

AEROMETREX LIMITED (ASX:AMX)

FY22 RESULTS | 31 AUGUST 2022



SEE YOUR WORLD CLEARLY

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Group Operating
Revenue

\$25.0M

▲ 19.5%

(2021: \$20.9M)

Group
EBITDA

\$7.7M

▲ 168.9%

(2021: \$2.9M)

Cash Flow From
Operations

\$5.0M

(2021: \$5.1M)

Cash
Balance

\$14.1M

(2021: \$16.6M)

MetroMap Subscription
Revenue

\$5.9M

▲ 60.9%

(2021: \$3.6M)

Annual Recurring
Revenue (ARR)

\$6.8M

▲ 42.4%

(2021: \$4.8M)

Subscription Revenue
Contribution

23.4%

of group revenue
(2021: 17.4%)

US Revenue
3D Modelling

\$0.9M

(2021: \$32k)

In FY22, the company further strengthened its three core product lines of MetroMap (DaaS), 3D & LiDAR while completing historical project aerial photomapping work following the decision to cease this product line in June 2021. While the impacts of COVID-19 still lingered in the economy & the community, the business was able to deliver strong results.

Key Initiatives	Highlight
Revenue Growth	<ul style="list-style-type: none"> Operating revenue up 19.5% from \$20.94m to \$25.03m EBITDA up 168.9% from \$2.86m to \$7.70m EBITDA on a normalised basis up 21.6% from \$4.20m to \$5.10m Completed single largest off-the-shelf dataset sale in the company's history of \$2.59m Realisation of non-core assets through the sale of the company's headquarters
Expansion of MetroMap Customer Base & ARR	<ul style="list-style-type: none"> Subscription revenue up 60.9% to \$5.86m Annual Recurring Revenue (ARR) up 42.4% to \$6.84m
Growth of US 3D Data Sales & Model Catalogue	<ul style="list-style-type: none"> US 3D business contributed first significant revenue of \$0.90m Expansion of US 3D catalogue – now covering areas across nine major cities
Launch of value-add LiDAR-derived solutions	<ul style="list-style-type: none"> Commercialisation of targeted vegetation mapping solution for urban greening initiatives Increased focus on climate resilience & emergency management (flood, bushfire, renewables)
Focus on People & Safety	<ul style="list-style-type: none"> Safely navigated COVID-19 – employee welfare & managing minimal business disruptions Completed BARS accreditation further lifting aviation safety standards

Growing MetroMap

- ✓ Revenue & ARR growth
- ✓ Improvement in capture program
- ✓ Expansion of partner program
- ✓ Enhanced tools to increase the value proposition
- ✓ Launch of value-added products derived by AI & ML
- Launch of MetroMap 3.0 (major update in Aug 2022)

Commercialise 3D Opportunities

- ✓ Revenue generation & recognition
- ✓ Launch of 3D store for US data models
- Building channel partnerships
- Establish a US Advisory Board (AU team being sent on secondment in 1H FY23)

Commercialise R&D Opportunities

- ✓ Data analytics & feature extraction
- ✓ AI & ML Intelligence to drive process efficiency gains & scaling opportunities

Other Priorities

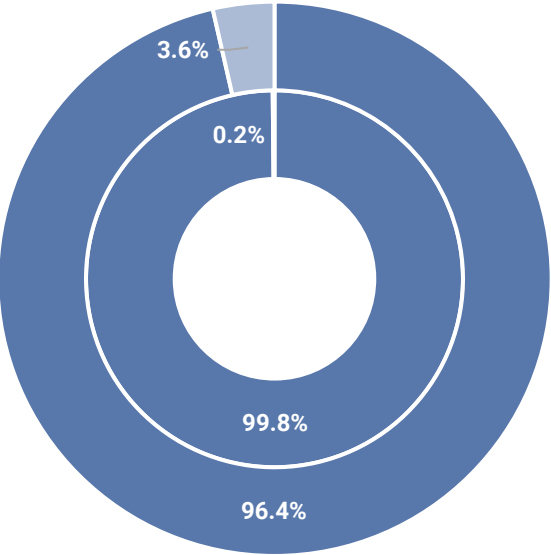
- ✓ Scaling of business to support growth ambitions
- ✓ Continued assessment of M&A opportunities
- ✓ Appoint CEO successor
- ✓ Completion of photo contracting work

CONTINUED STRONG GROWTH IN GROUP REVENUE



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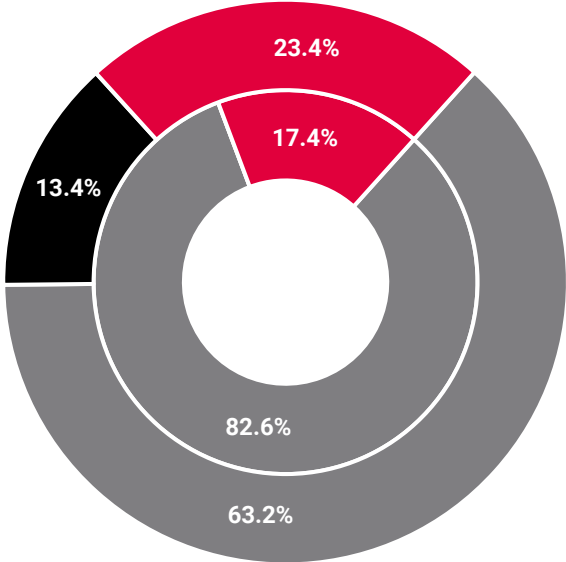
Operating Revenue by Geography



