



FY25 RESULTS INVESTOR PRESENTATION

29 AUGUST 2025

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FY25 OVERVIEW

01

FY25 SNAPSHOT

Strong growth in MetroMap SaaS revenue of 11.5% with recurring subscription revenue now contributing 40% of group revenue

Operating Revenue

\$23.90m

(FY24: \$24.75m)

EBITDA

\$3.46m

(FY24: \$2.89m)

Cash Balance

\$3.88m

(June 2024: \$8.31m)

Subscription Revenue

\$9.57m

(FY24: \$8.58m)

Annual Contract Value (ACV)



FY25 HIGHLIGHTS

Strong growth in MetroMap ACV of 12.8%

Revenue

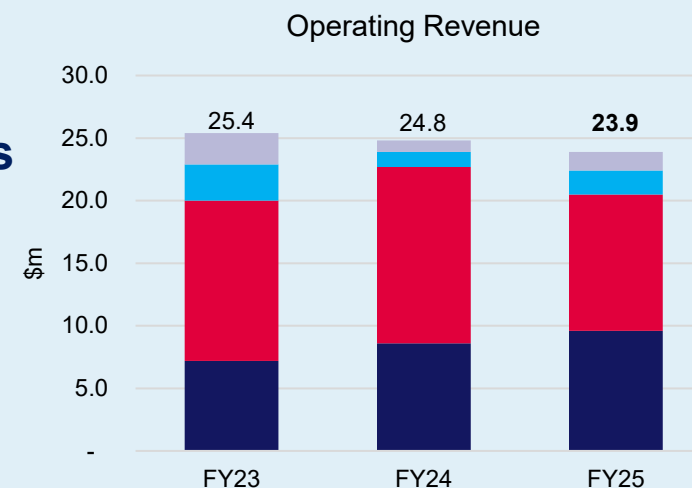
Record MetroMap subscription revenue of \$9.57m up 11.5%

Record Annual Contract Value of \$10.56m up 12.8%

Growth in 3D revenue to \$1.53m up 78.4%

Total revenue of \$23.90m down 3.4%

Revenue composition shifting towards MetroMap



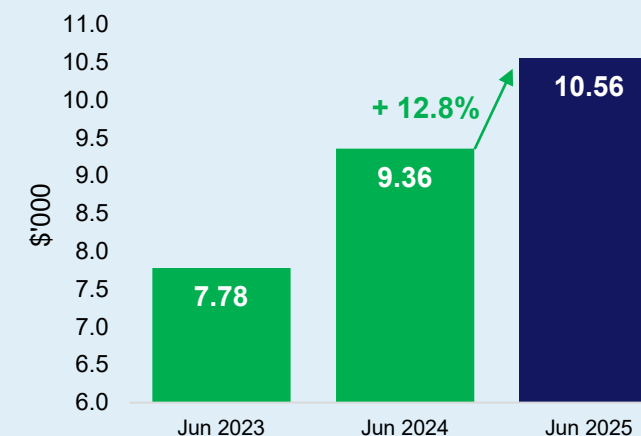
Enhancing Operational Outcomes

Focus on sales success to accelerate MetroMap ACV growth

Reorganisation of business to embrace 'one team, one dream' culture

Ongoing company-wide improvements to various systems & processes

Annual Contract Value (ACV)



METROMAP - SaaS

Subscription revenue continues to deliver strong growth

Record ACV of

\$10.56m

up 12.8%

(FY24: \$9.36m)

Record subscription
revenue of

\$9.57m

up 11.5%

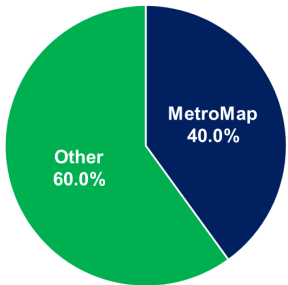
Closing ARPS (\$)

\$7,593

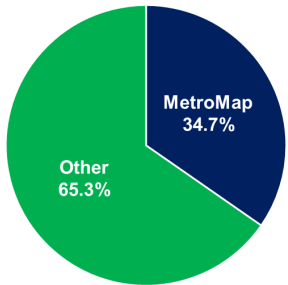
up 6.3%

(FY24: \$7,142)

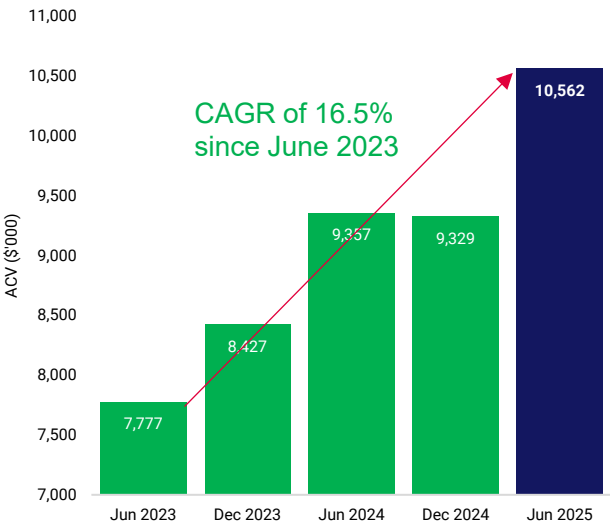
FY25 MetroMap Subscription v Group Revenue



