



 aerometrex

FY24 RESULTS INVESTOR PRESENTATION

30 AUGUST 2024

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**WHO WE ARE &
WHAT WE DO**

01

COMPANY PROFILE

A trusted & leading geospatial tech company

Established in 1980 & listed on ASX Dec 2019

~ 120 employees

Provider of high-quality geospatial information & solutions

Deep industry knowledge & experience

Reputation for quality

Broker Coverage



AMX Capital Structure

(16 August 2024)

Shares on issue

94.99m

Share Price

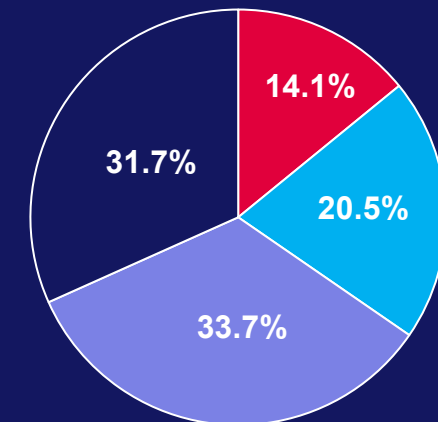
\$0.335/sh

Market Capitalisation

\$31.82m

Cash and equivalents*

\$8.31m



- Board
- Institutional Shareholders
- Founders
- Retail Shareholders

*As at 30 June 2024

NEW 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'

C



Curiosity

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

L



Leadership

Driven to succeed, trusted to deliver

E



Empowering

Employees, customers & industries

A



Accountability

As a company, team & team member

R



Respect

All people & our environment

UNIQUE & UNPARALLELED CUSTOMER OFFERINGS

Leading market participant

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

'One-stop shop' for customers

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

High quality products & team

Quality, accuracy & deep technical experience that delivers customer solutions that is...

...Australian made & Australian owned



Image: MetroMap aerial imagery of South Road development in Adelaide

A LEADER IN GEOSPATIAL IMAGERY & INSIGHTS

MetroMap

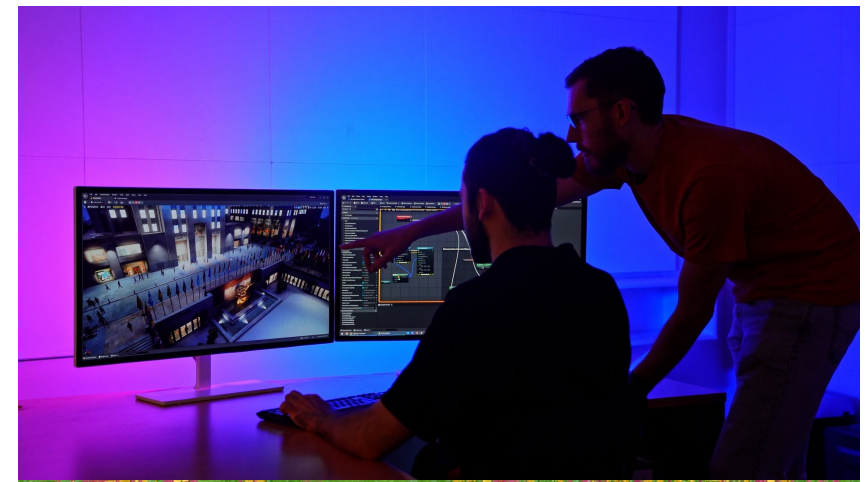
High-resolution 2D & 3D imagery & insights subscription service, holding one of Australia's largest imagery archives

