



Pointerra

Digital Twins
Simply *faster*.

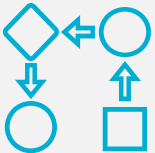
**December Quarter FY25
Results Presentation &
Appendix 4C Commentary**

20 January 2025

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



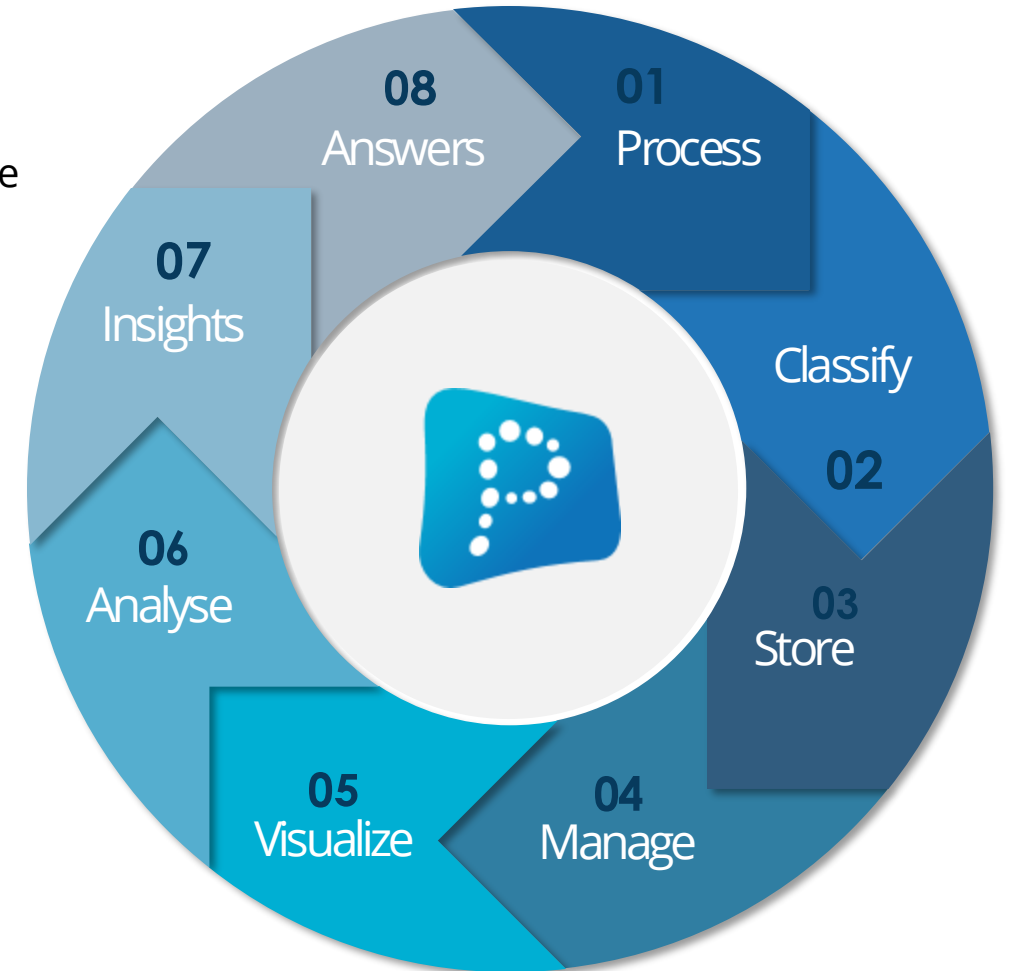
Pointerra3D – the world's fastest true end-to-end digital twin solution, leveraging proprietary patented algorithms and technology via an innovative and unique cloud subscription business model.



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.



