

The banner features a blue background with a 3D cityscape of skyscrapers in various colors (green, yellow, orange, red) on the left. On the right, the Pointerra logo (a blue square with a white dot pattern) is positioned above the word "Pointerra" in white. Below that, "ASX Announcement" is written in a light blue font.

# Pointerra

## ASX Announcement

22 November 2023

### CEO's Presentation - 2023 AGM

The presentation to be made by Pointerra's CEO at today's 2023 AGM is attached.

A video recording of the presentation will shortly be made available at the Company's website (<https://www.pointerra.com/investors/presentations/>) and also at the Company's YouTube channel (<https://www.youtube.com/@pointerra3D>).

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

**ENDS**



Annual General Meeting

Digital Twins  
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22 November 2023



Digital Twins  
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1. Product, Market & Growth Strategy
2. FY23 Recap & Review
3. Outlook for FY24 & Beyond



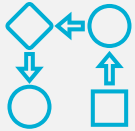
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1. Product, Market &  
Growth Strategy

# Pointerra3D – Advanced AI Powering Digital Twins



**Pointerra3D – the world’s fastest true end-to-end digital twin solution**, leveraging proprietary patented algorithms and AI driven technology via an innovative and unique cloud subscription business model.



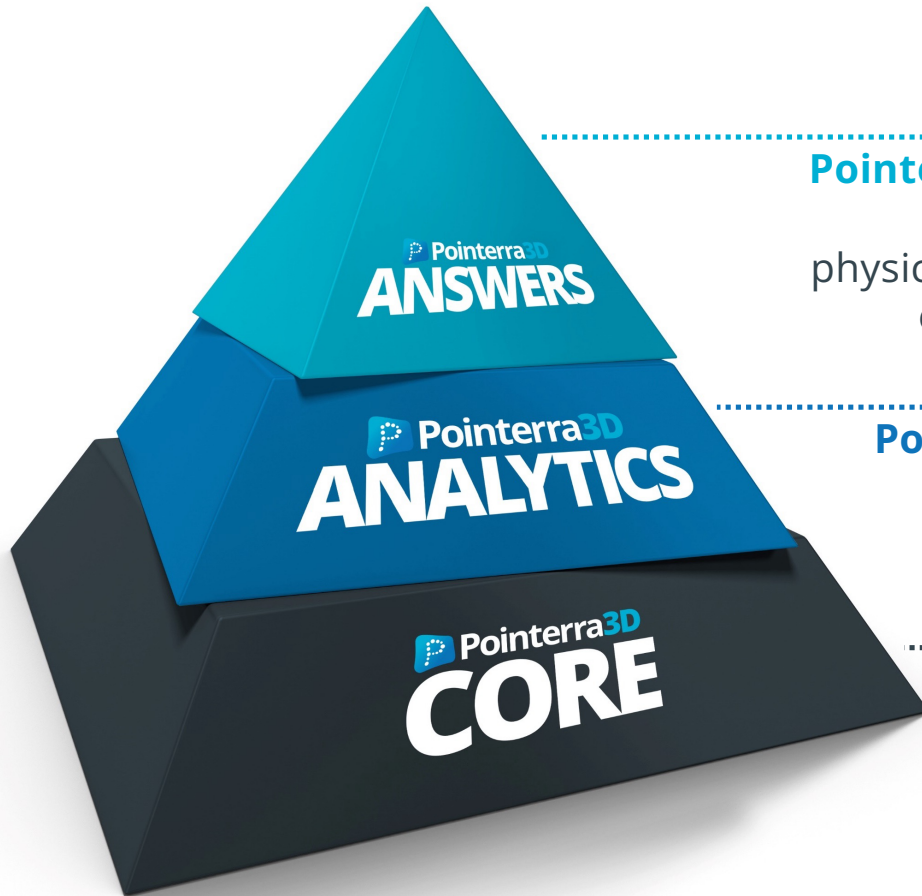
**Pointerra3D** helps customers **answer almost any physical asset management question**, solving numerous traditional 3D digital twin data workflow problems when seeking to plan, design, construct, own, operate, insure and regulate the physical world around us.



