

### GEOJUN Waiting Room

- Once You enter the meeting, You will be placed in the waiting room
- The moderator will give You access to the meeting
- You will automatically be muted upon joining
- You can ask questions via the chat at any time (1)
- At the end of each section, you'll be given the opportunity to interact verbally, to do so please <u>raise your hand</u> (2) and the moderator will unmute You
- You have received the meeting link via email with the topic: "You're registered for Webinar"
- The entire meeting will be recorded



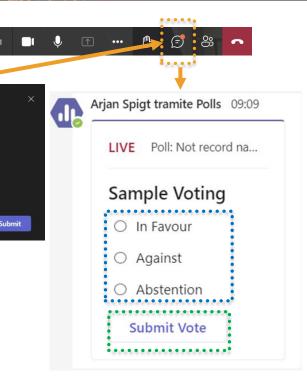
### GEOJUN YOUNG Instructions

For each voting session, you will receive a "poll request" showing up in the middle of the screen (a) or as a message in chat (b)

 A "poll request" is structured as a question with three possible answers:

In Favour, Against, Abstention (Vóór, Tegen, Onthouding)

Select one of those three choices and press
 "submit" or "submit vote" to confirm your vote



(b)

In Favour

( ) Abstention

# GEOJUN FORWARD-LOOKING STATEMENTS / IMPORTANT NOTICE

This document contains certain forward-looking statements with respect to the financial position and results of GeoJunxion. We have based these forward-looking statements on our current expectations and projections about future events, including assumptions regarding our present and future business strategies, operations, and the environment in which we will operate in the future. These forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements, and you should not place undue reliance on them.

Many of these risks and uncertainties relate to factors that are beyond the company's ability to control or estimate precisely, such as timing of placement of orders of our customers, exchange-rate and interest-rate fluctuations, changes in tax rates, regulatory and legal changes, the rate of technological change, the competitive landscape, political developments in countries in which the company operates and the risk of a downturn in the market.

The forward-looking statements contained herein speak only as of the date they are made. We do not assume any obligation to update any public information or forward-looking statement in this document to reflect events or circumstances after the date of this document, except as may be required by applicable laws.



### 1. Opening

Chairman – Kees Molenaar

### GEOJUN 1. Opening

Welcome

- Total outstanding shares: 4.242.957 shares
- 30 shareholders registered, representing 1.947.224 shares
  - 45.89% of total outstanding shares

# GEOJUN XION AGSM – 15 November 2022 - Agenda

	Agenda topic	
1	Opening and Announcements	
	Review of the Financial Year 2021 -'22	
2	Business update and clarification of the company's strategy	
3	Report of the Management Board for financial year 2021-'22	
4	Report of the Supervisory Board for financial year 2021-'22	
5	Remuneration policy in financial year 2021-'22	voting
6	Adoption of the minutes of the AGMS of 16 November 2021	
	Annual Accounts 2021 - 2022	
7	Proposal to adopt the financial statements	voting
8	Policy on result allocation (discussion item)	
9	Proposal to not to issue a dividend over 2021-'22	voting
10	Corporate Governance (discussion item)	
11	Proposal give discharge to the members of the Board of Management	voting
12	Proposal give discharge to the members of the Supervisory Board	voting

	Agenda topic	
	Supervisory Board	
13	Proposal to authorize the Supervisory Board to nominate an external auditor	voting
	Shares related authorizations	
14	Proposal to authorize the Management Board to issue ordinary shares or to grant rights to subscribe for ordinary shares up to 5% to cover Share Options issued to Staff and for general purposes.	voting
15	Proposal to authorize the Management Board to issue ordinary shares to enable the partial or full conversion of the Convertible loan into ordinary shares of the company.	voting
16	Proposal to authorize the Management Board to restrict or exclude pre-emptive rights in connection with agenda items 14 and 15.	voting
17	Any other business	
18	Closing of the Shareholders meeting	



2. Review of the Financial Year 2021/222.a. Business and Strategy

CBO/MD - Francesco Altamura

## GEOJUN 2.a. Business update - Content



"GeoJunxion is a leading independent expert in location data, services and technology. With our specialized product portfolio and related technologies, we are gaining and consolidating our position in a very competitive and dynamic market.

