29 July 2022

June 2022 Quarter Activities and Cash Flow Report

Highlights:

- **Record quarterly invoicing Q4 FY22 A$4.2 million**

- **Record full year cash receipts FY22 A$7.9 million (93% YOY growth v FY21 A$4.1 million)**

- **Q4 cash receipts A$1.7 million (21% YOY growth v Q4 FY21)**

- **Cash outflow from operations ($1.4 million) impacted by additional A$2.5 million receivables at 30 June 2022**

- **Business operations continues to self-fund organic growth**

- **Pointerra3D Analytics & Answers driving growth in ACV spend**

- **New customers added + existing customers grow ACV spend across all market sectors**

Pointerra Limited (ASX:3DP) (Pointerra; the Company) is pleased to provide an overview of the June 2022 quarter (Q4 FY22) activities and the associated cash flows and cash position in the Appendix 4C (attached).

The quarter was highlighted by continued expansion in the scale of Pointerra3D platform deployment by US utility customers FPL, PG&E, Entergy & Eversource and reflects the continued

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Simply *faster.* | 1

development and adoption of the higher-value elements of the Pointerra3D solution portfolio - Analytics and Answers.

Growth in spend by existing customers during the quarter, coupled with expansion of contracts previously announced to the ASX on 20 September 2021, 14 December 2021 and 23 June 2022 have generated further uplift in Pointerra's US$ ACV run rate.

Pointerra3D Solution - Sectors & Partners

The Company's established and proven strategy of working closely with customers, prospects and partners across all 6 target market sectors (Survey & Mapping; AEC; Utilities; Transport; Mining, Oil & Gas; Defense & Intelligence) continues to drive and direct solution development and enhancement.

During the quarter the Company continued to grow the ACV spend by existing customers and also added new customers and prospects across Pointerra's 6 target sectors and industries:
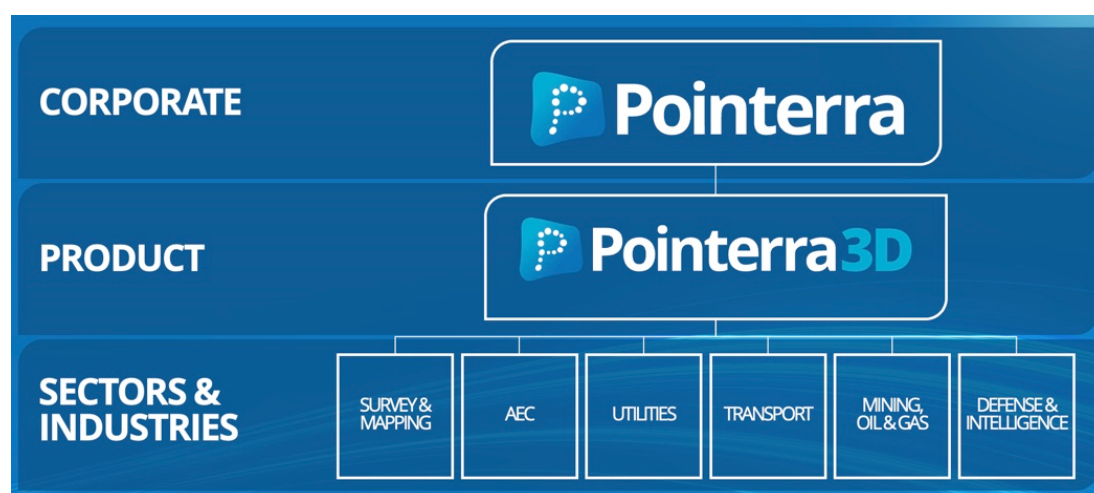
Pointerra3D ANSWERS delivers the predictive insights that enable definitive answers to physical asset management questions.

Pointerra3D ANALYTICS creates a digital twin to enable intelligent analysis of physical assets.

Pointerra3D CORE is the baseline platform access and 3D data workflow offering.

Survey and Mapping

Pointerra's customer base of small/medium survey and mapping businesses in Australia and North America continued grow throughout the quarter. As foundational suppliers of 3D data this sector also performs an important role in driving awareness of the Pointerra3D solution across other market verticals by using Pointerra3D to deliver data and derived products to their customers.

As survey and mapping businesses continue to diversify their data collection capabilities through investment in high-definition terrestrial scanning, SLAM (simultaneous location and mapping) and drone technologies they are increasingly looking for a single platform in which to manage, generate and deliver their outputs. Pointerra3D's independence from hardware manufacturers removes the need to work across proprietary, vendor supplied desktop software allowing these Pointerra3D customers to work in a flexible, cloud-based environment.

An emerging trend within Pointerra's aerial survey and mapping customer base is to use Pointerra3D to act as a catalyst for their own business transformations. Wide area LiDAR data capture, which is typically the focus for many of these businesses, is low margin and highly commoditised across the globe. Pointerra's most successful aerial mapping customers are growing their spend from Pointerra3D Core into Pointerra3D Analytics and Answers to deliver this transformation by both shrinking manual workflow and growing profitability.

In Australia and the US there is an emerging 'marketplace' of survey and mapping providers that are viewed favourably by many utilities and asset owners that are using Pointerra3D themselves and recognise significant value and efficiency derived from integrated delivery via Pointerra3D.

The ability to automatically generate derived products from point clouds (DEM, DSM, contours, break lines, planes, etc.) means survey and mapping customers no longer need to store multiple copies or data formats alongside the raw base data, further enhancing Pointerra3D Core's unique selling point as a digital delivery mechanism.

As these survey and mapping customers seek ways to deliver greater value to their customers, they are also expanding their commitment to Pointerra3D Analytics for data processing and digital twin generation, delivering additional workflow savings to these innovative customers looking to transform their business operations.

AEC (Architecture, Engineering & Construction)

The AEC sector is Pointerra's largest sector measured by TAM (Total Addressable Market) and adoption of Pointerra3D within the AEC sector continued to grow during the quarter.

During the quarter Pointerra's product development team worked with AEC sector customers, prospects, and partners to build and deploy additional cloud functionality designed to streamline a range inefficient Building Information Modelling (BIM), construction monitoring,

progress reporting, and digital engineering workflows that are becoming integral to the modern AEC sector.

The Company is adopting a similar solution development strategy in the AEC sector to that used successfully in the Utilities sector, where individual customers and prospects are driving the product R&D roadmap by providing specific requests for platform enhancements. The considerable development effort directed toward meeting the demands of this sector grows Pointerra3D's overall value proposition as these customer-specific problems are then transferrable across the entire sector.

As Pointerra3D becomes increasingly central to the creation, management, integration, and analysis of digital twins the Company is well positioned to take advantage of the unprecedented levels of civil infrastructure spending occurring globally as nations look to rebuild their economies in a post-COVID world.

Pointerra expects that these solution enhancements will be transformative in driving AEC sector customer adoption of Pointerra3D, mirroring the Company's success in growing Utility sector ACV throughout 2020, 2021 and 2022.

The enhanced Pointerra3D AEC solution is scheduled for release in Q1 and Q2 FY23.

Engagement with global engineering giant (and Pointerra's largest AEC sector customer) Jacobs continued to expand during the quarter. In March 2022 Jacobs announced the formation of a new business unit, Divergent Solutions, which will serve as the core foundation for developing and delivering innovative, next-generation cloud, cyber, data and digital technologies across the wider Jacobs organisation.

