



# Pointerra Limited

22 April 2021

## March 2021 Quarter (Q3 FY21) Activities and Cash Flow Report

Pointerra Limited (ASX:3DP) (Pointerra; the Company) is pleased to provide an overview of the March 2021 quarter activities and the associated cash flows and cash position in the Appendix 4C (attached).

### Highlights:

- **Record quarterly cash receipts from customers A\$1.37 million up from A\$0.64 million in Q2 FY21**
- **Cashflow Positive Quarter (A\$0.21 million) from Operating Activities**
- **COVID-19 recovery infrastructure investment by governments driving platform demand from the AEC sector**
- **3Dinsight.ai baseline LiDAR mapping data secured from Here Technologies, foundation customers now being targeted**
- **Pointerra admitted to ASX All Ordinaries and All Technology Indexes**

### Operations

#### **Customer Growth**

During the quarter the Company continued to grow the spend from existing customers and also add new customers across Pointerra's suite of services – DaaS (Data as a Service), AaaS (Analytics as a Service) and DPaaS (Data Processing as a Service).

Continuing the trend of recent quarters, growth in spend by Pointerra's existing subscription customers across Pointerra's entire DPaaS, DaaS and AaaS



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platform was augmented by onboarding new customers in the following sectors:

- Aerial & Mobile Mapping (LiDAR and imagery) – US and Australia
- Power Utilities – US
- Telco's – US & Australia
- Land Surveying & Mapping – US and Australia
- Mining, Oil & Gas – US & Australia
- AEC (Architecture, Engineering & Construction) – US, UK and Australia

During the quarter Pointerra continued platform rollout and enterprise deployment activities in the US with Pacific Gas and Electric and Eversource Energy, as well as working with existing utility customers both directly and via their mapping partners across the US. These included (but are not limited to) Florida Power & Light, Southern California Edison, San Diego Gas & Electric, Seattle City Light, American Transmission Company and Tennessee Valley Authority.

The quarter also saw growth in demand for Pointerra's platform from large regional and global engineering firms (AEC sector), who are actively engaged in early works for local, state and federal government COVID-19 recovery infrastructure investment initiatives. The speed of deployment and sheer quantum of funds being committed by governments around the world into investment in civil infrastructure as part of COVID-19 economic stimulus is unprecedented. This activity is also driving the acceleration of innovation adoption by the AEC sector, which the Company expects will contribute to further growth in AEC sector customer acquisition by Pointerra in coming quarters and into calendar 2022.

*The Company will release a separate Enterprise Sales and USD ACV update to the market, which will contain further detail relating to customer growth during the March quarter, prior to 30 April 2021.*

Consistent with previous quarters, the Company again highlights that quarter-on-quarter cash receipts may continue to be variable as new customers are on-boarded following contract award with a variety of different payment cycles including monthly, quarterly, annually and even multi-year in advance agreements.

This ongoing variability in quarterly cash receipts is however expected to smooth out in time as ACV continues to grow and the size and diversity of Pointerra's portfolio of DaaS, AaaS and DPaaS customers continues to mature.



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## **US Defense Sector Opportunities**

During the Quarter, Pointerra continued to participate in face to face and online demonstrations to audiences across a range of defense and intelligence sector agencies.

Working with our US Defense Sector Consultant, Jason Higgs (a former Major and pilot in the US Air Force with over 20 years of Special Operations experience) these demonstrations showcased dynamic, real world applications for Pointerra's platform that solve existing problems facing these agencies.

Subsequent partnerships with these agencies to lodge joint applications for rapid funding rounds via the US Federal Government's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs also progressed during the quarter.

The SBIR and STTR programs offer a proven, well established pathway to access short-term funding to support the provision of defense and intelligence sector solutions in the US marketplace as a pathway to full enterprise deployment supporting each agency's operations.

Pointerra remains actively engaged in more than 25 SBIR, STTR and direct contract opportunities across Army, Air Force, Navy and other military and intelligence sector agencies in the US.

To assist in targeting and executing defense and intelligence sector opportunities in the US the Company continues to explore consulting arrangements with recently retired ranking officers with knowledge of the role geospatial technology provides in providing real-time situational awareness, supporting mission planning and intelligence activities.

