



Digital Twins  
Simply *faster.*

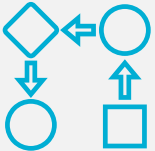
**December Quarter FY24  
Results Presentation &  
Appendix 4C Commentary**

31 January 2024

# Pointerra3D – Building Faster Digital Twins to Better Manage the Physical World



**Pointerra3D – the world’s fastest true end-to-end digital twin solution**, leveraging proprietary patented algorithms and 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.



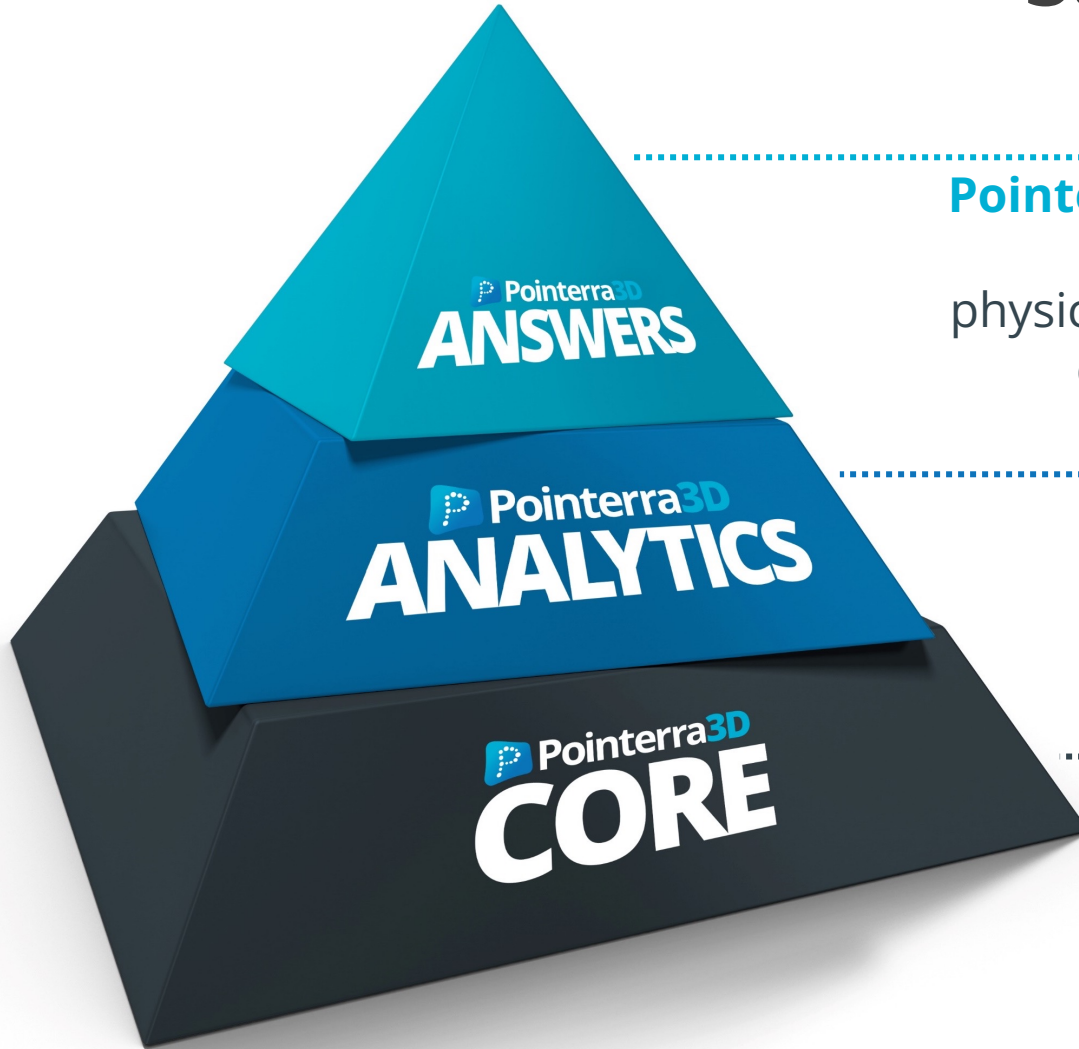
**Pointerra3D’s** digital twin solution stores, processes, manages, analyses, extracts, visualises and shares the key insights from massive 3D datasets at **a level of speed, smarts and scale** that is unprecedented.





