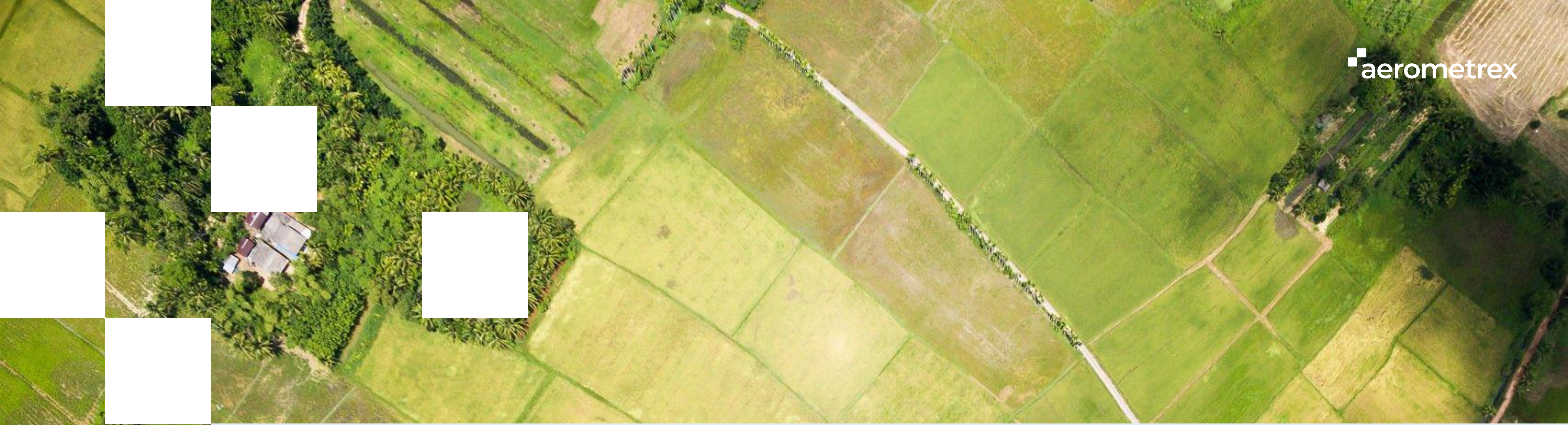
aerometrex

ANNUAL GENERAL MEETING

23 NOVEMBER 2023



CHAIRMAN'S ADDRESS

MARK LINDH

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MD & CEO'S ADDRESS

STEVE MASTERS

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FY23 SNAPSHOT

Operating Revenue

$25.36m

(FY22: $25.03m)
(FY22: excluding project photomapping: $22.26m)

EBITDA

$3.83m

(FY22 Normalised: $5.1m)

Cash Flow From Operations

$4.02m

(FY22: $4.99m)

Cash Balance

$9.83m

(June 2022: $14.14m)

LiDAR Revenue

$12.76m

(FY22: $11.32m)

MetroMap Revenue

$10.12m

(FY22: $8.79m)

3D Revenue

$2.48m

(FY22: $2.15m)

Annual Recurring Revenue (ARR)

$7.61m

(FY22: $6.84m)

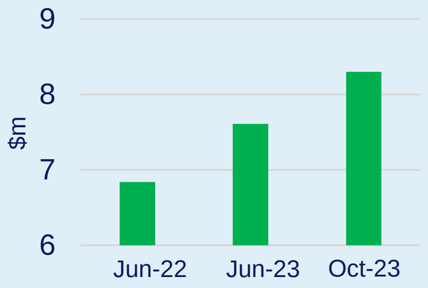
EXECUTING STRATEGIC IMPERATIVES

Since September 2022, changes to the organisation & near-term imperatives have contributed to enhanced performance…

Increasing Revenue

- Record group revenue for FY23 of $25.36m
- Record 2H23 group revenue of $15.35m
- Double-digit revenue growth across **all** product lines

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 & LiDAR sensors
- Improvements to various systems & processes
- Improved FY24 MetroMap capture outcomes

Safety First Approach

- Strong focus on 'safety first' in all activities
- Enhanced WHS reporting

…all with the objective to build profitable & sustainable value for our shareholders