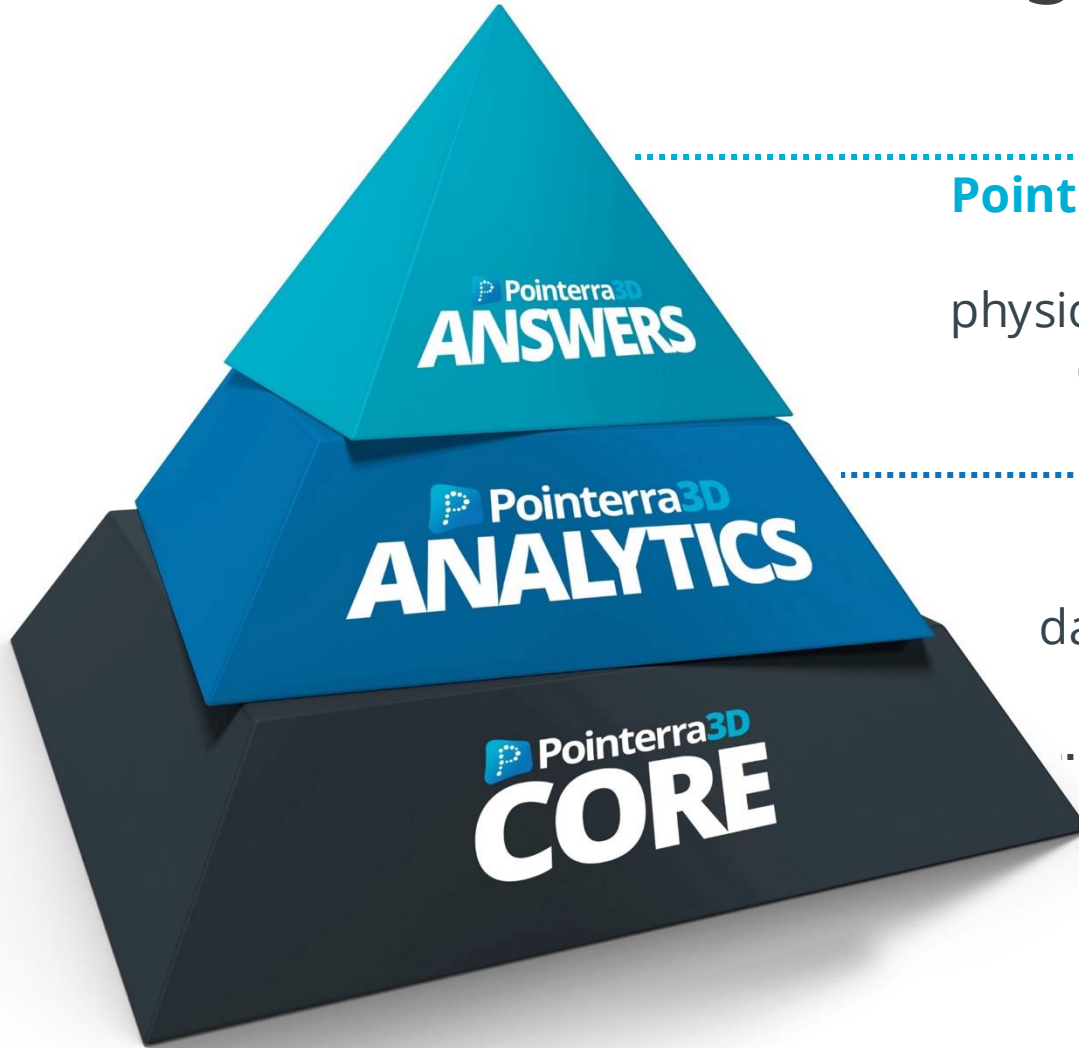
Pointerra3D's digital twin solution uses the cloud to store, processes, manages, analyses, extracts, visualises and shares the key insights from massive 3D datasets at **a level of speed, smarts and scale** that is unprecedented.





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.



Q2 FY25 Highlights – Record Financial Milestones

- 
- Existing and new programs with US energy utility sector customers highlight Pointerra's profile and credibility in this important sector
 - Pointerra3D on path to become best practice in hurricane response and grid resilience investment activities by US electric utilities
 - Record cash collections driven by delivery efficiencies in material contracts and existing customer renewals
 - A further US\$2 million contract extension by US Department of Energy in January 2025

Q2 Customer Receipts A\$4.2 million

Compared to Q1 FY25 receipts of A\$3.1 million, and prior corresponding period Q2 FY24 receipts of A\$1.3 million. Cash Receipts of A\$7.3 million for H1 FY25 compares favorably to A\$6.8 million cash receipts for full year FY24

Operating Cashflows +A\$1.5 million

Compared to Q1 FY25 +A\$0.3 million, resulting in total operating cashflows of +A\$1.8 million for H1 FY25

Cash balance A\$4.6 million

Cash position strengthened after largest quarterly receipts on record, resulting in largest receipts and operating cash inflow for a 6-month period, and

Market Sector Update – Survey & Mapping



Growth was sustained throughout Q2 with numerous new customers being onboarded and existing customers increasing their data and license allocations. The compelling value proposition for initial adoption in this sector remains efficient data management and digital delivery. The disruptive analytics and workflows that can be leveraged once companies have data in Pointerra3D is the driver for further growth in spend. As the analytics stack deepens, the ROI multiplier that can be realised through increased efficiency and cost reductions from dropping legacy desktop applications approaches double digits.

