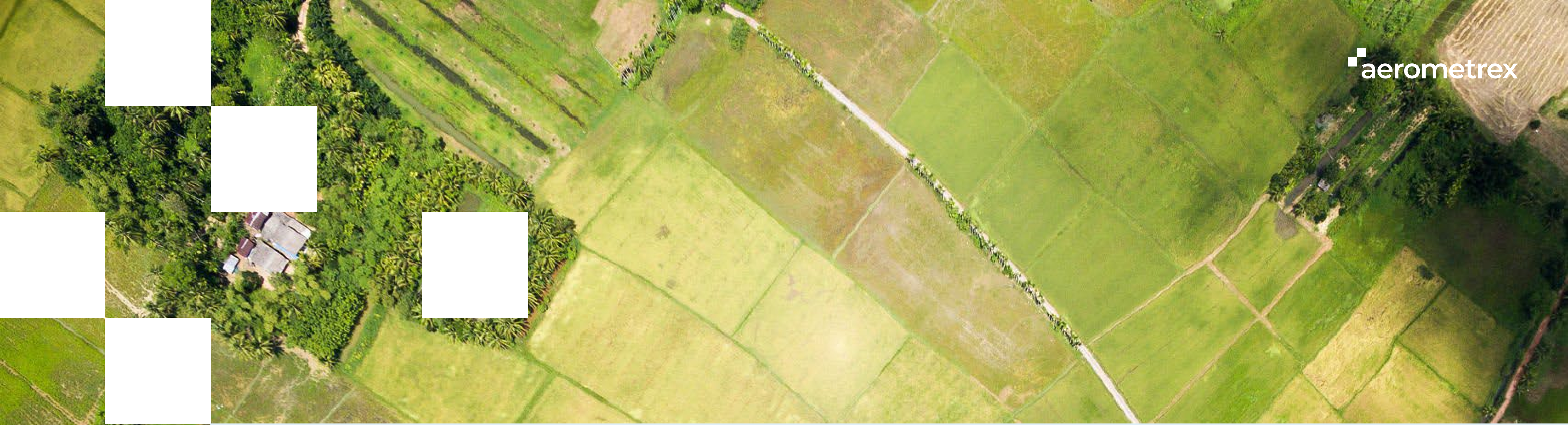
aerometrex

ANNUAL GENERAL MEETING

27 NOVEMBER 2024



CHAIRMAN’S ADDRESS 01

MARK LINDH

MD & CEO’S ADDRESS

STEVE MASTERS

02

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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

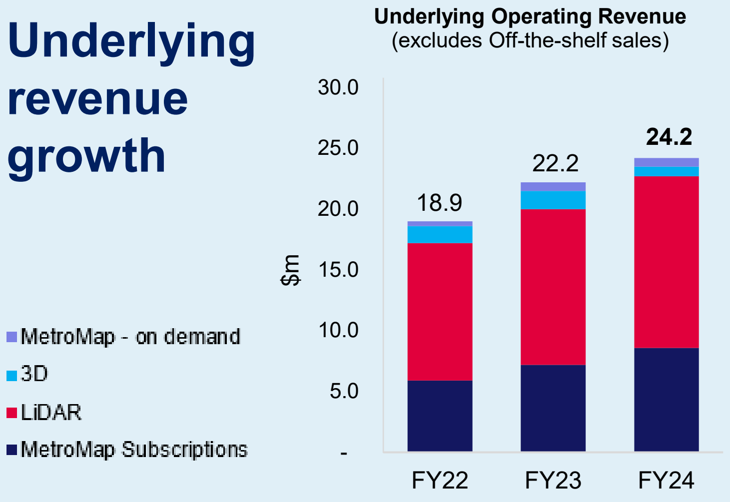
Image: MetroMap aerial imagery of South Road development in Adelaide