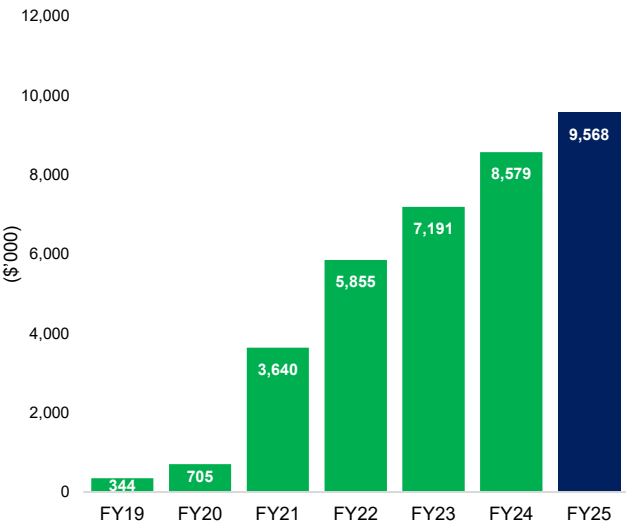
FY24 MetroMap Subscription v Group Revenue



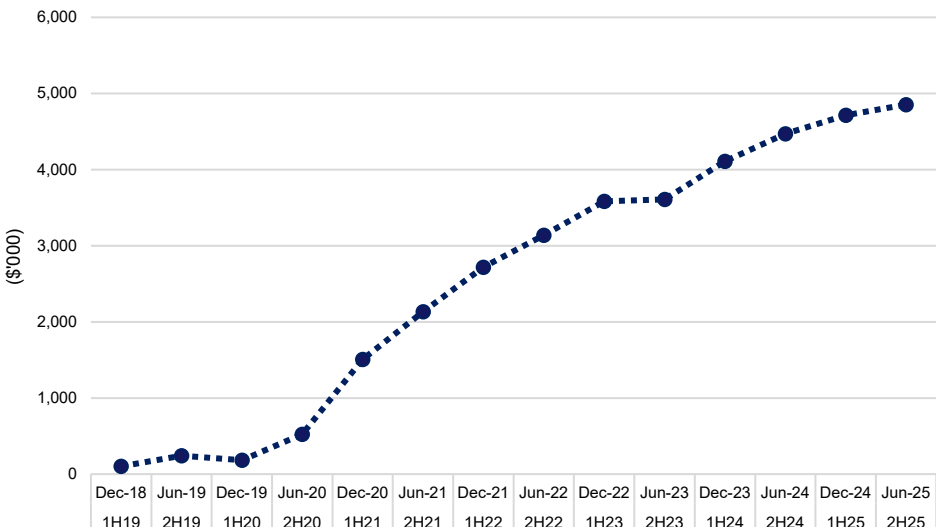
Annual Contract Value (ACV)



