



IKE FY24 Financial Performance FY25 Outlook Overview of new AI and SaaS Products

We're IKE, the Pole OS™ Company

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Agenda

FY24 performance headlines (audited)

FY25 outlook

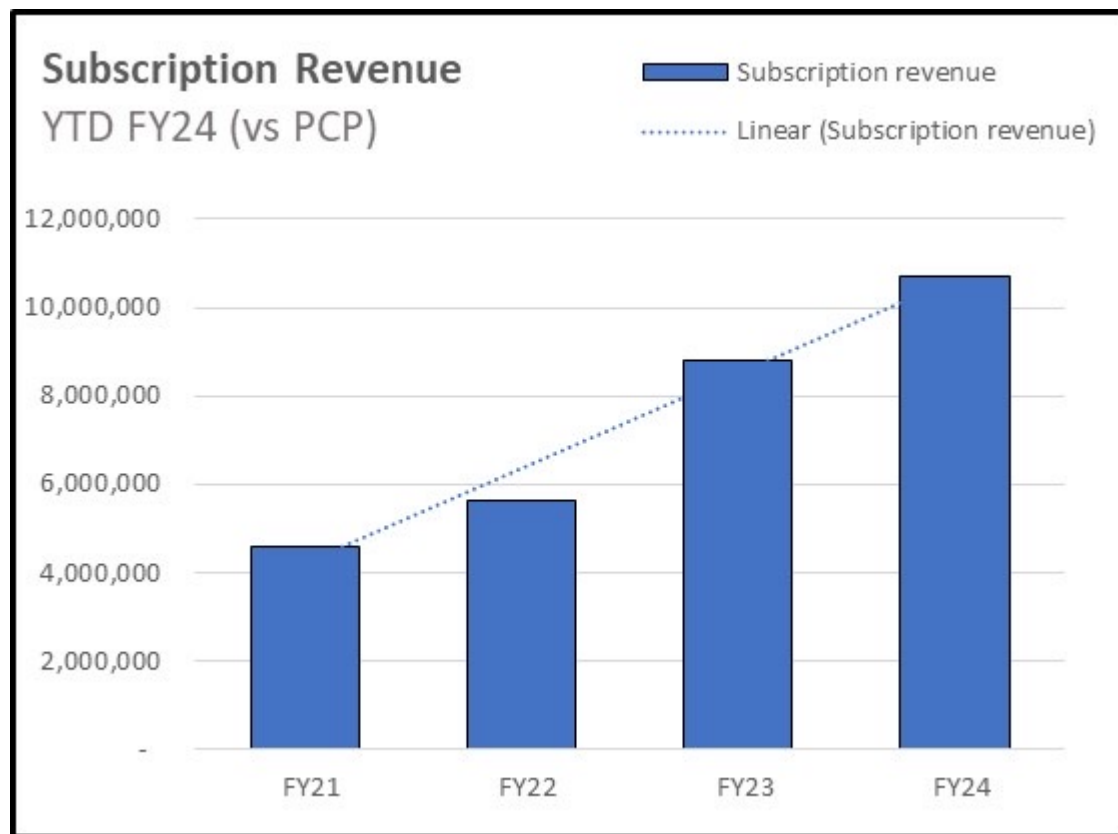
AI and SaaS product updates

Addressable market and IKE's value proposition

Q&A



Subscription revenue growth has continued to be consistently strong (+22% pcp)

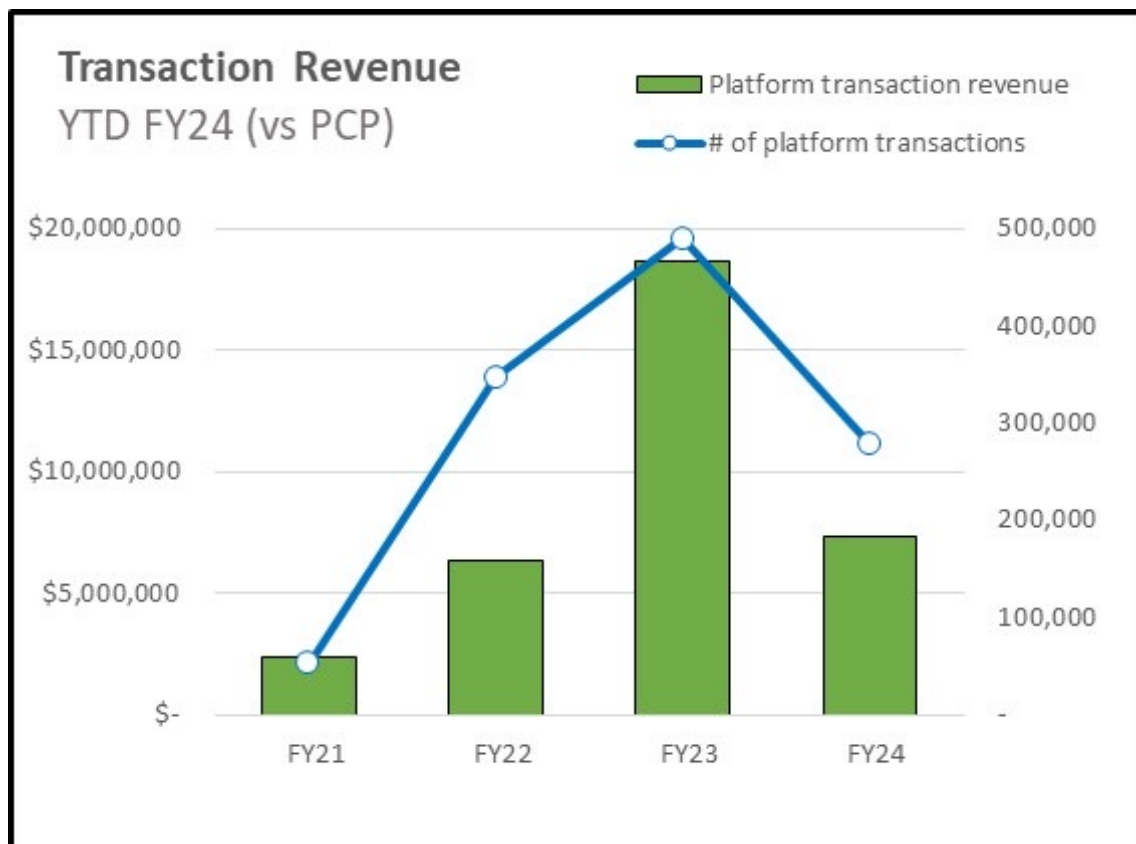


Takeaways:

- Significant growth in underlying subscription revenue.
- Three-year subscription revenue CAGR of 33%.
- During FY25, this is expected to increase materially, and by greater than 50%, due partially to the successful Q3 launch & Q4 sell-through of IKE's next-generation IKE PoleForeman product.
- IKE PoleForeman contracts closed in Q4 FY24 do not significantly impact recognized revenue in FY24 but will materially lift revenue in FY25.
 - TCV to date from ~47 customers is greater than NZ\$12m.
 - >2,700 subscribers added.



But transaction revenue was down vs pcp (-61% pcp)

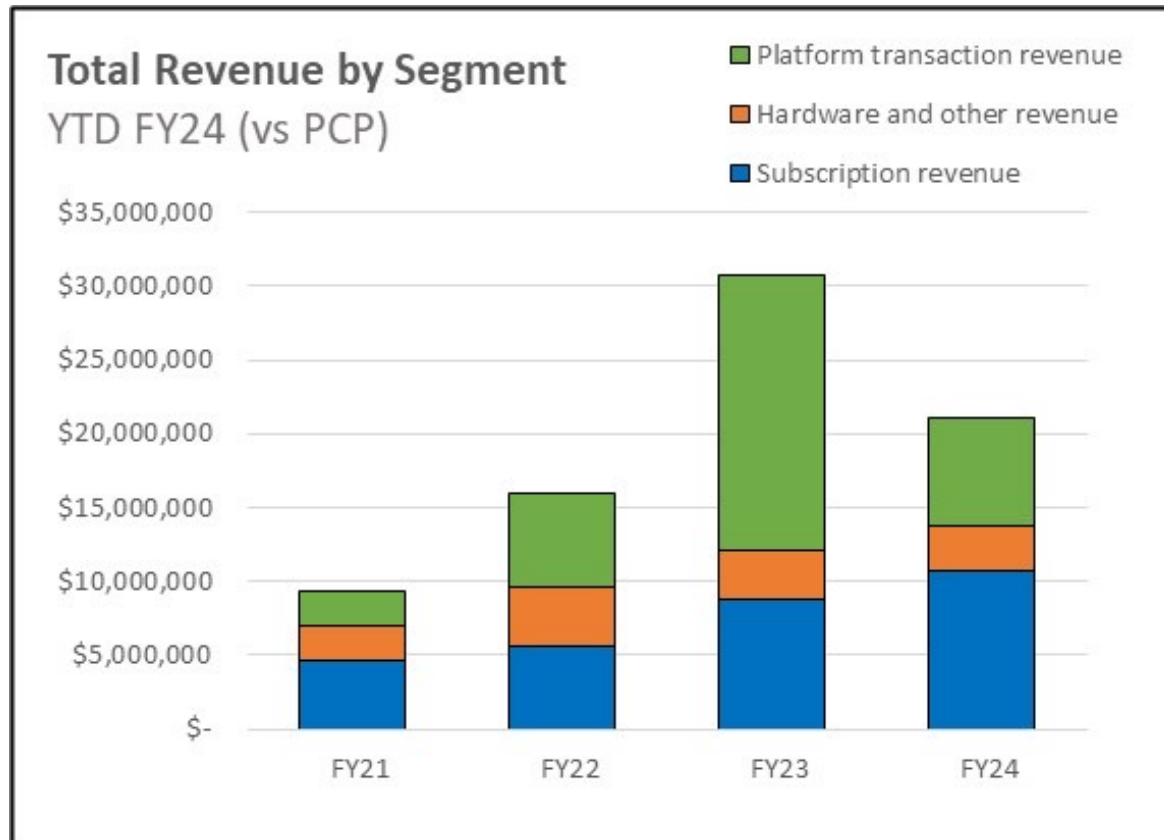


Takeaways:

- Three-year transaction revenue CAGR of 47%, but 61% lower in FY24 vs pcp due to FY23 seeing outside customer growth and activity.
- Based on guidance from long-term customers IKE expects transaction volumes and associated revenue to build into FY25.



