



Pointerra

Digital Twins
Simply *faster*.

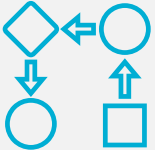
Full Year Preliminary Results Presentation

For the year ended
30 June 2023

Pointerra3D – A High-Growth SaaS Company



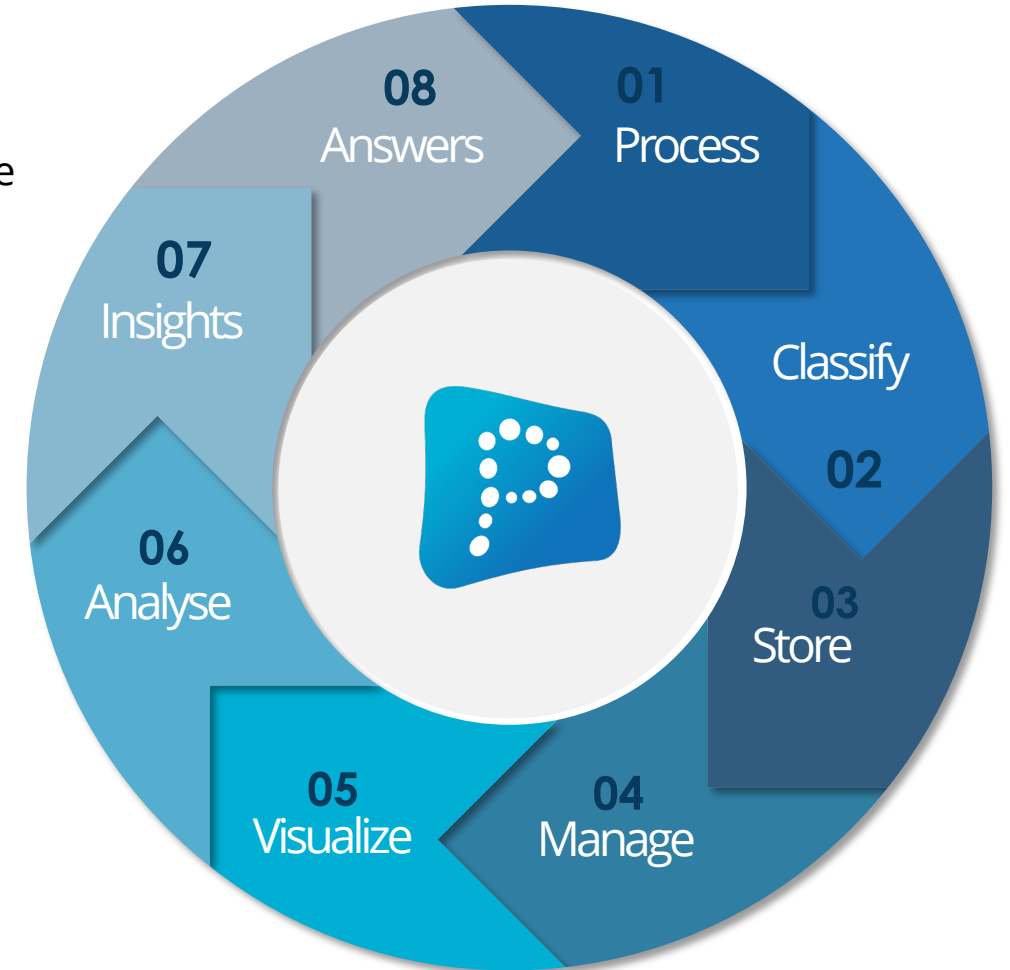
Pointerra3D – the world's fastest true end-to-end digital twin solution, leveraging proprietary patented algorithms and technology via an innovative and unique cloud subscription business model.



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.



