

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



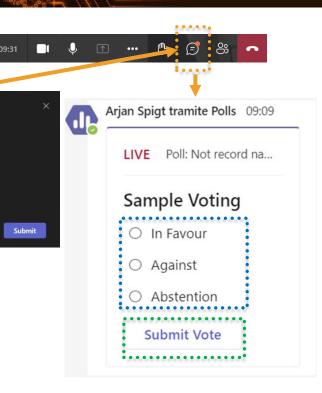
GEOJUN YOUNG Instructions

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: 4.246.178 shares
- 46 shareholders registered, representing 2.633.135 shares
- 62.01% of total outstanding shares represented

GEOJUN XION AGSM - 21 November 2023 - Agenda

Closing of the Shareholders meeting

	Agenda topic	In favour	Against	Abstention
1	Opening and Announcements			
	Review of the Financial Year 2022-23			
2	Business update and clarification of the company's strategy	•		
3	Status update on delisting from Euronext Amsterdam			
4	Status update on convertible loan with lenders			
5	Report of the Management Board for financial year 2022-23			
6	Report of the Supervisory Board for financial year 2022-23			
7	Remuneration policy in financial year 2022-23			
8	Adoption of the minutes of the AGM of 15 November 2022			
	Annual Accounts 2022-23			
9	Proposal to adopt the financial statements			
10	Policy on result allocation (discussion item)			
11	Proposal to not issue a dividend over 2022-23			
12	Corporate Governance (discussion item)			
13	Proposal to give discharge to the members of the Board of Management			
14	Proposal to give discharge to the members of the Supervisory Board			
	Other topics			
15	Any other business			



Review of the Financial Year 2022/23 2.a. Business and Strategy

CBO/MD - Francesco Altamura

GEOJUN 2.a. Business update - Content



"Dear Stakeholders,

Once again we meet together looking back at an important financial year for GeoJunxion. Thanks to the dedication, passion and diligent execution of our employees, we've been able to work on big complex projects, successfully deliver quality data to our customers and reach and exceed the financial results and expectations set at the beginning of the year.

Stability of the management, diligent execution and perseveration in implementing our strategy paid off, continuing, for the fourth time in a row, the YoY revenue growth and finally showing all financial KPIs positive.

Over the course of the last years, our data and services became an increasingly important component for Big Tech companies, but we also

increasingly important component for Big Tech companies, but we also started serving the Automotive market with cost effective data for navigation solutions. We also took the strategic decision of diversifying our activities investing more in the Last Mile Mapping business.

Despite we are all proud of the positive results of the past year, we have to raise our concerns about the first signals of slow down in the first part of the FY 23/24. Our existing and prospect clients are hesitant in awarding big projects like it happened in the recent past and this will have an impact in the short-medium term results.

With the delisting process and the announced transaction, we are at a turning point for GeoJunxion, and we want to express our deepest thanks to our shareholders for their support."

Francesco Altamura
Chief Business Officer and Managing Director

The year at a glance



"12-months period from 1 July 2022 to 30 June 2023"



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

GEOFENCE Congestion charging Central ZONE Mon - Fri 7 am - 6 pm **Congestion Charging**

