



Digital Twins  
Simply *faster*.

June Quarter FY24  
Results Presentation &  
Appendix 4C  
Commentary

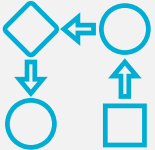
31 July 2024



# 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.



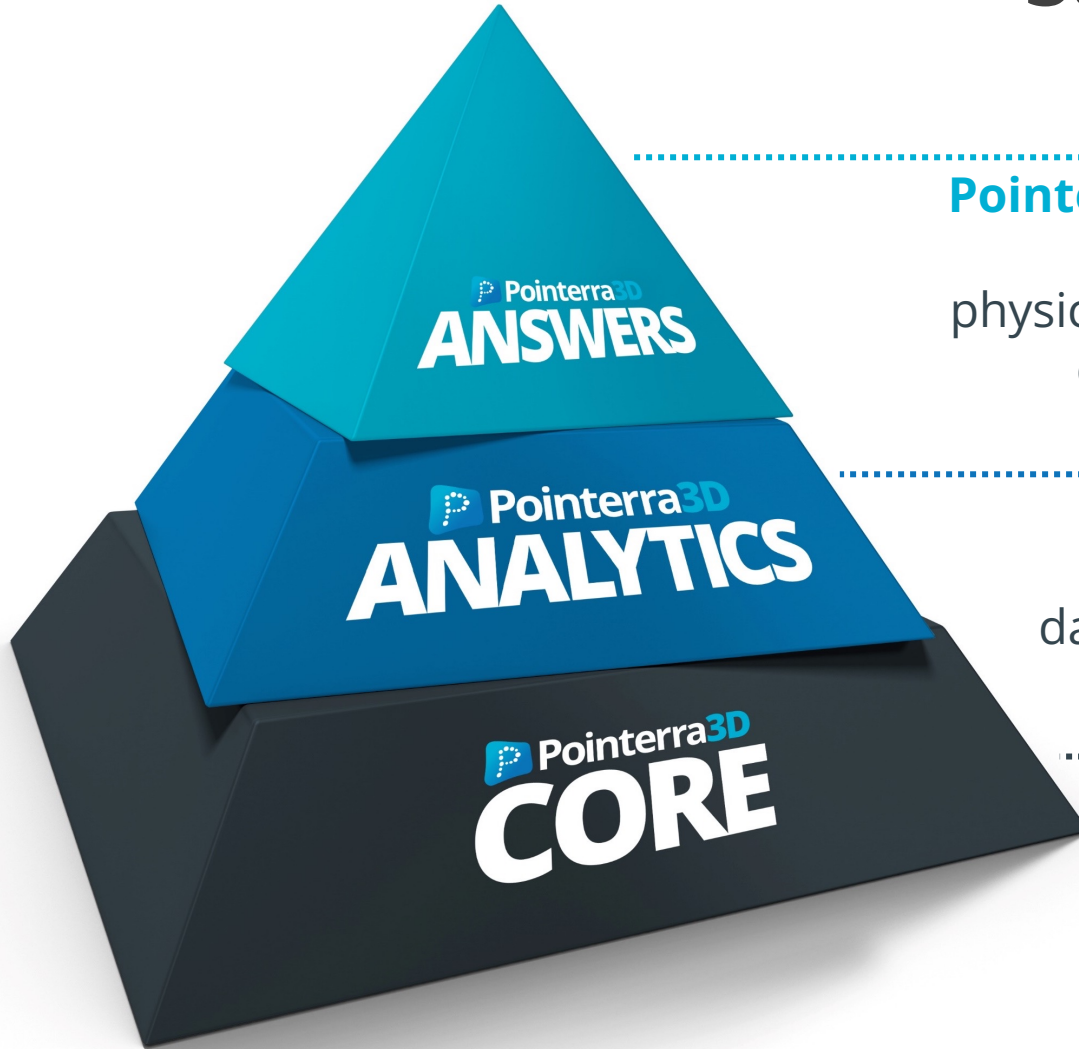
**Pointerra3D’s** digital twin solution uses the cloud to store, processes, manages, analyses, extracts, visualises and shares the key insights from massive 3D datasets at **a level of speed, smarts and scale** that is unprecedented.