Pointerra has been identified by Jacobs Divergent Solutions as one of only a handful of key strategic partners for this initiative, which is expected to grow ACV spend by Jacobs whilst also generating new 3rd party customer opportunities in partnership with the Jacobs Divergent Solutions team (including the US Defense and Intelligence sector) into FY23 and beyond.

Responding to the rapid growth in Pointerra's US AEC sector, a dedicated business development executive was appointed during the quarter and further appointments expected during FY23.

Utilities (Power & Water)

Pointerra3D continues to evolve as a "must-have" platform for the US energy utility sector, with existing customers advocating adoption of the Company's digital twin solution amongst peer utilities, which is expected to drive further growth in platform deployment and ACV across Pointerra's largest customer sector. The Company expects that this customer advocacy will result in lower cost of customer acquisition and subsequently higher profitability per sale as the business continues to scale across the sector.

During the quarter the Company continued to grow the deployment of the Pointerra3D digital twin platform (Core, Analytics and Answers) by several existing energy utility customers (all previously announced to the market) in the sector, including Pacific Gas & Electric (PG&E),

Florida Power & Light (FPL), Entergy, Eversource, NextEra Energy, Gulf Power, SoCal Edison, Seattle City Light, American Transmission Company, Western Power, and SA Power Networks.

The Utility sector remains Pointerra's largest single contributor to ACV and whilst the US continues to dominate geographically, the quarter also saw growth in Australian customers, with new prospects in the United Kingdom and Europe being progressed during the quarter.

Further to the market update announced to the ASX on 23 June 2022, platform deployment for new customers, whilst also expanding platform usage by existing customers continues to be a key focus of the product and sales teams.

Entergy. The aerial data capture element of the Entergy program has been completed and Pointerra3D Analytics and Answers are being progressively delivered to support the originally identified use cases. As the teams at Entergy begin to work through these deliverables and become familiar with the quality and richness of the digital twin generated in Pointerra3D, additional use cases are emerging and the Pointerra team is engaged with broad range of Entergy business units to solve critical business problems including improved vegetation management and pole hardening programs. The implementation of these additional use cases is expected to deliver material ACV growth in Entergy's commitment to Pointerra3D in the coming quarters.

A similar trajectory is being experienced within long-term customer PG&E, where the Pointerra team are working across multiple PG&E business units to scope and solve further business challenges using Pointerra3D. In addition to delivering ACV growth within this account, the high level of engagement is demonstrative of PG&E's commitment to expanding the use of Pointerra3D across the enterprise, including the support of critical operational risk challenges.

FPL. At FPL, following the successful completion of a paid POC (Proof of Concept) project originally announced to the ASX on 20 September 2021, existing Pointerra customer FPL (Florida Power and Light) entered into new contracts for the deployment and ongoing development of the Pointerra3D Answers *Storm Response Solution*. Pointerra3D Answers will be a key element supporting FPL's storm response program, commencing with the 2022 storm season.

Pointerra3D's unique ability to rapidly determine and extract insight and answers from airborne LiDAR captured immediately after a storm event will be central to FPL's response efforts in the event of a major tropical incident. In the event of a storm, FPL will load pre-storm and post-storm LiDAR collection that will be fully processed by Pointerra3D with results available within 24 hours for pre-storm collect and 6 hours on post-storm collect.

These delivery times are unprecedented in the industry and are only possible through leveraging Pointerra's proprietary and highly automated AI/ML algorithms and scalable cloud architecture. The Pointerra3D Answers solution will identify damaged/downed assets and adjacent property impact, cross referenced to electricity network outage data, to guide the

deployment of FPL crews and resources critical to incident response and the restoration of power to customers.

Major storm response efforts can cost utilities +US$100M per event so the ability to rapidly target resources to the areas of most need is game changing for FPL. Revenue for Pointerra and the resultant impact on ACV will be determined by the number, frequency, and severity of storm responses during each season and has the potential to be material for the Company, however in any event will be not less than US$250,000 pa.

The recent decision by FPL to adopt Pointerra3D as a key element of its storm response program has already generated inbound inquiries from other US utilities who experience storm events and are interested in exploring the use of Pointerra3D Answers *Storm Response Solution* in their operations.

NextEra. Following the successful completion of a paid POC project originally announced to the ASX on 20 September 2021, existing customer NextEra Energy (the parent company of FPL) entered into an enterprise subscription agreement to use Pointerra3D Analytics to support NextEra's multi-billion-dollar greenfield development of solar energy project sites across continental USA.

The adoption of Pointerra3D by NextEra Energy provides a centralized design/construct/operate digital twin environment for NextEra to scale their investment in renewable energy. By delivering consistency and repeatability and through efficient workflows, NextEra is able to streamline design and digital engineering workflow processes, saving significant time and reducing costs.

During July, additional paid POC's were successfully completed for a similar solution to improve operational performance of NextEra's existing (brownfield) solar sites across the country and the Company expects that these programs will add to generating material growth in NextEra Energy's spend with the Company into FY23.

The new enterprise subscriptions with NextEra Energy have the potential to be material for the Company, however in any event will be not less than US$250,000 pa.

New Business. The Pointerra team are actively engaged with two major utilities that have recently released Requests for Proposal (RFP's) to selected organisations for the delivery of holistic SaaS platforms for the management, analysis, and delivery of geospatial data to solve a wide range of business problems. Both opportunities are for multi-year, high value contracts.

Whilst Pointerra typically avoids becoming involved in competitive, often price-driven RFP processes, the team has been actively engaged with both organisations in the lead up to the RFP release and the scope of each is well aligned with Pointerra3D's existing solution offering. It is expected that the outcome of both RFP processes will be known this calendar year.

As enterprise deployments continue in the US, the Company continues to identify opportunities to materially expand the Pointerra3D subscriptions by these customers. Pointerra has

cemented its position as an independent, trusted advisor with the skills and experience to develop programmatic approaches to applying digital twins for best-practice power utility management.

A key focus area of development has been in the integration of multi-modal data types including point clouds, imagery, outage information, live weather feeds and insitu-monitoring data to develop intelligent digital twins that provide a realistic virtual representation of the physical world.

Pointerra3D's open API environment is also encouraging a convergence of customers across the Mapping, Engineering and Utility sectors. As Pointerra's presence grows in each of these verticals there is an emerging network effect that is further streamlining workflow, quality processes and digital twin evolution, with raw data and derived products remaining in the Pointerra3D platform across multiple customer accounts.

The Company again expects that Pointerra3D's central role in the digital twin lifecycle of power utilities will remain a continued driver of material ACV growth in coming quarters.

Mining, Oil & Gas

Growth in the natural resources sector during the quarter was delivered through a combination of increased spend by existing customers and the on boarding of new customers in hard rock and underground mining spaces.

Pointerra3D's penetration into the natural resources sector continues to grow as mining customers begin to understand the extensibility of the platform and its application in helping manage whole-of-mine operations.

Mining. Throughout the quarter the Company worked with existing customers to extend the Pointerra3D Analytics stack into underground applications to support mine planning, operational and safety use cases. This development is helping customers create a comprehensive digital twin combining surface and sub-surface assets, all hosted in Pointerra3D and available for use across the operation and enterprise.

