

## Annual General Shareholder Meeting 16 November 2021



#### GEOJUN KION Waiting Room

- You can ask questions via the chat at any time
- You will automatically be muted upon joining
- At the end of each section, you'll be given the opportunity to interact verbally, to do so please <u>raise your hand</u>

and the moderator will unmute you.

- Dial in number : +31 202 251 019
- Access Code: 242-967-776







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1. Opening Chairman – Kees Molenaar



#### GEOJUN I. Opening

Welcome

- Received 9 shareholder registrations
- Total outstanding shares:
  - 4.242.957 Shares
- Total of 2.093.325 Shares represented
  - 49,34% of total outstanding shares

### GEOJUN AGSM – 16 November 2021 - Agenda

	Agenda topic				
1	Opening and Announcements				
	Review of the Financial Year 2020 - 21				
2	Business update and clarification of the updated strategy				
3	Report of the Management Board for financial year 2020-21				
4	Report of the Supervisory Board for financial year 2020-21				
5	Remuneration policy in financial year 2020-21	voting			
6	Adoption of the minutes of the EGMS of 29 December 2020	voting			
	Annual Accounts 2020 - 2021				
7	Proposal to adopt the financial statements	voting			
8	Policy on result allocation (discussion item)				
9	Proposal to not to issue a dividend over 2020-21	voting			
10	Corporate Governance (discussion item)				
11	Proposal give discharge to the members of the Board of Management				
12	Proposal give discharge to the members of the Supervisory Board	voting			

	Agenda topic	
	Supervisory Board	
13	Proposal to re-appoint Mr. C.S.M Molenaar as Chairman	voting
14	Proposal to re-appoint Mr. S. Fernback as member	voting
15	Proposal to authorize the Supervisory Board to nominate an external auditor	voting
	Management Board composition	
16	Proposal to confirm the appointment of Mr. I. Vleeschouwers as CEO/CFO	voting
17	Proposal to appoint Mr. F. Altamura as CBO (Chief Business Officer) and Managing Director	voting
	Shares related authorizations	
18	Authorization of 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
19	Authorization of the Management Board to restrict or exclude pre-emptive rights in connection with agenda item 18	voting
20	Any other business	
21	Closing of the Shareholders meeting	



# GEOJUN ION WHERE LOCATION MEETS

2. Review of the Financial Year 2020-' 21
2.a. Business and Strategy - CBO – Francesco Altamura



# 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.



#### GEOJUN ION 2.a. Business update

- A brief Introduction
- Strategy clarifications
- Achievements 2020-21
- Product Overview

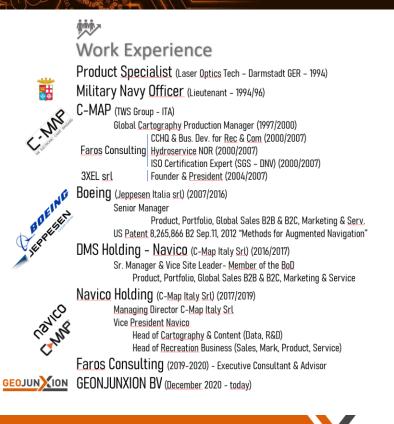
#### **GEOJUN** ION 2.a. Business update – brief introduction



Personal Profile Francesco Altamura 52 years old married father (5 daughters) Italy Ameglia (SP - Liguria)

#### Education

Physics (Genoa - Solid State and BioMaterials - 1994) Academy Italian Military Navy (Livorno - ITA) Boeing Leadership Center (St. Louis - USA) Business Finance for Profitable Growth (2011 and 2012) Strategic Marketing Program (2011) Senior Management Leadership Program (2011) Pragmatic Institute (AT&T Executive Education Center - Austin TX - USA) Pragmatic Product, Marketing and Sales Certification (2014) Vision Forward (GeoJunxion BV) - Effective Sales (2021)



**GEOJUN** 2.a. Business update – Strategy clarifications

from a traditional map maker to an aggregator and creator of map agnostic, dynamic, value-added data content to foster safety on the roads and environmental sustainability

