06/11/2020

ASX Announcement (AMX)

Aerometrex investor presentations

Aerometrex Ltd (AMX:ASX) provides the attached investor presentation that management will reference at several investor conferences this month.

A copy of the presentation will also be made available via the company's website.

This release is approved by the Managing Director of Aerometrex Limited.

- ENDS –

ADDITIONAL INFORMATION

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ABOUT AEROMETREX

Aerometrex Limited is a professional aerial mapping business specialising in aerial photography, photogrammetry, LiDAR, 3D modelling and aerial imagery subscription services.

The company listed on the ASX in December 2019 to raise capital to fund its growth. The company has a clear strategy to provide value to its shareholders by providing high-quality, accurate aerial imagery and LiDAR products to a growing client base.

AMX has strong Board and Executive teams, with a combined staff experience in the industry of 930 years total.

AEROMETREX INVESTOR PRESENTATION

November 2020

SEE YOUR WORLD CLEARLY.

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The information in this presentation is current as at the date on the cover of the presentation and remains subject to change without notice, in particular the Company disclaims any intent or obligation to update publicly any forward-looking statements, whether as a result of new information, future events or results or otherwise.

ABOUT AEROMETREX

Our Purpose

To provide our customers throughout Australia and overseas with accurate, high-quality, best-value data products that satisfy all their aerial imagery and spatial data requirements.

Our Vision

To become the market leading company in our service sector in terms of quality of products, value offered to our customers, and market share. Be an internationally recognised mapping company, utilizing the best available technology to deliver world class products.

Our Mission

To provide professional, accurate digital image mapping and geospatial engineering solutions to our clients by exploiting both existing and emerging air and ground imaging technologies.

BUSINESS OVERVIEW

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Revenue is generated from Projects and Subscription Services (DaaS) across

Aerial Photography and Mapping	LiDAR	3D Modelling	MetroMap

STRATEGY	STRENGTHS	CORE FUNDAMENTALS
Growing subscription-based revenue	Imagery and LiDAR data quality	Great data
Expanding geographically	Accuracy	Great reputation
Acquisition	3D modelling capability	Great customer service
New products	High standards of customer service	Innovation
Increase sales and marketing	People	Great technology
	Data archive	Great team

Built on the foundation of image quality and accuracy

Key Highlights

FY20

Dec
$25m initial public offering listing under ASX code 'AMX'

Feb
Establishment of US office

Mar
Queensland contract wins of $1M

May
Acquisition of Spookfish Australia from EagleView

Jun
Addition to All Ordinaries list

4.6m shares released from escrow

Appointment of Chief Operating Officer (COO)

FY21

Aug
MetroMap LiDAR launched

Oct
Suncorp and PSMA contract wins of $860k (min.)

Oct
Pixel Cruncher developed and implemented increasing orthophoto processing speeds by 800%

Oct
Fuel load aerial mapping technology developed to assist bushfire mitigation

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
- 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