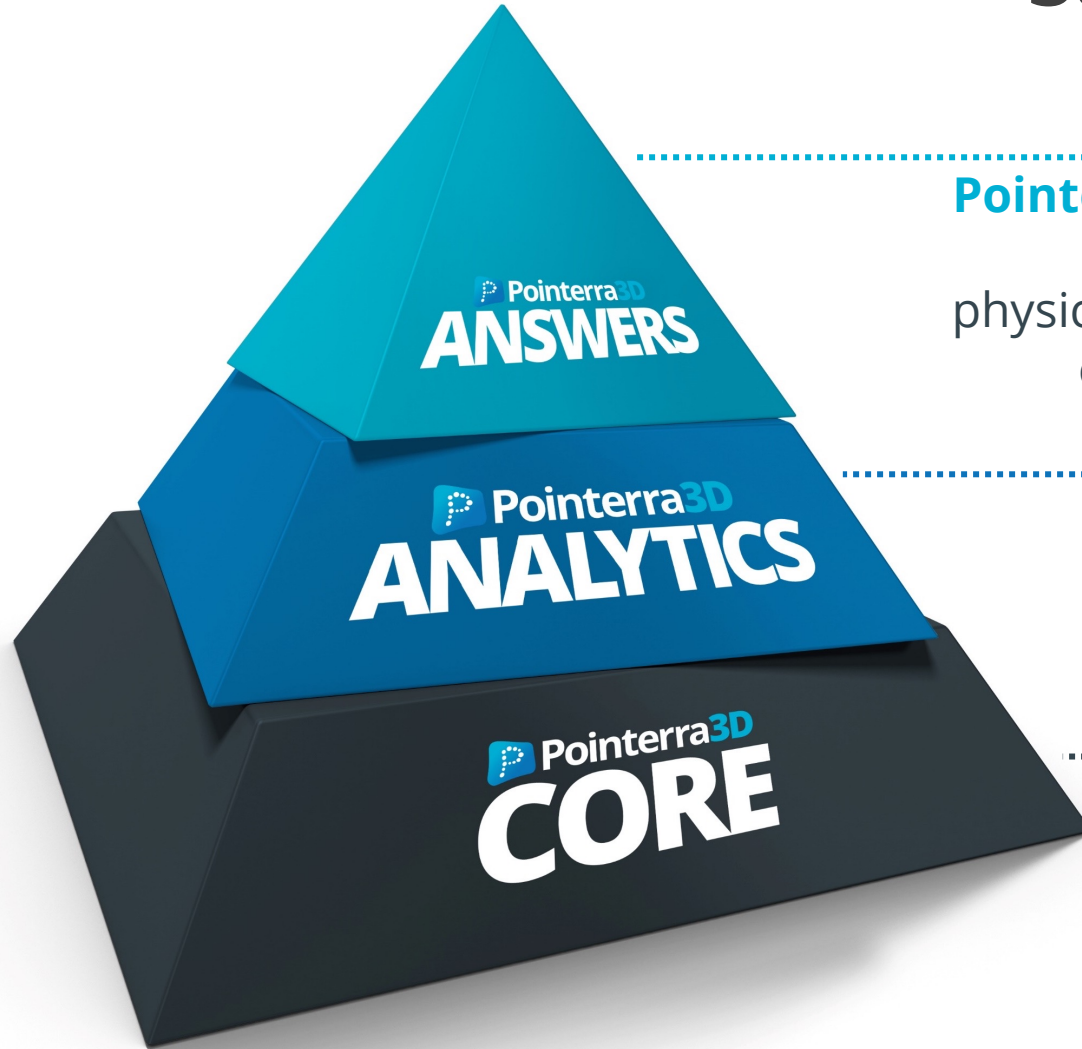
Pointerra3D's digital twin solution stores, processes, manages, analyses, extracts, visualises and shares the key insights from massive 3D datasets at **a level of speed, smarts and scale** that is unprecedented.





Pointerra3D

A Unique Digital Twin SaaS Business Model



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.



Pointerra's Self-Funding Growth Strategy

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.



FY23 Year in Review

Customer Cash Receipts

A\$9.4m

▲ **21%** (2022: A\$7.8m)

Customer Invoicing

A\$8.8m

▼ **12%** (2022: A\$10.0 million)

Reported Revenue

A\$8.3m

▼ **22%** (2022: A\$10.7 million)

Deferred Revenue

A\$2.7m

▲ **108%** (2022: A\$1.3 million)

Receivables

A\$2.7m

▼ **23%** (2022: A\$3.5 million)

FY24 YTD Cash Inflows

A\$4.7m

(All sources including Cap Raise)



FY23 Highlights – Consolidation & Platform for Growth



Record Cash Receipts

FY23 cash receipts A\$9.4 million, up 21% on FY22 despite enterprise customer program delays experienced during FY23



H2 FY23 Operating Result Improvement v H1 FY23

H2 FY23 EBITDA loss A\$1.2 million, improvement of 61% over H1 FY22 result highlights focused cost constraint



Sector Expansion Diversifies Customer Concentration Risk

Enterprise customer revenue growth generated across transport, mining, oil & gas sectors while power utility customer programs were delayed



Platform & Product Development Growth

Continued investment in customer-driven R&D across multiple sectors provides impetus for continued growth in platform spend by customers



New Customers - Competitive Tender & Organic Sales Success

New enterprise customer acquisition through competitive tender and process-driven sales activities demonstrating sustainable competitive advantage of Pointerra3D



Existing Customers Renew & Grow Spend

Existing enterprise customers continue to re-commit to Pointerra3D and grow their platform spend, underlining scalability of revenue model



FY24 Outlook – Growth Trajectory Resumes

US Energy Utility Program Delays Expected to Resolve

Key US energy utility sector growth trajectory expected to resume in FY24 as program delays that impacted FY23 results are resolved