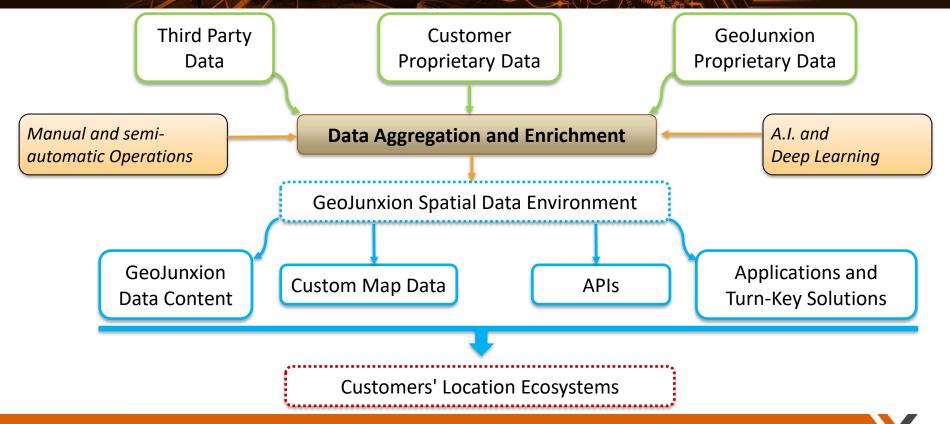
#### **GEOJUN** ION 2.a. Business update – Strategy clarifications

#### Strategy update

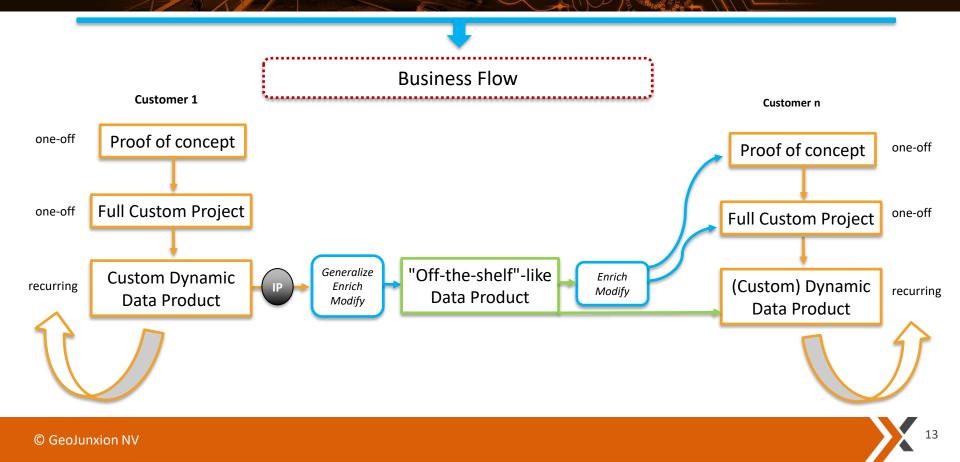
- Confirmed interest in Safety & Sustainability enabled location-aware content
- Kept our strong recognition on location-data search, aggregation and delivery
- Leverage Company's attitude on services using oneoff opportunities as launching pad for recurring business
- Revised Mapping Strategy



#### **GEOJUN** 2.a. Business update – Strategy clarifications



#### **GEOJUN** 2.a. Business update – Strategy clarifications



#### GEOJUN 2.a Business Update – "the three pillars"

#### LOCATION AWARE CONTENT

Safety

#### LOCATION INTELLIGENCE SERVICES

Ultra low emission ZONE ECO (JLE2) Congestion charging ZONE Congestion charging ZONE