METROMAP FY23 OUTCOMES

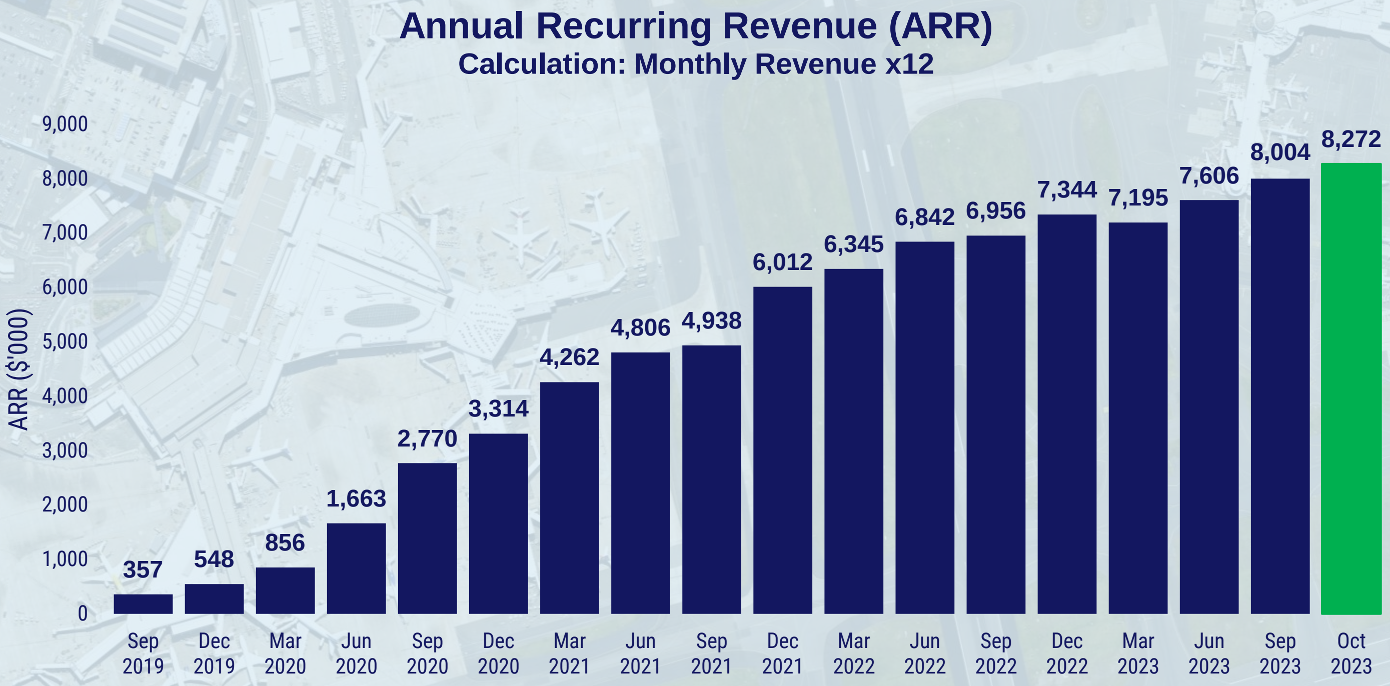
Record statutory revenue* result

FROM

$8.79m

TO A RECORD

$10.12m



Growth in subscription statutory revenue, increasing from:

$5.86m to $7.19m

October 2023: ARR has continued growth to $8.3m

Largest-ever MetroMap partner program contract & significant repeat ‘off-the-shelf sale:

Landchecker

Australian Government

* Statutory revenue includes subscription, on-demand, ‘off-the-shelf’ & insights revenue