Sustained growth and success in the Australian survey and mapping market is being packaged into targeted marketing campaigns for the much larger North American market that has been slower to adopt, but we feel is ready for high volume uptake. The new release of photogrammetric processing tools in Pointerra3D also offers customers building imagery-based digital twins even greater functionality to leverage the true power of the platform.

During Q2 a formal reseller agreement was finalised with Teledyne Geospatial, bundling Pointerra3D subscriptions with Teledyne's new Galaxy Onboard in-flight processing solution, with the agreement bundling Pointerra3D with every Galaxy Onboard new sale and system upgrade. The integrated solution will be a major disrupter for the aerial survey market, where material delays between capture and delivery resulting from traditional workflows have long frustrated the sector. A detailed press release and further marketing activities will be undertaken during Q3.



Market Sector Update – Power & Water Utilities



A US\$2 million extension to the current US DOE grid resilience program was finalised off the back of early successes with the current contract. The extension will focus on the application of Pointerra3D for hurricane response (pre and post storm) grid resiliency and will help utilities become better equipped for Emergency Response and Preparedness, a solution that Pointerra has previously developed and deployed in the US market.

The DOE contract extension will further refine this solution and (importantly) serve as independent validation for Pointerra3D as best practice. In addition, the Company has commenced working with several other US energy utilities to prepare applications for upcoming DOE program funding for the development and use of Digital Twins for grid resilience. With up to US\$1 million available per utility, this new DOE Digital Twin program represents a great opportunity for US energy utilities to kick-start their investment in Pointerra3D, where Pointerra's platform can assist them to leverage existing data, ensuring they maximise the funding opportunity to create actionable intelligence, not just new data capture.

The Company also has a new utility business development leader with over 25 years in the market sector joining in January. He has spent his career focused on software, systems integration, and program building and will be focused on driving ARR (Annual Recurring Revenue) sales throughout North America.

Market Sector Update – Mining, Oil & Gas



During Q2 the Company finalised contract negotiations for the development of a Digital Twin MVP project to help manage Major Hazard Risks for a Tier 1 miner. The MVP program will leverage existing Pointerra3D capability and workflows to help manage the complex risk associated with Tailings Management. The MVP development cycle will be delivered over three short sprints. Sprint 1 was completed in December 2024 with a showcase delivered to the Project Board and Executive prior to Christmas. Progress was well received, and Sprint 2 priorities are scheduled for completion in January 2025, followed by another senior leadership showcase at the end of the Month. The MVP program will be completed by the end of February 2025, with review of the success criteria and confirmation of adoption and ongoing funding expected during Q4. Future releases will include predictive modelling and analytics, and the resultant solution will be marketed as a best practice Tailings Management solution to global mining companies.

Pointerra has also been awarded a PoC by one of Australia's largest Oil and Gas producers for data processing and analytics. The PoC will be used to assess the value of remotely sensed data from a variety of sources, using Pointerra3D Analytics as a safer, more robust and objective methodology compared to existing processes. The current process of visual inspection is prone to subjectivity, access restrictions, lacks precision and is time and labour intensive. The focus of the PoC will be on upstream and midstream operations.

Contract negotiations were also been finalised with the same Oil and Gas producer, adopting Pointerra3D to support their Australian and PNG exploration activities, with implementation to complete during Q3.



