

aerometrex

ANNUAL GENERAL MEETING PRESENTATION

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FY26 SNAPSHOT

Record revenue, accelerating subscription growth and strong earnings momentum

Operating Revenue

$26.84m

(FY25: $23.90m)

EBITDA

$7.68m

(FY25: $3.46m)

Cash Flow from Operations

$8.21m

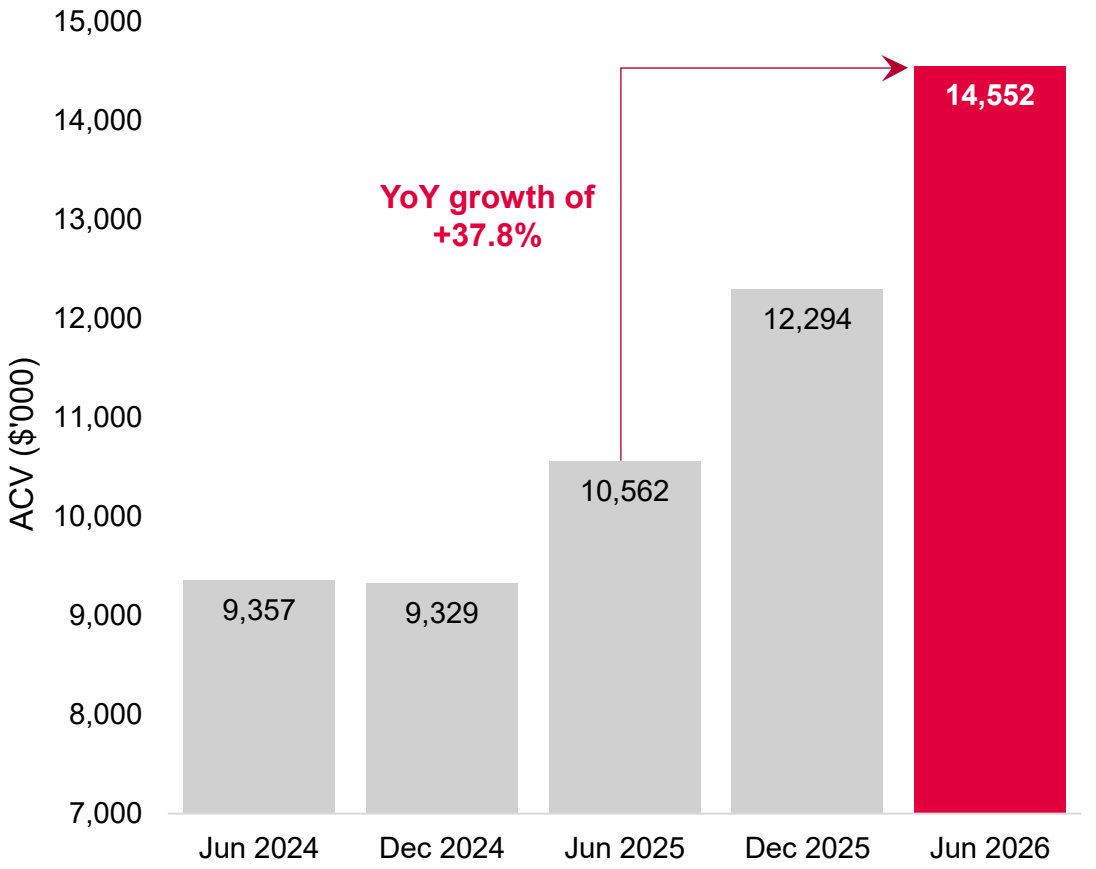
(FY25: $2.28m)

Cash Balance

$3.56m

(FY25: $3.88m)

Annual Contract Value (ACV)



FINANCIAL RESULTS OVERVIEW

FY26 key financial results included:

$ millions	FY26	FY25	Change %
Group Revenue	**26.84**	23.90	12.3% ↑
MetroMap Subscription Revenue	**12.17**	9.57	27.2% ↑
MetroMap Annual Contract Value (ACV)	**14.55**	10.56	37.8% ↑
EBITDA	**7.68**	3.46	122.3% ↑
Net loss after tax	**(2.90)**	(6.57)	55.8% ↑
Cash	**3.56**	3.88	(8.2%) ↓
Free cash flow[1]	**4.22**	(1.00)	521.7% ↑
Free cash flow (after lease payments)	**0.87**	(3.28)	126.5% ↑