FY22: Outer circle
FY21: Inner circle

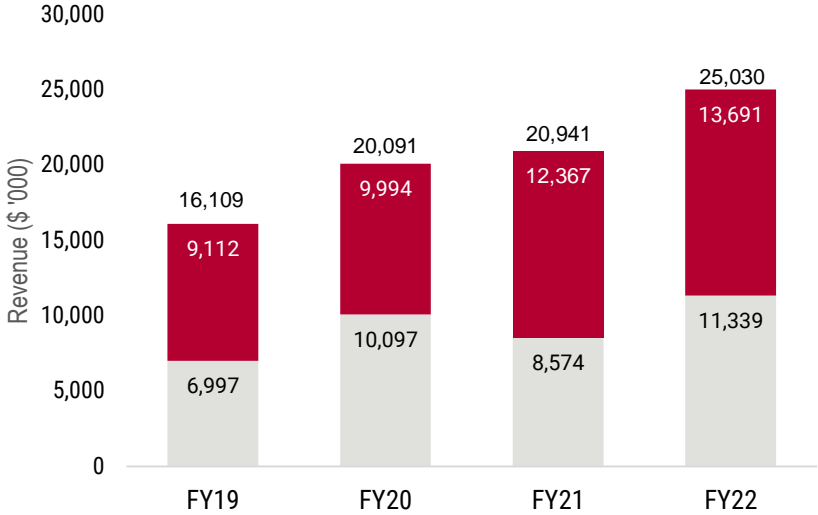
■ Australia ■ USA

Operating Revenue Mix



■ Project ■ Off-the-shelf ■ Subscription

Operating Revenue



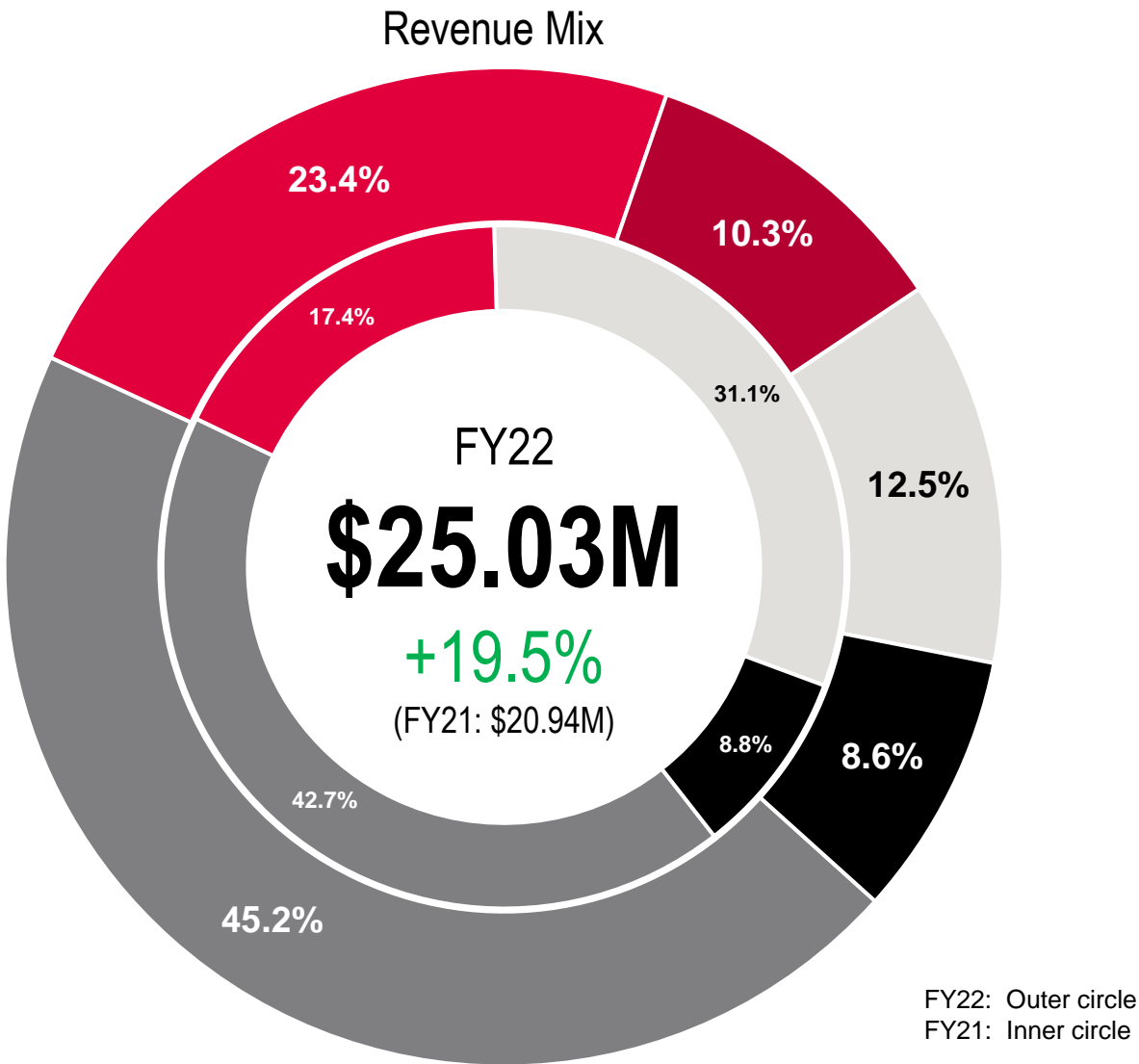
Financial Year Ended 30 June

■ H1 ■ H2

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FY22 Revenue

MetroMap Subscriptions
\$5.86M
(FY21: \$3.64M)
MetroMap off-the-shelf
\$2.59M
(FY21: \$nil)
LiDAR
\$11.32M
(FY21: \$8.93M)
3D
\$2.15M
(FY21: \$1.85M)
Photo contracting / MM on demand*
\$3.12M
*being phased out (FY21: \$6.52M)



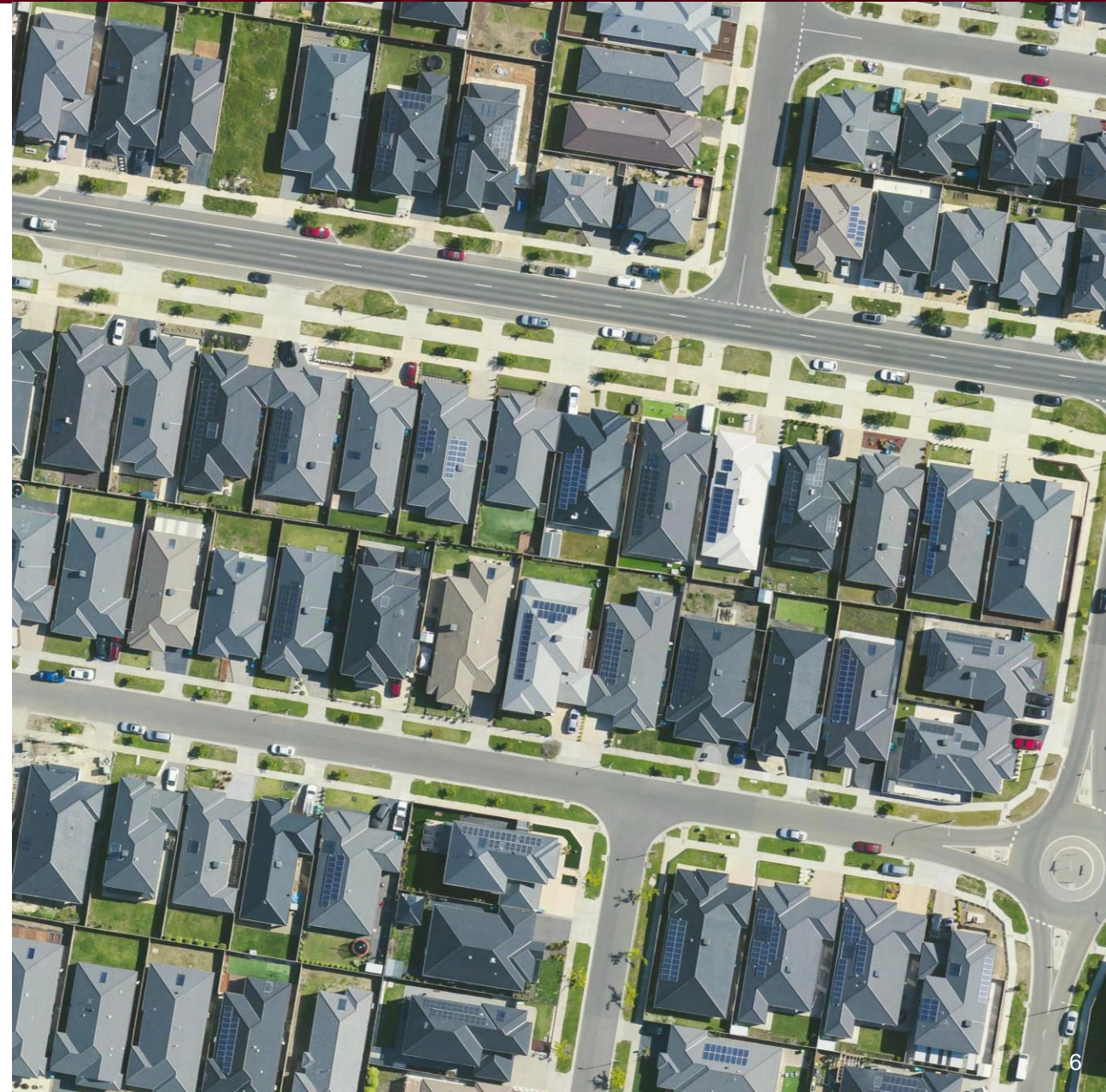
Enhancing product & platform

- Expansion of technology & product engineering team to support platform upgrades
- Increased focus & resource deployment post cessation of aerial imagery project work
- Evaluating sensor capabilities & enhancements