The Company's disciplined strategy in pursuing defense and intelligence sector opportunities is clearly directed towards generating short-term program funding and paid commercial agreements to create a funded pathway to larger, longer term whole of agency deployments of Pointerra's platform.

## **3Dinsight.ai**

During the quarter the Company continued working with existing mapping customers and partners as well as asset owner customers (eg power utilities) in Australia and the US to secure 3D data access and license (and revenue share)



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agreements across a range of terrestrial, mobile and aerial 3D datasets for deployment to Pointerra's world-first 3Dinsight.ai platform.

The Company's partnership with global mobile mapping giant Here Technologies (Here) was central to progress made on the 3Dinsight.ai initiative during the quarter. Here is one of the world's largest mobile mapping companies, with over 9,000 employees across 56 countries serving thousands of customers at scale, with Here maps used in over 150 million vehicles worldwide.

Here was formerly known as Navteq before being acquired by Nokia in 2007 and then by a consortium of German car makers (Audi, BMW and Daimler-Benz) in 2015. More recently Japan's Mitsubishi and NTT have also acquired interests in Here, reflecting the global footprint of Here's operations supporting the mobile mapping, in-car and autonomous navigation requirements of some of the world's largest automotive groups.

Pointerra originally signed up to Here's Partner Program in September 2019 and spent much of calendar 2020 exploring opportunities to monetise Here's global mobile mapping library (3D LiDAR data) through a revenue-share agreement with Here that introduces new markets, customers and sources of revenue to Here via Pointerra's 3Dinsight.ai platform.

During the March quarter, Pointerra and Here progressed technical integration (so Pointerra and 3Dinsight.ai can access Here's enormous cloud-based, multi-epoch LiDAR libraries) and framing customer market-facing messaging to provide 3Dinsight.ai with important (and high value) base-level LiDAR data to generate products and services to foundation-customer prospects.

The current agreement with Here covers Australia, New Zealand and the US, which mirrors Pointerra's current geographical focus. The Company expects to be able to extend the reach of the data agreement with Here into additional territories and countries in the future.

Unlike existing 3D data marketplaces that seek to sell 3D data through clip-and-ship style transactions, Pointerra's 3Dinsight.ai platform instead provides answers to a range of digital asset management questions, using 3D LiDAR data to interpret and analyse asset condition, selling access to this insight through discrete-event and subscription-based commercial models.

Customers and subscribers will be able to purchase or subscribe to insight derived from the hosted 3D data leveraging Pointerra's proprietary analytics



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engine, to answer critical business problems, support decision making and drive strategic asset management planning.

The soft-launch of the 3Dinsight.ai initiative will continue in coming quarters as additional data layers (and data partners) are identified, with the resultant insight subscriptions (recurring Insight as a Service contracts) marketed to select prospects across federal, state and local government agencies and the commercial sector in Australia, New Zealand and the US.

\*\*\* Coming Soon and Powered by Pointerra. 3D Data Solved \*\*\*

## 3Dinsight.ai

**Purchase or subscribe to asset management insight derived from 3D data**

Leverage Pointerra's proprietary 3D data analytics engine to answer critical business problems and support decision making.

The Company believes that over time, 3Dinsight.ai will become the largest and most valuable part of Pointerra's commercial offerings as the (current) core DPaaS, DaaS and AaaS solutions, enhanced by machine learning and artificial intelligence developments, drive deeper and more valuable on-demand and "pushed" insight to the Company's subscription customers.

### **Pointerra Team Growth**

During the Quarter the Company made a number of investments in people across the development and sales team to provide additional scale in meeting demand for solution development and also address sector sales opportunities in Australia and the US.



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Headcount increased from 23 to 27 (24 FTE's) during the quarter, with 17 in Australia and 9 in the US. The Company expects to make additional appointments in coming quarters as the business continues to scale.

## **COVID-19**

Pointerra team members now reside in 2 Australian and 5 US states and apart from the head office in Subiaco, Western Australia, the Company has operated a work-from-home environment since 2018 for the non-Western Australian team members.

Since the global outbreak of the COVID-19 pandemic, Pointerra has followed and adopted hygiene, health and work practice advice from relevant state and federal health departments and agencies in Australia and the US.