7 am - 6 p

**PREMIUM** 

CONTENT

**VERY HIGH** 

Health

#### GEOJUN XION 2.a. Business update – Achievements 2020-21

#### Data Products:

- Zip+4 USA
- High Alert Zones
  - Launching the new datasuite concept of Health, Eco and Safety Zones
- Eco Alert Zones
  - Low Emission and Congestion Zones for Passengers and Light Commercial Vehicles up to 3.5T
  - ZTL Traffic Limited Zones
- Ferry Lines
- Hicking Trails
- Built Up Areas
- Neighborhoods
- Addresses database (new and improved countries)
- Safety Alert Zones
  - Schools & Kindergartens Germany

- Eco Alert Zones
  - Low Emission and Congestion Zones for Heavy Vehicles over 3.5T
- Safety Alert Zones
  - Tunnels
  - Bridges
  - Accident Prone Areas
- Outdoor Venue Plans a new "last mile" map concept
  - Campings
  - Sport Areas
  - Mobility Planning: Brussels
  - Smart Cities & Municipalities: Ameglia (IT)
  - Real Estate: GeoJunxion Office
  - Travel & Tourism: Macana Maldives

#### GEOJUN XION 2.a. Business update – Achievements 2020-21

- Software Products:
  - Geo Alerts Live app
    - iOS & Android
    - Basic and PRO versions
    - Featuring:
      - Health Alert Zones
      - Eco Alert Zones
      - Safety Alert Zones
    - 6 Languages:
      - English
      - Dutch
      - Italian
      - German
      - French
      - Russian
    - Visual and Sound/Voice Alarms and Messages:
      - pre-warning before entering an alert area





Google Play



#### GeoAlerts*Live*PRO Unleash all functionaliti and customize your aler

with the Pro version



- API (Application Programming Interface) for:
  - Health Alert Zones
  - Eco Alert Zones
  - Safety Alert Zones
  - Zip+4



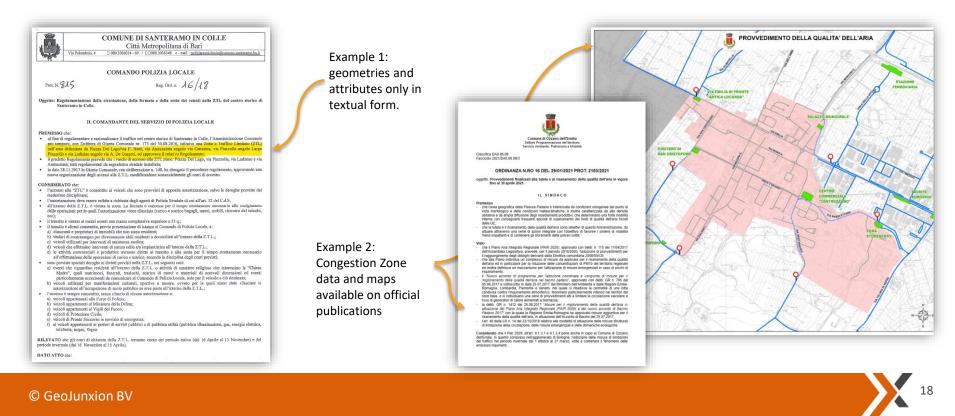
#### GEOJUN ION 2.a. Business update – Achievements 2020-21

- Marketing and Business Development Initiatives:
  - Rebranding from AND to GEOJUNXION
  - New GeoJunxion Web Site (9K/month)
  - All new GeoJunxion Data and Product Sheets
  - E-mail Campaign (16):
    - Brand Awareness / Product Promotion / Lead Generation and Nurture Vertical Markets
  - Increased presence and focused communication on Socials
    - LinkedIn / Facebook / Twitter
  - Dedicated Market analysis through Gartner's actionable insights and guidance
  - Financial and Product Press Releases (37)
  - GeoJunxion Webinars (10 sessions)
  - Webinars at IMIA
  - ... and more

