



Pointerra

Full Year Results Presentation

For the year ended 30 June 2021

2 FY21 Year in Review

ACV

US\$9.8m

▲ **241%** (2020: US\$2.9m)

Headcount

29

▲ **142%** (From 12 to 29)

Customer Revenue

A\$3.98m

▲ **224%** (2020: A\$1.23 million)

Customer Cash Receipts

A\$4.07m

▲ **121%** (2020: A\$1.84 million)

Underlying EBITDA*

-A\$1.27m

▲ **31%** (2020: -A\$1.83 million)
[*adjusted for share based payments expense]

Cash Balance

A\$5.18m

▲ **121%** (2020: A\$2.34 million)

FY21 Highlights – delivering on plan

- Growth across key market sectors plus impact of Airovant acquisition delivered 241% annual growth in ACV and means Pointerra is profitable on an ACV run-rate basis
- Headcount growth reflected scaling the R&D and sales teams in Australia & US operations
- Growth in revenue from customers reflects increased spend by existing customers and new customers added during the year
- Lower underlying EBITDA loss of A\$1.27m (FY21 -A\$1.27m v FY20 -A\$1.83m) reflects scaling customer revenue compared to more modest growth in operating costs
- Growth in cash receipts tracks growth in revenue and ACV with these metrics expected to align as the business continues to mature in coming reporting periods
- Cash balance of A\$5.18m reflects improvement in cash from operations for the full year (FY21 -A\$0.25m v FY20 -A\$0.80m) boosted by strategic placement and options exercised during the year
- Pointerra enters FY22 funded for continued organic growth in platform development and customer acquisition

FY22 Outlook – further step-change growth expected

Early activity in FY22 accelerating opportunities across key market sectors:

- Continued rollout of Pointerra's enterprise platform by key US utility customers in July & August 2021 has been enhanced by additional paid POC projects designed to confirm new platform analytics capability, which is expected to further grow the ACV spend by these customers and the wider utility sector.
- Pointerra's digital twin solutions successfully developed for tier-1 mining sector customers in Australia to be launched in US market to targeted tier-1 miners with growth in mining sector ACV spend expected to continue in FY22.
- New facilities management (FM) paid POC for autonomous vehicle navigation and movement secured with global warehousing & logistics customer in the US provides opportunity to grow FM customers globally and leverages capability of the former Airovant team.
- Transport sector MOU signed with leading Australian predictive analytics management company (Advanced Mobility Analytics Group Pty Ltd) to accelerate growth in customer spend across the transport sector in Australia and the US using 2D and 3D data predictive analytics to support safety, operations, management and planning by the transport sector.
- CMO role established to support global growth requirements of sales team and support strategic product market and development activities.

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Pointerra

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Rule 4.3A

Appendix 4E

Preliminary final report

Name of entity:

Pointerra Limited

1.

ABN or equivalent company
reference:

39 078 388 155

Reporting period:

Year ended 30 June 2021

Previous corresponding period:

Year ended 30 June 2020

2. **Results for announcement to the market**

\$

2.1	Revenue from ordinary activities	Up	138%	to	4,574,614
2.2	Loss from ordinary activities for the period after tax attributable to members	Down	(40%)	to	(1,509,332)
2.3	Net loss for the period attributable to members	Down	(40%)	to	(1,509,332)
2.4	Dividends	Amount per security		Franked amount per security	
	Final dividend	Nil		N/A	
	Interim dividend	Nil		N/A	
2.5	Record date for determining entitlements to the dividends	N/A			
2.6	Brief explanation of any of the figures reported above to enable the figures to be understood:				
It is recommended that the Appendix 4E be read in conjunction with the Company’s ASX releases during the year in accordance with the continuous disclosure obligations under the ASX listing rules as well as the attached full-year results presentation.					
Revenue from ordinary activities includes \$3.98m of subscription income from customers as well as \$0.55m Research and Development (R&D) refundable tax offset, resulting from the Company’s continued efforts in developing its patented (and patent pending) 3D data technology.					
Increases in operating expenses during FY21 predominantly driven by staff headcount growth during the year.					
Narrowing of net loss in FY21 relative to the FY20 level reflects growth in revenue outstripping growth in operating costs as the business continues to scale its operations in Australia and the US.					

