



 aerometrex

# 1H25 RESULTS PRESENTATION

28 FEBRUARY 2025



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# 1H25 RESULTS OVERVIEW

# 01

# 1H25 SNAPSHOT

Operating revenue down \$0.5m to \$11.51m led by solid ongoing growth in MetroMap subscription offset by softer LiDAR revenue

Operating  
Revenue

**\$11.51m**

(1H24: \$12.01m)

EBITDA

**\$1.05m**

(1H24: \$0.79m)

Cash Flow From  
Operations

**\$0.65m**

(1H24: \$3.84m)

Cash  
Balance

**\$5.04m**

(June 2024: \$8.31m)

MetroMap Revenue

**\$5.61m**

(1H24: \$4.43m)

LiDAR Revenue

**\$5.24m**

(1H24: \$7.18m)

3D Revenue

**\$0.67m**

(1H24: \$0.40m)

Annual Contract  
Revenue (ACV)  
(as at 31 December 2024)

**\$9.33m**

(June 2024: \$9.36m)



# 1H25 HIGHLIGHTS

Record MetroMap subscription revenue up 14.8%

## Revenue

Record MetroMap subscription revenue of \$4.72m - up 14.8%

Total MetroMap revenue of \$5.61m – up 26.6%

LiDAR revenue of \$5.24m - down 27.0%

3D revenue of \$0.67m – up 67.5%

Total revenue of \$11.51m - down 4.2%

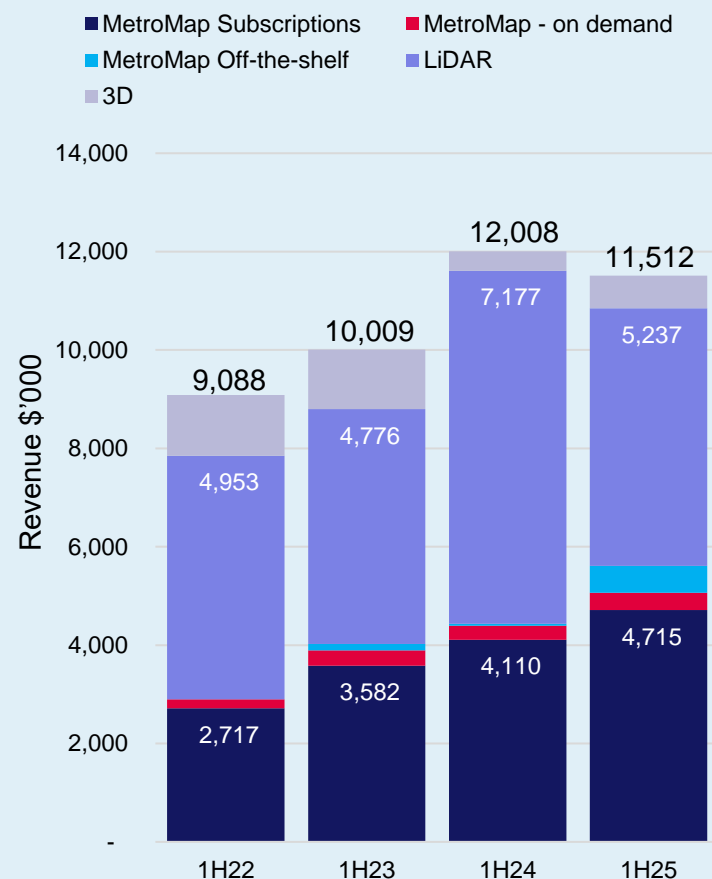
## Enhancing MetroMap Outcomes

Strong momentum built in capture program

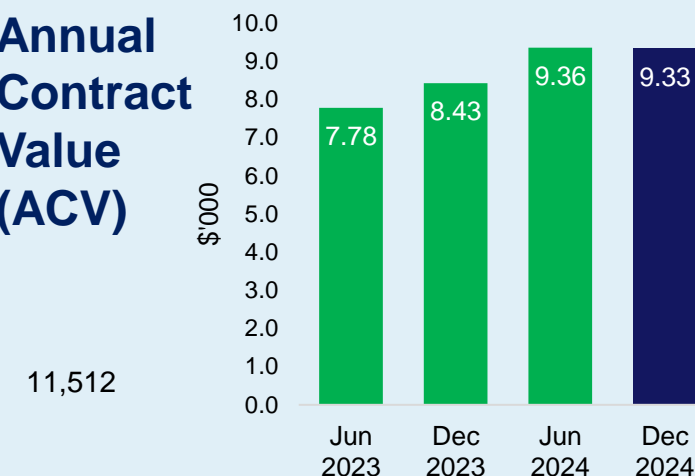
Ongoing development of MetroMap product & tools

