



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

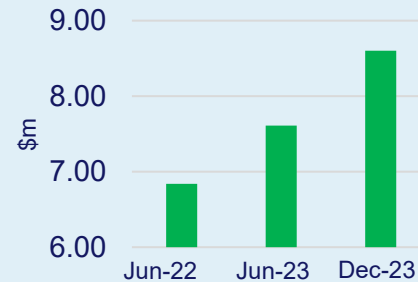
Increasing Revenue

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

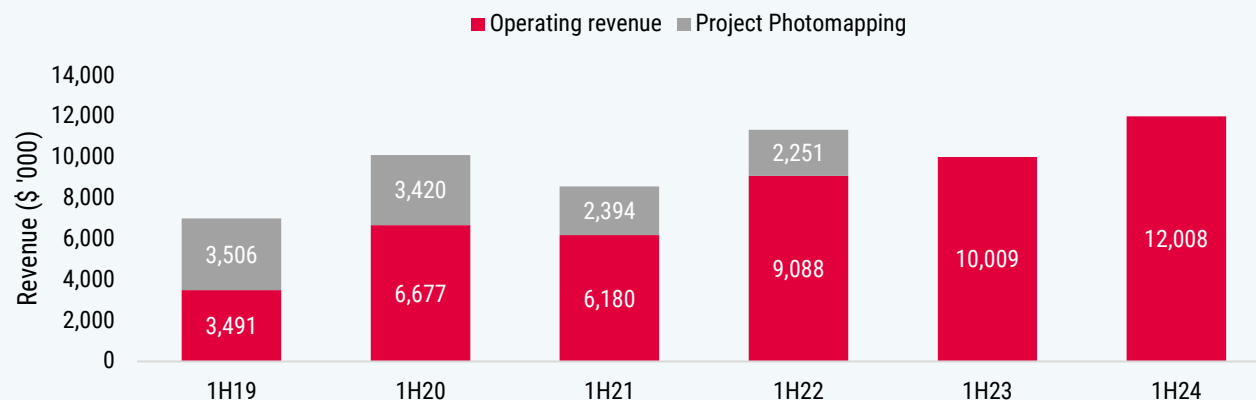
Continued investment to underpin future growth