# Pointerra3D

## A Unique Digital Twin SaaS Business Model



**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 AI analytics to build digital twins, enabling intelligent, dynamic analysis of physical assets.

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



# Pointerra's 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.



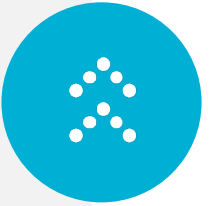
# Q2 FY24 Highlights – Customer Program Delays in 2023 Have Impacted Activity in H1FY24



- Program, invoicing and receivables collection delays of A\$1.5 million in Q2 impact operating cashflows
- Q3 and Q4 FY24 expected to improve as programs deploy
- New strategic reseller & partnership agreements to broaden both geographic and sector sales reach

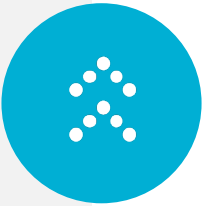
**Customer Receipts A\$1.33 million**

*Compared to Q4 FY23 receipts of A\$0.8 million and Q1 FY24 receipts of \$2.05 million*



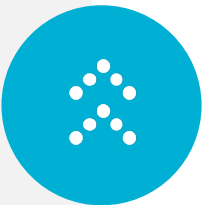
**Operating Cashflows -A\$1.45 million**

*Expect to improve to operating cashflow positive during Q3 and Q4 FY24*



**A\$1.04 million Placement**

*Placement of 13 million shares at \$0.08 to an existing Pointerra founder-shareholder*



# Enterprise Sales Update



**Chief Growth Officer's Making an Impact** – CGO appointments in the US and EMEA regions during calendar 2023 are broadening sales reach into new regions and sectors. Leadership level engagement with Tier-1 customers and prospects as well as resellers and partners has generated greater certainty over deal quality, timing and quantum.

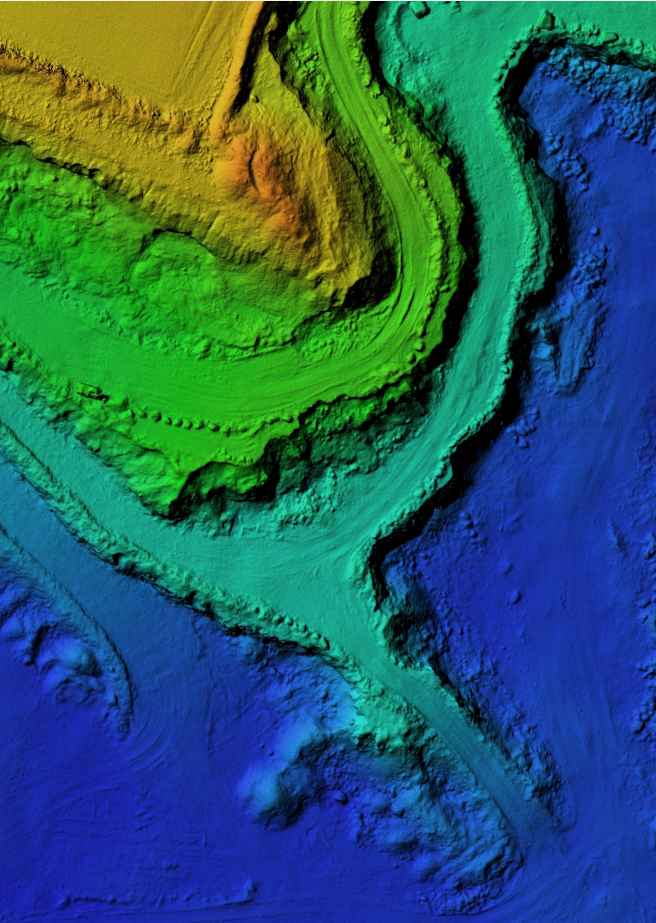
**US Utility Program Delays Improving** – material delays in data acquisition programs by US utility customers and prospects during calendar 2023 impacted Pointerra's sales execution activity. These delays appear to have finally resolved and programs on hold are now re-commencing, which is expected to improve invoicing in calendar 2024.

**Resellers & Partners Open New Regions** – Activity throughout FY23 and FY24 to identify, negotiate and execute agreements with resellers and partners is generating new customers and prospects in new regions without adding to Pointerra's direct sales cost base.

**Sales Pipeline Continues to Grow** – Growth in qualified prospects and deals across target sectors plus existing customer account re-commitment and expansion is driving growth in Pointerra3D platform daily active users (DAU), which will in turn expand the Company's Annual Recurring Revenue (ARR).



