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# Pointerra

Digital Twins

Simply *faster*.

## Full Year FY24 Preliminary Results Presentation

For the year ended

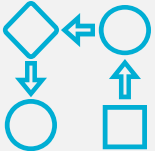
30 June 2024

30 August 2024

# Pointerra3D – Building Faster Digital Twins to Better Manage the Physical World



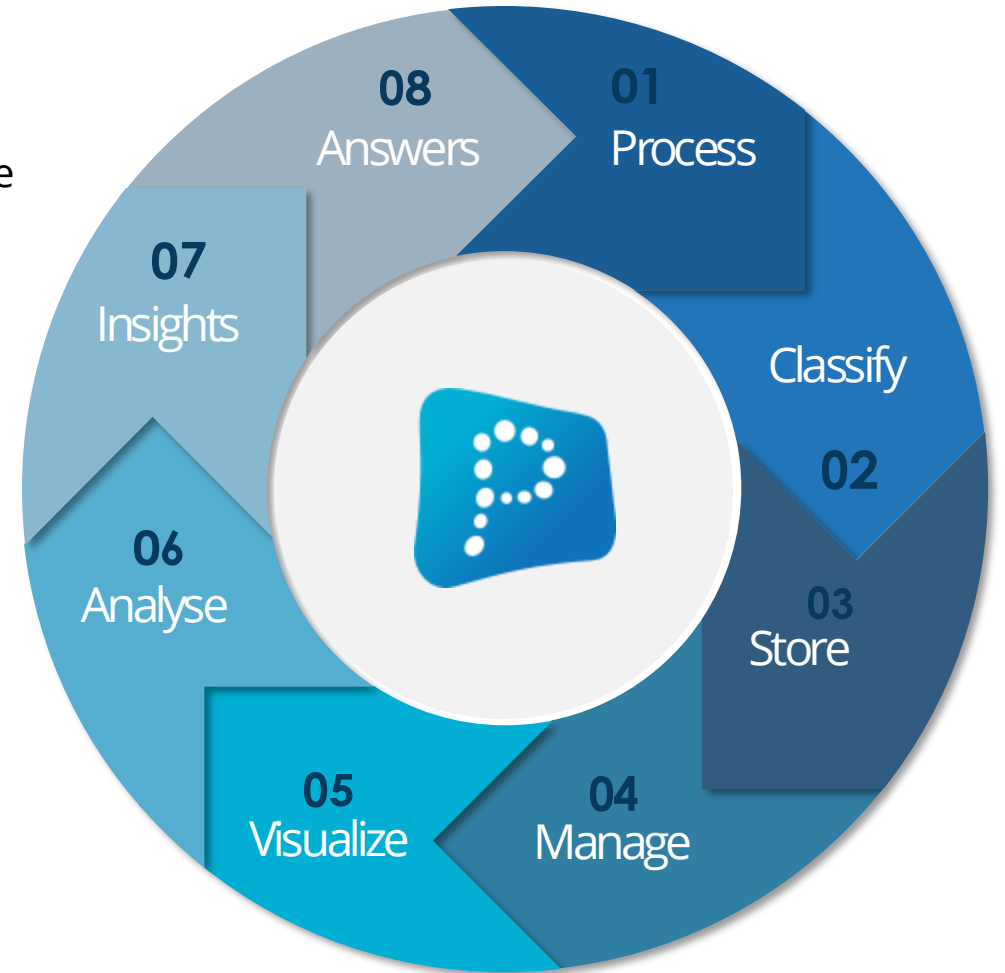
**Pointerra3D – the world’s fastest true end-to-end digital twin solution**, leveraging proprietary patented algorithms and technology via an innovative and unique cloud SaaS subscription business model.

