

ersonal use only



Pointerra

Digital Twins

Simply *faster.*

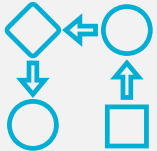
**September Quarter FY25
Results Presentation &
Appendix 4C Commentary**

31 October 2024

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



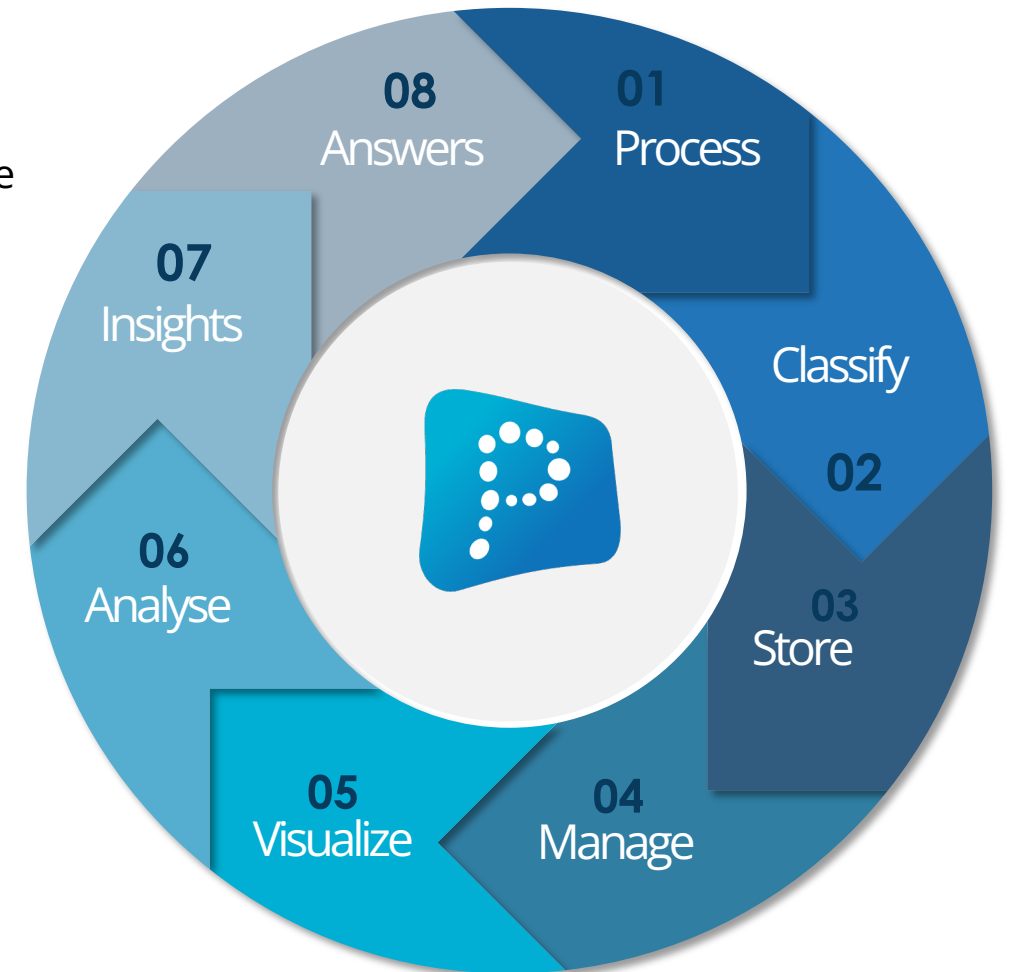
Pointerra3D – the world’s fastest true end-to-end digital twin solution, leveraging proprietary patented algorithms and technology via an innovative and unique cloud subscription business model.



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.