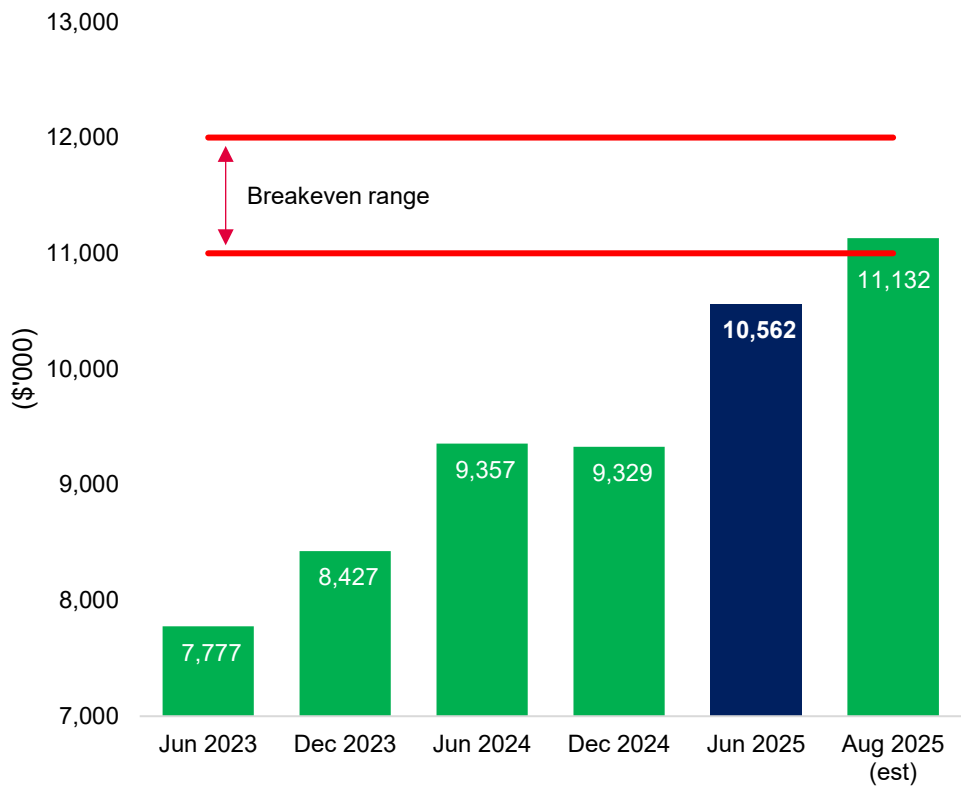
MetroMap Subscription Revenue



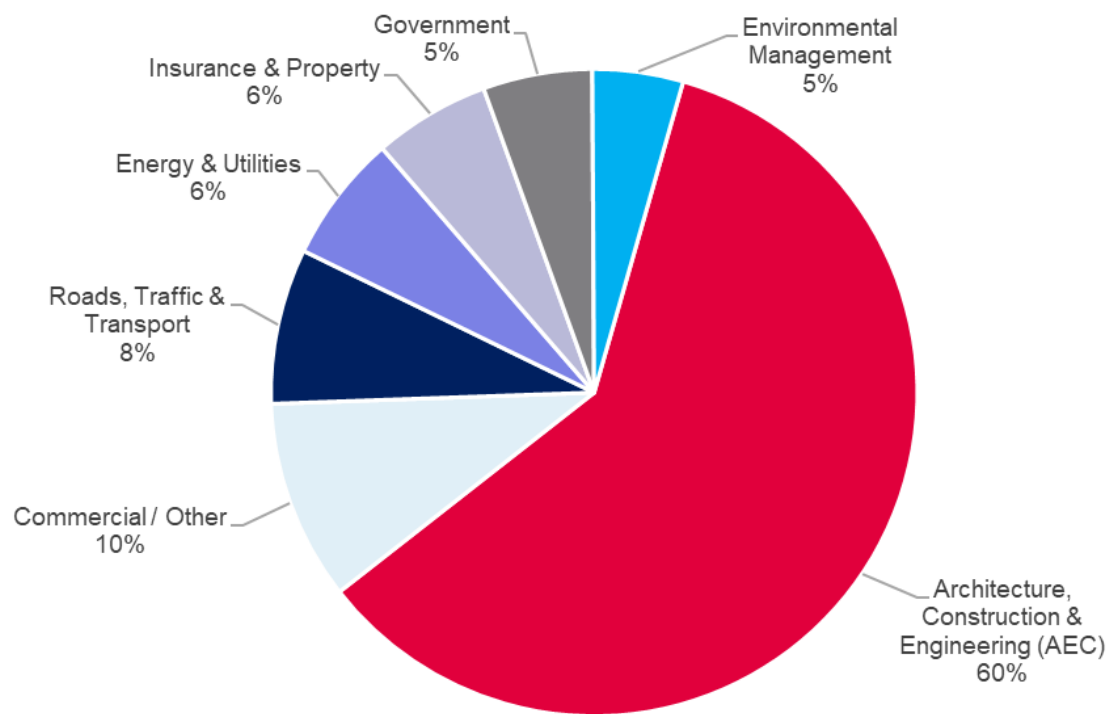
MetroMap Subscription Revenue - HoH



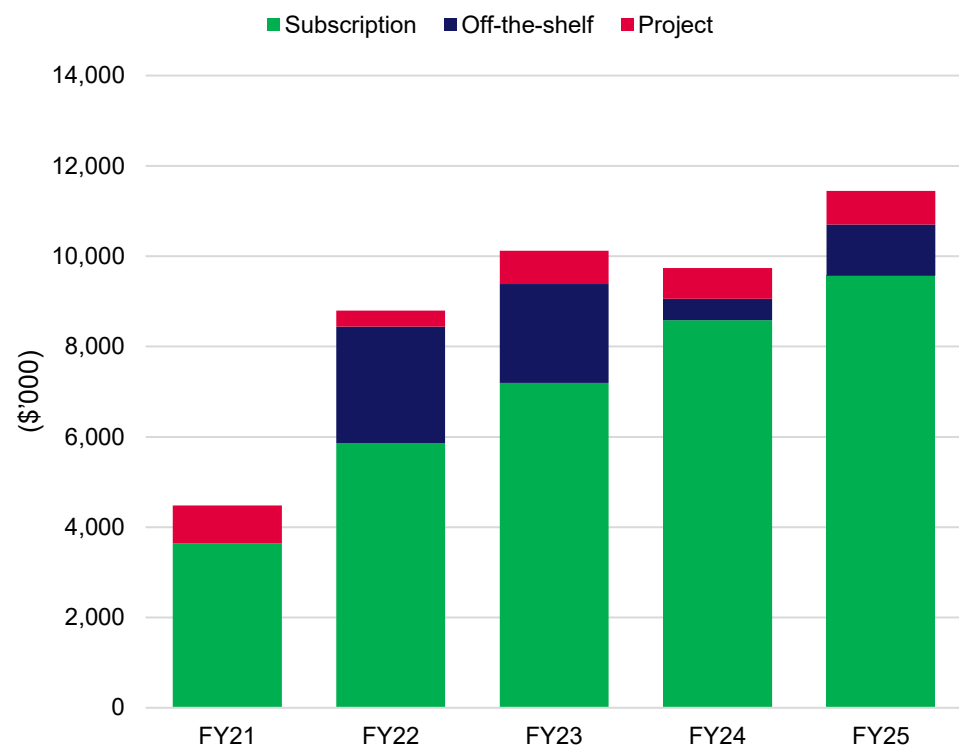
MetroMap ACV & Breakeven Range



Customer portfolio at 30 June 2025 by industry segment



MetroMap Revenue

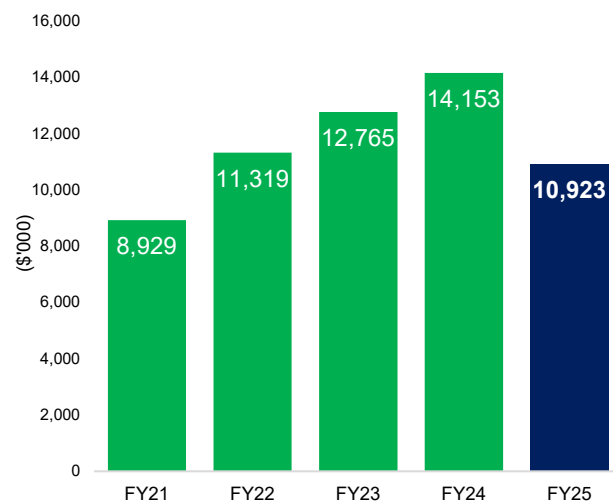


Momentum continues in subscription revenue

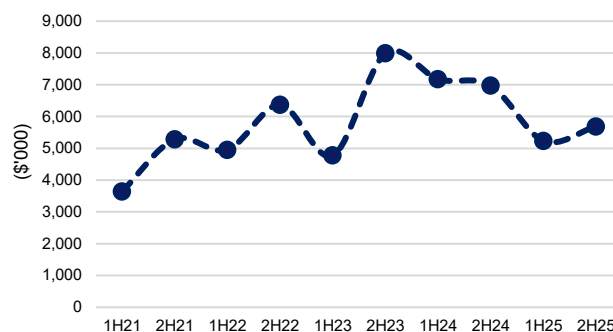
Opportunities exist in value accretive off-the-shelf sales – positive impact to revenue and cash with high flow through margin to EBITDA

