

18 April 2023

## Trading & Operations Update – Q3 FY23

### Highlights:

- **Rebound in Cash receipts for Q3 FY23 to A\$3.3 million**
- **ACV Update & Outlook**
- **Executive Appointments - Chief Growth Officer and Chief Financial Officer positions**

Pointerra Limited (ASX:3DP) (Pointerra; Company) is pleased to provide an update on trading and operating activity during the March 2023 quarter (Q3 FY23) and as of 18 April 2023.

### Rebound in Cash Receipts for Q3 FY23

As previously disclosed in the Q2 Quarterly (31 January 2023), the Enterprise Sales Update (31 January 2023) and the H1 FY23 Report (28 February 2023), the Company experienced a number of program delays with key US customers during H1, which were expected to resolve during Q3 and Q4 FY23.

During Q3 this expected rebound generated cash receipts of A\$3.3 million, compared to A\$1.9 million in Q2 FY23 and delivered a cash flow positive quarter, which is a trend expected to continue in Q4 FY23 and beyond.

### Annual Contract Value (ACV) Update & Outlook

The Company continues to work through contract renewals with existing US energy utility customers, a process that is expected to further add to growth in ACV via expansion of existing contracts and the addition of new subscriptions.

As previously disclosed in the H1 Report (28 February 2023) ACV will be reaffirmed following completion of current renewal negotiations with these customers (which are nearing completion) however is not expected to be lower than US\$20.1 million (as reported on 1 November 2022) and will be included in the Q3 FY23 Quarterly on 28 April 2023.

## Executive Appointments

In order to strengthen the important revenue generating business development teams in the Australian and US operations, the Company has identified 2 experienced executives to fill the roles of Chief Growth Officer (US Operations) and Chief Growth Officer (Australian Operations). Pointerra has also appointed a CFO to strengthen financial reporting and management at the Company.

**Joe Gerczak** commenced with the Company as Chief Growth Officer (US Operations) in early April 2023 and arrives at Pointerra following the sale of his previous venture, Smartronix to a US private equity investor.

Smartronix is a leading provider of next generation IT, cloud and ISR (Intelligence, Surveillance, and Reconnaissance) solutions to the US Department of Defense, federal civilian and commercial customers in the US marketplace. During his time with Smartronix, Joe was instrumental in growing the business from a start-up into a US\$800 million annual revenue company, where Joe had responsibility for the growth, delivery and profitability of Smartronix's cloud market segment that totalled US\$250 million in annual revenue when the business was sold.

Joe will provide leadership, direction and execution at Pointerra, with a focus on expanding the existing US client base to also include US defense and intelligence sector opportunities. Joe's experience in the delivery of enterprise cloud solutions to a complex and demanding marketplace is expected to drive ACV growth in this important sector.

**Anthony Roe** will commence with the Company as Chief Growth Officer (Australasia and EMEA) in July 2023 and arrives at Pointerra with a proven track record of global enterprise sales execution.

Anthony has held a number of senior leadership positions, notably at IBM for 14 years where he led 20 consecutive quarters of double digit revenue growth in Europe with a focus on the Utilities, Nuclear and Transport Infrastructure sectors.

Anthony also spent two years at Downer Mining Energy and Industrial as the Head of Digital Technology and Innovation introducing a digital technology acceleration program across mining, construction and asset services. More recently he was responsible for securing a multi-million dollar contract for an Australian digital technology start-up.

Anthony will bring senior leadership perspective, contacts and proven sales execution capability to drive ACV growth for Pointerra's enterprise solutions, helping the Company's global clients and prospects transform their use of Digital Twin data and the value that can be delivered by the Pointerra3D cloud platform.

**Milan Bogunovic** will commence with the Company as CFO on 1 May 2023. As a Chartered Accountant with a strong audit background, Milan will help the management team scale the growth of internal controls and reporting across Pointerra's international operations in addition to his core role with responsibility for all financial reporting and audit functions for the Company.

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

ENDS