

10 May 2024

Pointerra Webinar Presentation – Coffee Microcaps

The presentation that Pointerra’s CEO will deliver at today’s Coffee Microcaps Webinar is attached.

To join and take part in the upcoming Webinar, register at:

https://us02web.zoom.us/webinar/register/WN_w2F7lwS3QcSHd269XCqbLA#/registration.

A recording of the recent interview with Pointerra’s CEO by RaaS Research Group (RaaS), following release of the Company’s FY24 Q3 results can be accessed at RaaS’ website: <https://www.raasgroup.com/live/asx3dp-pointerra-raas-interview-2024-05-07/>.

The most recent RaaS research note can also be accessed here: [Pointerra \(ASX:3DP\) RaaS Update 7 May 2024](#).

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

ENDS



Digital Twins
Simply *faster.*

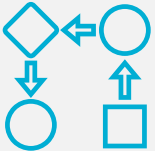
Corporate
Presentation

May 2024

Pointerra3D – Advanced AI Powering Digital Twins



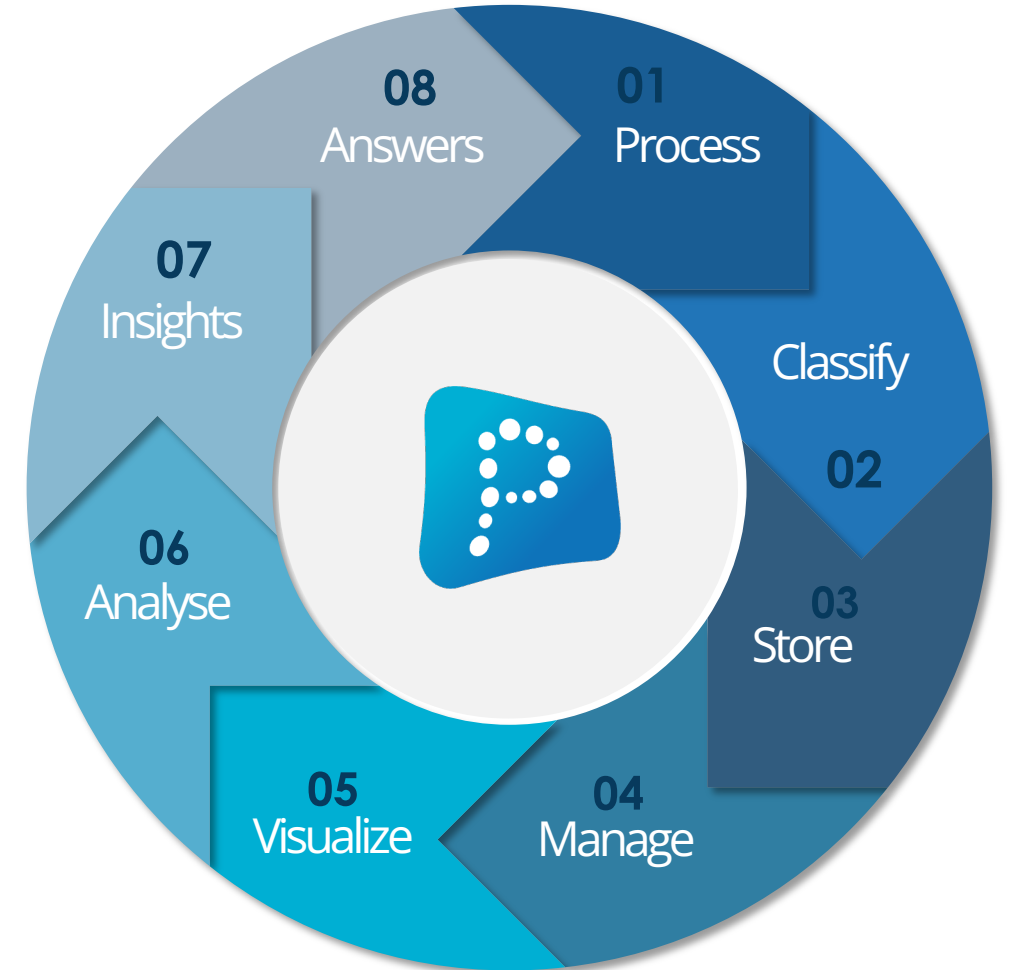
Pointerra3D – the world’s fastest true end-to-end digital twin solution, leveraging proprietary patented algorithms and AI driven technology via an innovative and unique cloud subscription business model.