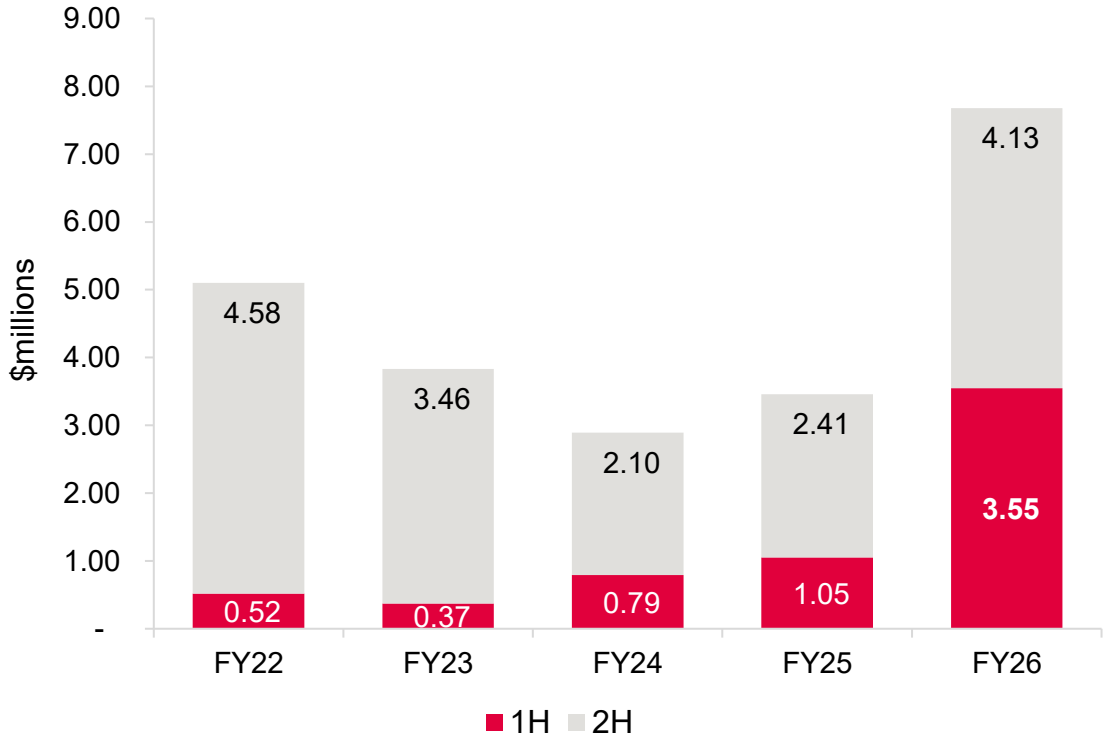
[1] Free cash flow = Operating cash flows – Investing cash flows

EARNINGS LEVERAGE

Revenue growth translating into materially improved earnings

- EBITDA of $7.68m, up 122.3%
- EBITDA margin expansion driven by:
  - Improved revenue
  - Cost discipline
  - Subscription scale
  - Improved utilisation