The Company has also been progressing partnerships with remote sensing hardware vendors focused on the mining sector to deliver better outcomes for mutual customers. A key challenge for mine operators and sensor manufacturers is the need to rapidly turn data into actionable information, with time delays undermining the adoption of remote sensing techniques across the mining sector globally.

Pointerra3D is solving these problems by allowing sensor vendors to publish raw outputs directly to Pointerra3D to run Analytics and Answers, delivering timely insight to customers and further accelerating adoption. New partnerships with these sensor vendors include options to bundle Pointerra3D subscriptions with hardware purchases effectively opening new light-touch sales channels across the globe.

Oil & Gas. Recognition of the value Pointerra3D brings to the Oil & Gas industry is also growing, with the ability for Pointerra3D to provide detailed insight across an enterprise via the digital twin representing a compelling value proposition for these large organisations, who make massive investment in generating 3D data but experience immense challenges extracting full value from that investment.

During the quarter Pointerra worked with a major constructor of Floating Production Storage and Offloading (FPSO) facilities to develop a POC solution for the digital transformation of their construction progress reporting and as-constructed workflow processes. Using 3D laser scanning, collected regularly throughout the build and at the end of construction, Pointerra3D Analytics is used to generate a digital twin that compares design models to what was actually built and tracks deviations from design as well as monitoring construction program progress.

A major challenge for FPSO constructors is accurate and timely progress reporting to support program milestone claims. Progress is often under reported, which can significantly impact project cash flow. With construction contracts that are in the hundreds of millions and billions of dollars, the ROI through more efficient workflows for program reporting using Pointerra3D is material.

During the quarter the Company also entered a collaboration agreement with one of the world's largest Oil and Gas sector aerial inspection companies. Following a major strategic investment in LiDAR technology to enhance their offering they will be working with Pointerra to take a joint offering to market that will use LiDAR and imagery data to provide routine geotechnical hazard and risk monitoring for major Oil and Gas companies cross North America and Canada. Solution adoption and ACV growth is expected to be accelerated through the large book of existing accounts that the partner already has in place.

The parallel focus on Pointerra3D solutions for upstream and downstream production assets in the Oil and Gas sector is also analogous with the transition experienced in the Utility sector, where Pointerra3D becomes the single platform where enterprises can seamlessly manage the digital twin of all above and below ground assets.

Typical Oil & Gas sector challenges are magnified by infrequent and costly offshore site visits, necessitating on-demand access to digital twins to support essential operational requirements. Pointerra3D is helping shrink workflows across a range of maintenance activities, reducing the need for field inspections and speeding up task work order generation through existing Pointerra3D platform functionality. The Company expects this targeted, high-value sector to become a material contributor to ACV growth in coming quarters.

Transport (Road & Rail)

As post-Covid civil infrastructure spending accelerates in Australia and the US, Pointerra3D is being used by project delivery authorities such as the Major Transport Infrastructure Authority and Suburban Rail Loop Authority in Victoria, to manage the flow of digital data throughout the project lifecycle.

Growth within this sector continued in the quarter and was highlighted through the decision by Transport for NSW (TFNSW) Roads and Maritime Services to adopt an enterprise subscription to the Pointerra3D platform, which highlights a commitment to the Pointerra3D solution for a holistic approach to how TFNSW integrates 3D data analytics, digital engineering, and digital twins into their operational and management activities.

Throughout the quarter there was also a steady increase in the sales pipeline in the transport sector in the US market. As sector success is realised in Australia, the learning and ROI outcomes are readily transferable to similar organisations in the US context and engagement at higher levels within both the road and rail sectors is growing.

The application of Pointerra3D as a Common Data Environment (CDE) and Digital Twin platform to support the operations of Ports and Airport facilities continued during the quarter. Several advanced opportunities that existed in the sales pipeline prior to the Covid19 pandemic have resurfaced. With international and domestic air travel rapidly returning to or exceeding pre-COVID levels, these organisations are looking to complete the Digital Transformation of their facilities management activities as budget becomes available and the need for more efficient asset management becomes paramount.

Defense & Intelligence

The Company continues to pursue a targeted approach to the Defense sector in the US by developing direct opportunities and partnering with Defense contractors who hold valuable contract vehicles.

The company now has in place formal non-disclosure and teaming agreements with several of the largest US Defense sector contractors. The terms of those agreements prevent the Company from disclosing the counterparties however the agreements represent a commitment of each party to the other, and typically focus on a specific aspect of Defense and intelligence capability that the contractor does not currently possess. The agreements take significant effort to establish and include an exhaustive assessment of Pointerra's capability, including solution, policy, and procedures.

During August the Company will present to forums organised by the Australian Defence Force (ADF) to demonstrate how Pointerra3D Core, Analytics and Answers can support their operations. The focus of the presentations will be to align Pointerra3D capability to support a variety of key ADF challenges in Advanced Decision Making, Digital Twin, Organisational Change, Resilience in Contested Environments and Accelerated Delivery programs.

The Company's strategy of lodging applications for funding through the US Federal Government's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) as a pathway for direct engagement with the US Military continues. Through the active participation to date Pointerra expects to see topics specifically targeted toward Poinetrra3D solutions being released in the future, resulting in fewer funding applications and enhanced likelihood of success.

Strategic Collaborations & Partnerships

The Company has learned that deep domain knowledge in product and sales resources drives acceleration in customer acquisition and growth in customer spend across Pointerra's 6 target sectors and industries. This domain knowledge is being obtained through targeted people hires and is also accessed through collaborating and partnering with specialist companies in each sector.

The Company has also learned that Pointerra's proprietary 3D data technology is attractive to specialist sector solution providers and experienced growth in companies seeking to partner with Pointerra during the quarter.

Pointerra3D's value proposition has been enhanced for customers through partnerships with organisations including PointFuse, Nearmap, Cylcomedia, Emesent, Here and TomTom, who provide additional input to Pointerra3D Core and Pointerra3D Analytics solutions.

Solution Development and R&D Activities

Solution Development

The Pointerra platform is continually being enhanced in response to customer requests and in line with the Company's strategic product roadmap. Details of released changes and enhancements can be found in the regularly updated platform release notes on the Pointerra platform. A few of the more significant highlights for this quarter are detailed below.

Pointerra3D Core. Several new features have been added to the platform, including:

Data ingestion from Microsoft Azure

To support a growing demand from customers that utilise Microsoft's Azure platform, support for ingestion of data into Pointerra3D directly from Azure cloud storage has been implemented.

This allows the use of either SAS tokens or Access Keys for authentication and access management and the functionality is supported in both the browser upload interface and through API's.

Several customers are now utilising this functionality to allow them to use the Pointerra platform for visualisation and analytics while maintaining their existing data management strategies within Azure. This hybrid cloud approach is likely to be expanded further to allow customers to export derived analytics results to Azure and to configure Azure as a long-term archival destination for data that is no longer current but may need to be retained for legal reasons.

Data processing speed improvements

Due to the large volumes of data now being ingested and processed by recently onboarded utility customers in the US (e.g. Entergy), the core Pointerra3D data processing pipeline has been re-engineered to be more efficient in terms of both the efficiency of data flows and the

processing algorithms. This has resulted in substantial reductions to the overall processing times (particularly with very large datasets) and lower AWS operating costs for the Company.