From a past as traditional map maker, just three years ago we embraced a deep transformation to become an aggregator and creator of geo-localized, map-agnostic, dynamic, value-added data content fostering safety on the roads, environmental sustainability and, more recently, social utility.

Stability of the management, diligent execution and perseveration in implementing our strategy are paying off, with a continuous YoY revenue growth and significant improvements of all KPIs. As a result, step by step, we are on the path to achieve a complete company turnaround, of which all people in GeoJunxion should be proud.

We deeply thank our shareholders for their support and our customers for their loyalty. We are confident that, in the foreseeable future, we are wellpositioned to continue creating value from GeoJunxion location data and technologies."

Francesco Altamura

Chief Business Officer and Managing Director

The year at a glance

"12-months period from 1 July 2021 to 30 June 2022"



Our Strategy

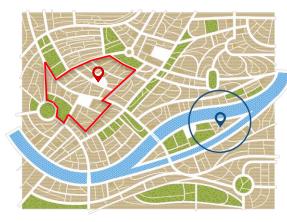
Independent player commercial dynamic Proof of Concept recurring Environmental Sustainability

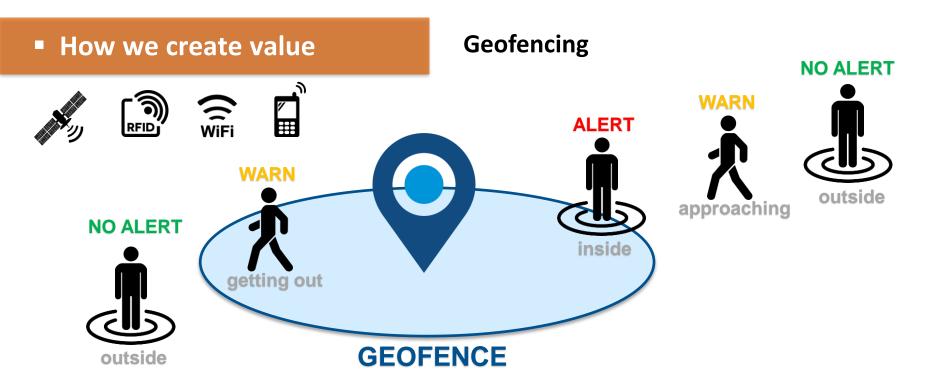
map-agnostic long-term relations sustainable **Social Utility** business maintenance updated

How we create value

#### **Geofences**









Our Key Products and Services

#### Global Tech C.



Pioggia di sanzioni per l'automobilista, il suo legale: "Sono arrivate tutta insieme, avrebbe potuto accorgersene prima"



torino, repubblica, it

Prende 87 multe in quattro mesi: "Seguivo il navigatore dentro ai varchi Ztl di Torino"

#### Rental Car Automotive in-car Nav. Sys.

Dal 1 luglio torna l'area pedonale urbana alla discesa della Gaiola che porta all'omonima spiaggia di Posillipo.

Per la prima volta saranno attive anche le telecamere che faranno le multe ai veicoli che passano senza autorizzazione: https://fanpa.ge/SgYYm



fanpage.it

Spiaggia della Gaiola, arriva la Ztl con le telecamere per le multe dal 1 luglio

# Eco Alert Zones... why? Needs/Problems → Solution

# **Trasport & Logist. Fleet Management**



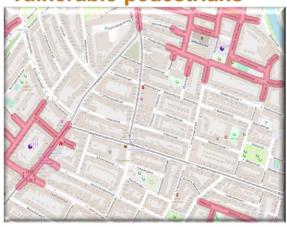
# Real Estate Insurance Smart Cities Municipalities



Our Key Products and Services

School Safety Zones... why? Needs/Problems → Solution

Students are among the most vulnerable pedestrians







Global Tech C. personal nav.