LiDAR

High-resolution airborne LiDAR data covering wide-ranging applications

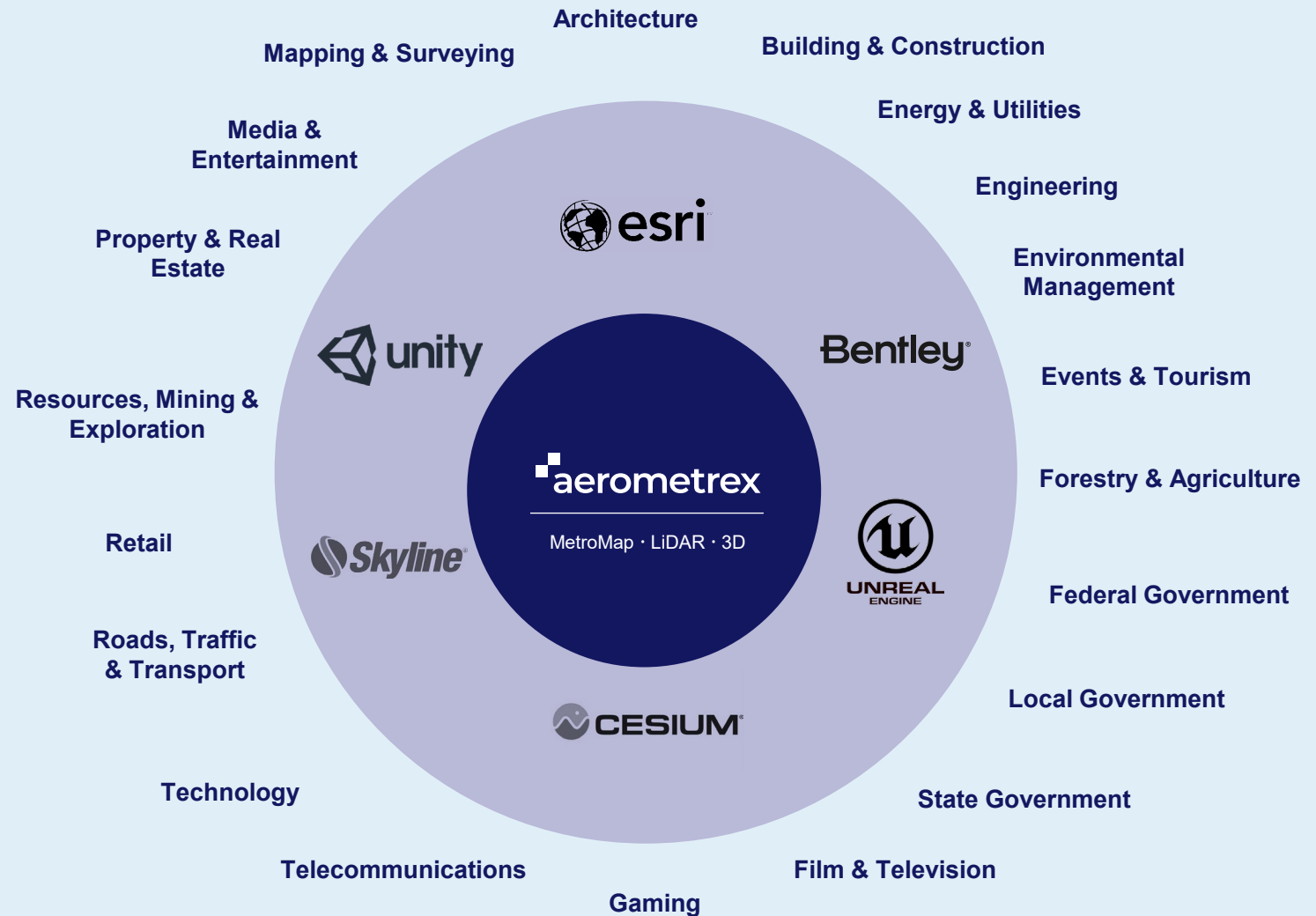
Global 3D

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



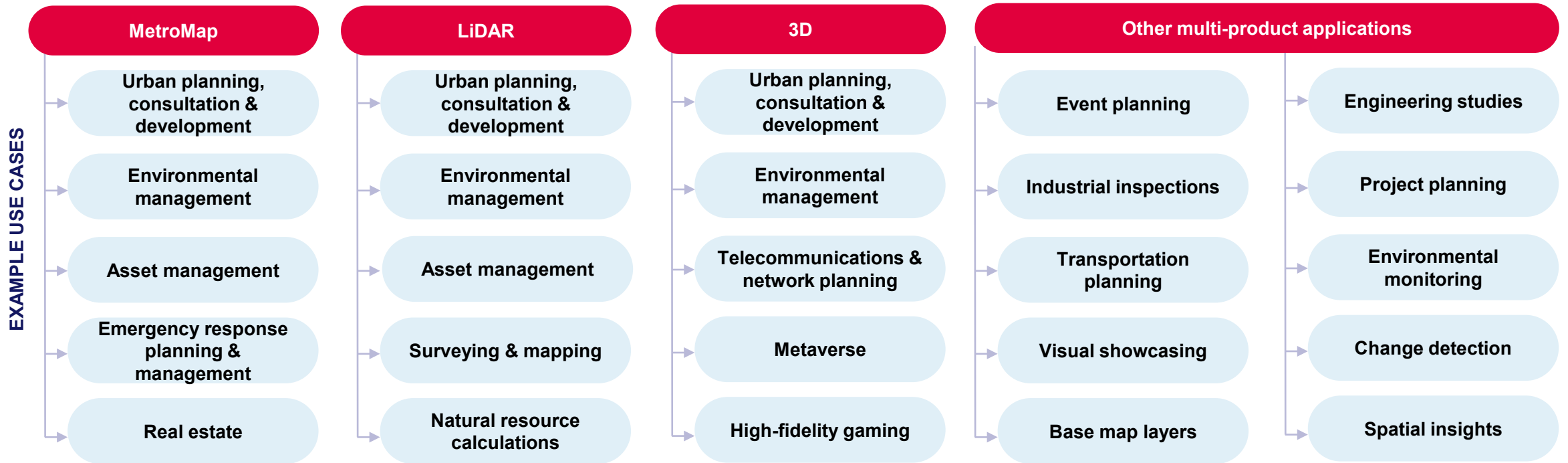
EMBEDDED IN A GLOBAL ECOSYSTEM OF GROWING DATA USAGE

Our customers include governments, pioneers & industry leaders

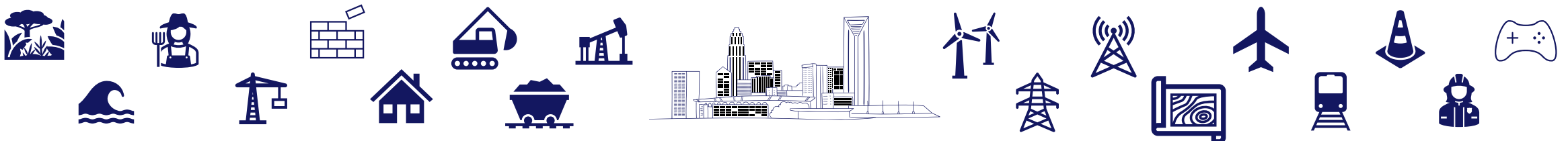


UNIQUE & UNPARALLELED CUSTOMER SOLUTIONS

KEY PRODUCTS LINES



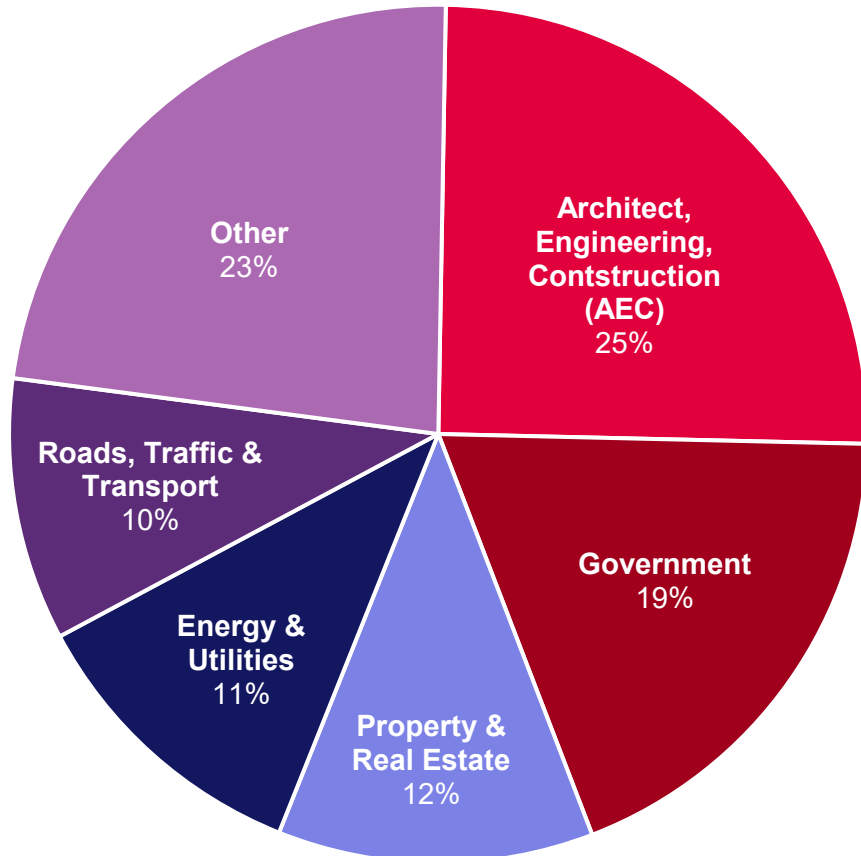
NUMEROUS INDUSTRY APPLICATIONS



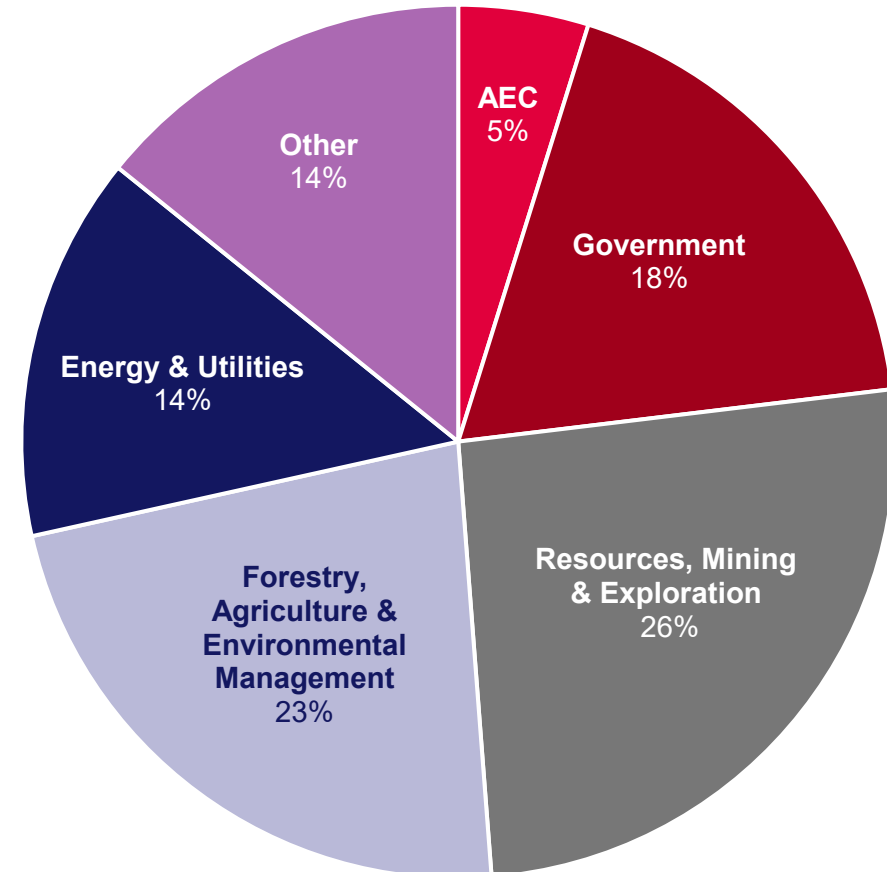
INDUSTRY SEGMENTATION

Diverse range of customers across key product platforms

MetroMap Subscriber Value by Industry¹



LiDAR Revenue by Industry¹



GROWTH IN MARKETS & MARKET SHARE PRESENTS SIGNIFICANT OPPORTUNITIES

MetroMap

Current TAM¹

> \$100m

2030 TAM¹

> \$200m

One of **only two** major imagery subscription platforms in Australia

LiDAR

Current TAM¹

> \$50m

2030 TAM¹

> \$75m

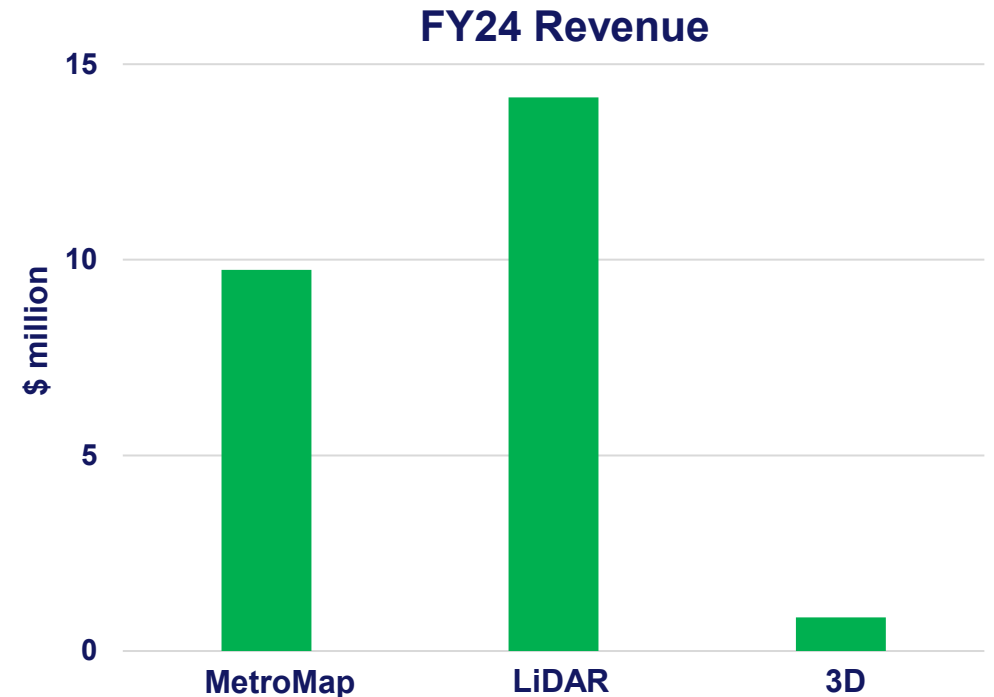
One of **only three** major industry players in Australia

Global 3D

TAM¹:

‘Blue Sky’