EBITDA



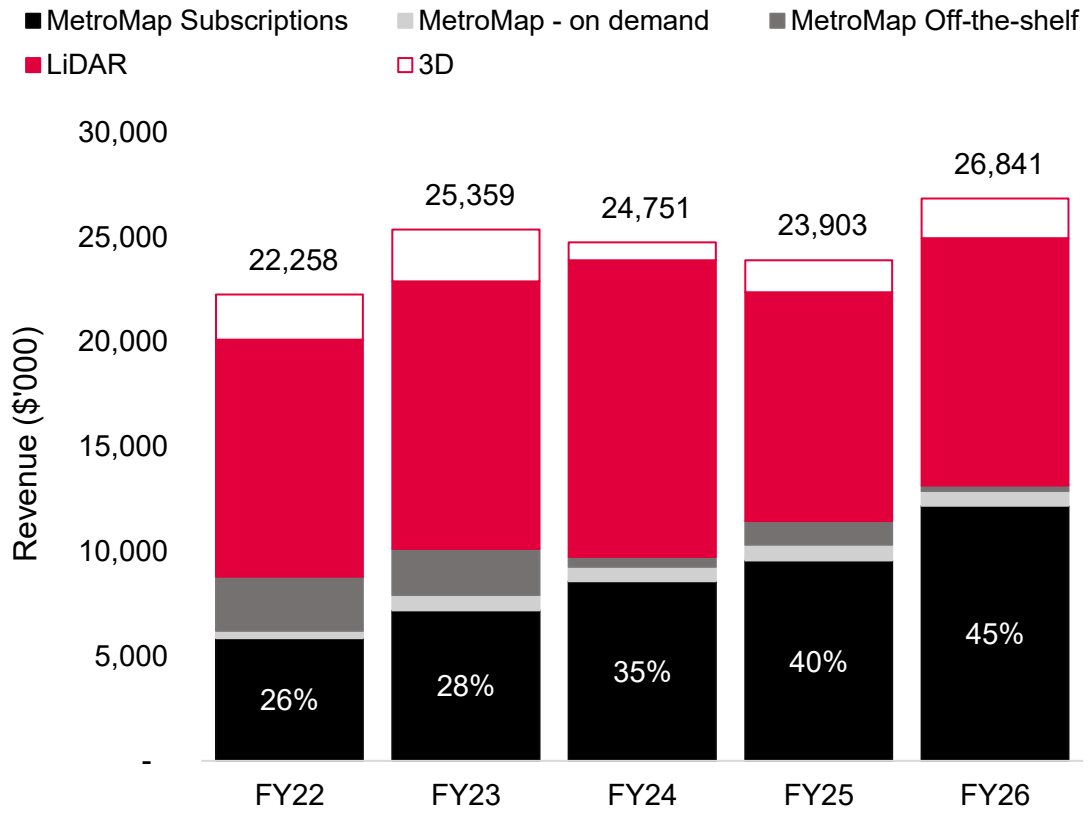
FY26 REVENUE GROWTH & QUALITY

Shift toward higher-quality, recurring subscription revenue continues

Revenue

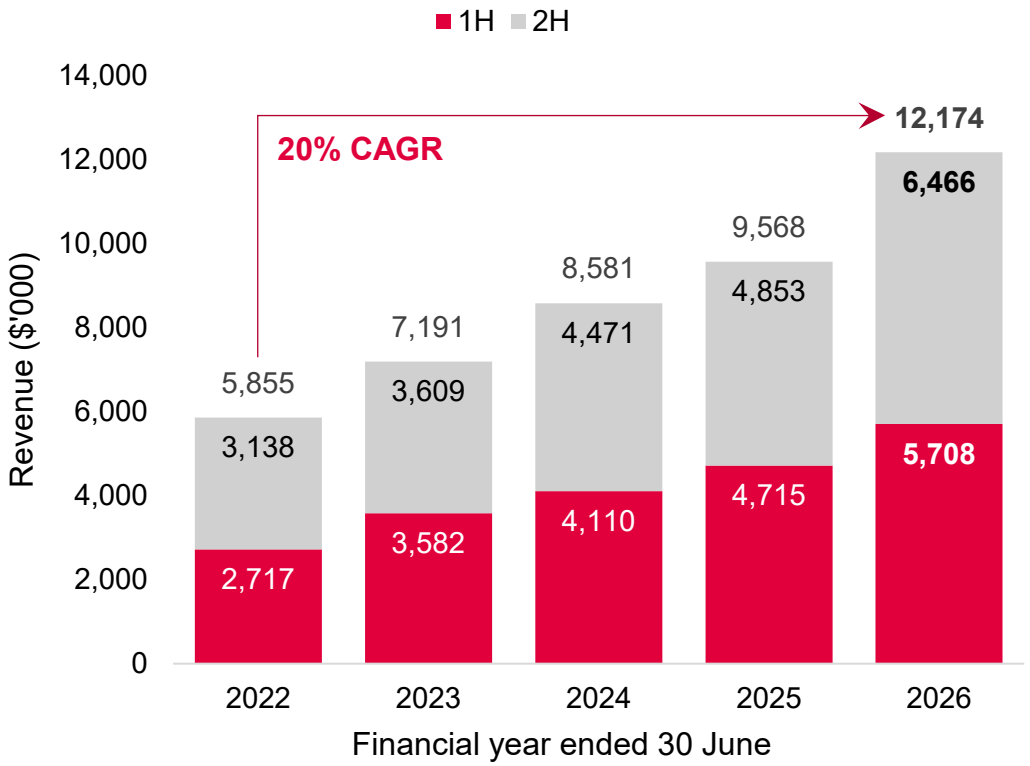
- Total revenue growth across subscriptions, LiDAR and Off-the-shelf dataset sales
- Subscription revenue of $12.2m now represents a growing proportion of total revenue
- Continued migration from one-off sales to recurring contracts improves predictability
- Revenue mix increasingly aligned with a SaaS / DaaS operating model