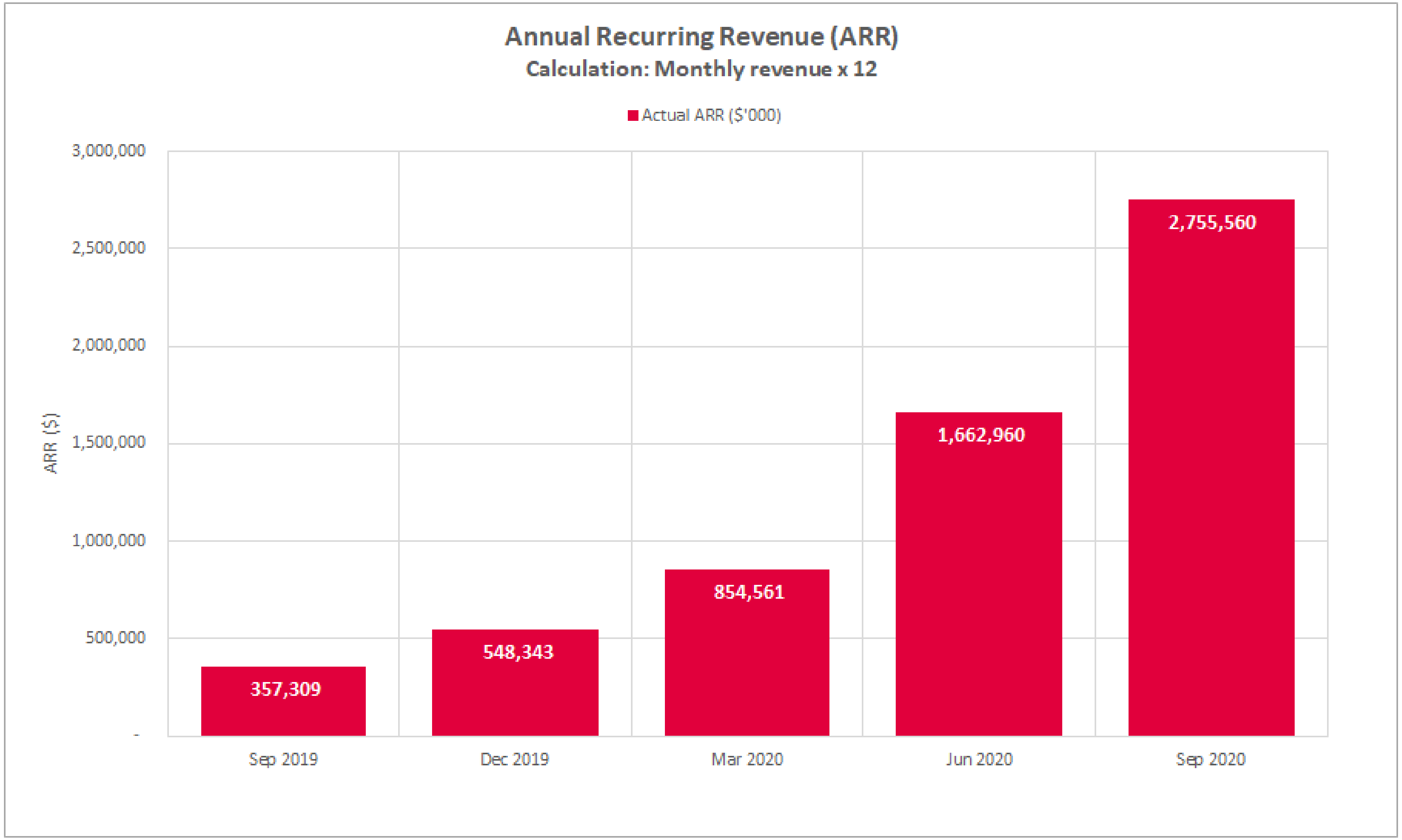
Examples of Major Use Cases:

- 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

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

METROMAP

Building momentum in subscriptions with strong growth in ARR



AERIAL PHOTOGRAPHY AND MAPPING

The foundation of Aerometrex has been in project based aerial photography, photogrammetry and mapping services since its establishment in 1980. Driven by exacting standards of project delivery and the need for geospatially accurate data, this discipline underpins the Aerometrex commitment to quality.

Predominantly project based with some clients moving towards the MetroMap subscription product (DaaS) however demand in photomapping will continue.

Key Products:

- 2D ortho-imagery with the ability to customize resolution and accuracy
- Digital elevation data such as digital terrain models (DTM) and digital surface models (DSM)
- Stereo-derived datasets

Industries Serviced (including but not limited to):