Expanding product capabilities & usage

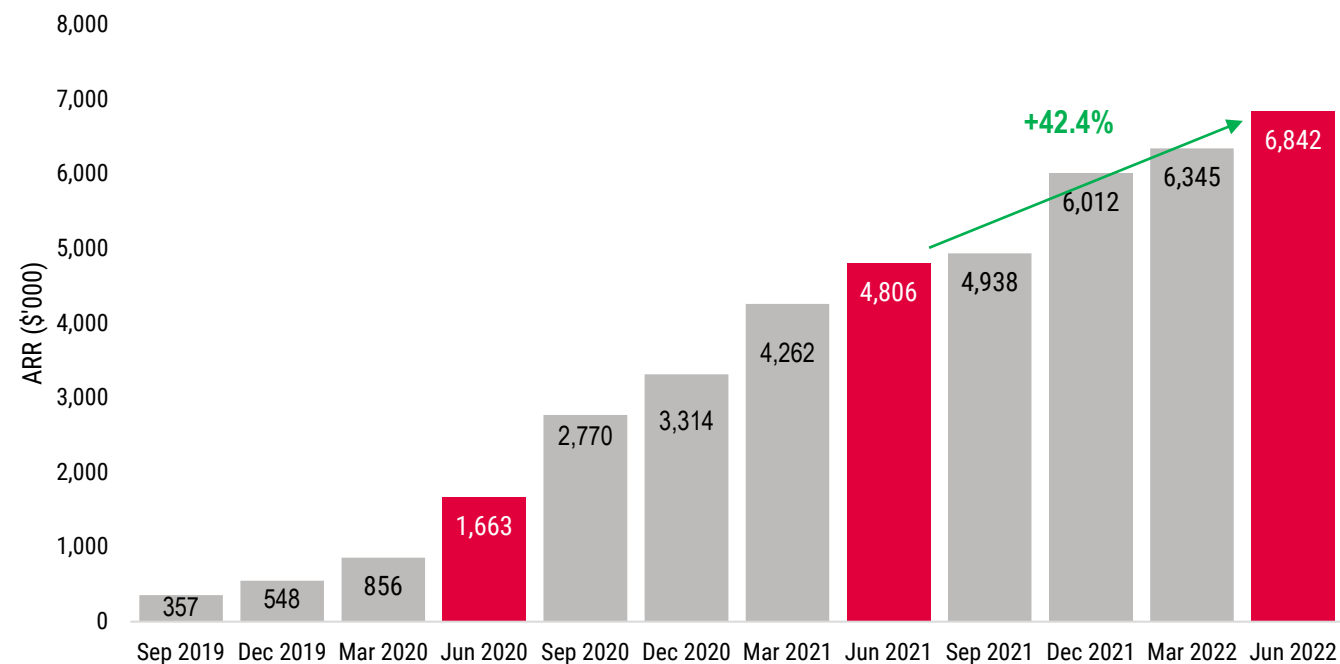
- Expansion of derived insights & feature layers to provide property-level analytics
- Growth in subscriptions across Enterprise, SME, & Government entities
- Growing partner network showcases confidence in MetroMap data by 3rd party applications

*MetroMap Aerial Imagery of a suburban residential block
Clyde North, VIC, Australia*



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Annual Recurring Revenue (ARR)
Calculation: Monthly Revenue x12



ARR growth is driven by

- Continued take up by SME clients
- Partner program (28 partners) now contributing \$1.15m or 16.9% of ARR
- 1,161 active subscribers
- Average Annual Recurring Revenue per Subscriber (ARPS) of \$5,893

Growing US coverage & revenue

- US revenue up from \$0.03m in FY21 to \$0.90m in FY22 - a combination of project-related work & off-the-shelf dataset sales
- 3D city models catalogue spread across nine major cities - six of these captured in FY22
- Large contribution from emerging metaverse market where 3D models are supporting virtual environments

Advancing technology supporting greater usage

- Greater game engine capabilities supporting the expansion of visualisation use cases by more customer groups
- Continued interest from leading industries such as engineering, urban planning, transport, tourism & event management



Aerometrex 3D Model of Google HQ
Mountain View, CA, USA

EXPANDING 'OFF-THE-SHELF' 3D CATALOGUE

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USA

- Los Angeles
- San Francisco
- San Diego
- Las Vegas
- Denver
- Manhattan
- Brooklyn
- Miami
- Tampa

AUSTRALIA

- Sydney
- Melbourne
- Brisbane
- Perth
- Adelaide
- Canberra
- Gold Coast
- Sunshine Coast

NEW ZEALAND

- Auckland
- Christchurch
- Wellington



San Francisco



Las Vegas



Adelaide



Melbourne



Auckland

Servicing a large cross-section of industries & clients

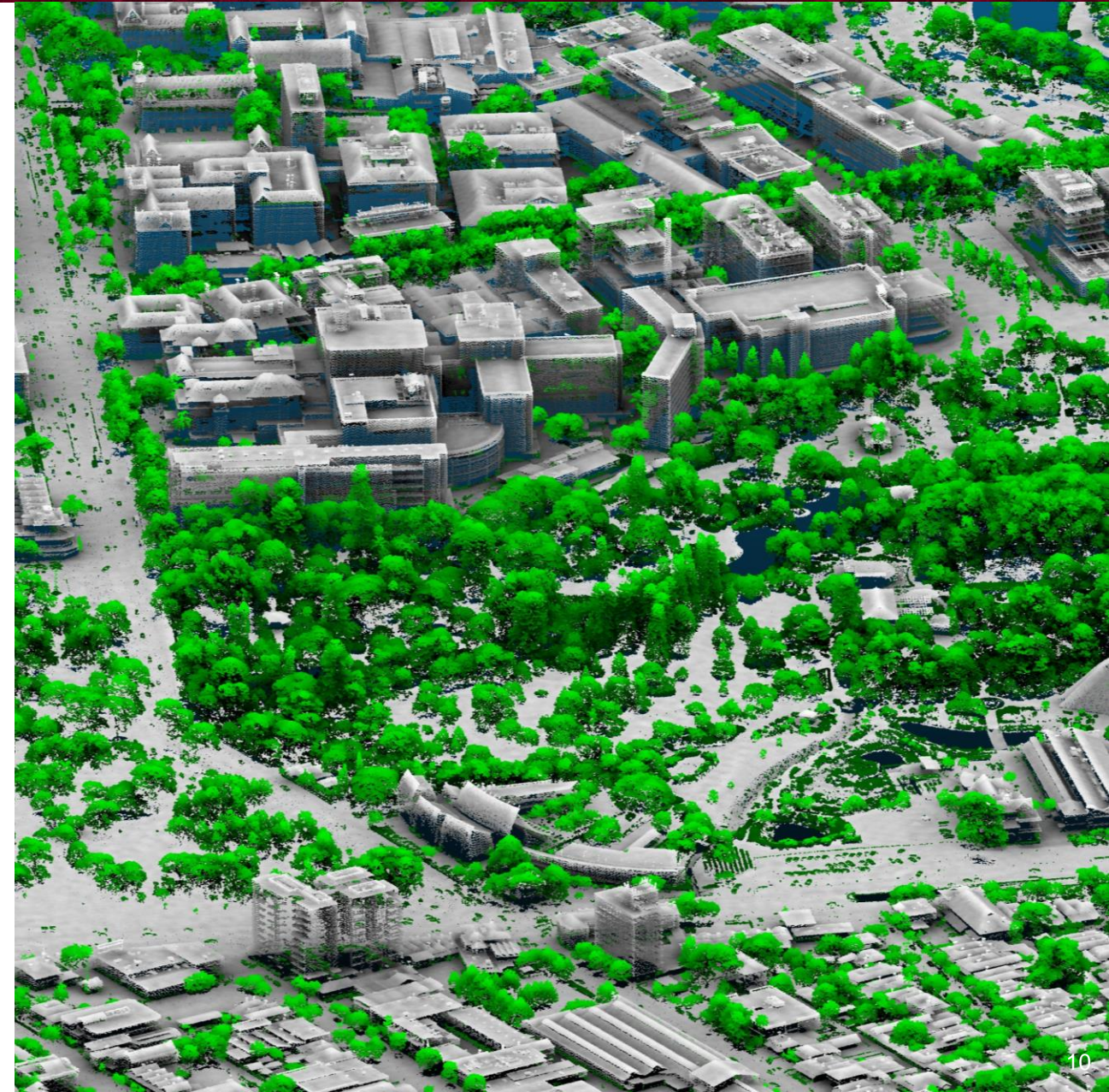
- LiDAR revenue up \$2.39m or 26.8% in FY22 to \$11.32m
- Revenue growth is a realisation of sensor purchase & upgrades in FY21 increasing capacity
- Completed significant projects including work on “Digital Twin Victoria” for the Department of Environment, Land, Water and Planning
- Ordered additional sensor (fifth sensor) to capitalise on existing opportunities & expected to contribute to revenue in 2H23

Leading the way in climate resilience

- Acquiring accurate spatial data for driving climate resilience from preventive planning to post-emergency management
- In FY22, we commercialised our award-winning urban vegetation data suite & completed multiple projects with local councils

Other milestones

- Completed BARS accreditation



LiDAR point cloud with classified trees
Adelaide, SA, Australia

FY22 FINANCIAL RESULTS OVERVIEW

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Record Revenue

- Total revenue from customers up 19.5% to \$25.03m
- MetroMap subscription revenue growth up 60.9% to \$5.86m
- Subscription revenue contributed 23.4% of total group revenue from customers, up from 17.4%
- Strong growth in LiDAR revenue, up 26.8% to \$11.32m following continued investment in sensor capacity
- First significant contribution from USA 3D modelling business of \$0.90m up from \$0.03m