Program Partner model growing through targeted industry market segments

## Operating revenue



## Annual Contract Value (ACV)



## Subsequent Events

Robert Veitch appointed Acting CEO

Strategic Review has commenced

Ongoing cost reduction initiatives & value enhancement activities in progress

# FINANCIAL RESULTS OVERVIEW

## Growth in MetroMap & 3D revenue offset by softer LiDAR outcome

Group revenue of \$11.51m down \$0.50m on PCP

Record first half revenue outcome for MetroMap subscription revenue up 14.8%

LiDAR market softness in late 1H contributed to revenue down \$1.94m on PCP

EBITDA up 33.2% on PCP to \$1.05m

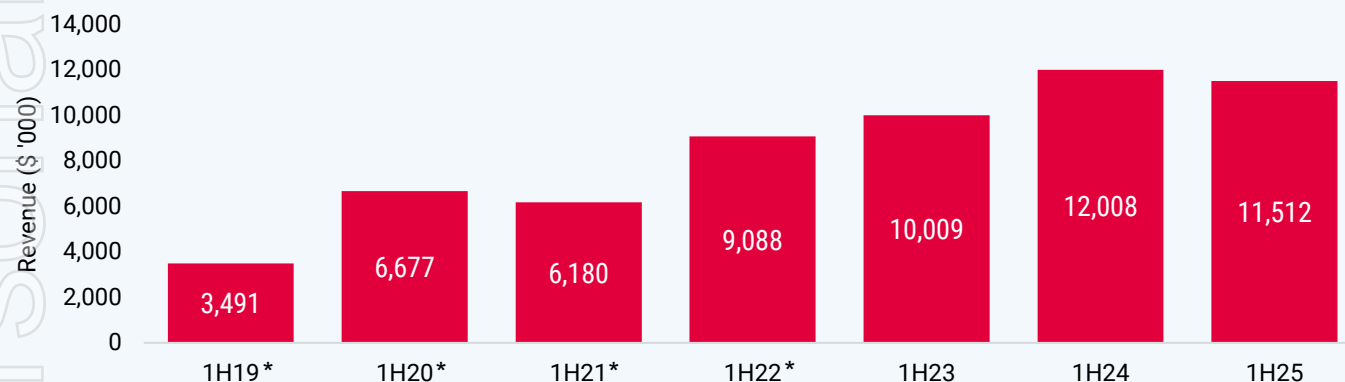
## Cost & revenue optimisation activities underway

Continued focus on transition to scalable subscription-based business, including targeted sales activities

Ongoing focus on cost optimisation, including future organisational options

Available liquidity of \$6.94m being \$5.04m in available cash plus \$1.9m in undrawn debt facilities

## Group Operating Revenue



	1H25 \$'000	1H24 \$'000	Change v PCP \$'000	Change v PCP %
<b>Subscription revenue</b>				
MetroMap	4,715	4,110	605	14.7%
<b>Subscription revenue</b>	<b>4,715</b>	<b>4,110</b>	<b>605</b>	<b>14.7%</b>
<b>Off-the-shelf dataset revenue</b>				
3D	87	51	36	70.6%
LiDAR	2	33	(31)	-93.9%
MetroMap	103	11	92	836.4%
MetroMap Insights	439	26	413	1588.5%
<b>Off-the-shelf dataset revenue</b>	<b>631</b>	<b>121</b>	<b>510</b>	<b>421.5%</b>
<b>Project revenue</b>				
3D	579	349	230	65.9%
LiDAR	5,235	7,144	(1,909)	-26.7%
MetroMap - on demand	352	284	68	23.9%
<b>Project revenue</b>	<b>6,166</b>	<b>7,777</b>	<b>(1,611)</b>	<b>-20.7%</b>
<b>Total revenue from customers</b>	<b>11,512</b>	<b>12,008</b>	<b>(496)</b>	<b>-4.1%</b>
<b>EBITDA</b>				
	1,052	790	262	33.2%
<b>Cash flow</b>				
Cash flow from operating activities	647	3,839	(3,192)	-83.1%
Cash used in investing activities	(2,007)	(4,138)	2,131	-51.5%
Free cash flow	(1,360)	(299)	(1,061)	354.8%
<b>Financial position</b>				
Cash and cash equivalents	5,043	10,215	(5,172)	-50.6%

<sup>1</sup>Underlying revenue is Total revenue from customers excluding off-the-shelf datasets.