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

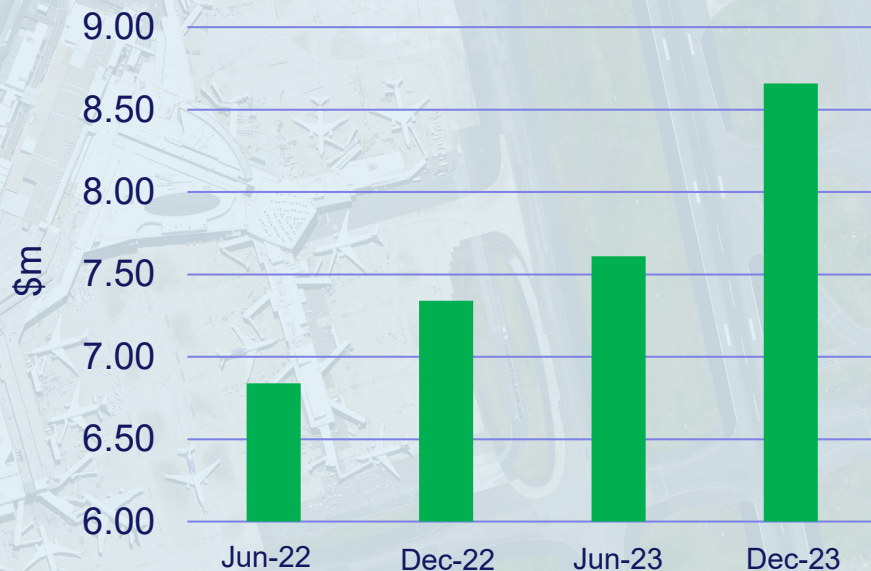
\$4.03m

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


\$1.45m

 **Queensland Government**
\$1.0m

GLOBAL 3D 1H24 OUTCOMES

Revenue outcome

FROM

\$1.21m

TO

⬇️ **\$0.40m**

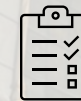


Screenshot - EA SPORTS F1 23

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



US 3D Activity Update



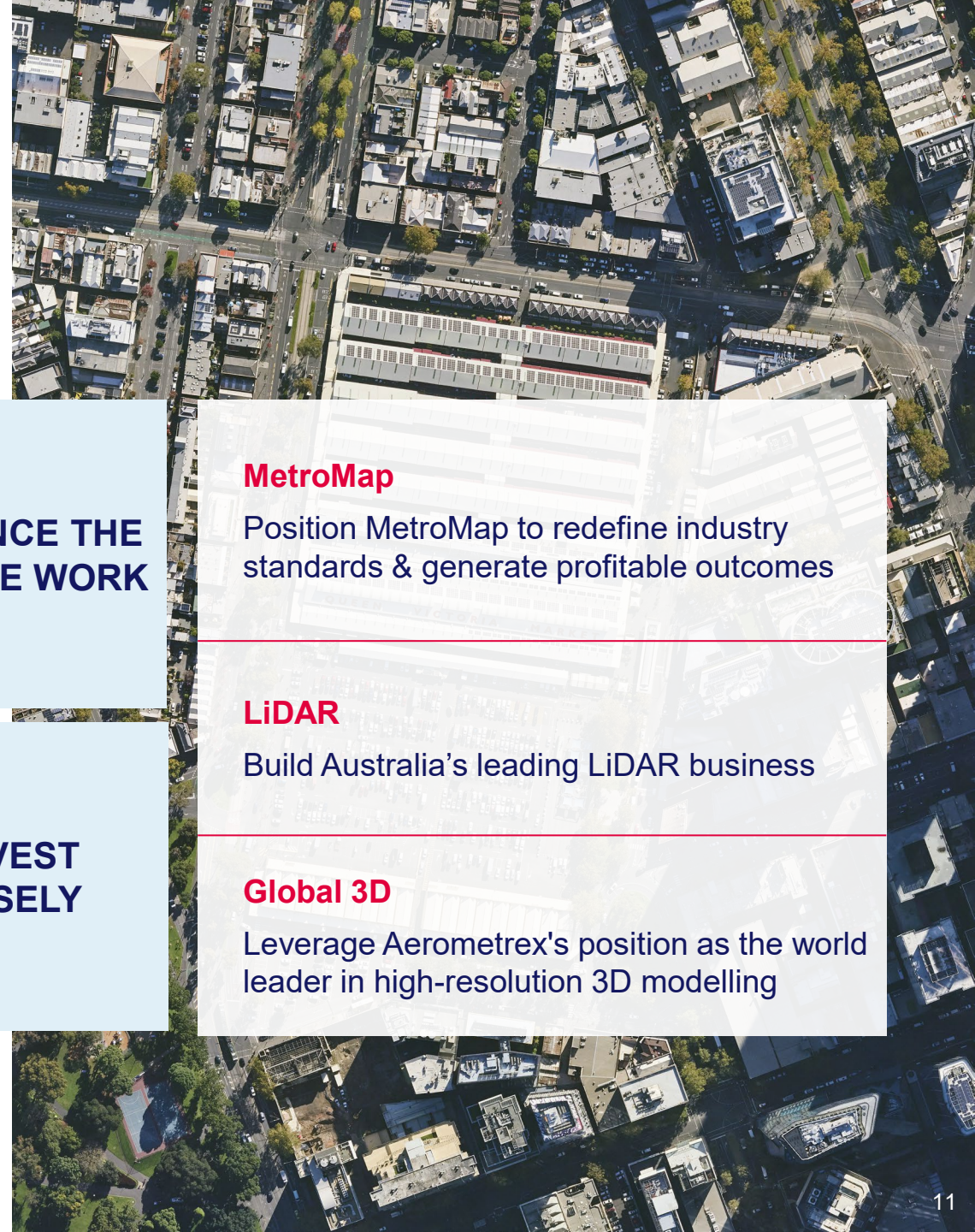
Prudent approach to US 3D activities in 1H24 whilst evaluating market & opportunities



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



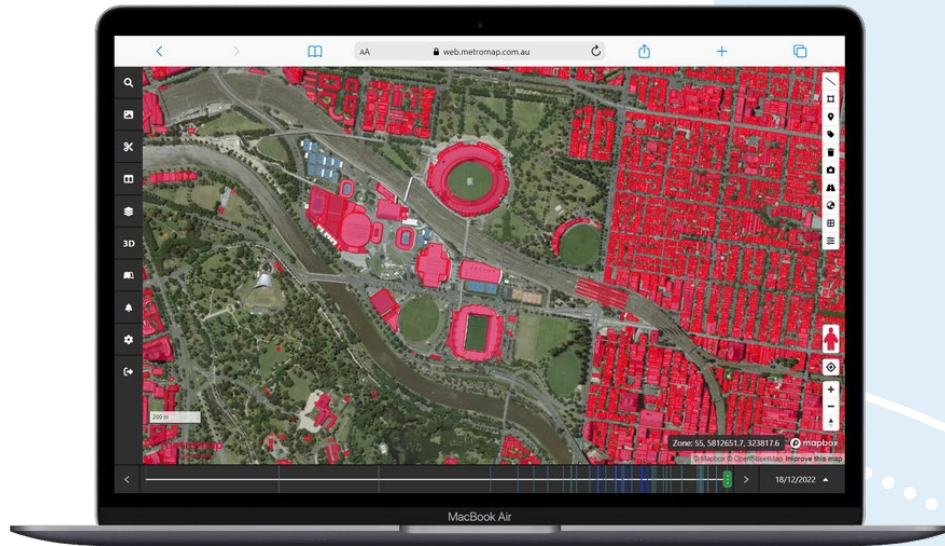
Optimisation projects associated with geographical areas of capture, aviation crew rosters & maintenance activities