Emerging US Energy Utility CAPEX Programs

Targeted (customer driven) platform development activities focused on improving timing and cost efficiency of emerging US energy utility CAPEX programs already yielding results with work won and new opportunities accelerating

Global Mining, Oil & Gas Sector Growth

Existing and new Tier-1 customers expected to grow their spend across Pointerra3D Core and Analytics as the adoption of Digital Twin solutions becomes operationalised to drive construction, production, safety and compliance outcomes

Laser Focus on Profitability and Cashflow Positive Operations

Expected return to cashflow positive operations following resolution of program delays

ACV Reporting

Company to look to move from ACV reporting to ARR as a more suitable SaaS reporting measure

Funded to execute strategic growth initiatives

Accelerating the recruitment of senior business development resources in the Company's key US market, targeting the recent surge in domestic investment in civil infrastructure assets across the power, water, road and rail sectors, capitalising on the surge in demand for digital twin solutions like Pointerra3D.





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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 2023

Previous corresponding period:

Year ended 30 June 2022

2. Results for announcement to the market

\$

2.1	Revenue from ordinary activities	Down	22%	to	8,351,538
2.2	Loss from ordinary activities for the period after tax attributable to members	Up	67%	to	(4,468,338)
2.3	Net loss for the period attributable to members	Up	70%	to	(4,504,839)
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 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\$7.3 million of subscription income by paying customers as well as A\$1 million Research and Development (R&D) refundable tax offset. Receipts from customers increased by 21% to A\$9.4 million. Short-term US energy utility customer program delays impacted work commencement, invoicing, and cash collection in FY23. A\$1.8 million was received from customers in July 2023.					
Loss from ordinary activities for the period includes depreciation and amortisation expense of A\$0.17million and share-based payment expense credit of A\$0.39 million.					

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

	Reporting Period 30 June 2023 \$	Previous Corresponding Period 30 June 2022 \$
Revenue	7,331,188	9,801,575
Other income	1,020,349	858,531
Expenses		
Cost of platform services	(959,753)	(470,179)
Cost of non-recurring project services	(2,187,766)	(1,230,912)
Employee benefits expense	(5,403,250)	(4,997,620)
Administrative expenses	(160,060)	(294,056)
Advertising and marketing expenses	(229,784)	(222,080)
Compliance and regulatory expenses	(559,838)	(567,764)
Research and development expenses	(2,033,476)	(1,463,001)
Share-based payment expenses	385,499	(1,302,448)
Impairment expense	-	(1,360,434)
Depreciation and amortisation expenses	(170,728)	(278,447)
Other expenses	(1,500,719)	(1,436,827)
Loss before income tax	(4,468,338)	(2,963,662)
Income tax expense	-	290,063
Loss after income tax for the year	(4,468,338)	(2,673,599)
Other comprehensive income for the year		
Items that may be reclassified subsequently to profit or loss:		
Exchange differences on translating foreign operations	(36,501)	17,285
Total comprehensive loss for the year net of tax attributable to members of the Company	(4,504,839)	(2,656,314)
Loss per share attributable to members of the Company		
Basic loss per share (cents)	(0.66)	(0.39)
Diluted loss per share (cents)	(0.66)	(0.39)

4. Consolidated Statement of Financial Position

	Note	Reporting Period 30 June 2023 \$	Previous Corresponding Period 30 June 2022 \$
Current Assets			
Cash and cash equivalents		1,491,823	3,596,423
Trade and other receivables		2,722,715	3,501,614
Other assets		68,985	8,340
Total Current Assets		4,283,523	7,106,377
Non-Current Assets			
Plant and equipment		101,421	182,704
Intangible assets		59,854	77,669
Right of use assets		237,221	284,616
Total Non-Current Assets		398,496	544,989
Total Assets		4,682,019	7,651,366
Current Liabilities			
Trade and other payables		2,615,012	2,231,547
Lease liabilities		81,092	64,263
Deferred revenue		2,712,339	1,287,491
Provisions		639,089	406,619
Total Current Liabilities		6,047,532	3,989,920
Non-Current Liabilities			
Lease liabilities		215,789	284,318
Provisions		-	88,092
Total Non-Current Liabilities		215,789	372,410
Total Liabilities		6,263,321	4,362,330
Net Assets/(Liabilities)		(1,581,302)	3,289,036
Equity			
Issued capital		13,856,745	13,836,745
Reserves		3,408,716	3,830,716
Accumulated losses		(18,846,763)	(14,378,425)
Total Equity		(1,581,302)	3,289,036