Positioned for a world where **high-resolution 3D imagery** is anticipated to penetrate traditional & emerging markets



¹Total Accessible Market (TAM) figures are Aerometrex's indicative internal estimates

FY24 OVERVIEW

02

EXECUTING GROWTH PLANS



Embedding various initiatives to drive sustainable value for shareholders

UNDERSTAND OUR CUSTOMERS

SERVICE OUR CUSTOMERS WELL

ENHANCE THE WAY WE WORK

EMPLOYEE CLARITY & ALIGNMENT

SAFELY UNDERTAKE OUR WORK

BE FOCUSED & DISCIPLINED

INVEST WISELY

FY24 HIGHLIGHTS

Record underlying operating revenue up 9.0% to \$24.17m

Revenue

Record MetroMap subscription revenue

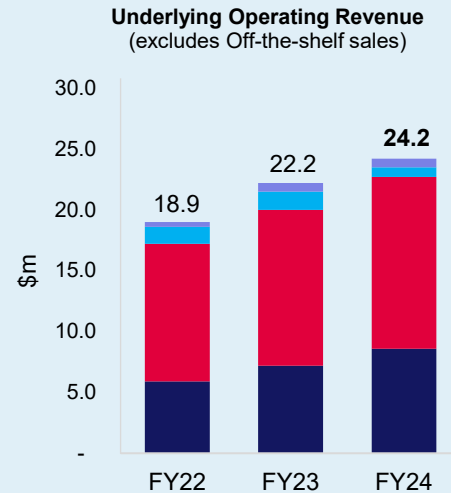
Record LiDAR revenue

Record underlying revenue up 9.0% to \$24.17m

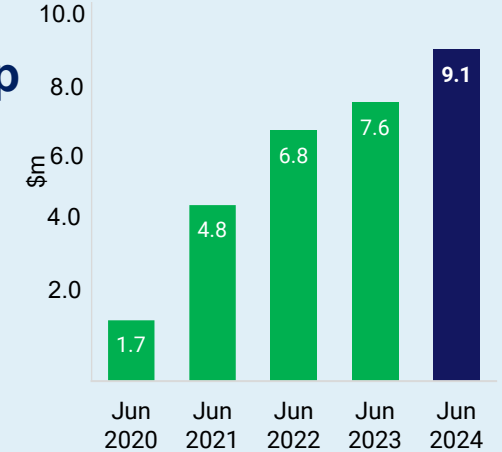
Total revenue of \$24.75m down 2.4%

Underlying revenue growth

■ MetroMap - on demand
■ 3D
■ LiDAR
■ MetroMap Subscriptions



Driving MetroMap ARR



Enhancing Operational Outcomes

Successful commencement of MetroMap capture program with Aero Logistics

Improved MetroMap capture outcomes

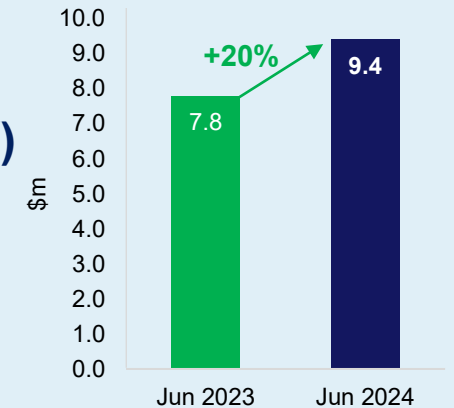
Ongoing company-wide improvements to various systems & processes