To date COVID-19 has had minimal impact on the ability of Pointerra's team to continue to operate the Company's business. The Board has considered a range of operational risk management initiatives, which will continue to be monitored in this fluid and rapidly changing global environment.

First and foremost, the safety of our people will continue to remain a priority.

## **Cash Receipts**

During the quarter ended 31 March 2021 the Company received \$1.37 million in customer receipts, compared to the December 2020 quarter figure of \$0.63 million, which contributed to a *net cash inflow from operating activities* of \$0.21 million for the quarter.

The Company also received \$0.39 million from the exercise of unlisted options during the quarter.

## **Cash Outflows (Summary of Expenditure)**

During the quarter, payments for Research and Development of \$0.33 million represented salary allocations of Pointerra team members who are 100% focused on R&D activities.

Payments for Product Manufacturing and Operating Costs represent the portion of Pointerra's AWS (Amazon Web Services) cloud platform expenditure allocated to supporting paying customers.

Payments for Staff Costs represent salaries for administration, sales and general management activities by Pointerra team members.





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Payments for Administration and Corporate Costs represent general costs associated with running the Company, including ASX fees, legal fees, adviser fees and rent.

Cash outflows for the quarter were in line with management expectations and the cash balance at 31 March 2021 amounted to \$5.09 million. Please refer to the attached Appendix 4C for further details on cash flows for the quarter.

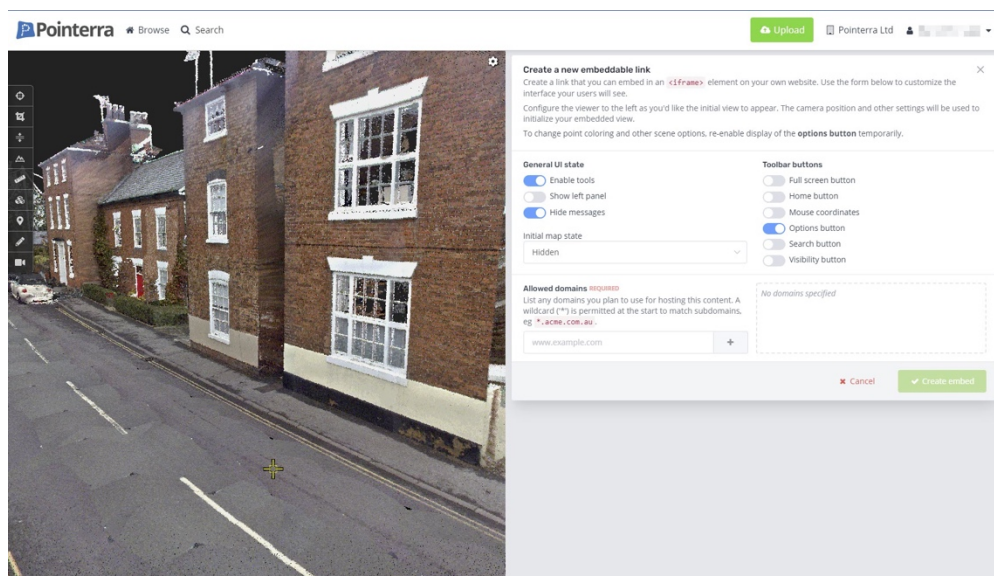
## Solution Development and R&D Activities

### Solution Development

The Pointerra platform is continually being enhanced in response to customer requests and in line with the product roadmap. Details of released changes and enhancements can be found in the regularly updated platform release notes on the Pointerra platform. A few of the more significant highlights for this quarter are detailed below.

**Core Platform (Daas).** Several new features have been added to the platform, including:

- Ability for customers to easily embed a configured version of the viewer into their own websites without the need to use the full API. This is via the new *create embed link* function available to selected customers.



Pointerra's "embed link" functionality



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- Addition of a two-factor authentication (2FA) option for enterprise customers. This allows customers to enforce the use of a 2FA token for their user logins. The addition of 2FA further enhances the platform's enterprise-level security credentials.
- Refresh of the viewer interface, including support for a new dark theme.
- Support for tiled exports to allow for large data exports to be split across multiple files. This is to support the increased use of the data transformation/exporting capabilities of the platform across our customer base.

