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# Pointerra

## Full Year Preliminary Results Presentation

For the year ended  
30 June 2022

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# FY22 Year in Review

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Annual Contract Value

**US\$18.2m**

▲ **86%** (2021: US\$9.8m)

Customer Revenue

**A\$9.66m**

▲ **143%** (2021: A\$3.98 million)

Underlying EBITDA\*

**-A\$0.40m**

▲ **68%** (2021: -A\$1.27 million)  
[\*adjusted for share based payments expense]

Customer Cash Receipts

**A\$7.85m**

▲ **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*

- Growth across Pointerra's 6 key market sectors delivered 86% annual improvement in ACV with majority delivered by the Company's standout US Utilities sector
- Growth in revenue from customers to A\$9.66m reflects award of material contracts coupled with increased spend by existing customers plus new customers added during the year
- Lower underlying EBITDA loss of only -A\$0.40m (FY21 -A\$1.27m) reflects scaling customer revenue compared to more modest growth in operating costs
- 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
- Cash balance of A\$3.60m and customer receivables of \$3.49m demonstrates self-funding business model
- 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





# FY23 Outlook – *multiple pathways to profitability*

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- FY23 presents multiple opportunities across each of Pointerra's 6 key market sectors to generate recurring 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. Current tenders lodged for 7-figure annual multi-year subscriptions.
- 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 to a sophisticated digital twin solution that delivers value to customers and sticky, high-margin recurring revenue streams to shareholders.



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# Pointerra

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## 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 2022

Previous corresponding period:

Year ended 30 June 2021

2. Results for announcement to the market

			\$
2.1	Revenue from ordinary activities	Up	126% to 10,340,822
2.2	Loss from ordinary activities for the period after tax attributable to members	Up	105% to (3,098,042)
2.3	Net loss for the period attributable to members	Up	105% to (3,098,042)
<b>2.4</b>	<b>Dividends</b>	Amount per security	Franked amount per security
	Final dividend	Nil	N/A
	Interim dividend	Nil	N/A
<b>2.5</b>	<b>Record date for determining entitlements to the dividends</b>	N/A	
<b>2.6</b>	<b>Brief explanation of any of the figures reported above to enable the figures to be understood:</b>		
	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 \$9,656,870 of subscription income by paying customers as well as \$683,952 of a Research and Development (R&D) refundable tax offset, as a result of the company's continued efforts in developing its world-first Data as a Service solution for 3D data.		
	Loss from ordinary activities includes depreciation, amortisation, and impairment expense of \$1,686,976 and share based payment expense of \$1,302,448.		

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

	Note	Current Period 30 June 2022 \$	Previous Corresponding Period 30 June 2021 \$
Revenue		9,656,870	3,983,603
Other income		683,952	591,011
<b>Expenses</b>			
Cost of services		(910,837)	(312,155)
Administrative expenses		(6,187,089)	(3,125,560)
Advertising and marketing expenses		(222,080)	(17,046)
Compliance and regulatory expenses		(567,764)	(423,735)
Research and development expenses		(1,463,001)	(1,462,279)
Share based payment expenses		(1,302,448)	(235,723)
Impairment expense		(1,360,434)	-
Other expenses		(1,715,274)	(507,448)
<b>Loss before income tax</b>		<b>(3,388,105)</b>	<b>(1,509,332)</b>
Income tax expense		290,063	-
<b>Loss after income tax for the year</b>		<b>(3,098,042)</b>	<b>(1,509,332)</b>
Other comprehensive income for the year		17,285	36,836
<b>Total comprehensive loss for the year Net of tax attributable to members of the Company</b>		<b>(3,080,757)</b>	<b>(1,472,496)</b>
<b>Loss per share attributable to members of the Company</b>			
Basic loss per share (cents)		(0.46)	(0.23)
Diluted loss per share (cents)		(0.46)	(0.23)



