.5% to \$0.79m

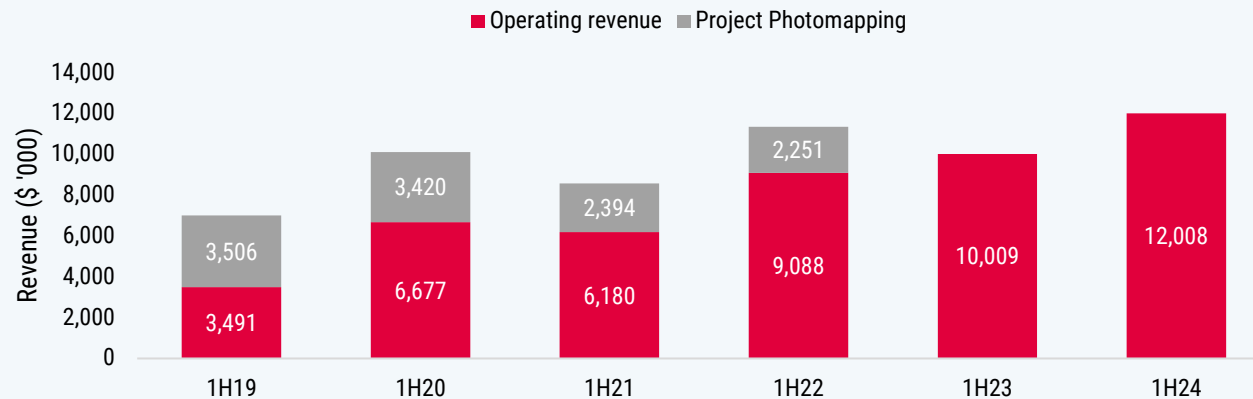
Continued investment to underpin future growth

Continued investment to build capacity ahead of the revenue curve

Continued focus on transition to scalable subscription-based business

Strong cash position supports growth initiatives, with \$10.22m in cash & debt facilities available

Operating Revenue



	1H24 \$'000	1H23 \$'000	Change v PCP \$'000	Change v PCP %
Subscription revenue				
MetroMap	4,110	3,582	528	14.7%
Off-the-shelf dataset revenue				
3D	51	705	(654)	(92.8%)
LiDAR	33	-	33	100.0%
MetroMap	11	10	1	10.0%
MetroMap Insights	26	125	(99)	(79.2%)
Off-the-shelf dataset revenue	121	840	(719)	-85.6%
Project revenue				
3D	349	502	(153)	(30.5%)
LiDAR	7,144	4,776	2,368	49.6%
MetroMap - on demand	284	309	(25)	(8.1%)
Project revenue	7,777	5,587	2,190	39.2%
Total revenue from customers	12,008	10,009	1,999	20.0%
EBITDA				
	790	370		
Cash flow				
Cash flow from operating activities	3,839	2,656	1,183	44.5%
Cash used in investing activities	(4,138)	(4,871)		
Free cash flow	(299)	(2,215)		
Financial position				
Cash and cash equivalents	10,215	11,634		

METROMAP 1H24 OUTCOMES

Record 1H statutory revenue¹ result

FROM

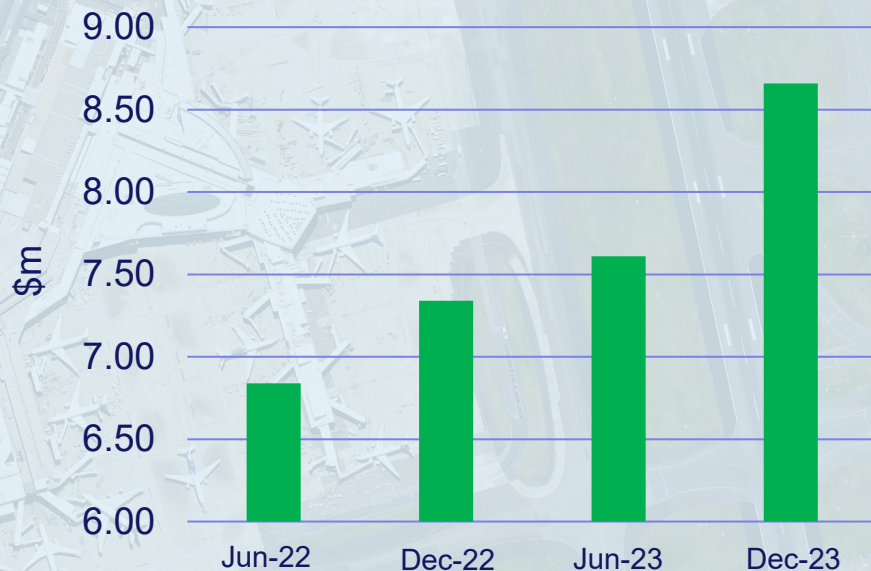
\$4.03m

TO A RECORD

 **\$4.43m**

MetroMap Annual Recurring Revenue (ARR)