**Analytics as a Service (AaaS).** During the quarter there was a focus on providing enhancements to the core AaaS platform in response to the growing list of AaaS customers. R&D work is now fully underway to extend the analytics capabilities into road and rail analytics (leveraging Pointerra's power utility functionality) including a mining-specific haul road conformance analytics/tools/reporting capability and continuing the focus on supporting linear infrastructure asset owners/operators.

Some of the highlights include:

- Ongoing enhancements to the platform's ability to identify and model the details of electric utility networks, including additional support for transmission towers, H-frames, and similar structures;
- Further support for attributing objects with both analytics-derived and user created information. Users can now create their own attribute schemes to define the attributes that they want to create and report on (e.g. pole ownership, wire voltage, etc)
- Continued development of output formats and reports in response to customer requests
- Automated estimation of pole diameters, clearance to ground for conductors, vegetation grow-in and fall-in modelling, and additional support for vegetation encroachment models to cater for various customer requirements.
- Initial support has been added to allow multi-user editing of analytics data to support customer teams that are working on large scale campaigns. This will be enhanced in future releases.

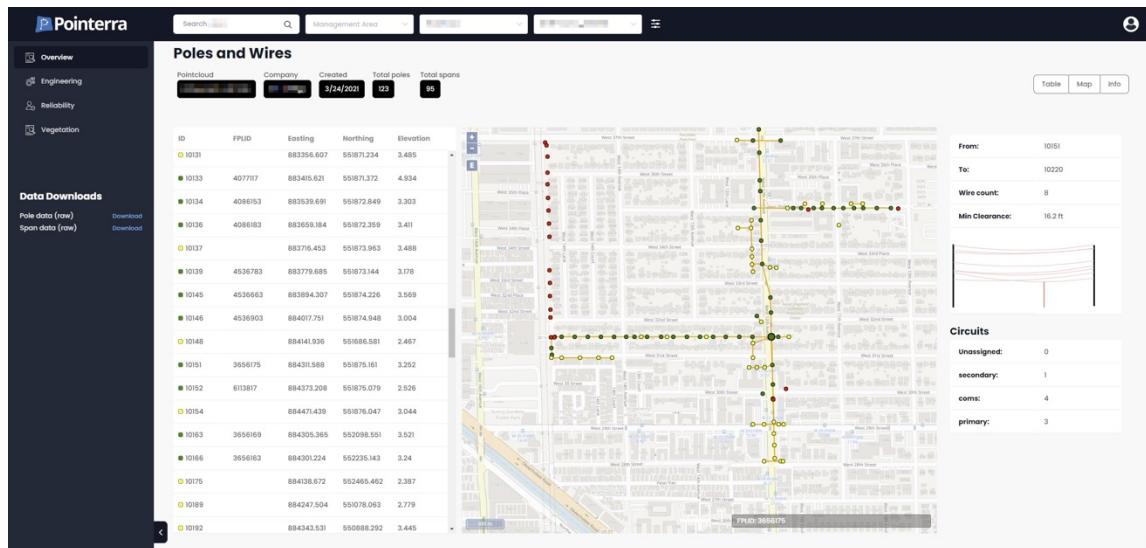
Work is currently underway to build an analytics-focussed dashboard/portal interface that is built for working with the large volumes of data being generated by Pointerra's analytics engine. This will allow customers to view the data in a more flexible manner, generate self-serve reports and manage the