**Pointerra3D’s** digital twin solution stores, processes, manages, analyses, extracts, visualises and shares the key insights from massive 3D datasets at **a level of speed, smarts and scale** that is unprecedented.



# Pointerra3D Product Stack



**Pointerra3D ANSWERS** delivers predictive digital insights and definitive answers to complex physical asset management questions via simple, easy to use business intelligence interfaces.

**Pointerra3D ANALYTICS** uses advanced AI to build digital twins, enabling the intelligent, dynamic analysis of physical assets.

**Pointerra3D CORE** is a cloud platform providing solutions to the most common digital twin data workflow problems.



# Targeting 6 Market Sectors – Enormous TAM's



## Survey & Mapping

Scanning and Mapping the world in 2D and 3D from the ground and air

Generating Foundational Digital Twin Data



## AEC

Imagining and designing the buildings and infrastructure of tomorrow



## Utilities

Delivering Power and Water to homes and businesses



## Transport

Moving people, goods and materials around communities and countries



## Natural Resources

Extracting the raw materials to build and power modern life



## Defense & Intelligence

Safeguarding communities, countries and regions

Using Digital Twins to Manage the Physical World



# Disciplined Growth Strategy

Continue to work with customers, prospects and partners **to identify problematic and clumsy desktop digital twin workflows that can be migrated to the cloud**, building out Pointerra3D Analytics and Answers

Leverage the Company's proven success in the power utility sector to **provide a pathway for growth across other key target market sectors.**

**Identify and on-board quality people in** development, product and business development across Pointerra's six key target market sectors.

**Retain a disciplined focus on scaling sticky, recurring SaaS revenue and cashflow** so that the resulting operational leverage can drive sustainable profitability.







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## 2. FY23 Recap & Review

## FY23 Year in Review

### Customer Cash Receipts

**A\$9.4m** ▲

21% (2022: US\$7.8m)

### Customer Invoicing

**A\$8.8m** ▼

12% (2022: A\$10.0 million)

### Reported Revenue

**A\$8.3m** ▼

22% (2022: A\$10.7 million)

### Deferred Revenue

**A\$2.7m** ▲

108% (2022: A\$1.3 million)

### Customer Receivables

**A\$2.7m** ▼

23% (2022: A\$3.5 million)

### Cash Balance

**A\$1.5m** ▼

58% (2022: A\$3.6 million)



# FY23 Highlights – Consolidation & Platform for Growth

## **Record Cash Receipts**

FY23 cash receipts A\$9.4 million, up 21% on FY22 despite enterprise customer program delays experienced during FY23

## **H2 FY23 Operating Result Improvement v H1 FY23**

H2 FY23 EBITDA loss A\$1.2 million, improvement of 61% over H1 FY22 result highlights focused cost constraint

## **Sector Expansion Diversifies Customer Concentration Risk**

Enterprise customer revenue growth generated across transport and natural resources sectors while power utility customer programs were delayed

## **Platform & Product Development Growth**

Continued investment in customer-driven R&D across multiple sectors provides impetus for continued growth in platform spend by customers

## **New Customers - Competitive Tender & Organic Sales Success**

New enterprise customer acquisition through competitive tender and process-driven sales activities demonstrating sustainable competitive advantage of Pointerra3D

## **Existing Customers Renew & Grow Spend**

Existing enterprise customers continue to re-commit to Pointerra3D and grow their platform spend, underlining scalability of revenue model





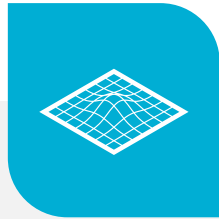
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### 3. Outlook for FY24 & Beyond

