



 aerometrex

1H25 RESULTS PRESENTATION

28 FEBRUARY 2025

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1H25 RESULTS OVERVIEW

01

1H25 SNAPSHOT

Operating revenue down \$0.5m to \$11.51m led by solid ongoing growth in MetroMap subscription offset by softer LiDAR revenue

Operating Revenue

\$11.51m

(1H24: \$12.01m)

EBITDA

\$1.05m

(1H24: \$0.79m)

Cash Flow From Operations

\$0.65m

(1H24: \$3.84m)

Cash Balance

\$5.04m

(June 2024: \$8.31m)

MetroMap Revenue

\$5.61m

(1H24: \$4.43m)

LiDAR Revenue

\$5.24m

(1H24: \$7.18m)

3D Revenue

\$0.67m

(1H24: \$0.40m)

Annual Contract Revenue (ACV)
(as at 31 December 2024)

\$9.33m

(June 2024: \$9.36m)

1H25 HIGHLIGHTS

Record MetroMap subscription revenue up 14.8%

Revenue

Record MetroMap subscription revenue of \$4.72m - up 14.8%

Total MetroMap revenue of \$5.61m – up 26.6%

LiDAR revenue of \$5.24m - down 27.0%

3D revenue of \$0.67m – up 67.5%

Total revenue of \$11.51m - down 4.2%

Enhancing MetroMap Outcomes

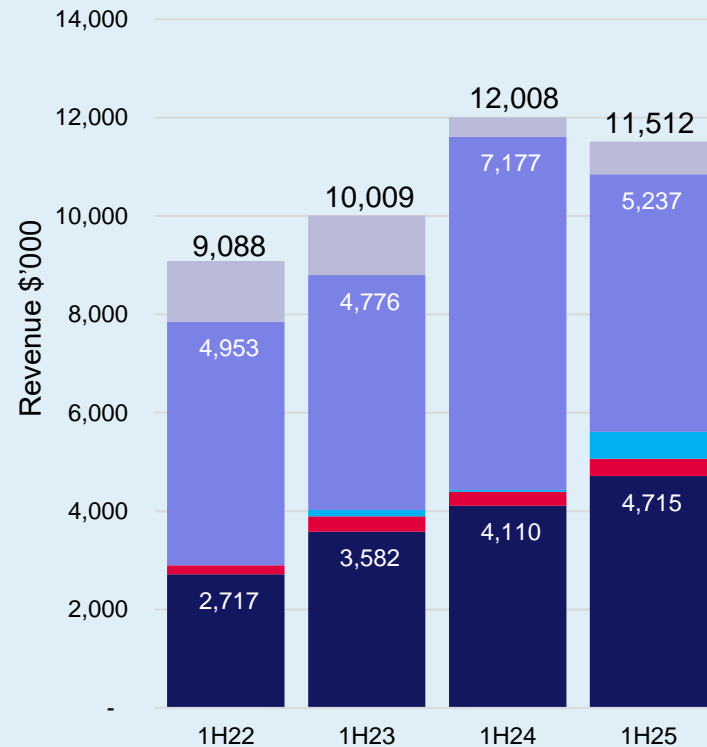
Strong momentum built in capture program

Ongoing development of MetroMap product & tools

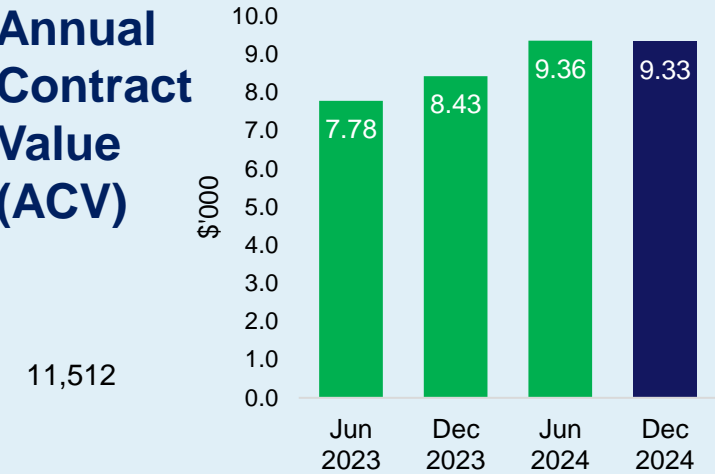
Program Partner model growing through targeted industry market segments