Safety First Approach

Strong focus on 'safety first' in all activities

Renewed BARS accreditation

Annual Contract Value (ACV)



FY24 SNAPSHOT

Record underlying operating revenue up 9.0% to \$24.17m driven by solid ongoing growth in MetroMap subscription & LiDAR revenue

Operating Revenue

\$24.75m

(FY23: \$25.36m)

EBITDA

\$2.89m

(FY23: \$3.83m)

Subscription Revenue

\$8.58m

(FY23: \$7.19m)

Cash Balance

\$8.31m

(June 2023: \$9.83m)

Underlying Operating Revenue¹

\$24.17m

(FY23: \$22.18m)

Underlying EBITDA¹

\$2.31m

(FY23: \$0.65m)

Annual Recurring Revenue (ARR)

\$9.06m

(FY23: \$7.61m)

Cash Flow from Operations

\$6.24m

(FY23: \$4.02m)

FY24 SNAPSHOT

Record underlying operating revenue up 9.0% to \$24.17m

**MetroMap
Subscription Revenue**

+19.3% to \$8.58m

**LiDAR
Revenue**

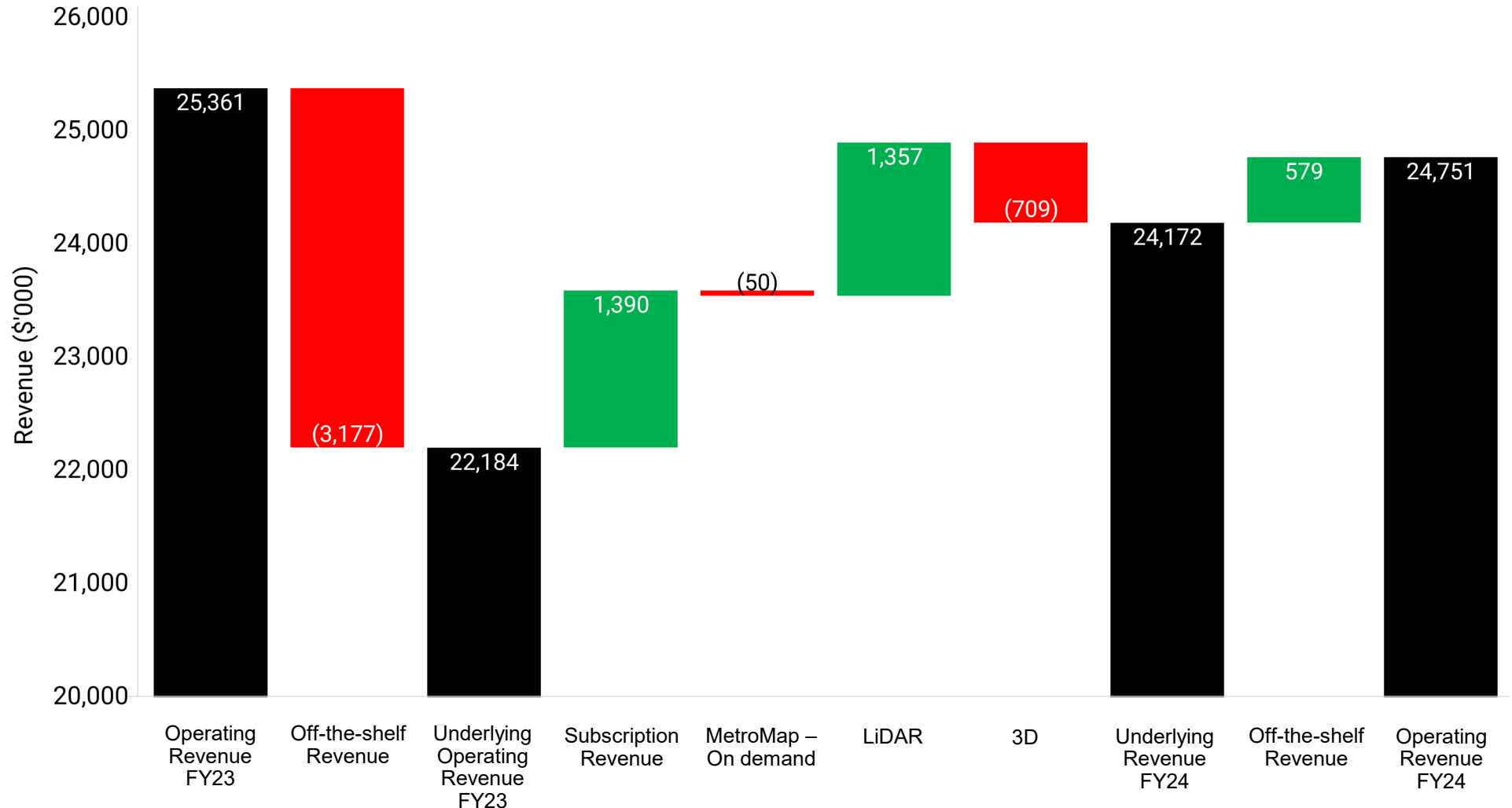