FY24 HIGHLIGHTS | Record underlying operating revenue up 9.0% to $24.17m

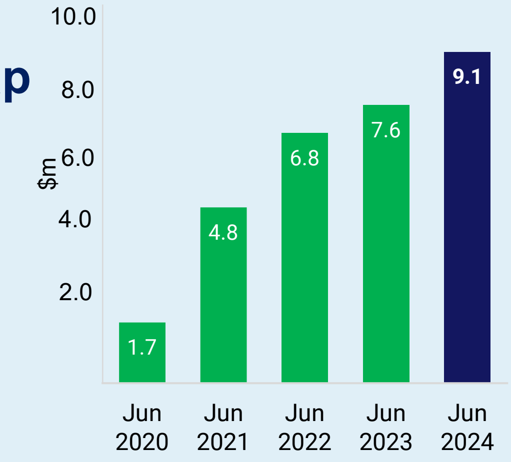
Revenue

- 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



Driving MetroMap ARR



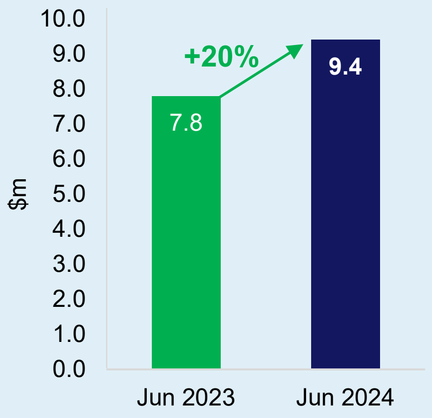
Enhancing Operational Outcomes

- 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	EBITDA	Subscription Revenue	Cash Balance
$24.75m	**$2.89m**	**$8.58m**	**$8.31m**
(FY23: $25.36m)	(FY23: $3.83m)	(FY23: $7.19m)	(June 2023: $9.83m)

Underlying Operating Revenue[1]	Underlying EBITDA[1]	Annual Recurring Revenue (ARR)	Cash Flow from Operations
$24.17m	**$2.31m**	**$9.06m**	**$6.24m**
(FY23: $22.18m)	(FY23: $0.65m)	(FY23: $7.61m)	(FY23: $4.02m)