Operating revenue

■ MetroMap Subscriptions ■ MetroMap - on demand
■ MetroMap Off-the-shelf ■ LiDAR
■ 3D



Annual Contract Value (ACV)



Subsequent Events

Robert Veitch appointed Acting CEO

Strategic Review has commenced

Ongoing cost reduction initiatives & value enhancement activities in progress

FINANCIAL RESULTS OVERVIEW

Growth in MetroMap & 3D revenue offset by softer LiDAR outcome

Group revenue of \$11.51m down \$0.50m on PCP

Record first half revenue outcome for MetroMap subscription revenue up 14.8%

LiDAR market softness in late 1H contributed to revenue down \$1.94m on PCP

EBITDA up 33.2% on PCP to \$1.05m

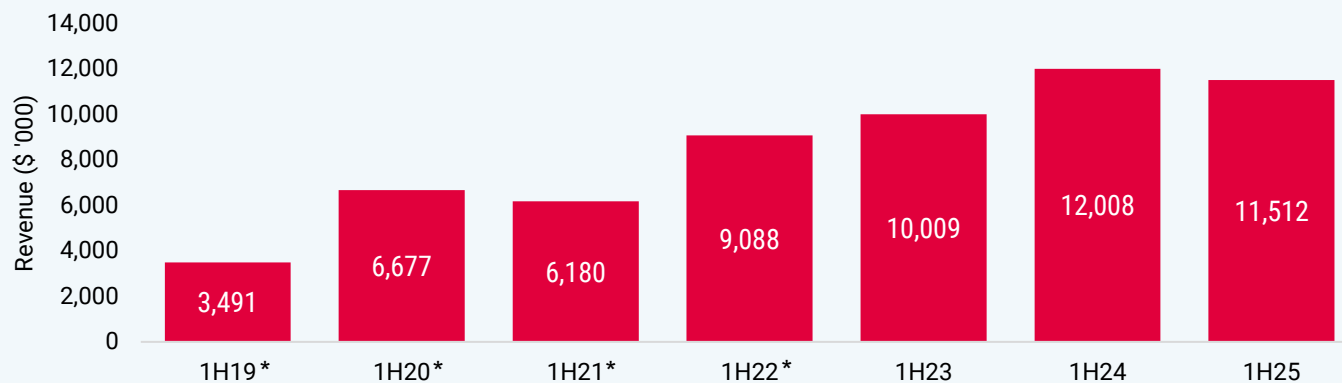
Cost & revenue optimisation activities underway

Continued focus on transition to scalable subscription-based business, including targeted sales activities

Ongoing focus on cost optimisation, including future organisational options

Available liquidity of \$6.94m being \$5.04m in available cash plus \$1.9m in undrawn debt facilities

Group Operating Revenue



	1H25 \$'000	1H24 \$'000	Change v PCP \$'000	Change v PCP %
Subscription revenue				
MetroMap	4,715	4,110	605	14.7%
Subscription revenue	4,715	4,110	605	14.7%
Off-the-shelf dataset revenue				
3D	87	51	36	70.6%
LiDAR	2	33	(31)	-93.9%
MetroMap	103	11	92	836.4%
MetroMap Insights	439	26	413	1588.5%
Off-the-shelf dataset revenue	631	121	510	421.5%
Project revenue				
3D	579	349	230	65.9%
LiDAR	5,235	7,144	(1,909)	-26.7%
MetroMap - on demand	352	284	68	23.9%
Project revenue	6,166	7,777	(1,611)	-20.7%
Total revenue from customers	11,512	12,008	(496)	-4.1%
EBITDA				
EBITDA	1,052	790	262	33.2%
Cash flow from operating activities				
Cash flow from operating activities	647	3,839	(3,192)	-83.1%
Cash used in investing activities				
Cash used in investing activities	(2,007)	(4,138)	2,131	-51.5%
Free cash flow				
Free cash flow	(1,360)	(299)	(1,061)	354.8%
Financial position				
Cash and cash equivalents	5,043	10,215	(5,172)	-50.6%

¹Underlying revenue is Total revenue from customers excluding off-the-shelf datasets.