GEOFENCES



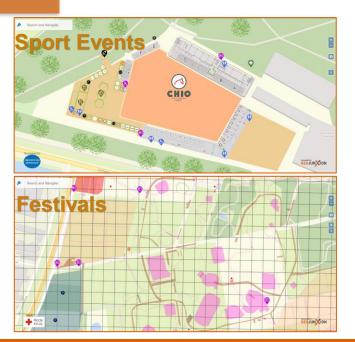


NEW Products and Services

LAST MILE MAPPING

Real Estate Insurance Smart Cities Municipalities





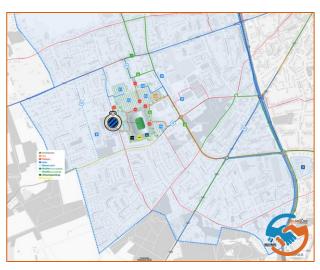


NEW Products and Services

LAST MILE MAPPING







Outdoor Museum

Theater

Stadium

Outlook

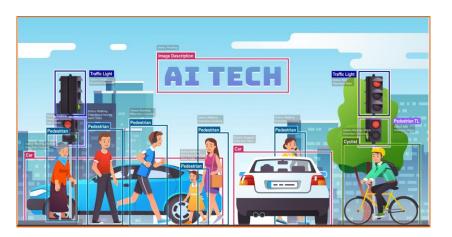
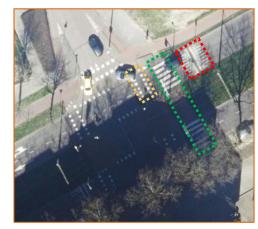


Image recognition and object localization

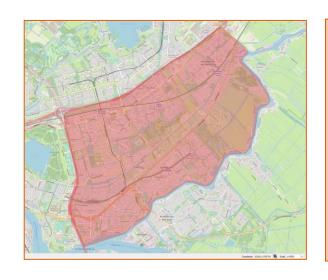
(a promise made)

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.

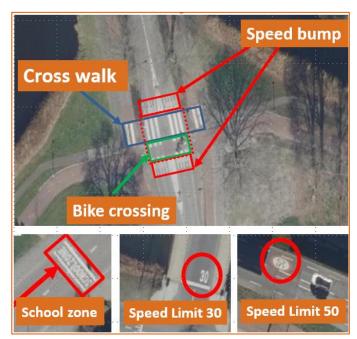


Outlook

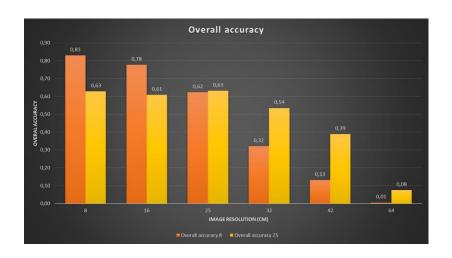




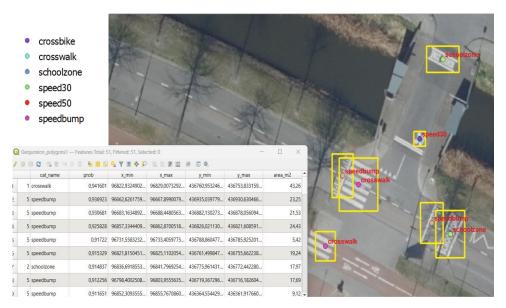
- I. Crosswalk
- 2. Speed bump
- 3. Bicycle crossing
- 4. Speed limit 30
- 5. Speed limit 50
- 6. School zone



Outlook



Object detection and recognition





2. Review of the Financial Year 2022/23 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 2 accounting years
- Both accounting year cover 12 months

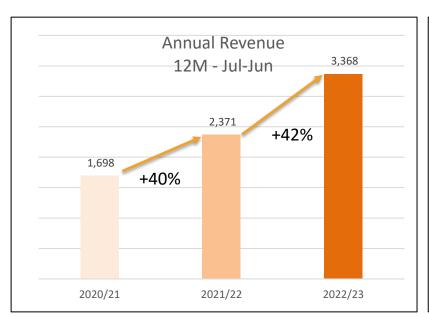
In '000 euros,	2022/23 12M	2021/22 12M
Results		
Revenue	3,368	2,371
Operating result excl. impairment	400	(575)
Impairment (write off) / Reversal	-	-
Operating result incl. impairment	400	(575)
Net (loss) profit	28	(840)
EBITDA	1,356	290
EBIT	400	(575)
EBT	33	(840)
Cash Flow	530	131
Net earnings / Avg # share (in euro)	0.01	(0.20)