Revenue composition shifting towards MetroMap

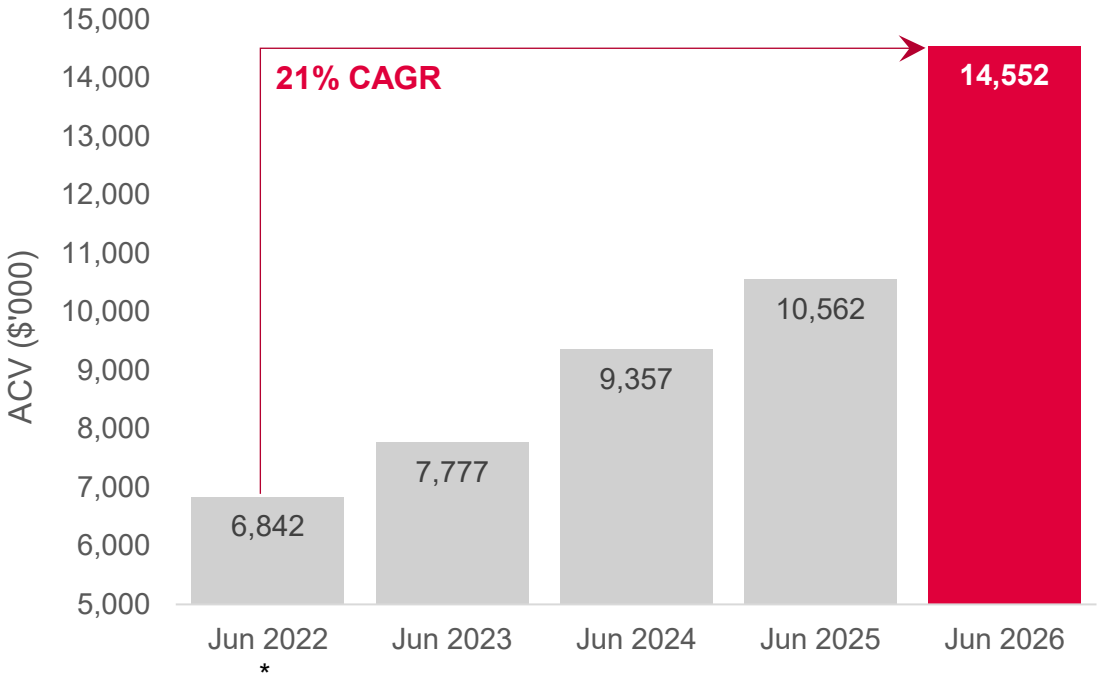


METROMAP FY26 OUTCOMES

MetroMap Subscription Revenue



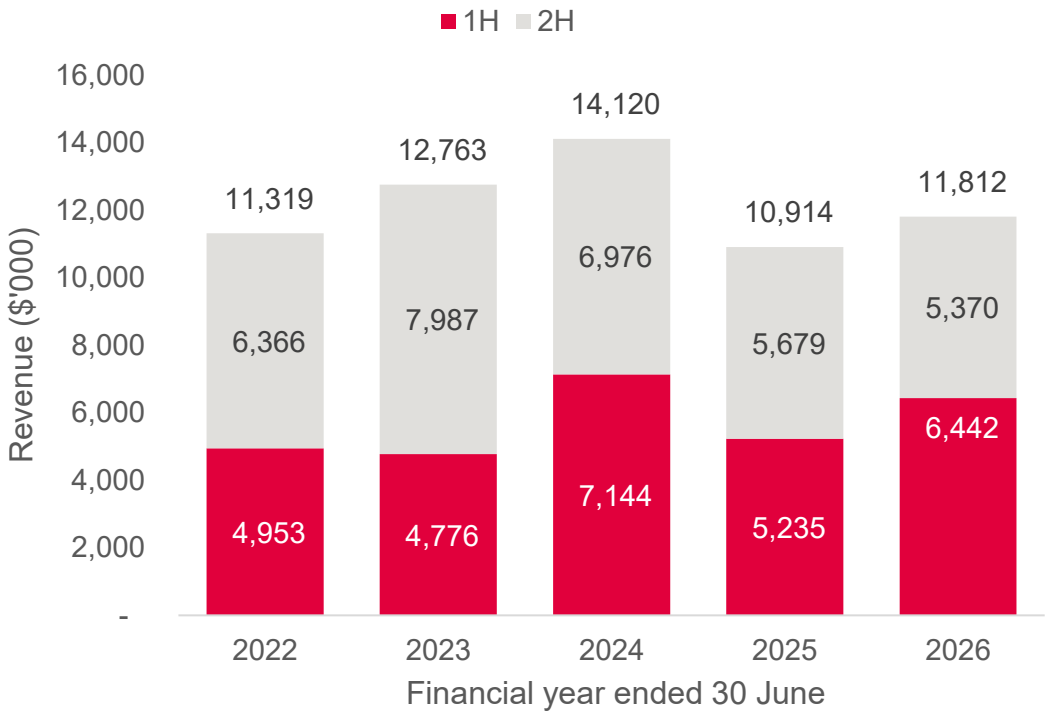
Annual Contract Value (ACV)