+10.9% to \$14.15m

3D

**3D revenue
impacted by softer
market demand**

Off-the-shelf

**No significant
off-the-shelf sales to
government or large
enterprise customers**



Record subscription revenue of

\$8.58m up 19.3%

Subscription revenue Represents **34.7%** of total group revenue

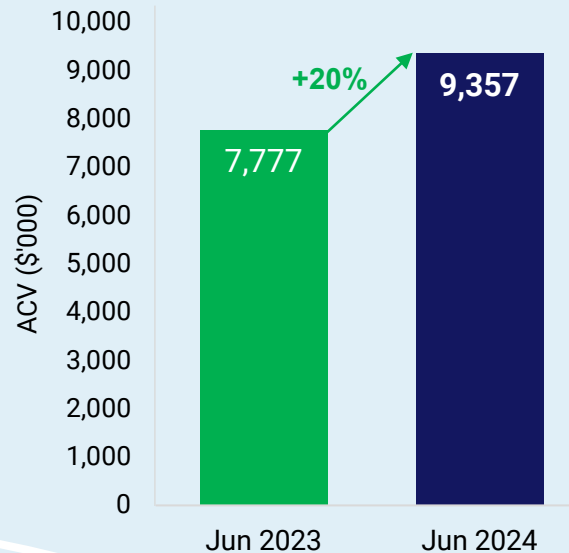
Record ACV of

\$9.36m up 20.3%

Record ARR of

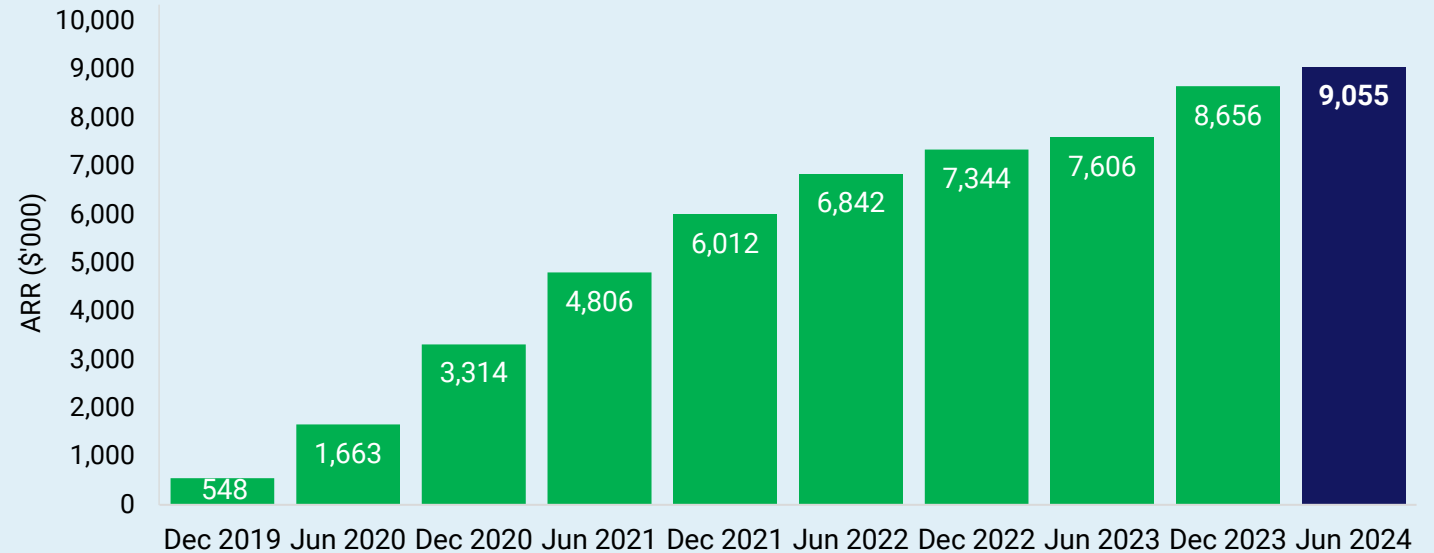
\$9.06m up 19.1%

Annual Contract Value (ACV)



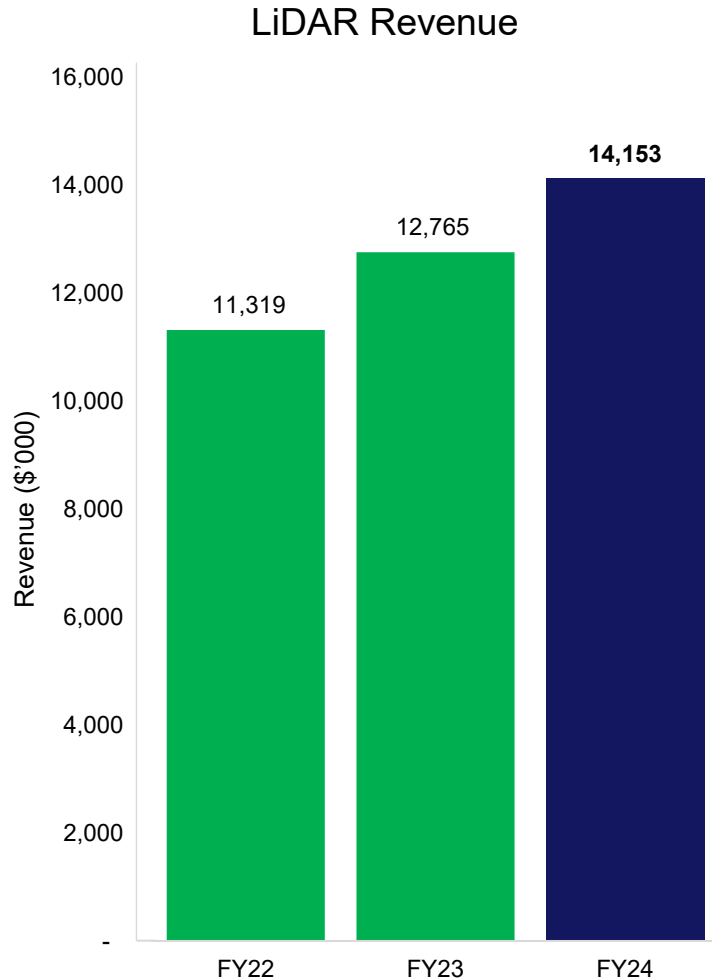
Annual Recurring Revenue (ARR)

Calculation: Monthly Revenue x12



LiDAR

Record LiDAR revenue up 10.9% to \$14.15m



LiDAR continues to deliver strong revenue growth

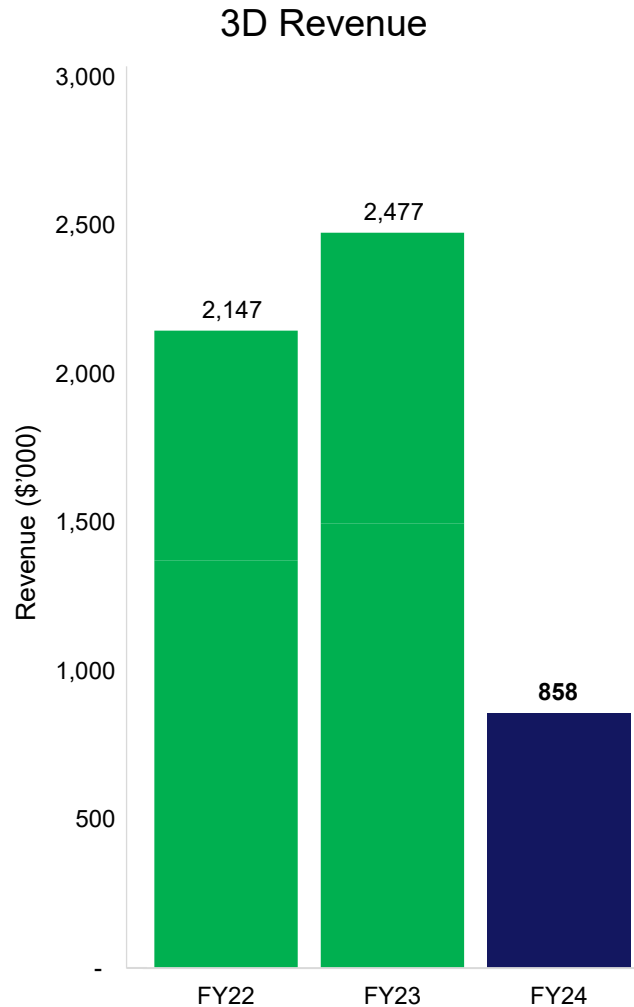
Record revenue - up 10.9%

Record 1H24 revenue was offset by a softer 2H24 result due to general market conditions & customer driven project delays