# METROMAP 1H25 OUTCOMES

## Record 1H statutory revenue<sup>1</sup> result

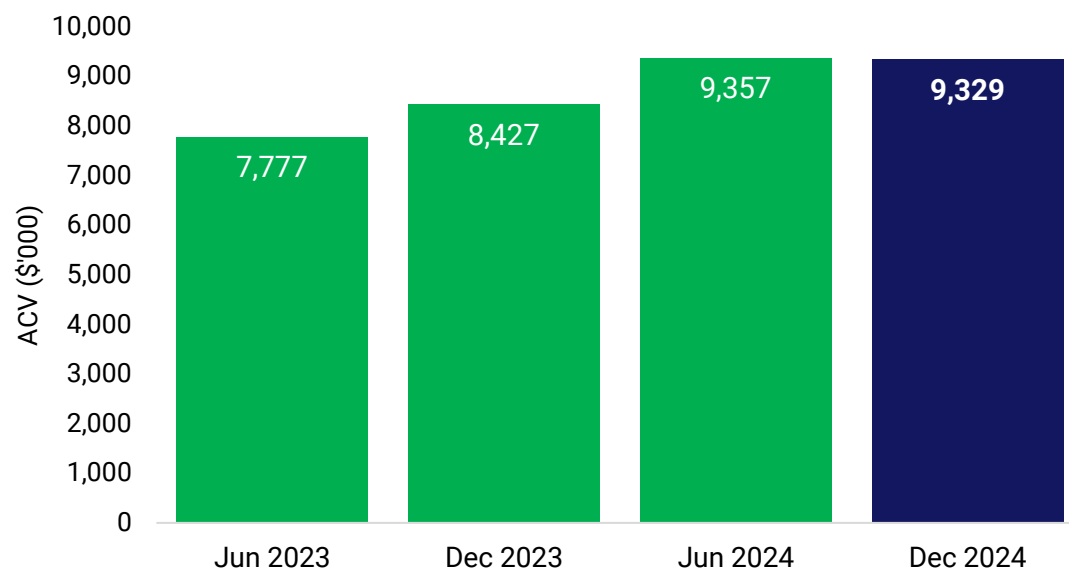
FROM

**\$4.43m**

TO A RECORD

**↑ \$5.61m**

### Annual Contract Value (ACV)



Subscription statutory revenue up 14.8%, increasing from:

**\$4.11m to \$4.72m**

Slight decline in ACV due to some customer churn offset by new acquisitions, growth from existing customers and partnership program

Minimum revenue threshold triggered for Landchecker will achieve additional revenue upside

Substantial dataset archive value of \$34m underpins revenue growth opportunities

# LiDAR 1H25 OUTCOMES

## Revenue down due to softer market driving lower margins

FROM

**\$7.18m**

TO



**\$5.24m**

Changing customer requirements and delays contributed to softer revenue in 1H25



**\$0.85m**

Awarded contract for agricultural digital twins & carbon project

## 2H25 Outlook

Cautiously optimistic given large organisations have deferred projects into 2H25

State & Federal Government tender processes are being carefully watched regarding assumed timeframes – election outcomes being monitored

Adopt an ongoing agile & tactical approach to respond to market conditions



# GLOBAL 3D 1H25 OUTCOMES

## Revenue up 67.5%

FROM

**\$0.40m**

TO

 **\$0.67m**

**Key projects awarded  
associated with  
environmental change  
detection & local  
government urban  
planning**



**Government of South Australia**

Department for Environment  
and Water

**\$0.68m**

Awarded contract for Adelaide Metro  
Coastal Sand Monitoring Program

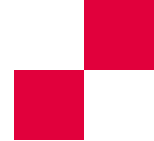


High-resolution 3D  
model created for NBC  
of the Rockefeller  
Center in New York  
debuted as part of the  
'anchor desk' backdrop  
for the US election  
coverage in November  
2024