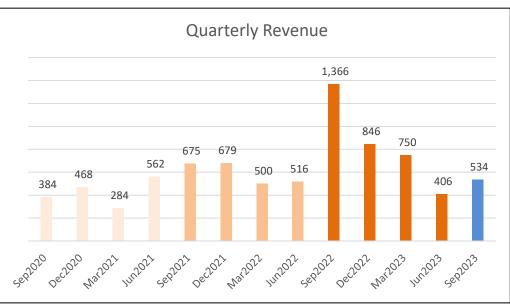
GEOJUN 2.b. Financial review — Year over Year comparison

(x € 1.000)	2022/23	2021/22	V€	٧%
	Unaudited	Unaudited		
Revenue	3,368	2,371	997	42%
Net operating expenses	(2,968)	(2,946)	22	1%
Operating result	400	(575)	975	170%
Interest income	2	-	(2)	
Interest expense	(338)	(296)	42	
Other financial result (expense)	(31)	31	62	
Extra-ordinary Income (expense)	-	-	-	
Exchange result on Participations	-	-	-	
Result before taxes	33	(840)	873	104%
Income taxes	(5)	-	5	
Net profit (Loss)	28	(840)	868	103%
Cash Flow	530	131	399	305%
EBITDA	1,356	290	1,066	368%
EBIT	400	(575)	975	170%
EBT	33	(840)	873	104%

Strong YoY improvement in all financial metrics

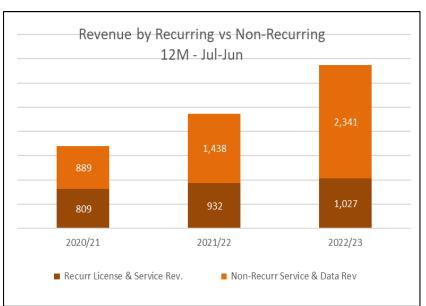
GEOJUN YION 2.b. Financial review - Revenue

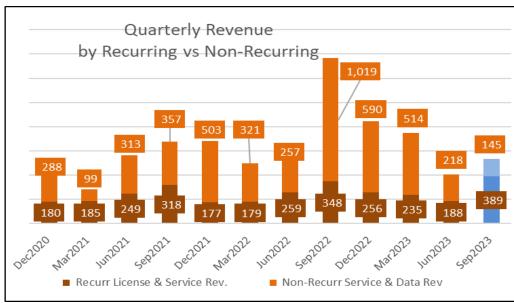




Strong upward trending Revenue YoY,
But recent quarters trending down

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



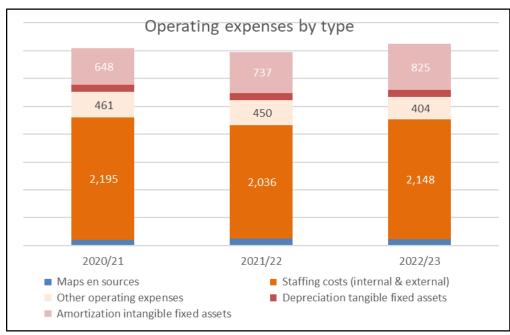


Main Revenue growth driven by Non-Recurring services

But also Recurring revenue is growing

GEOJUN 2.b. Financial review — Operating expenses

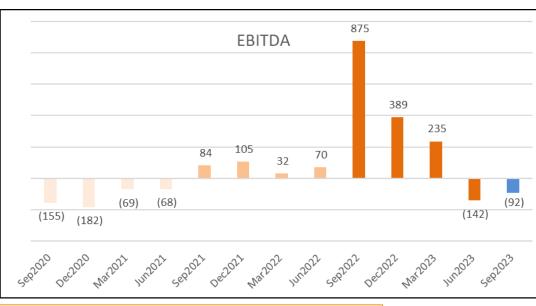
- Minor increase despite 42% revenue growth
- Staff investment in R&D, Operations and IT
- Reduction in Other Operating expense:
 - Lower external support costs
 - Legal, accounting, marketing
- Increase in Depreciation/Amortization:
 - Investment in new hardware
 - Shorter amortization period IFA



Strict cost control in place!