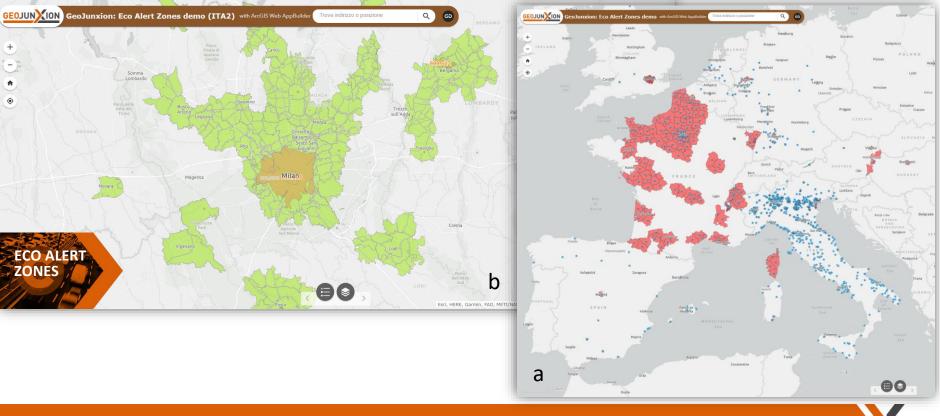
- Public Tenders or other initiatives:
  - North Brabant (NL) Talking Maps
  - Mobility Lab S.A.Z.: School Areas
  - TN-ITS
  - Cavidor
  - ... and others
- Employees development:
  - Vision Forward Effective Sales
  - LinkedIn for Business
  - AFAS Trainings
  - ESRI Academy
- Partnerships and Memberships:
  - GeoHealthApp
  - IMIA International Map Industry Association
  - ESRI
  - NavInfo Europe
  - V-Tron
  - ReiView srl

#### **GEOJUN** 2.a. Business update – Product Overview

#### How we create value: "simplifying the complexity"



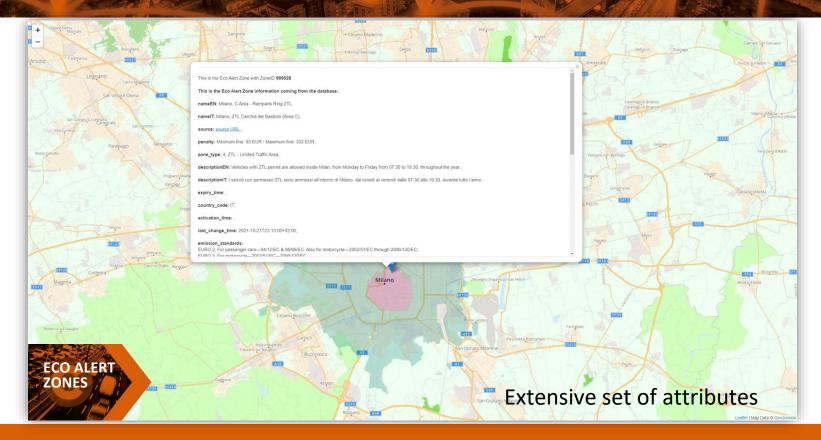
#### GEOJUN 2.a. Business update – Product Overview



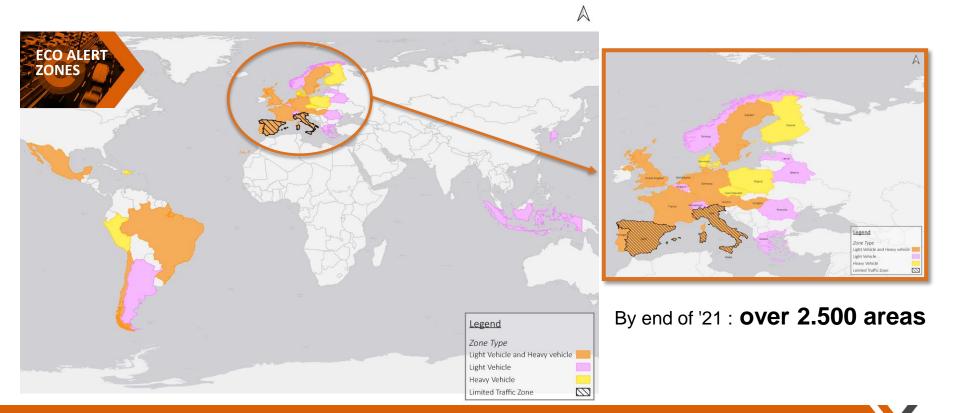
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#### GEOJUN ION 2.a. Business update – Product Overview