# 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 enabled analytics to build digital twins from source data, enabling 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.



# Pointerra's 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 electric power utility sector to **provide a pathway for growth across other key target market sectors** that have TAM's of more than US\$100 million in opportunity for the Company.

**Identify and on-board quality people in** platform, 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.







# Q4 FY24 Highlights – US Energy Utility Sector Recovery



- US energy utility sector customer program, invoicing and receivables collection delays continue to resolve
- Improved Q4 FY24 results, and growth in FY25 revenue & cashflow outlook underwritten by recent material contract awards and existing customer renewals
- Structural tailwinds – US energy utilities finally commencing decade-long, multi-billion US\$ grid resilience programs
- A\$2.05 million placement to fund FY25 growth initiatives

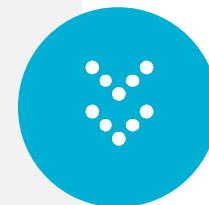
## Q4 Customer Receipts A\$2.66 million

*Compared to Q3 FY24 receipts of A\$0.77 million. Largest quarterly receipts for FY24 and highest since Q3 FY23.*



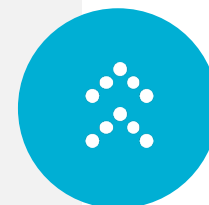
## Operating Cashflows -A\$0.18 million

*Expected to continue to improve during FY25 and beyond.*

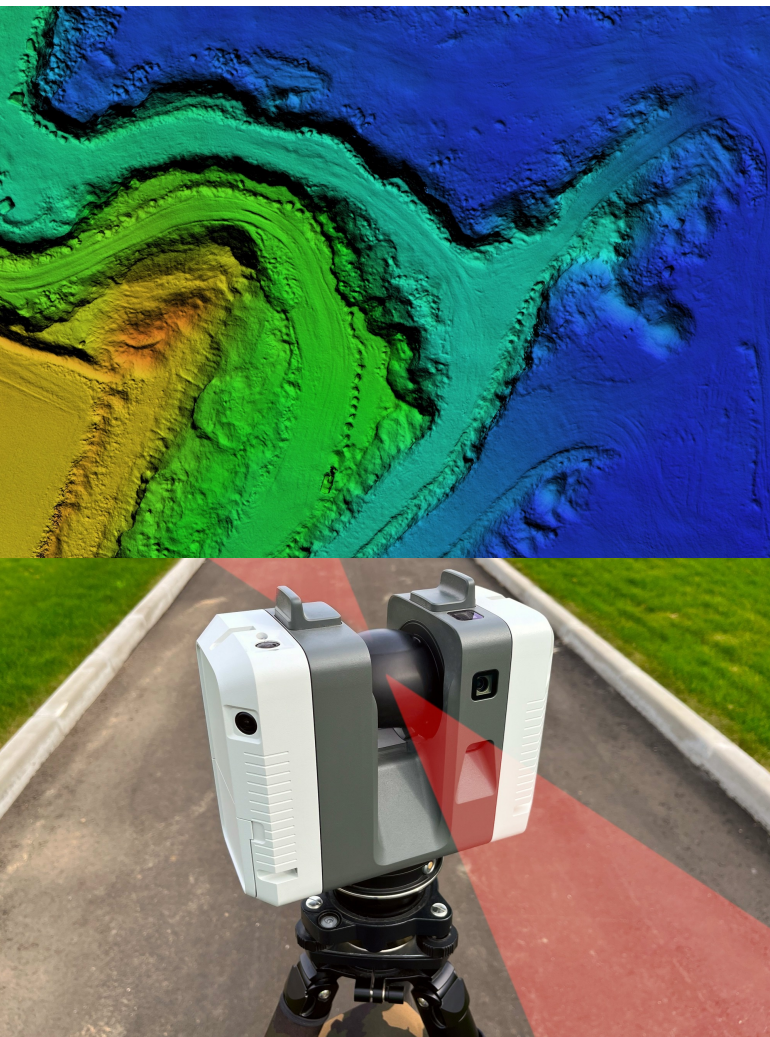


## A\$2.5 million contract award

*US Department of Energy awards contract (refer 28 June 2024 ASX announcement) to establish **Pointerra3D as best practice approach** for grid resilience activities by US electric utilities.*



# Market Sector Update – Survey & Mapping



The previously announced partnership with **Emesent** is starting to deliver with the onboarding of several new Hovermap customers this quarter. New customers are based in Australia and North America and this trend is expected to continue as the partnership continues to mature. Furthermore, the ability to demonstrate a seamless, efficient workflow from capture, to processing, and answers via the Hovermap-Pointerra3D solution is proving valuable in **accelerating larger deals** within the AECO and Resource sectors.

Work has progressed to establish a new reseller/partnership agreement with a **major global LiDAR hardware manufacturer**, focusing on streamlining workflow between data collection and data analytics. The agreement will see Pointerra3D Core, Analytics and Answers bundled for sale with large format aerial LiDAR systems. The bundle will assist new entrants to the airborne LiDAR market accelerate the commissioning of new systems, making them almost immediately productive through Pointerra3D's scalable, cloud-based workflows. Whilst the expected number of new customers will be smaller than those generated through the Emesent partnership, the deal sizes are likely to be individually material.