**ACTING  
CEO APPOINTMENT**

**02**

# ACTING CEO APPOINTMENT



## Robert Veitch appointed on 18 February 2025

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Joined Aerometrex as General Manager MetroMap in Sep 2024

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30 years of leadership experience building high performance teams in digital innovation & technology

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Deep experience in relevant technologies (e.g.: 3D technology, visualisation, simulation, generative AI, scanning, LiDAR, camera, radar and mapping) & customer centric activities

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Former founder & CEO of Delineate, working with hundreds of companies in many industries including Google & Tesla

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# STRATEGIC PRIORITIES: VALUE OPTIMISATION

# 03



# OPERATIONAL PRIORITIES TO DRIVE SCALE

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**

# ONGOING ASSESSMENT OF VALUE CREATION OPTIONS



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

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

Annualised costs of ~\$1m removed since December 2024

Strategic review announced February 2025

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Various post-COVID-19 business improvement initiatives are now completed or well advanced

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ASX small-cap markets have remained challenging, with geospatial companies experiencing depressed share prices

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Aerometrex continues to assess potential strategic opportunities to realise shareholder value

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# RESPONDING TO CURRENT ECONOMIC CONDITIONS

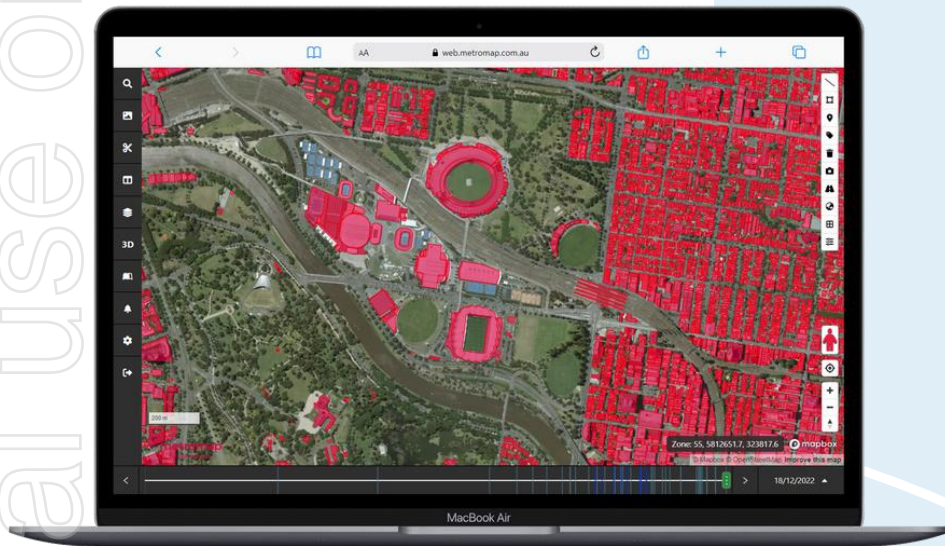
## Plans in place to further optimise cost structure

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

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

Customer strategies & tactics continue to be refined in response to current market conditions

Cost optimisation activities are underway, including headcount reductions, reducing discretionary costs & review of alternative operating structures

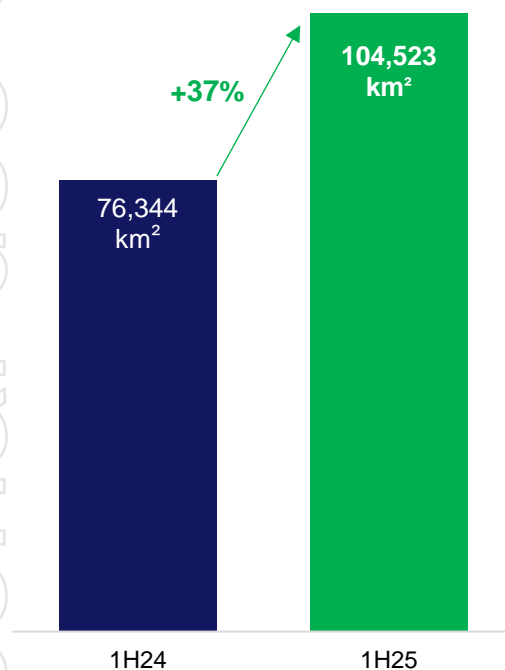


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# STRATEGIC PRIORITIES: METROMAP 04