Pointerra3D helps customers **answer almost any physical asset management question**, solving numerous traditional 3D and 2D digital twin data workflow problems when seeking to plan, design, construct, own, operate, insure and regulate the physical world around us.



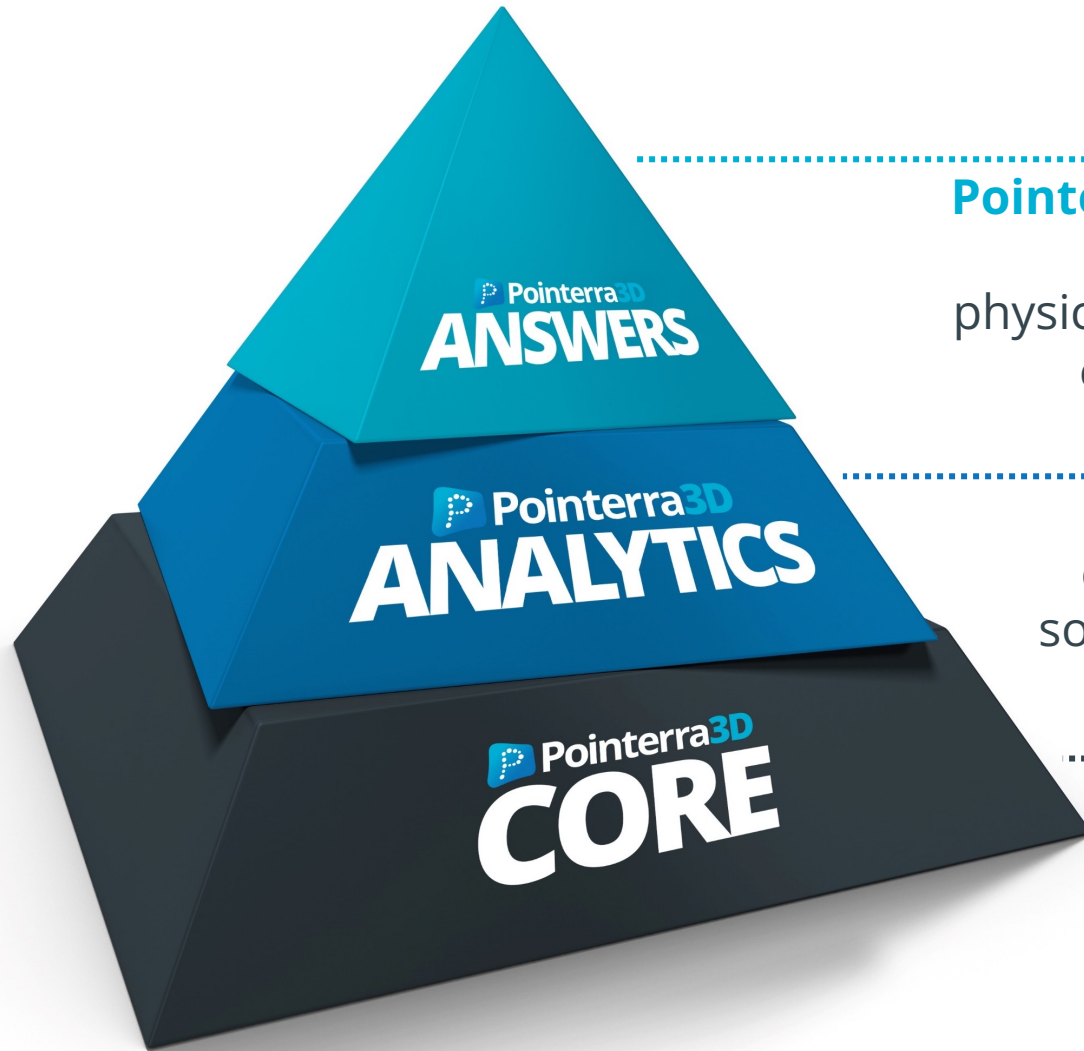
Pointerra3D’s digital twin solution use the cloud to store, process, manage, analyse, extract, visualise and share the key insights from massive 3D and 2D datasets at **a level of speed, smarts and scale** that is unprecedented.





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 advanced AI enabled analytics to build digital twins from source data, enabling the intelligent, dynamic analysis of physical assets.

