

31 January 2023

Enterprise sales update - multiple new contracts awarded

Highlights:

- **FPL – US\$1.35 million Core/Analytics subscription**
- **Amazon – US\$1.30 million Core/Analytics subscription**
- **Main Roads Western Australia – A\$0.264 million Core subscription**

Pointerra Limited (ASX: 3DP) (“Pointerra”; “Company”) is pleased to provide an update on enterprise sales activity during the December 2022 quarter and as of 31 January 2023.

Florida Power & Light (FPL) – new Pointerra3D Analytics subscription

FPL has awarded the Company a US\$1.35 million subscription for the deployment of Pointerra3D Core and Analytics solutions across a new service area in North-West Florida.

Pointerra3D will be used to analyse data libraries of existing aerial and mobile 3D and 2D data held by FPL to produce a digital twin of the service area (approximately 43,000 poles) from existing Pointerra3D Analytics algorithms previously developed for and used across other FPL service areas.

The resultant digital twin will be used by FPL engineers to feed into its ongoing, multi-year grid hardening program, which is designed to ensure electrical network performance by upgrading and/or replacing existing network assets as they age or are impacted by frequent storm events.

This latest contract award builds on +4 year relationship with FPL that commenced back in October 2018 when Pointerra was supporting existing customer PrecisionHawk to expedite workflow for LiDAR production and analysis for FPL’s pole hardening program.

Pointerra3D is now used across multiple business units and service areas for both FPL and its parent company, NYSE listed US energy giant NextEra Energy, where Pointerra3D is deployed to support NextEra's renewables operation across the country.

Amazon – expansion of Pointerra3D Core/Analytics facilities digital twin

Amazon has approved the expansion of the digital twin project for Amazon's US distribution centres (reported in the September 2022 Quarterly) from 14 sites to more than 200. The new sites are expected to be delivered throughout calendar 2023, with a total contract value of at least US\$1.30 million.

Pointerra3D is being used to analyse aerial 3D LiDAR and 2D imagery of the Amazon distribution centres to extract features including loading docks, line markings and parking bays. These digital twin features are then attributed with existing information from Amazon's existing asset database.

The attributed line work is combined with the 3D point cloud, digital ortho-photography and oblique imagery to create a full digital twin of the loading yards at each distribution centre.

The digital twin is being delivered in Pointerra3D's Site Explorer and is being used to design the placement of external sensors for traffic and pedestrian monitoring and management to support the implementation of Amazon's autonomous loading solution.

The ongoing development roadmap with Amazon includes building an internal digital twin of distribution centres to be combined with the external models to provide a full twin of the entire facility.

Amazon has also indicated that the current +200 site project could also be expanded across another 700 sites in the US, providing further opportunity to grow the ongoing digital twin subscription.

Main Roads Western Australia – Pointerra3D selected via competitive public tender process

Pointerra3D has been selected by Main Roads Western Australia (MRWA) as the preferred solution for their public tender, "Supply and maintain web portal for hosting of mobile LiDAR and Spherical Imagery Data".

Pointerra was selected by MRWA via a competitive tender process where Pointerra3D was evaluated against globally recognised digital twin and GIS solutions, showcasing the strength of Pointerra3D as a scalable 3D data management, visualisation and digital twin solution for managing transport assets.

MRWA selected Pointerra3D Core as the best solution to securely host, visualise, share and use a 60TB library of existing point cloud and 360° imagery data covering MRWA's transport network and will also use Pointerra3D API's to integrate with existing MRWA systems.

Pointerra3D Core is being deployed by MRWA via an initial A\$0.154 million 7-month bridging contract, which will then roll into an annual A\$0.264 million deployment. The contract contains an additional four 1-year options to extend the subscription, bringing the total contract value to a possible A\$1.474 million over 5 years and 7 months.

The MRWA win adds to existing Australian transport sector customers including Transport for New South Wales (Sydney Trains and NSW Roads) and Rail Projects Victoria, further demonstrating the maturity and broad appeal of Pointerra3D for the transport sector.

Annual Contract Value (ACV) Update

The new contract awards contained in this announcement will further add to Pointerra's ACV, which was last reported to the market on 1 November 2022.

The Company is currently working through a number of contract renewals with existing US energy utility customers, a process that is expected to further add to growth in ACV via expansion of existing contracts and the addition of new subscriptions. Accordingly, the Company will update the market in relation to ACV growth during the month of February.

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

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