Calculation: Monthly Revenue x 12



Subscription statutory revenue increasing from:

\$3.58m to \$4.11m 

December 2023: ARR continued growth to \$8.66m

Various enhancements to MetroMap have been made to improve customer outcomes & drive ARR

Aero Logistics to support MetroMap capture program from April 2024 onwards²

LIDAR 1H24 OUTCOMES

Record 1H revenue result

FROM

\$4.78m




TO A RECORD

 **\$7.18m**

LiDAR continues to be a solid contributor to overall company revenue, with major contract wins in 1H24



Operational Enhancements

-  Acceleration of project pipeline into 1H24
-  Increased operational uptime through aviation & sensor optimisation
-  Enhancements drove significant increase in revenue for 1H24

Groote Archipelago Project



-  First project of its type in Australia – supporting the Anindilyakwa People

Key Contract Wins


AGRONOMEYE
\$1.45m

 Queensland Government
\$1.0m

GLOBAL 3D 1H24 OUTCOMES

Revenue outcome

FROM

\$1.21m

TO

⬇️ **\$0.40m**



**Delivered the largest
Australian street level
capture project
undertaken to date**



US 3D Activity Update



Prudent approach to US 3D activities in 1H24 whilst evaluating market & opportunities



Discussions continue with customers regarding various high-value potential opportunities

STRATEGIC PRIORITIES 02

EXECUTING STRATEGIC IMPERATIVES



Embedding various initiatives to drive sustainable value for shareholders

**UNDERSTAND
OUR
CUSTOMERS**

**SERVICE OUR
CUSTOMERS
WELL**

**ENHANCE THE
WAY WE WORK**

MetroMap

Position MetroMap to redefine industry standards & generate profitable outcomes

LiDAR

Build Australia's leading LiDAR business

Global 3D

Leverage Aerometrex's position as the world leader in high-resolution 3D modelling

**EMPLOYEE
CLARITY &
ALIGNMENT**

**SAFELY
UNDERTAKE
OUR WORK**

**BE FOCUSED &
DISCIPLINED**

**INVEST
WISELY**

METROMAP ENHANCEMENTS

Key strategic imperative to drive customer retention & growth since September 2022



Enhancing MetroMap For Customers



Ongoing development of the MetroMap platform, functionality & products to enhance customer experience & create points of market differentiation



Increased capture uptime availability with the camera sensor fleet rejuvenation program:

- IGI UrbanMapper 2 – February 2023
- IGI Digicam 450 – July 2023



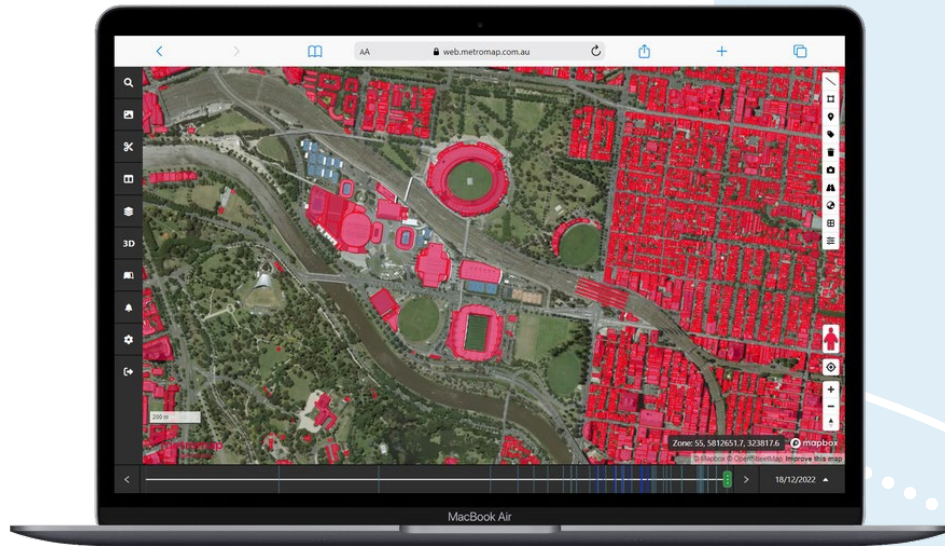
Optimisation projects associated with geographical areas of capture, aviation crew rosters & maintenance activities