# Industry & Market Update – Growth Opportunities



**The global geospatial sector** continues to experience material levels of year-on-year growth in both hardware and software solutions, meaning more data, larger file sizes and a greater focus on workflow efficiencies



There is **unprecedented access to the creation and consumption of 3D data**, but asset owners and operators are still struggling to operationalise the use of scanning and capture hardware at scale



The AEC sector is **accelerating the adoption of digital twin workflow technology solutions** in order to deliver required infrastructure projects in a time of unprecedented capacity constraints



**Structural tailwinds and innovation drivers** are helping grow Pointerra's sales pipeline and shrink the enterprise sales cycle, including the US Federal Government's US\$1.2 trillion infrastructure investment program



Large enterprise customers and prospects across all sectors are embarking on enterprise-wide **digital transformation** programs, all of which require a simple to deploy, yet sophisticated digital twin solution



## FY24 Outlook – *Pointerra's structural growth drivers*



FY24 presents multiple opportunities across each of Pointerra's six key market sectors to generate recurring subscription revenue growth. **AEC, Natural Resources, Transport and Defense** are expected to outperform relative to the Company's standout Energy Utility sector.



The dominant US Energy Utility sector still contains material upside opportunities with existing customers only representing a fraction of total addressable market. **Strong customer advocacy is driving growth** in sales pipeline, whilst also shrinking the sales cycle.



**Further R&D investment** in AI approaches to Pointerra3D Analytics and Answers products is expected to grow revenue and deliver cost efficiencies in solution delivery, which should drive margin growth as the business continues to scale.



Recent additions to the **enterprise sales team** in Australia and the US have delivered results, with more hires planned during FY24 to deliver 7+ figure USD ARR subscriptions with a **shorter sales cycle** than previously possible. New channel partner agreements also provide massively leveraged sales reach.



Adoption of **Digital Transformation** programs are being adopted at an accelerated rate across all sectors and will require a **sophisticated digital twin solution** that delivers value to customers and sticky, high-margin recurring revenue streams to shareholders.



# FY24 Outlook – Growth Trajectory Resuming

## **US Energy Utility Program Delays Expected to Resolve**

Key US energy utility sector growth trajectory expected to resume in FY24 and FY25 as program delays that impacted FY23 results are resolved.

## **Emerging US Energy Utility and Civil Infrastructure CAPEX Programs**

Targeted (customer driven) platform development activities focused on improving timing and cost efficiency of emerging US energy utility CAPEX programs funded by US Federal Government - work already won and new opportunities accelerating.

## **Global Natural Resources Sector Growth**

Existing and new Tier-1 customers expected to grow their spend across Pointerra3D Core and Analytics as the adoption of Digital Twin solutions becomes operationalised to drive construction, production, safety and compliance outcomes.

## **Laser Focus on Profitability and Cashflow Positive Operations**

Expected return to cashflow positive operations during FY24 following resolution of program delays.

## **Move to ARR SaaS Revenue Reporting**







Company to move from ACV reporting to ARR as a more suitable SaaS reporting measure.

## **Recruiting Experienced Enterprise Sales Team to Deliver on Strategic Growth Initiatives**

Accelerating the recruitment of senior business development resources in the Company's key US market, targeting the recent surge in domestic investment in civil infrastructure assets across the power, water, road and rail sectors, and capitalising on the surge in demand for digital twin solutions like Pointerra3D.



## **FY24 → FY26: Catalysts for Profitable Growth**

-  **Pointerra's large, long-term customers aren't going away and are growing their annual spend**
-  **The sales pipeline across multiple sectors is at unprecedented levels**
-  **There are numerous qualified 7 & 8 figure USD ARR enterprise sales opportunities**
-  **The challenge isn't product-market fit or competition, it is direct sales and channel partner execution at the enterprise level**
-  **Recruiting further enterprise sales professionals and new channel partners to close the gap**
-  **The prize for successful execution is large and will deliver sustained operational leverage and high-margin EBITDA**







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