METROMAP 1H25 OUTCOMES

Record 1H statutory revenue¹ result

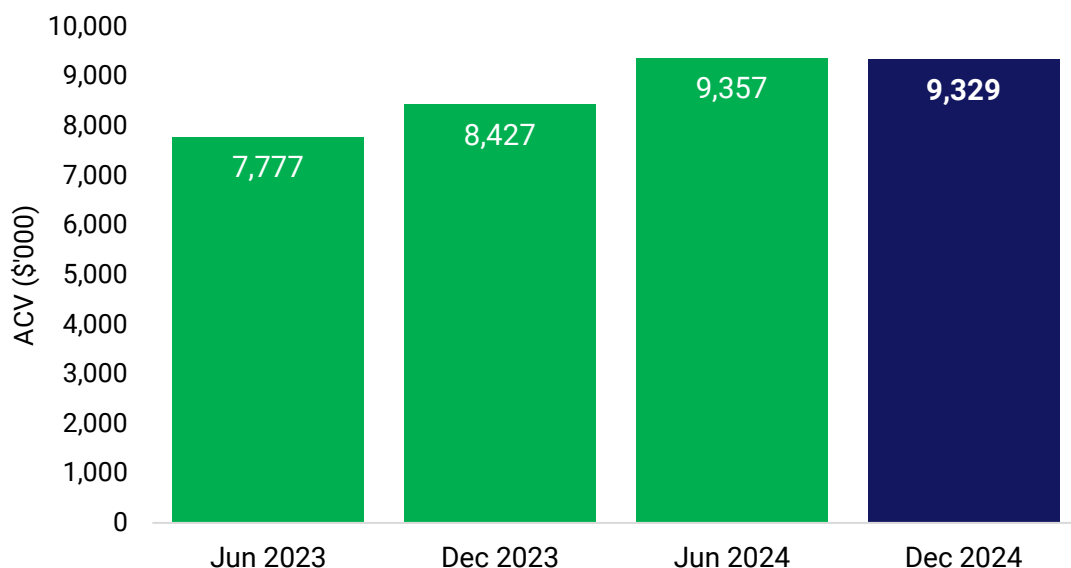
FROM

\$4.43m

TO A RECORD

↑ \$5.61m

Annual Contract Value (ACV)



Subscription statutory revenue up 14.8%, increasing from:

\$4.11m to \$4.72m

Slight decline in ACV due to some customer churn offset by new acquisitions, growth from existing customers and partnership program

Minimum revenue threshold triggered for Landchecker will achieve additional revenue upside

Substantial dataset archive value of \$34m underpins revenue growth opportunities

LiDAR 1H25 OUTCOMES

Revenue down due to softer market driving lower margins

FROM

\$7.18m

TO

 **\$5.24m**

Changing customer requirements and delays contributed to softer revenue in 1H25



\$0.85m

Awarded contract for agricultural digital twins & carbon project

2H25 Outlook

Cautiously optimistic given large organisations have deferred projects into 2H25

State & Federal Government tender processes are being carefully watched regarding assumed timeframes – election outcomes being monitored

Adopt an ongoing agile & tactical approach to respond to market conditions

GLOBAL 3D 1H25 OUTCOMES

Revenue up 67.5%

FROM

\$0.40m

TO

 **\$0.67m**

Key projects awarded associated with environmental change detection & local government urban planning



Government of South Australia

Department for Environment and Water

\$0.68m

Awarded contract for Adelaide Metro Coastal Sand Monitoring Program



High-resolution 3D model created for NBC of the Rockefeller Center in New York debuted as part of the 'anchor desk' backdrop for the US election coverage in November 2024

