



Pointerra

Digital Twins
Simply *faster*.

Full Year FY25 Preliminary Results Presentation

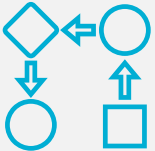
For the year ended
30 June 2025

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

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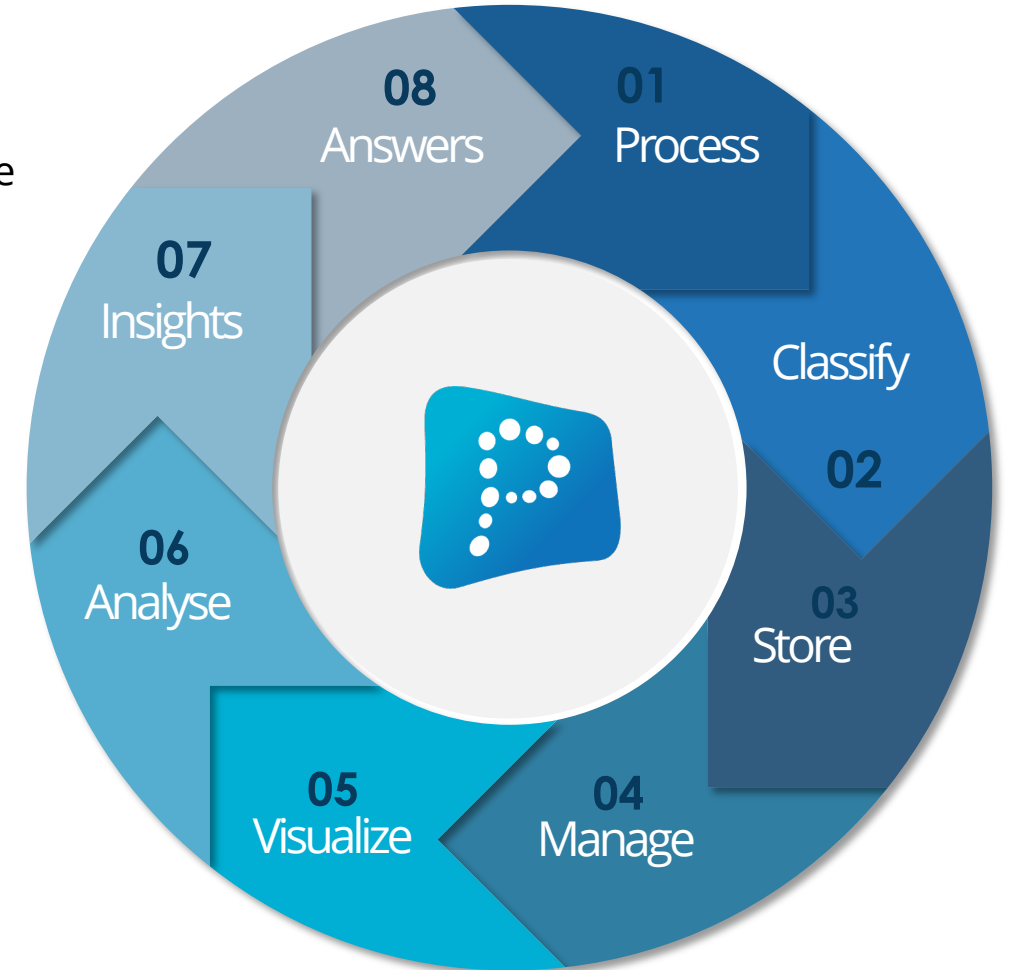
Pointerra3D – the world's fastest true end-to-end digital twin solution, leveraging proprietary patented algorithms and technology via an innovative and unique cloud subscription business model.



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.