Revenue FY24 of ~\$21.1m (-31% pcp)



Takeaways:

- Three-year revenue CAGR of 31%.
- Recurring subscription and reoccurring transaction revenues (shown by the green and blue segments in this chart) dominate IKE's revenue mix, at 86% for FY24.
- A Loss of ~NZ\$15m while the business invested substantially in products, sales, marketing and customer acquisition.
- As a result, an expectation for healthy revenue growth in the FY25 period.



Profit & Loss

Year ended 31 March
Group

	Note	2024	2023
		NZ\$'000	NZ\$'000
Continuing operations			
Operating revenue	5	21,104	30,789
Cost of sales		(8,424)	(14,444)
Gross profit		12,680	16,345
Other income	5	427	287
Foreign exchange gains		326	1,017
Movement of fair value assets and liabilities	5	23	2,574
Total other income, gains, and losses		776	3,878
Support costs		(1,344)	(1,100)
Sales and marketing expenses		(10,201)	(8,112)
Research and engineering expenses		(10,287)	(11,390)
Corporate costs		(6,868)	(7,384)
Expenses	6	(28,700)	(27,986)
Operating loss		(15,244)	(7,763)
Net finance income/(expense)		199	(116)
Net loss before income tax		(15,045)	(7,879)
Income tax credit/(expense)	7	-	(8)
Loss attributable to owners of ikeGPS Group Limited		(15,045)	(7,887)
Other comprehensive loss			
Exchange differences on translation of foreign operations		351	1,250
Comprehensive loss		(14,694)	(6,637)
Basic and diluted loss per share	19	\$ (0.09)	\$ (0.05)

Takeaways:

- Revenue of ~NZ\$21.1m (-31% vs pcp).
- Subscription revenue of ~NZ\$10.7m (+21% vs pcp).
- Transaction revenue of ~NZ\$7.3m (-61% vs pcp).
- Gross margin of ~NZ\$12.7m (-22% vs pcp), with a gross margin percentage of ~60% (up from pcp of ~53%)
- Net loss of ~NZ\$15m (vs FY23 net loss of ~NZ\$7.8m).
- Total cash and receivables at March 2024 of NZ\$15.4m, comprised of NZ\$10.2m cash and NZ\$5.2m receivables, with payables of NZ\$1.2m and no debt (up from the position 31 December 2023 of NZ\$8.0m cash and NZ\$7.2m receivables, and flat against the cash position 30 September 2023).



Balance Sheet

As at 31 March
Group

	Note	2024	2023
		NZ\$'000	NZ\$'000
ASSETS			
Current assets			
Cash and cash equivalents	8	10,242	18,048
Trade and other receivables	9	5,114	5,212
Prepayments		782	902
Contract costs		696	295
Financial instruments		10	193
Lease assets	13	-	12
Inventory	10	1,865	2,472
Total current assets		18,709	27,134
Non-current assets			
Property, plant, and equipment	11	2,857	2,798
Intangible assets	12	13,085	13,104
Lease assets	13	1,245	-
Inventory	10	205	238
Total non-current assets		17,392	16,140
Total assets		36,101	43,274
LIABILITIES			
Current liabilities			
Trade and other payables	14	1,226	2,284
Employee entitlements		1,664	1,326
Current Tax Liability	7	-	8
Provision	24	272	262
Other liabilities	15	279	534
Lease liabilities	13	324	14
Deferred income	5	7,403	4,728
Total current liabilities		11,168	9,156
Non-current liabilities			
Lease liabilities	13	1,009	-
Deferred income	5	3,827	183
Total non-current liabilities		4,836	183
Total liabilities		16,004	9,339
Total net assets		20,097	33,935
EQUITY			
Share capital	18	105,542	105,118
Share-based payment reserve	21	3,901	3,699
Accumulated losses		(90,307)	(75,492)
Foreign currency translation reserve		961	610
Total equity		20,097	33,935



FY24 Key Metrics

	FY24	FY 23	% Change
Total Revenue	\$21.1M	\$30.8m	-31%
Platform Transactions			
# of Billable Transactions	279K	490K	-43%
Platform Transaction Revenue	\$7.3M	\$18.7m	-61%
Gross Margin	\$1.8M	\$7.2m	-76%
Gross Margin %	24%	39%	
Platform Subscriptions			
Total # of Subscription Customers	395	367	+8%
Platform Subscription Revenue	\$10.7M	\$8.8m	+22%
Gross Margin	\$9.2M	\$7.7m	+20%
Gross Margin %	86%	88%	
Hardware & Other			
Hardware & Services Revenue	\$3.1M	\$3.3m	-9%
Gross Margin	\$1.7M	\$1.5m	+11%
Gross Margin %	56%	45%	

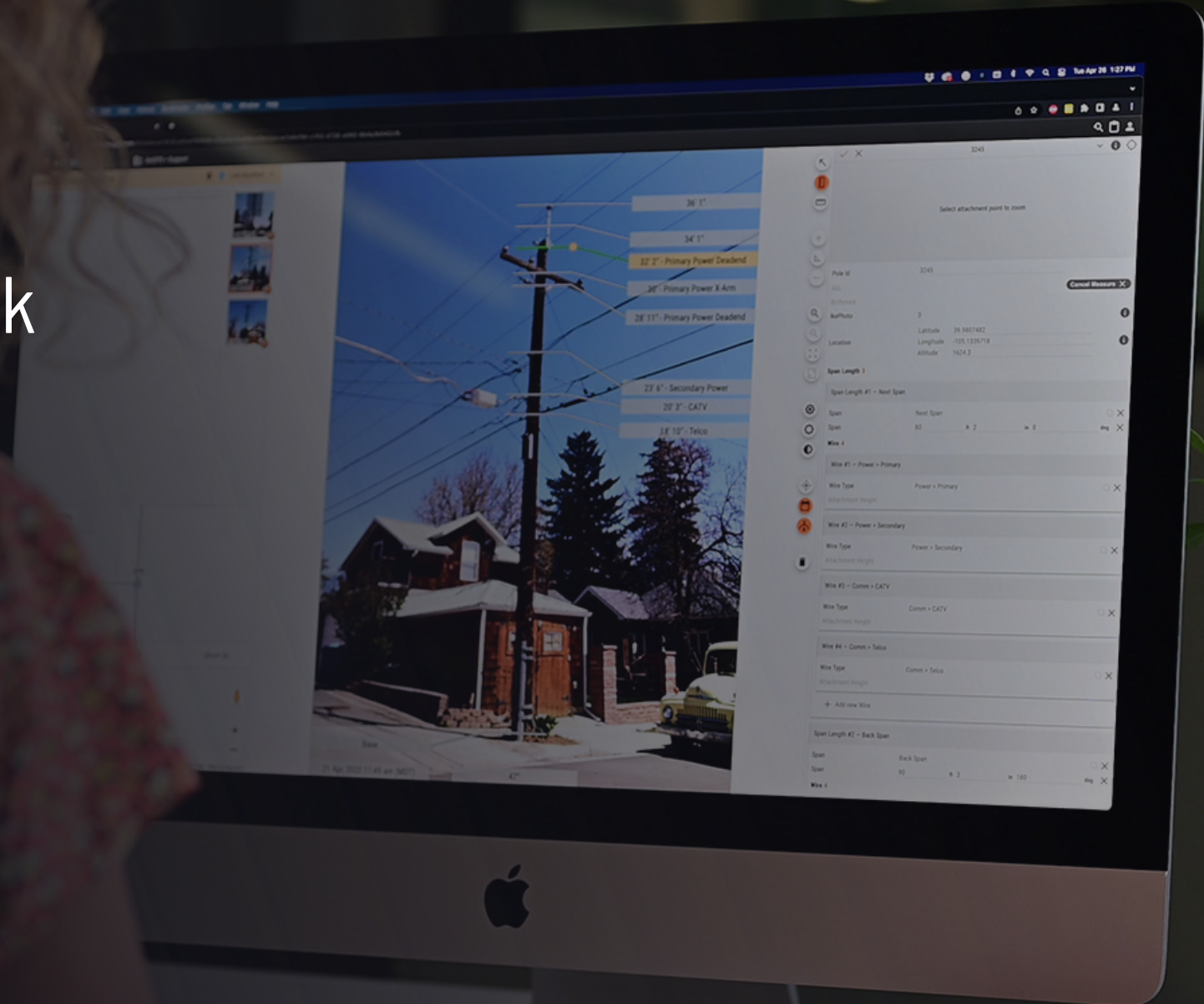
Customer Number Reconciliation:

- Since 31 December 2023 IKE has changed its reporting of customer numbers from 'All Enterprise Customers' to 'Subscription Customers', reflecting only customers with recurring subscription revenue. The reconciliation between these two metrics will be reported for the next 4 periods to 31 December 2024. Reconciliation as follows:

Customer Recon	FY24	FY23	
Total # of Enterprise Customers	415	379	+9%
Less: Non-Subscription Customers	(20)	(12)	+67%
Total # of Subscription Customers	395	367	+8%



Update and Outlook

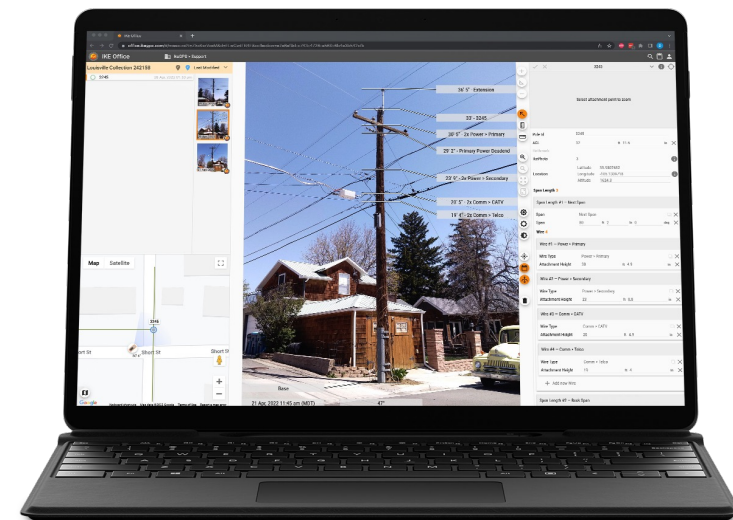




Expectation for >50% growth in subscription revenue in FY25.