# METROMAP ENHANCEMENTS

Capture Coverage

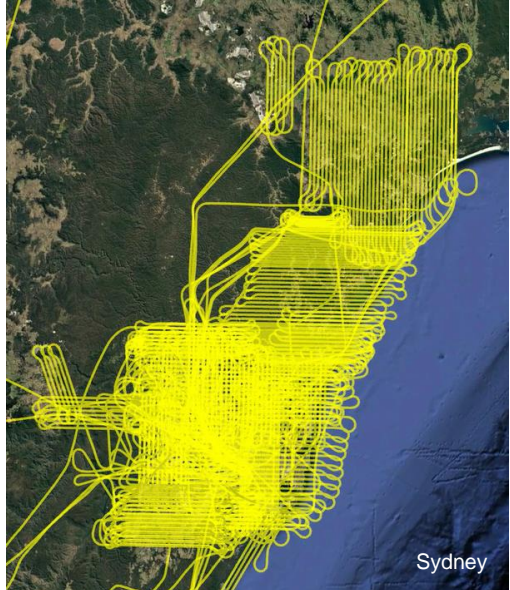
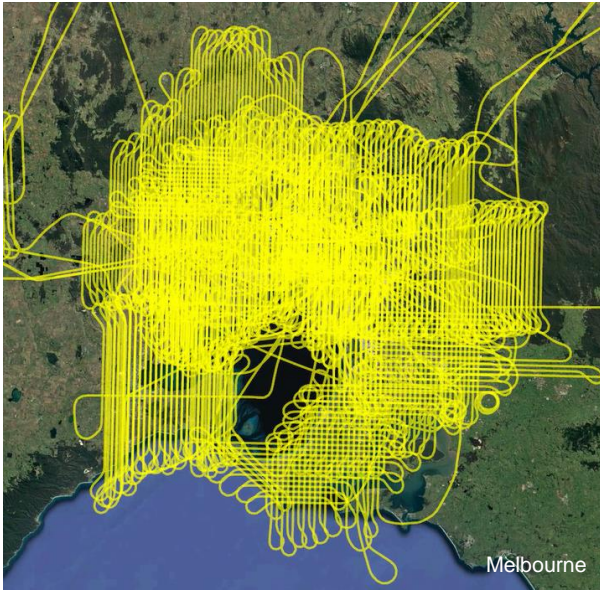
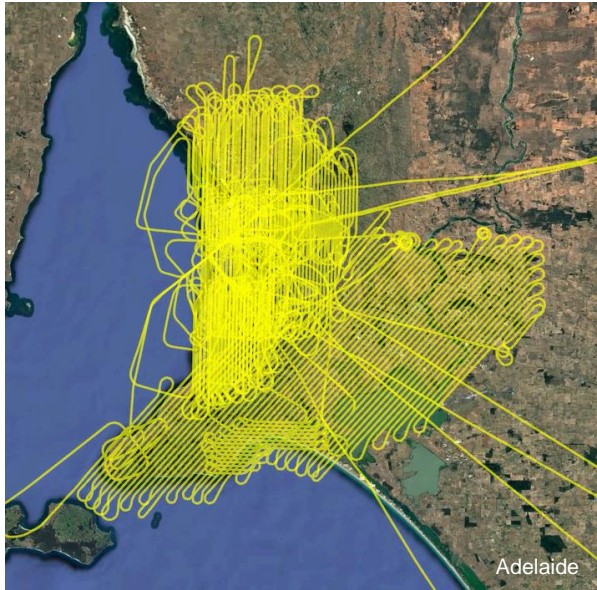