ACTING CEO APPOINTMENT

02

ACTING CEO APPOINTMENT



Robert Veitch appointed on 18 February 2025

Joined Aerometrex as General Manager MetroMap in Sep 2024

30 years of leadership experience building high performance teams in digital innovation & technology

Deep experience in relevant technologies (e.g.: 3D technology, visualisation, simulation, generative AI, scanning, LiDAR, camera, radar and mapping) & customer centric activities

Former founder & CEO of Delineate, working with hundreds of companies in many industries including Google & Tesla

STRATEGIC PRIORITIES: VALUE OPTIMISATION

03

OPERATIONAL PRIORITIES TO DRIVE SCALE

Getting the fundamentals right

UNDERSTAND OUR CUSTOMERS

SERVICE OUR CUSTOMERS WELL

ENHANCE THE WAY WE WORK

EMPLOYEE CLARITY & ALIGNMENT

SAFELY UNDERTAKE OUR WORK

BE FOCUSED & DISCIPLINED

INVEST WISELY



ONGOING ASSESSMENT OF VALUE CREATION OPTIONS



Ongoing review of organisation, portfolio composition & corporate development opportunities to maximise value

Business efficiency initiatives continue to be evaluated & implemented as appropriate to drive improved outcomes

Annualised costs of ~\$1m removed since December 2024

Strategic review announced February 2025

Various post-COVID-19 business improvement initiatives are now completed or well advanced

ASX small-cap markets have remained challenging, with geospatial companies experiencing depressed share prices

Aerometrex continues to assess potential strategic opportunities to realise shareholder value

RESPONDING TO CURRENT ECONOMIC CONDITIONS

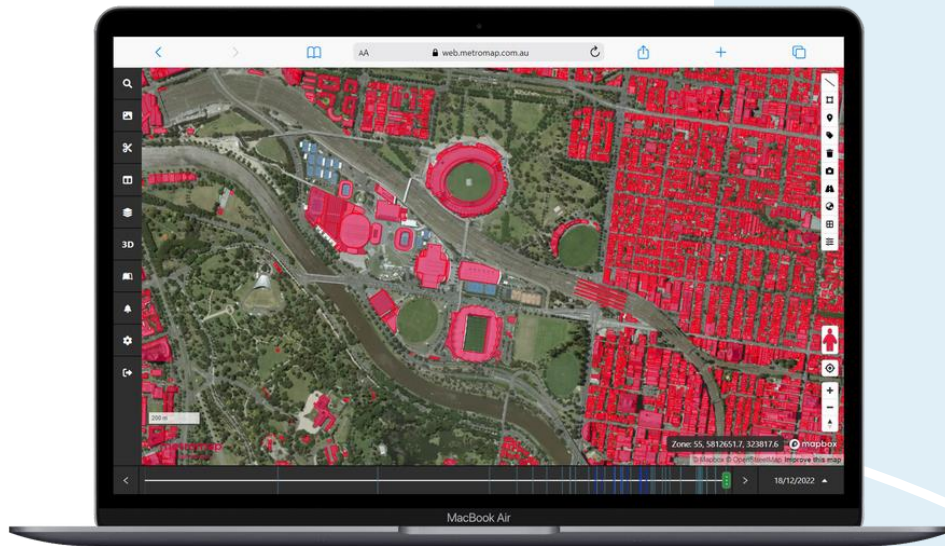
Plans in place to further optimise cost structure

Ongoing customer affordability & discretionary budget issues persist as part of wider current economic pressures

Government & enterprise spending remains targeted & tight, impacting the timing of customer decisions & future planning

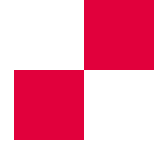
Customer strategies & tactics continue to be refined in response to current market conditions

Cost optimisation activities are underway, including headcount reductions, reducing discretionary costs & review of alternative operating structures