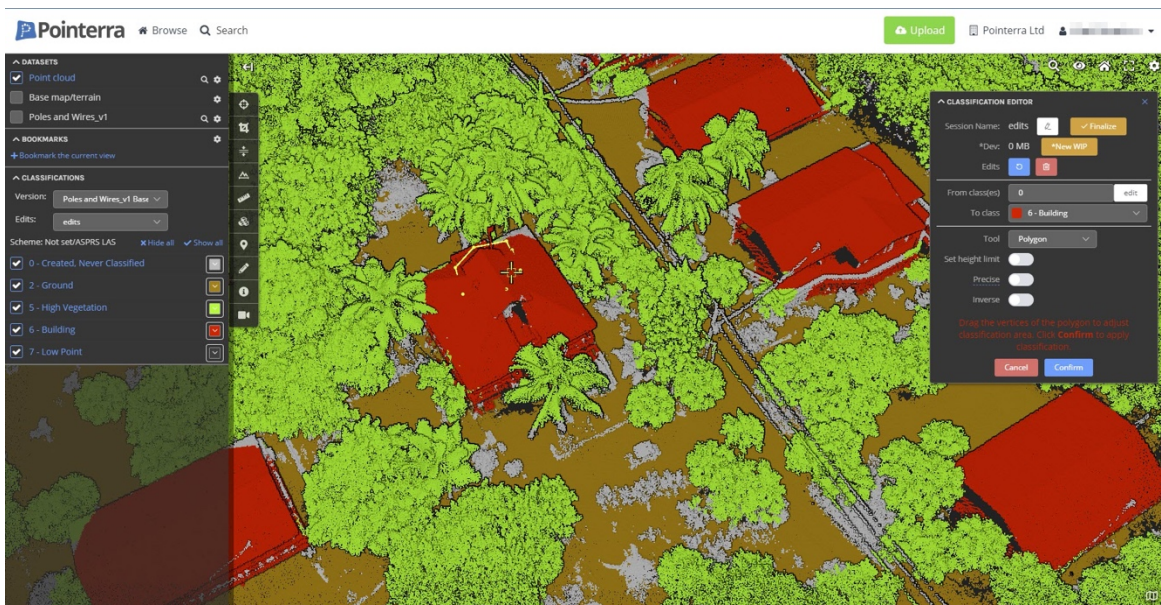
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workflow of data through the process. The number of customers that are taking up AaaS subscriptions and the volumes of data running through the analytics platform are increasing to a level that a specific and more targeted user interface has become necessary.



Pointerra's power utility dashboard

**Browser-based point cloud classification editing.** The in-browser classification editing has now progressed to beta testing with selected customers, with the intention to move to a more widespread release in the next quarter.



Pointerra's in-browser classification and editing user interface



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**Data processing as a Service (DPaaS).** Pointerra's new solution to automate and migrate the 3D lidar "capture-to-point-cloud" processing workflow into the cloud is now being actively tested and used by customers (both existing AaaS and new customers).

The primary stages of the processing pipeline are now fully cloud deployed and the development team are continuing to create or work with vendors to provide additional components and features for the DPaaS solution.

**Data Marketplace (3Dinsight.ai).** Work on a new user interface and back-end enhancements to support the Pointerra data marketplace is in progress, including actively seeking out partnerships to build an initial data coverage.

This will support the ability for customers to browse and search available data in the Pointerra marketplace both geographically and by filtering for desired characteristics, such as quality and capture parameters. A number of analytics algorithms to extract high-value information for key markets are being developed.

## **Research and Development**

R&D efforts continue to focus on the following strategic areas:

1. Development of a platform to underpin the delivery of point cloud analytics to Pointerra customers (DaaS);
2. Developing a catalogue of analytics algorithms (AaaS), in particular extraction of objects of interest from large scale datasets (e.g. poles, trees, signs), automatic point cloud classification and imagery analysis;
3. Broadening the platform to support storage, visualisation and analysis of complementary 3D data types, including imagery, CAD and vector layers;
4. Reducing the cost of providing the service through changing the way that Pointerra's processed data is stored and streamed to client browsers and applications using the Amazon Web Services (AWS) cloud platform;
5. Enhancing the core web platform to support the development of addition apps that utilise the core Pointerra API and available data; and
6. Exploring methods to apply neural network machine learning technology to 3D point cloud data.



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## Corporate & Compliance

Pointerra's cash position at 31 March 2021 was \$5.09 million.

During the quarter, the holders of 4,490,000 options over ordinary shares exercised these options, resulting in the receipt of \$0.38 million in exercise funds and the issue of 4,490,000 ordinary shares in the Company. The Company currently has 675,223,112 ordinary shares on issue.

During the quarter the Company was admitted to the ASX All Ordinaries and All Technology Indexes, reflecting the Company's growth in market capitalisation over the past 3 quarters. Pointerra's share register has also expanded and matured during this time with a number of domestic and international institutional investors entering the register via on-market purchases.

The aggregate amount of payments to related parties and their associates included in the current quarter cash flows from operating activities were \$0.07 million comprising Directors fees, salaries and superannuation.

This announcement has been authorised and approved for release by the Board of Pointerra Limited.