Implementation programs with multiple **long range drone customers** for pre-processing and analytics are nearing completion, with commercial agreements being finalised for them to transition from paid project phases into ongoing SaaS subscriptions.





# Market Sector Update – Power & Water Utilities



During the quarter, the Company submitted capability and indicative pricing responses to two major Australian electric utilities for the adoption and deployment of Pointerra3D Core and Analytics to manage **transmission sub-station digital twins**. Each opportunity will require the management of well over one hundred discrete digital twin sites that combine LiDAR, reality mesh, BIM and static photos with geo-located IoT sensors to support the management and maintenance of these critical infrastructure assets.

Work is commencing on the A\$2.5 million **US DOE grid resilience program** (previously released to the market – ASX announcement 28 June 2024) involving 3 of the largest Northeast US electric utilities, in partnership with 3 universities. This program will provide insight into best practices when evaluating resiliency investments by electrical utilities to evaluate various grid resilience investment strategies under a range of forecast climate change scenarios.

The previously announced (ASX announcement 28 July 2023) **multi-year resilience program** to be undertaken by a large US electric utility customer, which has been in the planning phase for some time, appears likely to commence data collection and analysis activities during FY25, which should contribute positively to the Company's operations during FY25 and beyond.

The Company is also working closely with a solution architect tasked with delivering a **digital transformation program** for a large US electric utility focused on **Vegetation Management and Network Resiliency**. The opportunity is another example of the growing momentum in the US utility market as the sector seeks to improve resilience and reduce operational risk and costs using digital twins.



# Market Sector Update – Mining, Oil & Gas



**Oil & Gas.** During the quarter, Pointerra continued to progress the pivotal role of Pointerra3D in a data capture program for a Tier 1 oil and gas company's **multi-billion USD green field project** due for completion in 2026. Central to the program is the use of Pointerra3D Core and Analytics to track construction progress, identify departures from design and support the development of as-constructed models. The solution is emerging as a critical tool for managing large, complex builds, with a **methodology that is transferable across organisations and sectors**.

The Company also progressed project readiness discussions with several Tier 1 organisations in Saudi Arabia and the UAE via our Middle East channel partner. These organisations and the channel partner are expected to contribute to revenue during FY25.