1. Underlying figures exclude off-the-shelf data sales

FY24 SNAPSHOT

Record underlying operating revenue up 9.0% to $24.17m

MetroMap Subscription Revenue

+19.3% to $8.58m

LiDAR Revenue

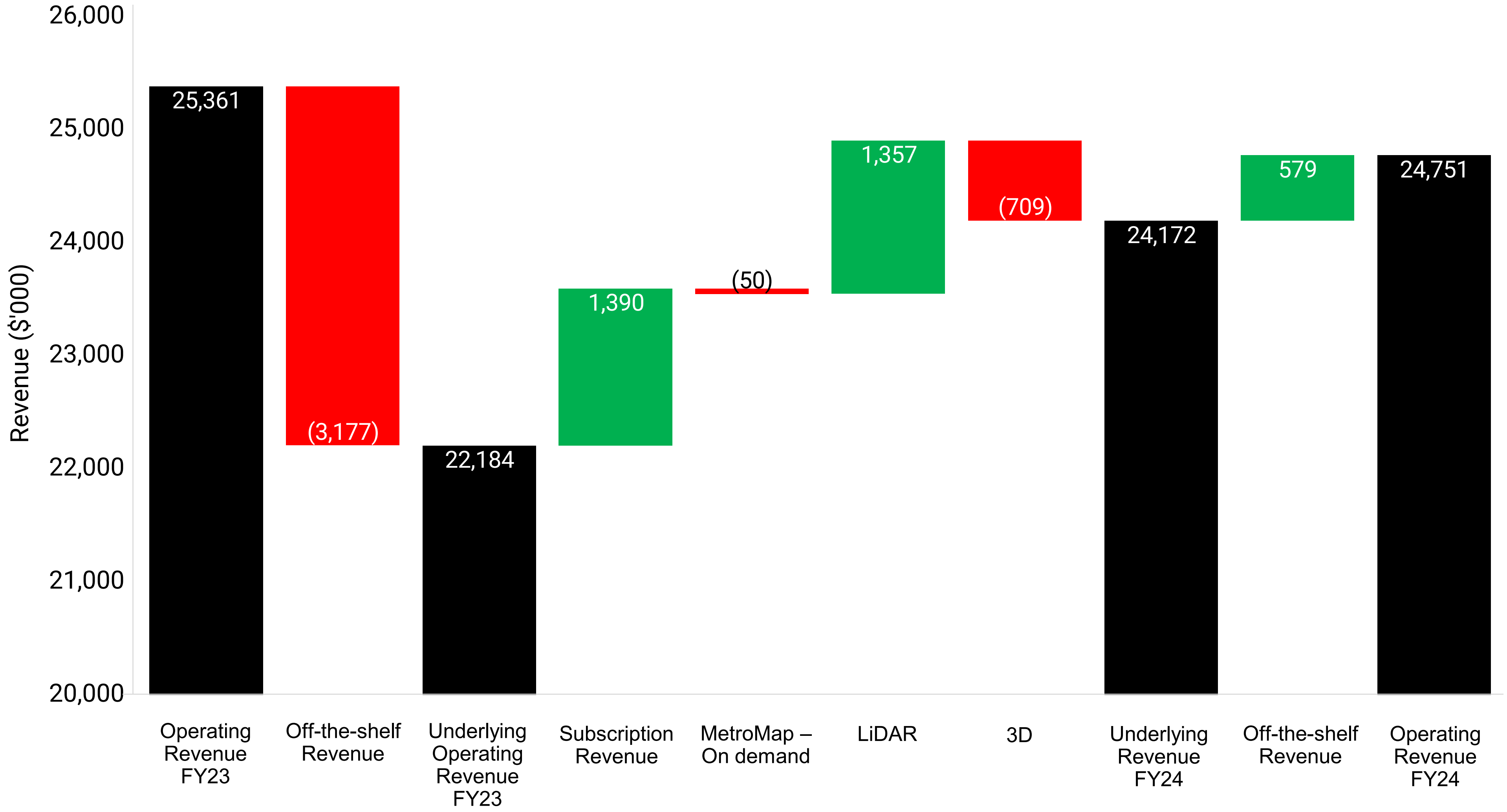
+10.9% to $14.15m

3D

3D revenue impacted by softer market demand

Off-the-shelf

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



METROMAP FY24 OUTCOMES

Record Subscription Revenue

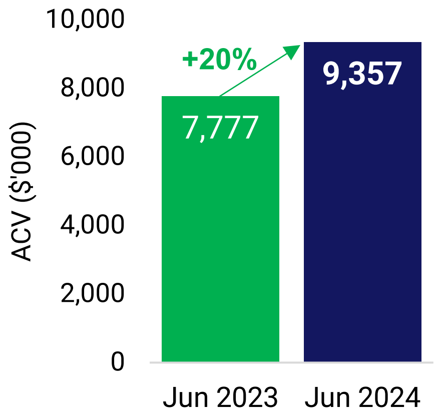
FROM

$7.19m

TO A RECORD

$8.58m

Annual Contract Value (ACV)



Landchecker

$0.80m

First full year of revenue from Landchecker partner program agreement signed in May 2023, realising ~ $0.80m

WSP

$0.60m

Partnerships continued to perform strongly, with WSP signing a two-year deal worth ~ $0.60m

METROMAP

Subscription revenue continued to deliver strong growth in FY24

Record subscription revenue of

$8.58m up 19.3%

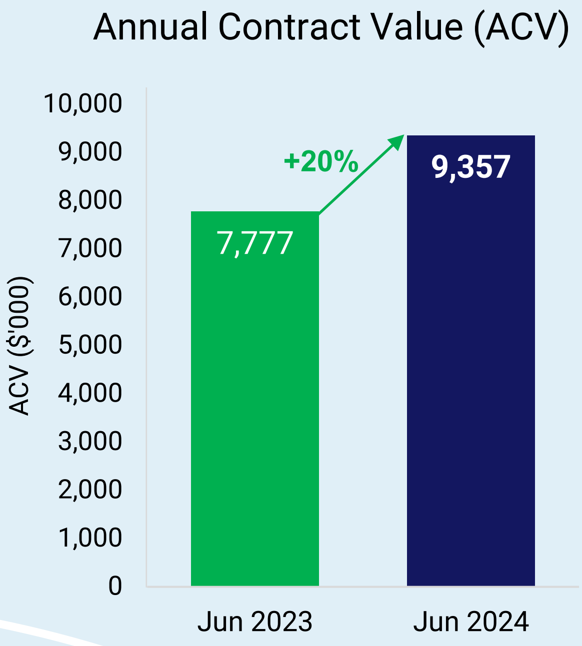
Subscription revenue
Represents 34.7% of total group revenue