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



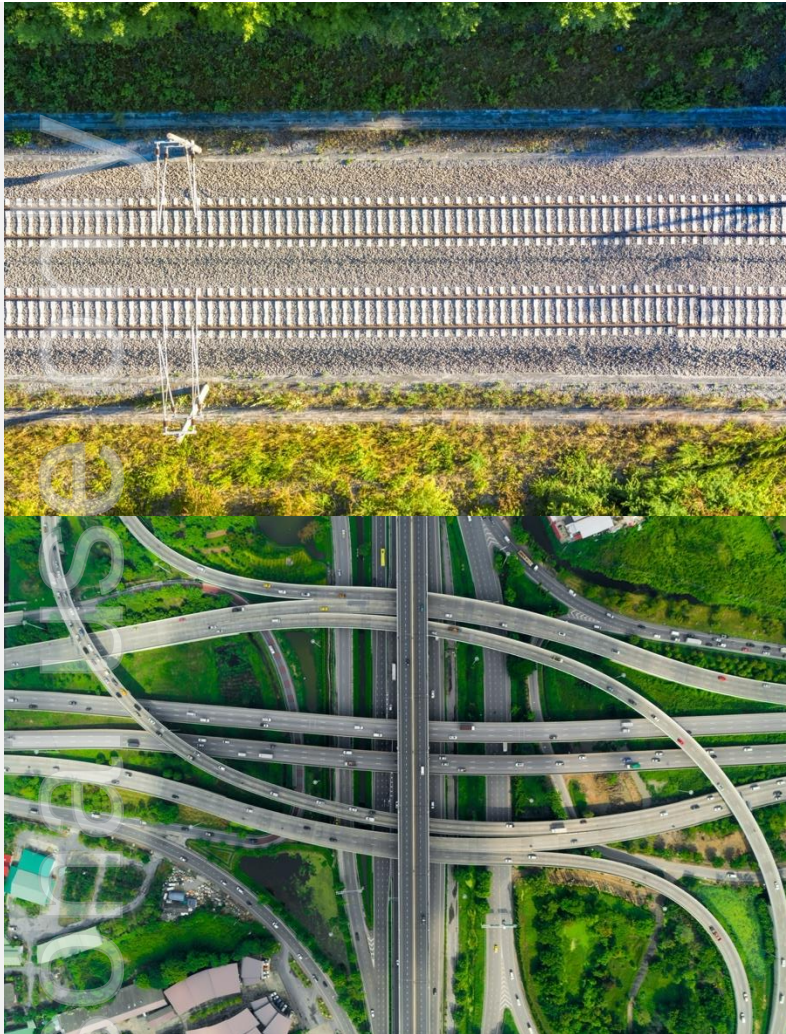
Numerous new sales prospects emerged this quarter through referrals from our partnership with Emesent. The team are also currently working with firms delivering several major infrastructure projects to demonstrate Pointerra3D Analytics for construction monitoring, progress reporting and clash detection.

Recent development work completed to support complex 3D design models and BIM provides Pointerra3D with a unique advantage over our main competitors in this sector, with our ability to segment models, run targeted analytics on specific components/disciplines, and integrate with issues identification and management platforms like Autodesk Construction Cloud (ACC).

By continuously enhancing Pointerra3D to differentiate from our competitors and drive adoption across this sector, the Company is well-positioned to achieve further ARR growth, driven by new client acquisition and deeper engagement with existing accounts, enabling us to expand usage and unlock additional customer spend. The AECO sector remains a key focus for Pointerra, offering significant growth opportunities, as we translate our success in Australia to the much larger North American and EMEA markets.



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



Pointerra's transport customers have embraced the new photogrammetry solution to transform and standardise their workflows, enhancing both efficiency and consistency across their operations. Working with numerous remote and dispersed drone operators, these organisations have been able to automate data processing and eliminate bottlenecks in their workflows. Pointerra3D allows them to de-centralise aerial data capture and processing without risking consistency or quality, ensuring that high-quality, decision-critical data becomes available almost immediately after flights, empowering teams to act swiftly and with confidence. The streamlined approach not only improves operational agility but also guarantees the timely delivery of standardised, actionable insights across diverse projects and geographies.

Pointerra's existing transport customers are supporting the sales process with a major European rail operator by showcasing the tangible value they derive from Pointerra3D. These reference customers highlight how the platform improves operations by providing seamless access to accurate, actionable geospatial data to support informed decision-making across their transport networks. By demonstrating the platform's scalability and efficiency in handling complex datasets, our current transport clients are validating Pointerra3D's ability to deliver measurable benefits, helping to build confidence and accelerate the decision-making process with the large European rail operator.

As the beta testing of our Transport Feature Extraction Analytics continues, building on the success of our market-leading Poles and Wires Analytics for the Utility sector, we have been generating metrics to reinforce our value proposition and ROI calculations. A direct comparison of the time required to produce an attributed model of a road network, using actual customer effort versus Pointerra3D workflows, demonstrated a remarkable 90% reduction in effort for the same output. These compelling results are being leveraged to showcase the solution's value and secure funding commitments for a multi-year road asset update program with a customer.



Market Sector Update – Defense & Intelligence



Defense and Intelligence remains a strategic priority for Pointerra, as we continue to develop opportunities both directly with government agencies and through collaborations with leading defense industry contractors. Our focus is on demonstrating the value of Pointerra3D in delivering advanced geospatial analytics and digital twin solutions that enhance mission-critical operations, situational awareness, and decision-making processes. By working closely with key stakeholders and industry leaders, we are positioning Pointerra as a trusted partner in supporting the digital transformation and operational efficiencies within the Defense and Intelligence sectors.