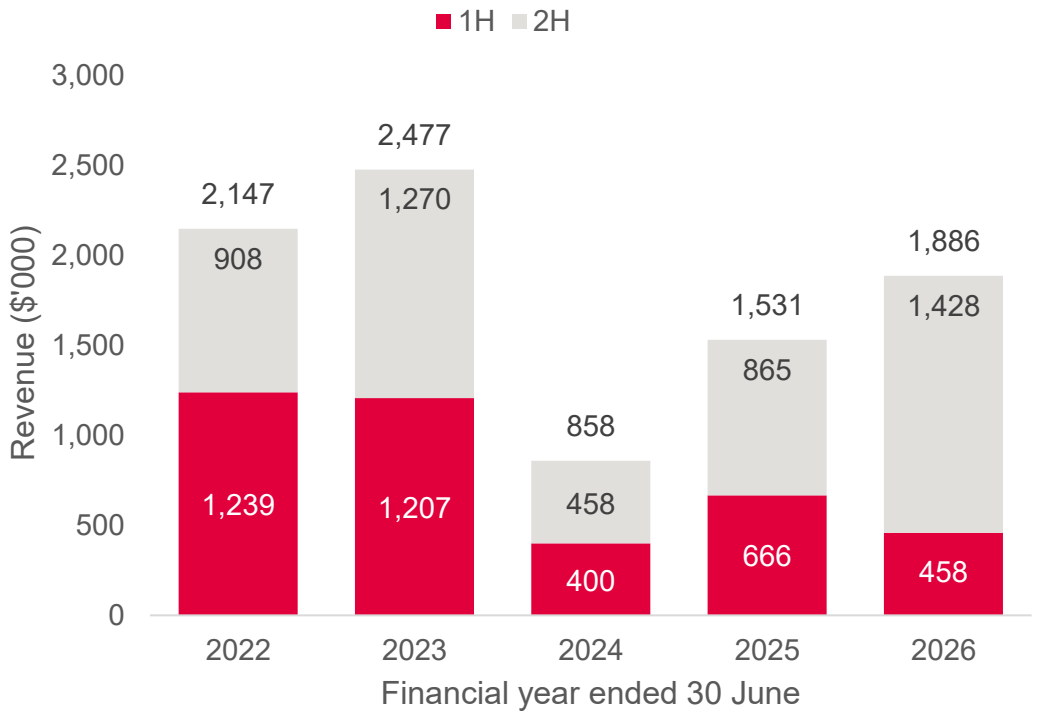
* Annual Recurring Revenue (ARR)