New plane measurement tool

A new measurement tool/analytic to fit planes to selected points has been added to the Pointerra3D viewer tools. This has been largely driven by solar applications that require information about suitability of roof structures for solar installations and to generate as-built data for existing solar farms.

Pointerra3D plane measurement tool

Pointerra3D Viewer UI Refresh

Ongoing improvements to the Pointerra3D viewer user interface (look and feel) are being progressively tested and deployed. In addition to keeping the interface fresh and appealing for our Pointerra3D platform users, there are now a growing number of customers embedding/white labelling the Pointerra3D viewer into their own data portals. This work is being undertaken to support both the visual appeal of the Pointerra3D viewer as well as providing enhanced customisation options for API users.

Additional integration functionality

To support customers that are linking data stored in Pointerra3D into their internal asset management systems, several integration features have been added. This includes the ability to create web links that refer to Points of Interest (POI's) and saved bookmarks in the Pointerra3D viewer. Additional webhooks to allow system events and audit data to be routed to customer logging systems have also been included.
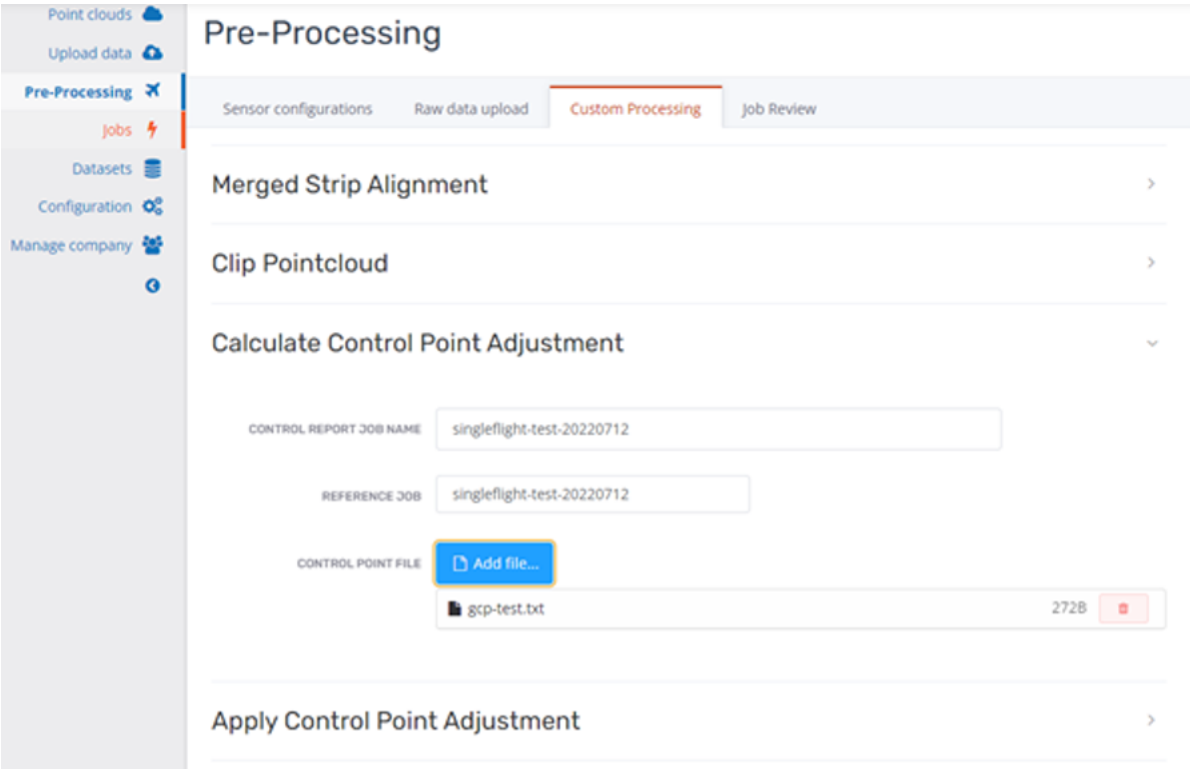
The Company has also committed to develop 2-way integration into enterprise asset management and ERP (enterprise resource management) solutions including Maximo and SAP HANA for existing customers in the utility sector.

Pointerra3D Analytics

Autoclassification and LiDAR Analytics

Pointerra's platform for automating early-stage LiDAR processing workflows to feed the Pointerra3D Analytics stack with reliable inputs is rapidly expanding to support full final vertical datum adjustments.

Custom processing tools now support reading in external, independently collected ground control to validate that absolute LiDAR accuracy meets project and LiDAR standards and specifications, meaning that absolute accuracy reports can be generated, and vertical adjustments applied to the point clouds all within a single seamless workflow

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Second generation tree analytics

The individual tree detection analytics in Pointerra3D have been re-engineered to support massive levels of scalability and to utilise new tree detection and characterisation algorithms. After implementing the new dynamic data loading strategy, an effectively unlimited number of trees can be viewed and edited in the Pointerra 3D viewer.