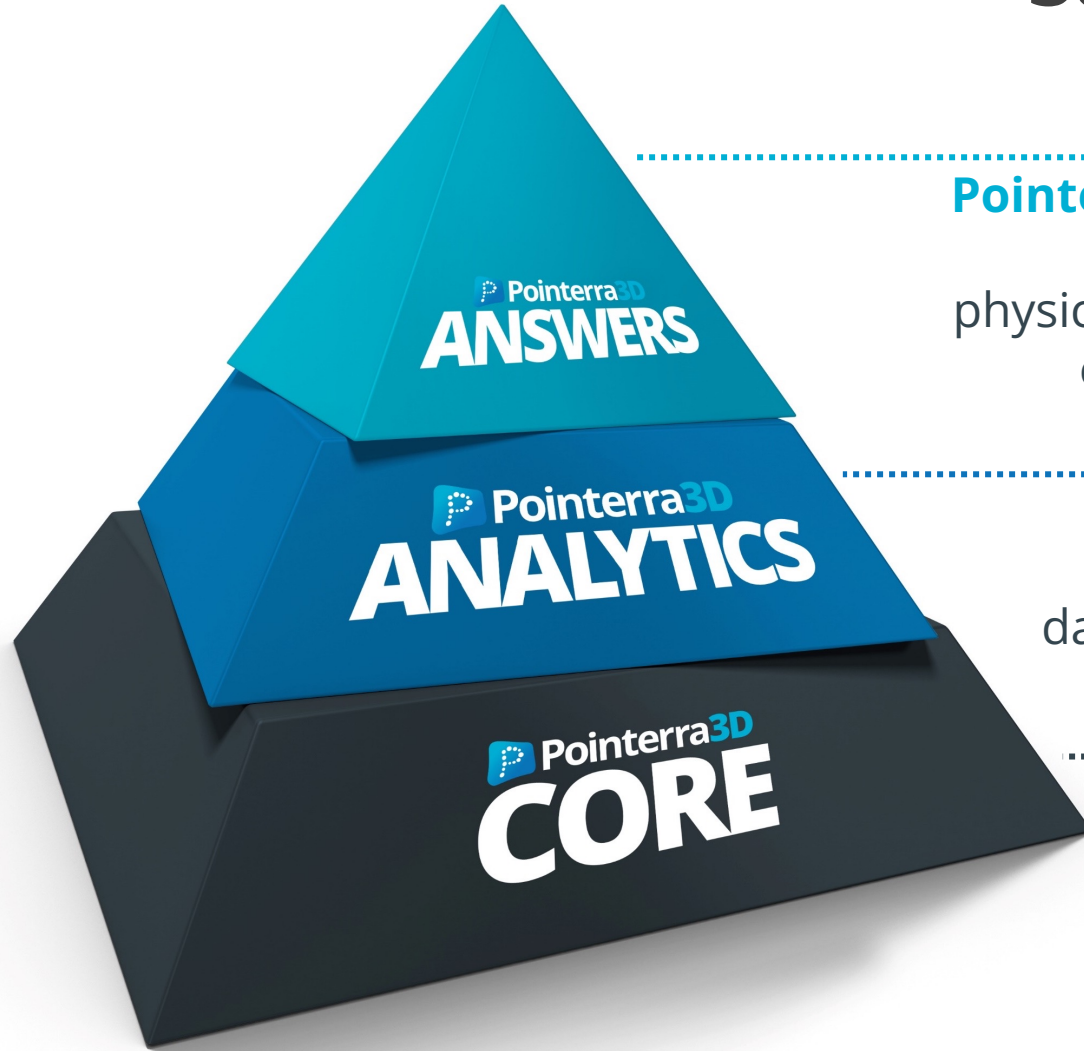
Pointerra3D’s digital twin solution uses the cloud to store, processes, manages, analyses, extracts, visualises and shares the key insights from massive 3D datasets at **a level of speed, smarts and scale** that is unprecedented.





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.