**Mining.** As existing mining customers look to expand the application of their Pointerra3D Core investment, the Company is working with a Tier 1 customer to explore the use of Digital Twins, built and hosted by Pointerra3D, to help **manage major hazards, in particular, Tailings Facilities**. The safe and environmentally judicious management of these facilities is a key to miners maintaining the social license to operate. Pointerra3D Core is ideally suited as the Common Data Environment that hosts all geospatial data associated with a tailings facility. The program solution is focused on incorporating the in-situ monitoring sensors with historic and design information to deliver **predictive analytics to support decision making**.







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



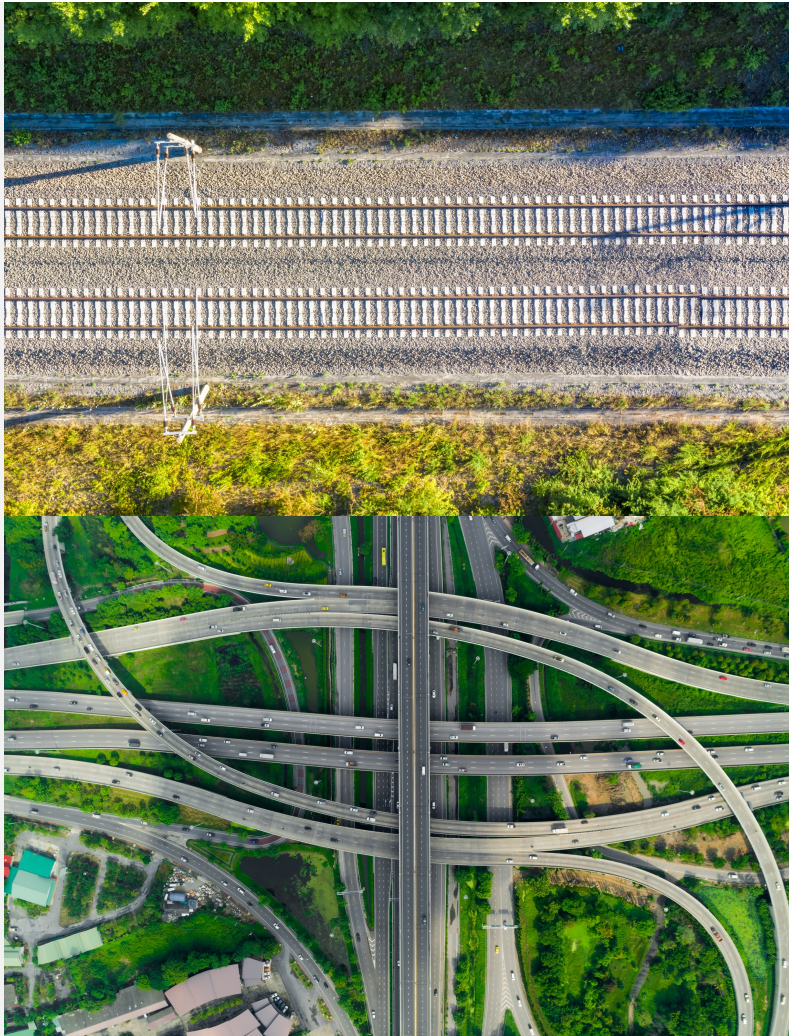
**AECO.** During the quarter, the Company completed an MVP project to address the digital twin requirements for a Tier 1 Global Sporting organisation. This project is a **“first of a kind” and will transform competition management across a range of sporting sectors**. Focused on event planning, game day preparation, playing field compliance, ticketing and hospitality, Pointerra3D will provide an interactive digital twin environment across all business functions to help co-ordinate activities and streamline planning activities.

The deployment by an existing global multi-disciplinary engineering customer of Pointerra’s utility sector **“poles and wires” analytics** was successfully completed during the quarter. The success of the implementation has opened discussions for the **customer to become a Pointerra reseller**. With a strong focus on the utility and transport sector in North America the opportunity for them to include Pointerra3D in their offerings should deliver mutually beneficial outcomes, expanding Pointerra’s customer facing footprint with new and existing customers in that market.