Investments continued to underpin future growth

- Continued investment to build capacity ahead of the revenue curve
- Continued investment into US high-resolution 3D business
- Cash flow from operations of \$4.99m reinvested into datasets & capture assets
- Divesting of non-core property assets
- Strong cash position supports growth initiatives, with \$14.14m & undrawn debt facilities available

	FY22 \$'000	FY21 \$'000	Change v PCP \$'000	Change v PCP %
Subscription revenue				
MetroMap	5,855	3,640	2,215	60.9%
Off-the-shelf dataset revenue				
3D	775	-	775	100.0%
MetroMap	2,586	-	2,586	100.0%
Off-the-shelf dataset revenue	3,361	-	3,361	100.0%
Project revenue				
3D	1,372	1,849	(477)	(25.8%)
LiDAR	11,319	8,929	2,390	26.8%
MetroMap - on demand	351	842	(491)	(58.3%)
Photo contracting	2,772	5,681	(2,909)	(51.2%)
Project revenue	15,814	17,301	(1,487)	(8.6%)
Total revenue from customers	25,030	20,941	4,089	19.5%
EBITDA				
EBITDA	7,702	2,864		
EBITDA (normalised)	5,103	4,197		
Cash flow				
Cash flow from operating activities	4,987	5,081		
Cash used in investing activities	(3,635)	(10,446)		
Free cash flow	1,352	(5,365)		
Financial position				
Cash and cash equivalents	14,144	16,553		

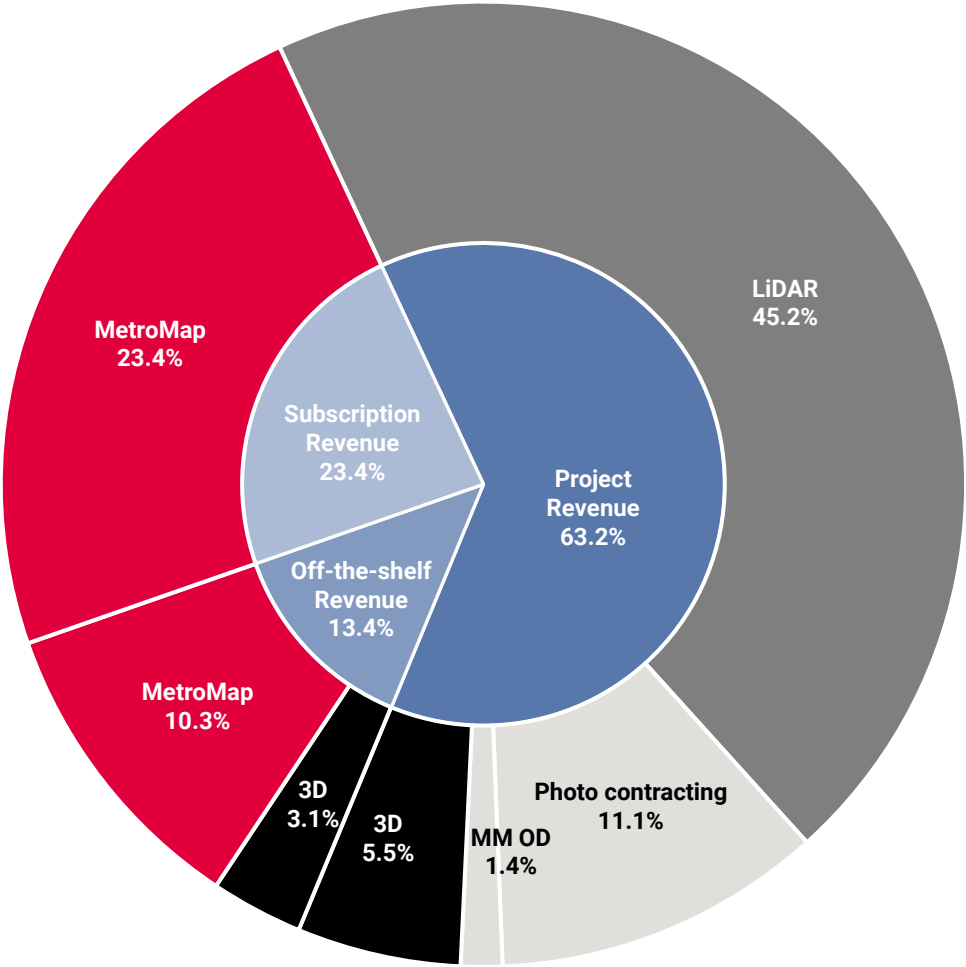
FY22 REVENUE CONTRIBUTION



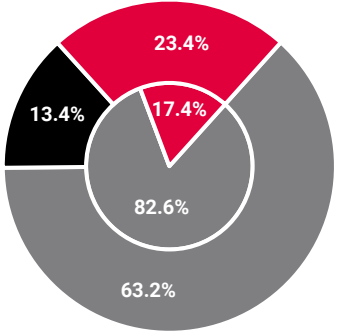
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		FY22	FY21
MetroMap \$8.44M (FY21: \$3.64M)	Subscription	\$5.86M	\$3.64M
	Off-the-shelf	\$2.59M	-
LiDAR \$11.32M (FY21: \$8.93M)	Project	\$11.32M	\$8.93M
	Off-the-shelf		
3D \$2.15M (FY21: \$1.85M)	Project	\$1.37M	\$1.85M
	Off-the-shelf	\$0.78M	-
Photo contracting / MM on demand* \$3.12M <small>*being phased out</small> (FY21: \$6.52M)	Photo contracting	\$2.77M	\$5.68M
	MetroMap on demand (MM OD)	\$0.35M	\$0.84M

FY22 Revenue Mix



Operating Revenue Mix



■ Project ■ Off-the-shelf ■ Subscription
FY22: Outer circle
FY21: Inner circle

SEGMENT FINANCIAL RESULTS

AU Operations

- Statutory revenue up 15.4% to \$24.13m
- Divested non-core property assets
- Increase in EBITDA of 91.0% to \$7.91m
- Small decline in normalised EBITDA of 2.9% to \$5.31m
- Continued investment into people & systems ahead of revenue growth
- COVID-19 & associated supply chain issues negatively impacted costs

US Operations

- First significant revenue contribution from US Operations of \$0.90m
- Continued investment into US operations
- Reduction in EBITDA loss of 83.4% reducing loss to \$0.21m

	AUS 2022 \$'000	USA 2022 \$'000	Total 2022 \$'000	AUS 2021 \$'000	USA 2021 \$'000	Total 2021 \$'000
Revenue	24,133	897	25,030	20,909	32	20,941
Other income	2,813	-	2,813	304	-	304
Total revenue and other income	26,946	897	27,843	21,213	32	21,245
Aircraft and project processing costs	(8,618)	(121)	(8,739)	(6,521)	(23)	(6,544)
Employee benefits expense	(6,414)	(421)	(6,835)	(6,429)	(730)	(7,159)
Share based payments	(214)	-	(214)	(1,333)	-	(1,333)
Depreciation of property, plant and equipment	(2,799)	(32)	(2,831)	(2,713)	(18)	(2,731)
Amortisation of intangible assets	(5,287)	(328)	(5,615)	(4,296)	-	(4,296)
Other expenses	(3,786)	(567)	(4,353)	(2,787)	(558)	(3,345)
Finance costs	(100)	-	(100)	(87)	-	(87)
Finance income	31	-	31	75	-	75
(Loss) before income tax	(241)	(572)	(813)	(2,878)	(1,297)	(4,175)

Proforma EBITDA Calculation by Geographical Segment	AUS 2022 \$'000	USA 2022 \$'000	Total 2022 \$'000	AUS 2021 \$'000	USA 2021 \$'000	Total 2021 \$'000
(Loss) before income tax	(241)	(572)	(813)	(2,878)	(1,297)	(4,175)
Add back finance costs	100	-	100	87	-	87
Less finance income	(31)	-	(31)	(75)	-	(75)
Add back depreciation	2,799	32	2,831	2,713	18	2,731
Add back amortisation	5,287	328	5,615	4,296	-	4,296
EBITDA	7,914	(212)	7,702	4,143	(1,279)	2,864
Less gain on sale of property	(2,813)	-	(2,813)	-	-	-
Add back share based payments	214	-	214	1,333	-	1,333
EBITDA (normalised)	5,315	(212)	5,103	5,476	(1,279)	4,197