5. Consolidated Statement of Cash Flows

	Reporting Period 30 June 2023 \$	Previous Corresponding Period 30 June 2022 \$
Cash flows from operating activities		
Proceeds from customers	9,378,005	7,753,581
Payments to suppliers and employees	(12,322,268)	(9,908,200)
Interest paid	-	(56,177)
Interest received	525	-
Government tax incentives received	922,224	618,371
Net cash flows used in operating activities	(2,021,514)	(1,592,425)
Cash flows from investing activities		
Payments to acquire property, plant and equipment	(14,072)	(74,032)
Payments to acquire intangible assets	(10,306)	(36,527)
Net cash flows used in investing activities	(24,378)	(110,559)
Cash flows from financing activities		
Proceed from loan shares	-	54,173
Payments for lease payments	(51,700)	(61,586)
Net cash used in financing activities	(51,700)	(7,413)
Net (decrease) in cash and cash equivalents	(2,097,592)	(1,710,397)
Effect of movement in exchange rates on cash held	(7,008)	127,457
Cash and cash equivalents at the beginning of the year	3,596,423	5,179,363
Cash and cash equivalents at the end of the year	1,491,823	3,596,423

6. Consolidated Statement of Changes in Equity

	Issued capital	Share-based payment reserve	Foreign exchange reserve	Accumulated losses	Total
	\$	\$	\$	\$	\$
Balance 1 July 2021	13,782,572	2,490,760	20,223	(11,704,826)	4,588,729
Loss for the year	-	-	-	(2,673,599)	(2,673,599)
Other comprehensive income for the year	-	-	17,285	-	17,285
Total comprehensive loss for the year	-	-	17,285	(2,673,599)	(2,656,314)
Transactions with owners recorded directly in equity					
Proceeds from loan shares	54,173	-	-	-	54,173
Share issue costs	-	-	-	-	-
Share-based payments	-	1,302,448	-	-	1,302,448
Balance 30 June 2022	13,836,745	3,793,208	37,508	(14,378,425)	3,289,036
Balance 1 July 2022	13,836,745	3,793,208	37,508	(14,378,425)	3,289,036
Loss for the year	-	-	-	(4,468,338)	(4,468,338)
Other comprehensive income	-	-	(36,501)	-	(36,501)
Total comprehensive loss for the year	-	-	(36,501)	(4,468,338)	(4,504,839)
Transactions with owners recorded directly in equity					
Shares in lieu of services received	20,000	-	-	-	20,000
Share issue costs	-	-	-	-	-
Share-based payments	-	(385,499)	-	-	(385,499)
Balance 30 June 2023	13,856,745	3,407,709	1,007	(18,846,763)	(1,581,302)

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

Date dividend is payable N/A

Record date to determine entitlements to the dividend N/A

If it is a final dividend, has it been declared? N/A

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

N/A

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

N/A

9. Net tangible asset (NTA) backing

	Reporting Period 30 June 2023	Previous Corresponding Period 30 June 2022
Net tangible asset backing per ordinary security (cents)	0.24	0.39

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

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:

Since the end of the financial year the Company completed a Placement with existing and new institutional, professional, and sophisticated investors for 16,666,667 new fully paid ordinary shares in at a price of \$0.12 each, raising \$2 million before costs.

The Placement was undertaken in conjunction with a non-underwritten Share Purchase Plan (SPP) which gives existing eligible shareholders with a registered address in Australia or New Zealand the opportunity to subscribe for new shares at a price of \$0.12 each up to an additional \$1.5 million (before costs). Applications and payment must be received by 5.00pm (Perth time) on Wednesday 13th September 2023 with proposed issue of SPP shares on Wednesday 20th September 2023.

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 2023	Previous Corresponding Period 30 June 2022
Basic EPS (cents per share)	(0.66)	(0.39)
Diluted EPS (cents per share)	(0.66)	(0.39)

14.2 Returns to shareholders (Including distributions and buy backs)

	Reporting Period 30 June 2023 \$	Previous Corresponding Period 30 June 2022 \$
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 unique 3D geospatial data technology 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)

- | | |
|--|--|
| <input checked="" type="checkbox"/> The accounts have been audited. | <input type="checkbox"/> The accounts have been subject to review. |
| <input checked="" type="checkbox"/> The accounts are in the process of being audited or subject to review. | <input type="checkbox"/> 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

18. Any other information

During the reporting period, line items of previous corresponding period in the Consolidated Statement of Profit or Loss and Other Comprehensive Income have been reclassified to be more aligned with nature of expense and enhance comparability of information including: A\$790,255 from administrative expenses to cost of project services; and reallocation from cost of services of A\$910,837 to cost of project services A\$440,658 and cost of platform services \$470,179. The reclassification did not impact the Company's net Profit or Loss and Other Comprehensive Income for the previous corresponding period.

Sign here: 
(Director)

Date: 31 August 2023

Print name: Ian Olson