# Market Sector Update – Survey & Mapping



**Expanding Market Presence with New Logos and Customer Investment** - We continue to see steady growth in new customers, further broadening our user base in this important foundational Sector. This expansion is further complemented by increased investment from our existing customers, demonstrated through the addition of new users, more extensive data integration, and the adoption of our advanced analytics capabilities. This trend not only signifies customer satisfaction and trust in our solutions but also underscores the increasing relevance of 3D geospatial data and analytics in various industries.

**Influencing Product Roadmap through Customer Feedback** - Our Survey and Mapping Sector clients play a pivotal role in shaping our product development. As a critical link in the supply chain to our other key verticals, these clients act as a leading indicator for emerging trends in the use of 3D data and adoption of Digital Twins. Their feedback and usage patterns offer invaluable insights into what and how enterprise prospects want to utilize 3D reality data. This interaction is instrumental in guiding our product roadmap, ensuring that our offerings are not only innovative but also closely aligned with market needs and expectations.

**Strengthening Partnerships with Industry Leaders** - In our quest to deliver a top-tier, fully agnostic processing solution, we have continued to focus on building and nurturing partnerships with leading hardware manufacturers. Notably, our collaborations with Yellowscan and Teledyne Optech are progressing well. These partnerships are critical to our strategy, as they enable us to provide our survey and mapping customers with greater choice and flexibility, ensuring they have access to the best possible tools and technology in the market in a seamless, highly scalable environment.

**Sales Enablement and Go-to-Market Strategy with Emesent** - An important milestone achieved in the quarter was the completion of sales enablement for Emesent's direct and reseller channels. This achievement has been paired with the development of a detailed go-to-market plan, which is poised for execution in the first half of the calendar year. This strategic initiative is expected to significantly enhance our market reach and customer engagement, driving growth and solidifying our position as the leading Digital Twin platform for data management, visualisation, and analysis.



# Market Sector Update – Power & Water Utilities







# Market Sector Update – Power & Water Utilities

Our team has been diligently consolidating and expanding our engagement in this critical area, aligning our technology solution with the evolving needs of the Sector.

**Consolidation with Existing Tier-1 Customers** - We've successfully consolidated our activities with existing Tier-1 customers in the US Utility Sector, reflecting our commitment to deepening relationships and delivering continuous value through Pointerra3D solutions, and ensuring that our customers are equipped with the best-in-class tools for digital twin and 3D geospatial data management and analysis.

**Continued Engagement with Utilities and their EPC Contractors for Grid Resilience Programs** - Throughout the Quarter the US team have continued engagement with utilities undertaking federally funded grid resilience programs. Program roll outs remain in the planning stages, which has impacted Pointerra involvement, however continued engagement is essential to ensure solution readiness when the program activities commence during calendar 2024.

**Engagement with New Prospects for Climate Response Initiatives** - Our team is actively engaged in discussions with several new North American Energy Utility prospects interested in utilizing Pointerra3D Analytics and Utility Explorer. These solutions are increasingly relevant for supporting climate change response initiatives, focusing on grid resilience. The recent rollout of a funding program designed to encourage the adoption of mature industry solutions is anticipated to expedite the uptake of our technologies by mid-tier distribution utilities, particularly as they look to innovate and adapt to changing environmental conditions. Pointerra3D's existing market adoption and proven solution positions us well to take advantage of these funding opportunities.

**Collaboration with Vegetation Management Contractors** - In our efforts to streamline operations and enhance efficiency, we are collaborating closely with large vegetation management contractors that service the Power Utility Sector. We are enhancing the Pointerra3D platform to refine quoting, improve work order management, and implement self-auditing processes. This functionality will offer substantial benefits, including significantly improved estimation practices, more efficient resource deployment, a considerable reduction in duplicated efforts, and shortened contracted payment cycles for Vegetation Management Contractors.

**Integration Discussions with PelicanCorp (DBYD)** - An exciting development is our active discussions with PelicanCorp regarding the integration of Pointerra3D into their Geolantis360 platform. This integration aims to create Digital Twins of underground utilities, initially to bolster Dial-Before-You-Dig applications in North America. Beyond the immediate application, this collaboration holds the potential to deliver augmented and virtual reality solutions that could transform the management risks to underground infrastructure during construction activities.