LIDAR FY23 OUTCOMES

Record revenue result

FROM

$11.32m

TO A RECORD

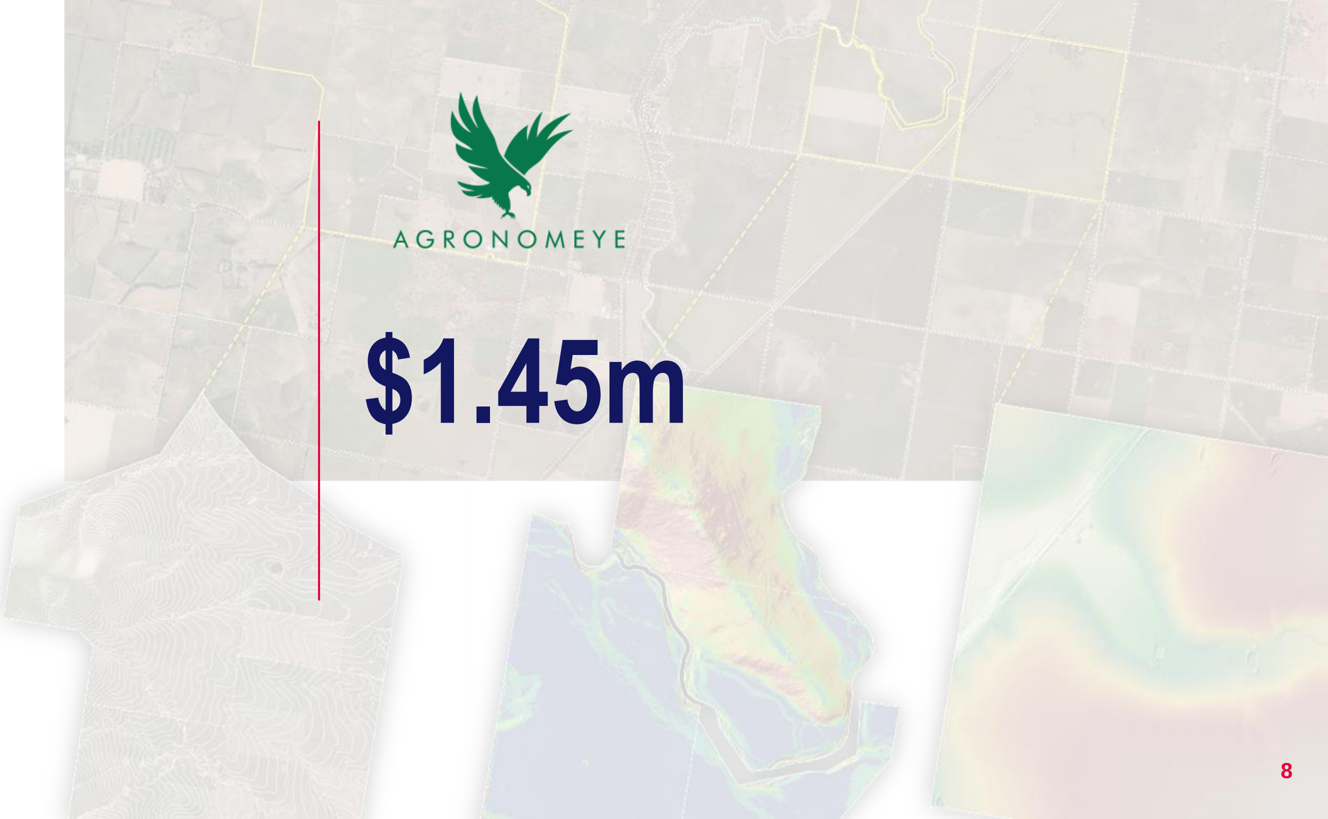
$12.76m

Following the introduction of an additional sensor in November 2022

LiDAR continues to be a solid & important contributor to overall company revenue, with major contract wins in FY23 & FY24