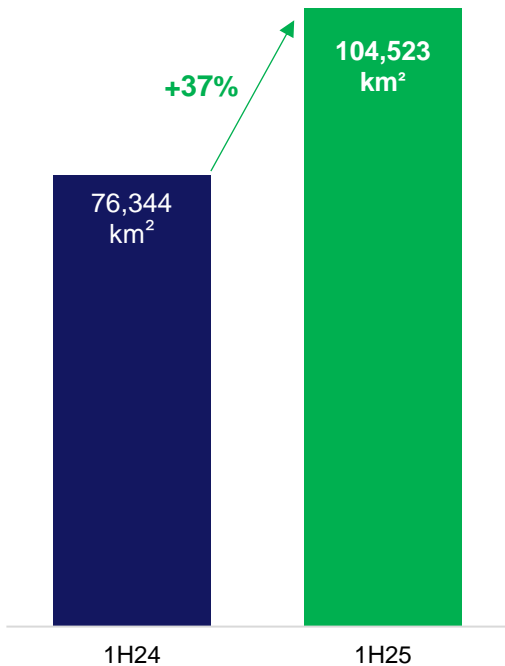


**STRATEGIC PRIORITIES:
METROMAP** **04**

METROMAP ENHANCEMENTS



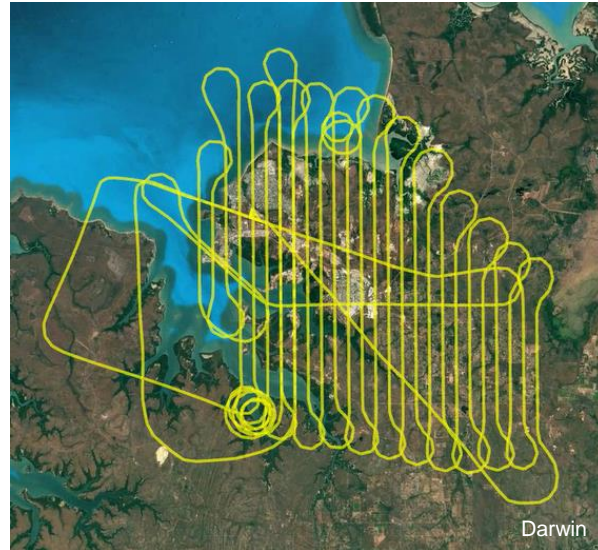
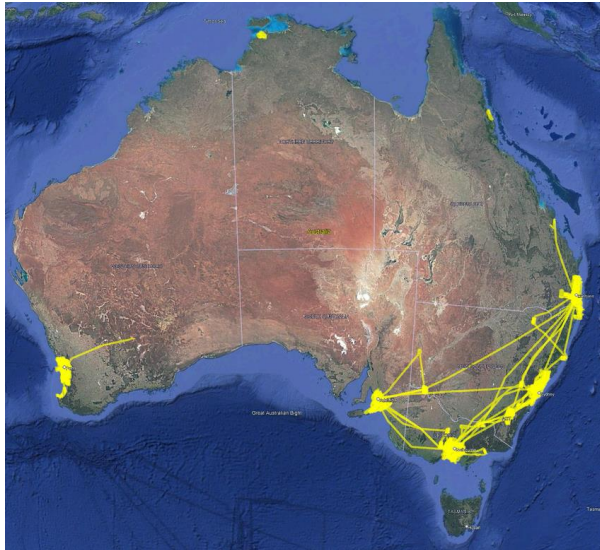
Capture Coverage



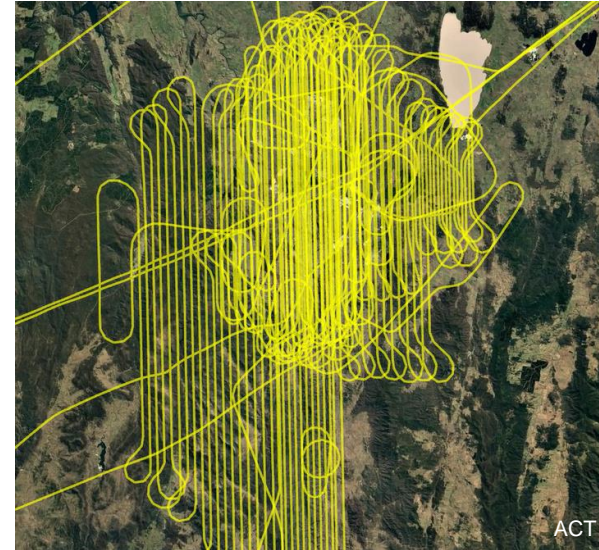
Enhancing MetroMap For Customers

- ✓ Ongoing development of the MetroMap platform roadmap to develop new products & tools
- ✓ Improvements to capture program gained during 1H25
- ✓ MetroMap on-demand opportunities undertaken to meet specific customer requirements
- ✓ Continual refinement of the commercial offering (price, data & other terms) to positively differentiate MetroMap