Strong re-occurring revenue from existing customer base

GLOBAL 3D

Revenue down from \$2.48m to \$0.86m



3D remains a blue-sky opportunity

High-resolution projects undertaken for wide ranging uses cases in Australia & USA, for primarily government customers, including:

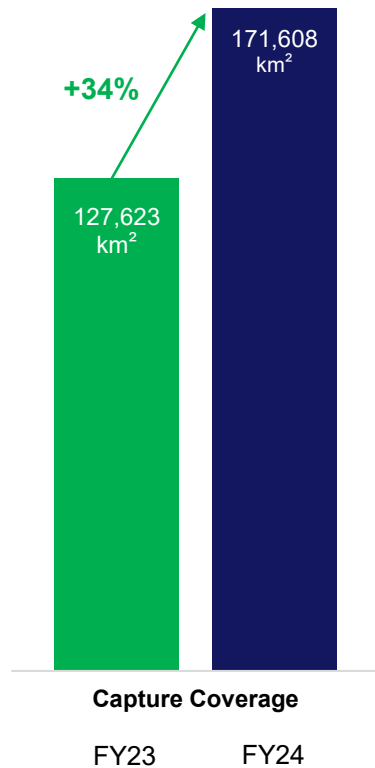
- Urban planning
- Coastal capture & change analysis
- Coastal sand monitoring

Unlike FY23, no significant off-the-shelf sales occurred in FY24

**BUILDING
METROMAP
MOMENTUM**

03

METROMAP CAPTURE PROGRAM ENHANCEMENT

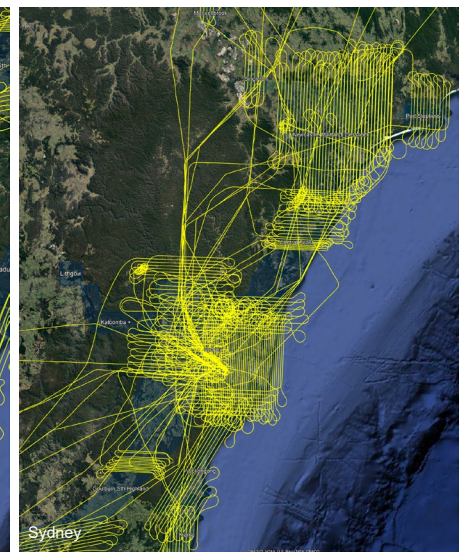
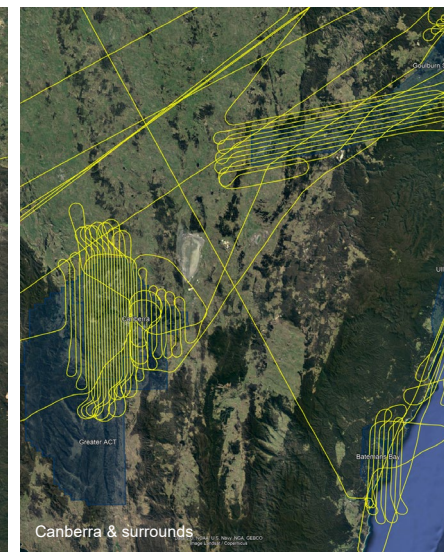
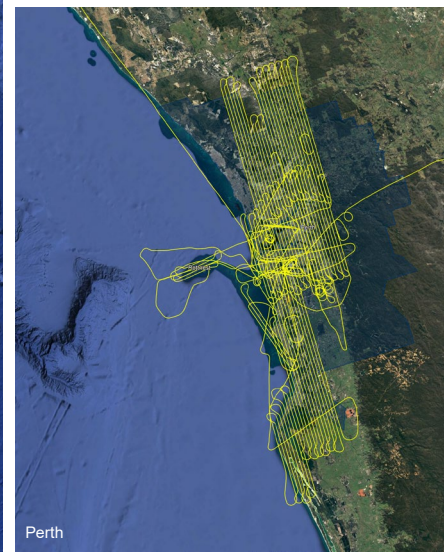
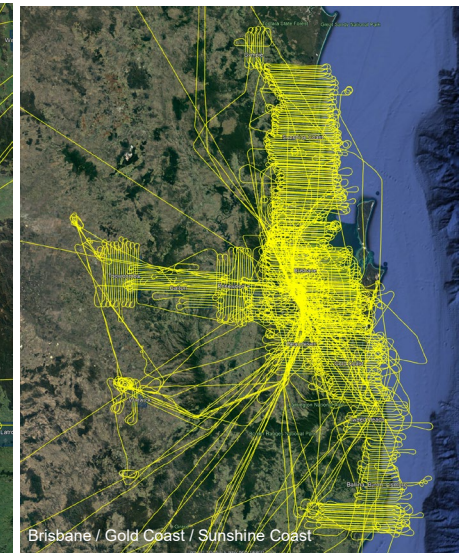
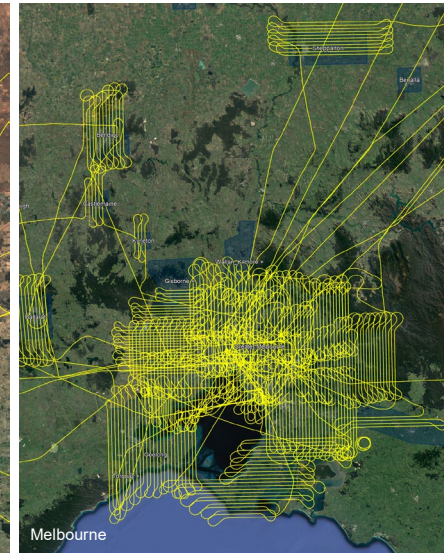
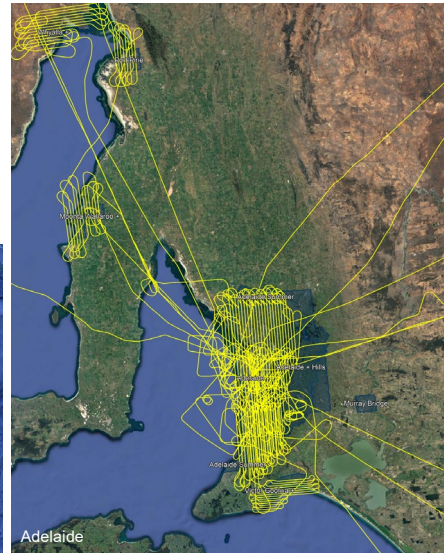
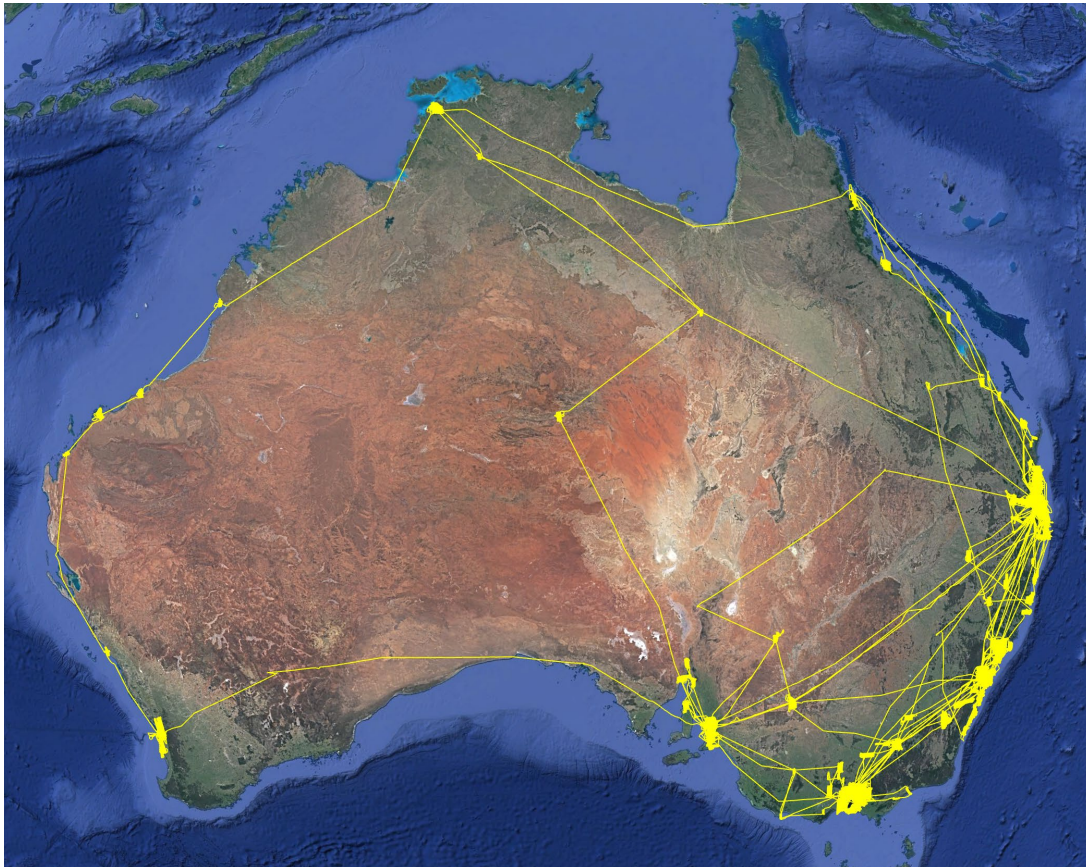


