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23 November 2022

Managing Director's Presentation - 2022 AGM

The presentation to be made by Pointerra's Managing Director at today's 2022 AGM is attached.

A video recording of the presentation will shortly be made available at the Company's website (www.pointerra.com) and can also be found at the Company's YouTube channel (https://www.youtube.com/@pointerra3D).

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

ENDS

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Pointerra

Digital Twins
Simply *faster.*

Annual General Meeting

23 November 2022

About Pointerra3D

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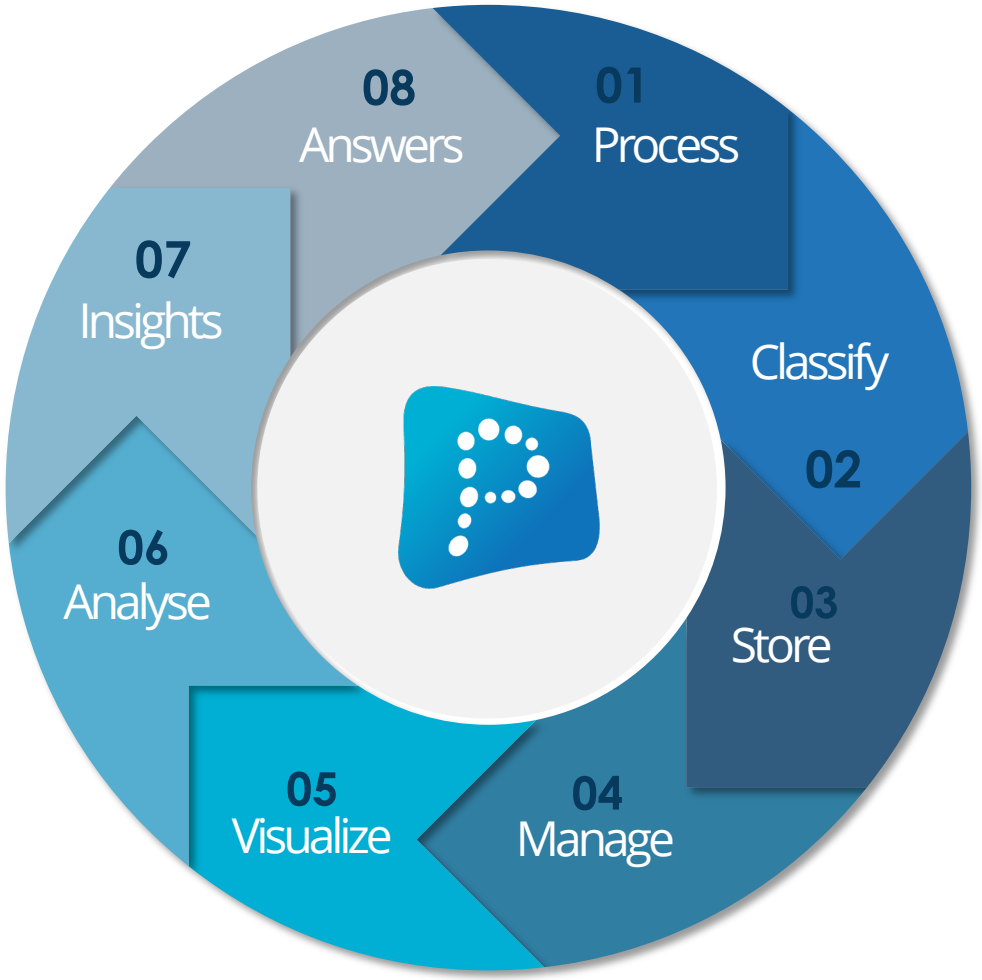
Pointerra3D – the world's fastest true end-to-end digital twin solution, leveraging proprietary patented algorithms and technology via an innovative and unique cloud subscription business model.