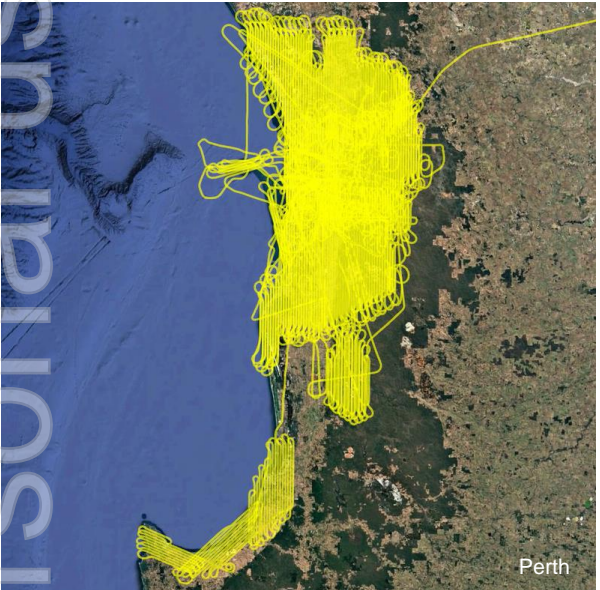
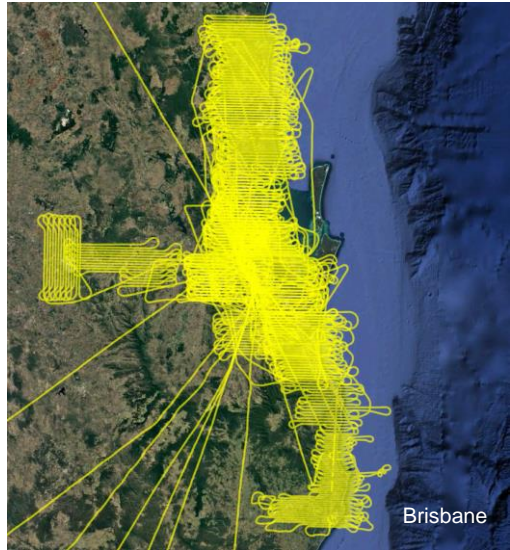
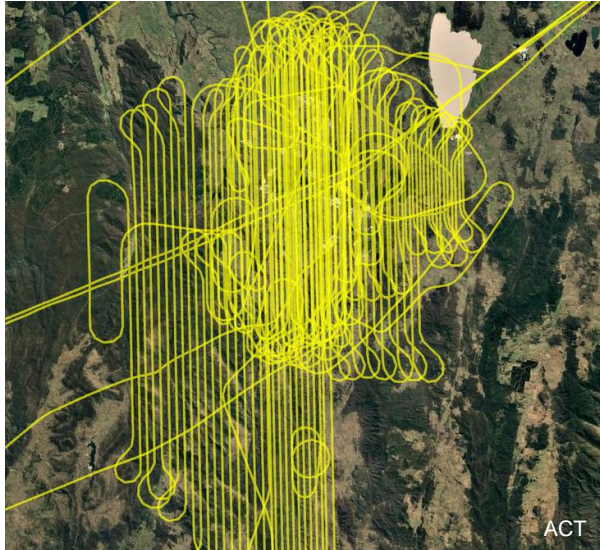
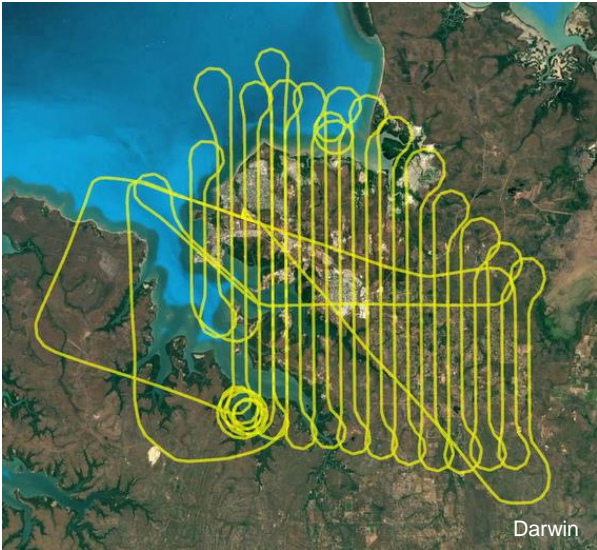
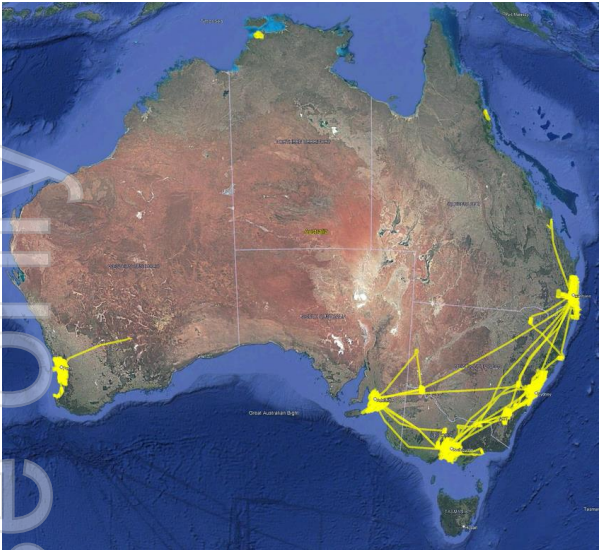