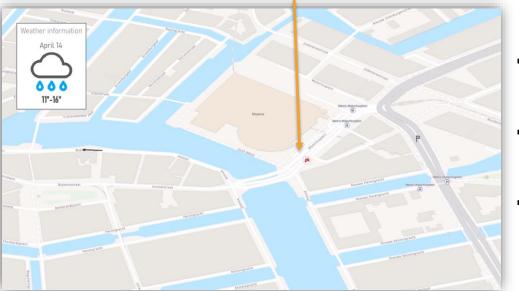


#### **GEOJUN** 2.a. Business update – Product Overview



#### **GEOJUN** 2.a. Business update – Product Overview

Accident Prone area



- Based on historical data of car accidents per country and a proprietary algorithm
- In this case, the API provides an alert for accident prone areas i.e zones where severe accidents have taken place.
- Before entering such a zone, an alert will be shown so that the driver can increase his attention level and adjust his driving accordingly.



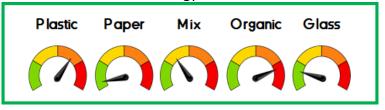
### GEOJUN ION 6. Business Update – OVP on GOJXN OSM



#### GEOJUN CON 6. Business Update – OVP on GOJXN OSM



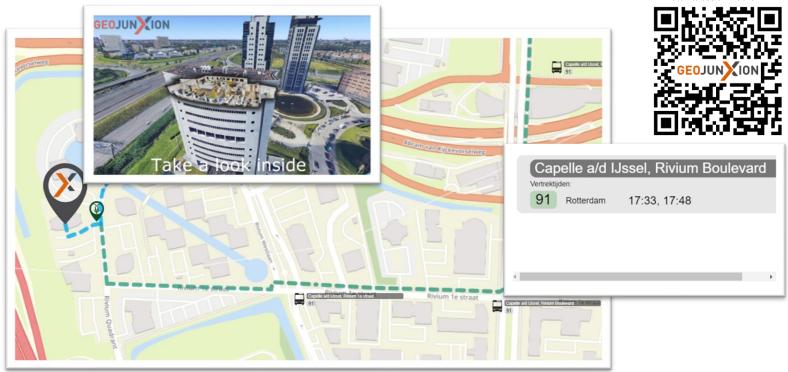
Case 1: Smart Bin Technology



Case 2: waste detection using image processing – A.I.