Australian Government

$1.88m



AGRONOMEYE

$1.45m

GLOBAL 3D FY23 OUTCOMES

15.3% YoY revenue growth

FROM

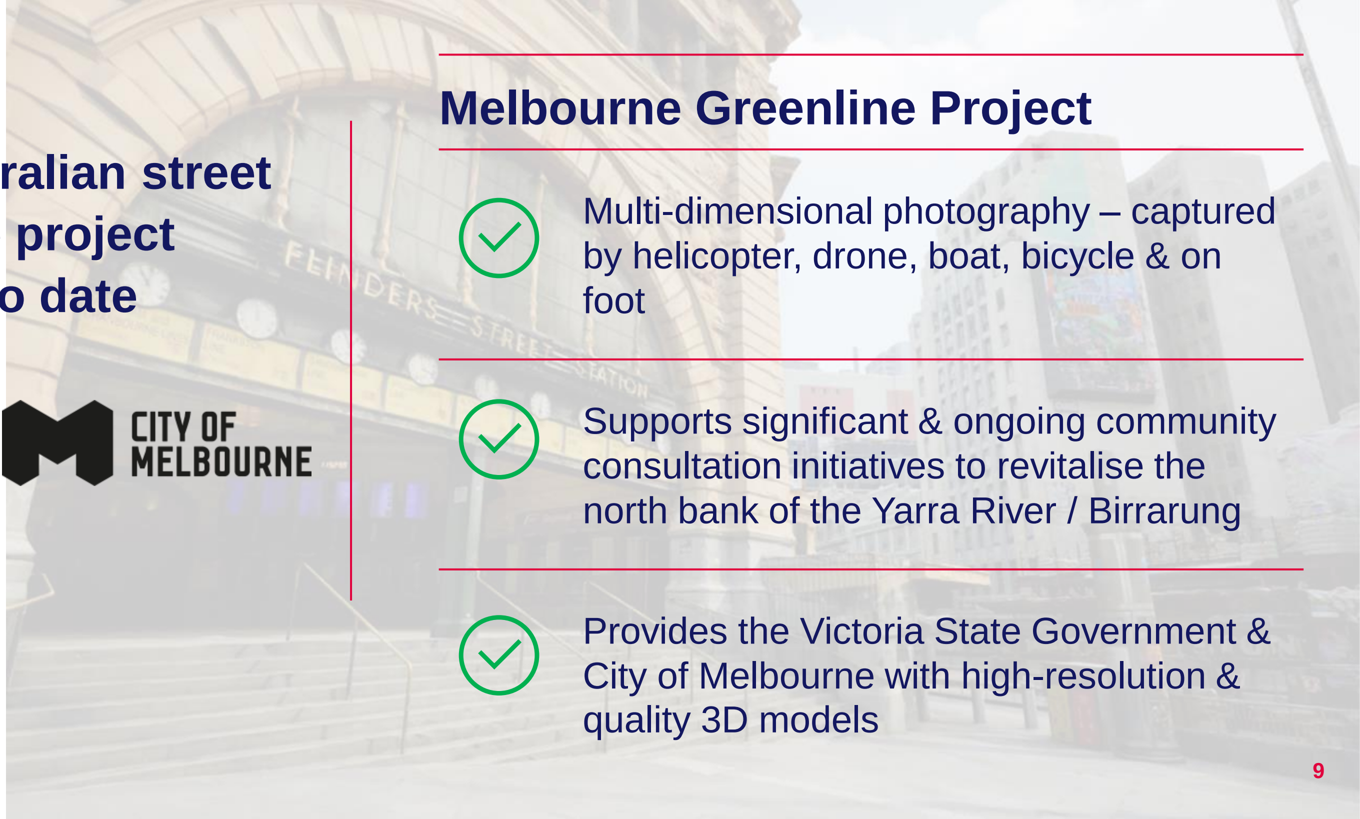
$2.15m

TO

$2.48m

Largest ‘off-the-shelf’ US sale to Google

Largest Australian street level capture project undertaken to date

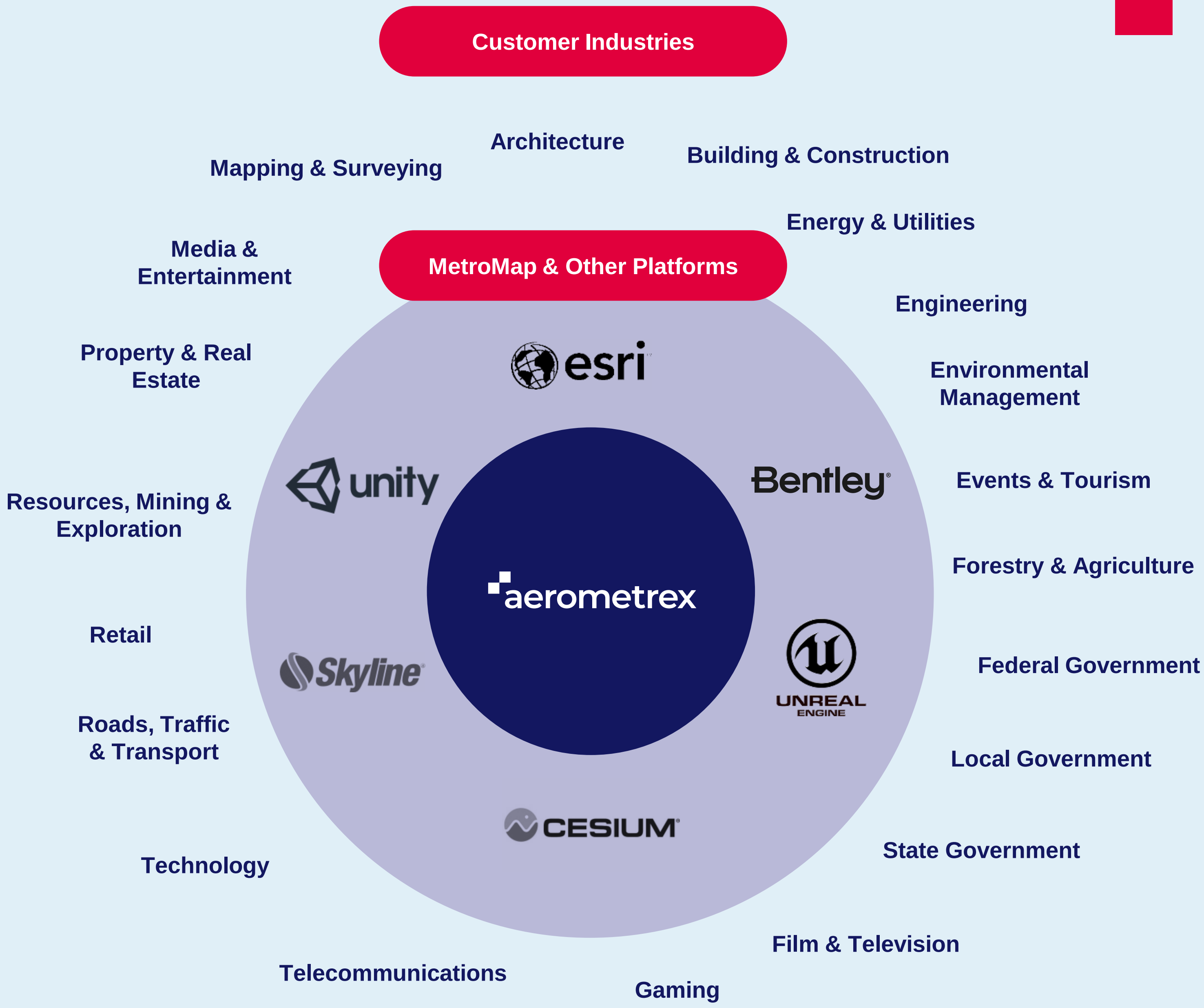


Melbourne Greenline Project

- Multi-dimensional photography – captured by helicopter, drone, boat, bicycle & on foot
- Supports significant & ongoing community consultation initiatives to revitalise the north bank of the Yarra River / Birrarung
- Provides the Victoria State Government & City of Melbourne with high-resolution & quality 3D models

AEROMETREX IS EMBEDDED IN A GLOBAL ECOSYSTEM OF GROWING DATA USAGE

Our customers include pioneers & industry leaders:



BUILDING A PATHWAY TO PROFITABILITY

During FY23 & into FY24, we embedded various initiatives that we believe will 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**

