

14/04/2021

## ASX Announcement (AMX)

# METROMAP RAPIDLY GROWING ARR AND ENTERPRISE SUBSCRIBERS

**MetroMap Annual Recurring Revenue (ARR) of \$4.26 million at 31 March 2021 (Q3 FY21)**

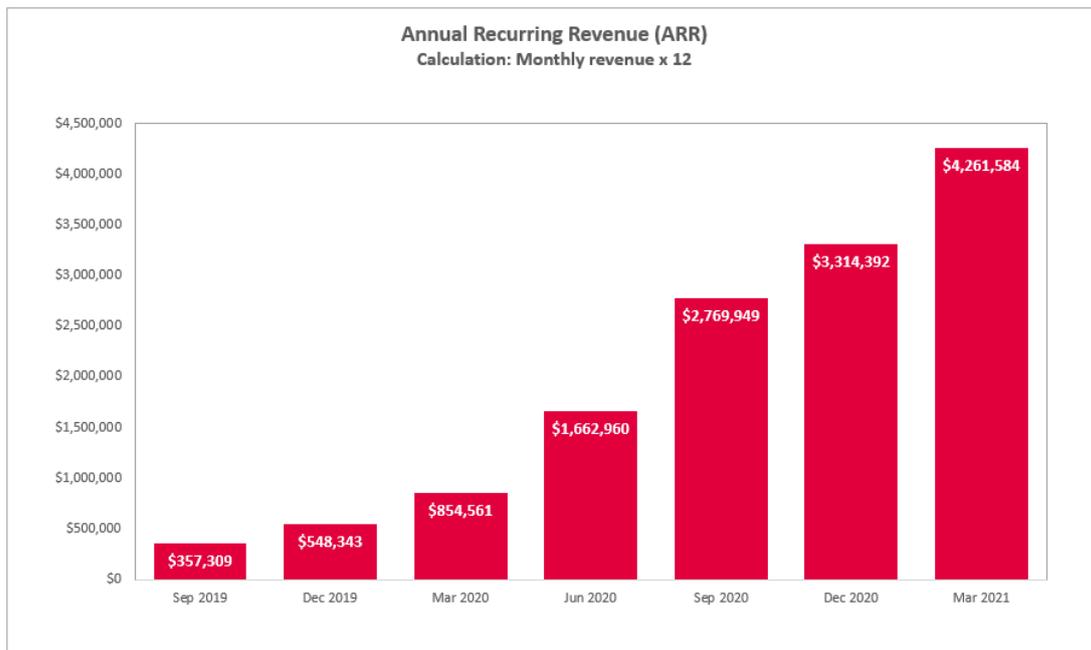
- **Up 398% on Q3 FY20**
- **Up 28% on Q2 FY21**

**New Enterprise customers continue to sign subscription plans**

Aerometrex Limited (ASX: AMX) is pleased to update the market in relation to progress with MetroMap.

MetroMap is Aerometrex's Data-As-A-Service (DAAS) aerial imagery subscription offering, which builds on the extensive experience and expertise of Aerometrex's long-standing project aerial imagery services. MetroMap provides subscribers with an Australia-wide archive of high-quality, accurate aerial imagery that is updated four times per annum for capital cities and annually for major regional and rural centres.

MetroMap Annual Recurring Revenue (ARR) has continued to grow strongly and stood at \$4.26 million at 31 March 2021 (Q3 FY21) – up 398% on Q3 FY20, and up 28% on Q2 FY21.





Since the start of this year new subscribers have included:

- Jemena (SGSP Assets Pty Ltd)
- Melbourne Water
- Victoria's North East Water
- Victorian Dept of Transport (VicRoads)
- Future Generation Joint Venture (Snowy 2.0 engineering project)
- SA Water
- SA Power Networks.

Aerometrex Managing Director Mark Deuter commented: "MetroMap has been our primary sales focus for the past 18 months and we are delighted to be rapidly gaining market share across such a wide variety of enterprise customers, from energy and water utilities, to Government agencies, insurance and major engineering clients. Many of these customers are new to Aerometrex and have been attracted to MetroMap's outstanding quality and utility to support their operations. In addition to the substantial growth in large corporations and government departments now subscribing to MetroMap, we are also seeing strong growth in SME business subscriptions.

The rapid growth in ARR reflects a fast growing acceptance of our MetroMap product in the market, and we are very pleased with its progress over the first 9 months of FY21. MetroMap provides substantial growth opportunities and a sustainable base of subscription revenues."

This release is approved by the Board of Directors of Aerometrex Limited.

- ENDS -

#### **ADDITIONAL INFORMATION**

For further information, contact as below:

Mark Deuter  
Managing Director  
P: +61 8 8362 9911

E: [investorrelations@aerometrex.com.au](mailto:investorrelations@aerometrex.com.au)

Justin Foord  
Investor Relations, Market Eye  
P: +61 402 600 691

E: [justin.foord@marketeye.com.au](mailto:justin.foord@marketeye.com.au)

W: <https://aerometrex.com.au/asx-announcements/>  
MetroMap: [www.metromap.com.au](http://www.metromap.com.au)

#### **ABOUT AEROMETREX**

Aerometrex Limited is a professional geospatial technology business specialising in aerial photography, photogrammetry, LiDAR, 3D modelling and aerial imagery subscription services.

The company listed on the ASX in December 2019 to raise capital to fund its growth. The company has a clear strategy to provide value to its shareholders by providing high-quality, accurate aerial imagery and LiDAR products to a growing client base.

Aerometrex's MetroMap subscription product offering provides a diverse user base with high-quality, accurate, current aerial imagery across Australia at very high resolution.

AMX has strong Board and Executive teams, with a combined staff experience in the industry of 930 years total.

For personal use only