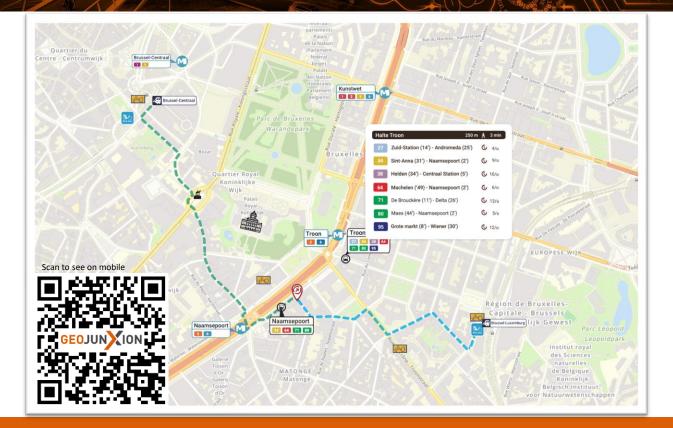


#### GEOJUN ION 6. Business Update – OVP on GOJXN Real Estate



Scan to see on mobile

#### GEOJUN 6. Business Update – OVP Mobility Plan



### GEOJUN 6. Business Update – OVP Maldives on ESRI



Scan to see on mobile

"window-in-window' multimedia



"in-hot-spots" multimedia



# GEOJUN ION WHERE LOCATION MEETS

2. Review of the Financial Year 2020-' 21
2.b. Financial Review - CEO/CFO – Ivo
Vleeschouwers



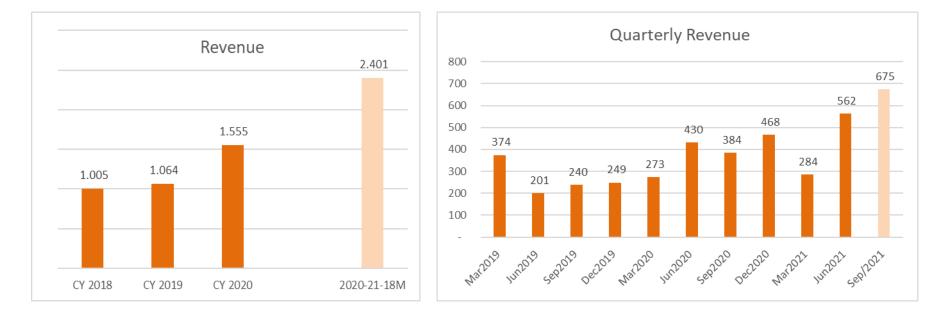
#### **GEOJUN 2.b.** Financial review - Summary

- Revenue Growing +50% YoY
- Operating result excl. impairment improved 33%
- Operating result incl. impairment improved 72%
- EBITDA improved 56% YoY.
- Cash outflow reduced by 33% YoY
- Earnings per share improved by 68%

In '000 euros,	2020/21 18M	2020/21 12M	2019 12M
Results	-		
Revenue	2.401	1.601	1.064
Operating result excl. impairment	(2.075)	(1.383)	(2.078)
Impairment (write off) / Reversal	-	-	(2.795)
Operating result incl. impairment	(2.075)	(1.383)	(4.873)
Net (loss) profit	(2.164)	(1.442)	(3.954)
EBITDA	(791)	(528)	(1.204)
EBIT	(1.908)	(1.272)	(4.873)
ЕВТ	(2.434)	(1.623)	(4.924)
Cash Flow	(1.675)	(1.117)	(1.672)
Net earnings / share (in euro)	(0,51)	(0,34)	(1,06)

#### Improved results on all key metrics

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

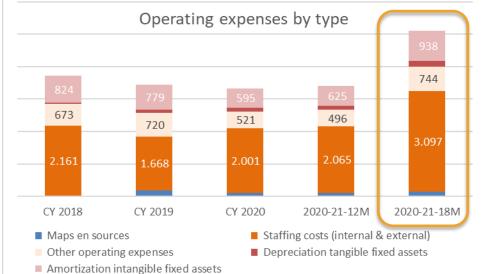


Strong upward trending Revenue

30

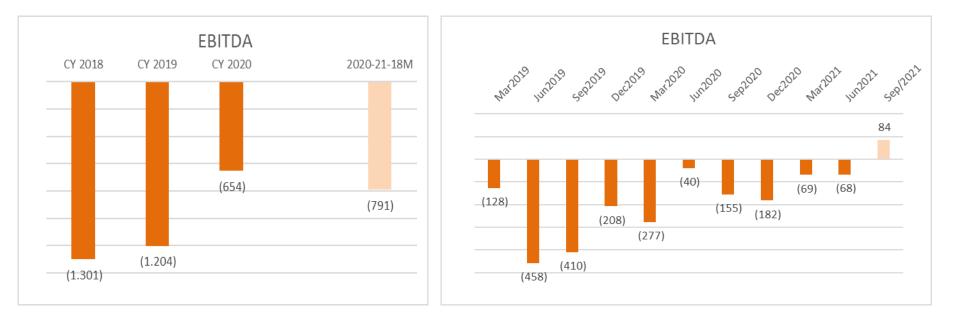
#### **GEOJUN 2.b.** Financial review – Operating expenses