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

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

Addressable Market Size
~$15 – 20 million per annum
in Australia

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

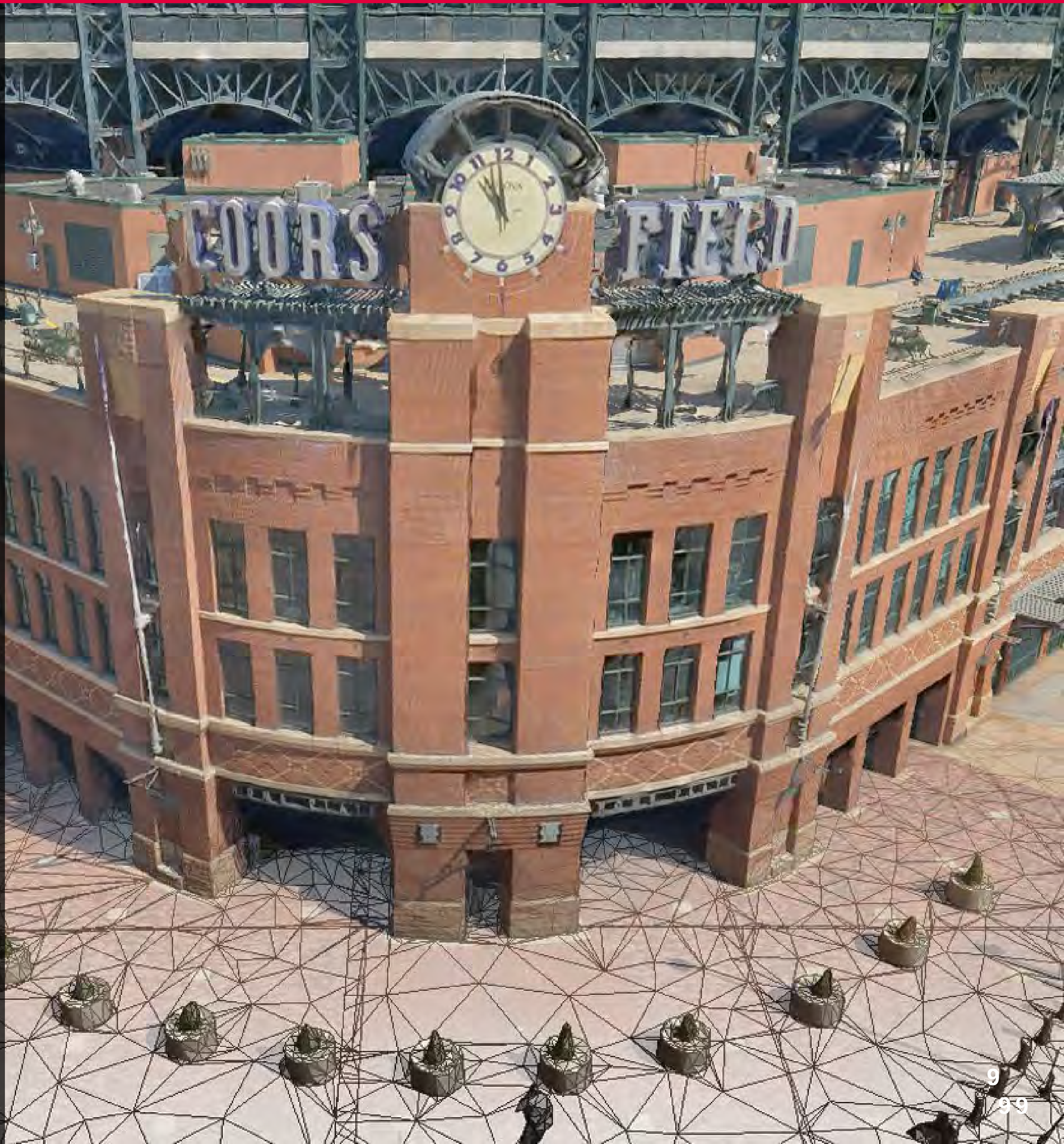
Industries Serviced (including but not limited to):