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 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

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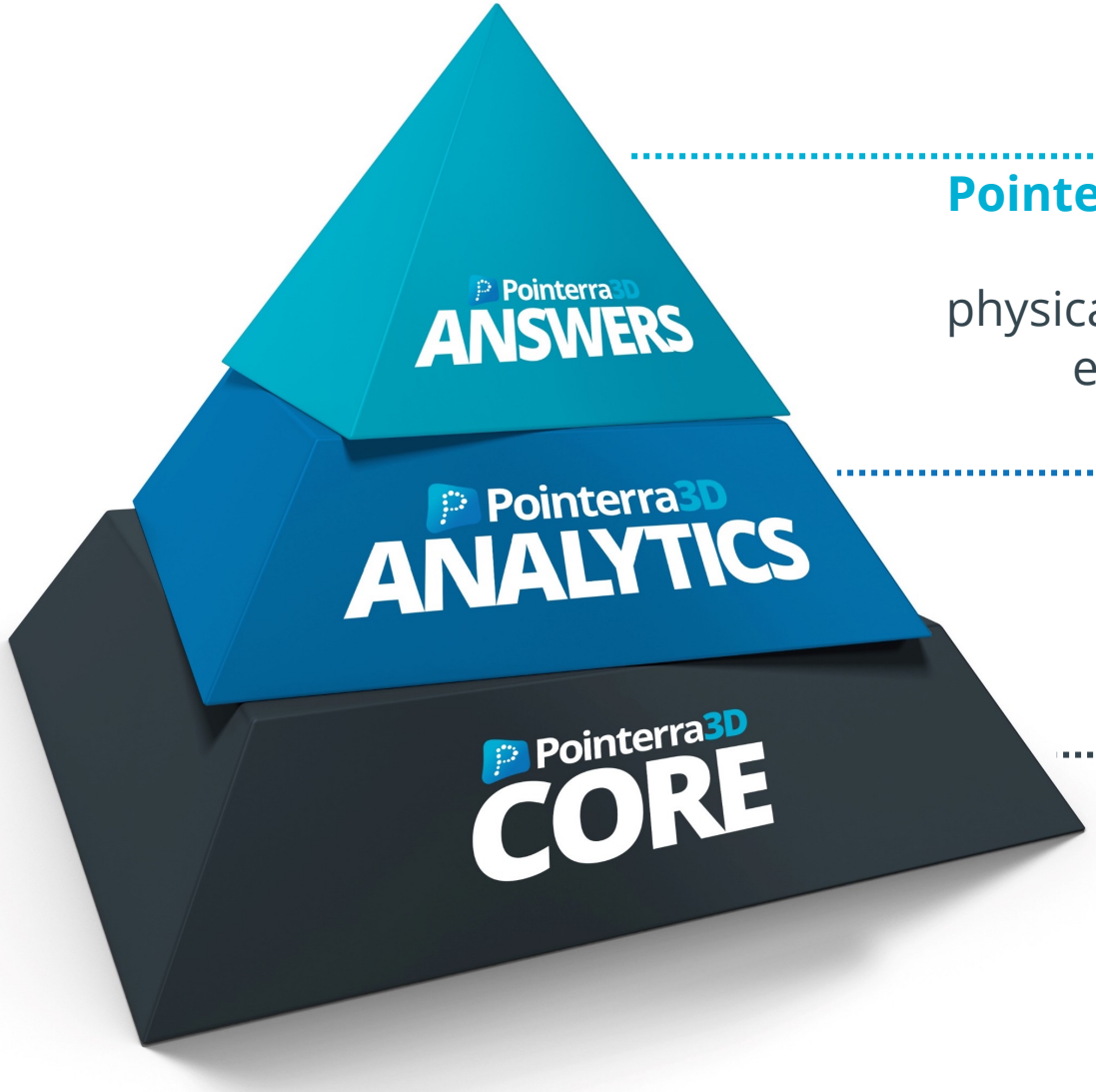
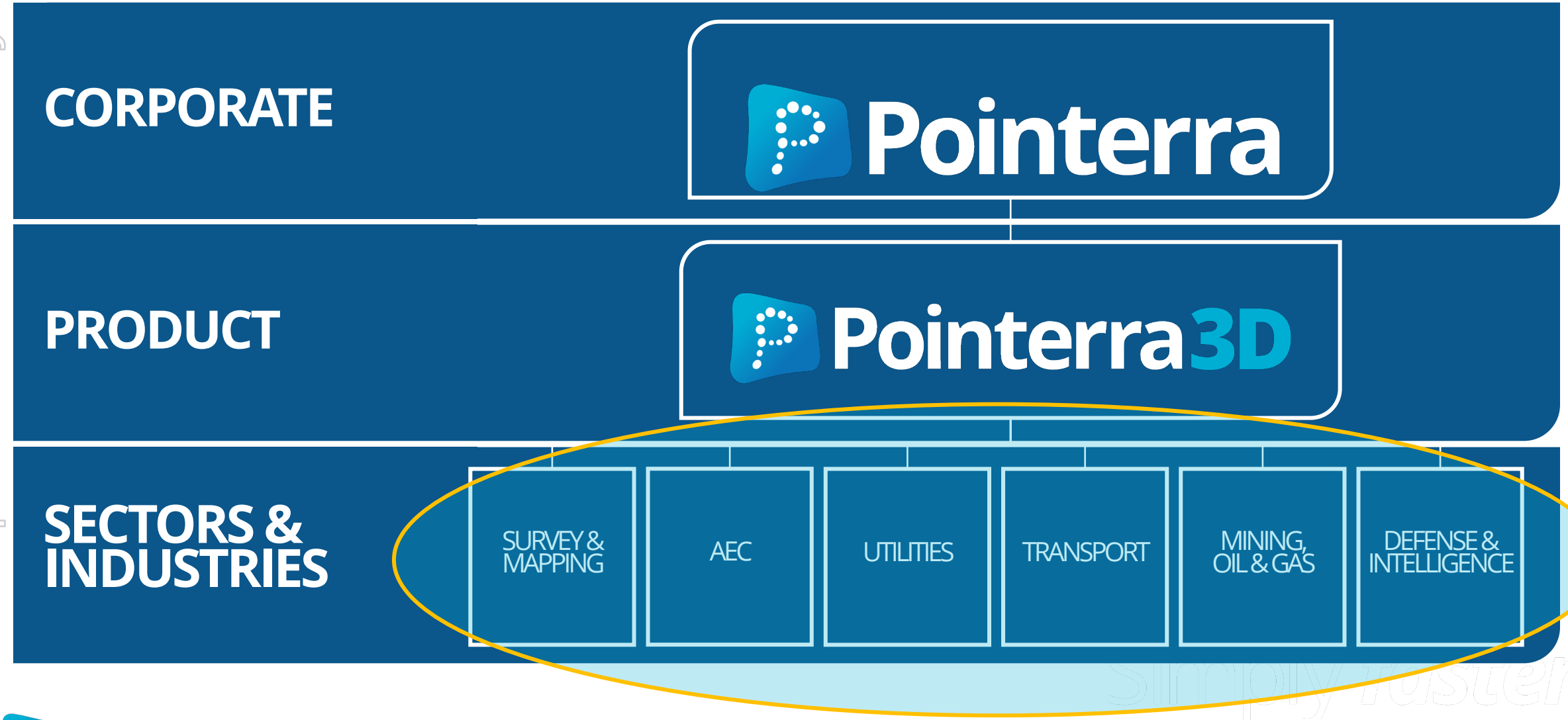


