



# Pointerra

## ASX Announcement

6 December 2021

### Managing Director's Presentation - 2021 AGM

The presentation to be made by Pointerra's Managing Director at today's 2021 AGM is attached.

A video recording of the presentation will shortly be made available at the Company's website ([www.pointerra.com](http://www.pointerra.com)) and can also be found at the Company's YouTube channel ([https://www.youtube.com/channel/UCc2xjgjbTgmk4T\\_oNFRvzNg](https://www.youtube.com/channel/UCc2xjgjbTgmk4T_oNFRvzNg)).

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

**ENDS**



# Pointerra

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**2021 AGM  
Presentation**

6 December 2021

# 3D



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## 3D Data – a global workflow problem

3D data is generated and used every day, all over the world and there are numerous problems in creating, managing, using, analysing, interpreting and sharing 3D data.

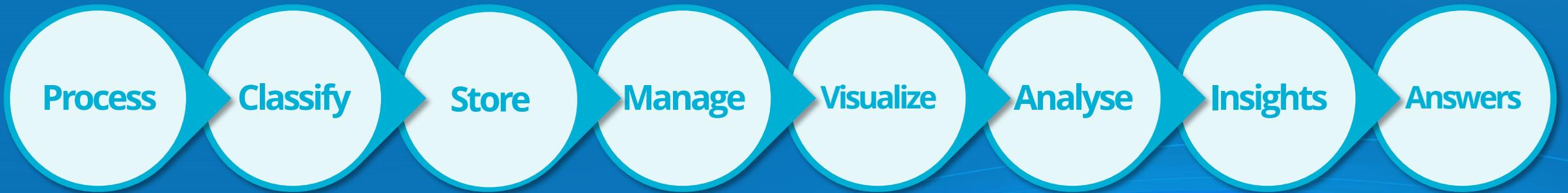
These are long-standing challenges that inhibit operational management, safety, security and efficiency outcomes for companies, governments and communities that are required to design, construct, operate, manage & govern the physical world in 3D.

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# 4 Pointerra3D – the global 3D data solution

 **Pointerra3D** is the world's fastest true end-to-end 3D data solution.



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# 5 Pointerra 3D - market sector breakdown

**CORPORATE**



**PRODUCT**



**SECTORS &  
INDUSTRIES**

SURVEY &  
MAPPING

AEC

UTILITIES

TRANSPORT

MINING,  
OIL & GAS

DEFENSE &  
INTELLIGENCE



# Pointerra3D



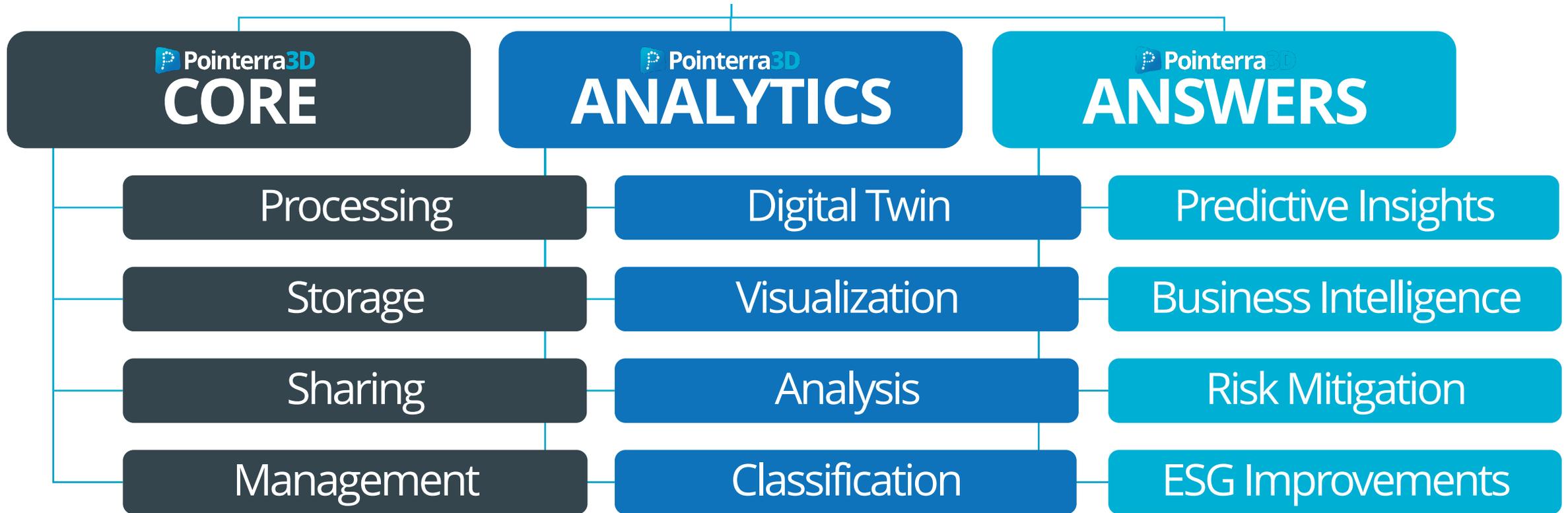
**Pointerra3D ANSWERS** delivers the predictive insights that enable **definitive answers** to physical asset management questions – e.g. 3dinsight.ai

**Pointerra3D ANALYTICS** creates a **digital twin** to enable timely and intelligent analysis of the physical world.

**Pointerra3D CORE** is the baseline platform that delivers a game-changing **3D data workflow solution**.



# Pointerra3D





## Why Pointerra? What our customers tell us.

- **Pointerra3D's** speed, smarts, scale and on demand accessibility delivers efficiencies, cost savings, ESG improvements and risk mitigation that have never been seen in this industry.
- **Pointerra3D's** transformation of the 3D data equation means that enterprise customers can now access definitive insights much earlier.
- **Pointerra3D** enables large organizations to become proactive rather than reactive in their management of infrastructure assets, which reduces OPEX and optimizes CAPEX.