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

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

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



3D MODELLING

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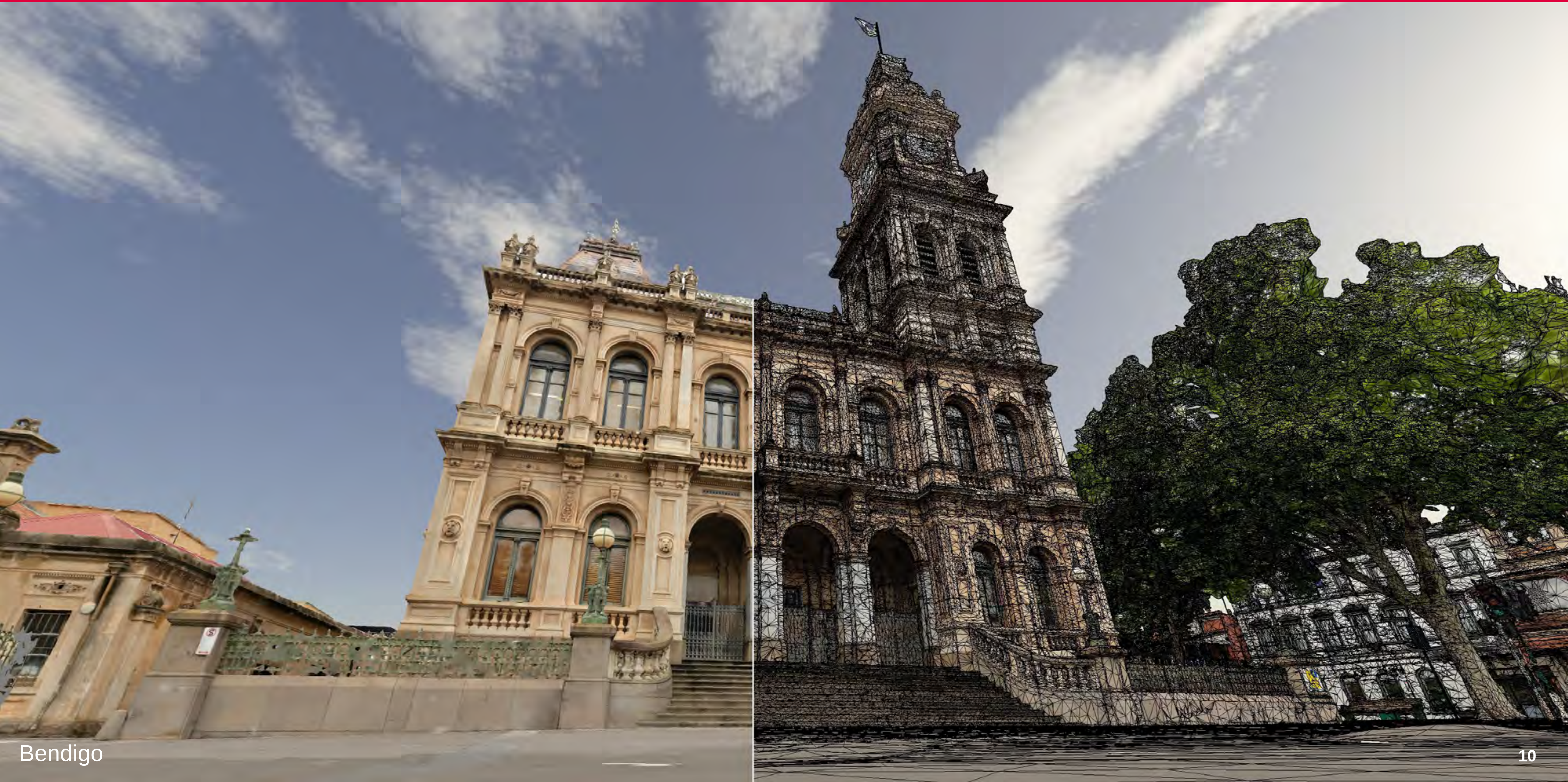

Bendigo

LiDAR

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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

Industries Serviced (including but not limited to):