**ENDS**



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**About Pointerra:** Pointerra is an Australian company focussed on the global commercialisation of its unique 3D geospatial data technology. Pointerra's technology has solved an entrenched problem in the digital asset management sector and allows very large 3D datasets to be used without the need for high performance computing. 3D data is processed and stored in the cloud for instant, on demand user access: anytime, anywhere, on any device – providing actionable 3D information to power digital asset management solutions.

Common Q&A's about Pointerra:

1. **What do we do?** We manage, analyze and monetize other people's 3D data for them.
2. **How do we make money?** People pay us to manage their data, to develop or source analytics to make sense of their data and they share revenue with us when we help them to monetize their data.
3. **Why do people need us?** 3D data is hard to manage, use, analyze and share. We have proprietary (patent protected) IP that lets us do what we do better than anyone else.
4. **Do we have competitors?** There are lots of desktop solutions for 3D data and fewer cloud solutions. Most cloud solutions focus on visualization but aren't readily analyzed - either quickly and efficiently or at mass scale. Our IP allows us to do this better than anyone else.
5. **Who are our customers?** Anyone who is engaged in capturing (surveyors, drone operators, aerial and satellite mapping) or using (AEC sector, asset owners/operators/insurers/regulators) 3D data to plan, design, construct/build, operate, maintain, insure and govern/regulate a physical asset.
6. **What sectors do our customers operate in?** Linear infrastructure (road/rail/pipeline/transmission/distribution), non-process infrastructure (civil and built-form) and process infrastructure (mining/oil&gas plant).
7. **How do people pay us?** Our Data as a Service (DaaS) solution to manage 3D data using our digital asset management platform is priced based on the amount of data (in terabytes) we are hosting and the number of users each customer requires. We also charge customers to process their data (Data Processing as a Service or DPaaS), build/deploy analytics against (Analytics as a Service or AaaS) their data and where we connect buyers and sellers of 3D data, we typically agree a revenue share via our 3D data marketplace.

Pointerra's vision is to create a global marketplace for 3D data, saving users time and money and creating a 3D data access revolution. Pointerra: 3D Data Solved  
<http://www.pointerra.com>

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

Pointerra Limited

**ABN**

39 078 388 155

**Quarter ended ("current quarter")**

31 March 2021

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	1,374	2,618
1.2 Payments for		
(a) research and development	(328)	(999)
(b) product manufacturing and operating costs	(91)	(235)
(c) advertising and marketing	(11)	(17)
(d) leased assets	-	-
(e) staff costs	(532)	(1,673)
(f) administration and corporate costs	(195)	(602)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	1
1.5 Interest and other costs of finance paid	(6)	(24)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	578
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>211</b>	<b>(353)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(20)	(91)
(d) investments	-	-
(e) intellectual property	(7)	(24)
(f) other non-current assets	(2)	(2)

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
2.2 Proceeds from disposal of:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(29)</b>	<b>(117)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	-	2,500
3.2 Proceeds from issue of convertible debt securities	-	-
3.3 Proceeds from exercise of options	381	800
3.4 Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	-	-
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	-	-
<b>3.10 Net cash from / (used in) financing activities</b>	<b>381</b>	<b>3,300</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of period	4,517	2,337
4.2 Net cash from / (used in) operating activities (item 1.9 above)	211	(353)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(29)	(117)



**Appendix 4C**  
**Quarterly cash flow report for entities subject to Listing Rule 4.7B**

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
4.4	Net cash from / (used in) financing activities (item 3.10 above)	381	3,300
4.5	Effect of movement in exchange rates on cash held	8	(79)
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>5,088</b>	<b>5,088</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	5,038	4,467
5.2	Call deposits	50	50
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>5,088</b>	<b>4,517</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1	Aggregate amount of payments to related parties and their associates included in item 1	(72)
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

*Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.*

<b>7. Financing facilities</b>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
<b>7.4 Total financing facilities</b>	-	-
<b>7.5 Unused financing facilities available at quarter end</b>		-
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	211
8.2 Cash and cash equivalents at quarter end (item 4.6)	5,088
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	5,088
<b>8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	N/A
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Answer: N/A	
8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
Answer: N/A	
8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
Answer: N/A	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

## Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: .....22 April 2021.....

Authorised by: .....By the board.....  
(Name of body or officer authorising release – see note 4)

## Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.