Outlook summary.

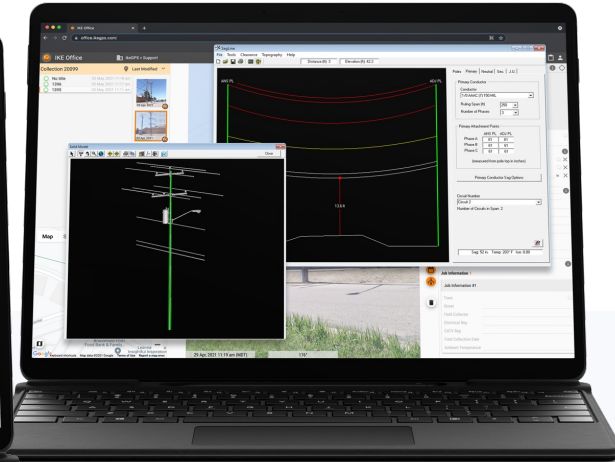
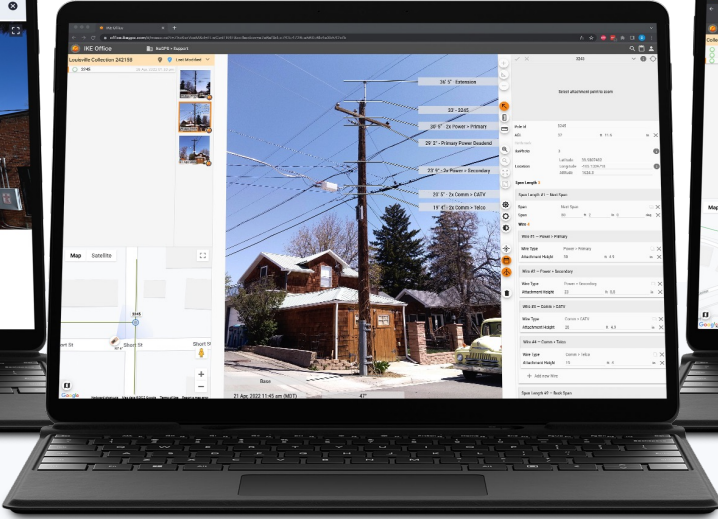
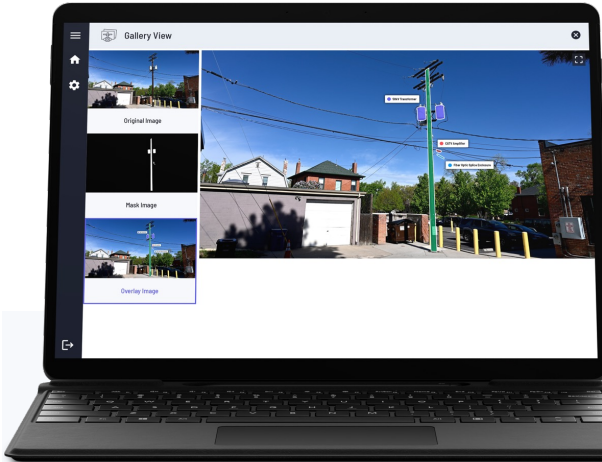
- Recurring Subscription revenue is expected to grow at 50% or greater vs pcp to ~\$16m per annum or greater. Based on:
 - the ongoing growth of our core IKE Office Pro subscription product (>30% CAGR over the past three years) and with ~95% customer retention.
 - the sell-through of our new IKE PoleForeman product with more than NZ\$12m of TCV closed since its Q3 launch.
- Re-occurring Transaction revenue is expected to grow, but with a wide range of potential growth profiles and as such represents higher risk – both upside and downside.
- Overall, IKE closed ~NZ\$27m of contracts in the FY24 period, against approximately NZ\$21m of recognized revenue.
- New design and AI products in-market through 1H FY25.
- The sales pipeline for new business is strong and growing.
- IKE won 59 new subscription customers in the U.S. market over the past year with a land & expand model, continuing a win rate of approximately one new customer per week.
- Macro-market tailwinds across the electric utility and communications market in North America remain highly supportive of the productivity products that IKE delivers.





IKE has a Suite of Software Products to Engineer a Network through its Lifecycle

<Network Planning> <Assessment & Digitization> <Network Design> <Network Maintenance & Resilience>



AI for whole-of-network distribution **Planning**

Digitizing network **Assessment**

Pole loading analysis and structural **Design**

- Business model upshot**
- A recurring Subscription to access any IKE Solution
 - Additive, reoccurring revenue based on usage (license seats or transactions)
 - Optional value-added products , such as IKE Analyze (driving transaction revenue) and training & education via IKE University



Technology & automation driven capability to accelerate engineering





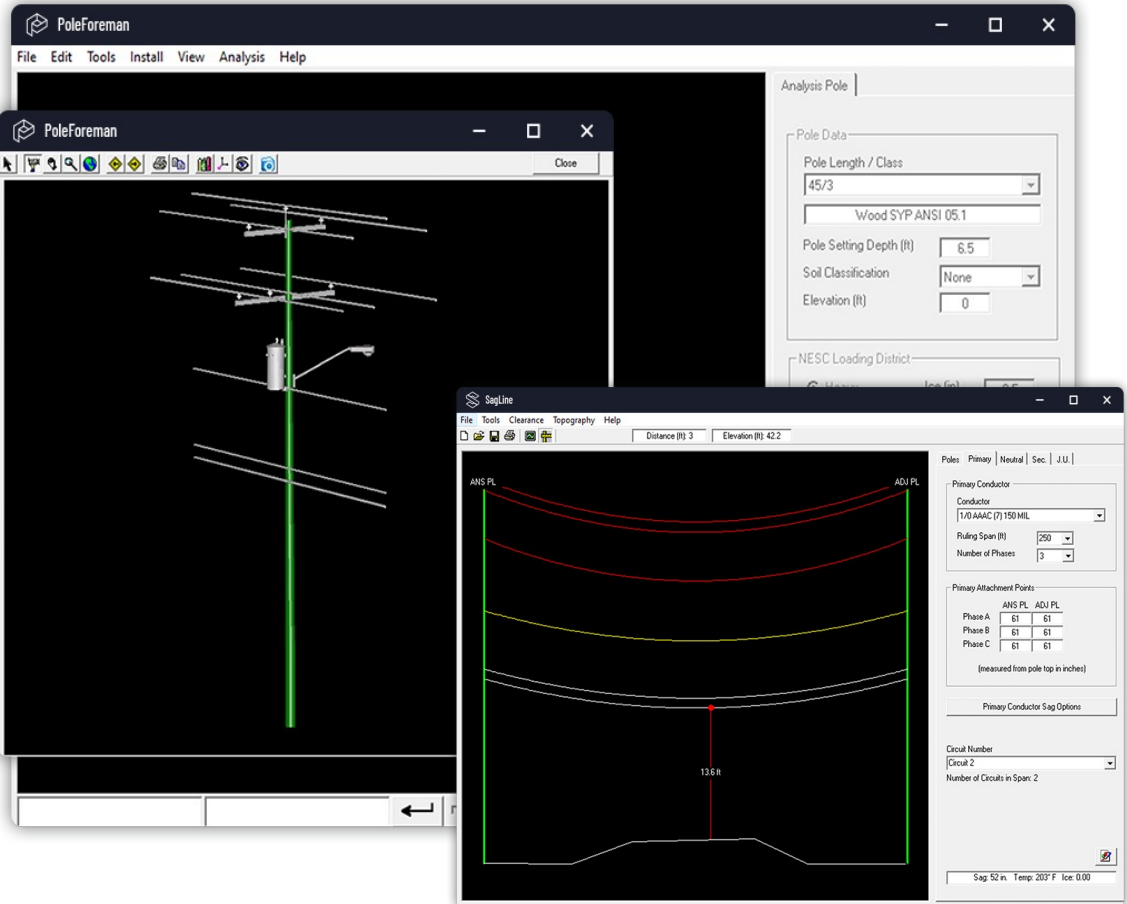
IKE PoleForeman, for Distribution Network Design.

New SaaS Product to Market

- Next-gen structural analysis SaaS product released Q3 FY24.
- >NZ\$12m TCV to date from 47 customers – both new & existing.
- >**3,700 subscribers added** to date.