The new Pointerra3D Analytics algorithm can also segment individual trees to a much greater level of accuracy due to connecting points that belong to the same tree using an iterative algorithm incorporating graph-based tree models.
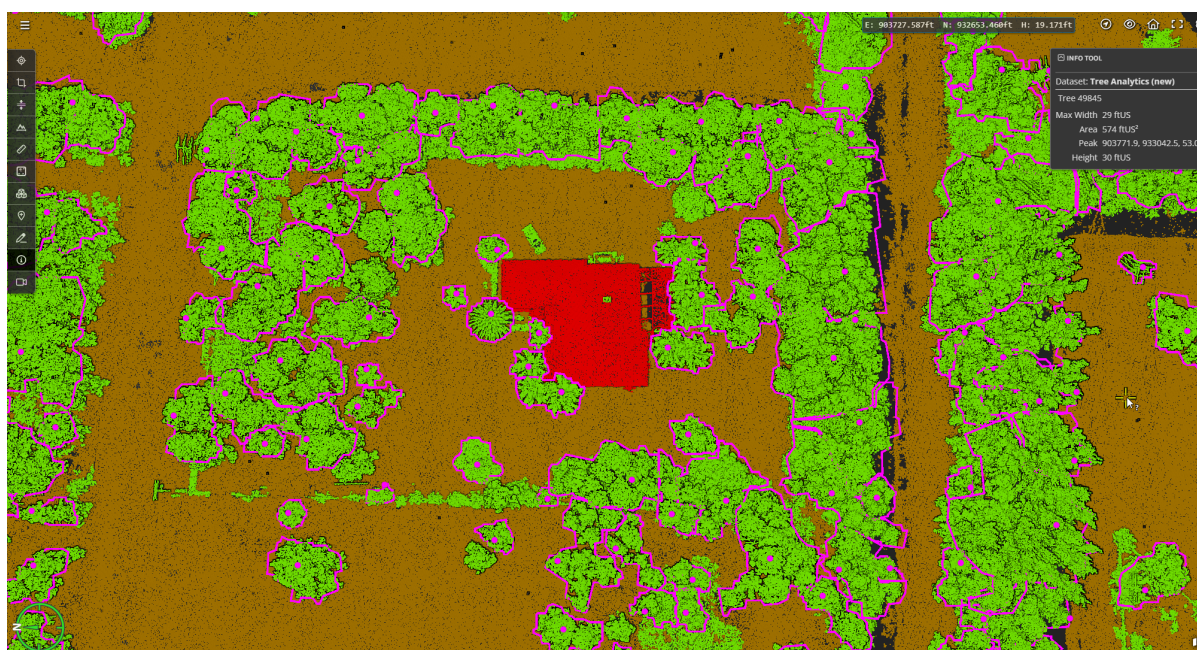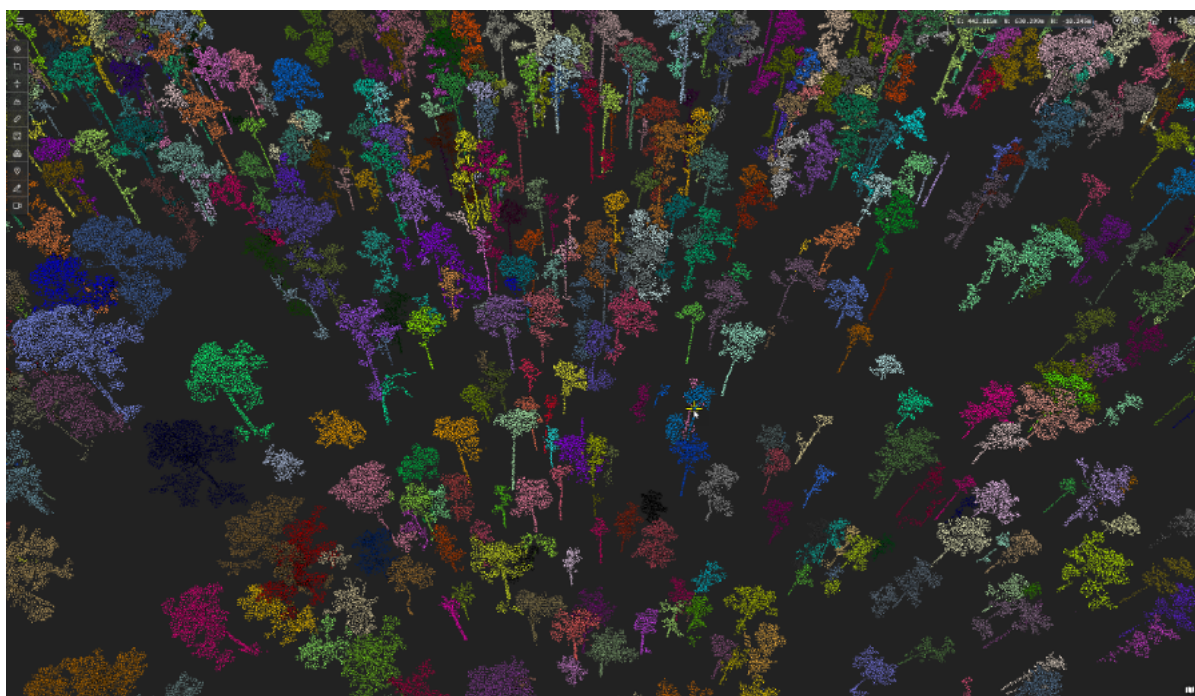
Autoclassification and LiDAR Analytics

With the existing Pointerra3D. auto-classification analytics now being used by a growing number of customers, the focus has shifted to accelerating R&D around exploring trained machine learning (neural network) approaches to point cloud classification.

A new point cloud comparison framework that computes point-by-point differences between versions of analytics runs has been implemented. This is now used to compare baseline (i.e. ground truth) with autoclassification accuracy to guide algorithm development and assess efficacy of the outcomes. This is also being utilised to underpin training neural network systems to improve results.
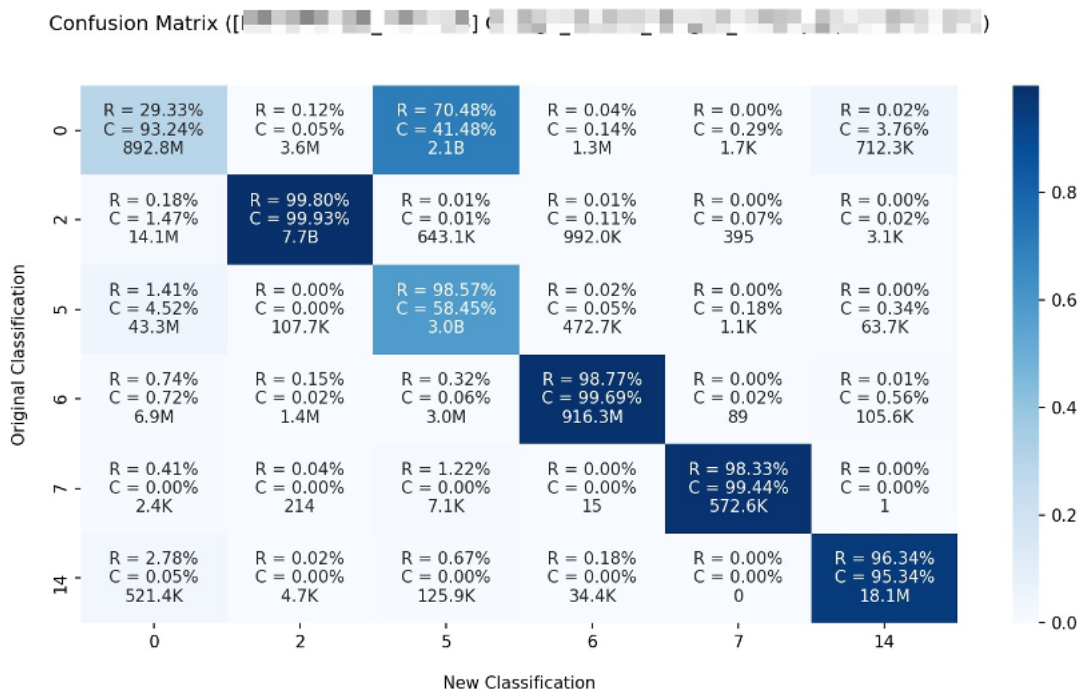
There are some unique aspects to the current Pointerra3D Analytics platform that we believe create opportunities to further develop a machine learning approach that is constantly improving in accuracy. In particular, the current in-browser edit tools can provide user-driven feedback data to know exactly where misclassifications are occurring, and to automatically generate new training data to improve future results.

Change detection

An updated Pointerra3D Analytics tools that identify change between point clouds was released during the quarter. This is capability underpins elements of the post-storm response project that we are currently undertaking for FPL to rapidly identify areas of the network that have changed (e.g. a tree has fallen) and to link this with the digital twin data to identify at-risk areas of the network infrastructure immediately after a significant weather event.

2nd generation analytics that determines what has changed between two point clouds (captured at different points in time) has now been released, with the ability to generate contours around areas of major change recently added. This work further underpins the storm response work in progress with US utility customers.