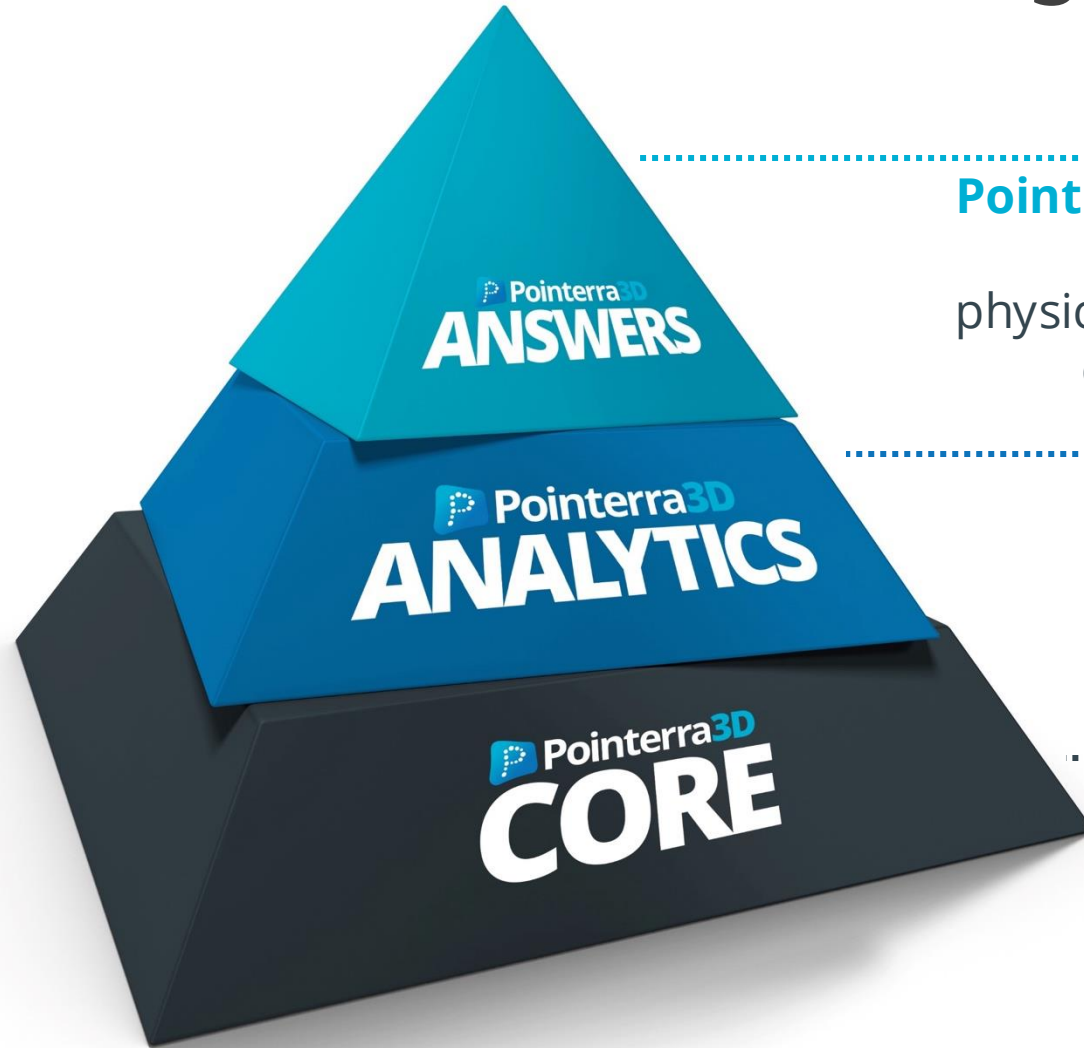


**Pointerra3D** helps customers **answer almost any physical asset management question**, solving numerous traditional 3D digital twin data workflow problems when seeking to plan, design, construct, own, operate, insure and regulate the physical world around us.



**Pointerra3D’s** digital twin solution stores, 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 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 and management of physical assets.

**Pointerra3D CORE** is a cloud platform providing solutions to the most common 2D and 3D digital twin data workflow problems across multiple sectors.



# Pointerra's Growth Strategy

Continue to work with Pointerra3D Core customers, prospects and partners **to identify problematic and inefficient 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 and channel partners** 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.



