

ASX release

10 February 2016

NEARMAP REAFFIRMS OPPORTUNITIES FOR GROWTH

10 February 2016 – SYDNEY - nearmap Ltd (ASX: NEA) is pleased to announce its results for the half year ended 31 December 2015 (1H FY16), with the Company reporting total revenue of \$14.1M, up 21% on corresponding prior period total revenue of \$11.7M.

CEO Rob Newman said that the results demonstrated the compelling customer value proposition of nearmap's cloud based, scalable and disruptive geospatial imaging platform.

"Our customers want coverage, up to date images, an archive, tools to help turn the data into successful outcomes in their own businesses, and consistency and service at a good price. That's nearmap in a nutshell."

1H FY16 Financial Overview

Australia

- Subscription revenue up 21% to \$13.6M (1H FY15: \$11.2M)
- Gross profit up 22% to \$12.3M (1H FY15: \$10.1M)
- Gross margins of 90% (1H FY15: 89%)
- Fully costed EBIT \$7.0 (1H FY15: \$5.8M)

United States

- Subscription revenue of \$0.2M (1H FY15: \$Nil)
- Annualised contract value (ACV) of \$1M
- Fully funded by internal cash resources
- \$4.5M investment in sales and marketing

Group

- Strong balance sheet with no debt
- Cash balance of \$14.4M (30 June 2015: \$17.2M)
- Net operating cash flows of \$0.3M (1H FY15: \$1.4M)

1H FY16 Operational Overview

- Achieved market guidance of Australian ACV of \$30M, with strong penetration across industries.
- Achieved US ACV of \$1M at 31 December 2015, with continued quarter on quarter growth.

About nearmap

Built around proprietary PhotoMaps™ aerial imagery technology, nearmap is a visual analytics company with a focus on empowering businesses with timely and reliable information on which to make decisions quickly and with confidence.

Our breakthrough technology enables imagery to be updated much more frequently than other providers. With populations of multiple countries covered regularly, nearmap is changing the way governments, companies and communities see their world.

Further Information

Investors

Telephone +61 400 248 080
investor.relations@nearmap.com

- Continued technology leadership with the successful completion of the first capture and processing of enhanced imagery at commercial quality using our next generation HyperCamera 2 technology.
- Enhanced leadership team with experienced, growth oriented board and executive team members joining in 1H FY16, with on the ground presence in the US.

Commenting on the 1H FY16 result, Dr Newman said that high margins, a strong balance sheet and targeted marketing investments driving growth were delivering returns to nearmap domestically and in America.

“The first half of FY16 was an encouraging period for nearmap. We are pleased to continue building our recurring income streams, with subscription revenues at a group level of \$13.8M, a 23% increase on 1H FY15.”

Outlook

In commenting on the outlook for the business, Dr Newman said the Company reaffirms the opportunities for growth and high returns in the aerial imaging market in Australia and the US.

“We continue our revenue growth in Australia. We are building the foundations in the US and starting to deliver returns on our investments. The launch in H2 FY16 of our next generation HyperCamera 2 technology will further enhance our customer value proposition and positioning against competitors.

“Given the compelling nature of our opportunities, we continue to be a growth company, firmly in growth mode.”

-ends-