FY25 outlook:

- An expectation for further major customers to close in the near & medium term
- That IKE PoleForeman will ultimately be the standard for structural analysis in eight of the ten largest electric utilities in North America.
- An exceptionally sticky customer base, with material life time value multiple.





IKE Insight, AI for Whole-of-Network Viability & Planning

New AI Product to Market



Dramatically Faster Fiber Network Viability Decision Making

Communications companies must deploy fiber networks as quickly and efficiently as possible to win and own new subscribers. To maximize speed and reduce costs for new build outs, operators are seeking to leverage existing overhead infrastructure and avoid the costs of going underground.

Speed up overhead network viability assessment.

Unlike the traditional methods of costly and slow in-field market assessments, IKE Insight leverages bulk data (private and public) via AI and machine learning capabilities to deliver accurate market viability assessments, at a network level.

- Costs
- In-field engineering work
- Time to market



Make the best network build decisions with actionable insights.



Use Case

Market prospecting

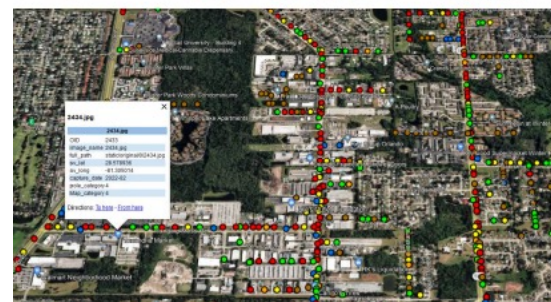
Early-stage area evaluation at network scale to identify the easiest markets to enter.



Use Case

Network viability

Assessment of market potential and construction viability. Decision on overhead versus underground.



Use Case

Route optimization

Identify the optimal network backbone configuration to minimize time-to-market and cost.

Spike Sign-Pilot, a SaaS product for the Signage industry

New Workflow Product to Market



Launched: **Orlando**



1.2 Million Surveys

Over ten years for the sign and graphics industry



5,000

Sign professionals chose Spike for their sign projects



Sign Site Surveys,
Done Smarter!

Spike SignPilot

Your Site Survey Management
Solution built for the Sign
Industry by the Sign Industry



6 Steps

to

Better surveys

- Existing Sign Audit
- Electrical Assessment
- Permitting Assessment
- General Audit
- Photos & Measurements
- Elevation & Site Plan

\$50k to \$75k

The average loss to a sign shop per year due to incomplete site surveys

Accelerator program

\$505m

Total annual cost to the sign industry due to site survey inaccuracies

Better Surveys



For:

Sign Shop Owners



For:

Sales and Install Teams



A strengthened team of North American market experts

Key non-executive director and senior leaders appointed through FY24

Roz Buick

Non-executive Director

Roz brings more than 25 years' experience from executive leadership positions across global utility, engineering, construction, real estate and agriculture markets with companies including Oracle Inc. and Trimble Inc. Roz is an industry leader who has led businesses through new growth strategies that are market differentiating and innovative, both with product and go to market strategies

Ani Adzhemyan

Chief Marketing Officer

Ani brings 19 years of experience in marketing, focusing on the industrial and energy sectors. Prior to IKE, Ani held a range of marketing roles with technology leaders like IBM, GE, ABB, and Hitachi Energy.

Brett Willet

SVP Product

Brett has over 25 years in grid asset management. Before IKE, he served as a Senior Director at Bentley Systems Inc., following its acquisition of SPIDA Software in 2021, where he was President. Brett's utility industry experience includes roles such as Product Engineering Manager at Osmose Utilities Services, Inc., and Joint Use Program Manager at FirstEnergy Corp.

Brian Musfeldt

CFO

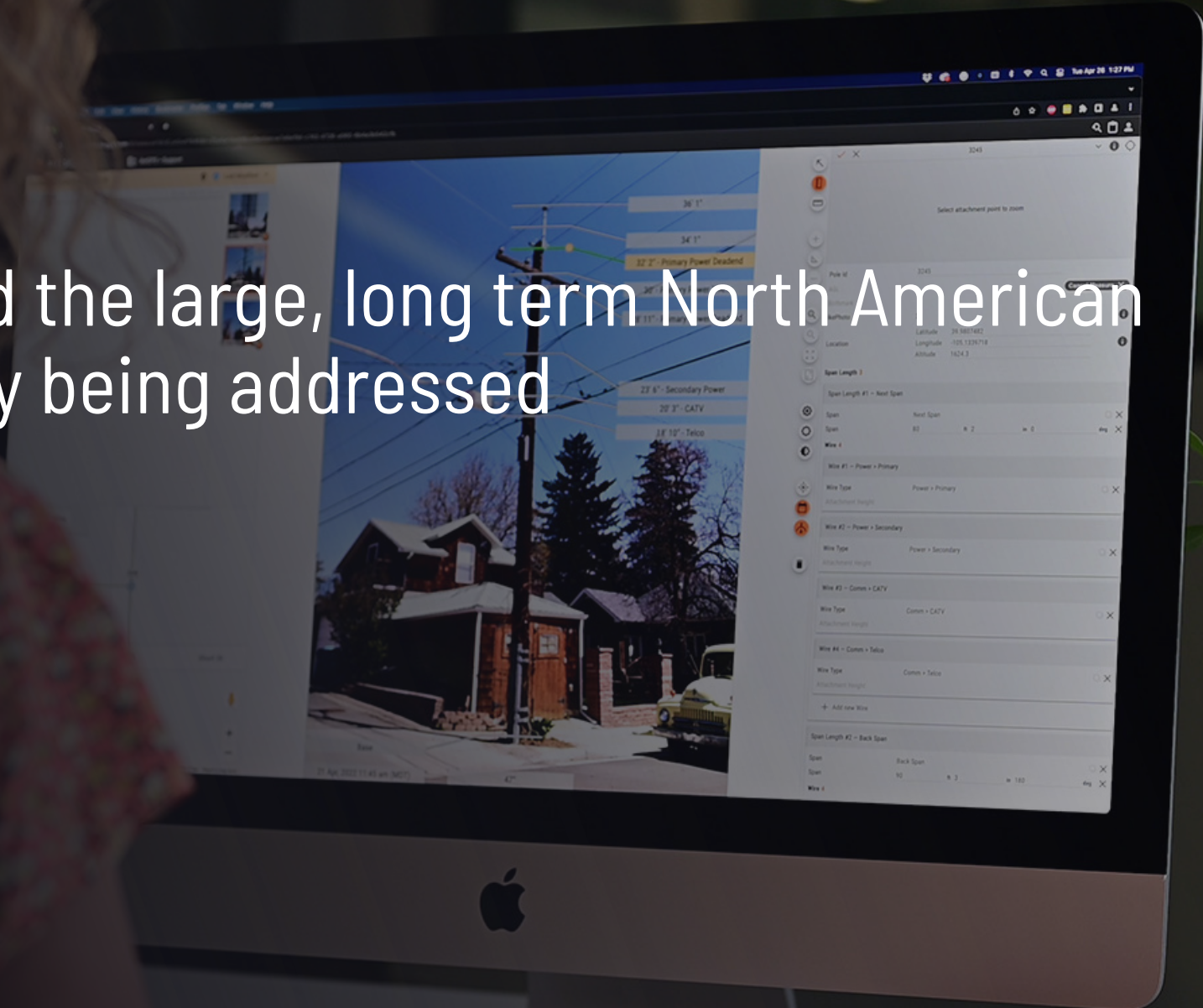
Brian brings over 25 years of experiences relevant to IKE's industry and growth trajectory. Most recently he was CFO of Also Energy Inc. Prior to this, Brian has held CFO roles with companies including Zayo Bandwidth Inc, MST Global Inc, and Intermap Technologies Inc. Brian began his career as a Certified Public Accountant with six years at KPMG / Arthur Anderson as an audit manager focused on the high-tech & manufacturing sectors.





What IKE does, and the large, long term North American market opportunity being addressed

Customer and Market re-cap





More than 3,000 electric utilities and 200M distribution assets across the U.S. **Investing in decades-long grid resiliency and grid capacity programs**

Facing common challenges

- Grid resiliency requirements
- Grid capacity requirements
- Significant legal liability risks
- Regulatory and Engineering code compliance
- An ageing workforce, requiring tech vs more people