Opportunistic project work undertaken when existing aviation assets are adjacent or capture adds to the existing MetroMap footprint for the benefit of all customers

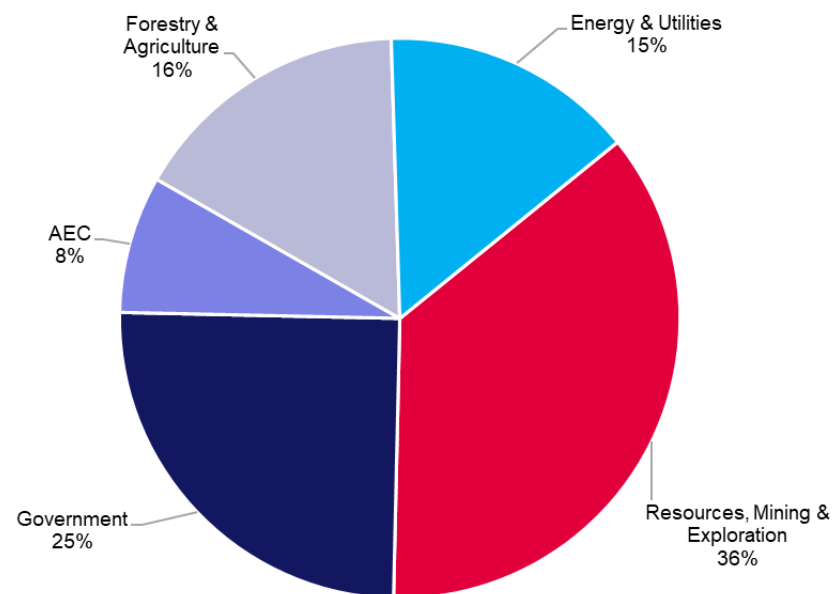
LiDAR Revenue



LiDAR Revenue - HoH



LiDAR Customers by Industry FY25



Strong re-occurring revenue from existing customer base

Available capacity with existing assets to drive revenue expansion

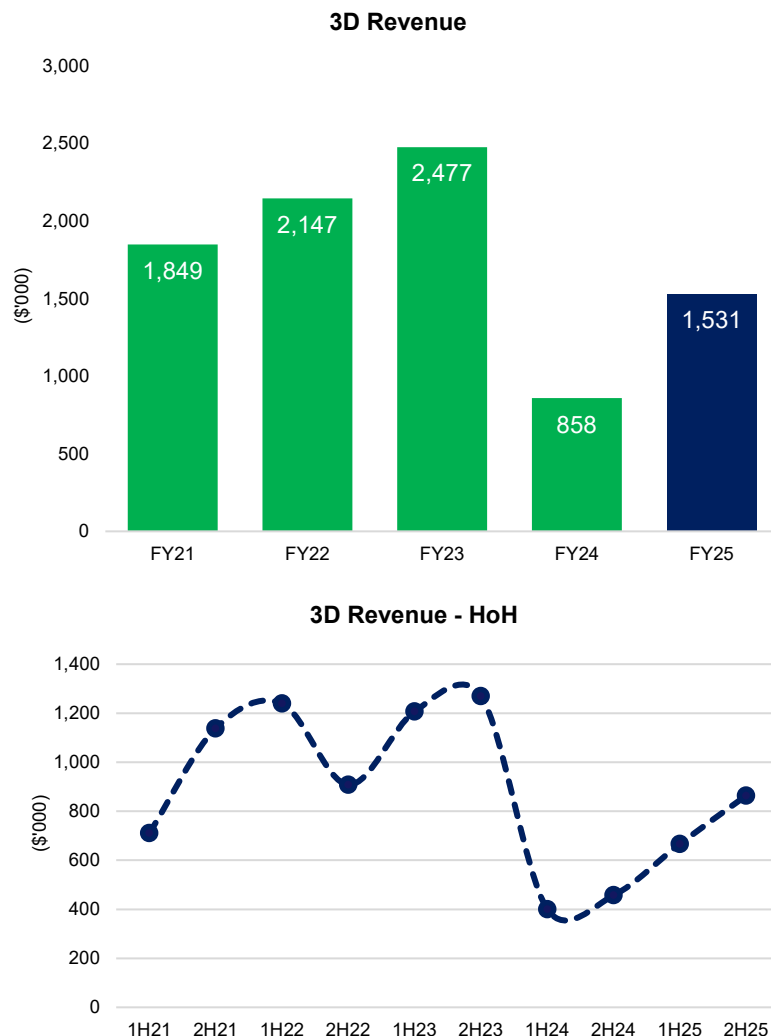
QGC (Shell) contract win announced July 2025 for \$1.08m