MetroMap

Position MetroMap to redefine industry standards & generate profitable outcomes

LiDAR

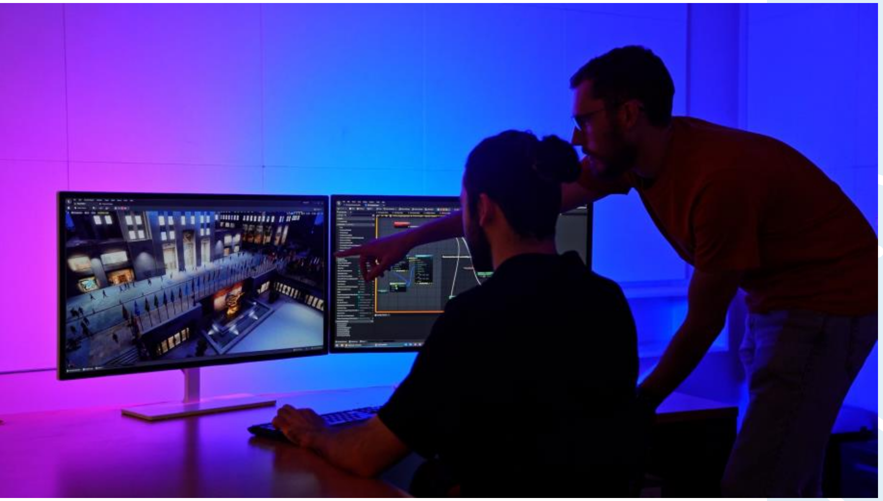
Build Australia’s leading LiDAR business

Global 3D

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

PEOPLE, INFRASTRUCTURE & TECHNOLOGY

Organisational changes that commenced in September 2022 have enhanced business outcomes



What we have done since September 2022

Key external appointments to drive operational objectives:

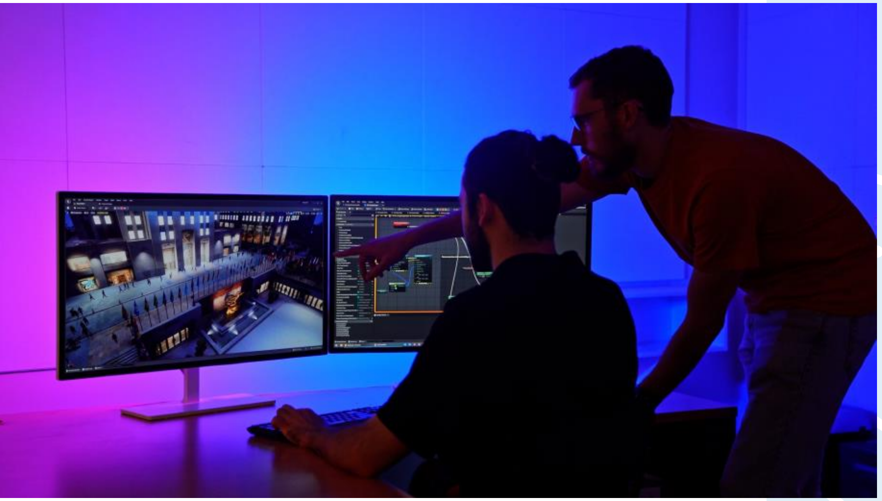
- General Manager Aviation – January 2023
- MetroMap Sales Manager – July 2023
- ITC Manager – July 2023
- Software Engineering Manager – October 2023

Continuous improvements to company-wide systems & processes

Refining our 'go-to-market' strategies, including increased sophistication in the use of customer information, data & systems to drive future revenue