IKE products dramatically improve the engineering design & maintenance process

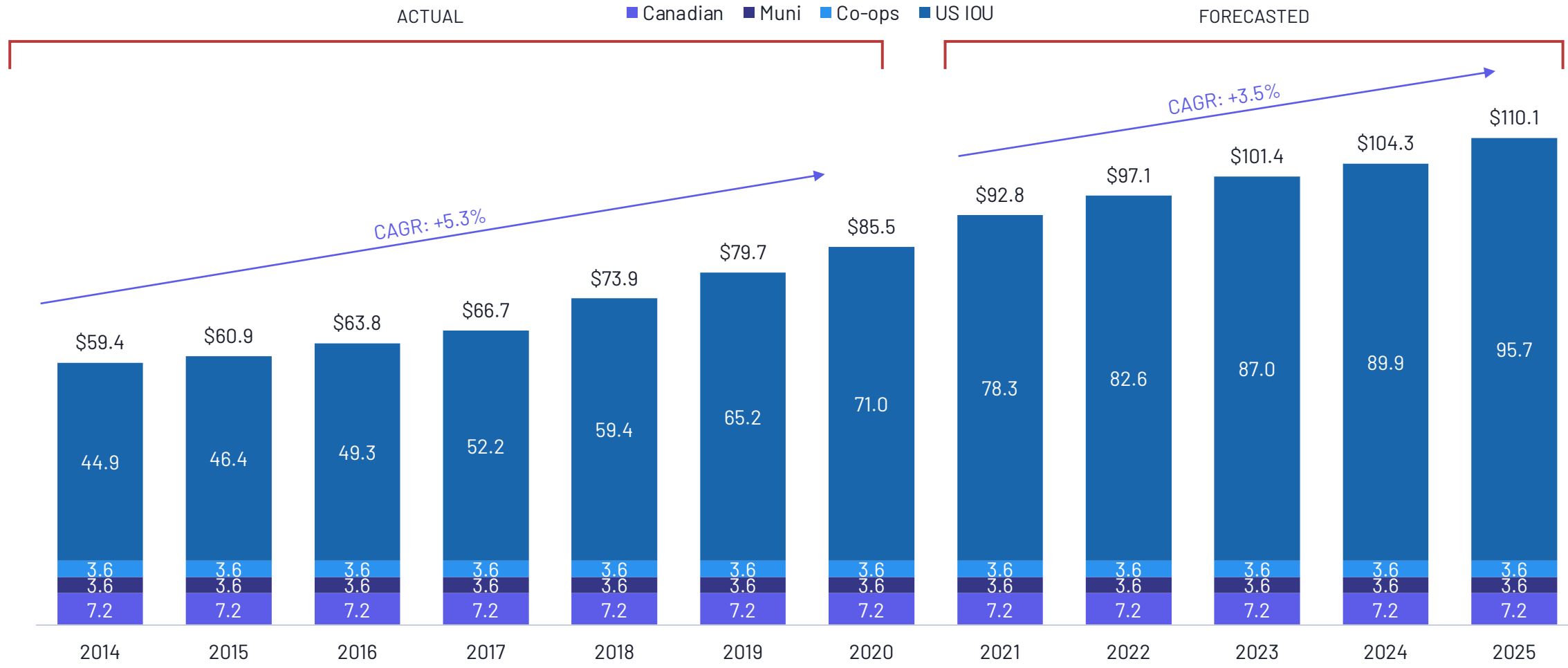


25-year Macro-Market Tail Wind for Grid Resiliency & Expansion (\$B's)

An Electric Utility Industry, Spending 100's of Billions, in Need for Productivity Solutions, such as IKE

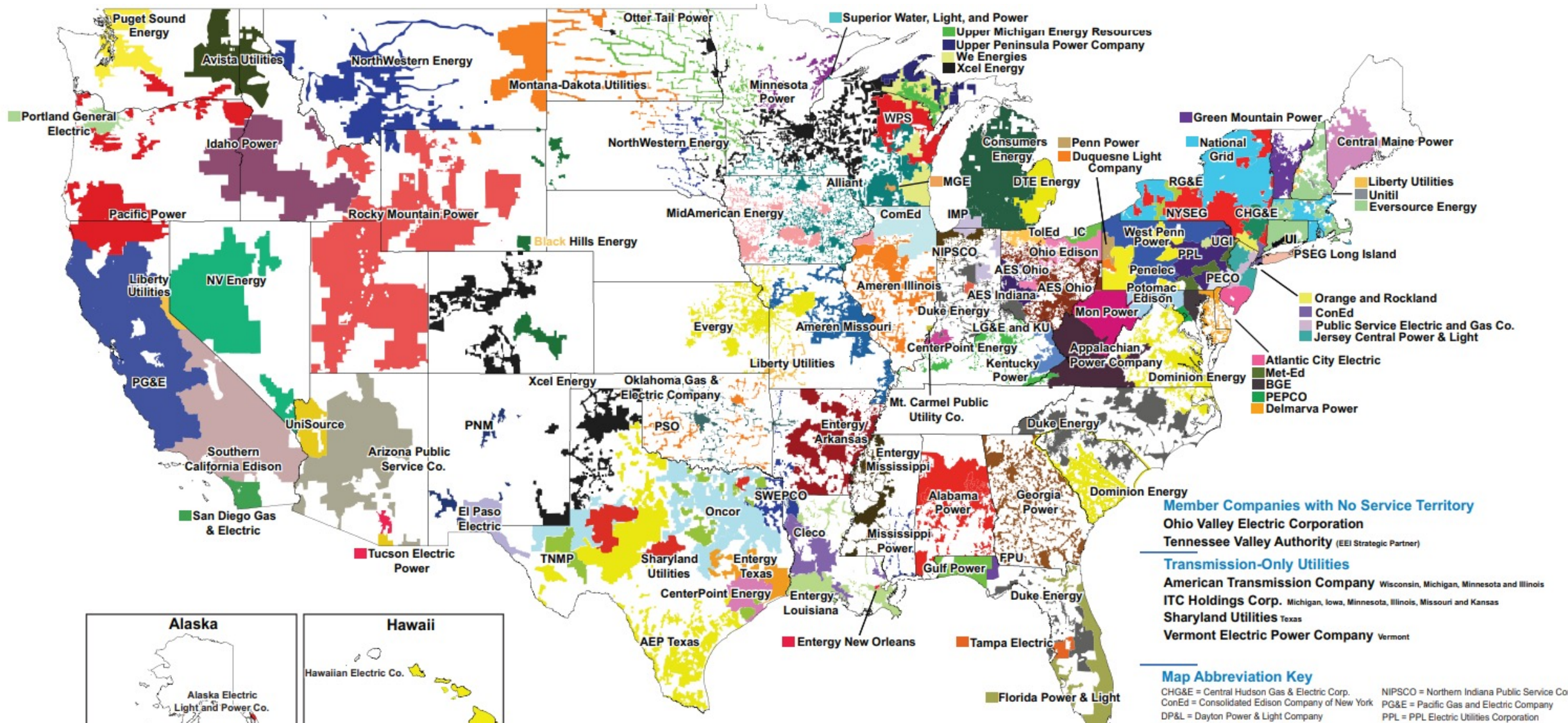
\$NZD in B

U.S. AND CANADIAN ELECTRIC DISTRIBUTION CAPITAL EXPENDITURES



Where IKE sells: U.S. Market-Map of Investor-Owned Utilities (multi- $\$$ B companies)

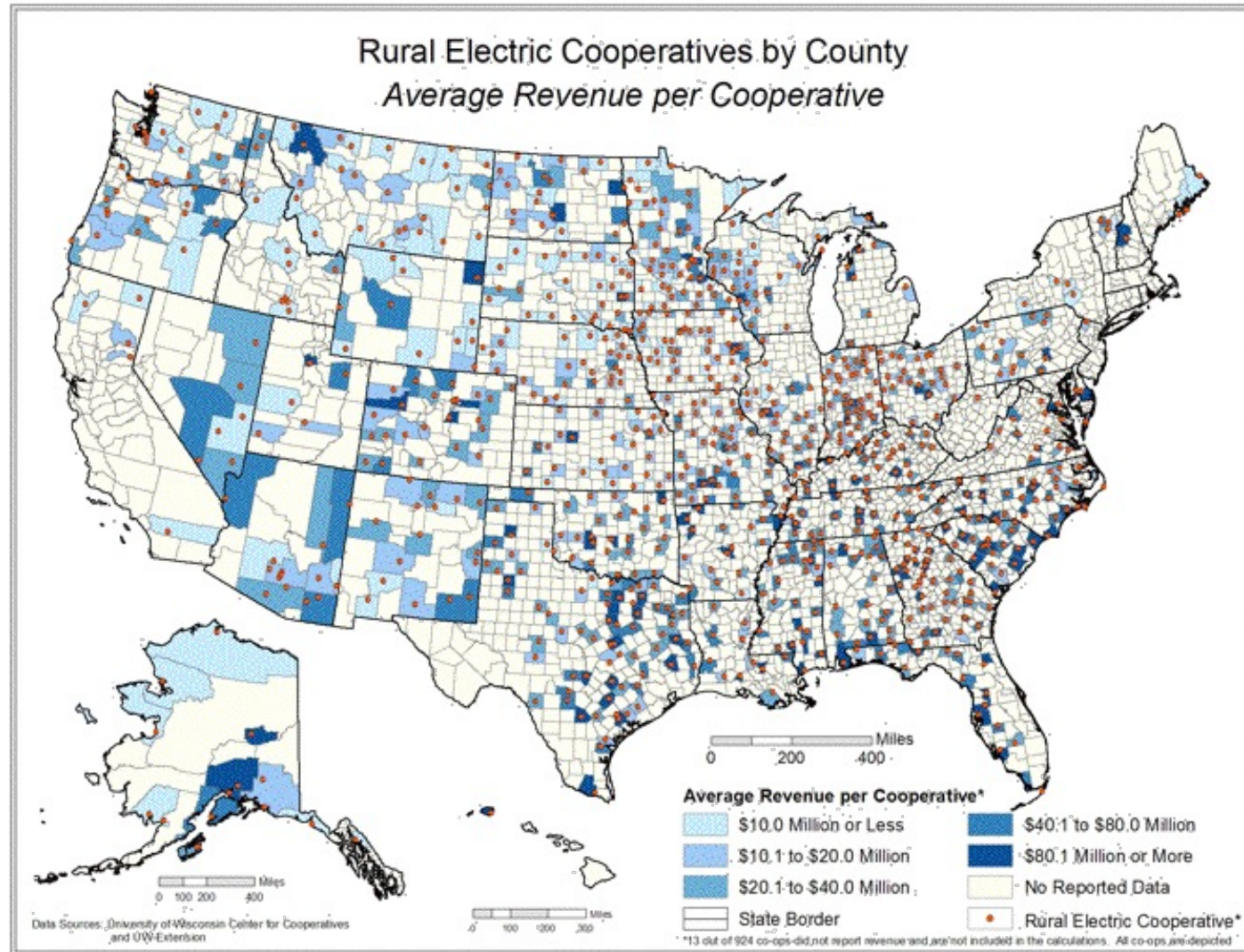
A huge expansion opportunity.....