Strong balance sheet supports growth

- Available cash of \$14.14m to support continued growth of the business with available undrawn debt facilities
- Significant increase in trade receivables at June 2022 driving cash in FY23
- Plant & Equipment increases reflects investment into IT infrastructure, aviation upgrades & right of use assets for property
- Intangibles reflects capitalization of datasets
- Contract Liabilities reflects income paid in advance - largely MetroMap subscription revenue
- Right-of-use assets (Property, plant and equipment) & lease liabilities increased as a result of recognition of Glynde property lease following sale of the building

	2022	2021
	\$'000	\$'000
Assets		
Cash and cash equivalents	14,144	16,553
Trade and other receivables	5,907	2,965
Contract assets	311	719
Current tax assets	-	262
Property, plant and equipment	14,791	16,729
Intangibles	9,040	8,125
Other Assets	477	878
Total assets	44,670	46,231
Liabilities		
Trade and other payables	2,724	2,655
Contract liabilities	3,476	2,794
Current tax liabilities	159	-
Employee benefits	2,027	1,734
Other liabilities	888	3,697
Lease liabilities	2,029	572
Deferred tax liabilities	366	82
Total liabilities	11,669	11,534
Net assets	33,001	34,697

Strong cash position to support growth

- Positive cash flow from operations of \$4.99m
- Continued investment in scaling the business for growth – people, systems & processes
- Investment into US operations – 2022 net cash deployed of ~\$1.05m
- Sale of property generated \$5.79m in cash & used to retire debt & payout unitholders of AMX Capital (majority owned property investor)
- Investment expenditure of \$9.42m includes:
 - \$6.53m in datasets for MetroMap (AU) & 3D models in the US & Australia
 - \$0.62m to complete the Spookfish Australia acquisition
 - \$2.26m in aviation updates, payments for sensors, & IT infrastructure
- Strong cash position supports growth initiatives, with \$14.14m & undrawn debt facilities available
- Significant trade receivables at June 2022 to be collected during FY23

	2022	2021
	\$'000	\$'000
Receipts from customers	25,629	23,887
Payments to suppliers and employees	(21,492)	(18,707)
Other operating cash flows	850	(99)
Net cash flow from operating activities	4,987	5,081
Payments for property, plant and equipment	(2,263)	(4,597)
Proceeds from disposal of property, plant and equipment	5,787	-
Payments for intangible assets	(6,530)	(5,849)
Payments for acquisition ¹	(629)	-
Net cash used in investing activities	(3,635)	(10,446)
Free cash flow	1,352	(5,365)
Net cash used in financing activities	(3,761)	(321)
Net cash flow	(2,409)	(5,686)
Cash and cash equivalents at start of year	16,553	22,239
Cash and cash equivalents at end of year	14,144	16,553

¹ Final payment for Spookfish acquisition.

CEO STRATEGIC REVIEW

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MetroMap Near Infrared Imagery
St Kilda, SA, Australia



UNDERSTANDING

- Reviewing the business, opportunities, & challenges
- Meeting employees & key stakeholders
- Listening to ideas & observations
- Analysing the numbers

OPTIONEERING

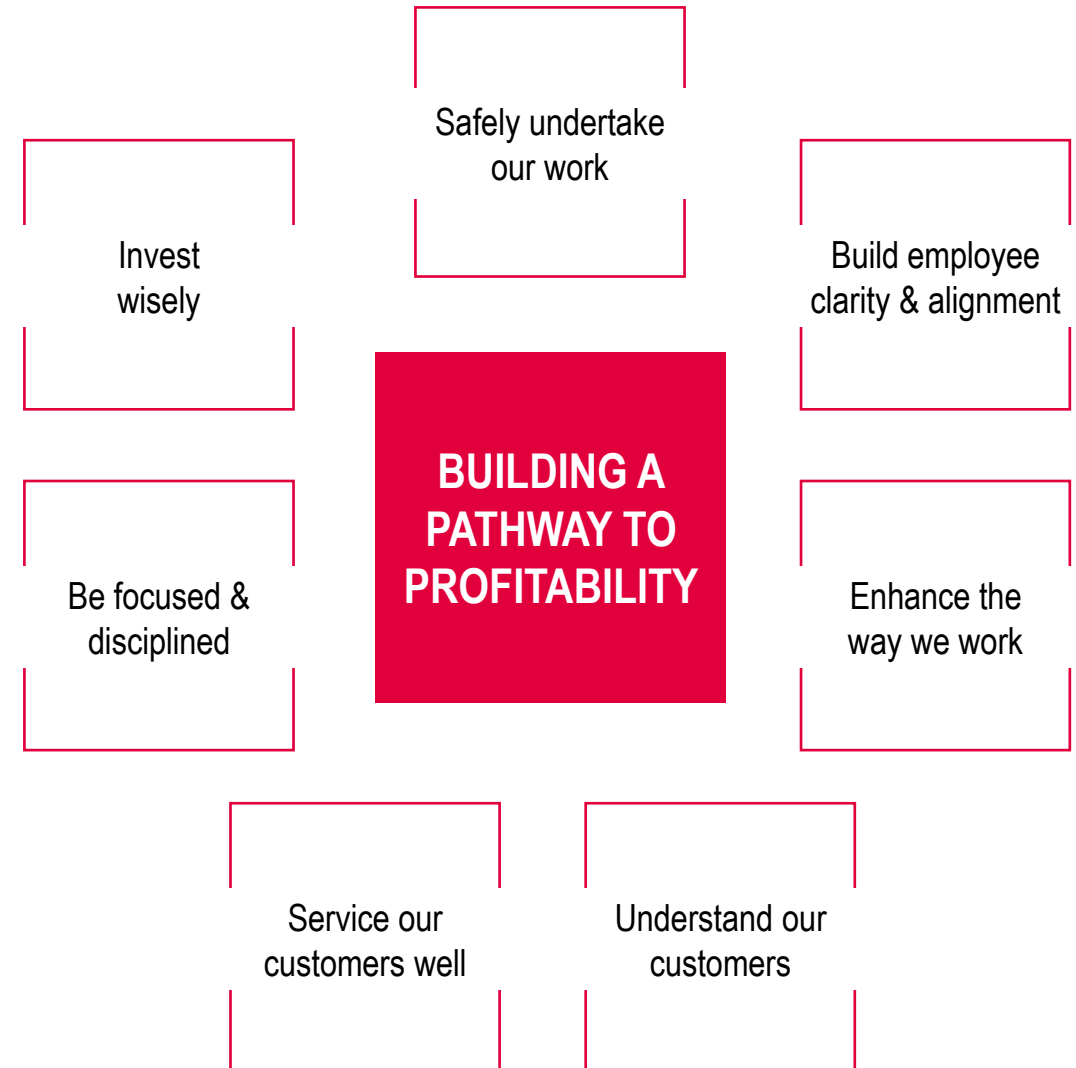
- Where are we now?
- Where do we want to be?
- Options to get there?
- What delivers the best use of shareholder funds?

PLANNING THE PLAN

- Corporate financial modelling
- 1000-day rolling plans
- Clarity of objectives
- Organisational needs
- Corporate priorities to drive investment decisions

Plan, Perform & Profit

- Build on existing capabilities & knowledge
- Continue delivering a high-performance, outcome-focused company aligned to shareholder interests
- Clear focus on “best for business” decisions
- Enhance internal collaboration, systems & customer engagement to build “pathways to profitability”
- Transition the organisational structure to align with key product lines to drive performance



“Build profitable & sustainable value for our shareholders across all product lines”

THE OPPORTUNITY

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

MetroMap

Position MetroMap to redefine industry standards & generate profitable outcomes

- Grow Annual Recurring Revenue (ARR)
- Enhance customer platform & offerings
- Optimise cost structures & asset utilisation
- Optimise long-term aviation & sensor strategies

LiDAR

Build Australia's leading LiDAR business

- Grow profit through commercial optimisation & asset utilisation
- Assess options to increase revenue via capital investment & new products
- Leverage BARS certification
- Enhance automation capability
- Optimise long-term aviation & sensor strategies

Global 3D

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

- Rejuvenate North American business opportunity
- Concerted effort to sell existing off-the-shelf datasets
- Grow new markets & customer base to underpin capture programs & expand datasets
- Develop 3D team capability & resources

“Build profitable & sustainable value for our shareholders across all product lines”

Building technology team capabilities

- Targeted recruitment & cross-utilisation of technology specialists
- Maturing cloud & data processing skillsets
- Leveraging industry experts to build in-house capabilities

