Pointerra Limited

ASX Announcement

23 March 2020

Market Update – Clarification

Paid Proof of Concept (PoC) Agreements

The Company refers to this morning's ASX announcement and wishes to clarify that the paid PoC's referred to in the announcement are not material. To be clear, the paid PoC's are between US$30,000 and US$40,000 each.

The Company expects that, should the PoC's be successful and result in the counterparties moving to full enterprise agreement status, the underlying commercial agreement is likely to be material.

Should this arise, the Company will disclose the economic impact of the resultant agreements in accordance with ASX listing rules.

Market Briefing

In order to further inform the market of the current status, operations and the short-term outlook for the business, the Company is planning to host a webinar currently planned for Friday 27 March 2020 at 10am WST (1pm EDST).

Investors will be able to register and log in to this webinar via a link that will be posted to the Company's website (http://www.pointerra.com/investors/) in coming days. A link a recording of the webinar will also be posted to the Company's website following the completion of the webinar.

This announcement is authorised by the Board.

ENDS

Pointerra Limited

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About Pointerra: Pointerra is an Australian company focussed on the commercialisation of its unique 3D geospatial data technology. Pointerra's technology solves entrenched problems in the digital asset management workflows and allows very large 3D datasets to be used without the need for high performance computing. 3D data is processed and stored in the cloud for instant, on demand user access: anytime, anywhere, on any device – providing actionable 3D information to power digital asset management solutions.

Common Q&A's about Pointerra:

1. ***What do we do?*** *We manage, analyze and monetize other people's 3D data for them.*

2. ***How do we make money?*** *People pay us to manage their data, to develop or source analytics to make sense of their data and they share revenue with us when we help them to monetize their data.*

3. ***Why do people need us?*** *3D data is hard to manage, use, analyze and share. We have proprietary (patent protected) IP that lets us do what we do better than anyone else.*

4. ***Do we have competitors?*** *There are lots of desktop solutions for 3D data and fewer cloud solutions. Most cloud solutions focus on visualization but aren't readily analyzed - either quickly and efficiently or at mass scale. Our IP allows us to do this better than anyone else.*

5. ***Who are our customers?*** *Anyone who is engaged in capturing (surveyors, drone operators, aerial and satellite mapping) or using (AEC sector, asset owners/operators/insurers/regulators) 3D data to plan, design, construct/build, operate, maintain, insure and govern/regulate a physical asset.*

6. ***What sectors do our customers operate in?*** *Linear infrastructure (road/rail/pipeline/transmission/distribution), non-process infrastructure (civil and built-form) and process infrastructure (mining/oil&gas plant).*

7. ***How much do people pay us?*** *Our Data as a Service (DaaS) solution to manage 3D data using our digital asset management platform is priced based on the amount of data (in terabytes) we are hosting and the number of users each customer requires. We also charge customers to process their data (Data Processing as a Service or DPaaS), build/deploy analytics against (Analytics as a Service or AaaS) their data and where we connect buyers and sellers of 3D data, we typically agree a revenue share via our 3D data marketplace.*

Pointerra's vision is to create a global marketplace for 3D data, saving users time and money and creating a 3D data access revolution. Pointerra: 3D Data Solved.