Plus >2,800 Municipalities and Co-Operatives

All of which represent sales opportunities for IKE products



Takeaways

- Market timing is everything
- IKE is in the right place, at the right time, and with the right technology, team and execution capability
- Today, IKE has a presence in approximately 6% of addressable customers, but is estimated to be only 20% penetrated. So an opportunity to:
 - Develop an additional 80% revenue per annum from the existing customer footprint as 'White Space' via cross-sell and up-sell, **plus to**
 - Sell to the other 94% of the market via 'Green Field' new logo opportunities



8 of the 10 largest Investor-Owned Utilities have standardized on IKE

IKE Lands-then-Expands

Communications

Electric Utilities

Engineering & Project Management

Takeaways

- 8 of the 10 largest Investor-Owned Utilities (“IOUs”) in North America, all multi-billion dollar businesses
- >400 customers in North America, with 59 new logos added in FY24 or approx. 1 per week in FY24 YTD
- **>5,000 enterprise target accounts to pursue overall**

Opportunities to:

- Grow, upsell and cross-sell IKE products into existing customer base
- Win new logos in the North American market
- Expand into international markets



IKE solutions make fiber and 5G network deployments faster

- >\$300B expected investment into fiber network development in the U.S over next 5+ years
- >\$50B expected investment into 5G network development in the U.S. over the next 5+ years
- An additional >\$60B expected investment into rural broadband development as part of the Biden administrations new Infrastructure bill
- >200 Communications companies competing to build a networks and win underlying customers
- >2,000 engineering service providers supporting network development

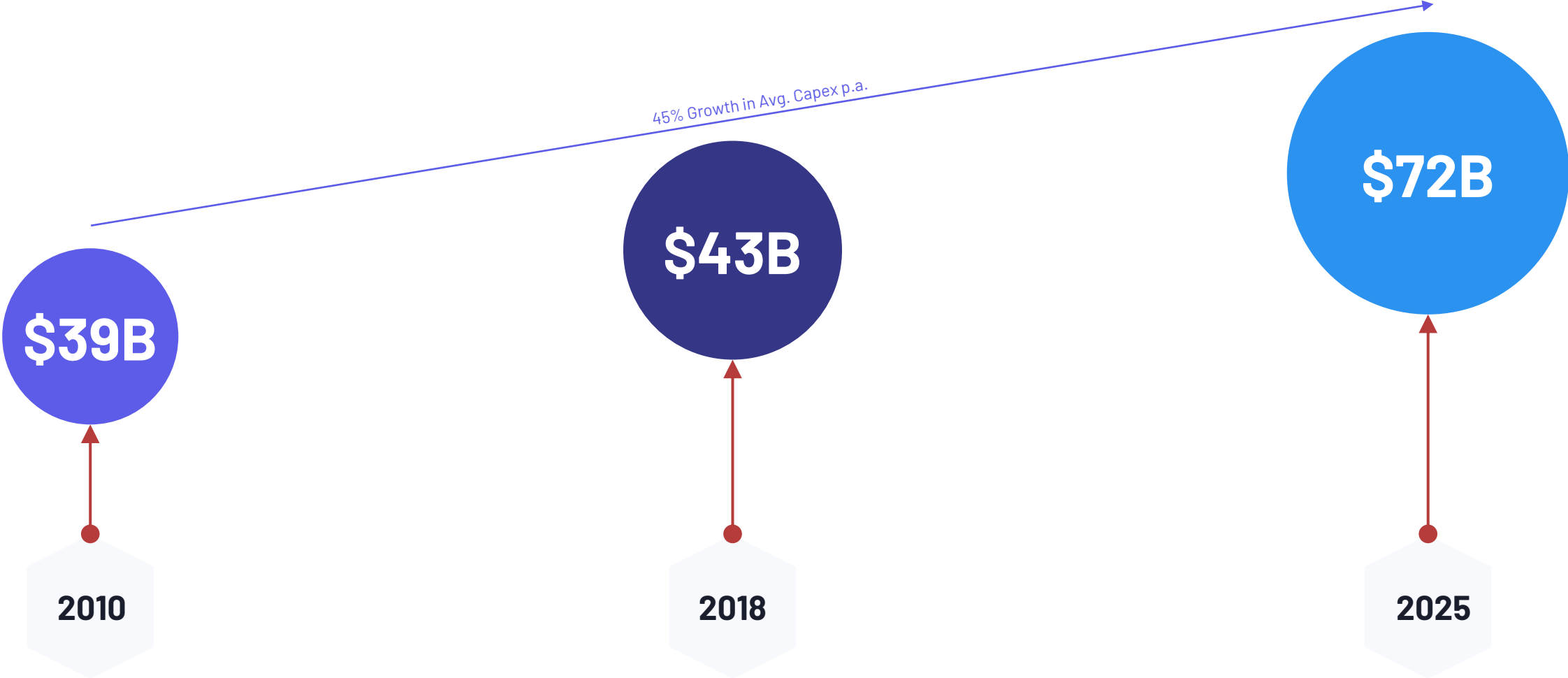
IKE dramatically speeds up the network deployment process.



Fiber and 5G Investment Super-Cycle in North America Still In Its Early Stages

PROJECTED INVESTMENTS INTO 5G & FIBER OPTIC INFRASTRUCTURE

\$NZD



Source: Bell Potter Initiation of Coverage Report, GSMA, American Tower
Note: Labeled Capex Figures reflect Houlihan Lokey Estimates



Some of the largest U.S. Communication groups have Standardized on IKE

And a growing footprint of tier-2 fiber businesses

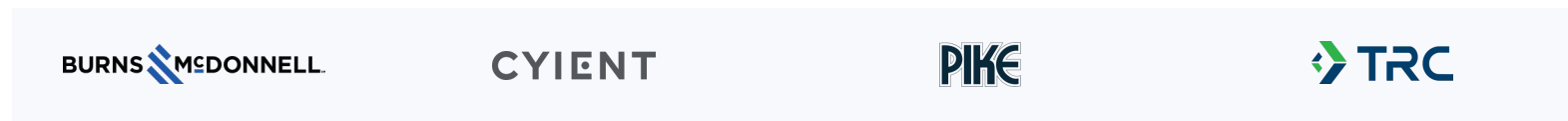
Communications



Electric Utilities



Engineering & Project Management



Takeaways

- Several of the largest comms group in North America: AT&T (\$107B), Crown Castle (\$39B), Bell Canada (\$47B)
- A growing footprint of the tier-2 fiber companies

Opportunities to:

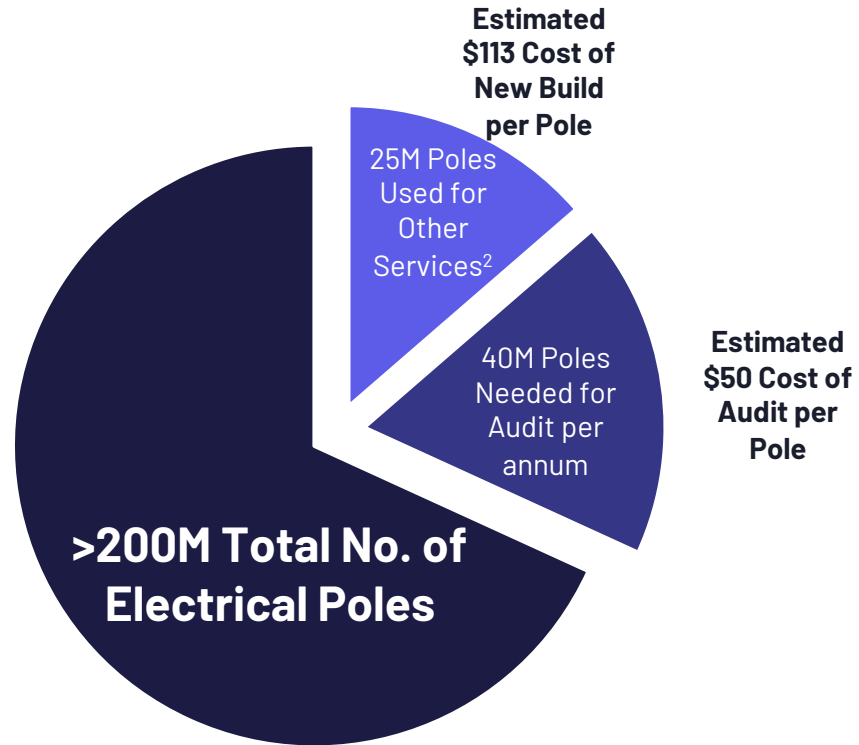
- Grow, upsell and cross-sell IKE products into existing customer base
- Win new logos in the North American market
- Expand into international markets over time