**Update on Amazon Program** - The Amazon distribution center digital twin program continues to experience delays, with re-commencement now expected in FY25. The Company is confident that once re-initiated, the program will proceed and scale to the level announced to the market on 31 January 2023, backed by strong customer support and an established use case.



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



During the quarter, the Company commenced the roll out of an **updated Pointerra3D SaaS license model** to enable greater user flexibility and expanded user counts to customers and prospects. The new model also provides the mechanism to add industry solutions to Pointerra3D Core, extending the value proposition and providing deeper transactional activity-based usage of the platform. The first customer to adopt the revised model was Main Roads Western Australia and resulted in **growth of both user numbers and revenue** from this important customer. Roll out of the revised SaaS license model will continue across other existing customers and sectors in line with individual contract renewal processes.

During the quarter, the Company continued to develop its **road and rail analytics solution**. The team are engaged with numerous existing Government and Industry sector customers to gather input on the value and capability of the enhanced solution. The inclusion of **feature extraction and editing tools in Pointerra3D** has been a major advancement in recent months. As the Transport sector solution reaches feature parity with our Utility analytics solution in coming quarters, it is expected to become a **major driver of revenue growth** across the Transport, AECO and Survey & Mapping sectors.

The Company is also participating in strategic planning workshops with several existing Government customers to shape their ongoing investment in the platform and aligning it with future budget cycles. Encouragingly we are witnessing an **increase in multi-year commitments from customers** as Pointerra3D becomes an integral tool in operational planning.





# Market Sector Update – Defense & Intelligence

Pointerra remains committed to its strategic endeavours within the Defense & Intelligence Sector, 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 again 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 timing, 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 enormous 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:

- ❖ Development of a new user tier and permission model is nearly complete. This will support flexibility in pricing approaches for enterprise customers, particularly where user-based licensing is the preferred model over data limits.
- ❖ Work on building an in-house 3D tiling pipeline has commenced. This will mitigate issues and limitations with using third party tools for processing 3D CAD/BIM datasets. The new tiling pipeline will underpin platform capabilities in the future related to AEC/CAD/BIM workflows and analytics.
- ❖ Work to enhance Pointerra's highly robust, multi-region/global infrastructure continues. This includes transitioning to database replication across regions, moving logging and auditing to separate databases, and several other key technical improvements.
- ❖ The transition from being a point-cloud-centric platform to a digital twin reality capture platform has begun by adding support for customer projects that do not have point clouds in them. The platform will always have point cloud technology as a key differentiator, but the ability for customers to have some of their projects no longer requiring a point cloud allows for much greater flexibility.
- ❖ Photo display and inspection capabilities have undergone many improvements, with new photo browsing, annotation and note taking features added. Furthermore, support for video storage and playback, including GPS path support is in the process of being added to the platform. This is being driven by the increasing use of the platform for storage of photo and video data in recent times. This will ultimately result in support for new workflows around asset inspection and linkages to asset management systems.
- ❖ New data storage and streaming formats for 3D vectors, Pole & Wires analytics and Road/Rail analytics in final testing before customer release.
- ❖ Continued R&D focus on applying neural network and other learning-based approaches to analytics and visualisation capabilities.





# Q4 FY24 Quarterly Cashflow Commentary

-  **Cash Receipts.** During the quarter ended 30 June 2024, the Company received A\$2.66 million from customers, which contributed to a net cash outflow from operating activities of A\$0.18 million for the quarter. Delays in some customer receivables collections prevented an otherwise cashflow positive quarter. The large US customer program delays that were experienced during FY23 and FY24 are now resolving with further improvement expected during FY25 and beyond.
-  **Placement.** During the quarter, the Company undertook an oversubscribed placement of 62,121,212 shares at \$0.033 per share to raise \$2.05 million from existing and new institutional, professional and sophisticated investors.
-  **Cash Outflows (Summary of Expenditure).** During the quarter, payments for *Research and Development* represented salary allocations of Pointerra team members who are 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 in line with management expectations. 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 ongoing cost management initiatives. Cash balance as of 30 June 2024 was A\$2.72 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\$0.11 million comprising Directors fees, salaries, and superannuation.