- Architecture, Engineering & Construction
- Energy & Utilities
- Environment & Disaster Management
- Forestry & Agriculture
- Government
- Insurance & Financial Services
- Natural Resources, Mining & Exploration
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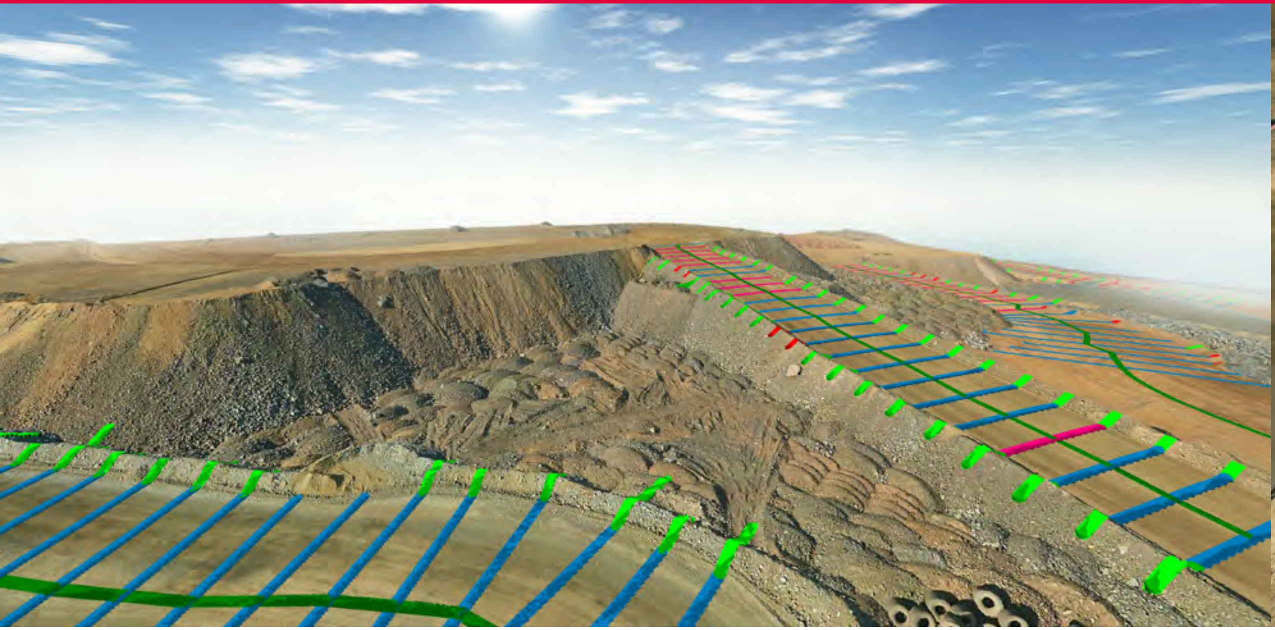
Examples of Major Use Cases:

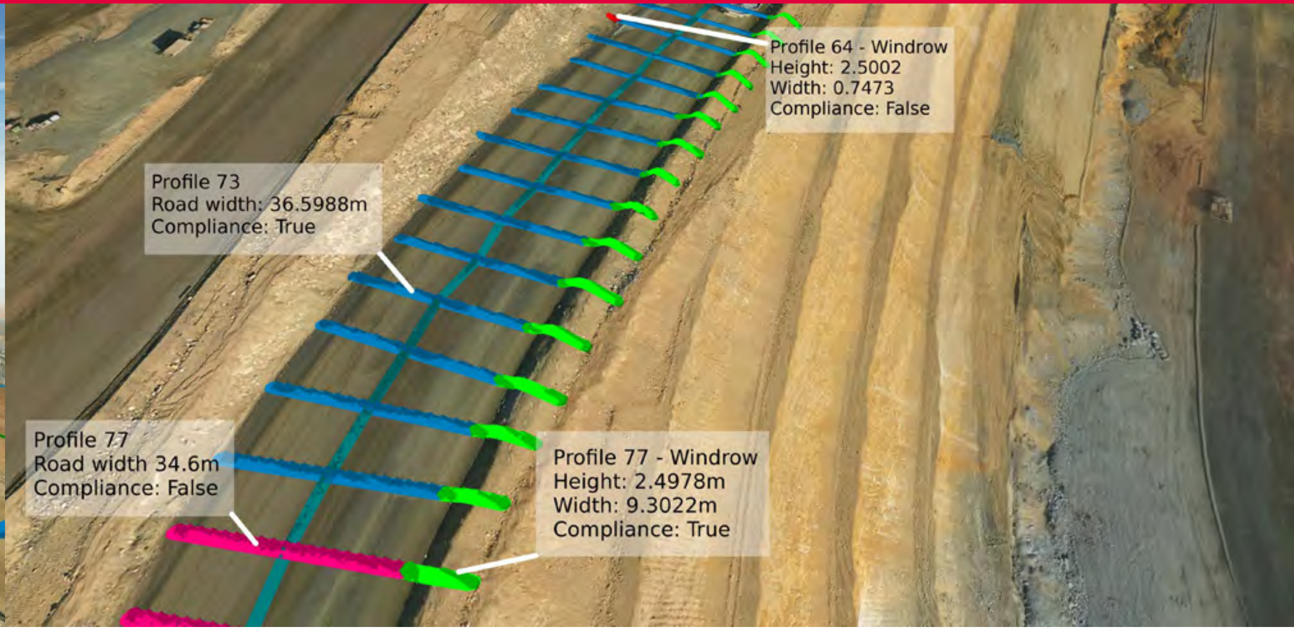
- Agricultural irrigation analysis
- Engineering design across projects spanning road, rail, oil & gas pipelines, renewable energy (wind & solar)
- Environmental mapping including flood modelling, catchment analysis, bushfire fuel load mapping
- Canopy growth and volume analysis across forestry and urban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