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# 9 FY21 Full Time Review > Step-Change Events

Headcount Growth

▲ **12 to 29**  
full time employees



**Solution development  
delivers new customers  
and ACV growth from  
existing customers**

ACV Growth

▲ **240%**

**July 2020 > July 2021**  
(US\$2.87m > US\$9.80m)

Cash Receipts from customers

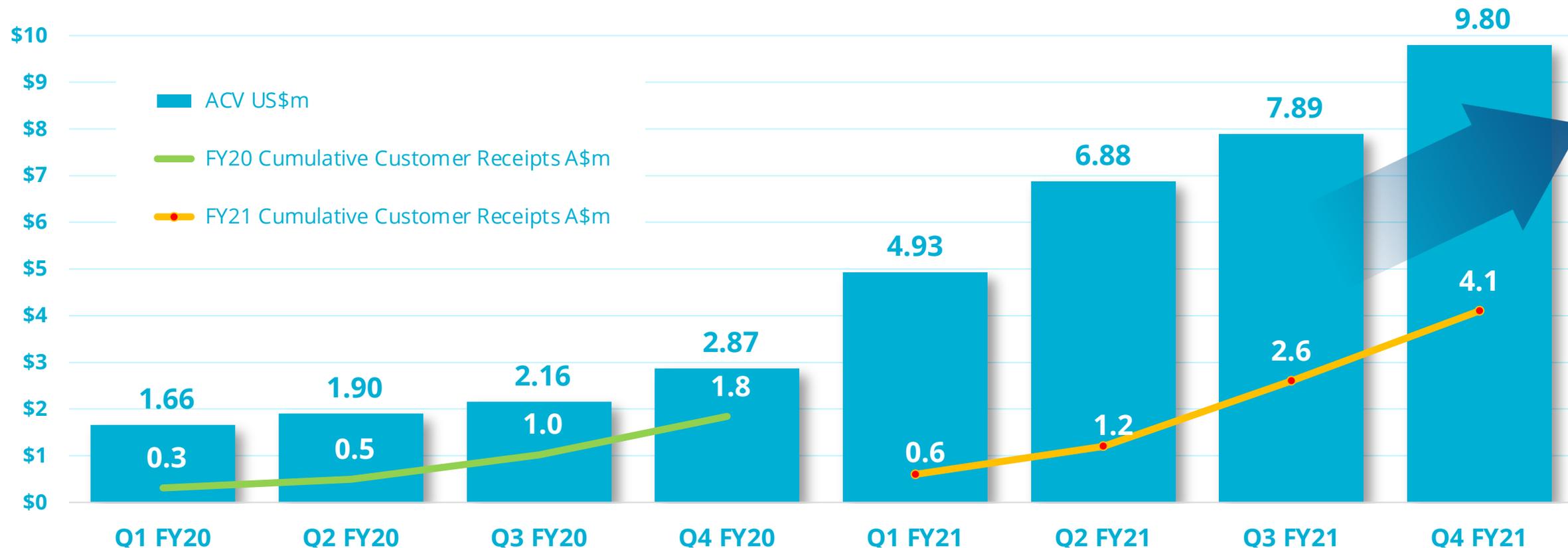
**\$4.1 Million**  
for FY21 full year

\$1.4 Million for Q4

# It's always been about **sales execution**...



## Pointerra FY20 & FY21 Cumulative Cash Receipts (A\$m) & ACV (US\$m)



- Funded for further organic ACV growth through new Platform Development, BD and Sales hires
- Evaluating further strategic tuck-in acquisitions for step-changes in ACV growth
- Reporting ACV quarterly or more frequently when material changes occur



## ACV growth underpinned by customer-led engagement, focused on solving workflow problems – “automating the manual” and “simplifying the complex”

- ✓ Solution development expansion – Core, Analytics, Answers
- ✓ Existing customers continue to grow their \$\$ ACV spend
- ✓ Negligible churn and increasing network effect in key growth sectors

## Utility sector in US continues to lead the way

- ✓ Direct contracting with utilities and via their mapping providers
- ✓ Enormous TAM (Total Addressable Market) in US and globally
- ✓ Pointerra’s solution delivers material savings, QA and ESG outcomes

## Recent BD & Sales hires targeting new growth sectors

- ✓ Defense (US principally)
- ✓ Surveying/Mapping
- ✓ AEC (Architecture/Engineering/Construction)

## Expansion of US and Australian team

- ✓ Quality, experienced, mature individuals = consistent outcomes
- ✓ Pointerra becoming a “destination employer” in the global geospatial sector
- ✓ People will underpin our continued ACV growth



## Outlook – Calendar 2022

- Material growth in ACV expected from US utilities, global AEC, Mining, Oil & Gas sectors
- Growth in personnel across development, product and sales teams through hires that deliver deep domain knowledge across target market segments to deliver ACV growth
- Targeted M&A tuck-in acquisitions (similar to Airovant) to supplement hiring strategy and provide step-change uplift in domain knowledge and capability across growth sectors and grow ACV

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