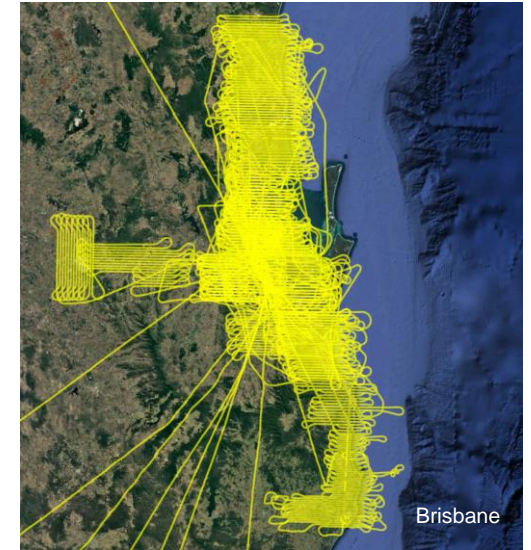
METROMAP CITY CAPTURE COVERAGE - 1H25



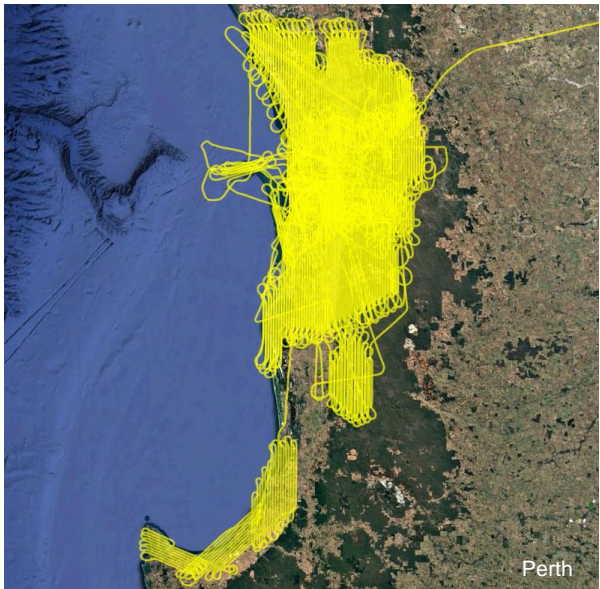
Darwin



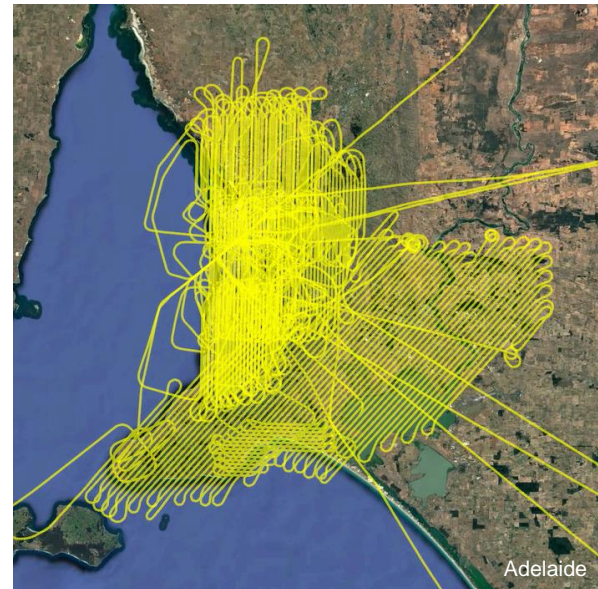
ACT



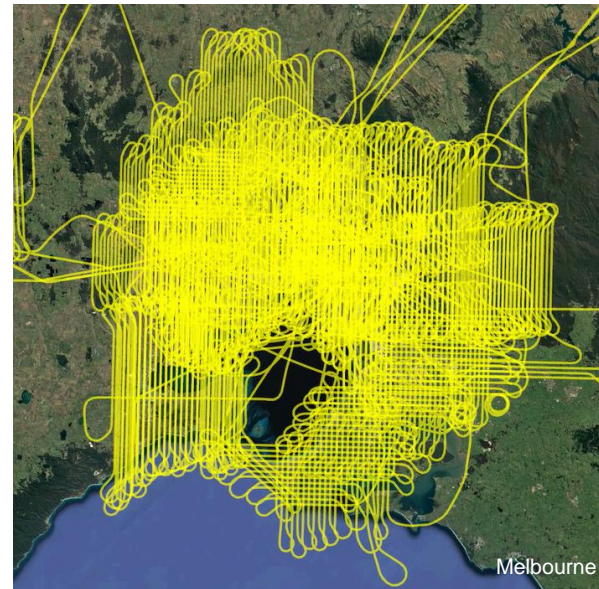
Brisbane



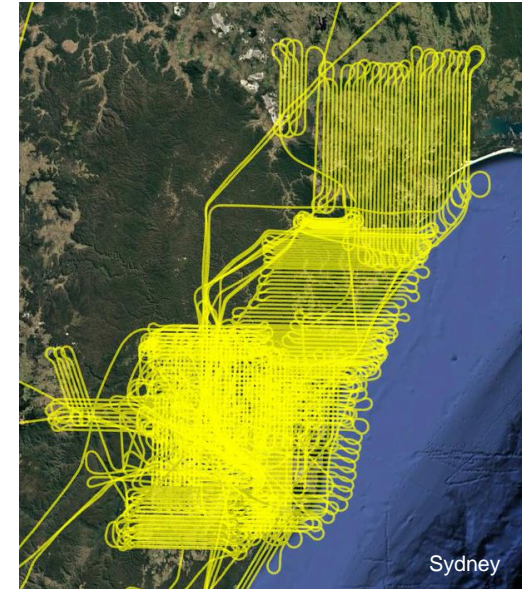
Perth



Adelaide



Melbourne



Sydney

COMPANY INFORMATION

04

VISION & 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'

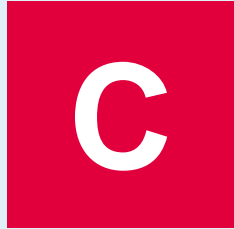
OUR VALUES

Are perfectly 'CLEAR'



Image: LiDAR derived digital height model of GMHBA Stadium, South Geelong, Victoria

OUR VALUES ARE 'CLEAR'



Curiosity

Asking the 'how can we' & challenging the 'we can't'