Pointerra3D ANSWERS delivers predictive digital insights and definitive answers to complex physical asset management questions via simple, easy to use business intelligence interfaces.

Pointerra3D ANALYTICS uses AI analytics to build digital twins, enabling intelligent, dynamic analysis of physical assets.

Pointerra3D CORE is a cloud platform providing solutions to the most common digital twin data workflow problems.

Target Market Across 6 Sectors - *each with TAM of +US$50m ACV*



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Why **Pointerra?** *What our customers tell us…*

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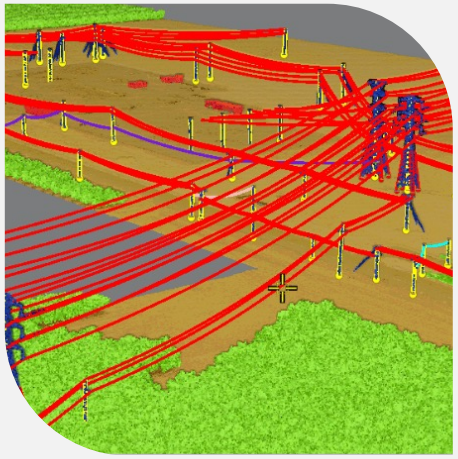
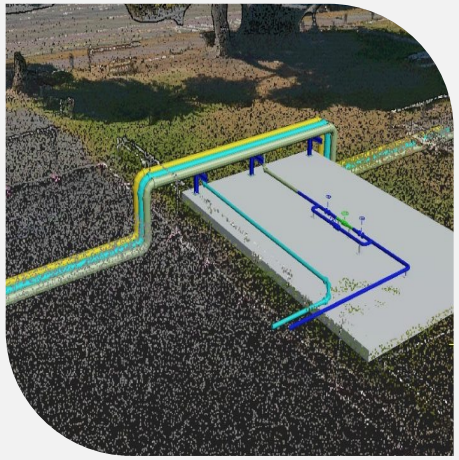
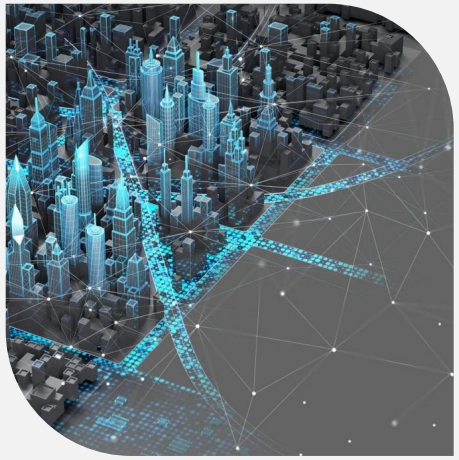


"Pointerra3D's speed, smarts, scale and on demand accessibility delivers efficiencies, cost savings, address ESG challenges and provide risk mitigation outcomes that have never been seen in this sector."



"The transformation of 3D data to a Digital Twin using Pointerra3D means that customers can now easily access definitive asset management insights on demand, dynamically and faster than ever before."



"Pointerra3D enables large organisations to become proactive rather than reactive in their management of complex and geographically diverse infrastructure assets, reducing OPEX, optimising CAPEX and lowering risk. "

Growth Strategy

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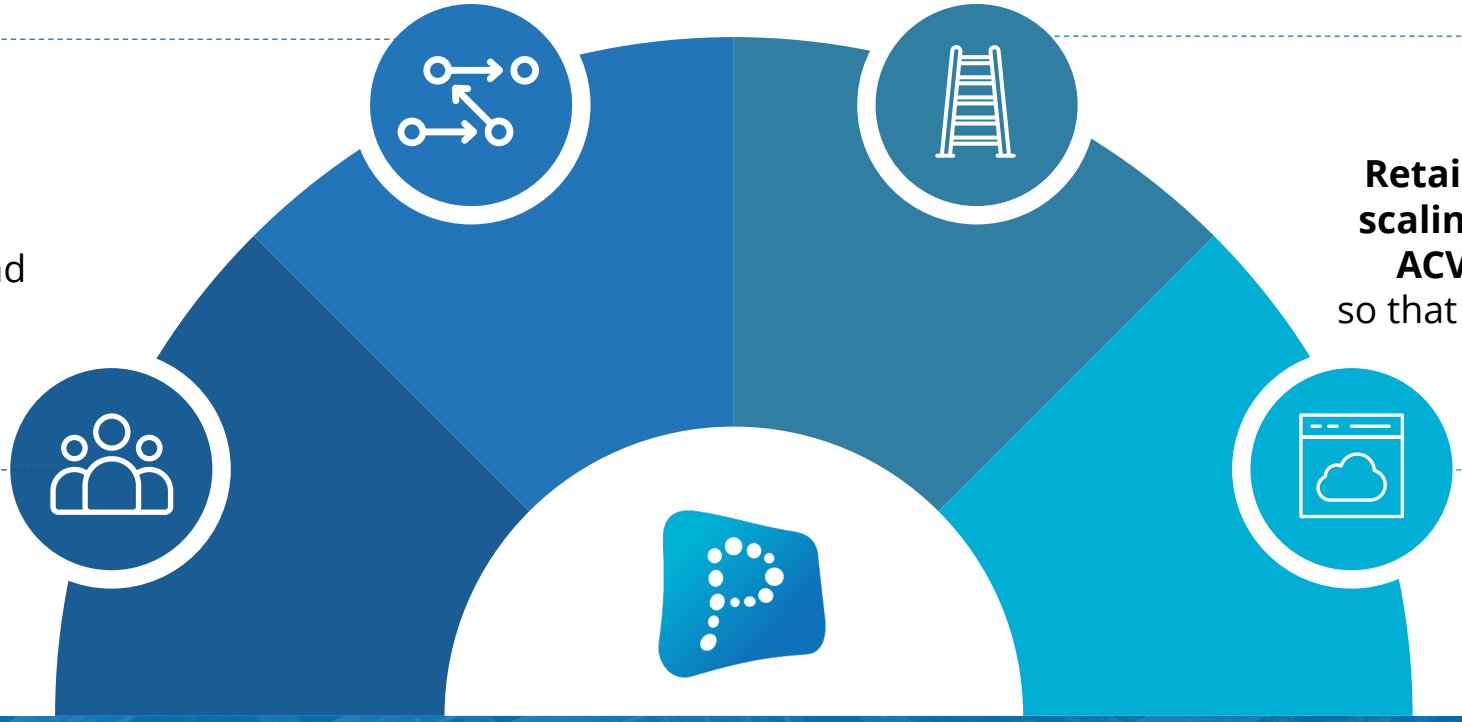
Continue to work with customers, prospects and partners **to identify problematic and clumsy desktop digital twin workflows that can be migrated to the cloud,** building out Pointerra3D Analytics and Answers