Enhancing the MetroMap Capture Program

- ✓ Continuous improvement in capture outcomes to meet MetroMap & customer objectives
- ✓ Increased capture coverage & frequency across major populations centres during FY24
- ✓ Excellent start to FY25 capture program
- ✓ MetroMap 3D capital city annual program capture completed

METROMAP CAPTURE PROGRAM: MAY - AUG 2024

4Q24 & 1Q25 capture program focused on key eastern Australia population centres



METROMAP 3D

3D capture of major Australian capital cities has been completed for CY24



Adelaide

Resolution 7.5 cm
Captured January 2024
Available Area 476 km²



Brisbane

Resolution 7.5 cm
Captured June 2024*
Available Area 684 km²



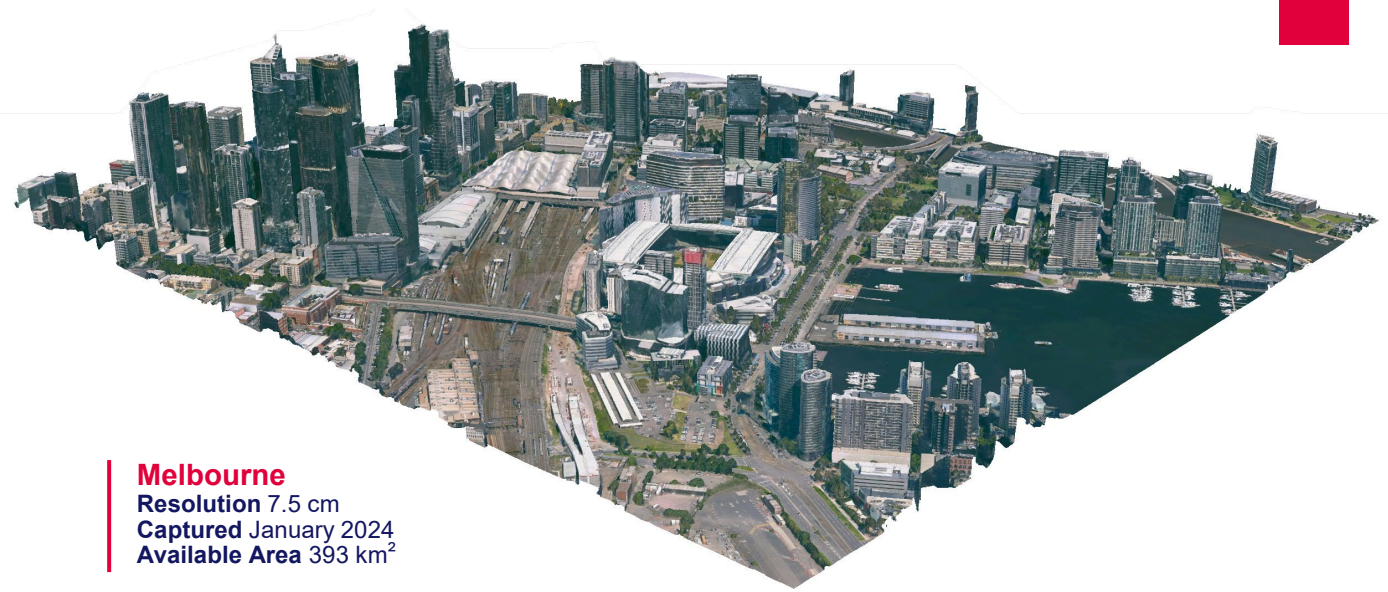
Perth

Resolution 7.5 cm
Captured April 2024
Available Area 608 km²



Canberra

Resolution 7.5 cm
Captured July 2024*
Available Area 540 km²



Melbourne

Resolution 7.5 cm
Captured January 2024
Available Area 393 km²



Sydney

Resolution 7.5 cm
Captured July 2024*
Available Area 1,129 km²

* Currently being processed (not yet available online)

Note: Models shown are of a sample area only & are not reflective of the total available area for each city

INVESTOR VALUE PROPOSITION & FOCUS AREAS

04

INVESTOR VALUE PROPOSITION

**A trusted & leading
geospatial tech
company**

**GROWTH
ORIENTATED
STRATEGY**

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

**LEADING
PRODUCTS**

**STRONG
MARKET
POSITIONS**

**QUALITY
MULTI-INDUSTRY
CUSTOMERS**

**DIVERSIFIED
REVENUE
STREAMS**

**RECOGNISED
INDUSTRY
INNOVATOR**

FY25 KEY FOCUS AREAS

MetroMap

- Drive ACV & 'off-the-shelf' sales
- Build MetroMap Program Partner model
- Fully integrate Aero Logistics capture program