<u>Electric Utility Digital Twins</u>

An initial version of an algorithm to compute the differences between 2 versions of a network digital twin (generated by Pointerra3D Analytics) has now been released. This work underpins new functionality to provide rapid detection of potential hazards and electricity supply issues in post storm response scenarios. The algorithm provides a means to determine what has changed (e.g. a pole is now leaning more than the baseline data) and to allow a user to view multiple epochs of the point cloud to visually validate any change.
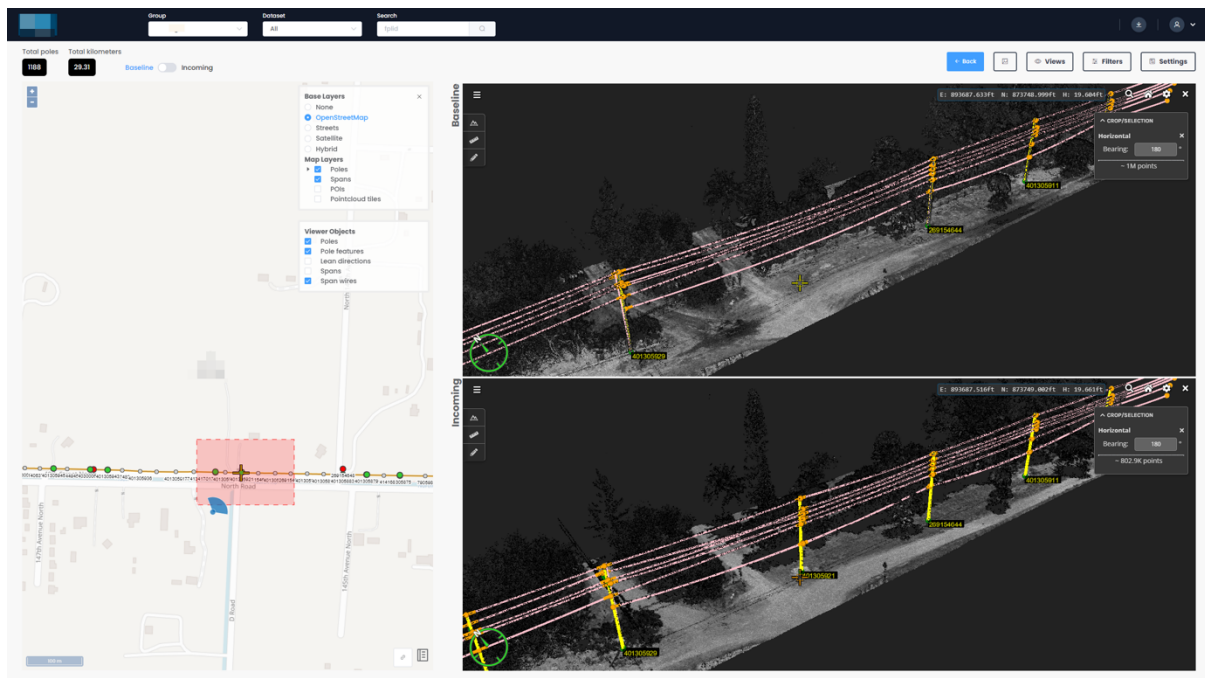
Map view identifies a network change (new pole added) and selected area opens split-screen point cloud and digital twin views to validate

<u>Other platform improvements of note include:</u>

- Wire catenary models now very accurately fit large spans by estimating and incorporating allowance for wire sway and other variations that may have been present during capture.
- Poles with large diameters are now automatically refined to provide an improved estimate of the pole centre coordinate.
- Full clearance sample data (at 1m intervals) available for display in the 3D viewer window
- There is now support for viewing the pole light attachments found by the analytics, along with specific tools to edit and create light attachments.

- Further improvements to the scalability of Poles and Wires analytics enhances performance on very large (geographic extent) point clouds.

Neural network-based machine learning techniques (AI) are also being investigated for the purpose of improving the current Pointerra3D Analytics stack. Initially this is targeted at reducing the number of errors in the network creation algorithms (e.g. confusing a tree with a pole) and is expected to reduce the reliance on human generation of analytics over time.

Pointerra3D Answers - Utility Explorer

Pointerra3D Answers *Utility Explorer* is the most advanced expression of the Pointerra3D Answers solution stack and continues to evolve as the primary data viewing and analysis platform for Pointerra's digital twin models in the utility sector. While Pointerra3D Core remains as the repository and "power user" platform for running and verifying analytics, the final, published, version of the data are made available to Utility Explorer for consumption by a wider audience across the enterprise.

Recent work has focussed on adding and supporting a range of integrations to enable streaming data layers from third-party sources, including Web Map Services (WMS) for imagery, vector layer support, and ability to link to a Cyclomedia 360 imagery account.

Recent enhancements to the Utility Explorer platform incorporate a new visualisation environment (Change Explorer) to enable customers to compare baseline utility network digital twins against post-storm surveys to quantify major disruptions on their network. Simple filters can rapidly identify the specific location and the asset that is compromised in a few hours post survey.