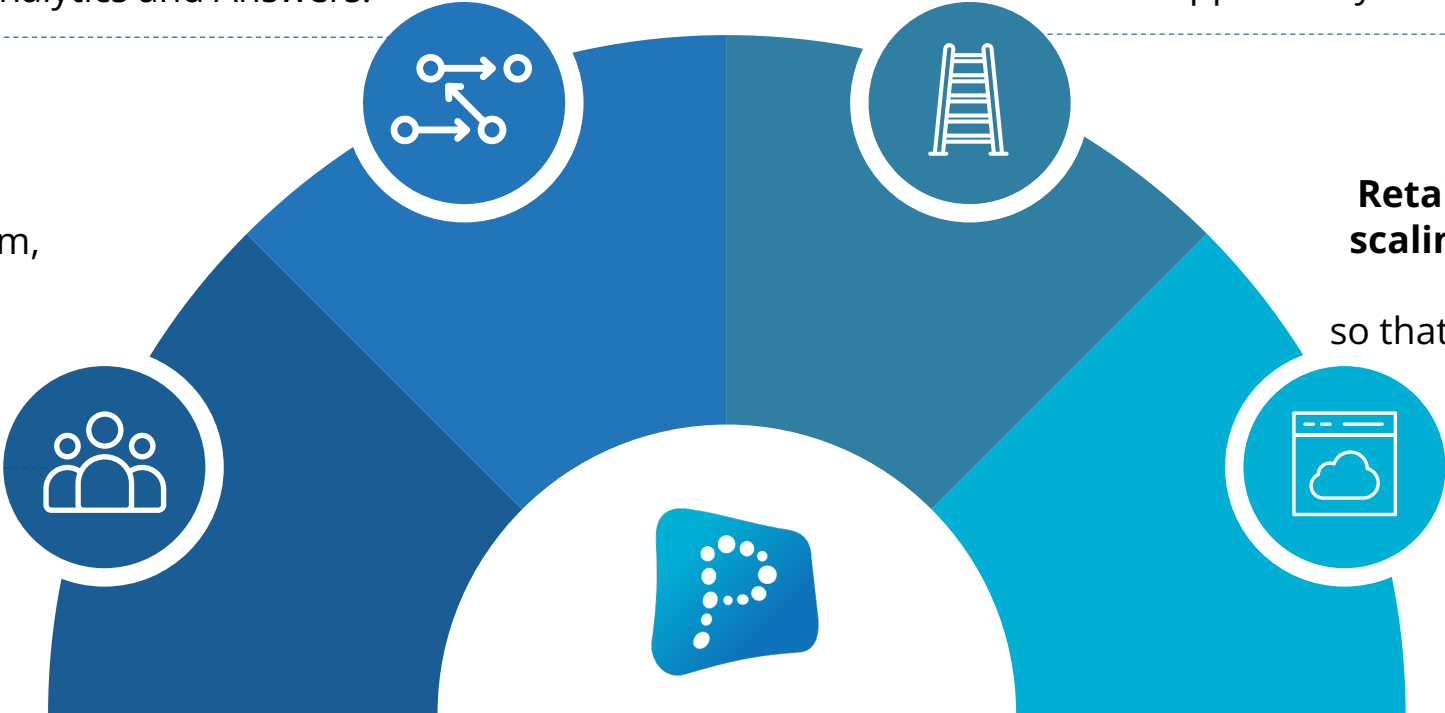
Pointerra's Growth Strategy

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



ers onal use only



Q1 FY25 Highlights – Contribution Across Multiple Sectors

- **US energy utility sector customer program, invoicing and receivables collection delays continue to resolve**
- **Expected growth in FY25 revenue & cashflow underwritten by recent material contract awards and growth in existing enterprise customer renewals**
- **Structural tailwinds: US energy utilities & transport agencies launching decade-long, multi-billion US\$ CAPEX programs; and accelerated digital twin adoption across mining, oil & gas sectors.**

Q1 Customer Receipts **A\$3.1 million**

Compared to Q4 FY24 receipts of A\$2.7 million, and prior corresponding period Q1 FY24 receipts of A\$2.0 million