## Enhancing MetroMap For Customers

- ✓ Ongoing development of the MetroMap platform roadmap to develop new products & tools
- ✓ Improvements to capture program gained during 1H25
- ✓ MetroMap on-demand opportunities undertaken to meet specific customer requirements
- ✓ Continual refinement of the commercial offering (price, data & other terms) to positively differentiate MetroMap



# METROMAP CITY CAPTURE COVERAGE - 1H25





# COMPANY INFORMATION

# 04



# 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

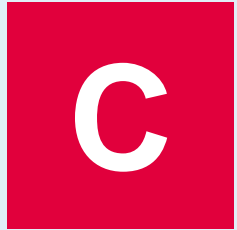
*Are perfectly 'CLEAR'*



Image: LiDAR derived digital height model of GMHBA Stadium, South Geelong, Victoria

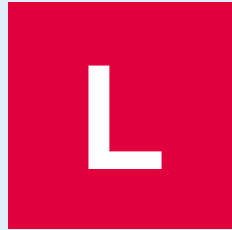


# OUR VALUES ARE 'CLEAR'



## **C**uriosity

Asking the  
'how can we' &  
challenging the  
'we can't'



## **L**eadership

Driven to  
succeed,  
trusted to  
deliver



## **E**mpowering

Employees,  
customers &  
industries



## **A**ccountability

As a company,  
team & team  
member



## **R**espect

All people & our  
environment

# WIDE RANGING CUSTOMER SOLUTIONS

## KEY PRODUCTS LINES

### 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

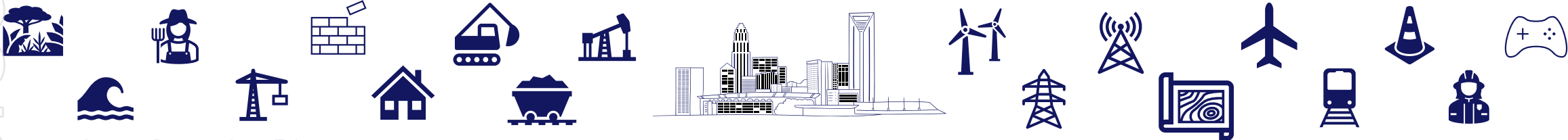
Project planning

Environmental  
monitoring

Change detection

Spatial insights

## NUMEROUS INDUSTRY APPLICATIONS



# CORPORATE PROFILE

## Capital Structure

(23 February 2025)

ASX Code

**AMX**

Shares on issue

**94.99m**

Share Price

**\$0.27/sh**

Market  
Capitalisation

**\$25.6m**

Cash and  
equivalents<sup>1</sup>

**\$5.04m**

1. As at 31 December 2024

## Board of Directors & Key Management



**Mark Lindh**  
Independent Non-Executive  
Director, Chair



**Peter Foster**  
Independent Non-Executive  
Director



**Robert Veitch**  
Acting  
Chief Executive Officer

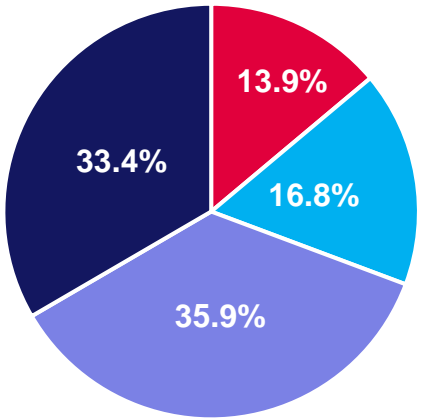


**Matthew White**  
Non-Executive Director



**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

**Robert Veitch**  
Acting Chief Executive Officer

**Chris Mahar**  
Chief Financial Officer

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**28 FEBRUARY 2025**

This presentation has been approved by the Board of Aerometrex