In line with this strategy, a new Change Explorer view has been added that allows users to work with the results of both point cloud and digital twin change detection analytics.
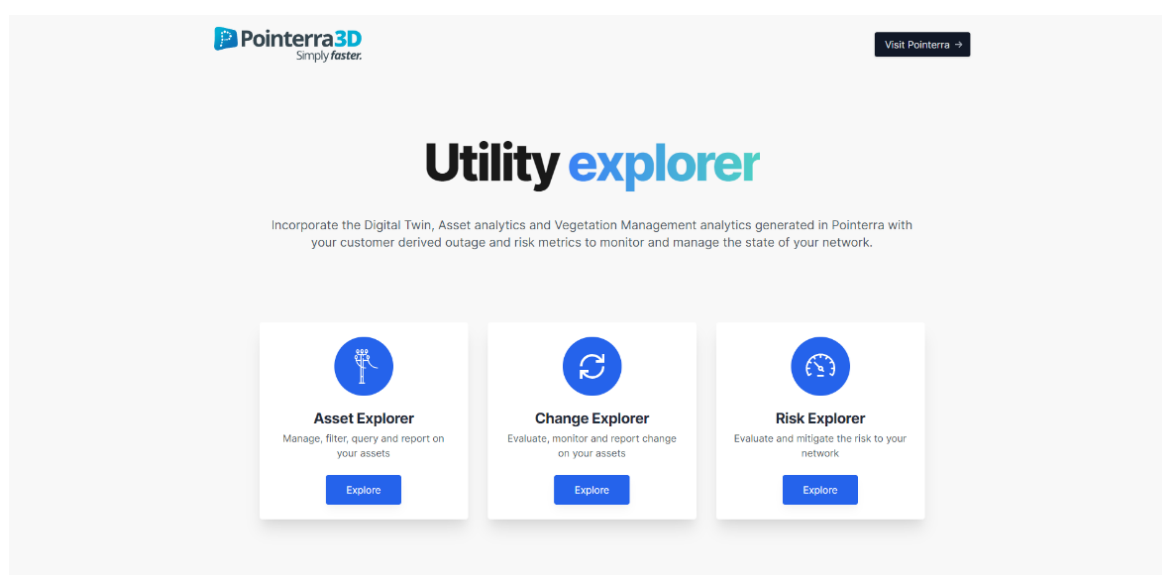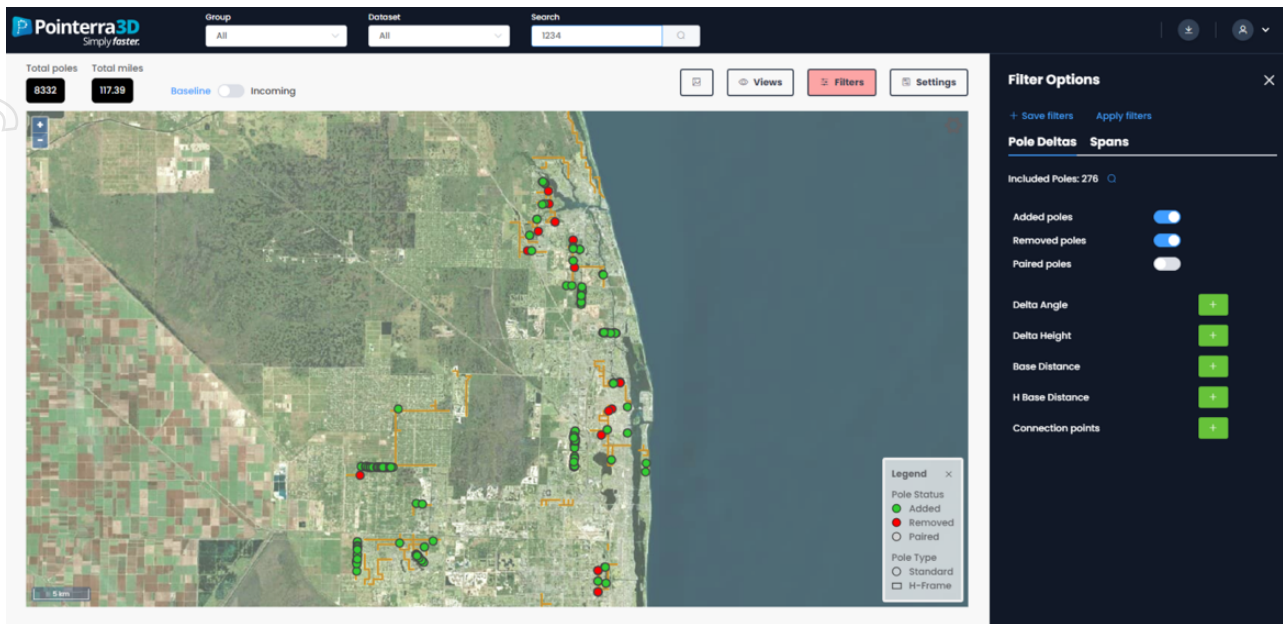
To provide enhanced understanding of the Utility Explorer asset data in context, the ability to link in a range of external data layers, such as imagery and mapping services has been added. For example, a customer can now link in their own Nearmap imagery subscription or Cyclomedia panoramic imagery service as a layer of the map.
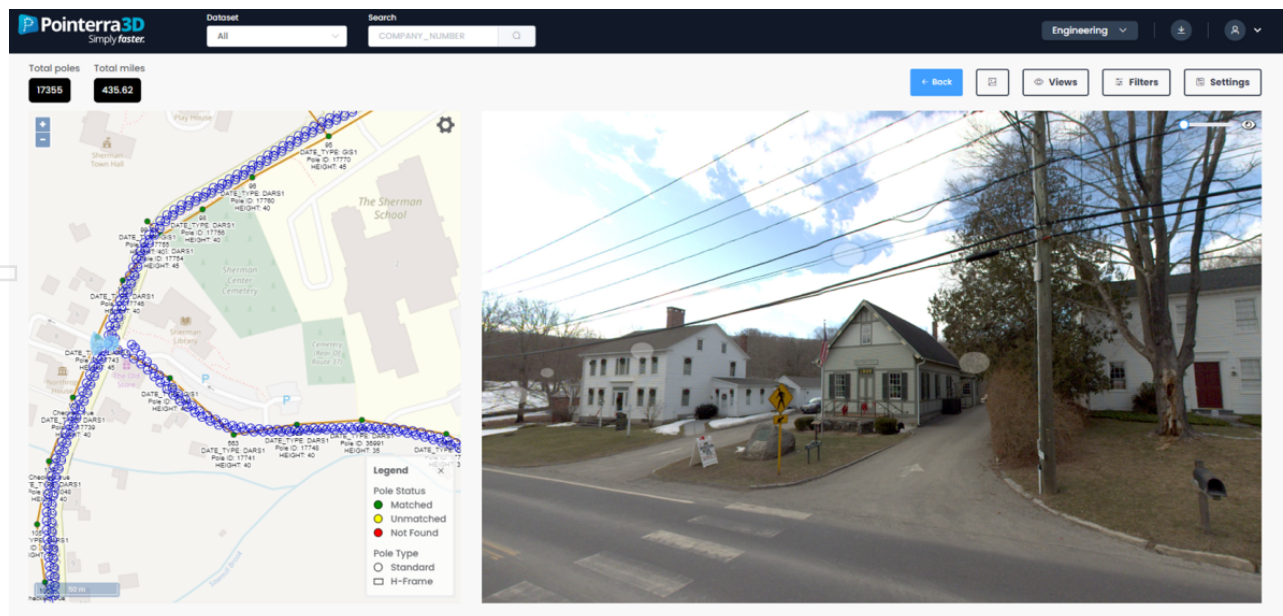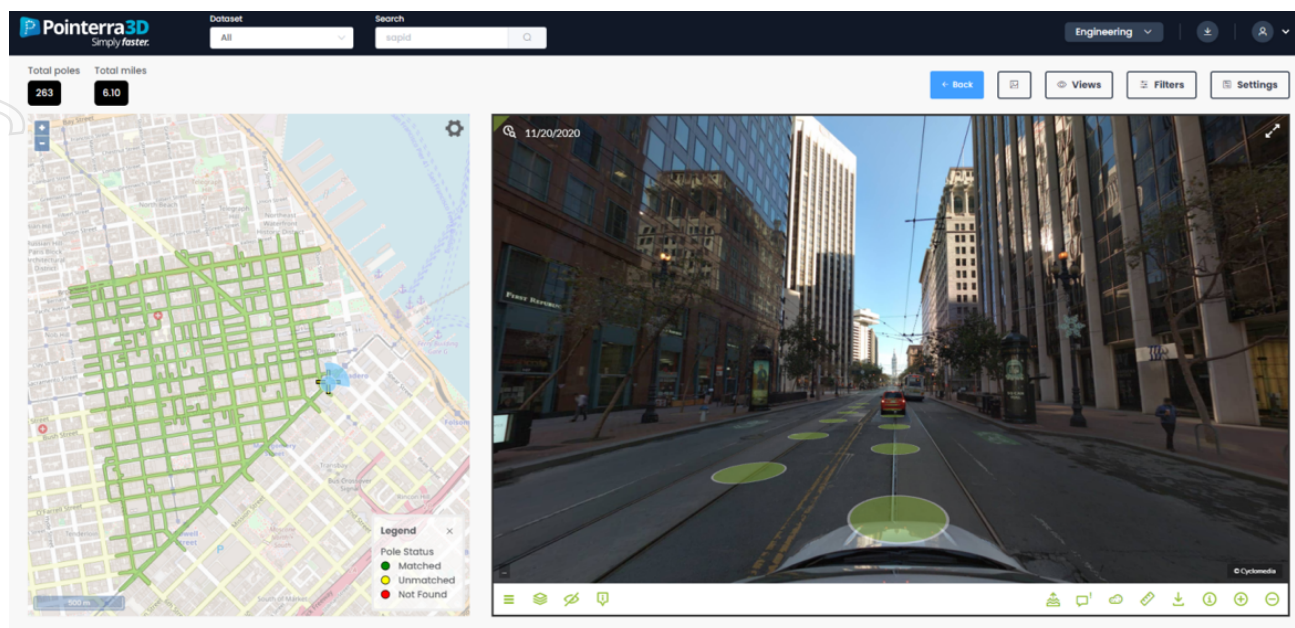
Integrations have also been a focus of Utility Explorer to provide a richer environment to extract answers and drive immediate action. Overlaying internal or external web map layers including weather radars, external 'off the shelf' 3D and imagery layers and support for external API integration enable one extensible platform from which businesses can make critical decisions.