Operating Cashflows **+A\$0.3 million**

Cashflow positive result includes contribution from R&D rebate

A\$1.2 million contracts award

Existing US energy utility customer awards contracts (refer 9 August 2024 ASX announcement) for use of Pointerra3D Analytics for feature extraction and insight from 2D and 3D data

Market Sector Update – Survey & Mapping



The quarter saw continued growth in the survey and mapping sector with a number of new customers signing up and growth in subscription spend from existing customers. Of significance was the adoption of Pointerra3D Core by Woolpert in both Australia and North America. Woolpert is one of the largest Geospatial Services companies in the world and there is a great potential for expanding the use of Pointerra3D by improving Woolpert's internal production workflows as well as through partnerships with their significant and well-established customer base.

During the Quarter Pointerra were invited by existing partner Emesent to participate on their stand at InterGEO in Germany. InterGEO is the largest geospatial hardware and technology trade show in Europe attracting over 17,000 visitors and more than 550 exhibitors from more than 40 countries. Pointerra had a dedicated technology kiosk at the Emesent stand where the Pointerra team was able to demonstrate the value Pointerra3D delivers to SLAM LiDAR technology workflows. The number of global SLAM LiDAR manufacturers has exploded in the last 12 to 18 months and Pointerra's sensor agnostic platform is well placed to take advantage of the growth in LiDAR adoption by less sophisticated users.

In addition to attending the booth at InterGEO, Pointerra staff had several strategic meetings with major hardware manufacturers to progress partnership agreements on the integration and bundling of Pointerra3D with LiDAR Hardware.

Market Sector Update – Power & Water Utilities



The Company continued progressing the large **transmission sub-station digital twin** opportunities described in the Q4 FY24 update, with each opportunity requiring the management of more than one hundred discrete digital twin sites combining LiDAR, reality mesh, BIM and static photos with geo-located IoT sensors to support the management and maintenance of these critical infrastructure assets. Both opportunities are significant in terms of size and value, and the procurement progress is as expected for a large and complex implementation.

Pointerra has also been progressing opportunities with several Power Utilities in Australia and New Zealand who are interested in using Pointerra3D for LiDAR pre-processing, digital twin creation, network engineering and vegetation management applications. The Company expects to be awarded contracts (or paid pilots) for deployment of Pointerra3D during FY25.

Commercial agreements are being finalised with one of the largest global infrastructure engineering software solutions providers for the integration of Pointerra3D's pole loading analysis capability to extend the end-to-end workflow in Pointerra3D for Utilities, Telcos and EPC operations, expanding on the existing 'quick-loading' capability that has been successfully adopted by major Power Utilities in North America. The integration agreement is a key component of Pointerra's goal of delivering 'best of breed' cloud solutions to Power Utility asset owners.

Delivery of the US DOE grid resilience program (previously released to the market – ASX announcement 28 June 2024) is progressing well. Data collection will commence during November with the digital twin creation and analysis commencing in December for delivery to the program's University partners for analysis.

Market Sector Update – Mining, Oil & Gas



The company is in late-stage negotiations with a Tier-1 miner to implement Pointerra3D as the Digital Twin Platform to manage major hazards across the enterprise. The program will create a Common Data Environment using Pointerra3D to unify all data associated with the management of hazards, including the geolocation of live production feeds and connection to IoT devices. With initial demonstration site deployment expected to be completed during Q3 FY25, the solution will be then be rolled out across the Miner's global operations.

During September Pointerra attended MineEXPO in Las Vegas. Held every 4 years the trade show is one of the largest mining events on the global calendar and Pointerra again had a technology display on Emesent's stand, allowing the team to demonstrate Pointerra3D mining analytics. The opportunity yielded numerous leads with new mining prospects in the Americas.

Work continued during the quarter with the deployment of Pointerra3D for program tracking and as-constructed (design v construction) analytics for a global Tier-1 Oil and Gas company's multi-billion USD green fields project. Interest is growing from other large Oil & Gas operators exploring how the combination of high cadence laser scanning and advanced data analytics can improve the safety and efficiency of their operations.