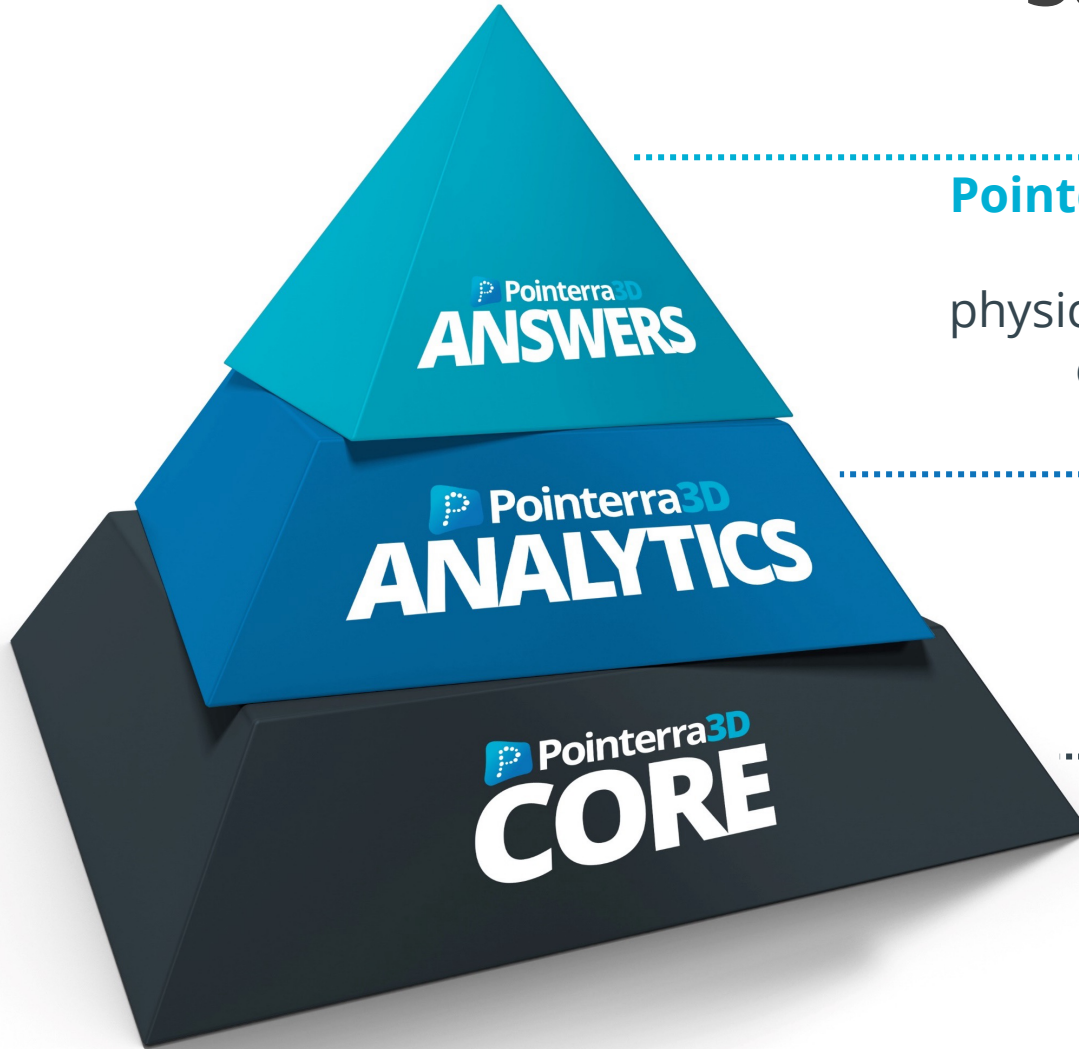


Pointerra3D

A Unique Digital Twin SaaS Business Model



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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 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 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.



FY25 Year in Review

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Reported Revenue

A\$11.0m

 **45%** (2024: A\$7.6m)

Customer Cash Receipts

A\$9.7m

 **43%** (2024: A\$6.8 million)

Customer Invoicing

A\$9.5m

 **76%** (2024: A\$5.4 million)

Cash Balance

A\$1.9m

 **30%** (2024: A\$2.7 million)

Operational Cash Flow

-A\$0.8m

 **78%** (2024: -A\$3.7 million)

Underlying EBITDA*

-A\$0.7m

 **83%** (2024: -A\$4.1 million)
*adjusted for share-based payments





FY25 Highlights –Operating Result Demonstrates Scale, Efficiency and Growing Market Leadership



Maiden Profit Achieved in H1; Strong Full-Year Progress

H1 A\$1.1 million in profit before non-cash items, and an 83% reduction in full-year EBITDA loss to -A\$0.7 million, highlighting scalable revenue growth and operational efficiency.



Customer-Focused Financial Metrics Reach New Highs

Record full-year customer-related financial performance with A\$11.0 million in revenue (up 45%, while operating costs remained flat), A\$9.7 million in customer cash receipts (up 43%), and A\$9.5 million in customer invoicing (up 76% compared to FY24), reflecting strong commercial execution and growing enterprise adoption.



Near Cashflow Break-Even as US Utility Milestones Invoicing set for Q1 FY26

Operating cash outflow improved significantly to -A\$0.8 million (from -A\$3.7 million in FY24), narrowly missing a cashflow positive year. This was primarily due to delays in milestone-based invoicing and collections tied to US energy utility programs, with key milestones scheduled for Q4 FY25 now expected to be realised in Q1 FY26.



Increasing Customer Spend and Contract Extensions

New and extended contracts from existing customers, including US\$0.8 million with Florida Power & Light and US\$2 million with the US Department of Energy, reinforce Pointerra's growing credibility and market presence in target sectors. Subcontractor to Leidos, one of eight teams selected for the US Army's US\$499 million GRIDS IV program.



Advancing Toward the Trusted Standard for US Electric Utilities

Pointerra3D on path to become US regulator backed, best practice digital twin platform for US electric utilities.