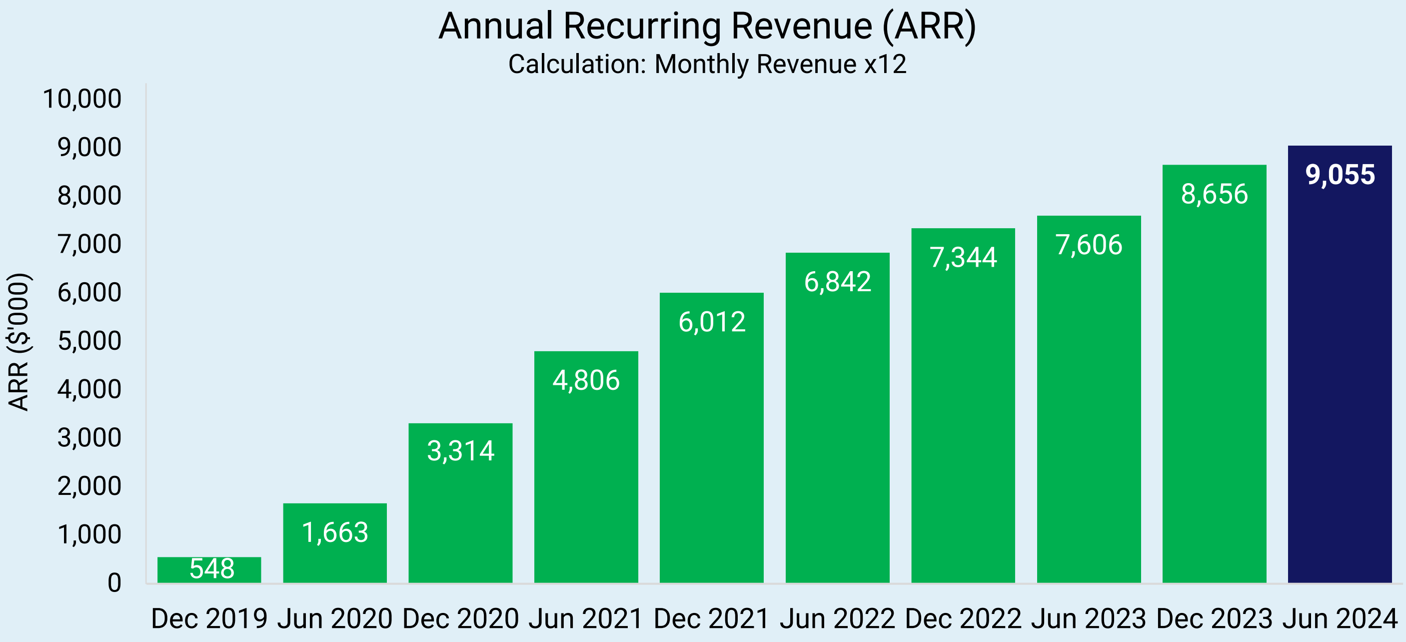
Record ACV of

$9.36m up 20.3%

Record ARR of

$9.06m up 19.1%





LiDAR FY24 OUTCOMES

Record revenue result

FROM

$12.76m

TO A RECORD

$14.15m

LiDAR continues to be a solid & important contributor to overall company revenue, with major contract wins in FY24 & FY25

Queensland Government

$1.01m

Awarded project to support the Great Barrier Reef

AGRONOMEYE

$1.60m

Completion of the largest non-government LiDAR contract

$0.85m

Awarded contract for agricultural digital twins & carbon project (FY25)

GLOBAL 3D FY24 OUTCOMES

Revenue down but remains a blue-sky opportunity

FROM

$2.48m

TO

$0.86m

Whilst there were no off-the-shelf sales in FY24, Aerometrex continues to undertake high-resolution 3D projects associated with urban planning & environmental monitoring

Geospatial Excellence Award for the Las Vegas High Resolution 3D Reality Mesh Model Project

Government of South Australia
Department for Environment and Water

$0.68m

Project awarded for Adelaide Metro Coastal Sand Monitoring Program (FY25)

LOOK AHEAD

STEVE MASTERS

03

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

WIDE RANGING CUSTOMER SOLUTIONS

KEY PRODUCTS LINES

EXAMPLE USE CASES

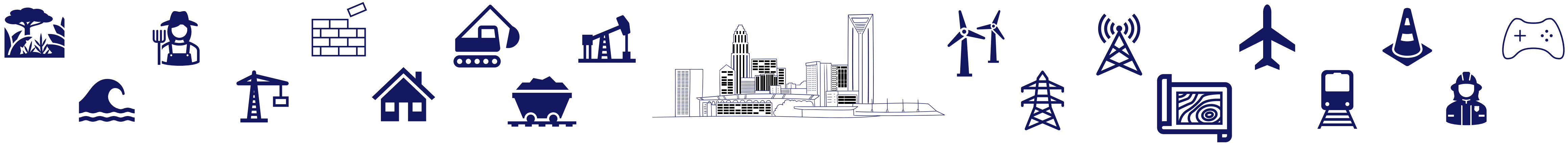
MetroMap
- Urban planning, consultation & development
- Environmental management
- Asset management
- Emergency response planning & management
- Real estate

LiDAR
- Urban planning, consultation & development
- Environmental management
- Asset management
- Surveying & mapping
- Natural resource calculations

3D
- Urban planning, consultation & development
- Environmental management
- Telecommunications & network planning
- Metaverse
- High-fidelity gaming

Other multi-product applications
- Event planning
- Industrial inspections
- Transportation planning
- Visual showcasing
- Base map layers
- Engineering studies
- Project planning
- Environmental monitoring
- Change detection
- Spatial insights