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

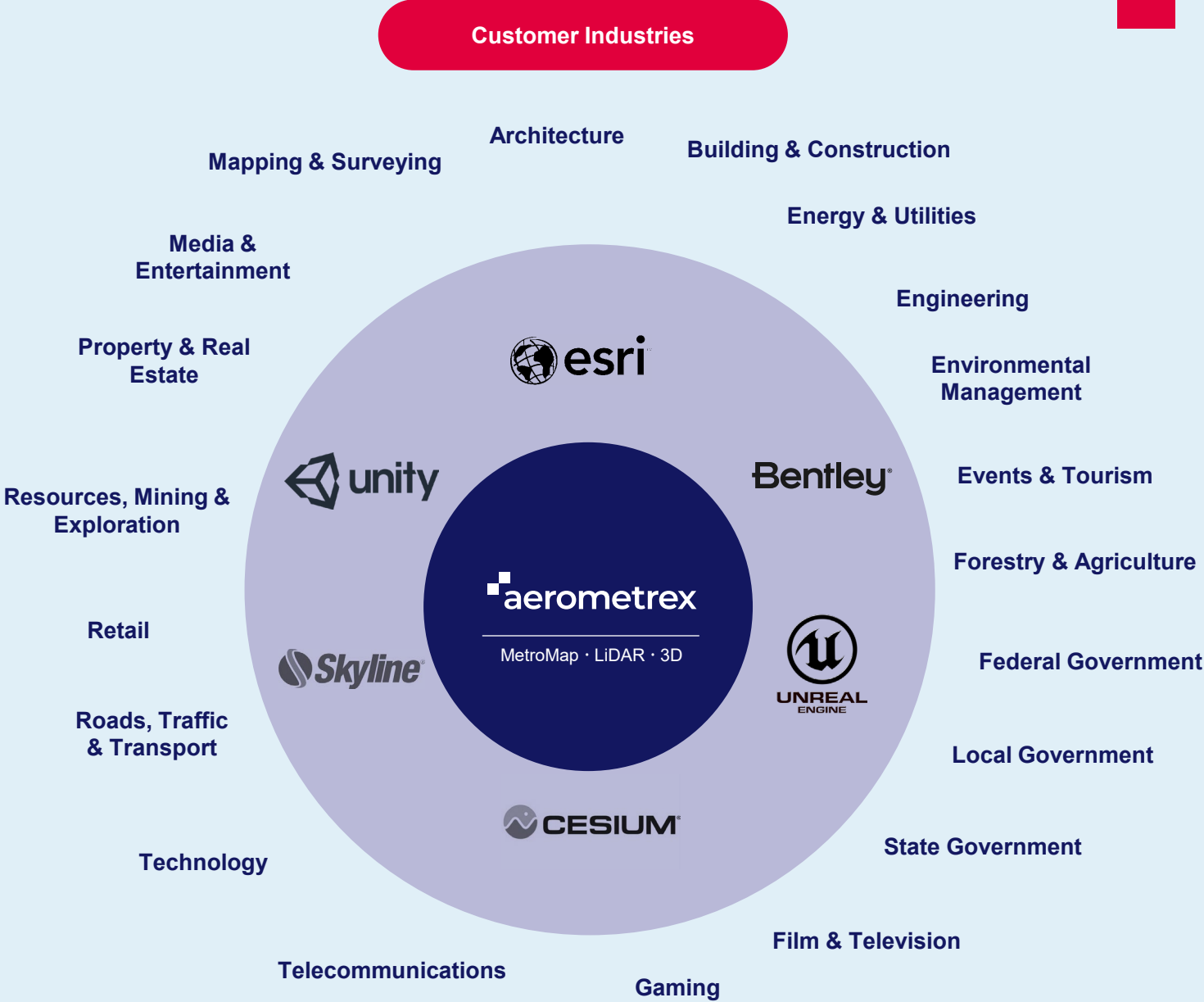
High quality products & team

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

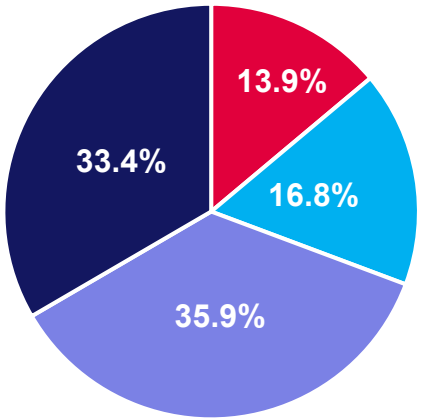
Non-Executive Director



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

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This presentation has been approved by the Board of Aerometrex