Leveraging machine learning

- 3D model feature enhancement through Machine Learning
- Advanced visualisation, streaming, & simulation using game engines
- Improving speed, scale & efficiencies

Commercialising derived data insights

- Enhanced analytics for targeted industries
- Climate resilience data suites



Grow revenue

- Build MetroMap sales momentum
- Expand our LiDAR sensor fleet with an additional sensor to capitalise on existing opportunities
- Second a small team to the US in 1H23 to sell existing datasets & build the opportunity pipeline

Improve asset utilisation

- Assess options to optimise long-term aviation & sensor strategies

Optimise organisational structures

- Transitioning the organisation to align with key product lines to drive performance



APPENDIX 1 | FINANCIAL STATEMENTS

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PROFIT OR LOSS STATEMENT & EBITDA RECONCILIATION

	2022	2021
	\$'000	\$'000
Revenue	25,030	20,941
Other income	2,813	304
Total revenue and other income	27,843	21,245
Aircraft and project processing costs	(8,739)	(6,544)
Employee benefits expense	(6,835)	(7,159)
Share based payments	(214)	(1,333)
Depreciation of property, plant and equipment	(2,831)	(2,731)
Amortisation of intangible assets	(5,615)	(4,296)
Advertising and marketing	(626)	(593)
Consulting and professional services	(1,188)	(620)
IT and telecommunications	(76)	(291)
Occupancy	(174)	(307)
Travel and accommodation	(438)	(98)
Other expenses	(1,851)	(1,436)
Finance costs	(100)	(87)
Finance income	31	75
(Loss) before income tax	(813)	(4,175)
Income tax benefit	214	94
(Loss) for the year after income tax	(599)	(4,081)

Proforma EBITDA Calculation	2022	2021
	\$'000	\$'000
(Loss) before income tax	(813)	(4,175)
Add back finance costs	100	87
Less finance income	(31)	(75)
Add back depreciation	2,831	2,731
Add back amortisation	5,615	4,296
EBITDA	7,702	2,864
Less gain on sale of property	(2,813)	-
Add back share based payments	214	1,333
EBITDA (normalised)	5,103	4,197

SEGMENT INFORMATION

	AUS 2022 \$'000	USA 2022 \$'000	Total 2022 \$'000	AUS 2021 \$'000	USA 2021 \$'000	Total 2021 \$'000
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Other income	2,813	-	2,813	304	-	304
Total revenue and other income	26,946	897	27,843	21,213	32	21,245
Aircraft and project processing costs	(8,618)	(121)	(8,739)	(6,521)	(23)	(6,544)
Employee benefits expense	(6,414)	(421)	(6,835)	(6,429)	(730)	(7,159)
Share based payments	(214)	-	(214)	(1,333)	-	(1,333)
Depreciation of property, plant and equipment	(2,799)	(32)	(2,831)	(2,713)	(18)	(2,731)
Amortisation of intangible assets	(5,287)	(328)	(5,615)	(4,296)	-	(4,296)
Advertising and marketing	(552)	(74)	(626)	(419)	(174)	(593)
Consulting and professional services	(1,066)	(122)	(1,188)	(489)	(131)	(620)
IT and telecommunications	(72)	(4)	(76)	(287)	(4)	(291)
Occupancy	(167)	(7)	(174)	(270)	(37)	(307)
Travel and accommodation	(262)	(176)	(438)	(49)	(49)	(98)
Other expenses	(1,667)	(184)	(1,851)	(1,273)	(163)	(1,436)
Finance costs	(100)	-	(100)	(87)	-	(87)
Finance income	31	-	31	75	-	75
(Loss) before income tax	(241)	(572)	(813)	(2,878)	(1,297)	(4,175)
Income tax benefit	214	-	214	148	(54)	94
(Loss) for the year after income tax	(27)	(572)	(599)	(2,730)	(1,351)	(4,081)

Proforma EBITDA Calculation by Geographical Segment	AUS 2022 \$'000	USA 2022 \$'000	Total 2022 \$'000	AUS 2021 \$'000	USA 2021 \$'000	Total 2021 \$'000
(Loss) for the year before income tax	(241)	(572)	(813)	(2,878)	(1,297)	(4,175)
Add back finance costs	100	-	100	87	-	87
Less finance income	(31)	-	(31)	(75)	-	(75)
Add back depreciation	2,799	32	2,831	2,713	18	2,731
Add back amortisation	5,287	328	5,615	4,296	-	4,296
EBITDA	7,914	(212)	7,702	4,143	(1,279)	2,864
Less gain on sale of property	(2,813)	-	(2,813)	-	-	-
Add back share based payments	214	-	214	1,333	-	1,333
EBITDA (normalised)	5,315	(212)	5,103	5,476	(1,279)	4,197

STATEMENT OF FINANCIAL POSITION

	2022	2021
	\$'000	\$'000
Assets		
Current		
Cash and cash equivalents	14,144	16,553
Trade and other receivables	5,907	2,965
Contract assets	311	719
Current tax assets	-	262
Other assets	477	878
Total current assets	20,839	21,377
Non-current		
Property, plant and equipment	14,791	16,729
Intangibles	9,040	8,125
Total non-current assets	23,831	24,854
Total assets	44,670	46,231

	2022	2021
	\$'000	\$'000
Liabilities		
Current		
Trade and other payables	2,724	2,655
Contract liabilities	3,476	2,794
Current tax liabilities	159	-
Other financial liabilities	266	631
Lease liabilities	345	54
Employee benefits	1,890	1,601
Other liabilities	-	629
Total current liabilities	8,860	8,364
Non-current		
Other financial liabilities	622	2,437
Lease liabilities	1,684	518
Employee benefits	137	133
Deferred tax liabilities	366	82
Total non-current liabilities	2,809	3,170
Total liabilities	11,669	11,534
Net assets	33,001	34,697

	2022	2021
	\$'000	\$'000
Equity		
Equity attributable to owners of the parent:		
Share capital	32,892	32,892
Share based payment reserve	1,743	1,820
Other reserves	(10)	(92)
Retained earnings	(1,624)	(293)
Total attributable to owners of the parent	33,001	34,327
Non-controlling interest	-	370
Total equity	33,001	34,697

STATEMENT OF CASH FLOWS

	2022 \$'000	2021 \$'000
Operating activities		
Receipts from customers	25,629	23,887
Payments to suppliers and employees	(21,492)	(18,707)
Income taxes received / (paid)	919	(256)
Other revenue received	-	169
Interest received	31	75
Interest paid	(100)	(87)
Net cash generated from operating activities	4,987	5,081
Investing activities		
Payments for property, plant and equipment	(2,263)	(4,597)
Proceeds from disposal of property, plant and equipment	5,787	-
Payments for intangible assets	(6,530)	(5,849)
Payments for acquisitions ¹	(629)	-
Net cash used in investing activities	(3,635)	(10,446)

	2022 \$'000	2021 \$'000
Financing activities		
Repayment of borrowings	(2,180)	(286)
Repayment of lease liabilities	(147)	(8)
Return of capital	(370)	-
Dividends and distributions paid	(1,064)	(27)
Net cash used in financing activities	(3,761)	(321)
Net decrease in cash and cash equivalents	(2,409)	(5,686)
Cash and cash equivalents at the beginning of the period	16,553	22,239
Cash and cash equivalents at the end of the period	14,144	16,553

¹ Final payment for Spookfish acquisition.

APPENDIX 2 | COMPANY OVERVIEW

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Aerometrex 3D model in Unreal Engine
Ferry Building, San Francisco, USA

aerometrex

OUR CUSTOMER VALUE PROPOSITION

Plan & communicate with confidence

Our products meet high accuracy standards ensuring customers are confident in remote planning, quantitative assessment, AI application & decision making.

Derive smarter insights

Our range of imagery, LiDAR & 3D solutions offers customers the ability to integrate datasets & derive greater insights to solve critical business problems.