NUMEROUS INDUSTRY APPLICATIONS



BUILDING A PATHWAY TO PROFITABILITY

Getting the fundamentals right

UNDERSTAND OUR CUSTOMERS

SERVICE OUR CUSTOMERS WELL

ENHANCE THE WAY WE WORK

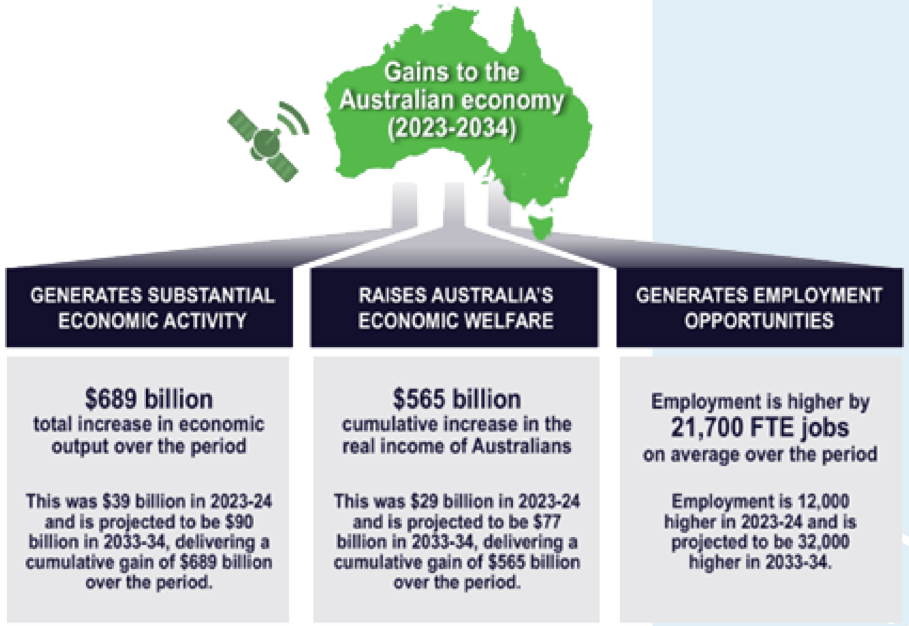
EMPLOYEE CLARITY & ALIGNMENT

SAFELY UNDERTAKE OUR WORK

BE FOCUSED & DISCIPLINED

INVEST WISELY

GEOSPATIAL INDUSTRY IMPACT ON AUSTRALIAN ECONOMY



Source: ACIL Allen

Significant & growing projected future contribution

ACIL Allen undertook a study on behalf of the Geospatial Council of Australia focusing on the economic impacts that geospatial data & technology have on the Australian economy - final report was released 30 October 2024[1]

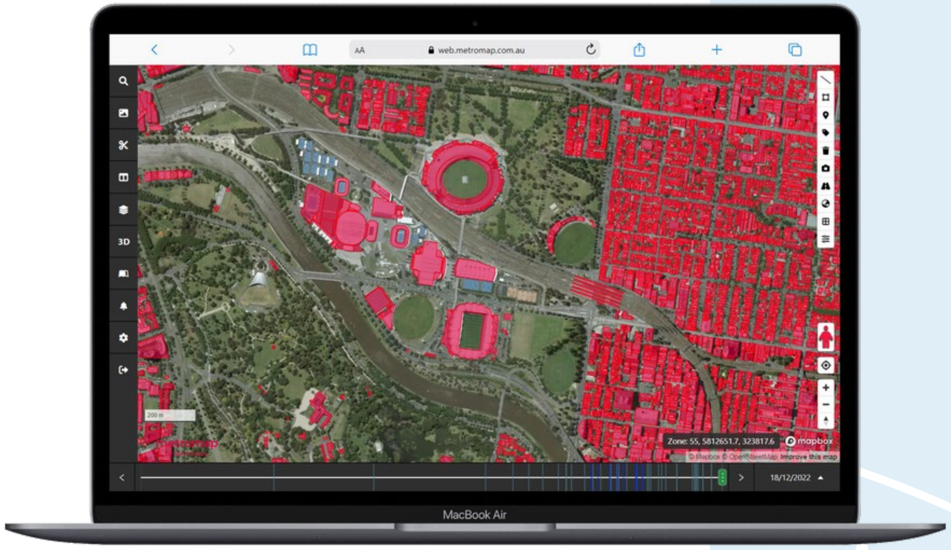
Estimated $689 billion increase in economic output over the 2023-24 - 2033-34 period

Geospatial industry is a key enabler for government & private sector productivity & prosperity

Aerometrex is well positioned to benefit from the growing need for quality geospatial services across wide-ranging sectors

1. *Economic impact of geospatial services in Australia – a report prepared for the Geospatial Council of Australia – 30 October 2024*