During the quarter the Company finalised a pre-implementation cyber review with another major Oil & Gas operator seeking to implement Pointerra3D to support data management and analysis for their exploration activities throughout Australasia. Contract award is expected during FY25 with the implementation providing a beachhead for expansion to support both asset management and operations.



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



Pointerra has continued to see solid growth across the AECO sector, as customers increasingly recognize the value of Pointerra3D in addressing complex challenges associated with managing and utilising 3D geospatial data across the design-construct-operate lifecycle.

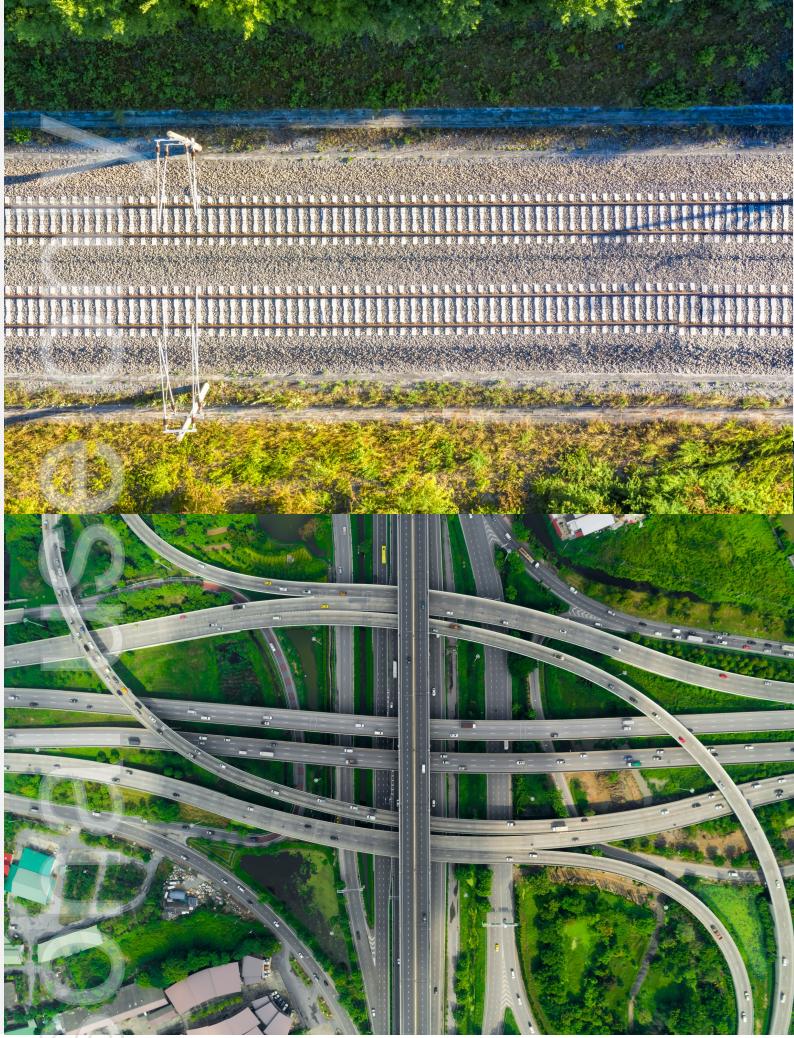
Demand for the use of digital twins within AECO is accelerating, driven by the need for real-time insight and proactive management across the entire project lifecycle. Pointerra3D's platform provides a seamless pathway for AECO customers to adopt digital twin technologies, delivering a scalable solution for digital asset management and analysis.

This quarter, Pointerra3D secured several key contract renewals in the AECO sector, all of which delivered growth in comparison to the previous 12-month commitment. Existing AECO customers continue to expand their usage of Pointerra3D across different project phases, from design and planning through to ongoing asset maintenance. This expansion underscores the platform's role as an end-to-end solution as AECO enterprises look to standardize their digital workflows. The renewals are testament to the platform's ability to support high-value, complex projects with extensive 2D and 3D data demands, and demonstrates the success of the Company's "land and expand" sales strategy.