Number of contracts wins up on FY24 by 9.1% but average deal size down 29% which is expected to be cyclical in nature

With recurring customers and key customer wins FY26 is expected to return to strong results in line with or an improvement on FY24 revenue

GLOBAL 3D

Revenue up 77.9% from \$0.86m to \$1.53m



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

US operations and opportunities strategically managed from Australia

Key highlights:

- Major coastal sand monitoring program for South Australian Department for Environment and Water (DEW)
- High-resolution 3D reality mesh and level of detail building model projects for University of California San Francisco
- Rockefeller Plaza model showcased by NBC News during 2024 US election coverage

**WHO WE ARE &
WHAT WE DO**

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**

COMPANY PROFILE

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'

**A trusted & leading
geospatial tech
company**

**Established in 1980
& listed on ASX Dec
2019**

~ 100 employees

**Provider of high-
quality geospatial
information &
solutions**

**Deep industry
knowledge &
experience**

**Reputation for
quality**

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

MANAGING DIRECTOR & CEO APPOINTMENT



- Robert Veitch was appointed as Managing Director and Chief Executive Officer on 21 August 2025
- Commenced in September 2024 as General Manager – MetroMap, stepped into the Acting Chief Executive Officer role in February 2025 before being formally appointed to the role in August 2025

Background:

- Founder and former CEO of Delineate, a professional services firm that offered design and engineering services to clients such as Volkswagen, Department of Defence, Ford, RAAF and General Motors
- Brings three decades of leadership experience building high performing teams in digital innovation and technology
- Deep expertise in 3D technology including models, visualisation, simulation, generative AI, immersive applications, scanning and additive manufacturing

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 Naracoorte Town Centre in South Australia

A LEADER IN GEOSPATIAL IMAGERY & INSIGHTS

MetroMap

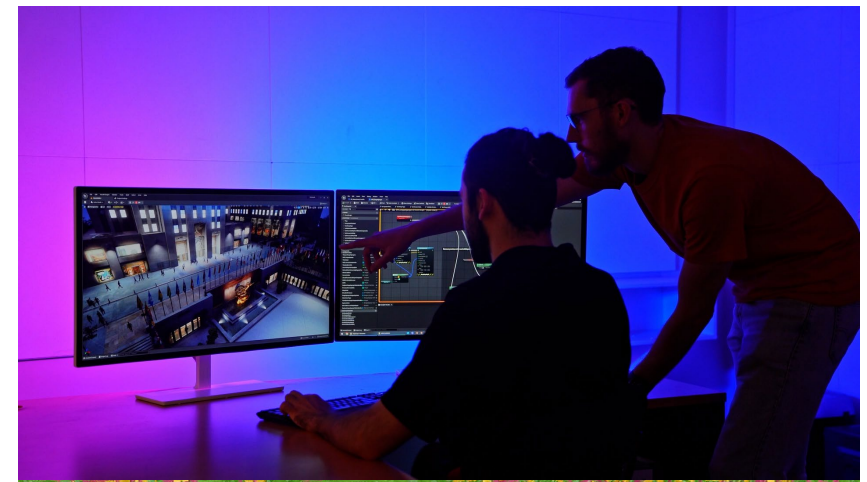
High-resolution 2D & 3D imagery & insights subscription service, holding one of Australia's largest imagery archives