# FY24 Year in Review

## Customer Cash Receipts

**A\$6.8m**

▼ 28% (2023: A\$9.4m)

## Cash Balance

**A\$2.7m**

▲ 80% (2023: A\$1.5 million)

## Reported Revenue

**A\$7.6m**

▼ 8% (2023: A\$8.3 million)

## Deferred Revenue

**A\$1.7m**

▼ 37% (2023: A\$2.7 million)

## Receivables

**A\$1.8m**

▼ 33% (2023: A\$2.7 million)

## Underlying EBITDA\*

**-A\$4.1m**

▲ 13% (2023: -A\$4.7, million)  
\*adjusted for share-based payments

# FY24 Highlights – US Energy Utility Sector Recovery in H2



## H2 FY24 Operating Result → Material Improvement v H1 FY24

H2 FY24 EBITDA (excluding share-based payments) delivered loss A\$0.4 million (revenue A\$5.2 million), improvement of 89% over H1 FY24 loss of A\$3.67 million (revenue A\$2.4 million), highlighting improved customer invoicing plus cost and project delivery efficiencies.

## Cash Receipts Delays Resolved in Q4 FY24

Q4 FY24 cash receipts A\$2.6 million, largest quarterly receipts for FY24 and highest since Q3 FY23, further strengthening cash position and providing a platform for growth.

## Material Contract Awards in H2 FY24 Underpin FY25 Growth

-  A\$2.5 million US Department of Energy contract (28 June 2024 ASX announcement) to establish Pointerra3D as best practice approach for grid resilience activities by US electric utilities.
-  A\$2.9 million US energy utility customer contract (8 March 2024 ASX announcement) followed by A\$1.23 million in new contracts (9 August 2024 ASX announcement).

## Progressing 7-8 Figure ARR Opportunities: Expanding Reach and Accelerating Sales Cycles

Qualified 7 and 8-figure ARR opportunities, expanded pipeline with new global partnerships (reach without increasing costs), and new sales professionals shortening the sales cycles for a proven product in a vast global market.

## Advancement in Platform & Product Development

Sustained investment in R&D (with AI focus) tailored to customer needs across multiple sectors propels further growth in platform usage and customer spend.



# FY25 Outlook – New Contract Awards & Structural Tailwinds Underpin Improved FY25 Performance



## US Energy Utility Program Delays Resolving

Key US energy utilities finally commencing decade long, multi-billion US\$ grid resilience programs with data collection and analysis activities likely to commence during FY25, which should contribute positively to the Company's operations during FY25 and beyond.



## Strategically Positioned For Further US Energy Utility Growth

Well positioned to capitalize on growth opportunities from existing customers and new partnerships designed to drive digital transformation in US utilities, with Pointerra3D enabling grid resilience investment and operational efficiency across this sector.



## Mining and Oil & Gas Sectors Accelerating Adoption of Digital Twin Solutions

Existing and prospective tier-1 natural resources customers expected grow spend on Pointerra3D Digital Twin solutions to better manage OPEX and sustaining CAPEX expenditure and to also meet ESG objectives.



## New Contract Awards and Existing Customer Renewals to Boost FY25 Cashflow and Financial Performance

Growth in FY25 revenue and cashflow outlook underwritten by recent material contract awards and existing customer renewals, which is expected to deliver a cashflow positive result in FY25.



## Pointerra → Scaling Globally with High Margins and New Opportunities

Recent investments in people and channel partnerships expected to drive global growth, capitalizing on high-margin, material enterprise sales opportunities from a rapidly expanding, qualified pipeline.



# Disclaimer



## Summary Information in relation to Pointerra Limited.

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# Pointerra

Digital Twins  
Simply *faster.*

**Pointerra Limited**

**ABN**

39 078 388 155

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**Contact:**

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Rule 4.3A

## Appendix 4E

### Preliminary final report

Name of entity:

Pointerra Limited

1.

ABN or equivalent company  
reference:

39 078 388 155

Reporting period:

Year ended 30 June 2024

Previous corresponding period:

Year ended 30 June 2023

2. Results for announcement to the market

			\$
2.1	Revenue from ordinary activities	Down	8% to 7,598,989
2.2	Loss from ordinary activities for the period after tax attributable to members	Up	17% to (5,227,794)
2.3	Net loss for the period attributable to members	Up	16% to (5,215,505)
<b>2.4</b>	<b>Dividends</b>	Amount per security	Franked amount per security
	Final dividend	Nil	N/A
	Interim dividend	Nil	N/A
<b>2.5</b>	<b>Record date for determining entitlements to the dividends</b>	N/A	
<b>2.6</b>	<b>Brief explanation of any of the figures reported above to enable the figures to be understood:</b>		
	<p>It is recommended that Appendix 4E be read in conjunction with the Company's ASX releases during the year in accordance with the continuous disclosure obligations under the ASX listing rules.</p> <p>Revenue from ordinary activities includes A\$6.4 million (A\$2.4 million in H1 FY24 and A\$4 million in H2 FY24) of subscription income by paying customers as well as A\$1.18 million Research and Development (R&amp;D) refundable tax offset, because of the company's continued efforts in developing its world-first Data as a Service solution for 3D data.</p> <p>Loss from ordinary activities for the period includes depreciation and amortisation expense of A\$0.16million and share-based payment expense of A\$1 million. Loss from ordinary activities excluding the above non-cash items is A\$4.1million compared to previous corresponding period loss of A\$4.7million.</p> <p>H2 FY24 EBITDA excluding share-based payments expense delivered loss A\$0.4 million, improvement of 89% over H1 FY24 loss of A\$3.67 million, highlighting cost constraint and efficiencies in project delivery.</p>		

3. Consolidated Statement of Profit or Loss and Other Comprehensive Income

	Reporting Period 30 June 2024 \$	Previous Corresponding Period 30 June 2023 \$
Revenue	6,418,842	7,331,188
Other income	1,180,147	1,020,349
<b>Expenses</b>		
Cost of platform services	(704,661)	(959,753)
Cost of non-recurring project services	(1,167,225)	(2,187,766)
Employee benefits expense	(5,255,111)	(5,403,250)
Administrative expenses	(615,213)	(160,060)
Advertising and marketing expenses	(227,523)	(229,784)
Compliance and regulatory expenses	(470,531)	(559,838)
Research and development expenses	(2,484,766)	(2,033,476)
Share-based payment expenses	(1,009,401)	385,499
Depreciation and amortisation expenses	(156,765)	(170,728)
Other expenses	(735,587)	(1,500,719)
<b>Loss before income tax</b>	<b>(5,227,794)</b>	<b>(4,468,338)</b>
Income tax expense	-	-
<b>Loss after income tax for the year</b>	<b>(5,227,794)</b>	<b>(4,468,338)</b>
<b>Other comprehensive income for the year</b>		
Items that may be reclassified subsequently to profit or loss:		
Exchange differences on translating foreign operations	12,289	(36,501)
<b>Total comprehensive loss for the year net of tax attributable to members of the Company</b>	<b>(5,215,505)</b>	<b>(4,504,839)</b>
<b>Loss per share attributable to members of the Company</b>		
Basic loss per share (cents)	(0.73)	(0.66)
Diluted loss per share (cents)	(0.73)	(0.66)

4. Consolidated Statement of Financial Position

	Note	Reporting Period 30 June 2024 \$	Previous Corresponding Period 30 June 2023 \$
<b>Current Assets</b>			
Cash and cash equivalents		2,719,452	1,491,823
Trade and other receivables		1,838,280	2,722,715
Other assets		114,653	68,985
<b>Total Current Assets</b>		<b>4,672,385</b>	<b>4,283,523</b>
<b>Non-Current Assets</b>			
Plant and equipment		38,223	101,421
Intangible assets		56,604	59,854
Right of use assets		327,905	237,221
<b>Total Non-Current Assets</b>		<b>422,732</b>	<b>398,496</b>
<b>Total Assets</b>		<b>5,095,117</b>	<b>4,682,019</b>
<b>Current Liabilities</b>			
Trade and other payables		2,890,860	2,615,012
Lease liabilities		43,508	81,092
Deferred revenue		1,701,126	2,712,339
Provisions		776,198	639,089
<b>Total Current Liabilities</b>		<b>5,411,692</b>	<b>6,047,532</b>
<b>Non-Current Liabilities</b>			
Lease liabilities		351,743	215,789
<b>Total Non-Current Liabilities</b>		<b>351,743</b>	<b>215,789</b>
<b>Total Liabilities</b>		<b>5,763,435</b>	<b>6,263,321</b>
<b>Net Assets/(Liabilities)</b>		<b>(668,318)</b>	<b>(1,581,302)</b>
<b>Equity</b>			
Issued capital		19,075,160	13,856,745
Reserves		4,331,079	3,408,716
Accumulated losses		(24,074,557)	(18,846,763)
<b>Total Equity</b>		<b>(668,318)</b>	<b>(1,581,302)</b>