Save time & money

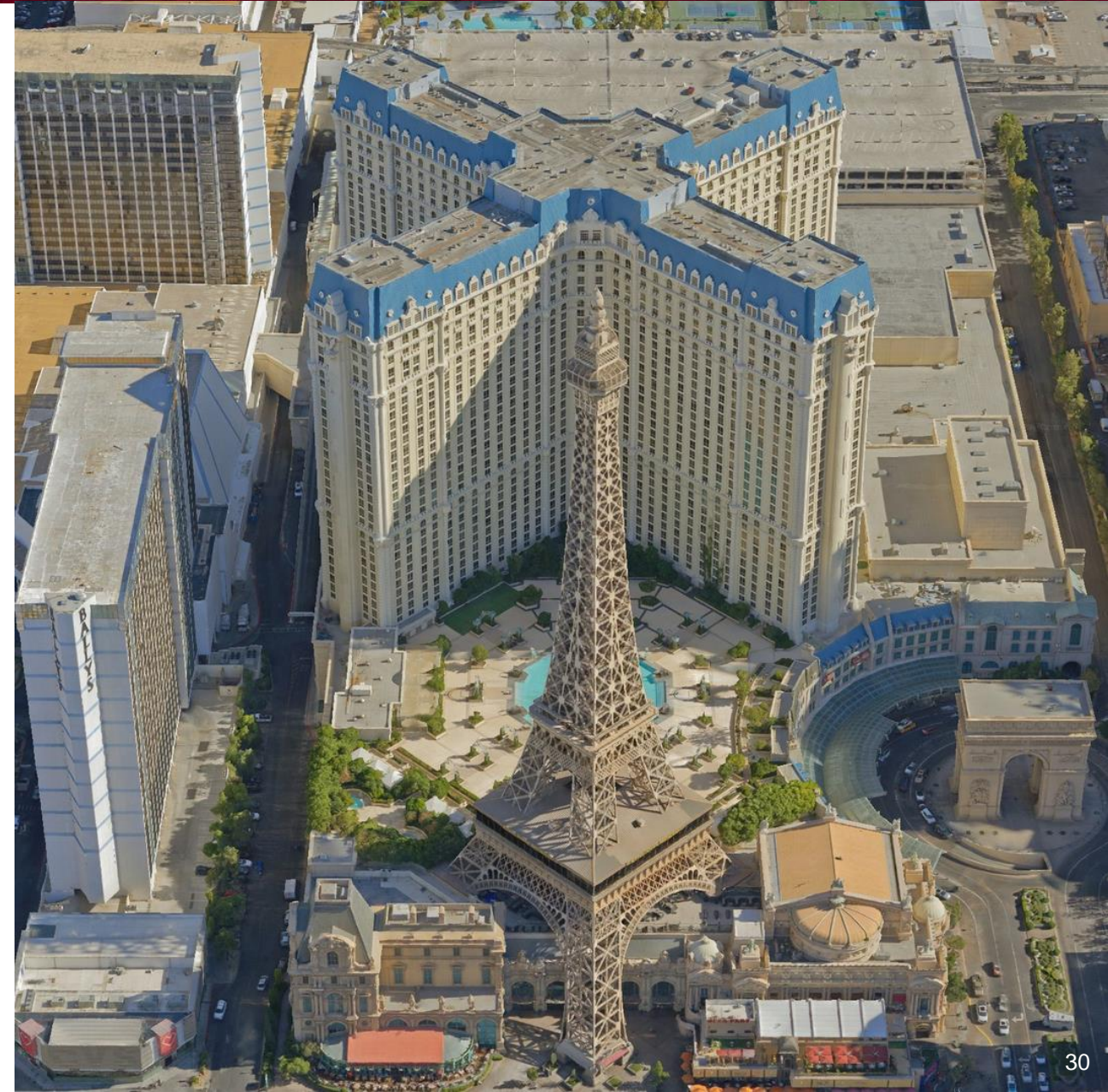
Remote surveys ensure that our customers are saving time & money by, reducing onsite inspections, & the risk of errors by planning early & simulating outcomes.

Monitor change with ease

With multi-year data archives across 2D, 3D & LiDAR, our customers can step back in time & assess critical change for planning & policy building.

Integrate seamlessly

Our solutions & data integrate with most industry-leading applications, ensuring customers require minimal change management efforts.



Aerometrex 3D Model
Paris Building, Las Vegas, USA

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BOARD
MEMBERS



MARK LINDH
Independent Non-Executive Director, Chair



PETER FOSTER
Independent Non-Executive Director



STEVE MASTERS
Managing Director and Chief Executive Officer



MATTHEW WHITE
Non-Executive Director



DONALD MCGURK
Independent Non-Executive Director



DAVID BYRNE
Executive Director and Chief Operating Officer

COMPANY
SECRETARY



KAITLIN SMITH

MetroMap is Aerometrex's product offering that supplies Data as a Service (DaaS) – both via subscription (aerial imagery), as well as off-the-shelf datasets (3D & LiDAR). MetroMap is the future of accurate geospatial data, accessible by everyone from large corporates & government departments to SMEs & individuals.

Major Use Cases

- Urban planning, asset management & community engagement by local councils
- Planning, building & maintenance of critical infrastructure
- Integrating accurate base maps with other business databases to aid operations
- Evaluating faster, & more accurately based on detailed risk assessment
- Showcasing property developments with visual imagery & data attributes
- Optimising telecommunication networks using updated 2D & 3D datasets
- Managing disaster planning & environmental change with accurate ground details

Key Products

- 3-band & 4-band aerial imagery subscription (MetroMap 2D)
- AI enabled feature layers (Building & Cadastre)
- Off-the-shelf 3D city models (MetroMap 3D)
- Off-the-shelf LiDAR derived Datasets (MetroMap LiDAR)



MetroMap offers accurate insights to a range of users, both in 2D as well as 3D. With measurement tools at their fingertips and the ability to showcase areas of interest in high resolution, remote working has become more powerful. The addition of data overlays means MetroMap is delivering insights that go beyond the conventional definition or role of maps.

Democratising the use of spatial information

- Flexible & scalable DaaS solution with on-demand features
- Simplified tools & seamless access that is platform agnostic
- Agile innovation to suit a variety of use cases
- Accessible through a wide partner network & their custom applications
- Expanding access to 3D & LiDAR data through off-the-shelf library

Deriving business insights from spatial data

- Enabling workflows & business reporting from spatial imagery & derived data
- Insights & solutions with added machine learning capabilities & AI-derived analytics
- Multi-source data integration for ease of visualisation & decision making



Our world-leading 3D solution offers digital replicas of real-world settings. Generated from aerial & ground imagery, these models offer extremely high accuracy & resolution making them great for both planning & visualisation. Data is available off-the-shelf (MetroMap 3D Store) for major urban locations or can be captured through custom projects.

Major Use Cases

- 3D Base Maps for digital twins & smart city projects
- Planning & monitoring of critical infrastructure projects
- Urban planning & assessment of new developments
- Digitisation of heritage buildings, conservation & tourism
- Context for virtual films, games & simulation environments
- Foundation for emerging metaverse solutions

Key Products

- 3D Mesh Models of urban, rural & natural environments
- 3D Semantic Level of Detail (LOD) Models
- Artificial intelligence & machine learning enabled value-added products such as Classified 3D mesh & feature capture
- 3D visualisation products for audio-visual, gaming, & virtual or augmented reality



