

## ASX / Media Release

19 April 2017

ASX code: **K2F**

# K2F Becomes Reseller of ASX-Listed Pointerra 3D Data Technology

### Highlights:

- K2fly to partner with 3D data technology specialist Pointerra
- Pointerra's technology has solved an entrenched problem in the 3D geospatial sector and allows very large 3D datasets to be viewed by users without the need for high performance computing
- Enhances the K2F sales and distribution strategy of partnering with organisations that have trusted adviser status with leading infrastructure asset owners
- Pointerra's vision is to create a global marketplace for 3D data, saving users time and money and creating a 3D data access revolution

Enterprise asset management technology company K2fly Limited (**ASX: K2F**) is pleased to announce that it has entered into a partnership and signed a Reseller Agreement (**Agreement**) with ASX listed Pointerra Limited (**Pointerra**).

Pointerra's technology has solved an entrenched problem in the 3D geospatial sector and allows very large 3D datasets to be viewed by users without the need for high performance computing. Pointerra's vision is to create a global marketplace for 3D data, saving users time and money and creating a 3D data access revolution.

Under the terms of the Agreement, K2F will target high-value enterprise customers who have specific asset management challenges that include the need to better manage, leverage and share their valuable 3D datasets. Pointerra's unique 3D data technology will be sold by K2F under a commission based sales model and will generate ongoing monthly Data as a Service ("DaaS") customers at enterprise-level price points.

K2fly's Executive Chairman and CEO Brian Miller stated:

*"Pointerra has a great product which can be a game changer in asset intensive sectors. K2fly has a growing presence in this sector and we are delighted that we'll now be able to market, sell and implement this leading edge technology to companies in the mining, oil & gas, electricity, rail and water sectors."*

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The execution of the Agreement further enhances the K2F sales and distribution strategy of partnering with organisations that have trusted adviser status with leading infrastructure asset owners.

Commenting on the execution of the Reseller Agreement, Pointerra's Managing Director, Ian Olson stated:

*"We are delighted to add K2fly's capability to our enterprise level distribution network. K2fly's trusted adviser status with key Tier-1 clients in Australia and its focus on technology based asset management solutions makes them a good fit to represent Pointerra in this important market and further delivers on our strategy to grow multiple DaaS revenue sources in an efficient and leveraged manner as we work towards our vision to lead the global market for 3D data."*

## Extension of Major WA-Based Utility Contract

Pursuant to the initial contract executed in December 2016 between K2F and a major WA-Based Utility, the Company is pleased to advise that it has entered into a contract extension which will see K2F continuing to provide strategic asset management consulting solutions in the asset arena until the end of June which will deliver an additional \$175,000 in project related revenue. K2F is providing subject matter expertise to deliver operational efficiencies and maximise asset performance.

K2F continues to operate as a trusted advisor on specific project deliverables.

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## About K2fly

K2fly Limited is an ASX listed Enterprise Asset Management technology company, which specialises in the provision of infrastructure asset management to asset intensive industries via a software technology platform and consulting services. K2fly's technology allows an organisation to manage and maintain its asset data and deliver more effective and efficient outcomes via a single, centralised system. The technology has a strong track record of empowering organisations to make better informed long term decisions in relation to the operation, management and maintenance of its physical assets.

K2fly owns the following proprietary asset management and asset maintenance technologies for use in vertically-integrated asset intensive industries:

**ADAM** Asset Data Analysis Management

**NovIn** Real Time Asset Inspection Management App

**DocMan** Mobility Solutions: Task Management App

**TagMan** Mobility Solutions: Asset Verification App

**HandoverNotes** Mobility Solutions: Electronic Information Sharing App

**PropertyInspector** Mobility Solutions: Asset Inspection App

K2F also re-sells market leading software which has been developed by industry leaders in the USA and UK. These solutions come from OBI Partners (USA) and Capita plc (UK), where they have an outstanding track record of delivering benefits to clients.

Finally, K2F provides cutting edge advice, consultancy and services when it deploys its subject matter experts who have extensive domain knowledge in such areas as Rail, Electricity, Gas, Water, Mining, Oil & Gas, Facilities Management, Aviation and Defence.

## About Pointerra

Pointerra is an Australian company focussed on the development and commercialisation of its unique 3D geospatial data technology. Pointerra's technology has solved an entrenched problem in the 3D geospatial sector and allows very large 3D datasets to be viewed by users without the need for high performance computing. The 3D datasets are processed and stored in the cloud for instant, on demand user access: anytime, anywhere, on any device. Pointerra's vision is to create a global marketplace for 3D data, saving users time and money and creating a 3D data access revolution.

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