The AECO sector remains a priority sector for Pointerra, with significant untapped market potential in the North American and EMEA markets and the Company expects consistent recurring revenue growth supported by new customer acquisition, and expansion within existing accounts.



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



Existing transport sector customers are expanding their use of Pointerra3D as adoption matures, incorporating the platform across multiple business units. This expansion reflects the value customers generate from Pointerra3D's scalable, cloud-based environment supporting demand for seamless access to critical data and insights across the enterprise.

Main Roads Western Australia (MRWA) continues to be a lighthouse deployment in the sector, increasingly demonstrating best practice for large DOT's looking to exploit maximum value from their investment in 3D and reality data. At their most recent renewal, MRWA further increased their commitment, adding new users and new use cases for the use of Pointerra3D for geospatial data processing advanced analytics.

Transport for NSW and Sydney Trains also increased their commitment to Pointerra on renewal adding users and data allocations to their existing investment. With similar use cases to MRWA these three flagship customers have become the blueprint for presenting value to other DOT's across APAC and North America. The transport sector's complexity and scale have driven demand for Pointerra3D's capabilities, as the platform empowers operators to make data-driven decisions that improve safety, compliance, and efficiency.

Global investment in transport infrastructure continues to rise, driven by the need to upgrade existing and construct new transportation networks, creating significant demand for digital asset management solutions and positioning Pointerra3D as an ideal partner to support efficient data management, analysis, and long-term asset management. Pointerra is using these structural tailwinds to drive adoption in North America.

Market Sector Update – Defense & Intelligence

Pointerra continues to pursue the Defense and Intelligence sector, seeking to capitalise on the growing need for scalable, high-resolution 3D geospatial solutions to enhance mission-critical applications. Pointerra3D's capacity to handle large-scale 3D datasets and provide advanced analytics is seen as an asset to Defense organizations and contractors tasked with maintaining and improving situational awareness, operational precision, and strategic decision-making.

Pointerra3D has been successfully trialled in several Defense scenarios, where its high-resolution 3D visualization and analytics capabilities have been validated. These trials are critical steps toward broader sector adoption and have provided valuable feedback that will shape future platform developments and enhancements tailored specifically to Defense needs.

Engagement continues with a major provider of C6ISR (command, control, communications, computers, cyber defense, and combat systems intelligence, surveillance, and reconnaissance) solutions to the U. Department of Defense. The ongoing discussion focuses on integrating Pointerra3D Analytics into their existing ISR frameworks, aimed at enhancing the speed, accuracy, and operational value of their intelligence capabilities. Progress in these discussions illustrates Pointerra3D's role as a strategic enabler for ISR functions.

Pointerra3D's adoption within the Defense and Intelligence sector is a strategic priority for the Company, with significant potential for long-term revenue growth. As Defense organizations continue to emphasize ISR capabilities and digital transformation, Pointerra's ability to deliver adaptable, high-resolution 3D analytics solutions positions us as a valuable partner in this space. Looking ahead, Pointerra is committed to advancing its presence in the Defense sector by continuing to collaborate with Defense contractors and directly engaging with key agencies to support their evolving geospatial and intelligence needs.


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:

- ❖ New **user tiering and permission model** deployed. This supports flexibility in pricing approaches for enterprise deals, particularly where user-based licensing is the preferred model over data limits.
- ❖ In-house **3D tiling pipeline** in beta release. This will mitigate issues and limitations associated with using third-party tools for processing 3D CAD/BIM datasets. The new tiling pipeline will underpin future platform capabilities related to AEC/CAD/BIM workflows and analytics.
- ❖ Support for **storage and display of video data** added to the platform. This includes trajectory information, allowing customers to click on a point along the flight path (e.g., for drone-captured video) and play back the video linked to that location.
- ❖ Reworked processing and display for **structured scans and 360 photos**. This update allows terrestrial scanning datasets to display high-fidelity 360 photos (if available from the capture). Streaming and displaying 360 photos is now much faster.
- ❖ Newly developed **data storage and streaming formats** for 3D vectors, Pole & Wires analytics, and Road/Rail analytics released to customers.
- ❖ **Next-generation Pointerra point cloud format**. Currently undergoing final testing before release, this update adds the capability to store arbitrary channels of information with each point. It also involves a re-engineering of the server architecture, resulting in significant improvements to the multi-user scalability of the platform. New visualisation and analytics functionality that takes advantage of the new format will begin rolling out shortly.
- ❖ Alternative **user interface and viewer layouts**. Work is underway to support different user types and workflows, providing a more tailored experience for users wanting to conduct photo inspections or multi-epoch site progress monitoring.
- ❖ **Core database infrastructure upgrades** in progress. We are updating the core platform to use a more scalable database technology, including replication support for enhanced read/write performance. These upgrades could also facilitate a future transition to a globally distributed back-end repository.
- ❖ Continued R&D focus on applying **neural network and other AI learning-based approaches** to future analytics and visualisation capabilities.



Q1 FY25 Quarterly Cashflow Commentary

 **Cash Receipts.** During the quarter ended 30 September 2024, the Company received A\$3.08 million from customers, which contributed to a net cash inflow from operating activities of A\$0.31 million for the 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.

 **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 higher for the quarter due to a one-off grossing up relating to the ATO R&D rebate, which was received on a net basis and is grossed-up to recognise payment of outstanding ATO obligations. 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 September 2024 was A\$2.99 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.

Although reasonable care has been taken to ensure that the facts stated in this presentation are accurate and that the opinions expressed are fair and reasonable, no representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of Pointerra, its officers, directors, employees and agents, nor any other person, accepts any responsibility and liability for the content of this presentation including, without limitation, any liability arising from fault or negligence, for any loss arising from the use of or reliance on any of the information contained in this presentation or otherwise arising in connection with it.

The information presented in this presentation is subject to change without notice and Pointerra does not have any responsibility or obligation to inform you of any matter arising or coming to their notice, after the date of this presentation, which may affect any matter referred to in this presentation. The distribution of this presentation may be restricted by law and you should observe any such restrictions.



Forward looking statements

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 September 2024

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	3,078	3,078
1.2 Payments for		
(a) research and development	(930)	(930)
(b) product manufacturing and operating costs	(888)	(888)
(c) advertising and marketing	(48)	(48)
(d) leased assets	-	-
(e) staff costs	(1,521)	(1,521)
(f) administration and corporate costs	(548)	(548)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	1	1
1.5 Interest and other costs of finance paid	(15)	(15)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	1,181	1,181
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	310	310
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(5)	(5)
(d) investments	-	-
(e) intellectual property	(5)	(5)
(f) other non-current assets	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 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	(10)	(10)

3. Cash flows from financing activities		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2 Proceeds from issue of convertible debt securities	-	-
3.3 Proceeds from exercise of options	1	1
3.4 Transaction costs related to issues of equity securities or convertible debt securities	(13)	(13)
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	(12)	(12)

4. Net increase / (decrease) in cash and cash equivalents for the period		
4.1 Cash and cash equivalents at beginning of period	2,720	2,720
4.2 Net cash from / (used in) operating activities (item 1.9 above)	310	310
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(10)	(10)

For personal use only

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 (3 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(12)	(12)
4.5	Effect of movement in exchange rates on cash held	(14)	(14)
4.6	Cash and cash equivalents at end of period	2,994	2,994

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	2,943	2,669
5.2	Call deposits	51	51
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)	2,994	2,720

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>		

For personal use only

7. Financing facilities	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
<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>		
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)	309
8.2 Cash and cash equivalents at quarter end (item 4.6)	2,994
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	2,994
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	Not applicable
<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 October 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.