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





# Disclaimer



## Summary Information in relation to Pointerra Limited.

This presentation has been prepared by Pointerra Limited. ("Pointerra" or the "Company") based on information available to it as at the date of this presentation. The information in this presentation is provided in summary form and does not contain all information necessary to make an investment decision.

This presentation does not constitute an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any security in Pointerra, nor does it constitute financial product advice or take into account any individual's investment objectives, taxation situation, financial situation or needs. An investor must not act on the basis of any matter contained in this presentation but must make its own assessment of Pointerra and conduct its own investigations. Before making an investment decision, investors should consider the appropriateness of the information having regard to their own objectives, financial situation and needs, and seek legal, taxation and financial advice appropriate to their jurisdiction and circumstances. Pointerra is not licensed to provide financial product advice in respect of its securities or any other financial products. Cooling off rights do not apply to the acquisition of Pointerra securities.

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This presentation contains certain forward-looking statements that are based on the Company's management's beliefs, assumptions and expectations and on information currently available to management. Such forward looking statements involve known and unknown risks, uncertainties, and other factors which may cause the actual results or performance of Pointerra to be materially different from the results or performance expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding the Company's present and future business strategies and the political and economic environment in which Pointerra will operate in the future, which are subject to change without notice. Past performance is not necessarily a guide to future performance and no representation or warranty is made as to the likelihood of achievement or reasonableness of any forward-looking statements or other forecast. To the full extent permitted by law, Pointerra and its directors, officers, employees, advisers, agents and intermediaries disclaim any obligation or undertaking to release any updates or revisions to information to reflect any change in any of the information contained in this presentation (including, but not limited to, any assumptions or expectations set out in the presentation).



## Appendix 4C

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

**Name of entity**

Pointerra Limited

**ABN**

39 078 388 155

**Quarter ended ("current quarter")**

30 June 2024

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	2,665	6,767
1.2 Payments for		
(a) research and development	(629)	(2,374)
(b) product manufacturing and operating costs	(692)	(2,129)
(c) advertising and marketing	(35)	(144)
(d) leased assets	-	-
(e) staff costs	(1,108)	(5,270)
(f) administration and corporate costs	(372)	(1,438)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	1	3
1.5 Interest and other costs of finance paid	(14)	(68)
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>(184)</b>	<b>(3,767)</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	-	(13)
(d) investments	-	-
(e) intellectual property	(4)	(31)
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 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>(4)</b>	<b>(44)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	2,050	5,285
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	(69)	(260)
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>1,981</b>	<b>5,025</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	941	1,491
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(184)	(3,767)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(4)	(44)



Appendix 4C

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

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	1,981	5,025
4.5	Effect of movement in exchange rates on cash held	(14)	15
4.6	<b>Cash and cash equivalents at end of period</b>	<b>2,720</b>	<b>2,720</b>

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	2,669	890
5.2	Call deposits	51	51
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>2,720</b>	<b>941</b>

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	113
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>		

**Appendix 4C**  
**Quarterly cash flow report for entities subject to Listing Rule 4.7B**

<b>7. Financing facilities</b> <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
7.4 <b>Total financing facilities</b>	-	-
7.5 <b>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)	(184)
8.2 Cash and cash equivalents at quarter end (item 4.6)	2,720
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	2,720
8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	14.78
<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: Not applicable.	
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: Not applicable.	
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: Not applicable.	
<i>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.</i>	

## 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 July 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 – e.g. 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.