LiDAR

High-resolution airborne LiDAR data covering wide-ranging applications

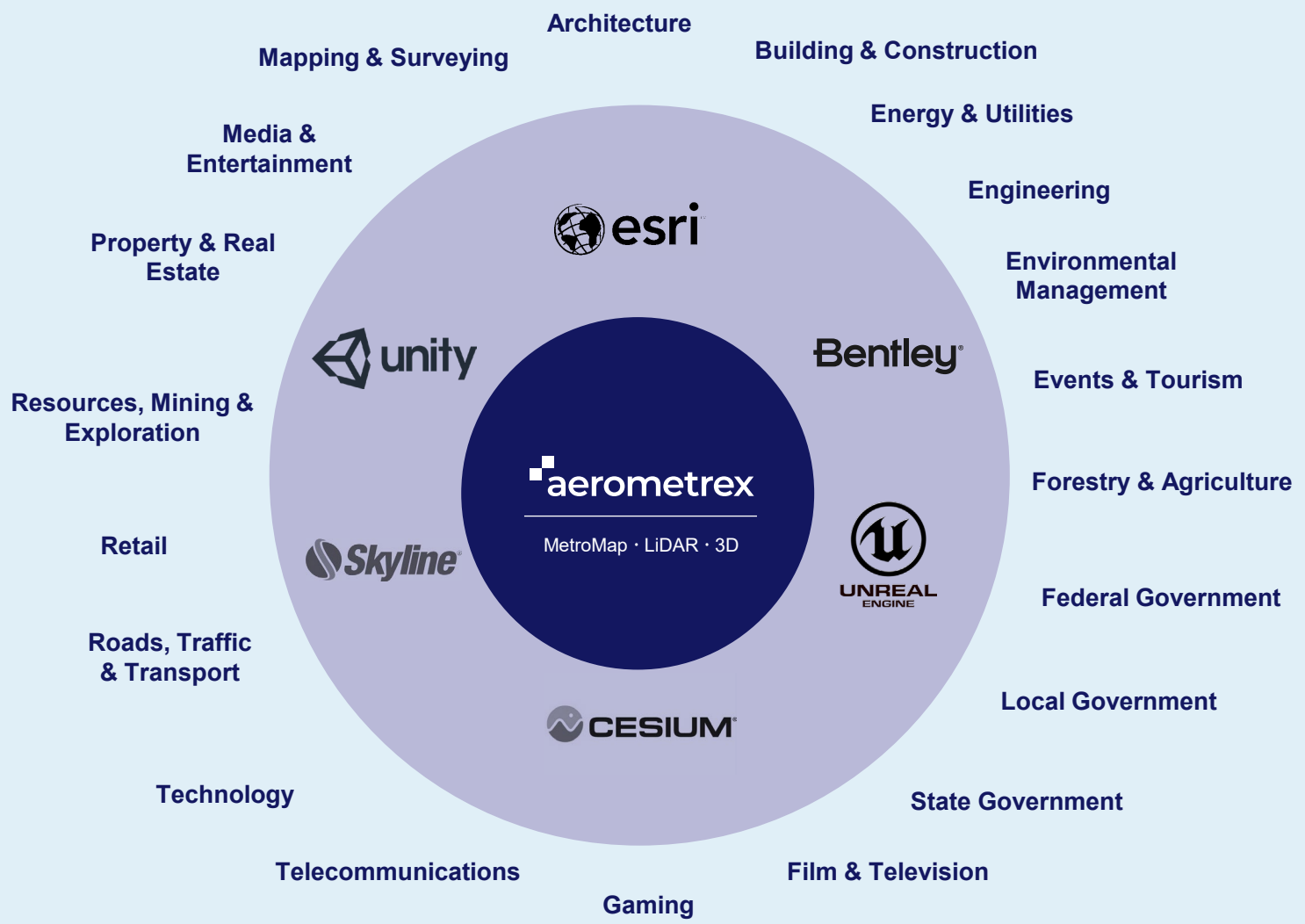
Global 3D

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

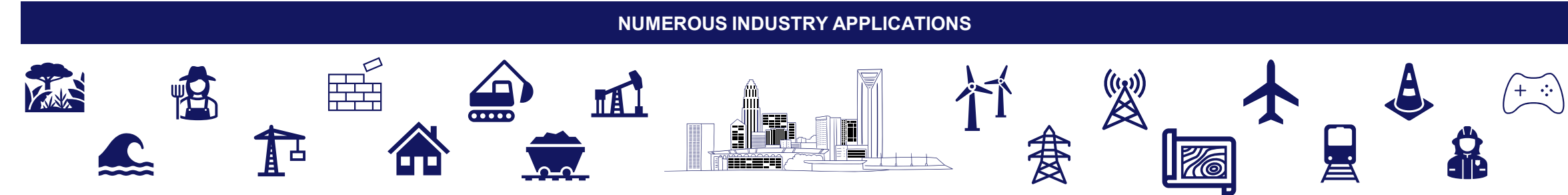
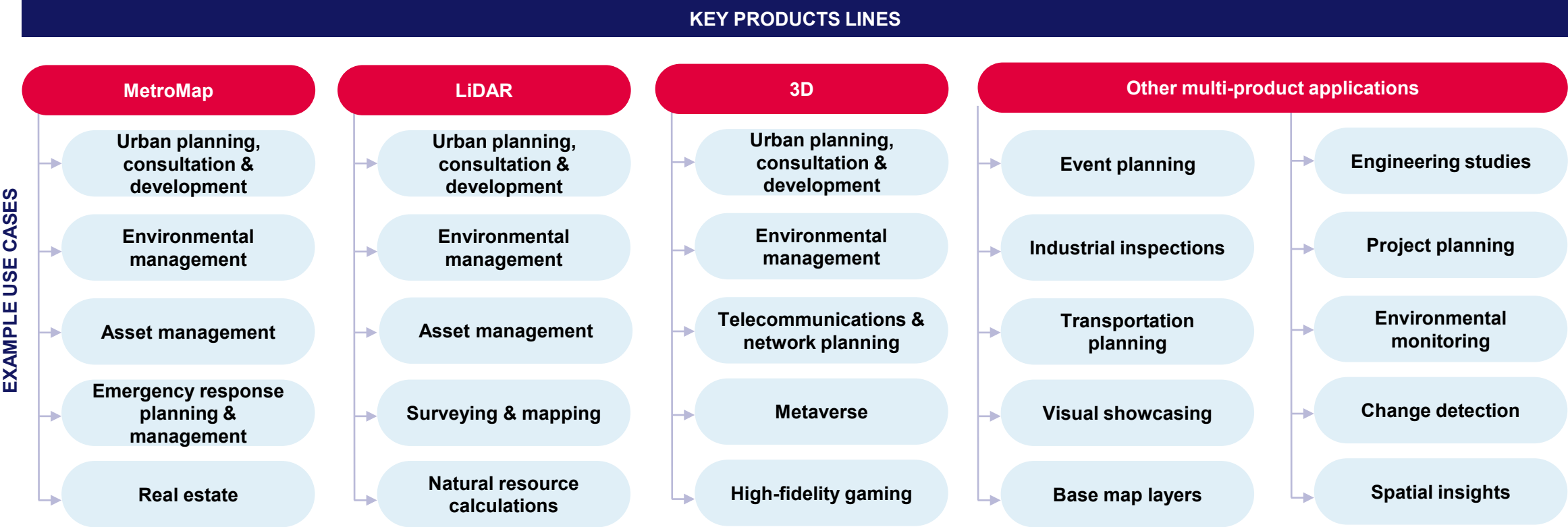