CURRENT ECONOMIC & MARKET ENVIRONMENT



Headwinds still exist in scaling revenue

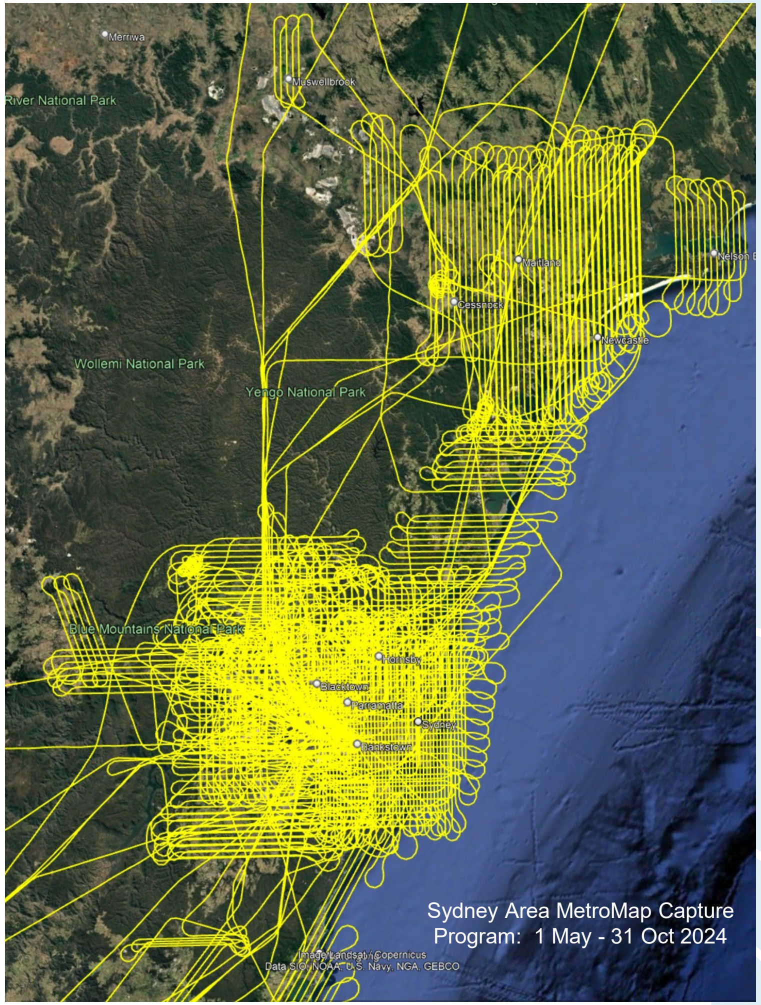
Ongoing customer affordability & discretionary budget issues persist as part of wider current economic pressures

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

Increased competition for large enterprise customers

Short-term ‘go-to-market’ strategies & tactics are being refined in response to current market conditions

FY25 HIGHLIGHTS TO DATE – METROMAP CAPTURE PROGRAMS



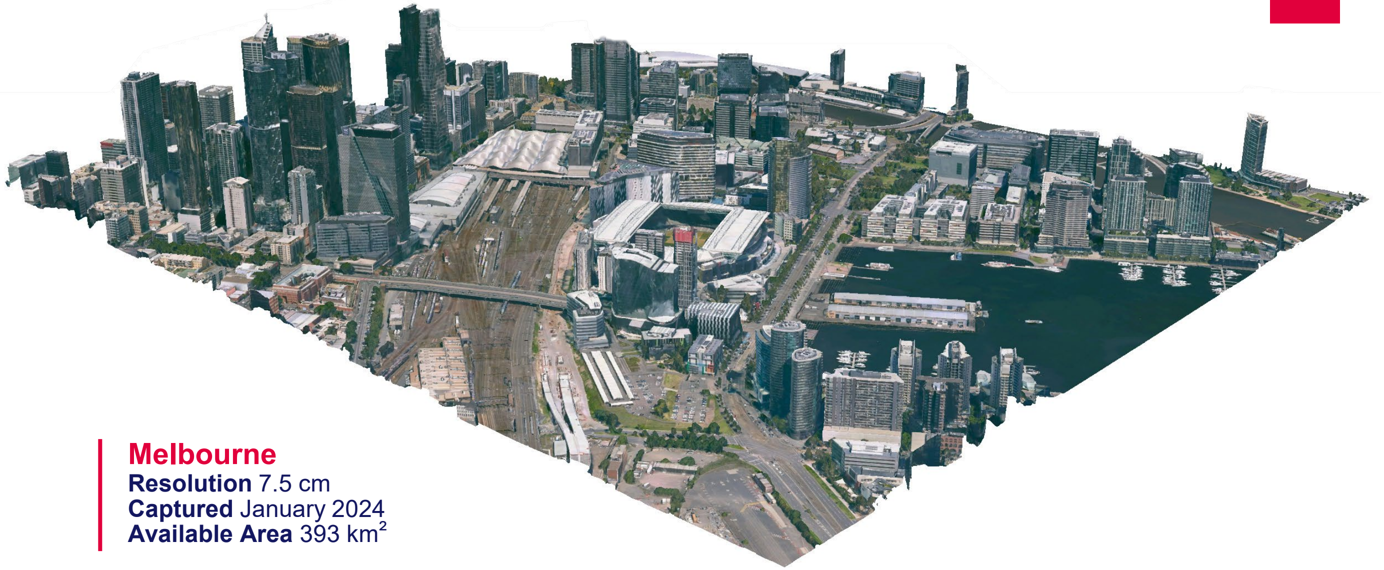
Sydney Area MetroMap Capture Program: 1 May - 31 Oct 2024