Overall.. a Large Addressable Market Opportunity That is Expected to Grow

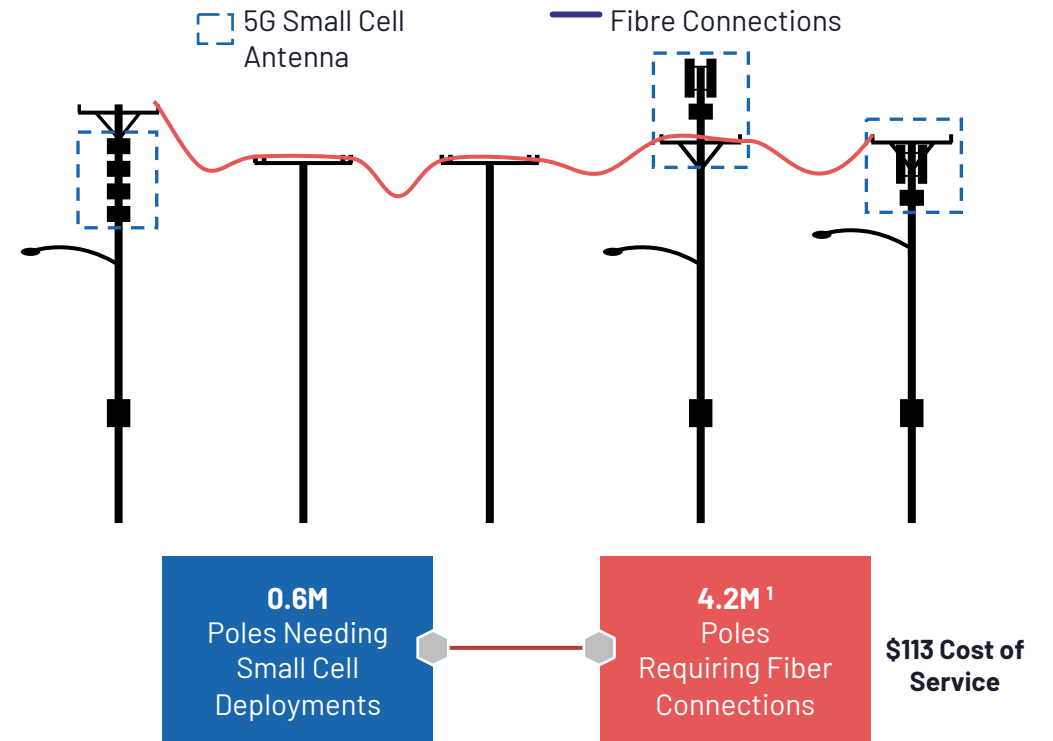
Utilities

\$NZD



5G and Fibre

\$NZD



\$4.8B Electric Utilities Opportunity

\$5.4B TAM

\$550M Fiber / 5G Market Opportunity

(1) Assumed 80% discount rate on range of fibre deployments
 (2) Other services include design planning, grid hardening/resiliency programs, NESC violations, joint use attachment audit, billing audits, etc.
 Source: Management Estimates, Bell Potter Initiation of Coverage Report, Houlihan Lokey Estimates
 Note: Market analysis does not include opportunity that will arise from growth of pole infrastructure



Market Tailwinds Over the Coming Decades



Requirement for harder and higher capacity distribution power networks across all of North America



>3,200

Electric Utilities in North America with long-term, recurring distribution network hardening, joint use, and capacity needs for electrical distribution

7+ year macro-market tailwind of fiber deployment, much of it engineered on distribution power poles



>\$350B

Investment forecast in fiber in the US by 2025, representing >30M attachments; communications infrastructure providers seeking partners to manage new fiber attachments for every pole

Small Cell Deployments across North America, much of it engineered on distribution power poles



800,000+

Small cell site expansions are expected by 2025 as communications infrastructure providers look to speed up 5G rollout while reducing cost and time of deployment

Infrastructure development via Engineering Service Providers



>1,000

Engineering Service Providers in the US subcontracted by telecom and utilities providers to assist in infrastructure development and deployment

Massive engineering requirements for an evolving distribution network supporting an increase in global consumption of electricity



50%+

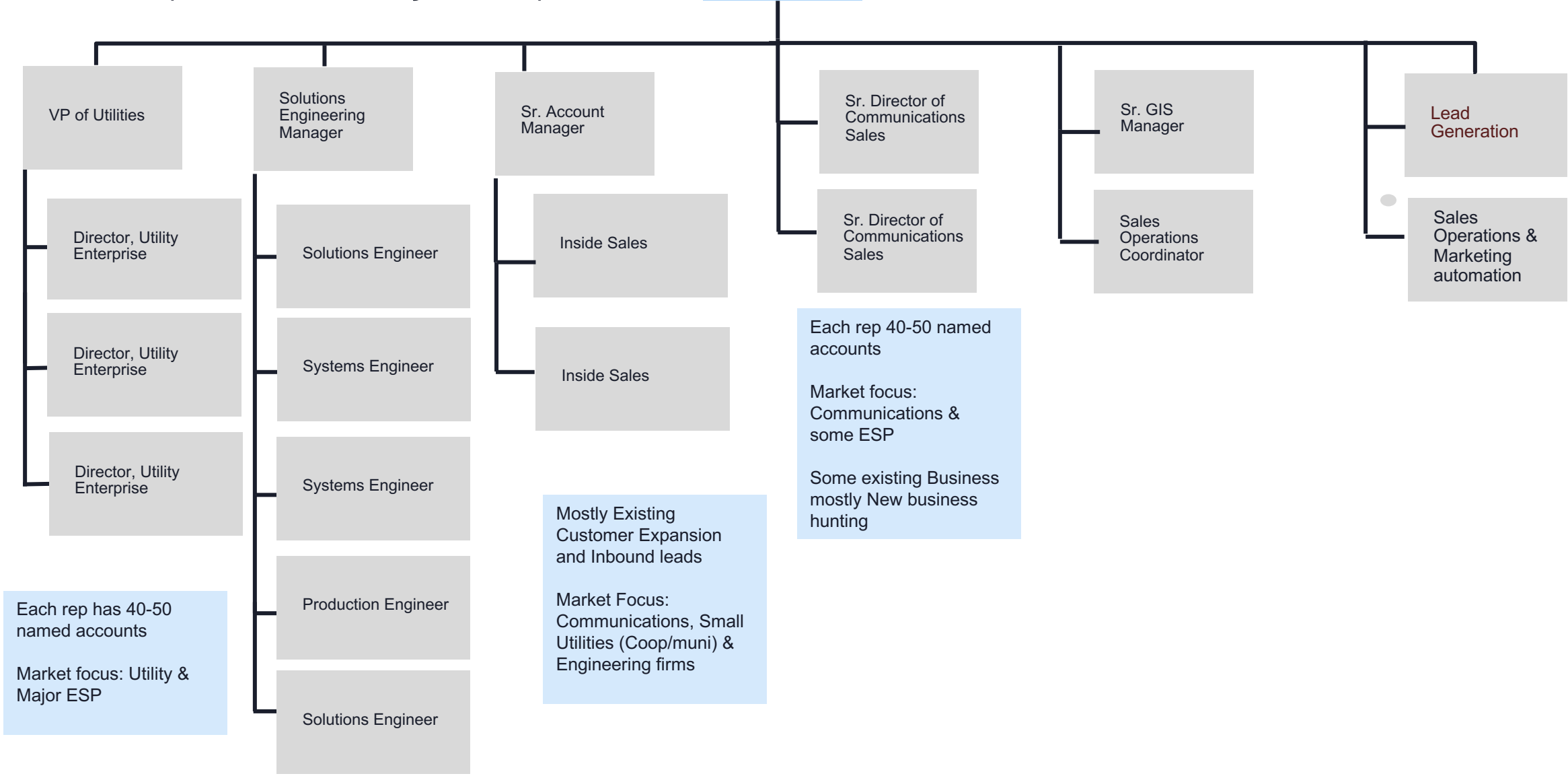
Of US energy consumption will be comprised of electricity on the distribution grid by 2050 to attain carbon net zero targets, and power the new EV market, compared to current levels of just 20%, this equals an engineering requirements to build capacity on the network.



Today, IKE Goes to Market Directly

With a deepened team of segment experts

SVP of Sales



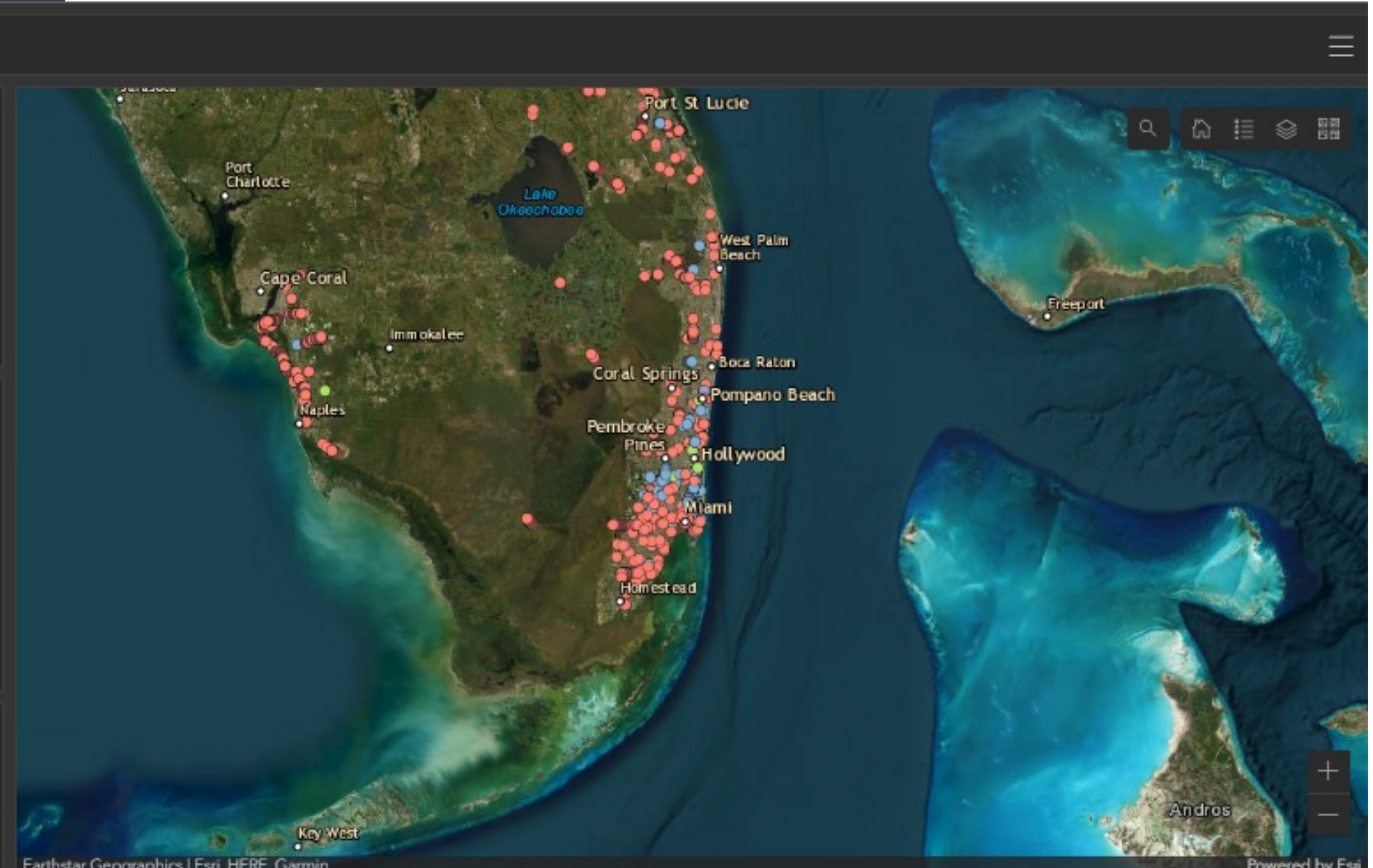
Each rep has 40-50 named accounts
Market focus: Utility & Major ESP

