



ASX RELEASE

10 July 2018

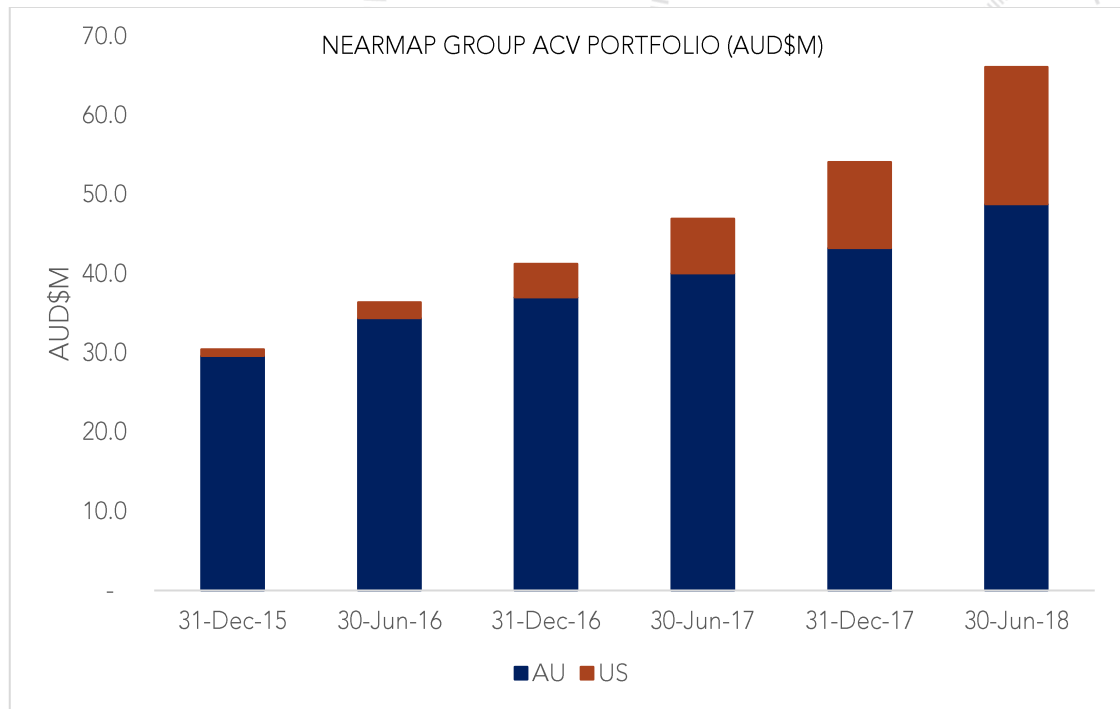
FY2018 PRELIMINARY RESULTS – RECORD PORTFOLIO GROWTH

Nearmap Ltd (ASX: NEA) is pleased to announce that the results for FY2018 are expected to show record growth in group Annualised Contract Value (ACV), exceeding guidance provided at the time of the H1 FY2018 results:

- Closing group ACV portfolio at 30 June 2018 of \$66.2m (30 June 2017: \$47.0m), 41% growth.
- Record annual increase in ACV of \$19.2m (FY2017: \$10.6m).
- H2 FY2018 growth in group ACV of \$12.0m, with growth in Australia of \$5.5m (guidance of at least \$3.3m) and growth in the United States of USD\$4.4m (guidance of at least USD\$3.2m).
- H2 FY2018 growth increased by 67% compared to the \$7.2m growth reported in H1 FY2018 and exceeded ACV growth for the full year FY2017.
- US portfolio more than doubled: largest annual ACV growth in the history of Nearmap's US operations, growing 143% – US ACV growth larger than Australia in AUD terms for the first time in Nearmap's history.
- Group cash balance at 30 June 2018 of \$17.5m (31 December 2017: \$20.6m), reflecting returns commencing on FY2018 investments in sales and marketing capability and expanded HyperCamera 2 capture program. Reduced cash investment in H2.
- FY2018 results will be released to the ASX pre-market on 22 August 2018. Management will present the results on a conference call, details of which will be available on the Company's website.

Dr Rob Newman, CEO and Managing Director said, "We are encouraged by these results and the progress we are making in building our subscription bases both in the US and Australia. Having invested in market leading technologies, expanded our sales and marketing capabilities and built a highly scalable model, we are pleased to deliver record growth."

Annual ACV	ACV 30-Jun-2018	ACV 30-Jun-2017	Year on year % growth	Growth in ACV FY2018	Growth in ACV FY2017
Group (AUD \$m)	66.2	47.0	41%	19.2	10.6
US (USD \$m)	12.9	5.3	143%	7.6	3.8
AU (AUD \$m)	48.8	40.0	22%	8.9	5.6



Half Yearly ACV	ACV 31-Dec-2015	ACV 30-Jun-2016	ACV 31-Dec-2016	ACV 30-Jun-2017	ACV 31-Dec-2017	ACV 30-Jun-2018
Group (AUD \$m)	30.5	36.4	41.3	47.0	54.2	66.2
US (USD \$m)	0.6	1.5	3.1	5.3	8.5	12.9
AU (AUD \$m)	29.6	34.4	37.0	40.0	43.3	48.8

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NEARMAP.COM

Level 4, Tower One, 100 Barangaroo Avenue, Barangaroo NSW 2000

T: +61 2 8076 0700 | F: +61 2 8076 0701

E: queries@nearmap.com | Twitter: @nearmap

ABN 37 083 702 907

Investors: investor.relations@nearmap.com