3. Consolidated Statement of Profit or Loss and Other Comprehensive Income

	Note	Current Period 30 June 2021 \$	Previous Corresponding Period 30 June 2020 \$
Revenue		3,983,603	1,228,165
Other income		591,011	692,134
Expenses			
Cost of services		(312,155)	(146,093)
Administrative expenses (includes salaries)		(3,125,560)	(1,710,288)
Advertising and marketing expenses		(17,046)	(8,334)
Compliance and regulatory expenses		(423,735)	(133,549)
Research and development expenses		(1,462,279)	(1,213,237)
Share based payment expenses		(235,723)	(690,885)
Other expenses		(507,448)	(543,366)
Loss before income tax		(1,509,332)	(2,525,453)
Income tax expense		-	-
Loss after income tax for the year		(1,509,332)	(2,525,453)
Other comprehensive income for the year		36,836	(5,300)
Total comprehensive loss for the year Net of tax attributable to members of the Company		(1,472,496)	(2,530,753)
Loss per share attributable to members of the Company			
Basic loss per share (cents)		(0.23)	(0.45)
Diluted loss per share (cents)		(0.23)	(0.45)

4. Statement of Financial Position

	Note	Current Period 30 June 2021 \$	Previous Corresponding Period 30 June 2020 \$
Current Assets			
Cash and cash equivalents		5,179,363	2,336,873
Trade and other receivables		1,051,698	602,990
Other		12,765	41,696
Total Current Assets		6,243,826	2,981,559
Non-Current Assets			
Plant and equipment		204,034	82,411
Other intangible assets		1,584,332	74,501
Right of use assets		332,711	380,805
Total Non-Current Assets		2,121,077	537,717
Total Assets		8,364,903	3,519,276
Current Liabilities			
Trade and other payables		1,710,531	793,317
Lease liabilities		85,228	81,586
Deferred revenue		1,134,275	811,210
Provisions		229,273	268,501
Total Current Liabilities		3,159,307	1,954,614
Non-Current Liabilities			
Deferred tax liability		311,916	-
Lease liabilities		304,951	345,837
Total Non-Current Liabilities		616,867	345,837
Total Liabilities		3,776,174	2,300,451
Net Assets		4,588,729	1,218,825
Equity			
Issued capital		13,782,572	9,175,895
Reserves		2,510,983	2,238,424
Accumulated losses		(11,704,826)	(10,195,494)
Total Equity		4,588,729	1,218,825

5. Consolidated Statement of Cash Flows

	Current Period 30 June 2021 \$	Previous Corresponding Period 30 June 2020 \$
Cash flows from operating activities		
Receipts from customers	4,069,794	1,843,086
Payments to suppliers and employees	(4,885,089)	(3,207,303)
Interest and other costs of finance paid	(30,379)	(28,665)
Interest received	1,146	1,309
Government grants and tax incentives	590,258	589,167
Net cash flows used in operating activities	(254,270)	(802,406)
Cash flows from investing activities		
Payments to acquire property, plant and equipment	(108,425)	(60,476)
Payments to acquire intangible and other assets	(28,605)	(36,238)
Net cash flows used in investing activities	(137,030)	(96,714)
Cash flows from financing activities		
Proceeds from shares issued	3,300,000	2,500,000
Payment of share issue costs	-	(159,880)
Lease payments	-	(29,761)
Net cash flows from financing activities	3,300,000	2,310,359
Net increase in cash and cash equivalents	2,908,700	1,411,239
Effect of movement in exchange rates on cash held	(66,210)	(21,702)
Cash and cash equivalents at the beginning of the year	2,336,873	947,336
Cash and cash equivalents at the end of the year	5,179,363	2,336,873

6. Consolidated Statement of Changes in Equity

	Issued capital	Share-based payment reserve	Foreign exchange reserve	Accumulated losses	Total
	\$	\$	\$	\$	\$
Balance at 1 July 2019	6,821,694	1,564,152	(11,313)	(7,638,562)	735,971
Loss re-stated – AASB 16	-	-	-	(31,479)	(31,479)
Loss for the year	-	-	-	(2,525,453)	(2,525,453)
Other comprehensive income	-	-	(5,300)	-	(5,300)
Total comprehensive loss for the year	-	-	(5,300)	(2,525,453)	(2,530,753)
Transactions with owners recorded directly in equity					
Shares issued	2,500,000	-	-	-	2,500,000
Share issue transaction costs	(145,799)	-	-	-	(145,799)
Share-based payments	-	690,885	-	-	690,885
Balance as at 30 June 2020	9,175,895	2,255,037	(16,613)	(10,195,494)	1,218,825
Balance at 1 July 2020	9,175,895	2,255,037	(16,613)	(10,195,494)	1,218,825
Loss for the year	-	-	-	(1,509,332)	(1,509,332)
Other comprehensive income	-	-	36,836	-	36,836
Total comprehensive loss for the year	-	-	36,836	(1,509,332)	(1,472,496)
Transactions with owners recorded directly in equity					
Shares issued	4,606,677	-	-	-	4,606,677
Share issue transaction costs	-	-	-	-	-
Share-based payments	-	235,723	-	-	235,723
Balance as at 30 June 2021	13,782,572	2,490,760	20,223	(11,704,826)	4,588,729

7. Dividends (in the case of a trust, distributions)

Date dividend is payable	N/A
Record date to determine entitlements to the dividend	N/A
If it is a final dividend, has it been declared?	N/A

Amount per security

	Amount per security	Franked amount per security at 30% tax	Amount per security of foreign source dividend
Final dividend: Current year	Nil	N/A	N/A
Interim dividend: Current year	Nil	N/A	N/A

Total dividend (distribution) per security (interim *plus* final)