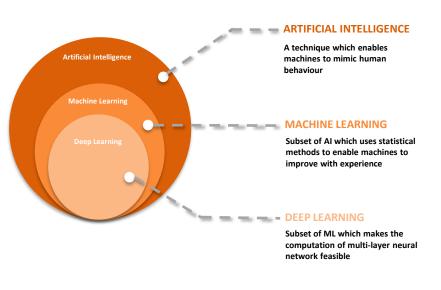
Automotive in-car navig. syst.

**Transport & Logist.** 

Real Estate Insurance Smart Cities Municipalities

GeoMarketing

#### Outlook



# What's next? Image recognition and object localization (among the others)

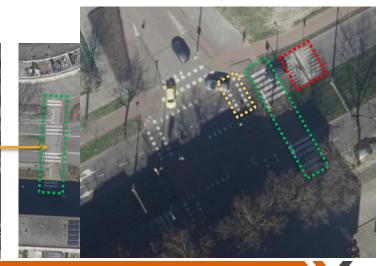
In contrast to traditional image processing techniques, Deep Learning helps achieving greater accuracy in tasks such as object detection, image classification, Simultaneous Localization and Mapping (SLAM) and semantic segmentation.



### Outlook

# What's next? Object detection and recognition (among the others)

One of the most common applications of image processing that we can use today is object detection on a satellite or aerial image. It follows deep learning algorithms where the machine is first trained with the specific features such as the shape of the object, pattern, color, etc.





2. Review of the Financial Year 2021/22 2.b. Financial Review

CEO/CFO – Ivo Vleeschouwers

### GEOJUN 2.b. Financial Review - Content



Ivo Vleeschouwers
Chief Executive Officer and Chief Financial Officer

### GEOJUN YION 2.b. Financial review - Summary

- Financial results per Annual Report for last 3 accounting years
- Difficult to compare due to change in accounting year
  - 2020/21 cover 18 months
  - 2019 cover 12M from Jan to Dec

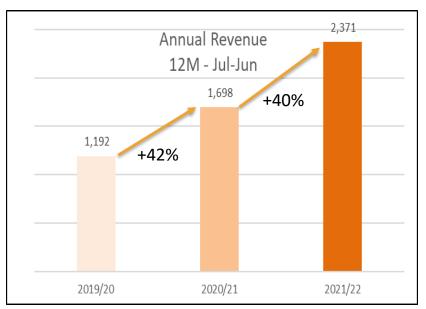
In '000 euros,	2021/22 12M	2020/21 18M	2019 12M
Results			
Revenue	2,371	2,401	1,064
Operating result excl. impairment	(526)	(2,075)	(2,078)
Impairment (write off) / Reversal	-	-	(2,795)
Operating result incl. impairment	(526)	(2,075)	(4,873)
Net (loss) profit	(841)	(2,164)	(3,954)
EBITDA	340	(791)	(1,204)
EBIT	(526)	(1,908)	(4,873)
EBT	(841)	(2,434)	(4,924)
Cash Flow	131	(1,675)	(1,672)
Net earnings / share (in euro)	(0.20)	(0.51)	(1.06)

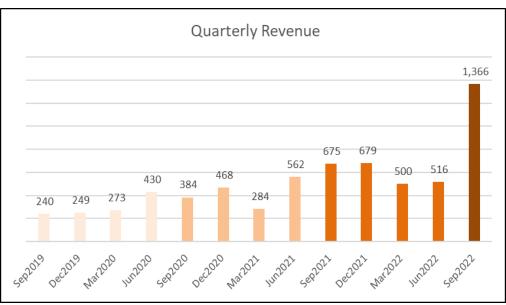
### GEOJUN YION 2.b. Financial review — Comparable 12M periods Jul-Jun