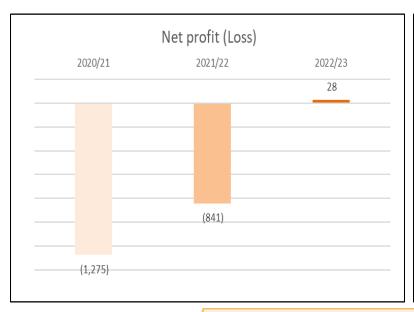
GEOJUN 2.b. Financial review - EBITDA

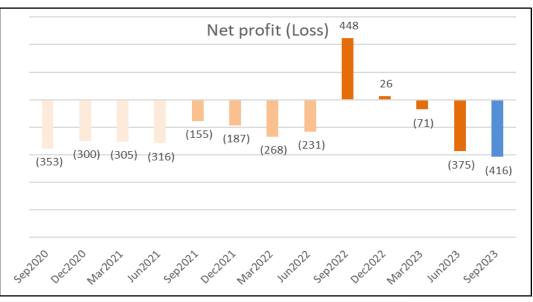




Strong EBITDA in 2022/23, but recent quarters are negative again due to low revenue

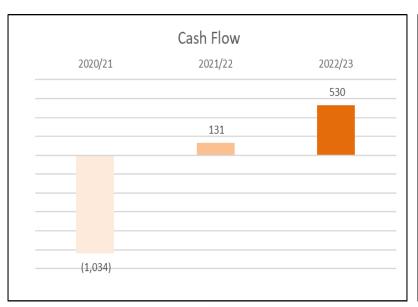
GEOJUN YION 2.b. Financial review - Net Profit (Loss)

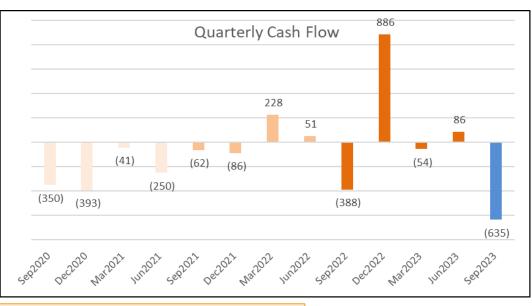




First full year net profit in 2022/23, mainly due to jump in Q1 2022/23. Recent quarter showed negative results

GEOJUN 2.b. Financial review - Cash Flow





2 years of consecutive positive Cash flow. Q1 2023/24 showed high cash outflow.

GEOJUN YION 2.b. Financial review — Outlook for 2023-24 FY

- While GeoJunxion was only marginally impacted during the last two financial years, a "long-wave effect" of the economic downturn has impacted the company at the start of financial year 2023-24.
- In line with the economic climate pictured by the ECB and other economic indicators, the company's preliminary operational results during the first quarter of the 2023-24 accounting year have been below expectations. Our technology customers have been hesitant to place significant orders for new projects. We have won some smaller project orders and renewed existing recurring service contracts Q1 2023-24, but overall, the order intake to-date has been slow. The automotive mapping market continues to move towards open-source data. With OEMs looking for more cost-effective solutions, map prices are under pressure, and competition between navigation solution providers is becoming increasingly fierce.
- Against this background, the company expects a challenging year in 2023-24: With a slow start on order intake, revenue is under pressure and likely to decline year-over-year. However, we remain confident in the quality of our products, their relevance in the market, the dedication and diligence of our teams and the trust we have established with our customers to overcome these short- and medium-term challenges and continue executing on our long-term growth strategy.