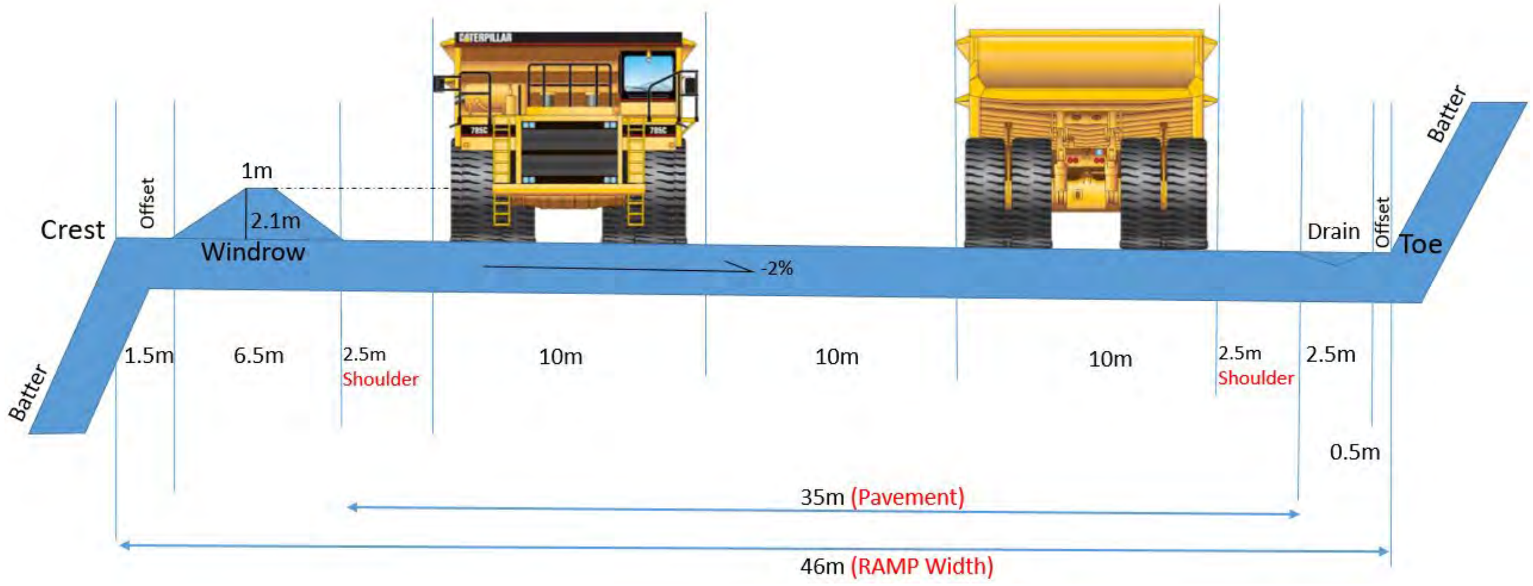
Addressable Market Size
~$50 million per annum
in Australia