This suite of activities and discussions underscores Pointerra's strategic intent to not just participate in the Utility Sector but to lead with innovative solutions that address today's challenges. From supporting climate change initiatives to revolutionising underground utility management, Pointerra is at the forefront of delivering practical and impactful solutions.





# Market Sector Update – Mining, Oil & Gas

As we grow Sector relationships and on-board new customers, we remain focused on delivering workflow process excellence, setting new operating benchmarks for these asset intensive process infrastructure operators. Pointerra is driving digital transformation in the Mining, Oil & Gas Sectors.

**Advancements in Digital Twin Implementation** - Pointerra is driving the implementation of Digital Twin technology within the Oil & Gas Sector, a clear indicator of the Sector's emerging reliance on these platforms. We are in phase one of executing a 'first of a kind' project with an Australian Tier 1 Oil & Gas company. This pioneering project involves capturing assets digitally from the construction phase, enabling the use of the Digital Twin throughout the entire lifecycle of the asset — from construction and commissioning to operations, late-life management, and eventually, decommissioning. This approach is revolutionising asset management, ensuring efficiency and continuity from the outset.

**Collaborative Project on Gas Pipeline Inspection** - Pointerra is actively involved a project that underscores our technological capabilities and collaborative strengths. This project encompasses the automated visual inspection of approximately 500km of gas pipeline for a Tier-1 end customer. We are working in conjunction with several partners to leverage our AI analytics from the Pointerra3D platform. The objective is to provide safer and more accurate insights, which are crucial for meeting the operational license requirements of a Tier-1 global Oil & Gas company. This innovative endeavour is set to redefine the standards of operational integrity and surveillance within the industry.

**Expansion and Partnership in the Middle East and Globally** - Understanding the global demand for Digital Twin technology in Oil & Gas, Pointerra is expanding its reach to facilitate digital transformation both in the Middle East and on a global scale. Our strategic partnership with eSolutions, part of the Midis Group, equips us with a robust and proven business channel. This alliance is instrumental in supporting our prospects and customers within the region, providing the necessary resilience to meet the hyperscale requirements anticipated as Digital Twins become an industry-standard process for operations and maintenance activities in the Oil & Gas Sector.

**Innovative Application of Utility Digital Twin Solutions in Mining** – Adapting our Power Utility Sector digital twin solution for the Mining Sector, particularly in the management and maintenance of mining grids, continues to drive customer growth. Our partnership with Gridvision, a company highly regarded for its expertise in managing power grids in remote mining applications, has been a key partner in this initiative. Together, we have achieved a significant milestone, marking the third annual survey across multiple sites in Central Queensland in 2023. The solution, now mature and with a clear value proposition, is set to bring material growth for both organizations in the upcoming quarters as other miners look to invest in better managing and protecting this critical infrastructure. Gridvision's deep domain expertise and Pointerra's scalable technology are a powerful combination that promises to elevate the operational efficiency of tier one miners.





# Market Sector Update – AECO (Architecture, Engineering, Construction & Operation)

**Strategic Implementation and Analytics Adaptation** - Pointerra has achieved a significant milestone by working with an international joint venture on one of Australia's largest civil infrastructure projects. Following the successful implementation of Pointerra3D as the Common Data Environment (CDE) for 3D scan data, we are now tailoring key underground mine analytics to support the project's next critical phase. The client's growth trajectory is typical of the pattern we often see beginning with the organisation and democratisation of data, progressing to interpretation and exploitation through analytics.

Utilizing Pointerra3D, key tasks are consolidated into a single platform, eliminating the need for multiple data movements and desktop applications. This significantly streamlines complex and computationally heavy workflows. The platform's architecture is designed to favour configuration over customization, aligning with a key tenet of SaaS platforms and showcasing our ability to adapt existing solutions to various industry verticals with agility and precision.

**Expansion of Global Engineering Customer Subscription** - The Company is in negotiating expansion in the platform subscription for one of our global engineering customers. This client has secured a contract to construct a comprehensive digital twin for a large North American customer and intends to employ Pointerra3D Analytics to extract and attribute the spatial fabric of the digital twin. This contract will lay the groundwork for expanded analytics offerings to this and other clients, further emphasizing the versatility and value of the Pointerra platform as well as the success of the land and expand sales strategy.