Announced that a significant portion of MetroMap's capture program will be undertaken by Aero Logistics from April 2024

METROMAP CAPTURE PROGRAM UPDATE

Enhancing the MetroMap Capture Program



- ✓ Announcement in January 2024 that leading aviation provider, Aero Logistics, will undertake a significant portion of the MetroMap capture activities from April 2024
- ✓ Capture frequency & reliability is expected to increase whilst maintaining a contingent capability of internally owned assets
- ✓ Aerometrex will continue to provide & operate sensors, with Aero Logistics responsible for the provision of aircraft & maintenance activities
- ✓ 10 – 15% reduction in costs over the life of the contract relative to 'business as usual'

...& facilitates the redeployment of capital to pursue growth opportunities

WHAT WE DO

03

AEROMETREX IS A LEADER IN GEOSPATIAL IMAGERY & INSIGHTS

MetroMap

High-resolution 2D & 3D imagery & insights subscription service, holding one of Australia's largest imagery archives

LiDAR

High-resolution airborne LiDAR data covering wide-ranging applications

Global 3D

Sophisticated 3D reality modelling products & services based on advanced photogrammetric & visualisation techniques



AEROMETREX HAS A UNIQUE & UNPARALLELED CUSTOMER OFFERING

‘One-stop shop’ for customers

Multi-product offerings covering wide-ranging use cases & industry applications

Leading market participant

Only Australian ASX listed company that specialises in imagery subscription services, airborne LiDAR & high-resolution 3D models