(x € 1.000)	2021/22	<b>V</b> %	2020/21	٧%	2019/20
	Unaudited	YoY	Pro Forma	YoY	Pro Forma
Revenue	2,371	40%	1,698	42%	1,192
Total operating expenses	(3,430)	-3%	(3,540)	8%	(3,264)
Net operating expenses	(2,897)	7%	(3,117)	46%	(5,740)
Operating result	(526)	63%	(1,419)	69%	(4,548)
Financial income (expense)	(266)		(170)		(116)
Extra-ordinary Income (expense)	(49)		166		-
Exchange result on Participations	-		(291)		-
Income taxes	0		148		1,065
Net profit (Loss)	(841)	46%	(1,566)	56%	(3,599)
Cash Flow	131	113%	(1,035)	35%	(1,585)
EBITDA	340	153%	(641)	31%	(935)
EBIT	(526)	63%	(1,419)	69%	(4,548)
EBT	(841)	51%	(1,714)	63%	(4,664)

Strong YoY improvement in all financial metrics

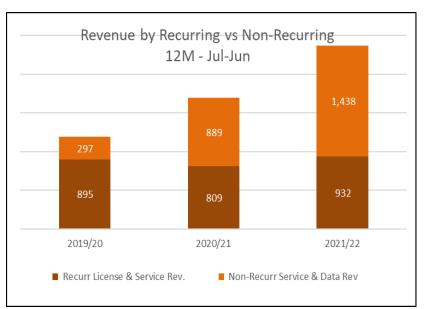
### GEOJUN YION 2.b. Financial review - Revenue

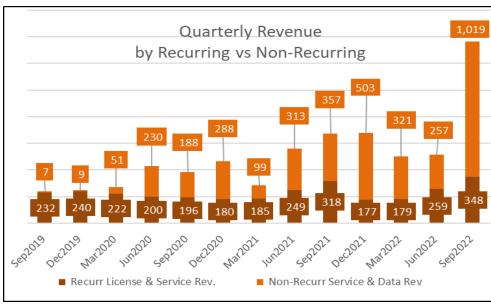




Strong upward trending Revenue

### GEOJUN 2.b. Financial review – Recurring vs Non-Rec. Revenue





Revenue growth mainly driven by Non-Recurring services

Also Recurring revenue is growing

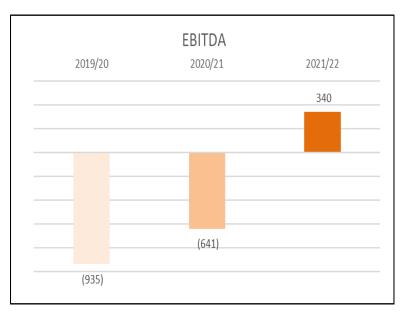
### GEOJUN 2.b. Financial review – Operating expenses

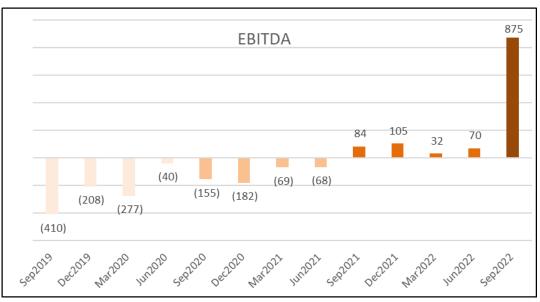
- Decline despite revenue growth
- Staff investment mainly in R&D and Operations
- Reduction in Other Operating expense:
  - Lower external support costs
  - Legal, accounting, marketing
- Increase in Depreciation/Amortization:
  - Investment in new hardware
  - Shorter amortization period IFA



Strict cost control in place and paying off

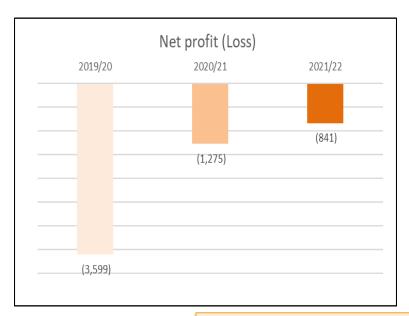
### GEOJUN 2.b. Financial review - EBITDA