**Continuous Pursuit in Facility and Operational Management** - As previously announced, our team is continuously pursuing the application of Pointerra3D for facility and operational management. As we develop in this market, we are combining the platform's powerful visualization and collaboration features with scalable, accurate, and repeatable analytics. This approach caters to prospects seeking a single cloud solution for a growing list of use cases. Pointerra3D's capacity to extract precise measurements from highly accurate 3D scan data, while preserving the integrity of the source data, is proving to be a key differentiator over competing solutions, especially in certification and dimensional control activities. We look forward to informing the market on specific contracts as they are executed.

**Update on Amazon Program** - The Amazon program continues to experience delays, with the commencement now projected for Q4 FY24. Despite this, customer engagement remains robust as we prepare execution and implementation plans. We are confident that once re-initiated, the program will proceed smoothly, backed by strong customer support.



# Market Sector Update – Transport (Road, Rail, Ports)



**Consistent Growth and Customer Engagement in Australia** - Pointerra's team is dedicated to achieving consistent growth in the transport Sector, building on the strong foundation established with our cornerstone customers in Western Australia, New South Wales, and Victoria. These organisations are not only pivotal in the utilisation of our solutions but also actively contribute to Pointerra's product development through valuable use cases and feedback. Customer feedback and insight is essential as we refine our market expansion strategies into other regions, ensuring that our solutions are tailored to meet the diverse needs of the global transport Sector.

Following the successful implementation and integration of the Common Data Environment (CDE) with other existing customer IT systems, our growth strategy is now focused on broadening the usage of Pointerra3D across these enterprises, and developing analytics tailored to solve defined use cases that maximise the use of reality data and digital twins in the management of critical transport infrastructure.

**Engagements and Prospects in Queensland and the United States** - Our efforts continue with several key prospects who manage major air and rail infrastructure assets in Queensland and Western Australia. Additionally, we are making strides in the United States with prospects in Washington State, Colorado, Oregon, and Texas. As noted in our previous update, these entities are gearing up for the delivery of significant capital programs in the coming years. Pointerra3D is being positioned as the go-to Enterprise Digital Twin platform to support these initiatives. As these organizations progress in their buying cycles, we anticipate being able to announce specific deals and contracts, marking important milestones in our engagement and reinforcing Pointerra3D's value proposition in the transport Sector.



# Market Sector Update – Defense & Intelligence



Pointerra remains committed to its strategic endeavours within the Defense & Intelligence Sector, diligently working in tandem with Defense organisations and leveraging the channels of established Defense contractors.

The collaborative discussions with a premier provider of C6ISR (command, control, communications, computers, cyber defense and combat systems and intelligence, surveillance and reconnaissance) solutions to the U.S. Department of Defense mentioned in our last update have continued throughout the quarter. The dialogue centres on integrating Pointerra3D Analytics into their existing intelligence, surveillance, and reconnaissance frameworks. The goal is to augment their current capabilities with Pointerra3D's scalable and high-resolution 3D analytics, thereby enhancing the precision and utility of their operations.

Simultaneously, Pointerra is proactively seeking to tailor our proven civilian Sector solutions for the Defense Agencies, focusing on geospatial data production and facilities management. While these applications may not command the spotlight akin to ISR and modern warfare technologies, they represent significant and promising avenues for revenue growth.

Our commitment to this Sector is reflective of our broader vision to serve a wide array of industries with our advanced 3D geospatial analytics capabilities, delivering solutions that meet the exacting demands of Defense and Intelligence operations.





# Product Development, R&D & Platform Update


During the quarter the **Product, R&D and engineering** teams in Australia and the US delivered on the following initiatives:

- ❖ Continued working with the AWS partner team to finalise creation of the Pointerra offering on the AWS marketplace. Prospects can now purchase or procure the Pointerra platform through the AWS marketplace.
- ❖ New AEC functionality released, including:
  - 3D model to point cloud alignment tools.
  - 3D model transform/manipulator tools.
  - Further enhancements to photo inspection capabilities.
- ❖ AEC platform capability enhancements in progress - R&D program commenced to develop in-house 3D model tiling pipeline.
- ❖ Utility Explorer application enhanced with various integrations and report generation features to support the Quick Pole Loading program.
- ❖ New unified 3D analytics data format and 3D vector streaming functionality ready for release. This will provide essentially unlimited size vector data viewing via dynamic tiling and loading strategies. Will also enable the creation of a common set of tools to allow for rapid analytics development and deployment.
- ❖ Continued focus on AWS cost management and optimisation. Auto-scaling and load balancing of key infrastructure components now live in production. Additional geographic regions are being built out to support growing sales and partner activities in EMEA.
- ❖ Next generation point cloud data format completed initial testing – production rollout to occur over the upcoming quarter. This will underpin new capabilities and analytics functionality in coming years.
- ❖ Continued R&D focus on applying neural network and other learning-based approaches to future analytics and visualisation capabilities.