Significant improvement in MetroMap outcomes

- MetroMap 2D capture program meeting expectations
- MetroMap 3D capital city annual program capture completed
- MetroMap on-demand opportunities undertaken to meet specific customer requirements
- Further potential enhancements to capture program being assessed

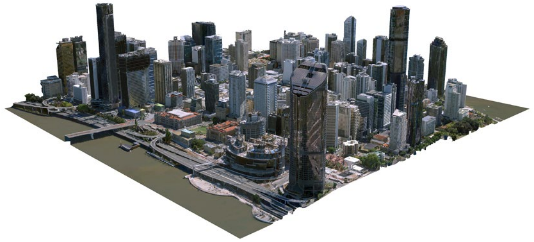
METROMAP 3D

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



Melbourne
Resolution 7.5 cm
Captured January 2024
Available Area 393 km^2

Adelaide
Resolution 7.5 cm
Captured January 2024
Available Area 476 km^2



Brisbane
Resolution 7.5 cm
Captured June 2024
Available Area 579 km^2

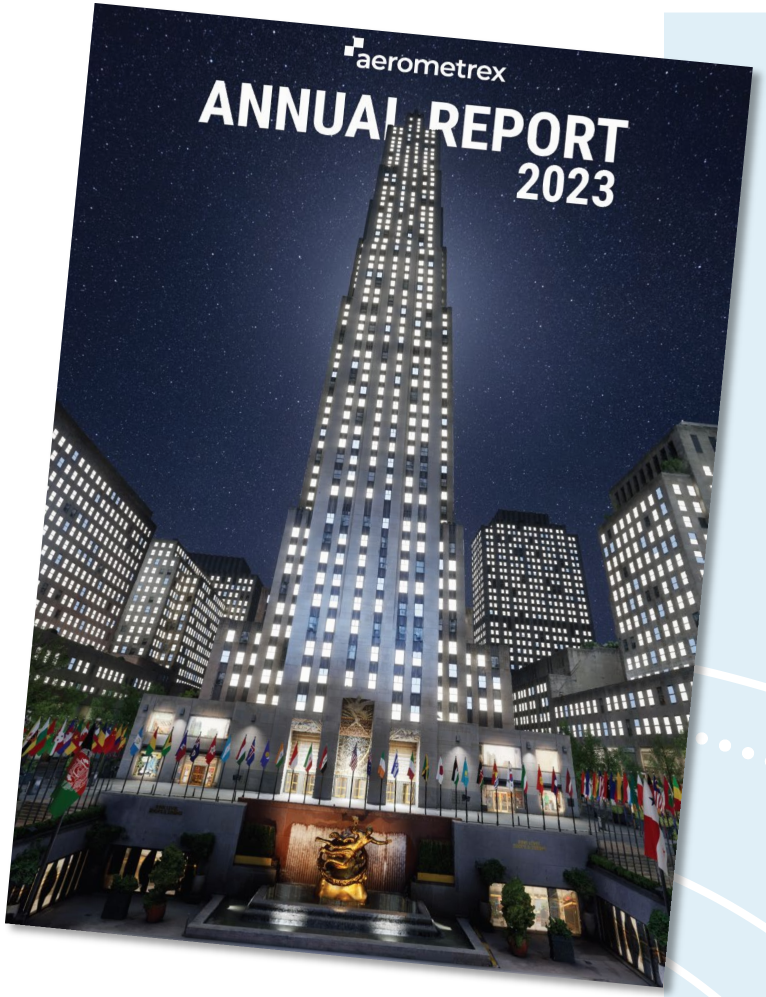
Perth
Resolution 7.5 cm
Captured April 2024
Available Area 608 km^2

Canberra
Resolution 7.5 cm
Captured July 2024
Available Area 540 km^2

Sydney
Resolution 7.5 cm
Captured July 2024
Available Area 1,100 km^2

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

FY25 HIGHLIGHTS TO DATE – NBC US PRESIDENTIAL ELECTION COVERAGE



'Prime-time' global showcase of Aerometrex's 3D capability

- High-resolution 3D model created for NBC of the Rockefeller Center in New York
- Model debuted as part of the 'anchor desk' backdrop for the US election coverage in November 2024
- Demonstrates Aerometrex's capability to deliver a world class solution to a high-profile customer

FY25 HIGHLIGHTS TO DATE – GEOSPATIAL COUNCIL OF AUSTRALIA AWARD

Industry recognition for Community Impact

- Additional recognition of Aerometrex & project partner collaboration with the Anindilyakwa Land Council - awarded November 2024
- First project of its kind to support the implementation of a GIS to activate indigenous economic & social development programs
- ~ 3,000km^2 of high-resolution LiDAR & imagery captured