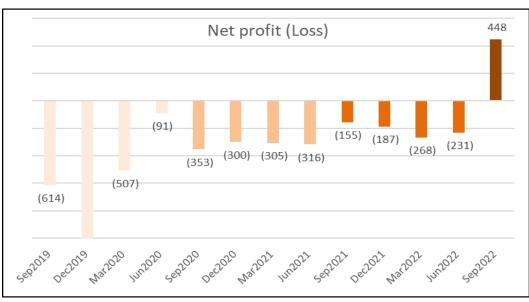




EBITDA positive in each of the past 5 quarters

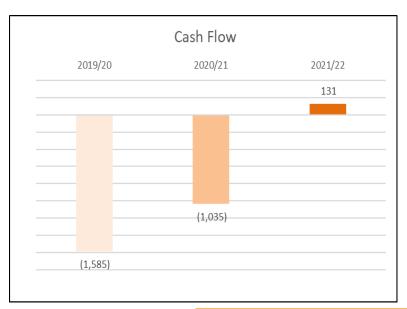
### GEOJUN YION 2.b. Financial review - Net Profit (Loss)

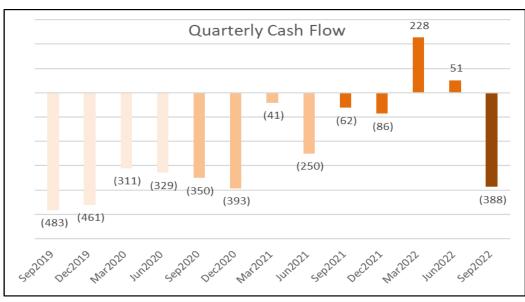




Net Result gradually improving YoY Large jump in Q1 2022-23 to profit

### GEOJUN 2.b. Financial review - Cash Flow

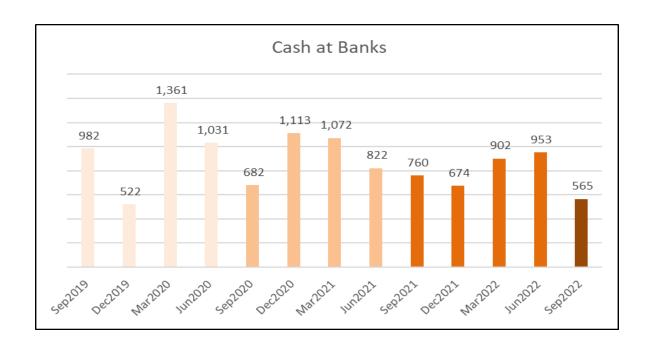




Positive Cash flow in 2021-22 Q1 2022-23 Cash out recovered in Q2

### GEOJUN YION 2.b. Financial review — Cash at bank accounts

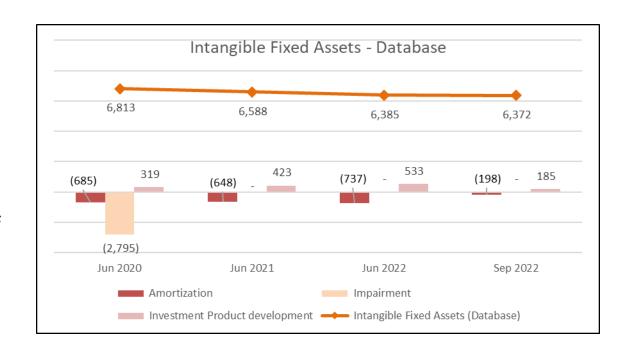
- March 2020: Convertible loan
- December 2020: private placement 825K Euro.
- No financing done since.



Cash remains healthy - sufficient to fund operations

### GEOJUN YION 2.b. Financial review — Intangible Assets (database)

- Book value of database decreasing YoY due to:
  - Impairment (2019-20 Euro 2,8M)
  - Amortization
  - Prudent capitalization of product development investments



### GEOJUN XION 2.b. Financial review — Outlook for 2022-23 FY

- GeoJunxion expects the top line to continue its growth by 25 to 30% for the full year 2022-2023 compared to 2021-22. This expectation is built on orders booked in the first quarter of 2022-23 and a promising pipeline of opportunities. As a result of inflationary pressure and growing staff costs to deliver revenues, we expect our full year cost base to increase by 5 to 10%. GeoJunxion is reasonably confident to convert the above-mentioned guidance into positive EBITDA and EBIT at break-even, or close to that, for this financial year. On this basis, cash flow is also expected to be positive for the full accounting year 2022-23.
- Outlook for 2022-23 Full Year Key Metrics
  - Revenue: +25% to +30% growth
  - OPEX: +5% to +10% (increase due to inflation and revenue growth)
  - EBITDA: Positive
  - EBIT: Break-even
  - Cash Flow: Positive again