PEOPLE, INFRASTRUCTURE & TECHNOLOGY

Enhancing MetroMap performance & outcomes is a key strategic imperative



What we have done since September 2022

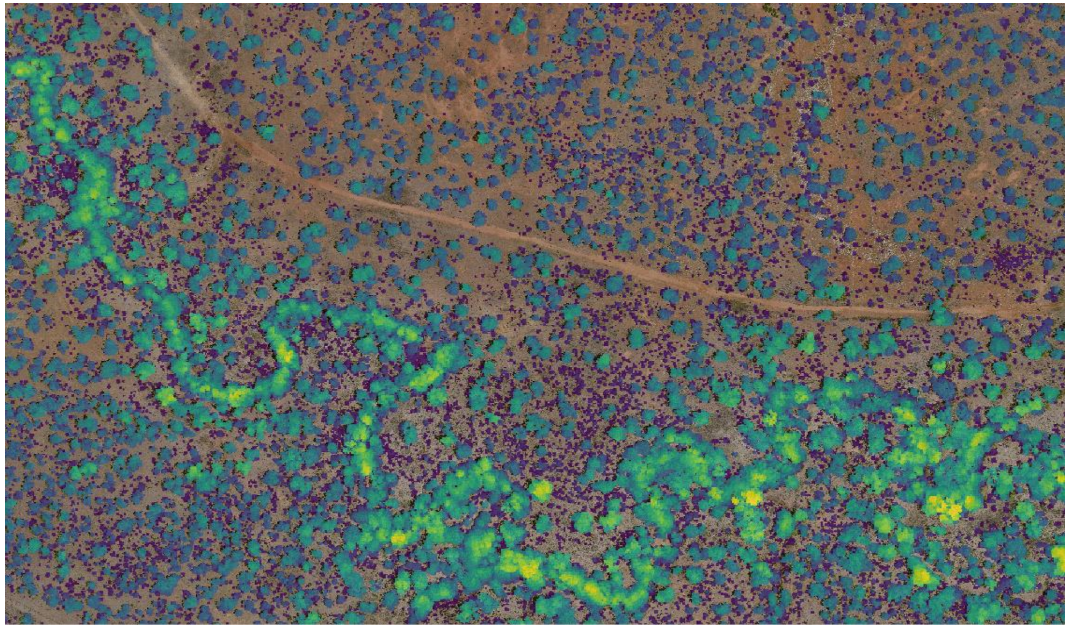
- Development of the MetroMap platform & functionality to enhance customer experience & create points of market differentiation
- Increased capture uptime with the camera sensor fleet rejuvenation program:
  - IGI UrbanMapper 2 - February 2023
  - IGI Digicam 450 - July 2023
- Optimisation projects associated with geographical areas of capture, aviation crew rosters & maintenance activities

INDUSTRY RECOGNITION – 2023
GEOSPATIAL COUNCIL AUSTRALIA AWARDS

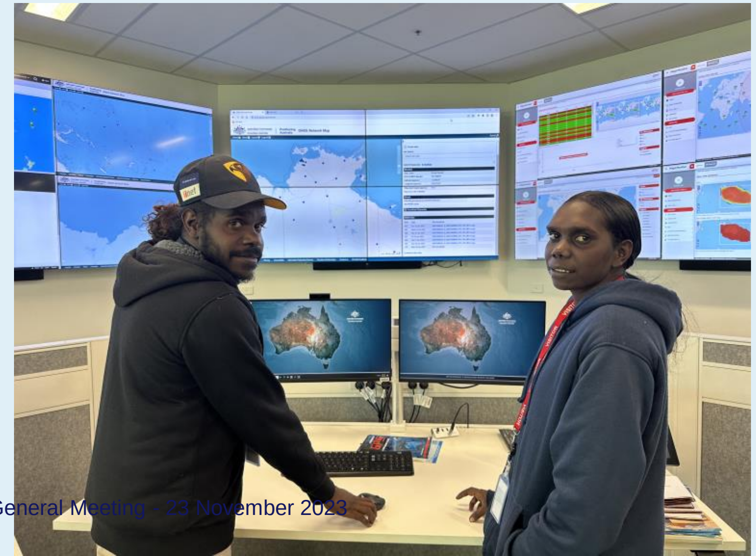
International Partnership Award:
Aerometrex delivered a multi-scale, multi-resolution 3D photogrammetry mesh dataset of Las Vegas to videogame developer Codemasters to assist in the track creation for the EA SPORTS™ F1® 23 videogame

Screenshot - EA SPORTS F1® 23

Geospatial Enablement Award:
The NT Farmers LiDAR Project exemplifies the application of spatial information & advanced methodology in a non-spatial market or project



CASE STUDY: GROOTE ARCHIPELAGO PROJECT



The Groote Archipelago Project will facilitate the enablement for advanced remote sensing data to support the Anindilyakwa people by providing tailored solutions to serve community-led initiatives

First project of its kind

- Supporting the implementation of a GIS to activate indigenous economic & social development programs
- Creating insights & ideas to build long-term sustainable planning
- ~3,000km^2 of high-resolution LiDAR & imagery data captured