Anindilyakwa Land Council
CRCNA DEVELOPING NORTHERN AUSTRALIA
Australian Government Geoscience Australia
Australian National University

FY25 HIGHLIGHTS TO DATE – ASSET DIVESTMENT PROCESS

Value realisation through surplus asset divestments

- Sale of surplus sensor & aviation assets is underway following successful MetroMap capture program transition
- Sales proceeds received in FY25 thus far total ~ $0.25m for some sensor assets
- Surplus aviation asset sale negotiations are being progressed
- Facilitates other benefits such as redeployment of internal resources & sustainable reductions in future costs (e.g.: maintenance, parts, insurance)

ONGOING ASSESSMENT OF VALUE CREATION OPTIONS

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

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 build shareholder value

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

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

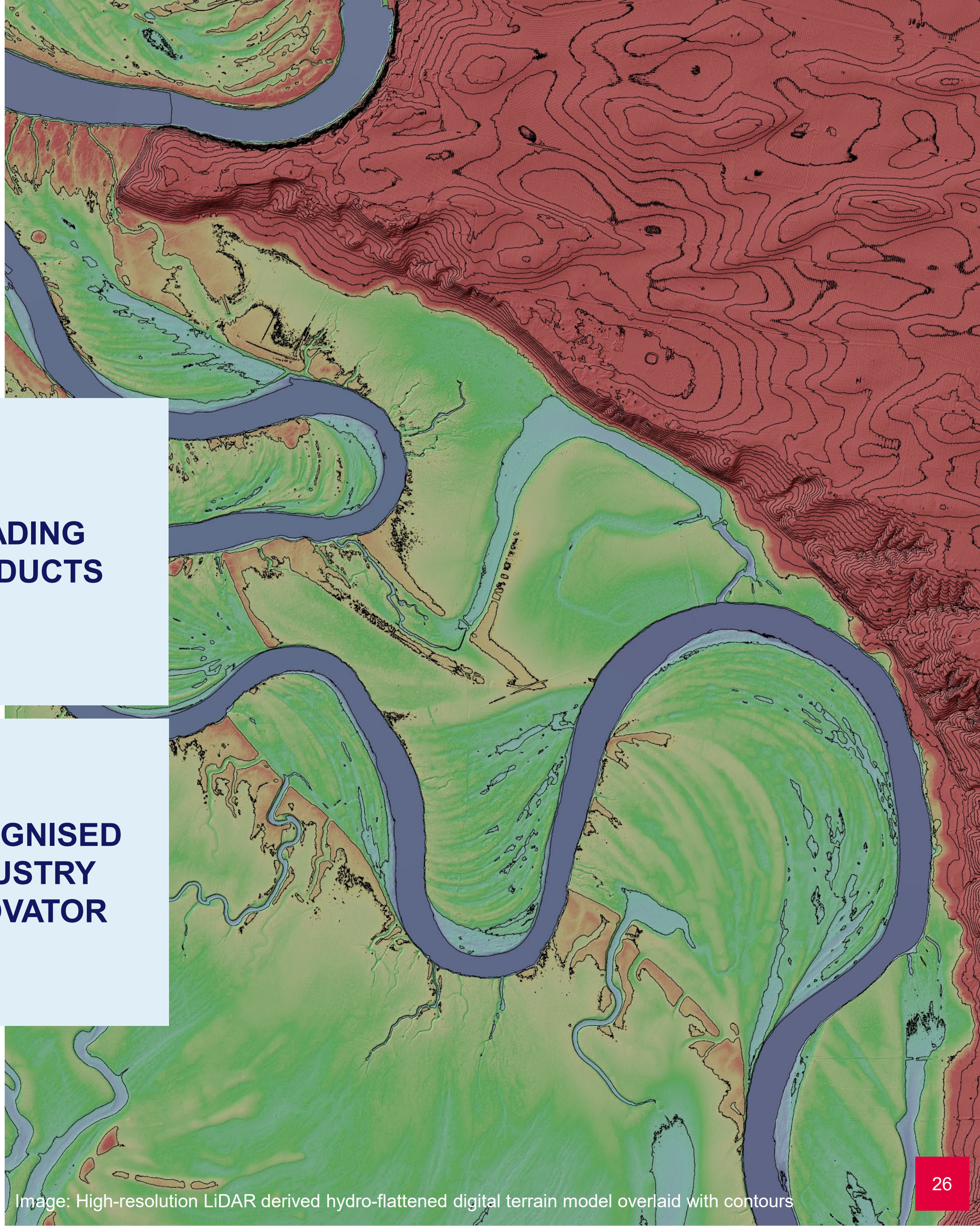


Image: High-resolution LiDAR derived hydro-flattened digital terrain model overlaid with contours

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This presentation is approved for release by the Board of Aerometrex Limited.