EMBEDDED IN A GLOBAL ECOSYSTEM OF GROWING DATA USAGE

Our customers include governments, pioneers & industry leaders



UNIQUE & UNPARALLELED CUSTOMER SOLUTIONS



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

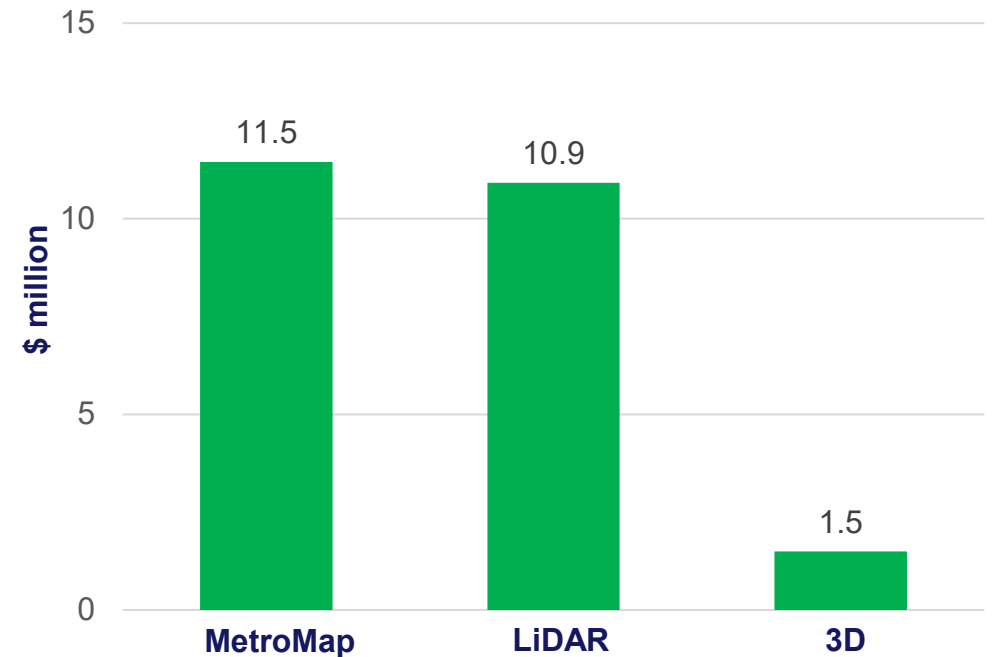
TAM¹:

‘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

FY25 Revenue



INVESTOR VALUE PROPOSITION & FOCUS AREAS

03

INVESTOR VALUE PROPOSITION

**A trusted & leading
geospatial tech
company**

**GROWTH
ORIENTATED
STRATEGY**

**RECURRING
SaaS REVENUE**

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

**STRONG
MARKET
POSITIONS**

**QUALITY
MULTI-INDUSTRY
CUSTOMERS**

**DIVERSIFIED
REVENUE
STREAMS**

**RECOGNISED
INDUSTRY
INNOVATOR**

FY26 KEY FOCUS AREAS

MetroMap

- Drive ACV & Off-the-shelf sales
- Build MetroMap Program Partner model
- Product enhancements to drive customer value & in turn revenue opportunities

LiDAR

- Build & accelerate opportunity pipeline
- Continue to embed delivery efficiencies
- Explore new market opportunities in emerging markets of renewables & carbon farming

Global 3D

- Pursue Australian project opportunities
- Continue to build awareness & capability in international markets
- Product enhancements to drive customer value & in turn revenue opportunities



Image: MetroMap aerial imagery of Melbourne Cricket Ground (MCG) on game day



FY25 FINANCIAL APPENDIX

FY25 FINANCIAL RESULTS OVERVIEW

Strength in MetroMap SaaS

Growth in MetroMap subscription revenue of 11.5% to \$9.57m
Subscription revenue now represents 40.0% of total revenue