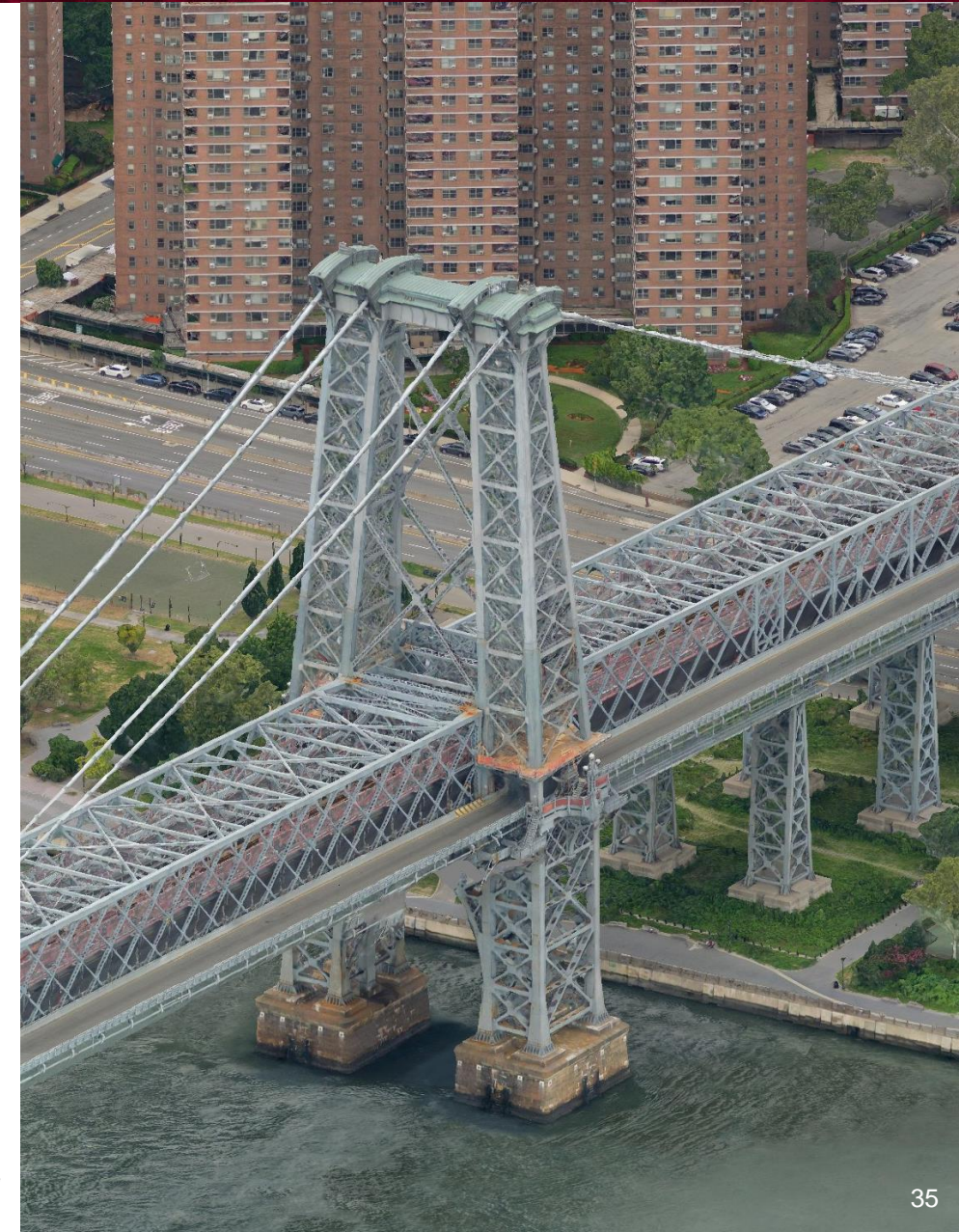
Aerometrex is recognised within the industry as leading suppliers for large-scale, high-resolution 3D data. We are constantly innovating to deliver the best 3D solutions for existing users & developing usable assets for new applications & industries.

World-leading data for planning...

- Perfect for strategic project management & monitoring
- Derived from highly accurate imagery, offering the confidence of precision
- Flexible format delivery enables cross-system integration
- Artificial intelligence & machine learning offer value-added solutions

...and for visualisation

- High-resolution data allows for near-real replicas of captured area
- Integrates with modern game engines opening data use to new markets
- From augmented & virtual reality to the metaverse (extended reality), offers real world context to a simulated environment
- Great for stakeholder engagement & visual communication



Aerometrex 3D Model
Manhattan Bridge, New York, USA

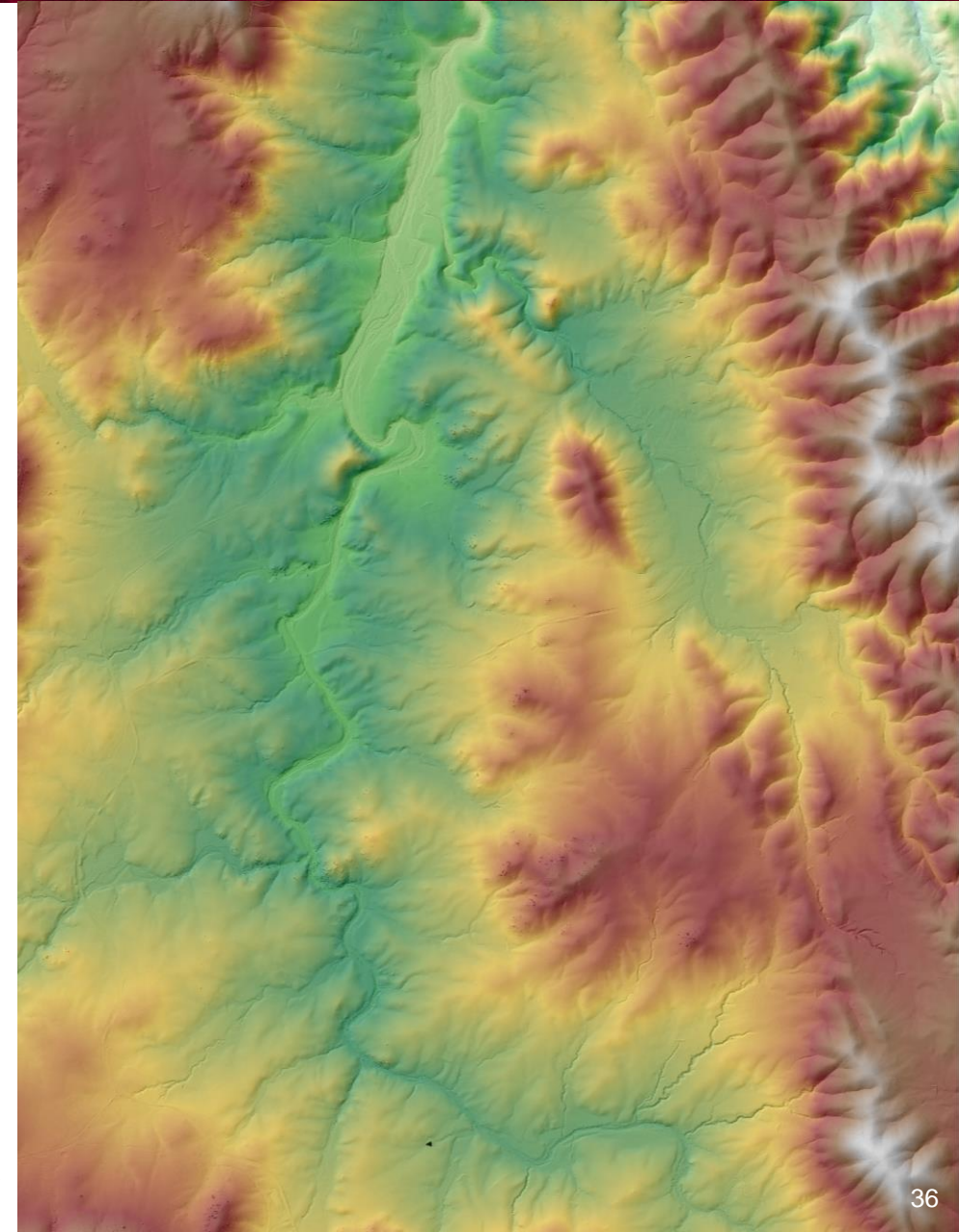
LiDAR (Light Detection and Ranging) technology & the information derived from it has become a critical asset for numerous planning & monitoring purposes, even more so when combined with imagery. Remote sensors acquire details of both the terrain & any above-ground features such as vegetation & infrastructure, with accuracy & resolution unparalleled by other airborne methods.

Major Use Cases

- Environmental mapping including flood modelling, catchment analysis, urban heat islands & bushfire fuel load mapping
- Stockpile analysis, windrow analysis for mining & exploration sites
- Engineering design across projects spanning transport, oil & gas, & renewables (wind & solar)
- Canopy growth & volume analysis across forestry & urban vegetation
- Vegetation encroachment mapping along powerlines

Key Products

- Point Clouds (Colourised / Classified)
- Elevation & Topography Data
- Vegetation Data
- Bushfire Fuel Load Data Suite



LiDAR offers businesses high-value return due to the number of derived spatial outputs that can be generated from a single survey. Our data is consistent & accurate making it comparable across a wide range of uses.

Tailored captures for specific end-use

- Ideal for mapping terrain & above-ground features such as vegetation & infrastructure
- Accuracy & resolution unparalleled by other airborne methods
- Capture specifications defined by customer use case & area of interest
- Data classification matched to customer application & budget

Increased cost-effectiveness & numerous benefits

- Multiple derived datasets & reports allow greater return from LiDAR captures
- Simultaneous aerial imagery captures allow derivation of greater business insights
- Off-the-shelf datasets allow for quick turnaround at an efficient cost



LiDAR-derived Tree Canopy Coverage Map
Adelaide, SA, Australia

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