Leverage the Company's proven success in the power utility sector to **provide a pathway for growth across other key target market sectors.**



Identify and on-board quality people in development, product and business development across Pointerra's six key target market sectors.

Retain a disciplined focus on scaling sticky, recurring SaaS ACV, revenue and cashflow so that the resulting operational leverage can drive sustainable profitability.

Industry & Market Update

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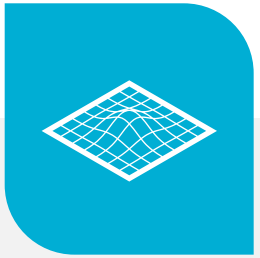
Global geospatial sector continues to experience material levels of year-on-year growth in both hardware and software solutions.



Ready access to the creation and consumption of 3D data also becoming democratised down to the consumer via recent LiDAR hardware and software enhancements available on newer iPhone and iPad models.

AEC sector (architecture, engineering and construction) is **accelerating the adoption of workflow technology solutions** in order to deliver required infrastructure projects.

Structural tailwinds and innovation drivers are helping grow Pointerra's sales pipeline as well as shrinking the sales cycle.

Larger enterprise customers that were cloud-cautious prior to 2020 have also **embraced cloud migration** across their operations

FY22 Year in Review

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Annual Contract Value

US$18.2m ▲

86% (2021: US$9.8m)

Customer Revenue

A$9.8m ▲

146% (2021: A$3.98 million)

Underlying EBITDA*

A$0.025m ▲

102% (2021: -A$1.27 million)

[*adjusted for share based payments expense]

Customer Cash Receipts

A$7.75m ▲

91% (2021: A$4.10 million)

Customer Receivables

A$3.49m ▲

232% (2021: A$1.05 million)

Cash Balance

A$3.60m ▼

30% (2021: A$5.18 million)

FY22 Highlights

step change in scale lead by US Utilities

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Growth across Pointerra's six key market sectors delivered **86% annual improvement in ACV** with majority delivered by the standout US Utilities sector

Growth in **revenue from customers to A$9.8m** reflects award of material contracts coupled with increased spend by existing customers plus new customers added during the year

Underlying EBITDA of A$0.02m (FY21 - A$1.27m loss) reflects continued growth in customer revenue relative to growth in operating costs and emerging operational leverage

Growth in cash receipts tracks growth in revenue and ACV with **these metrics expected to align** as the business continues to mature in coming reporting periods

Pointerra enters FY23 funded for **continued organic growth** in platform development and customer acquisition with new hires being sought across the operation – development, product and sales

Cash balance of A$3.60m and customer receivables of $3.49m demonstrates **self-funding business model**

FY20-FY23 Cumulative Cash Receipts (A$m) & ACV (US$m)