Growth of 12.8% in MetroMap Annual Contract Value (ACV) to \$10.56m

Growth of 138.2% in MetroMap off-the-shelf and Insights data to \$1.14m

Growth of 9.2% in MetroMap on-demand (project) revenue to \$0.75m

Decline of 22.8% in LiDAR revenue to \$10.92m

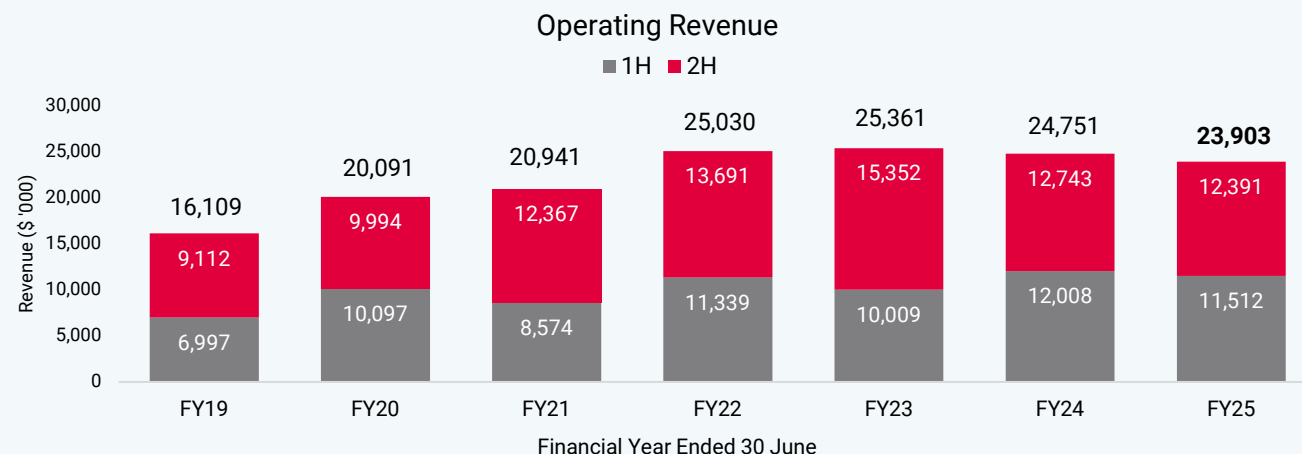
Growth of 78.4% in 3D revenue to \$1.53m

Continued focus on scaling revenue and driving cash generation

Continued focus on maturing MetroMap product offering with new features to drive revenue opportunities

Review strategic opportunities for growth via organic or M&A means

Focus on activities and deliverables that drive shareholder wealth creation / recognition



	FY25 \$'000	FY24 \$'000	Change v PCP \$'000	Change v PCP %
Subscription revenue				
MetroMap	9,568	8,581	987	11.5%
Subscription revenue	9,568	8,581	987	11.5%
Off-the-shelf dataset revenue				
3D	210	69	141	204.3%
LiDAR	9	33	(24)	-72.7%
MetroMap	680	175	505	288.6%
MetroMap Insights	456	302	154	51.0%
Off-the-shelf dataset revenue	1,355	579	776	134.0%
Project revenue				
3D	1,321	789	532	67.4%
LiDAR	10,914	14,120	(3,206)	-22.7%
MetroMap - on demand	745	682	63	9.2%
Project revenue	12,980	15,591	(2,611)	-16.7%
Total revenue from customers	23,903	24,751	(848)	-3.4%
EBITDA	3,456	2,885	571	19.8%
Cash flow from operating activities	2,278	6,238	(3,960)	-63.5%
Cash used in investing activities	(3,278)	(7,589)	4,311	56.8%
Free cash flow	(1,000)	(1,351)	351	26.0%
Financial position				
Cash and cash equivalents	3,879	8,311	(4,432)	-53.3%

PROFIT OR LOSS STATEMENT & EBITDA RECONCILIATION

	FY25 \$'000	FY24 \$'000
Revenue	23,903	24,751
Other income	268	8
Revenue and other income	24,171	24,759
Aircraft and project processing costs	(8,308)	(9,291)
Employee benefits expense	(8,952)	(8,570)
Share based payments	117	(186)
Depreciation of property, plant and equipment	(3,894)	(3,182)
Impairment of property, plant and equipment	(112)	-
Amortisation of intangible assets	(6,047)	(5,749)
Impairment of intangible assets	-	(67)
Other expenses	(3,572)	(3,827)
Finance costs	(2,323)	(365)
Finance income	181	328
(Loss) before income tax	(8,739)	(6,150)

Proforma EBITDA Calculation	FY25 \$'000	FY24 \$'000
(Loss) before income tax	(8,739)	(6,150)
Add back finance costs	2,323	365
Less finance income	(181)	(328)
Add back depreciation	3,894	3,182
Add back amortisation	6,047	5,749
Add back impairment	112	67
EBITDA	3,456	2,885

BALANCE SHEET & CASH FLOW

Balance Sheet	FY25 \$'000	FY24 \$'000
Assets		
Cash and cash equivalents	3,879	8,311
Trade and other receivables	3,482	2,808
Contract assets	753	668
Property, plant and equipment	39,211	29,899
Intangibles	8,671	8,499
Other Assets	778	819
Deferred tax assets	4,217	2,043
Total assets	60,991	53,047
Liabilities		
Trade and other payables	3,242	2,731
Contract liabilities	4,523	3,539
Current tax liabilities	2	7
Employee benefits	1,721	1,944
Other liabilities	1,979	2,817
Lease liabilities	31,686	17,489
Total liabilities	43,153	28,527
Net assets	17,838	24,520

Cash Flow	FY25 \$'000	FY24 \$'000
Receipts from customers	26,404	30,377
Payments to suppliers and employees	(21,977)	(23,948)
Other operating cash flows	(2,149)	(191)
Net cash flow from operating activities	2,278	6,238
Payments for property, plant and equipment	(768)	(1,712)
Proceeds from disposal of property, plant and equipment	1,112	-
Payments for intangible assets	(3,622)	(5,877)
Net cash flow from investing activities	(3,278)	(7,589)
Free cash flow	(1,000)	(1,351)
Net cash flow from financing activities	(3,432)	(166)
Net cash flow	(4,432)	(1,517)
Cash and cash equivalents at start of year	8,311	9,828
Cash and cash equivalents at end of year	3,879	8,311



CONTACT INFORMATION

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This presentation has been approved by the Board of Aerometrex