PROJECT REVENUE

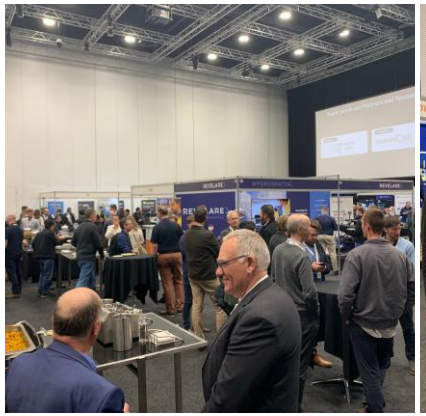
LiDAR Revenue



3D Revenue



EVENTS

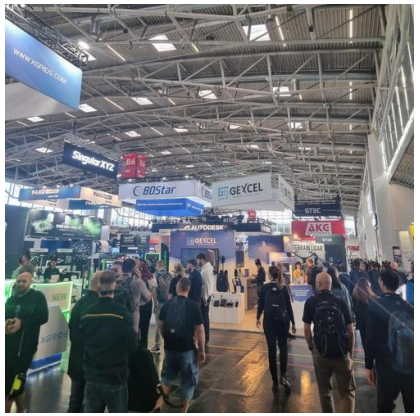




SPATIAL INFORMATION DAY

ADELAIDE

AUGUST 2026





INTERGEO

MUNICH

AUGUST 2026

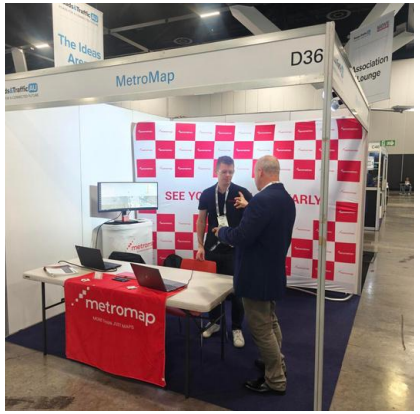




AIMS CONFERENCE

SYDNEY

SEPTEMBER 2026





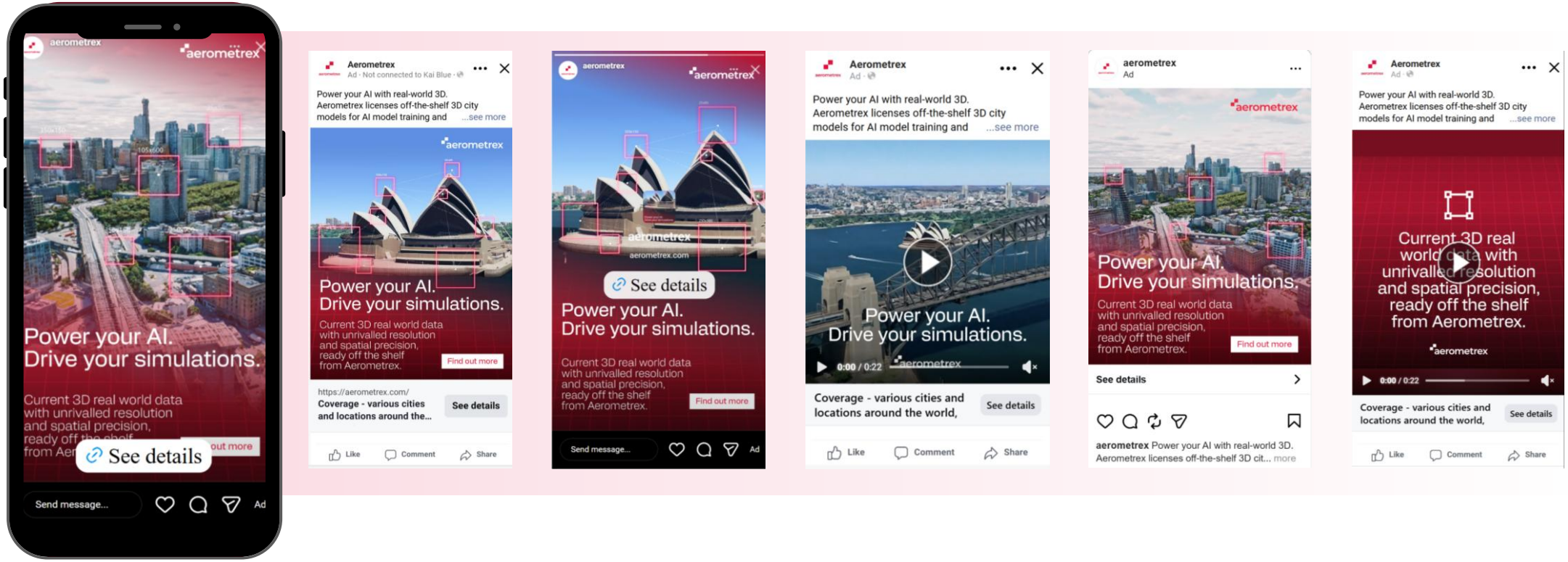
ROADS & TRAFFIC

SYDNEY

OCTOBER 2026

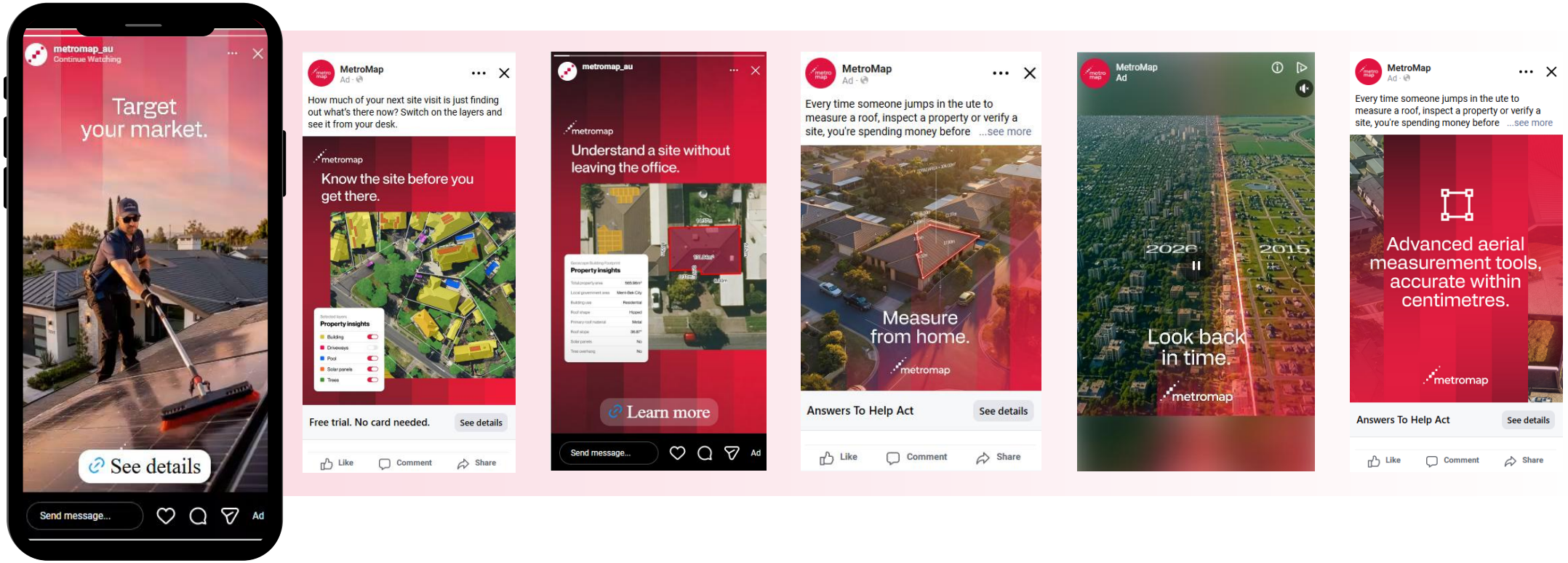
3D ADVERTISING

Promoting Aerometrex 3D datasets to a US market, targeting AI innovators.



METROMAP ADVERTISING

Targeting key MetroMap verticals and showing in-platform use cases.



RADIO BRAND AWARENESS CAMPAIGN

MetroMap's first national brand campaign, six weeks across April–May 2026

Audience Reach

1.87m

listeners reached via 2GB (Sydney) and Triple M (Melbourne)

Website Traffic

+11.7%

NSW and VIC website visits over the campaign period

Free Trials

+45%

NSW and VIC free-trial sign-ups over the campaign period

Early commercial indicators

- Lead generation was cost-efficient over the campaign
- NSW and VIC led all states in online purchases
- The results support continued investment in brand-building.