# Q2 FY24 Quarterly Cashflow Commentary



**Cash Receipts.** During the quarter ended 31 December 2023, the Company received A\$1.33 million in customer receipts, compared to A\$0.78 million in the 30 June 2023 and A\$2.05 million in the 30 September 2023 quarter, which contributed to a net cash outflow from operating activities of A\$1.45 million for the quarter. Delays in customer programs, invoicing and receivables collections deferred an additional A\$1.5 million in potential customer receipts into Q3 and Q4 and prevented a cashflow positive quarter. The large US customer program delays that were experienced during calendar 2023 are now resolving with further improvement expected during H2 FY24.



**Placement.** The Company has secured firm commitment for a Placement of 13 million shares at \$0.08 per share to raise \$1.04 million from an existing Pointerra shareholder.



**Cash Outflows (Summary of Expenditure).** During the quarter, payments for *Research and Development* 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 cloud platform expenditure allocated to supporting paying customers as well as third party data procurement costs made on behalf of customers. Ongoing AWS costs as a percentage of revenue are expected to continue to trend down in coming quarters as further cost optimisation strategies are adopted in conjunction with AWS engineers.

Payments for *Staff Costs* represent salaries for administration, sales, and general management activities by Pointerra team members and were lower for the quarter due to a reduction in US team headcount. Payments for *Administration and Corporate Costs* represent general costs associated with running the Company, including conference travel and attendance costs, ASX fees, legal fees, adviser fees and premises rent.

Cash Outflows for the quarter were in line with management expectations and reflect recent cost cutting initiatives. Cash balance as of 31 December 2023 was A\$1.54 million. Please refer to the attached *Appendix 4C* for further details on cash flows for the quarter. The aggregate amount of payments to related parties and their associates included in the current quarter cash flows from operating activities were A\$0.10 million comprising Directors fees, salaries, and superannuation.

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





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## Appendix 4C

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

<b>Name of entity</b>		
Pointerra Limited		
<b>ABN</b>	<b>Quarter ended ("current quarter")</b>	
39 078 388 155	31 December 2023	
<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (6 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	1,332	3,378
1.2 Payments for		
(a) research and development	(473)	(1,220)
(b) product manufacturing and operating costs	(446)	(1,014)
(c) advertising and marketing	(54)	(83)
(d) leased assets	-	-
(e) staff costs	(1,472)	(3,183)
(f) administration and corporate costs	(313)	(683)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	1
1.5 Interest and other costs of finance paid	(20)	(27)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	886
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(1,446)</b>	<b>(1,945)</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	(4)	(13)
(d) investments	-	-
(e) intellectual property	(15)	(27)
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 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</b>	<b>Net cash from / (used in) investing activities</b>	<b>(19)</b>	<b>(40)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	195	2,195
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(51)	(185)
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</b>	<b>Net cash from / (used in) financing activities</b>	<b>144</b>	<b>2,010</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	2,870	1,491
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,446)	(1,945)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(19)	(40)

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 (6 months) \$A'000</b>
4.4	Net cash from / (used in) financing activities (item 3.10 above)	144	2,010
4.5	Effect of movement in exchange rates on cash held	(9)	24
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>1,540</b>	<b>1,540</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	1,489	2,819
5.2	Call deposits	51	51
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>1,540</b>	<b>2,870</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	105
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>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.</i>		

<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)	(1,446)
8.2 Cash and cash equivalents at quarter end (item 4.6)	1,540
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	1,540
<b>8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	1.06
<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: The Company expects that net operating cash inflows (receipts from customers) will improve during Q3 and Q4 FY24. This will in turn improve the "net cash from / (used in) operating activities" result reported in item 1.9.	
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: The Company has secured firm commitment for a placement of 13 million shares at \$0.08 per share to raise \$1.04 million from an existing Pointerra shareholder. The Company has sufficient placement capacity to raise additional capital should it be required.	

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: The Company expects to improve the item 1.9 result during Q3 and Q4 FY24 by growing receipts from customers. The addition of \$1.04 million in placement proceeds provides the Company with further excess working capital to continue operations and meet its business objectives.

*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.*

## 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: .....31 January 2024.....

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.