Challenging year expected for 2023-24 with customers slowing down on spending



3. Status on delisting from Euronext Amsterdam

Chairman – Kees Molenaar CEO/CFO – Ivo Vleeschouwers

GEOJUN YION 3. Delisting - Scenarios evaluated

- Delisting through <u>Public bid</u> from Purchasers
- Delisting through <u>Sale of Operating entity</u> GeoJunxion BV & Liquidation
- Delisting and Listing on <u>Alternative market</u>
- Remain Listed with Corporate move to EU member state
- Remain Listed Foreign accounting firm with Dutch OOB license
- Mandatory <u>delisting with no transaction</u>

GEOJUNXION 3. Delisting - Value of listing

Benefits:

- Visibility and credibility to company and brand
- + Transparency with quarterly reporting
- + Tool for employee retention in stock option plan
- Access to financing

Downsides:

- Direct costs linked to listing (AFM, Euronext, Listing Agent, ...)
- Indirect costs linked to listing (Insurance, audit and legal, ESEF reporting (tagging),
- Time spent on reporting and compliance matters
 - Annual, half yearly and quarterly reporting,
 - Regular press releases on main events (contracts won, product development, ...)
 - Corporate code, Disclosure and insider trading monitoring
 - Diversity reporting
 - ESG and CSRD reporting

Board assessed that downsides outweigh benefits and downsides become increasingly heavy! Preferred way forward is to Delist.

GEOJUN YION 3. Delisting - Public bid versus Asset Sale

Public Bid

Benefits:

- + Strictly Regulated process, controlled by AFM
- + Well known process in market
- + Transparent to shareholders what price is received

Downsides:

- Regulated and a strict process
- Specific timeline, longer duration to complete
- Process calls for audited financials of target company
- Higher costs to complete for company and bidders
- Higher level of complexity
- Not preferred by bidders

Asset Sale and Liquidation

Benefits:

- Asset sale is under control of company
- + Simpler and less expensive process than Public bid
- + Shorter timelines to complete
- Majority and qualified majority required at request of Boards
- Bidders guarantee price received by shareholders of EUR 1.10
- Higher deal certainty
- + Preferred by bidders

Downsides:

- Less known process in market
- Lower impact in decision making for smaller shareholders mitigated by qualified majority requirement

Boards assessed both alternatives and agreed to Asset Sale as best option in view of deal certainty, lower complexity, lower costs and concessions made towards approval levels.



4. Status on convertible loan with lenders

CEO/CFO – Ivo Vleeschouwers

GEOJUN YION 4. Status on convertible loan with lenders

- Convertible loan became due upon start of delisting process
 - Lenders provided waiver of rights since then
- Loan partly refunded early November
 - Agreed in SPA
 - Quaeroq portion
- Remaining Convertible loan:
 - Will be pushed down from NV into BV
 - Intention to convert into Equity following completion of transaction



5. Report of the Management Board

CBO - Francesco Altamura CEO/CFO - Ivo Vleeschouwers



GEOJUN 3. Report of the Management Board - Key points

Key milestones in FY 2022-23

2022

- July Announcement of the partnership with the Dutch Red Cross to provide a custom last-mile-map to assist first-aid responders to quickly find and get to the precise location of possible emergencies at the Zwarte Cross, a 4-day Dutch Festival with hundreds of volunteers on an area for 2.8 million square meters and about 220 thousand visitors.
- July GeoJunxion receives the Level 2 Certification on Social Entrepreneurship (PSO). This demonstrates that GeoJunxion
 offers high-quality employment to people who have difficulty accessing the labour market and collaborates with organizations
 that also do or strive for this.
- July Royal Haskoning signs NDW framework agreement with GeoJunxion BV and other 11 partners to deliver traffic data from non-road systems such as Probe Vehicle Data, Floating Car Data and crowdsourced data.
- July Publication of July 2022 Business Update, showing positive cash flow for full year 2021-22. Having delivered growth of 40% year-over-year, while keeping costs down compared to 2020-21.
- August Announcement of the booking of a series of Location Intelligence Service contracts for a combined value of well over one million Euro.
- September Announcement to have granted year 2022 shared options to its employees, as incentive award toward long term
 value creation, and to have reached the first quarterly vesting of the share options awarded in 2020.
- October Publication of 2021-22 Annual Accounts for the 12-months accounting year, ended 30 June 2022, showing significant
 improvements in all financial KPIs, including positive cash-flow.
- November Participate to Festivak 2022 in Den Bosch, with the intent to start investing in the last-mile mapping business.
- November Publication of the Financial & Business update for the quarter July-September 2022 (Q1 F.Y. 2022-23), reporting
 to have doubled the revenues compared with the same period of the previous year and realized a profit after taxes of 448K Euro.
 10% reduction in OPEX and positive EBITDA and EBT of 875K Euro and 565K Euro.
- November Annual General Shareholders Meeting AGSM 2022.
- November Publication of the voting results of the AGSM 2022 with approval and adoption in accordance with the proposal.