LiDAR
Tree Canopy Model

LiDAR
Windrows







Bushfire Fuel Load Mapping

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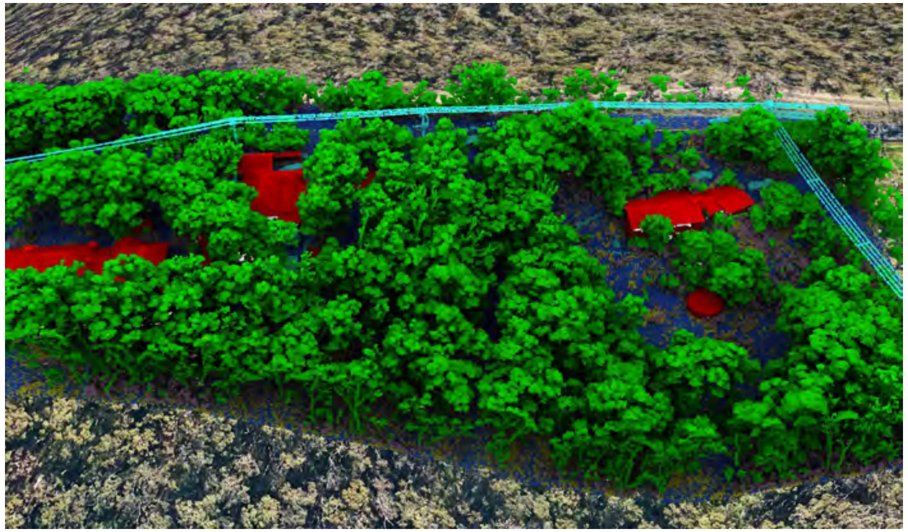
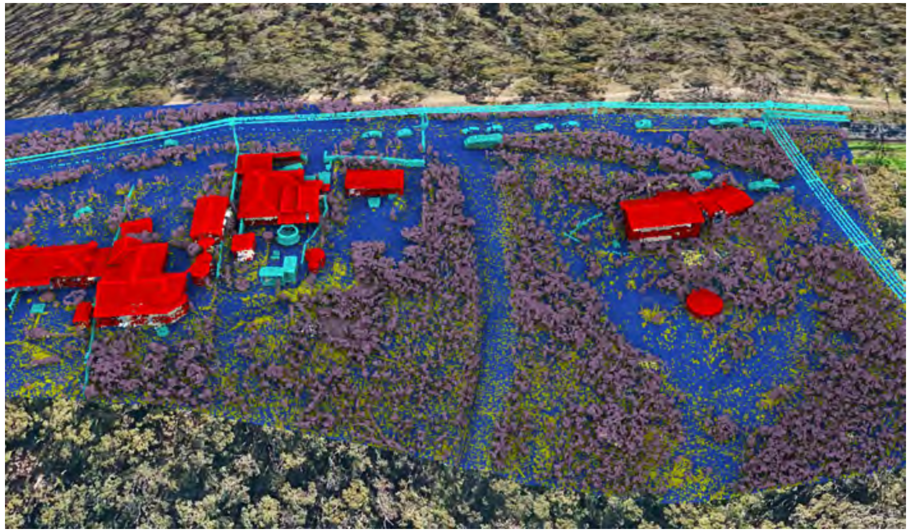
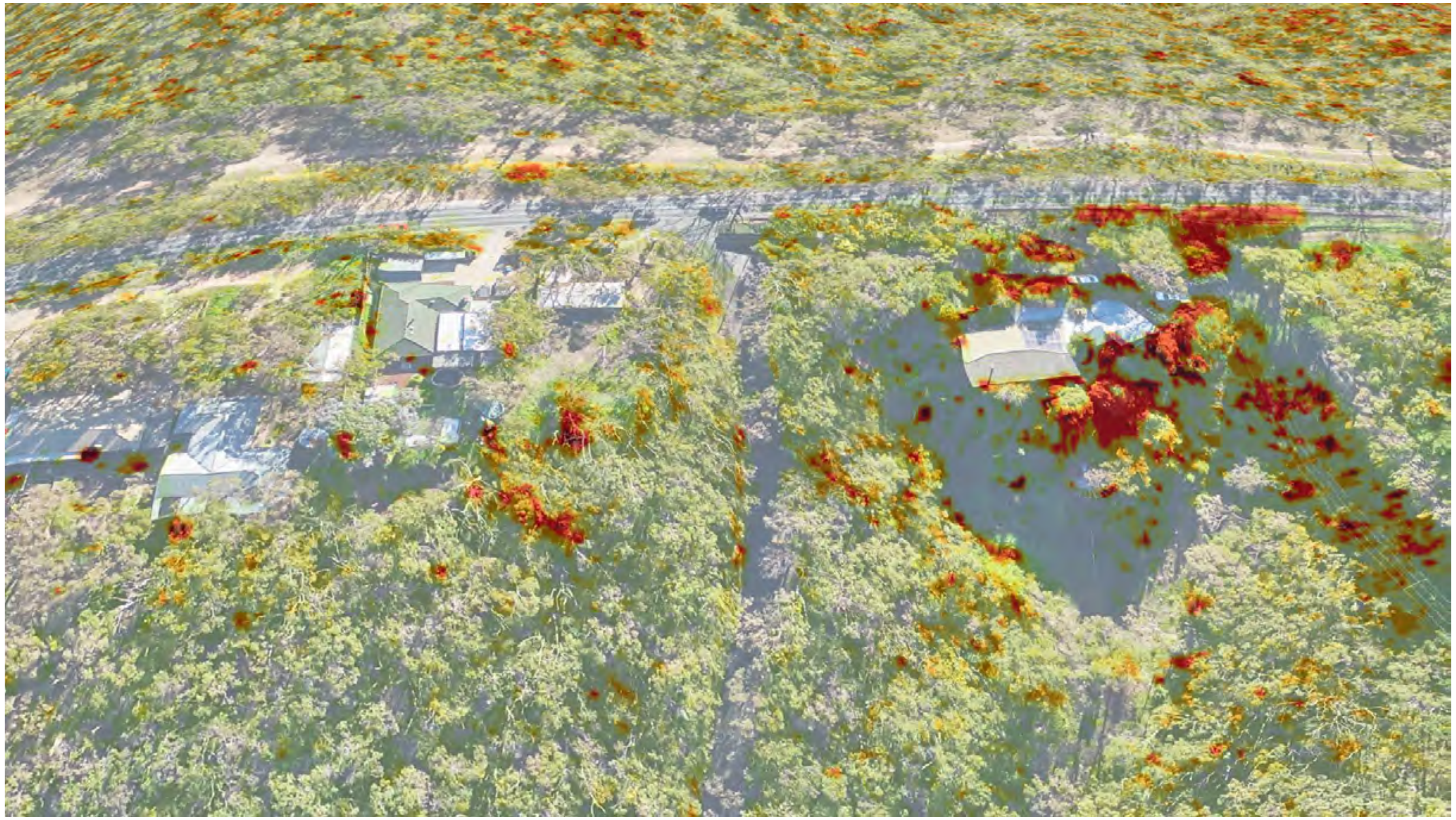