Research and Development

Pointerra3D R&D efforts continue to focus on the following strategic areas:

1. Development of a platform to underpin the delivery of point cloud analytics to Pointerra customers (Pointerra3D Core);

2. Developing a catalogue of analytics algorithms (Pointerra3D Analytics), in particular extraction of objects of interest from large scale datasets (e.g. poles, trees, signs), automatic point cloud classification and imagery analysis;

3. Broadening the platform to support storage, visualisation and analysis of complementary 3D data types, including imagery, CAD and vector layers;

4. Reducing the cost of providing the service through changing the way that Pointerra's processed data is stored and streamed to client browsers and applications using the Amazon Web Services (AWS) cloud platform;

5. Enhancing the core web platform to support the development of addition apps that utilise the core Pointerra API and available data; and

6. Exploring methods to apply neural network machine learning technology to 3D point cloud data.

Corporate & Compliance

Pointerra Team Growth

During the Quarter the Company continued to make investments in people across the development and sales team to provide additional scale in meeting demand for solution development and address sector sales opportunities in Australia and the US.

Headcount remained steady at 33 (31 FTE's) during the quarter, with 20 in Australia and 13 in the US. The Company expects to make additional appointments in coming quarters as the business continues to scale.

Cashflow & ACV

Consistent with previous quarters, the Company again highlights that quarter-on-quarter cash receipts may continue to be variable as new customers are on-boarded following contract award with a variety of different payment cycles including monthly, quarterly, annually, and even multi-year in advance agreements.

This ongoing variability in quarterly cash receipts is however expected to smooth out in time as ACV continues to grow and the size and diversity of Pointerra3D's portfolio of Core, Analytics and Answers customers continues to mature.

Growth in spend by existing customers during the quarter, coupled with the material contract awards announced during FY22 have generated further uplift in Pointerra's US$ ACV run rate.

Cash Receipts

During the quarter ended 30 June 2022 the Company received A$1.66 million in customer receipts, compared to the 31 March 2022 quarter figure of A$2.85 million, which contributed to a net cash outflow from operating activities of A$1.39 million for the quarter.

Accounts Receivable totalling A$2.54 million as at 30 June 2022 would have otherwise contributed to a net cash inflow from operating activities for the both the current quarter and for the full year FY22.

Cash Outflows (Summary of Expenditure)

During the quarter, payments for Research and Development of A$0.406 million represented salary allocations of Pointerra team members who are 100% focused on R&D activities.

Payments for Product Manufacturing and Operating Costs represent the portion of Pointerra's AWS (Amazon Web Services) cloud platform expenditure allocated to supporting paying customers as well as 3rd party data procurement costs made on behalf of customers.

Payments for Staff Costs represent salaries for administration, sales, and general management activities by Pointerra team members.

Payments for Administration and Corporate Costs represent general costs associated with running the Company, including ASX fees, legal fees, adviser fees and rent.

Cash outflows for the quarter were in line with management expectations and the cash balance as of 31 March 2022 amounted to A$3.596 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$0.103 million comprising Directors fees, salaries, and superannuation.

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

ENDS

Appendix 4C

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

Name of entity

Pointerra Limited

ABN	**Quarter ended ("current quarter")**
39 078 388 155	30 June 2022

Consolidated statement of cash flows		Current quarter $A'000	Year to date (12 months) $A'000
1.	**Cash flows from operating activities**		
1.1	Receipts from customers	1,661	7,853
1.2	Payments for		
	(a) research and development	(406)	(1,463)
	(b) product manufacturing and operating costs	(244)	(1,204)
	(c) advertising and marketing	(82)	(260)
	(d) leased assets	-	-
	(e) staff costs	(1,232)	(4,133)
	(f) administration and corporate costs	(962)	(2,102)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	-	-
1.5	Interest and other costs of finance paid	(7)	(27)
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	-	-
1.8	Other (provide details if material)	(115)	(118)
1.9	**Net cash from / (used in) operating activities**	**(1,387)**	**(1,454)**
2.	**Cash flows from investing activities**		
2.1	Payments to acquire or for:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	(22)	(165)
	(d) investments	-	-
	(e) intellectual property	(10)	(28)
	(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)	-	-
2.6	**Net cash from / (used in) investing activities**	**(32)**	**(193)**

	Consolidated statement of cash flows	Current quarter $A'000	Year to date (12 months) $A'000
3.	**Cash flows from financing activities**		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	5	5
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	-	-
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)	-	-
3.10	**Net cash from / (used in) financing activities**	**5**	**5**

	Consolidated statement of cash flows	Current quarter $A'000	Year to date (12 months) $A'000
4.	**Net increase / (decrease) in cash and cash equivalents for the period**		
4.1	Cash and cash equivalents at beginning of period	4,865	5,179
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,387)	(1,454)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(32)	(193)

	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)	5	5
4.5	Effect of movement in exchange rates on cash held	145	59
4.6	**Cash and cash equivalents at end of period**	**3,596**	**3,596**

	Reconciliation of cash and cash equivalents	Current quarter $A'000	Previous quarter $A'000
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		
5.1	Bank balances	3,546	4,815
5.2	Call deposits	50	50
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	**Cash and cash equivalents at end of quarter (should equal item 4.6 above)**	**3,596**	**4,865**

	Payments to related parties of the entity and their associates	Current quarter $A'000
6.	**Payments to related parties of the entity and their associates**	
6.1	Aggregate amount of payments to related parties and their associates included in item 1	(103)
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
	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.	

7.	Financing facilities *Note: the term "facility' includes all forms of financing arrangements available to the entity.* *Add notes as necessary for an understanding of the sources of finance available to the entity.*	Total facility amount at quarter end $A'000	Amount drawn at quarter end $A'000
7.1	Loan facilities	-	-
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	**Total financing facilities**	-	-
7.5	**Unused financing facilities available at quarter end**		-
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.		

8.	**Estimated cash available for future operating activities**	$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(1,387)
8.2	Cash and cash equivalents at quarter end (item 4.6)	3,596
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	3,596
8.5	**Estimated quarters of funding available (item 8.4 divided by item 8.1)**	2.6

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.

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:
N/A

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:
N/A

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:
N/A

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.

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: ....29 July 2022..

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.