2023

- January GeoJunxion announces the closing of a series of Location Intelligence service agreements for a combined value exceeding 200K Euro, in addition to the renewal of important annual service contracts.
- February Publication of the Financial and Business update Q2 (Oct-Dec) and H1 (Jul-Dec) F.Y. 2022-23, reporting +63% revenue growth in the semester, 8% reduction in OPEX, positive EBITDA and EBT of 1.263K Euro and 603K Euro, a Net Profit after taxes of 474K Euro compared with net loss of 342K Euro of the past year and positive Cash Flow of 499K Euro. GeoJunxion also communicated an increased outlook for the year, with the topline growing by 30 to 35% compared with the previous accounting year.
- . March GeoJunxion participated with a booth at the Autonomy Mobility event In Paris, France.
- April GeoJunxion and WizzyMaps announce their collaboration to deliver state-of-the-art last-mile mapping and location services.
- April GeoJunxion announces to have received the Euronext notification about the expiration of the 24 months period on the
 penalty bench in regards of the lack of audited accounts and the intended delisting of the company from Euronext Amsterdam
 by 4 November 2023.
- · April GeoJunxion becomes partner of Hart voor de Zaak (Hartstichting).
- May Publication of the Financial & Business update Q3 (Jan-Mar) and YTD (Jul-Mar) F.Y. 2022-23, reporting 60% revenue growth in the 9 months period, 2% reduction in OPEX, EBITDA, EBIT and EBT positive, Net Profit after taxes of 403K Euro and positive Cash Flow for the YTD of 444K Euro.
- May GeoJunxion announces to have received the Euronext notification about the start of the delisting process in accordance with rules 6905/1 and 6905/2.
- May Announcement of the closing of two Location Intelligence Data and Service agreements for a combined value exceeding 200K Euro.
- May GeoJunxion participates in the Polis Mobility event In Koln, Germany.

Reference is made to the Annual Report 2022/23



6. 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 2022/23
 - Members and meeting attendance
 - Strategic oversight
 - Evaluation
 - Financial statements



- 7. Remuneration policy
- 8. Adoptions of Minutes of AGSM 15 Nov 22

Chairman – Kees Molenaar



GEOJUN Voting Topics - 7, 8

- Topic 7 Remuneration Policy
 - see pages 26-27 Annual Report
 - see note 6.26, p 40
- Topic 8 Minutes of the AGSM of 15 November 2022
 - Published on company website

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16 Closing of the Shareholders meeting



9. - 14. Annual Accounts 2022/23

Chairman – Kees Molenaar

GEOJUN Voting Topics – 9, 11, 13, 14

	Agenda topic	In favour	Against	Abstention		
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14	Proposal to give discharge to the members of the Supervisory Board					
	Other topics					

Closing of the Shareholders meeting



Break to finalize Voting results



Voting results



15. Any other business & questions

Chairman – Kees Molenaar





16. Closing

Chairman – Kees Molenaar