The announcement of the successful contractor for the US GRIDS IV program, for which Pointerra has bid as part of a consortium, has been delayed until March 2025. While this delay extends the decision-making timeline, we remain optimistic about the consortium's submission and continue to engage actively in related opportunities to reinforce Pointerra's role as a valuable contributor to US Defense Sector initiatives.

The team is also actively engaged with Indonesia's Geospatial Information Agency (Badan Informasi Geospasial - BIG) in support of their national mapping program. The initiative is a 10+ year program to map the entire country with LiDAR, being funded by International Agencies. Pointerra3D is being positioned as the foundational platform for data processing, analytics and dissemination. This is an important strategic opportunity for Pointerra as it showcases the platform's scalability and ability to support large-scale, long-term national projects. By becoming the foundational platform for Indonesia's mapping initiative, Pointerra3D can demonstrate its value in managing and analysing vast geospatial datasets, while also establishing a presence in Southeast Asia's growing geospatial market. Furthermore, the partnership positions Pointerra for potential future collaborations with other government agencies and international organisations seeking similar large-scale geospatial solutions.

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:

- ❖ **Photogrammetry Cloud Processing in Beta Testing:** A third-party photogrammetry engine has been licensed, and a cloud-based workflow for processing photos into products such as 3D Mesh, Orthophoto, and DEM products has been developed. This workflow is currently undergoing testing and refinement with key customers, with a general rollout planned for early Q3.
- ❖ **New Sharing Features Deployed:** The platform now supports a sharing model requiring recipients to have a Pointerra account to access shared data links. A streamlined sign-up process has been implemented to facilitate easy creation of free trial accounts for accessing share links. This new sharing model enhances security and enables audit tracking and reporting for customers using links to transfer or share data.
- ❖ **Poles and Wires and Tree Analytics Enhancements:** Several enhancements are being made to the electrical utilities and tree analytics tools to provide new capabilities for the US Department of Energy programs.
- ❖ **3D Tiling Pipeline UI/UX Enhancements:** The updated 3D tiling pipeline now supports the retention of metadata and attributes for 3D AEC/CAD/BIM models. User interface enhancements, including filtering, querying, and selection features utilising the new attributes, are in progress. These enhancements will improve analytics workflows, such as construction verification and clash detection.
- ❖ **Next-Generation Pointerra Point Cloud Format Deployed:** The latest update allows for the storage of arbitrary information channels with each point. Additionally, the server architecture has been re-engineered, leading to significant improvements in multi-user scalability. New visualisation and analytics functionalities leveraging this format are currently under development.
- ❖ **Alternative User Interface and Viewer Layouts Deployed:** New user interface options provide a more tailored experience for users conducting photo inspections or monitoring multi-epoch site progress.
- ❖ **Continued R&D Focus:** Research and development efforts continue to focus on applying neural network and other machine learning-based approaches to future analytics and visualization capabilities.



Q2 FY25 Quarterly Cashflow Commentary

 **Cash Receipts.** During the quarter ended 31 December 2024, the Company received A\$4.24 million from customers, which contributed to a net cash inflow from operating activities of A\$1.45 million for the quarter. Cash collections were driven by delivery efficiencies in material contracts and existing customer renewals, while US customer programs are expected to continue contributing during the balance of FY25 and beyond. Receipts from customers were the highest on record for a quarter, leading to the largest receipts and operating cash inflow over any 6-month period for the Company. Cash Receipts of A\$7.3 million for H1 FY25 compares favorably to A\$6.8 million cash receipts for full year FY24.

 **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 in line with expectations. 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 31 December 2024 was A\$4.60 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.

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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")

31 December 2024

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (6 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	4,243	7,321
1.2 Payments for		
(a) research and development	(540)	(1,470)
(b) product manufacturing and operating costs	(536)	(1,424)
(c) advertising and marketing	(41)	(89)
(d) leased assets	-	-
(e) staff costs	(1,175)	(2,696)
(f) administration and corporate costs	(483)	(1,031)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	1	2
1.5 Interest and other costs of finance paid	(22)	(37)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	1,181
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	1,447	1,757
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(11)	(16)
(d) investments	-	-
(e) intellectual property	-	(5)
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 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	(11)	(21)

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
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	(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)

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	2,994	2,720
4.2	Net cash from / (used in) operating activities (item 1.9 above)	1,447	1,757
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(11)	(21)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	(12)
4.5	Effect of movement in exchange rates on cash held	176	162
4.6	Cash and cash equivalents at end of period	4,606	4,606

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	4,555	2,943
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)	4,606	2,994

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	114
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>		

7. Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
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)	1,447
8.2 Cash and cash equivalents at quarter end (item 4.6)	4,606
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	4,606
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:20 January 2025.....

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.