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FY26 Outlook – Accelerating Growth and Expanding Market Reach

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Unlocking New Opportunities Including Through DOE-Funded Initiatives

US\$2 million DOE contract extension expected to commence in Q1 FY26, with quick high-margin milestone progress expected, as Pointerra also supports multiple US utilities in new DOE funding applications to expand digital twin adoption. Engagement opportunities are expected for Pointerra as part of the US Army's US\$499 million GRIDS IV program.

Scaling Globally Through Strategic Partnerships

Strategic reseller and partner agreements continue to expand reach across sectors and regions, providing significant leverage to business development and sales activities, particularly in asset-intensive industries where digital twin adoption is accelerating.

Targeting Material ARR Growth Through Qualified 7–8 Figure Opportunities

Strengthened sales and business development teams in Australia and the US, with new hires in FY25 and further team growth planned, aimed at shortening sales cycles, increasing enterprise spend, and converting high-value ARR opportunities across target markets.

Scaling Efficiently to Boost Financial Performance

FY25 delivered material revenue growth (45%) without a corresponding rise in operating costs, demonstrating Pointerra's scalable business model and setting the foundation for a cashflow positive FY26. This momentum will be supported by price revisions and AI-enabled sales lead qualification tools introduced late in FY25, aimed at reducing acquisition costs and enhancing conversion efficiency.

Emphasis on Customer-Led Innovation

AI-led platform development tailored to customer needs is driving broader adoption and deeper engagement across high-value market sectors, while also creating new opportunities within large enterprises.





Disclaimer

Summary Information in relation to Pointerra Limited.

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Pointerra

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Simply *faster*.

Pointerra Limited

ABN

39 078 388 155

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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 2025

Previous corresponding period:

Year ended 30 June 2024

2. Results for announcement to the market

\$

2.1	Revenue from ordinary activities	Up	45%	to	11,008,358
2.2	Loss from ordinary activities for the period after tax attributable to members	Down	68%	to	(1,692,879)
2.3	Net loss for the period attributable to members	Down	68%	to	(1,653,248)

2.4	Dividends	Amount per security	Franked amount per security
	Final dividend	Nil	N/A
	Interim dividend	Nil	N/A

2.5 Record date for determining entitlements to the dividends

N/A

2.6 Brief explanation of any of the figures reported above to enable the figures to be understood:

It is recommended that the 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.

Revenue from ordinary activities includes A\$9.84million of customer income and A\$1.16million from the Research and Development (R&D) refundable tax offset.

Loss from ordinary activities for the period includes depreciation and amortisation expense of A\$0.10 million and share-based payment expense of A\$0.89million. Loss from ordinary activities excluding the above non-cash items is A\$0.99million compared to the previous corresponding period loss of A\$4.1million.

This reduction reflects not only disciplined cost management and improved project delivery efficiency, and strong revenue growth driven by increased customer adoption and expanded platform usage, demonstrating both scalable growth and cost efficiency.

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

	Reporting Period 30 June 2025 \$	Previous Corresponding Period 30 June 2024 \$
Revenue	9,839,857	6,418,842
Other income	1,168,501	1,180,147
Expenses		
Cost of platform services	(552,288)	(704,661)
Cost of non-recurring project services	(1,807,536)	(1,167,225)
Employee benefits expense	(4,906,252)	(5,255,111)
Administrative expenses	(659,358)	(615,213)
Advertising and marketing expenses	(197,530)	(227,523)
Compliance and regulatory expenses	(427,684)	(470,531)
Research and development expenses	(2,453,515)	(2,484,766)
Share-based payment expenses	(887,930)	(1,009,401)
Depreciation and amortisation expenses	(102,969)	(156,765)
Other expenses	(706,175)	(735,587)
Loss before income tax	(1,692,879)	(5,227,794)
Income tax expense	-	-
Loss after income tax for the year	(1,692,879)	(5,227,794)
Other comprehensive income for the year		
Items that may be reclassified subsequently to profit or loss:		
Exchange differences on translating foreign operations	39,631	12,289
Total comprehensive loss for the year net of tax attributable to members of the Company	(1,653,248)	(5,215,505)
Loss per share attributable to members of the Company		
Basic loss per share (cents)	(0.21)	(0.73)
Diluted loss per share (cents)	(0.21)	(0.73)