5. Consolidated Statement of Cash Flows

	Reporting Period 30 June 2024 \$	Previous Corresponding Period 30 June 2023 \$
<b>Cash flows from operating activities</b>		
Proceeds from customers	6,767,291	9,378,005
Payments to suppliers and employees	(11,384,548)	(12,322,268)
Interest received	2,612	525
Government tax incentives received	886,241	922,224
<b>Net cash flows used in operating activities</b>	<b>(3,728,404)</b>	<b>(2,021,514)</b>
<b>Cash flows from investing activities</b>		
Payments to acquire property, plant and equipment	(12,884)	(14,072)
Payments to acquire intangible assets	(25,351)	(10,306)
<b>Net cash flows used in investing activities</b>	<b>(38,235)</b>	<b>(24,378)</b>
<b>Cash flows from financing activities</b>		
Net proceeds from shares issued	5,023,702	-
Payments for lease payments	(44,397)	(51,700)
<b>Net cash (used in) provided by financing activities</b>	<b>4,979,305</b>	<b>(51,700)</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>1,212,666</b>	<b>(2,097,592)</b>
Effect of movement in exchange rates on cash held	14,963	(7,008)
Cash and cash equivalents at the beginning of the year	1,491,823	3,596,423
<b>Cash and cash equivalents at the end of the year</b>	<b>2,719,452</b>	<b>1,491,823</b>

6. Consolidated Statement of Changes in Equity

	Issued capital \$	Share-based payment reserve \$	Foreign exchange reserve \$	Accumulated losses \$	Total \$
<b>Balance 1 July 2022</b>	13,836,745	3,793,208	37,508	(14,378,425)	3,289,036
Loss for the year	-	-	-	(4,468,338)	(4,468,338)
Other comprehensive income for the year	-	-	(36,501)	-	(36,501)
<b>Total comprehensive loss for the year</b>	-	-	(36,501)	(4,468,338)	(4,504,839)
<b>Transactions with owners recorded directly in equity</b>					
Shares in lieu of services received	20,000	-	-	-	20,000
Share-based payments	-	(385,499)	-	-	(385,499)
<b>Balance 30 June 2023</b>	13,856,745	3,407,709	1,007	(18,846,763)	(1,581,302)
<b>Balance 1 July 2023</b>	<b>13,856,745</b>	<b>3,407,709</b>	<b>1,007</b>	<b>(18,846,763)</b>	<b>(1,581,302)</b>
Loss for the year	-	-	-	(5,227,794)	(5,227,794)
Other comprehensive income	-	-	12,289	-	12,289
<b>Total comprehensive loss for the year</b>	-	-	12,289	(5,227,794)	(5,215,505)
<b>Transactions with owners recorded directly in equity</b>					
Shares in lieu of services received	180,927	-	-	-	180,927
Shares issued net of issue costs	5,037,488	-	-	-	5,037,488
Share-based payments	-	910,074	-	-	910,074
<b>Balance 30 June 2024</b>	19,075,160	4,317,783	13,296	(24,074,557)	(668,318)

7. Dividends (in the case of a trust, distributions)

Date dividend is payable	N/A
Record date to determine entitlements to the dividend	N/A
If it is a final dividend, has it been declared?	N/A

**Amount per security**

	Amount per security	Franked amount per security at 30% tax	Amount per security of foreign source dividend
<b>Final dividend:</b> Reporting period	Nil	N/A	N/A
<b>Interim dividend:</b> Reporting period	Nil	N/A	N/A

**Total dividend (distribution) per security (interim plus final)**

	Reporting period	Previous Corresponding Period
Ordinary securities	N/A	N/A
Preference securities	N/A	N/A

8. Dividend or distribution plans in operation

N/A
-----

The last date(s) for receipt of election notices for the dividend or distribution plans	N/A
---	-----

9. Net tangible asset (NTA) backing

	Reporting Period 30 June 2024	Previous Corresponding Period 30 June 2023
Net tangible asset backing per ordinary security (cents)	0.09	0.24

