

23 July 2025

## **ASX Announcement (AMX)**

### **Aerometrex Completes Strategic Review: Unlocks Growth, Cuts Costs**

Adelaide July 2025 – Aerometrex (ASX: AMX) is pleased to announce the completion of its Strategic Review as announced 24 February 2025, delivering immediate financial and operational gains while setting the stage for accelerated growth in FY26.

Led by Acting CEO Robert Veitch, the review focused on unlocking the underlying value of Aerometrex’s three core business divisions, optimising operations, and aligning the organisation for scale and profitability. The review was supported by the Board and Executive Team and conducted over the past five months with a clear focus on execution.

#### **Key Outcomes of the Strategic Review:**

- **\$2 million in Cost Reductions:** Significant cost optimisation measures implemented to streamline operations and boost margins.
- **Data Monetisation Underway:** Initiatives to monetise Aerometrex’s vast imagery, 3D, and LiDAR database are already generating returns, including a \$422,000 sale in June to NSW Spatial Services.
- **Smarter Aviation Asset Utilisation:** MetroMap imagery is now being captured using LiDAR aircraft, enabling efficient dual-purpose missions and the creation of new LiDAR datasets, now available as “off-the-shelf” products.
- **Sales Acceleration:** Appointment of industry veteran and former Nearmap sales leader John Beresford as Head of Sales, alongside investment in other sales talent and mentoring.
- **Corporate Development:** Several strategic corporate approaches remain under active assessment locally and abroad. The Company will update the market as these opportunities progress and materialise.
- **One Aerometrex Operating Model:** Organisational restructure implemented to break down silos, align business units, and drive collaboration under a unified vision.
- **Recurring Revenue Focus:** Laser focus on building annual contract value (ACV), resulting in over \$1.2 million in new ACV added in H2 FY25.

- **Brand & Investor Engagement:** Increased marketing and investor relations activity to elevate brand awareness and enhance shareholder communications.

“This review was about action, not analysis. We’ve delivered real results—reduced costs, monetised assets, strengthened leadership, and laid a clear path to sustainable growth,” said Acting CEO Robert Veitch, “Aerometrex is now leaner, faster, and laser-focused on delivering value.”

### **Positioned for Growth**

With a strong and growing sales pipeline, optimised cost base, and enhanced recurring revenue model, Aerometrex is now firmly positioned for growth into FY26. The Company will continue to update the market on developments from its ongoing corporate initiatives and commercial wins.

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

- ENDS -

### **ADDITIONAL INFORMATION**

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### **About Aerometrex Limited**

Aerometrex is a trusted and leading geospatial tech company specialising in providing geospatial solutions & insights for our customers. Our key products - MetroMap, LiDAR and 3D visualisation models support wide-ranging industries and customer requirements. The Company, established in 1980, has a strong Board and executive team with significant industry experience. The Company undertakes activities in Australia and USA.

For further information, please visit [www.aerometrex.com.au](http://www.aerometrex.com.au).