- Stable to slight declining trend
- Increase in staffing costs mainly in external category – revenue generating
- Reduction in Other Operating expense:
  - Lower external support costs
  - Legal, accounting, auditing costs
- Increase in Depreciation/Amortization:
  - Investment in hardware
  - Investment in product development



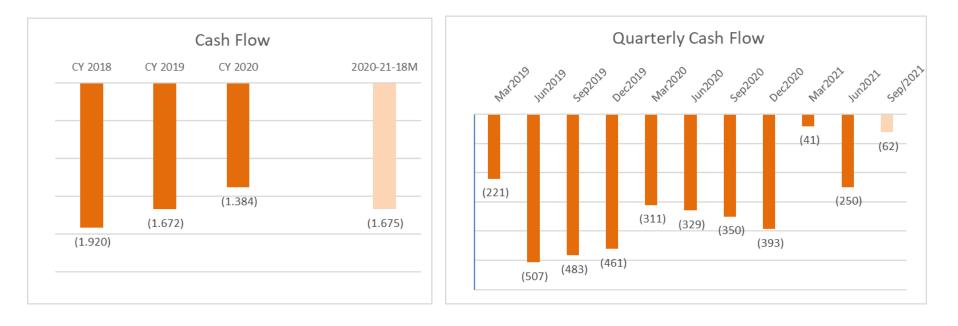
Stable Operating cost, in spite of growing revenue

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



EBITDA improving Qtr over Qtr – to positive in Q1 2021-22

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

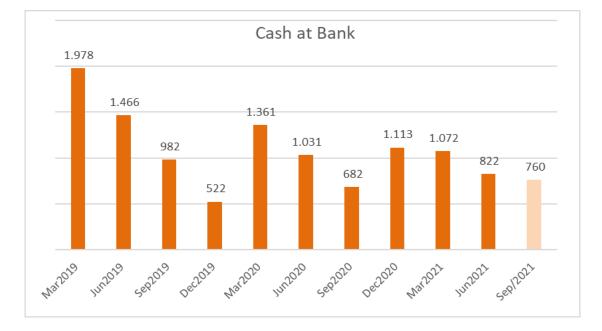


Cash outflow reducing strongly in last 3 quarters

33

#### **GEOJUN** ION 2.b. Financial review – Cash at bank accounts

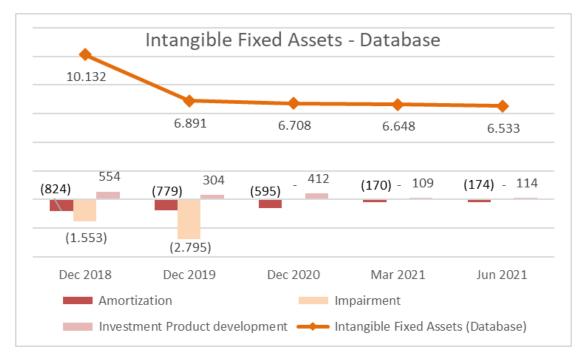
- March 2020: Convertible loan 1.150K Euro closed.
- December 2020: private placement 825K Euro.
- All Cash is available in the Netherlands.



Cash remains at healthy levels

#### GEOJUN XION 2.b. Financial review – Intangible Assets (database)

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





# GEOJUN ION WHERE LOCATION MEETS

#### **3. Report of the Management Board** - CEO/CFO – Ivo Vleeschouwers



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

#### Reference is made to the Annual accounts 2020-'21 - pages 11-16

#### Key milestones in 2020-2021

#### 2020:

- February Convertible loan €1.150.000 closed
- March started Eco Alert Zones product development
- April permanent CFO joined, replacing interim CFO
- May started Outdoor Venue Plan product development
- October Rebranding to GeoJunxion
- December Private placement €825.000 completed, changed name to GeoJunxion NV, extended accounting year to 30 June 2021