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**10. Control gained over entities having material effect**

Name of entity (or group of entities)

N/a

Consolidated loss from ordinary activities after tax of the controlled entity (or group of entities) since the date in the current period on which control was acquired

N/a

Date from which such loss has been calculated

N/a

Loss from ordinary activities after tax of the controlled entity (or group of entities) for the whole of the previous corresponding period

N/a

**Loss of control of entities having material effect**

Name of entity (or group of entities)

N/A

Consolidated profit (loss) from ordinary activities after tax of the controlled entity (or group of entities) for the current period to the date of loss of control

N/A

Date to which the profit (loss) has been calculated

N/A

Consolidated profit (loss) from ordinary activities after tax of the controlled entity (or group of entities) while controlled during the whole of the previous corresponding period

N/A

Contribution to consolidated profit (loss) from ordinary activities from sale of interest leading to loss of control

N/A

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## 11. Material interests in entities which are not controlled entities

The economic entity has an interest (that is material to it) in the following entities. *(If the interest was acquired or disposed of during either the current or previous corresponding period, indicate date of acquisition "from dd/mm/yy" or disposal "to dd/mm/yy")*

Name of entity	Percentage of ownership interest held at end of period or date of disposal		Contribution to net profit (loss)	
	Reporting period	Previous corresponding period	Reporting period \$	Previous corresponding period \$
<b>Equity accounted associates and joint venture entities</b>				
<b>Total</b>	N/A	N/A	N/A	N/A
Other material interests				
<b>Total</b>	N/A	N/A	N/A	N/A

## 12. Significant information

Any other significant information needed by an investor to make an informed assessment of the entity's financial performance and financial position:

N/A

## 13. Foreign entities set of accounting standards used in compiling the report (IAS)

The consolidated financial statements comply with International Financial Reporting Standards (IFRS) adopted by the International Accounting Standards Board (IASB). A statement of significant accounting policies is to be detailed in the Annual Report which is in the process of being audited.

## 14. Commentary on the results for the period

### 14.1 Earnings per security (EPS)

	Reporting Period 30 June 2024	Previous Corresponding Period 30 June 2023
Basic EPS (cents per share)	(0.73)	(0.66)
Diluted EPS (cents per share)	(0.73)	(0.66)

**14.2 Returns to shareholders (Including distributions and buy backs)**

	Reporting Period 30 June 2024 \$	Previous Corresponding Period 30 June 2023 \$
Ordinary securities	N/A	N/A
Preference securities	N/A	N/A
Other equity instruments	N/A	N/A
<b>Total</b>	<b>N/A</b>	<b>N/A</b>

The dividend or distribution plans shown below are in operation.

N/A

The last date(s) for receipt of election notices for the dividend or distribution plans

N/A

Any other disclosures in relation to dividends (distributions).

N/A

**14.3 Significant features of operating performance**

N/A

**14.4 Segment Information**

The Group has only two reportable segments, being the development and commercialisation of its unique 3D geospatial data technology in Australia and United States.

**14.5 Report on trends in performance**

N/A

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**14.6 Report any factors which have affected the results during the reporting period or which are likely to affect results in the future, including those where the effect could not be quantified.**

N/A

**15. Compliance statement**

This report is based on accounts to which one of the following applies.  
(Tick one)

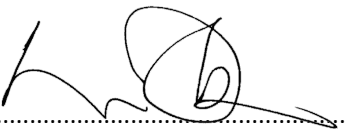
- |                                     |  |                          |   |
|-------------------------------------|--|--------------------------|---|
| <input type="checkbox"/>            | The accounts have been audited.  | <input type="checkbox"/> | The accounts have been subject to review.           |
| <input checked="" type="checkbox"/> | The accounts are in the process of being audited or subject to review. | <input type="checkbox"/> | The accounts have not yet been audited or reviewed. |

**16. If the accounts have not yet been audited or subject to audit review and are likely to be subject to dispute or qualification, a description of the likely dispute or qualification:**

N/A

**17. If the accounts have been audited or subject to review and are subject to dispute or qualification, a description of the dispute or qualification:**

N/A

Sign here:   
(Director)

Date: 30 August 2024

Print name: Ian Olson

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