LiDAR with view of trees and built up area



LiDAR with upper tree canopy stripped



LiDAR showing fuel load density (red – high fuel load)

IMPACT OF COVID-19

Business is well placed to weather the storm

Positive Impacts

- Improved access to airspace
- MetroMap supports business working remotely with geospatially accurate current data
- Increased pool of experienced staff looking for opportunities
- Catalyst for systems & process improvements to drive future scalability & efficiency of the business

Opportunities

- Stimulus spending - Infrastructure spending leads to increased demands for remote services
- Business (customers) looking for alternative partners/suppliers to provide more value, more ROI and customer experience
- Ongoing M&A opportunities being presented to Aerometrex for consideration
- Restrictions on travel ease sooner than expected

Negative Impacts

- Border closures and quarantines in round 2 creating some logistical complexity
- Crews remain in field longer & lockdown restrictions having impact on costs
- Delays in freight (both local & international) creates need for more planning lead time
- Restrictions on travel
- Delay of projects while business adapts to the new ‘normal’

Risks

- Slowing of the economy & impact on business confidence
- Prolonged negative economic impact
- Closure of state borders impacting movement of staff
- Restrictions on travel limit opportunities
- Cost (for customers) becomes focus resulting in competitors going into a price war to survive in the short term

STRATEGIC PRIORITIES

Focus on controllable events in current operating environment

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Development of overseas revenue streams in 3D – US and Europe

Ongoing analysis of M&A opportunities

Navigating current economic & social environment of Covid-19

Consolidation of Spookfish acquisition into MetroMap

GROWTH

Continued development and expansion of MetroMap to increase value proposition for customers through 3D, near-infrared, LiDAR

Increasing brand awareness to leverage opportunities

Continue to invest prudently to drive scalability for future growth

Investment into R&D focusing on analytics, AI, machine learning, derived data products, camera technology

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This presentation has been approved by the Managing Director.