### GEOJUN YION 2.b. Financial review — Statutory Auditor

- Restarted engaging with OOB/PIE licensed accounting firms with a stronger case:
  - Better financial position
  - Simpler structure,
  - Lower risk profile
- Alternative NBA route to be available with upcoming new legislation.

 MB and SB have clear preference to resolve the Auditor issue and retain listing on Euronext Amsterdam.

### GEOJUN YION 2.b. Financial review — Statutory Auditor

- What if unsuccessful:
  - Euronext position
    - April 2023 is assessment date.
    - Type of response and timeline
  - Listing on alternative (Euronext) market:
    - Euronext Growth (BE, FR, IE, PT, NO)
    - Euronext Access+ or Euronext Access (BE, PT, FR)
  - Becoming unlisted company
    - Scenario needs further investigation

# To be updated



3. Report of the Management Board

CEO/CFO – Ivo Vleeschouwers CBO – Francesco Altamura



### GEOJUN 3. Report of the Management Board – Key points

#### Kev milestones in FY 2021-22

#### 2021

- (June Nominations of CEO: Ivo Vleeschouwers and CBO: Francesco Altamura)
- July Diligent execution of a relevant Location Intelligence Service Contract on the creation of Built-Up areas in nearly 200
  countries worldwide plus an additional contract with combined value exceeding 600K Euro. The execution continued for the rest
  of the year.
- July Publication of July 2021 Trading Update, showing significant increases in order intake and encouraging Q2 and H12021 YoY topline growth.
- September Publication of Auditor and Financial Update on H1 2021.
- October Announcement to have reached an agreement with the holders of its convertible loan to extend the duration for an
  additional 18 months, whilst leaving the nominal interest rate unchanged.
- October Publication of 2020-21 Annual Accounts for the 18-months accounting year, ended 30 June 2021.
- November Awarded share options to the management, employees and a selection of long-standing contractors for a total of 65.400 share options.
- November Publication of the Financial & Business update for the quarter July-September 2021 (Q1 F.Y. 2021-22), reporting 76% revenue growth and significant reduction in Net Loss and Cash outflow compared with the same period of the previous year.
- November Annual General Shareholders Meeting AGSM 2021.
- November Publication of the voting results of the AGSM 2021 with approval and adoption in accordance with the proposal.
- December Announcement of the extension of a Location Intelligence Service contract for a value of 100K Euro, executed and delivered by the end of the first quarter of year 2022.
- December Announcement to have received a non-solicited bid on GOJXN.AS shares from Nederlandse Paarden Registratie Maatschappij N.V. (NPRM N.V.).
- December GeoJunxion's Supervisory and Management Board response to the non-solicited bid on the Company's shares.

#### 2022:

- January GeoJunxion N.V. and NPRM N.V. jointly announce the withdrawal of the bid.
- February Announcement of the closing of a series of Location Intelligence Service Contracts for a value of almost 100K Euro.
- February Announcement of the renewal of an important Service Contract for a value of over 230K Euro.
- February Publication of the Financial and Business update Q2 (Oct-Dec) and H1 (Jul-Dec) F.Y. 2021-22, reporting +45% revenue growth on the quarter and +59% in the semester, positive EBITDA and continue improvements in Net Loss and Cash outflow compared with the same periods of the previous year.
- March Market launch of the new School Safety Zones, an important extension and integral part of the Safety Alert Zones data suite.
- April Announcement of the closing of a Location Intelligence Service Contract with an important Navigation and Infotainment System supplier in the Automotive industry.
- April Publication of the Financial & Business update Q3 (Jan-Mar) and YTD (Jul-Mar) F.Y. 2021-22, reporting positive cash flow for the guarter and YTD and continues financial and business/product improvements.
- June GeoJunxion and NextBillion.ai launch the world's first Low Emission Zone focused Routing API.
- June GeoJunxion develops the custom Outdoor Venue Plan for CHIO Rotterdam, one of the oldest equestrian events in The Netherlands.