Partners

Anindilyakwa Land Council

Australian Government Geoscience Australia

Australian National University

CRCNA DEVELOPING NORTHERN AUSTRALIA

AEROMETREX HAS A UNIQUE & UNPARALLELED CUSTOMER OFFERING

One-stop shop for customers

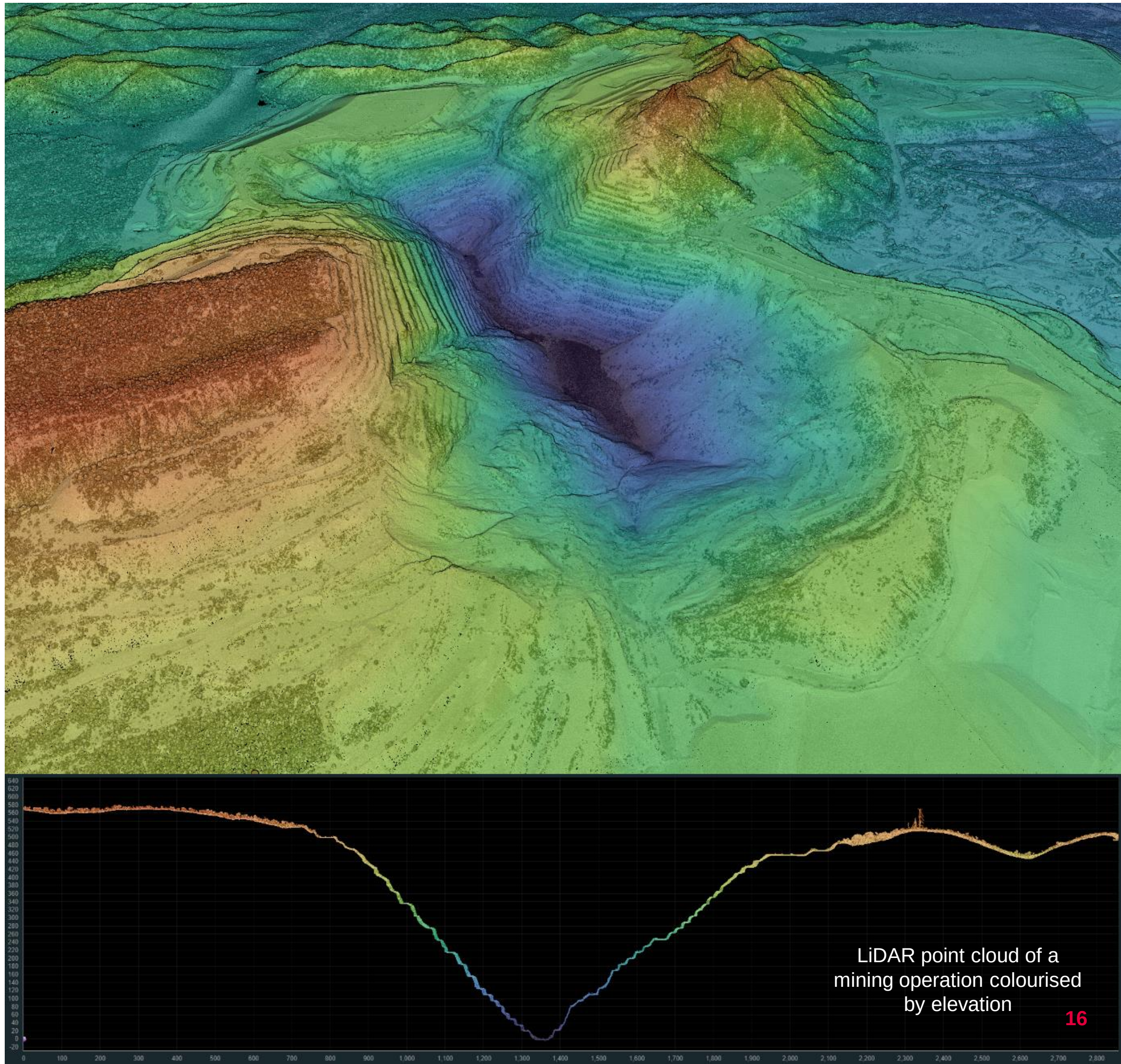
Multi-product offerings covering wide-ranging use cases & industry applications

Leading market participant

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

High quality products & team

Quality, accuracy & deep technical experience that delivers customer solutions



LiDAR point cloud of a mining operation colourised by elevation

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