4. Consolidated Statement of Financial Position

	Note	Reporting Period 30 June 2025 \$	Previous Corresponding Period 30 June 2024 \$
Current Assets			
Cash and cash equivalents		1,867,852	2,719,452
Trade and other receivables		1,844,479	1,838,280
Other assets		113,479	114,653
Total Current Assets		3,825,810	4,672,385
Non-Current Assets			
Plant and equipment		47,601	38,223
Intangible assets		39,615	56,604
Right of use assets		271,692	327,905
Total Non-Current Assets		358,908	422,732
Total Assets		4,184,718	5,095,117
Current Liabilities			
Trade and other payables		2,854,168	2,890,860
Lease liabilities		51,996	43,508
Deferred revenue		1,341,414	1,701,126
Provisions		940,029	776,198
Total Current Liabilities		5,187,607	5,411,692
Non-Current Liabilities			
Lease liabilities		299,747	351,743
Total Non-Current Liabilities		299,747	351,743
Total Liabilities		5,487,354	5,763,435
Net Assets/(Liabilities)		(1,302,636)	(668,318)
Equity			
Issued capital		19,204,960	19,075,160
Reserves		5,259,840	4,331,079
Accumulated losses		(25,767,436)	(24,074,557)
Total Equity		(1,302,636)	(668,318)

5. Consolidated Statement of Cash Flows

	Reporting Period 30 June 2025 \$	Previous Corresponding Period 30 June 2024 \$
Cash flows from operating activities		
Proceeds from customers	9,668,047	6,767,291
Payments to suppliers and employees	(11,683,317)	(11,384,548)
Interest received	2,182	2,612
Government tax incentives received	1,180,784	886,241
Net cash flows used in operating activities	(832,304)	(3,728,404)
Cash flows from investing activities		
Payments to acquire property, plant and equipment	(32,547)	(12,884)
Payments to acquire intangible assets	(6,598)	(25,351)
Net cash flows used in investing activities	(39,145)	(38,235)
Cash flows from financing activities		
Net proceeds from shares issued	(12,694)	5,023,702
Proceeds from options	1,200	-
Payments for lease payments	(43,508)	(44,397)
Net cash (used in) provided by financing activities	(55,002)	4,979,305
Net increase/(decrease) in cash and cash equivalents	(926,451)	1,212,666
Effect of movement in exchange rates on cash held	74,851	14,963
Cash and cash equivalents at the beginning of the year	2,719,452	1,491,823
Cash and cash equivalents at the end of the year	1,867,852	2,719,452

6. Consolidated Statement of Changes in Equity

	Issued capital \$	Share-based payment reserve \$	Foreign exchange reserve \$	Accumulated losses \$	Total \$
Balance 1 July 2023	13,856,745	3,407,709	1,007	(18,846,763)	(1,581,302)
Loss for the year	-	-	-	(5,227,794)	(5,227,794)
Other comprehensive income for the year	-	-	12,289	-	12,289
Total comprehensive loss for the year	-	-	12,289	(5,227,794)	(5,215,505)
Transactions with owners recorded directly in equity					
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
Balance 30 June 2024	19,075,160	4,317,783	13,296	(24,074,557)	(668,318)
Balance 1 July 2024	19,075,160	4,317,783	13,296	(24,074,557)	(668,318)
Loss for the year	-	-	-	(1,692,879)	(1,692,879)
Other comprehensive income	-	-	39,631	-	39,631
Total comprehensive loss for the year	-	-	39,631	(1,692,879)	(1,653,248)
Transactions with owners recorded directly in equity					
Options issued	-	1,200	-	-	1,200
Loan shares exercised	129,800	-	-	-	129,800
Share-based payments	-	887,930	-	-	887,930
Balance 30 June 2025	19,204,960	5,206,913	52,927	(25,767,436)	(1,302,636)

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

Date dividend is payable

Record date to determine entitlements to the dividend

If it is a final dividend, has it been declared?

Amount per security

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

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

9. Net tangible asset (NTA) backing

	Reporting Period 30 June 2025	Previous Corresponding Period 30 June 2024
Net tangible asset backing per ordinary security (cents)	0.21	0.09

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 \$
Equity accounted associates and joint venture entities				
Total	N/A	N/A	N/A	N/A
Other material interests				
Total	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 2025	Previous Corresponding Period 30 June 2024
Basic EPS (cents per share)	(0.21)	(0.73)
Diluted EPS (cents per share)	(0.21)	(0.73)

14.2 Returns to shareholders (Including distributions and buy backs)

	Reporting Period 30 June 2025 \$	Previous Corresponding Period 30 June 2024 \$
Ordinary securities	N/A	N/A
Preference securities	N/A	N/A
Other equity instruments	N/A	N/A
Total	N/A	N/A

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 digital twin technology platform in Australia and United States.

14.5 Report on trends in performance

N/A

- 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)

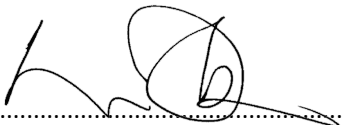
- | | |
|--|--|
| ☒ The accounts have been audited. | ☐ The accounts have been subject to review. |
| ☒ The accounts are in the process of being audited or subject to review. | ☐ The accounts have not yet been audited or reviewed. |

- 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: 26 August 2025

Print name: Ian Olson