Mostly Existing Customer Expansion and Inbound leads
Market Focus: Communications, Small Utilities (Coop/muni) & Engineering firms

Each rep 40-50 named accounts
Market focus: Communications & some ESP
Some existing Business mostly New business hunting

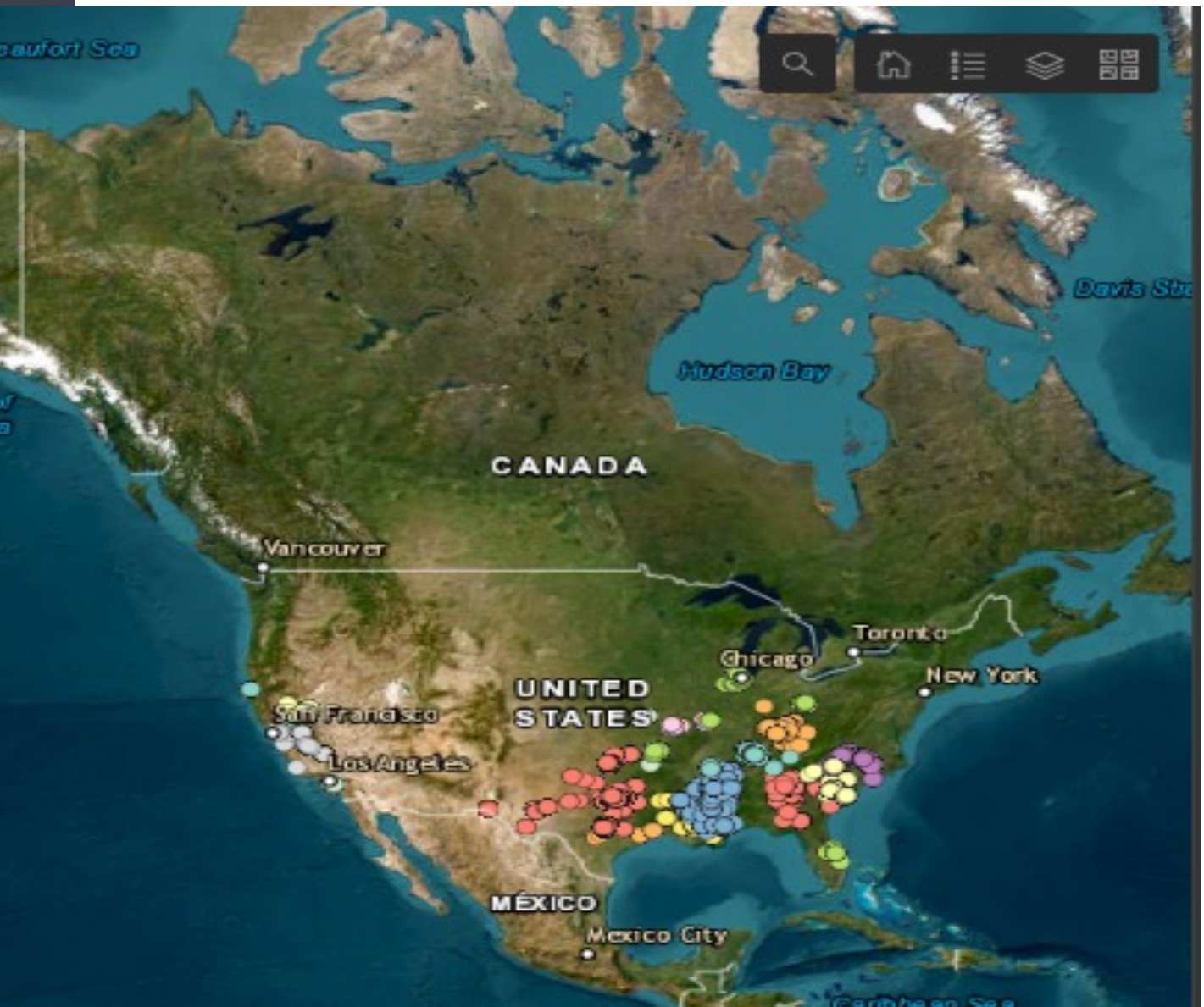


A Map-View of Usage, and how IKE customers deploy our software Crown Castle in Florida



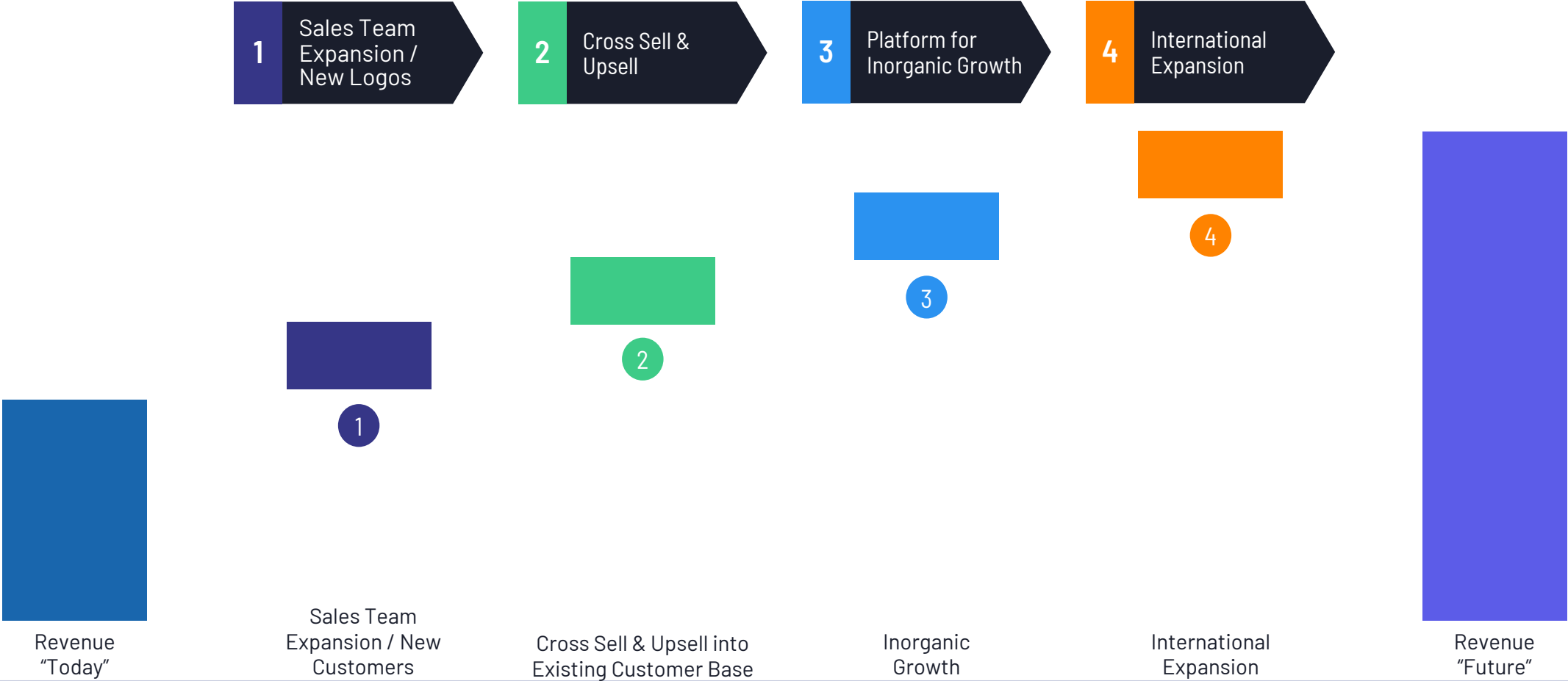


A map-view of Usage, and how IKE customers deploy our software AT&T in 7 example States





Multiple Avenues Supporting Future Growth Potential





Thanks

Manaakitanga: We Rise By Lifting Others





Q&A

We're IKE, The PoleOS™ Company

IKE seeks to be the standard for collecting, analyzing and managing pole and outside plant (“OSP”) information for electric utilities, communications companies, and their engineering service providers

The IKE platform allows its customers to increase speed, improve quality, and deliver safety in the assessment, construction, and maintenance of distribution poles and other OSP assets

IKE's purpose is Manaakitanga, which means “to rise by lifting others”