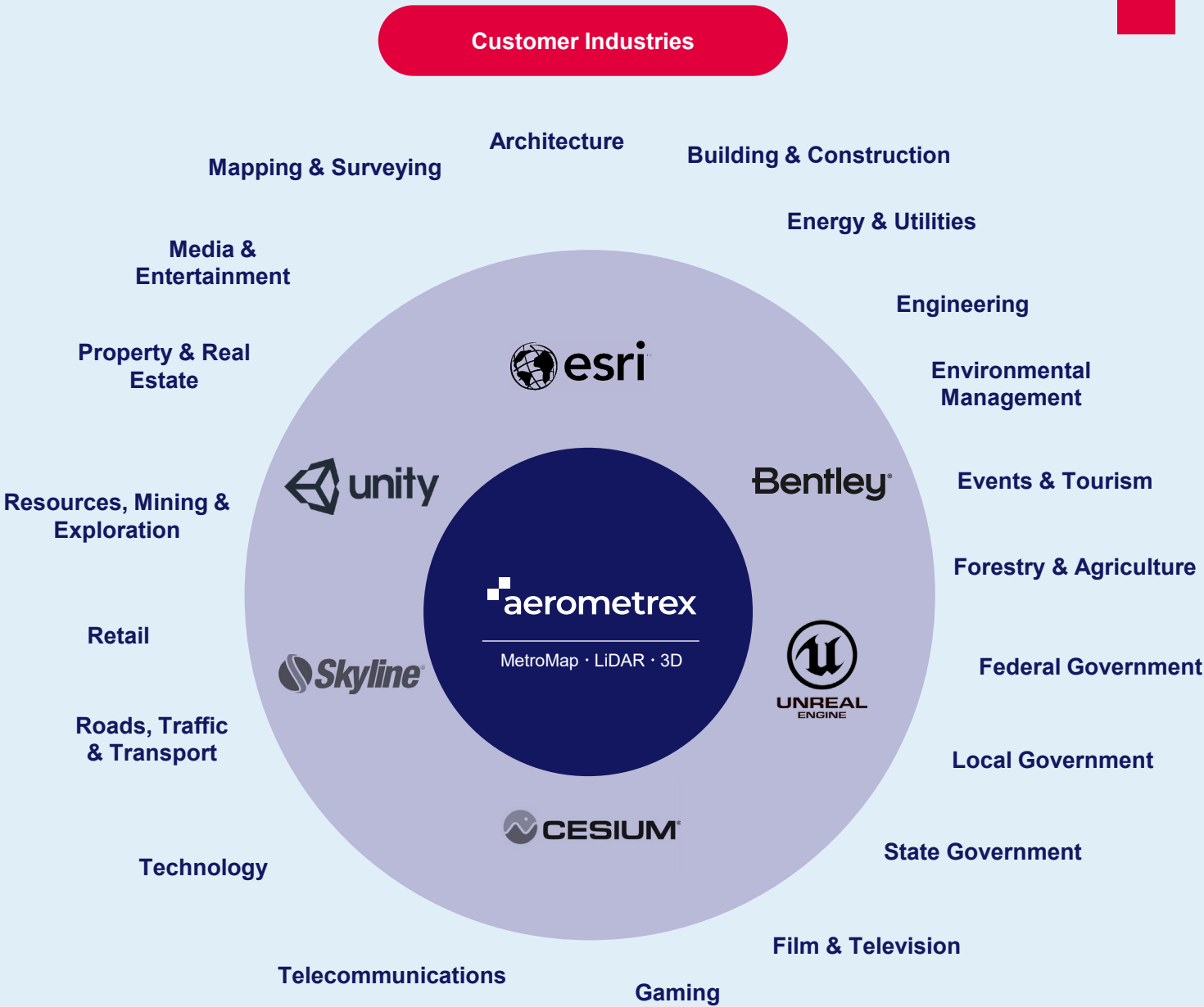
High quality products & team

Quality, accuracy & deep technical experience that delivers customer solutions



AEROMETREX IS EMBEDDED IN A GLOBAL ECOSYSTEM OF GROWING DATA USAGE

Our customers include pioneers & industry leaders:



INVESTOR VALUE PROPOSITION

**A trusted & leading
geospatial tech
company**

**GROWTH
ORIENTATED
STRATEGY**

**MEETING
GROWING
NEEDS FOR HIGH
QUALITY
VISUALISAION
& INSIGHTS**

**LEADING
PRODUCTS**

MetroMap

Position MetroMap to redefine industry standards & generate profitable outcomes

LiDAR

Build Australia's leading LiDAR business

Global 3D

Leverage Aerometrex's position as the world leader in high-resolution 3D modelling

**STRONG
MARKET
POSITIONS**

**MULTI-INDUSTRY
CUSTOMERS**

**DIVERSIFIED
REVENUE
STREAMS**

**RECOGNISED
INDUSTRY
INNOVATOR**

CORPORATE INFORMATION

04

CORPORATE PROFILE

Capital Structure

(23 February 2024)

ASX Code

AMX

Shares on issue

94.99m

Share Price

\$0.27/sh

Market
Capitalisation

\$25.6m

Cash and
equivalents¹

\$10.2m

1. As at 31 December 2023

Board of Directors



Mark Lindh

Independent Non-Executive
Director, Chair



Peter Foster

Independent Non-Executive
Director



Steve Masters

Managing Director &
Chief Executive Officer



Matthew White

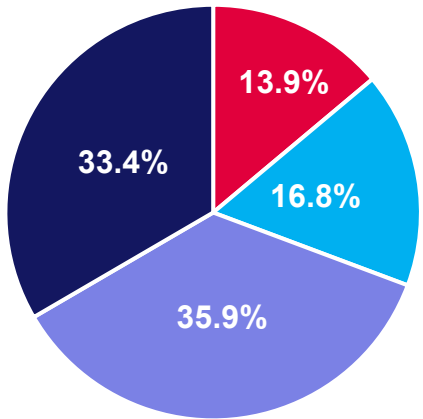
Non-Executive Director



Kaitlin Smith

Company Secretary

Major Shareholders



- Board
- Institutional Shareholders
- Founders
- Retail Shareholders

Top 20 Shareholders hold 75.92%
Top 100 Shareholders hold 86.23%



CONTACT INFORMATION

Steve Masters
Managing Director &
Chief Executive Officer

Chris Mahar
Chief Financial Officer

Aerometrex Ltd
51-53 Glynburn Road Glynde SA 5070
investorrelations@aerometrex.com.au
+61 8 8362 9911
aerometrex.com.au
metromap.com.au

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This presentation has been approved by the Board of Aerometrex