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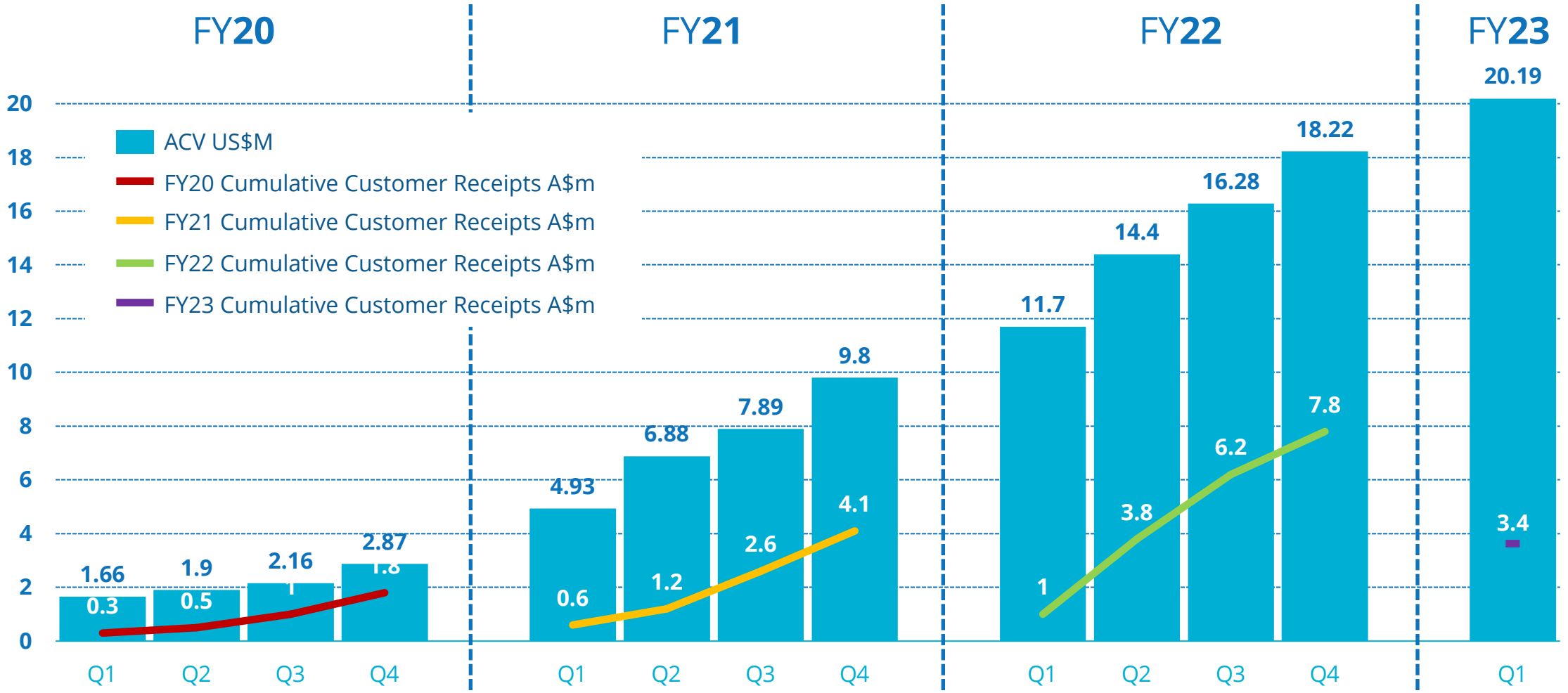

FY23 Outlook – *multiple pathways to profitability*

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FY23 presents multiple opportunities across each of Pointerra's six key market sectors to generate recurring subscription revenue growth. **AEC, Extractive Industries, Transport and Defense** are expected to outperform relative to the Company's standout Utilities sector.

The dominant US Utilities sector still contains material upside opportunities with existing customers only representing a fraction of total addressable market. **Strong customer advocacy is driving growth** in sales pipeline, whilst also shrinking the sales cycle.

Further R&D investment in AI approaches to Pointerra3D Analytics and Answers products is expected to grow revenue and deliver cost efficiencies in solution delivery, which should drive margin growth as the business continues to scale.