Reference is made to the Annual Report 2021/22 - pages 10-11



4. Report of the Supervisory Board

Chairman – Kees Molenaar

#### GEOJUN YION 4. Report of the Supervisory Board – Key points

- Reference is made to the Annual accounts 2021/22 page 24 to 25
  - Members and meeting attendance
  - Strategic oversight
  - Evaluation
  - Financial statements



- 5. Remuneration policy
- 6. Adoptions of Minutes of AGSM 16 Nov 21



## GEOJUN Voting Topics - 5, 6,

	Agenda topic	
	Review of the Financial Year 2021 -'22	
2	Business update and clarification of the company's strategy	
3	Report of the Management Board for financial year 2021-'22	
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6	Adoption of the minutes of the AGMS of 16 November 2021	voting

- Topic 5 Remuneration Policy
  - see pages 26-27 Annual Report
  - see note 6.26, p 40
- Topic 6 Minutes of the AGSM of 16 November 2021
  - Published on company website



7. - 12 Annual Accounts 2021/22

# GEOJUN Voting Topics - 7, 9, 11, 12

	Agenda topic	
	Annual Accounts 2021 - 2022	
7	Proposal to adopt the financial statements	voting
8	Policy on result allocation (discussion item)	
9	Proposal to not to issue a dividend over 2021-'22	voting
10	Corporate Governance (discussion item)	
11	Proposal give discharge to the members of the Board of Management	voting
12	Proposal give discharge to the members of the Supervisory Board	voting



13. Supervisory Board - Authorize Supervisory Board to nominate an external auditor.



14. – 16. Shares and bond related authorizations

### GEOJUN Preliminary Voting results

	Agenda topic	
	Shares related authorizations	
14	Proposal to authorize the Management Board to issue ordinary shares or to grant rights to subscribe for ordinary shares up to 5% to cover Share Options issued to Staff and for general purposes.	voting
15	Proposal to authorize the Management Board to issue ordinary shares to enable the partial or full conversion of the Convertible loan into ordinary shares of the company.	voting
16	Proposal to authorize the Management Board to restrict or exclude pre-emptive rights in connection with agenda items 14 and 15.	voting



**Break to finalize Voting results** 



**Voting results** 

## GEOJUN Yoting results

	Agenda topic	%in Favor	%Against	%Absention
	Review of the Financial Year 2021 - 22			
5	Remuneration policy in financial year 2021-'22	99.5%	0.4%	0.1%
6	Adoption of the minutes of the AGMS of 16 November 2021	99.7%	0.2%	0.1%
	Annual Accounts 2021 - 2022			
7	Proposal to adopt the financial statements	99.7%	0.2%	0.1%
8	Policy on result allocation (discussion item)			
9	Proposal to not to issue a dividend over 2021-'22	99.7%	0.2%	0.1%
10	Corporate Governance (discussion item)			
11	Proposal give discharge to the members of the Board of Management	99.7%	0.2%	0.1%
12	Proposal give discharge to the members of the Supervisory Board	99.7%	0.2%	0.1%
	Supervisory Board			
13	Supervisory Board to nominate an external auditor	99.7%	0.2%	0.1%
	Shares related authorizations			
14	Proposal to authorize the Management Board to issue ordinary shares or to grant rights to subscribe for ordinary shares up to 5% to cover Share Options issued to Staff and for general purposes.	99.7%	0.2%	0.1%
15	Proposal to authorize the Management Board to issue ordinary shares to enable the partial or full conversion of the Convertible loan into ordinary shares of the company.	99.7%	0.2%	0.1%
16	Proposal to authorize the Management Board to restrict or exclude pre-emptive rights in connection with agenda items 14 and 15.	99.7%	0.2%	0.1%



17. Any other business & questions



18. Closing