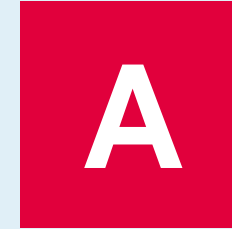
Leadership

Driven to succeed, trusted to deliver



Empowering

Employees, customers & industries



Accountability

As a company, team & team member

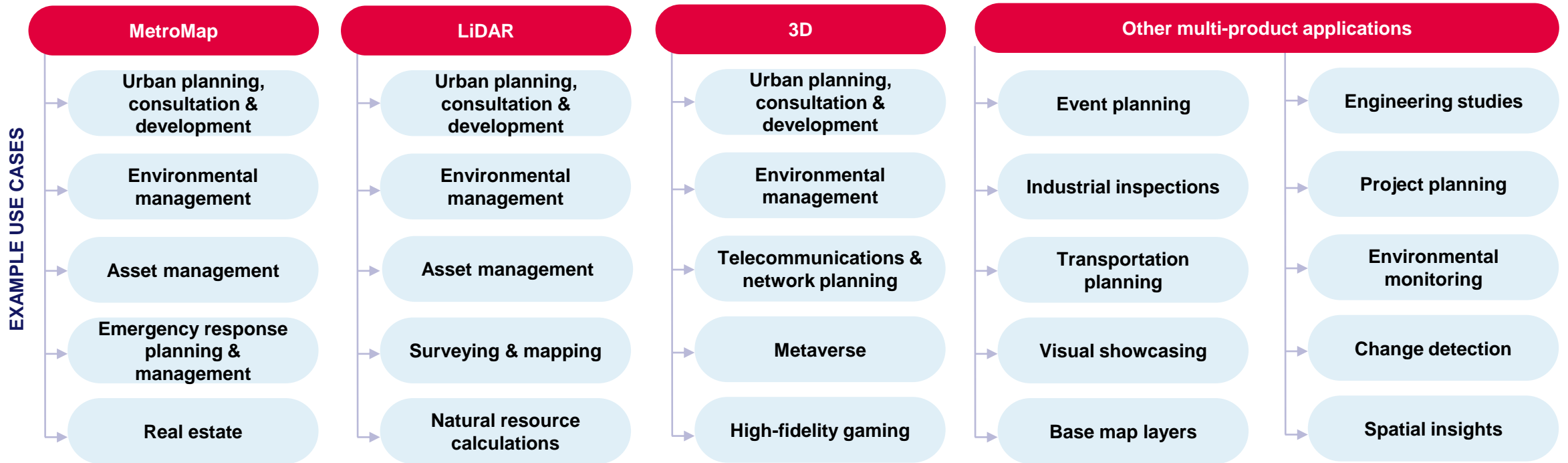


Respect

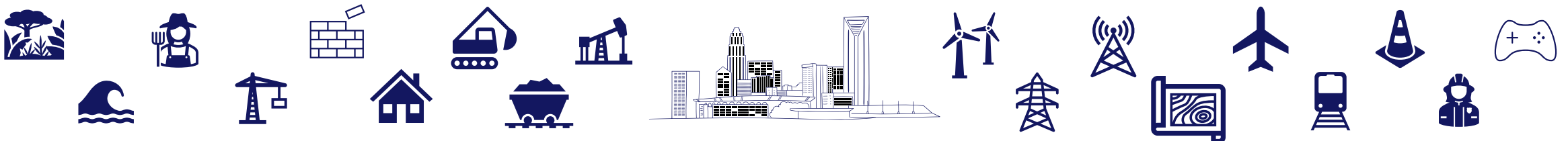
All people & our environment

WIDE RANGING CUSTOMER SOLUTIONS

KEY PRODUCTS LINES



NUMEROUS INDUSTRY APPLICATIONS



CORPORATE PROFILE

Board of Directors & Key Management



Mark Lindh
Independent Non-Executive
Director, Chair



Peter Foster
Independent Non-Executive
Director



Robert Veitch
Acting
Chief Executive Officer

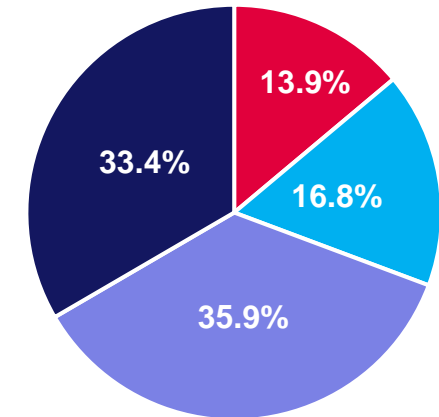


Matthew White
Non-Executive Director



Kaitlin Smith
Company Secretary

Major Shareholders



- Board
- Institutional Shareholders
- Founders
- Retail Shareholders

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

Capital Structure

(23 February 2025)

ASX Code

AMX

Shares on issue

94.99m

Share Price

\$0.27/sh

Market
Capitalisation

\$25.6m

Cash and
equivalents¹

\$5.04m

1. As at 31 December 2024



CONTACT INFORMATION

Robert Veitch
Acting Chief Executive Officer

Chris Mahar
Chief Financial Officer

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28 FEBRUARY 2025

This presentation has been approved by the Board of Aerometrex