PLAY ▷

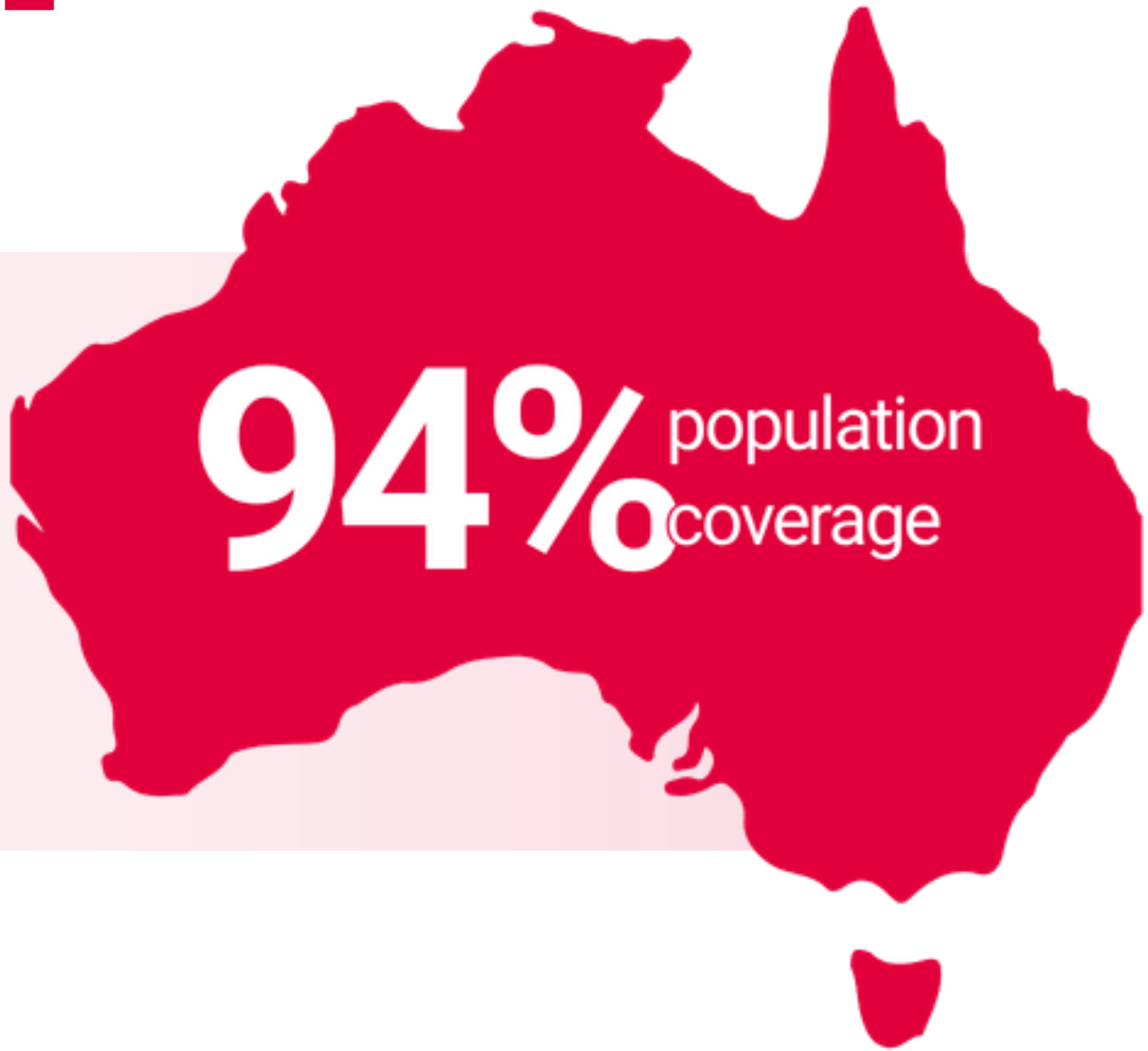
MetroMap 30 Second Advertisement Sample

Website traffic and free-trial growth relate to NSW and VIC over the six-week campaign period.

AEROMETREX INNOVATION VIDEO

METROMAP COVERAGE

- Increased capture frequency, *including Sydney up to 6x a year.*
- Geelong capture frequency doubled.
- Multiple regional areas added or extended in agreement with Victorian State Government.



NEW CUSTOMER CATEGORY: AI INNOVATORS

"In a gold rush, do you want to be searching for gold or selling shovels?"

Who they are

AI and simulation companies training models that need to understand the real world: autonomous systems, digital twins.

Early proof

Two off-the-shelf licences in June 2026: Zeromatter (3D models) and Neara (LiDAR), A$1.07M combined.

Why Aerometrex

Data volume, accuracy, quality and breadth across Australia, NZ and the US, already captured and ready to license.

The opportunity: license the archive we already own, again and again, as the foundation data partner for AI model training.

PEOPLE



Adam Koch
CHIEF OPERATING OFFICER

David Di Blasio
CHIEF FINANCIAL OFFICER





aerometrex

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This presentation has been approved by the Board of Aerometrex