	Current period	Previous Corresponding Period
Ordinary securities	N/A	N/A
Preference securities	N/A	N/A

8. Dividend or distribution plans in operation

N/A

The last date(s) for receipt of election notices for the dividend or distribution plans

N/A

9. Net tangible asset (NTA) backing

	Current Period 30 June 2021 \$	Previous Corresponding Period 30 June 2020 \$
Net tangible asset backing per ordinary security (cents)	0.39	0.12

10. Control gained over entities having material effect

Name of entity (or group of entities)	N/a
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Consolidated loss from ordinary activities after tax of the controlled entity (or group of entities) since the date in the current period on which control was acquired	N/a
Date from which such loss has been calculated	N/a
Loss from ordinary activities after tax of the controlled entity (or group of entities) for the whole of the previous corresponding period	N/a

Loss of control of entities having material effect

Name of entity (or group of entities)	N/A
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Consolidated profit (loss) from ordinary activities after tax of the controlled entity (or group of entities) for the current period to the date of loss of control	N/A
Date to which the profit (loss) has been calculated	N/A
Consolidated profit (loss) from ordinary activities after tax of the controlled entity (or group of entities) while controlled during the whole of the previous corresponding period	N/A
Contribution to consolidated profit (loss) from ordinary activities from sale of interest leading to loss of control	N/A

11. Material interests in entities which are not controlled entities

The economic entity has an interest (that is material to it) in the following entities. *(If the interest was acquired or disposed of during either the current or previous corresponding period, indicate date of acquisition "from dd/mm/yy" or disposal "to dd/mm/yy")*

Name of entity	Percentage of ownership interest held at end of period or date of disposal		Contribution to net profit (loss)	
	Current period	Previous corresponding period	Current period \$	Previous corresponding period \$
Equity accounted associates and joint venture entities				
Total	N/A	N/A	N/A	N/A
Other material interests				
Total	N/A	N/A	N/A	N/A

12. Significant information

Any other significant information needed by an investor to make an informed assessment of the entity's financial performance and financial position:

On 4 June 2021 the Company purchased the business assets and undertakings of US drone-based digital asset management business, Airovant LLC ("Airovant"). Pursuant to the Business and Assets Sale Agreement ("the Agreement"), the consideration was USD\$1 million which was agreed to be issued in shares using the closing price on execution of the Agreement. The Business Combination has been provisionally accounted for at the reporting date.

Details of the purchase consideration, and the net assets acquired are as follows:

Consideration 2,583,092 ordinary shares	1,306,677
Plant and equipment	107,000
Intangible assets (intellectual property and customer relationships)	1,511,593
Deferred tax liability	(311,916)
Net Assets acquired	1,306,667

No goodwill was recognised upon acquisition of the business.

13. Foreign entities set of accounting standards used in compiling the report (IAS)

The consolidated financial statements comply with International Financial Reporting Standards (IFRS) adopted by the International Accounting Standards Board (IASB). A statement of significant accounting policies is detailed in the Annual Report which is in the process of being audited.

14. Commentary on the results for the period

14.1 Earnings per security (EPS)

	Current Period 30 June 2021	Previous Corresponding Period 30 June 2020
Basic EPS (cents per share)	(0.23)	(0.45)
Diluted EPS (cents per share)	(0.23)	(0.45)

14.2 Returns to shareholders (Including distributions and buy backs)

	Current Period 30 June 2021 \$	Previous Corresponding Period 30 June 2020 \$
Ordinary securities	N/A	N/A
Preference securities	N/A	N/A
Other equity instruments	N/A	N/A
Total	N/A	N/A

The dividend or distribution plans shown below are in operation.

N/A

The last date(s) for receipt of election notices for the dividend or distribution plans

N/A

Any other disclosures in relation to dividends (distributions).

N/A

14.3 Significant features of operating performance

N/A

14.4 Segment Information

The Group has only one reportable segment, being the development and commercialisation of its unique 3D geospatial data technology.

14.5 Report on trends in performance

N/A

- 14.6 Report any factors which have affected the results during the reporting period or which are likely to affect results in the future, including those where the effect could not be quantified.**

N/A

15. Compliance statement

This report is based on accounts to which one of the following applies.

(Tick one)

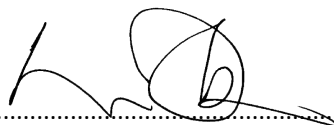
- | | |
|---|---|
| ☐ The accounts have been audited. | ☐ The accounts have been subject to review. |
| ☒ The accounts are in the process of being audited or subject to review. | ☐ The accounts have not yet been audited or reviewed. |

- 16. If the accounts have not yet been audited or subject to audit review and are likely to be subject to dispute or qualification, a description of the likely dispute or qualification:**

N/A

- 17. If the accounts have been audited or subject to review and are subject to dispute or qualification, a description of the dispute or qualification:**

N/A

Sign here: 
(Director)

Date: 31 August 2021

Print name: Ian Olson