Pointerra3D CORE is a cloud platform providing solutions to the most common 2D and 3D digital twin data workflow problems.



Disciplined Growth Strategy

Continue to work with Pointerra3D Core 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** that each have TAM's of more than US\$100 million ARR

Identify and on-board quality people in platform, product and business development roles 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.



Targeting 6 Market Sectors – Enormous TAM's



Survey & Mapping

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



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

Generating Foundational Digital Twin Data

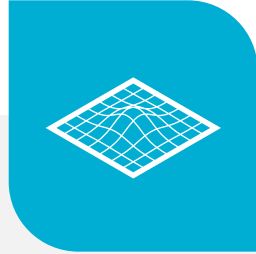
Using Digital Twins to Manage the Physical World



Sector & Market Update – Multiple Growth Drivers



The global geospatial sector continues to experience material annual 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** 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**



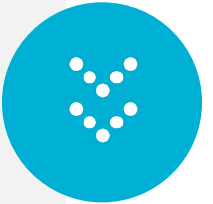
Q3 FY24 Highlights – Material Contract Award to Boost Q4 and FY25 Cashflows



- US customer program, invoicing and receivables collection delays impacted Q3 operating cashflows
- A\$1.04 million raised from existing founder shareholder – 13 million shares at \$0.08 per share
- Material new EMEA region sales opportunities progressing via Middle-East Strategic Reseller
- Poised for strong sales rebound with new customer sector and geographic diversity a hedge against US electric utility concentration risk

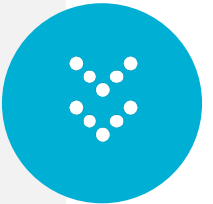
Q3 Customer Receipts A\$0.77 million

*Compared to Q2 FY24 receipts of A\$1.33 million.
A\$1.04 million already received during April 2024*



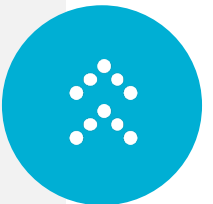
Operating Cashflows -A\$1.64 million

*Expected to **materially improve** to cashflow positive during Q4 FY24 and into FY25*



A\$2.92 million contract award

*Existing US energy utility customer awards contract (refer 8 March 2024 ASX announcement) that will be fully invoiced and paid during calendar 2024, with **further contracts expected from this customer** during calendar 2024*



Enterprise Sales Update – Return to Growth in FY25



US Utility Program Delays Ending – Material delays in data acquisition programs and grid resilience planning by US utility customers and prospects during calendar 2023 impacted Pointerra’s sales execution activity. These delays have resolved and programs previously delayed are now re-starting, (e.g. material contract award announcement 8 March 2024) which is expected to materially improve invoicing and cash collections throughout the balance of calendar 2024 and through calendar 2025.

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 very large enterprise sales opportunities in new regions without adding to Pointerra’s direct sales cost base.

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.

Sales Pipeline Continues to Grow – Growth in qualified prospects and deals across target sectors with massive TAM’s 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) over time.



Outlook: Delivering Shareholder Value Via High-Margin, Sustainable Growth Catalysts



Execute Enterprise Sales

Ready to capitalise on **qualified 7 & 8 figure USD ARR** enterprise sales opportunities from a rapidly **expanding sales pipeline** across all sectors.



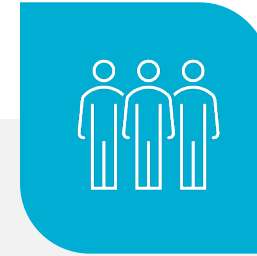
New Channel Partners

New channel partnerships will grow globally, existing partners will **expand reach** and execute sales quicker, at scale and **without adding to direct sales cost base**.



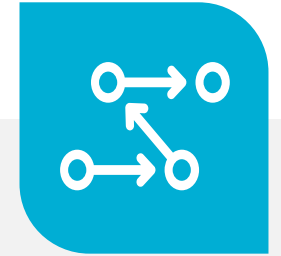
Growth in Customer Spend

Large, long-term customers aren't going away, **program delays are resolved**, and they are **growing their recurring annual spend**.



Further Enterprise Sale Hires

Additional enterprise sales professionals to deliver on existing opportunities and further **shrink the sales cycle for a proven product, in a massive market**, with few real competitors.



Scaling With High Margins

Business model accommodates **considerable sales growth without a significant increase operating costs**, delivering scale and **operational leverage at high profit margins**.





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Pointerra

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