Return to full calendar of in-person trade shows in AUS and US markets expected to contribute to sales pipeline growth and shortening of sales cycles. Pointerra3D is a cloud SaaS solution, **but people buy from people** and post-COVID, trade shows are an important growth driver.

In responding to customer and market demand, Pointerra3D has evolved well beyond store/ visualize/manage into a **sophisticated digital twin solution** that delivers value to customers and sticky, high-margin recurring revenue streams to shareholders.

Q1 FY23 YTD progress

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- Growth in US energy utility sector and expansion across AEC, Transport & Mining sectors drives **US$1.9 million uplift in ACV**
- ACV now totals **US$20.1 million** (31 October 2022)
- Revenue recognition and cash generation from the **larger utility contracts continued to emerge during H2 FY23** and is expected to continue during FY23 and into FY24
- The year-on-year (YoY) uplift in ACV stands at 72% and YoY **Net Revenue Retention**, which considers growth in existing customers net of churn, stands at 172%
- Q1 **positive cashflow from operations** A$0.2 million

Why **Pointerra?** *Digital Twin Solutions Across Multiple Sectors*

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SURVEY & MAPPING

- 3D Data Processing and Management
- Automated Feature Extraction
- Digital Data Delivery

AEC

- Facilities Management
- Asset Management
- Building Information Management (BIM)
- Digital Engineering
- Construction Management and Planning

UTILITIES

- Common Data Environment for Digital Twin
- Critical Infrastructure Management
- Vegetation Management
- Major Incident Response
- Network Wide Risk Metrics

TRANSPORT

- Automated Feature Extraction
- Common Data Environment for Digital Twin
- ADAS Autonomous Navigation Support
- Predictive Analytics for Road Safety
- Support for Smart City and ESG Goals

MINING, OIL & GAS

- Mine Site Infrastructure Management
- Safety and Productivity Improvement (ESG)
- Remote Inspection, Planning & Support
- Virtual Site (Digital Twin)
- Oil & Gas Infrastructure Management

DEFENSE & INTELLIGENCE

- Situational Awareness
- Mission Planning
- Dynamic In-Theatre Analytics
- ATAK Handheld Android Tablet Enabled

Simply faster.

Customer Success - Facilities Management at Amazon

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- Pointerra3D has been used to develop a **scalable yard mapping and analytics methodology** for Amazon's distribution centers.
- The Amazon yard mapping and analytics solution will underpin implementation of both **autonomous and manned vehicle navigation, support equipment tracking and visualize an interactive layout** of warehouse facilities.
- A successful 12-month pilot across selected sites is now **expanding to 200 sites in the US** with potential to grow to 1,000 sites in North America and Western Europe **(ACV contribution +US$1 million at 200 sites).**
- In addition to the yard mapping solution Pointerra is working with Velociti and Amazon to develop and deploy 3D digital twin solutions for **other facilities and automated supply chain management use cases.**

Customer Success - *Scaling US Energy Utilities - the FPL / NextEra Story*

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- Pointerra3D first deployed to FPL in 2018 supporting PrecisionHawk providing a platform to **automate FPL's Pole Hardening Program**.
- 2019-2020 Pointerra3D then introduced to all Pole Hardening Program contractors, as **automation increased efficiency by 400%.**
- 2021 – Pointerra3D selected to provide **Change Detection for use in Emergency Preparation and Response Efforts.**
- 2021 – Pointerra3D selected to provide **Vegetation Mgt Growth Modeling and Digital Twin Extraction** for FPL Distribution Network.
- 2022 – Pointerra3D Change Detection insights tasked to assist with **Hurricane Ian and Nicole** Preparation and Response efforts in an operational setting.
- 2022 – FPLAir integrates Pointerra3D in ongoing operations with their **persistent surveillance and autonomous drones/sensors** capabilities.
- 2022 – NextEra Energy (FPL Parent Company) implements Pointerra3D for **Renewables Site Assessment and Site Optimization** across North America.
- 2022 – FPL implements Pointerra3D for delivery of **Environmental Impact Analysis Reporting** to State of Florida Water Management Districts.
- 2033 – Scaling further deployment across FPL & NextEra business units plus **new utility prospects through C-Suite advocacy** by FPL leadership.

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