#### 2021:

- January Changed Euronext ticker symbol to GOJXN.AS
- February reported full year 2020 results in line with guidance: top line growth of 46% YoY
- February completed sale of AND.COM domain name
- March CEO Thierry Jaccoud resigned
- April Launch GeoAlertsLive App, version 0.9
- May Won Built-up Area project plus Open Street Map service project
- June Nominations of CEO: Ivo Vleeschouwers and CBO: Francesco Altamura



# GEOJUN ION WHERE LOCATION MEETS

# 4. Report of the Supervisory Board- Chairman – Kees Molenaar



#### **GEOJUN 1**. Report of the Supervisory Board – Key points

- Reference is made to the Annual accounts 2020-'21 page 10
  - Auditor availability
  - Intangible assets
  - CEO change



# GEOJUN ION WHERE LOCATION MEETS

5. Remuneration policy – note 6.26, p 34
6. Minutes of EGSM of 29 December 2020
- Chairman – Kees Molenaar



	Agenda topic	% in Favor
5	Remuneration policy in financial year 2020-21	99,94%
6	Adoption of the minutes of the EGMS of 29 December 2020	99,94%





#### 7. – 12 Annual Accounts 2020 – 2021 Chairman – Kees Molenaar



	Agenda topic	% in Favor
	Annual Accounts 2020 - 2021	
7	Proposal to adopt the financial statements	99,88%
8	Policy on result allocation (discussion item)	
9	Proposal to not to issue a dividend over 2020-21	99,94%
10	Corporate Governance (discussion item)	99,94%
11	Proposal give discharge to the members of the Board of Management	99,94%
12	Proposal give discharge to the members of the Supervisory Board	99,94%





#### **13. – 15 Supervisory Board nominations** Chairman – Kees Molenaar



	Agenda topic	% in Favor
	Supervisory Board	
13	Proposal to re-appoint Mr. C.S.M Molenaar as Chairman	99,94%
14	Proposal to re-appoint Mr. S. Fernback as member	99,88%
15	Supervisory Board to nominate an external auditor	99,88%





#### 16. – 17 Management Board nominations Chairman – Kees Molenaar



	Agenda topic	% in Favor
	Management Board composition	
16	Appointment of Mr. I. Vleeschouwers as CEO/CFO	99,88%
17	Appontment Mr. F. Altamura as CBO and Managing Director	99,94%





18. – 20. Shares and bond related authorizations Chairman – Kees Molenaar



	Agenda topic	% in Favor
	Shares related authorizations	
18	Authorization of 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.	99,88%
19	Authorization of the Management Board to restrict or exclude pre-emptive rights in connection with agenda item 18	99,94%

## GEOJUN Summary Final Voting results

	Agenda topic	% in Favor
	Review of the Financial Year 2020 - 21	
5	Remuneration policy in financial year 2020-21	100,00%
6	Adoption of the minutes of the EGMS of 29 December 2020	100,00%
	Annual Accounts 2020 - 2021	
7	Proposal to adopt the financial statements	99,94%
8	Policy on result allocation (discussion item)	
9	Proposal to not to issue a dividend over 2020-21	100,00%
10	Corporate Governance (discussion item)	100,00%
11	Proposal give discharge to the members of the Board of Management	100,00%
12	Proposal give discharge to the members of the Supervisory Board	100,00%
	Supervisory Board	
13	Proposal to re-appoint Mr. C.S.M Molenaar as Chairman	100,00%
14	Proposal to re-appoint Mr. S. Fernback as member	99,94%
15	Supervisory Board to nominate an external auditor	99,94%
	Management Board composition	
16	Appointment of Mr. I. Vleeschouwers as CEO/CFO	99,94%
17	Appontment Mr. F. Altamura as CBO and Managing Director	100,00%
	Shares related authorizations	
18	Authorization of 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.	99,94%
19	Authorization of the Management Board to restrict or exclude pre-emptive rights in connection with agenda item 18	100,00%





#### 21. Any other business & questions Chairman – Kees Molenaar







#### 22. Closing Chairman – Kees Molenaar