LiDAR

- Build & accelerate opportunity pipeline
- Continue to embed delivery efficiencies

Global 3D

- Pursue Australian project opportunities
- Continue to build awareness & capability in international markets



Image: MetroMap aerial imagery of residential area in Wallaroo, South Australia



FY24 FINANCIAL APPENDIX

FY24 FINANCIAL RESULTS OVERVIEW

Underlying revenue growth of 9.0% (excluding off-the-shelf sales)

MetroMap subscription revenue growth of 19.3% to \$8.58m
Subscription revenue now represents 34.6% of total revenue

Continued LiDAR revenue growth of 10.9% to \$14.15m

Growth of 19.1% in MetroMap ARR to \$9.06m

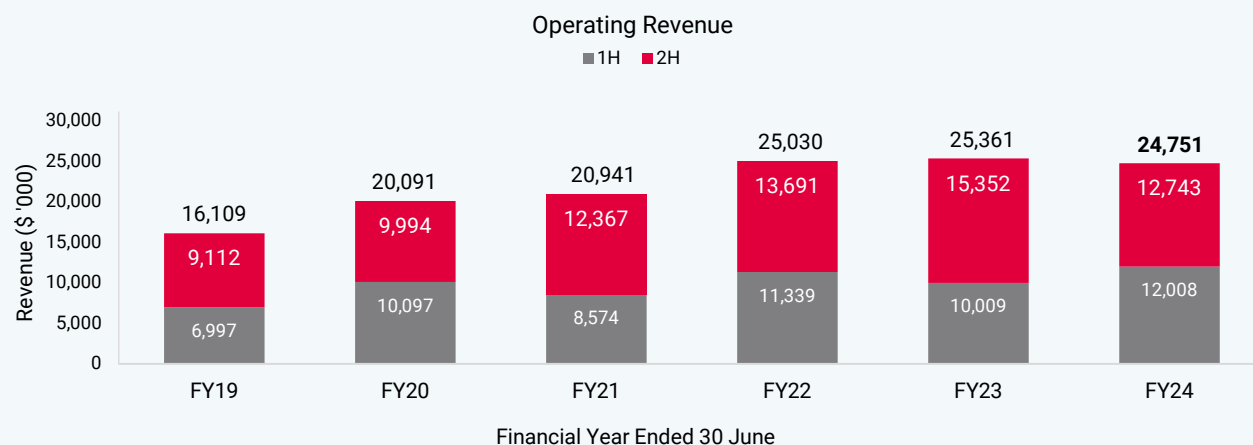
Significant growth in underlying EBITDA, up 254.8% to \$2.31m

Continued focus on scaling revenue

Continued focus on transition to scalable subscription-based business

Continued focus on maturing go-to-market strategies to further enhance revenue opportunities

Strong cash position supports growth initiatives, with \$8.31m in cash & debt facilities available



	FY24 \$'000	FY23 \$'000	Change v PCP \$'000	Change v PCP %
Subscription revenue				
MetroMap	8,581	7,191	1,390	19.3%
Subscription revenue	8,581	7,191	1,390	19.3%
Off-the-shelf dataset revenue				
3D	69	979	(910)	-93.0%
LiDAR	33	2	31	1550.0%
MetroMap	175	1,809	(1,634)	-90.3%
MetroMap Insights	302	387	(85)	-22.0%
Off-the-shelf dataset revenue	579	3,177	(2,598)	-81.8%
Project revenue				
3D	789	1,498	(709)	-47.3%
LiDAR	14,120	12,763	1,357	10.6%
MetroMap - on demand	682	732	(50)	-6.8%
Project revenue	15,591	14,993	598	4.0%
Total revenue from customers	24,751	25,361	(610)	-2.4%
Total underlying revenue from customers¹	24,172	22,184	1,988	9.0%

EBITDA	2,885	3,827	(942)	-24.6%
Underlying EBITDA ¹	2,306	650	1,656	254.8%

Cash flow from operating activities	6,238	4,024	2,214	55.0%
Cash used in investing activities	(7,589)	(8,802)	1,213	-13.8%
Free cash flow	(1,351)	(4,778)	3,427	-71.7%

Financial position

Cash and cash equivalents	8,311	9,828	(1,517)	-15.4%
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1. Underlying figures exclude off-the-shelf data sales

PROFIT OR LOSS STATEMENT & EBITDA RECONCILIATION

	FY24	FY23
	\$'000	\$'000
Revenue	24,751	25,361
Other income	8	-
Revenue and other income	24,759	25,361
Aircraft and project processing costs	(9,291)	(9,524)
Employee benefits expense	(8,570)	(8,280)
Share based payments	(186)	(251)
Depreciation of property, plant and equipment	(3,182)	(3,083)
Amortisation of intangible assets	(5,749)	(6,098)
Impairment of intangible assets	(67)	-
Other expenses	(3,827)	(3,479)
Finance costs	(365)	(132)
Finance income	328	326
(Loss) before income tax	(6,150)	(5,160)

Proforma EBITDA Calculation	FY24	FY23
	\$'000	\$'000
(Loss) before income tax	(6,150)	(5,160)
Add back finance costs	365	132
Less finance income	(328)	(326)
Add back depreciation	3,182	3,083
Add back amortisation	5,749	6,098
Add back impairment	67	-
EBITDA	2,885	3,827
Less off-the-shelf dataset revenue	(579)	(3,177)
Underlying EBITDA	2,306	650

BALANCE SHEET & CASH FLOW

Balance Sheet	FY24	FY23
	\$'000	\$'000
Assets		
Cash and cash equivalents	8,311	9,828
Trade and other receivables	2,808	6,112
Contract assets	668	738
Property, plant and equipment	29,899	15,897
Intangibles	8,499	7,921
Other Assets	819	623
Deferred tax assets	2,043	552
Total assets	53,047	41,671
Liabilities		
Trade and other payables	2,731	2,846
Contract liabilities	3,539	3,728
Current tax liabilities	7	159
Employee benefits	1,944	2,078
Other liabilities	2,817	2,043
Lease liabilities	17,489	1,819
Total liabilities	28,527	12,673
Net assets	24,520	28,998

Cash Flow	FY24	FY23
	\$'000	\$'000
Receipts from customers	30,377	27,459
Payments to suppliers and employees	(23,948)	(23,629)
Other operating cash flows	(191)	194
Net cash flow from operating activities	6,238	4,024
Payments for property, plant and equipment	(1,712)	(3,823)
Payments for intangible assets	(5,877)	(4,979)
Net cash flow from investing activities	(7,589)	(8,802)
Free cash flow	(1,351)	(4,778)
Net cash flow from financing activities	(166)	462
Net cash flow	(1,517)	(4,316)
Cash and cash equivalents at start of year	9,828	14,144
Cash and cash equivalents at end of year	8,311	9,828



CONTACT INFORMATION

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Chief Executive Officer

Chris Mahar
Chief Financial Officer

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30 AUGUST 2024

This presentation has been approved by the Board of Aerometrex