4. Statement of Financial Position

	Note	Current Period 30 June 2022 \$	Previous Corresponding Period 30 June 2021 \$
<b>Current Assets</b>			
Cash and cash equivalents		3,596,423	5,179,363
Trade and other receivables		3,487,144	1,051,698
Other		8,342	12,765
<b>Total Current Assets</b>		7,091,909	6,243,826
<b>Non-Current Assets</b>			
Plant and equipment		182,704	204,034
Other intangible assets		77,669	1,584,332
Right of use assets		284,616	332,711
<b>Total Non-Current Assets</b>		544,989	2,121,077
<b>Total Assets</b>		7,636,898	8,364,903
<b>Current Liabilities</b>			
Trade and other payables		2,569,503	1,710,531
Borrowings		48,773	-
Lease liabilities		64,263	85,228
Deferred revenue		1,447,600	1,134,275
Provisions		406,619	229,273
<b>Total Current Liabilities</b>		4,536,758	3,159,307
<b>Non-Current Liabilities</b>			
Deferred tax liability		-	311,916
Lease liabilities		284,318	304,951
<b>Total Non-Current Liabilities</b>		284,318	616,867
<b>Total Liabilities</b>		4,821,076	3,776,174
<b>Net Assets</b>		2,815,822	4,588,729
<b>Equity</b>			
Issued capital		13,787,974	13,782,572
Reserves		3,830,716	2,510,983
Accumulated losses		(14,802,868)	(11,704,826)
<b>Total Equity</b>		2,815,822	4,588,729



5. Consolidated Statement of Cash Flows

	Current Period 30 June 2022 \$	Previous Corresponding Period 30 June 2021 \$
<b>Cash flows from operating activities</b>		
Receipts from customers	7,853,399	4,069,794
Payments to suppliers and employees	(9,218,784)	(4,885,089)
Interest and other costs of finance paid	(27,372)	(30,379)
Interest received	-	1,146
Government grants and tax incentives	-	590,258
<b>Net cash flows used in operating activities</b>	<b>(1,392,757)</b>	<b>(254,270)</b>
<b>Cash flows from investing activities</b>		
Payments to acquire property, plant and equipment	(164,021)	(108,425)
Payments to acquire intangible and other assets	(28,088)	(28,605)
<b>Net cash flows used in investing activities</b>	<b>(192,109)</b>	<b>(137,030)</b>
<b>Cash flows from financing activities</b>		
Proceeds from shares issued	5,400	3,300,000
Payment of share issue costs	-	-
Lease payments	(59,218)	(59,218)
<b>Net cash (decrease)/increase from financing activities</b>	<b>(53,818)</b>	<b>3,240,782</b>
<b>Net (decrease)/ increase in cash and cash equivalents</b>	<b>(1,638,684)</b>	<b>2,849,482</b>
Effect of movement in exchange rates on cash held	55,744	(6,992)
Cash and cash equivalents at the beginning of the year	5,179,363	2,336,873
<b>Cash and cash equivalents at the end of the year</b>	<b>3,596,423</b>	<b>5,179,363</b>



6. Consolidated Statement of Changes in Equity

	Issued capital \$	Share-based payment reserve \$	Foreign exchange reserve \$	Accumulated losses \$	Total \$
<b>Balance at 1 July 2020</b>	9,175,895	2,255,037	(16,613)	(10,195,494)	1,218,825
Loss for the year	-	-	-	(1,509,332)	(1,509,332)
Other comprehensive income	-	-	36,836	-	36,836
<b>Total comprehensive loss for the year</b>	-	-	36,836	(1,509,332)	(1,472,496)
<b>Transactions with owners recorded directly in equity</b>					
Shares issued	4,606,677	-	-	-	4,606,677
Share issue transaction costs	-	-	-	-	-
Share-based payments	-	235,723	-	-	235,723
<b>Balance as at 30 June 2021</b>	13,782,572	2,490,760	20,223	(11,704,826)	4,588,729
<b>Balance at 1 July 2021</b>	13,782,572	2,490,760	20,223	(11,704,826)	4,588,729
Loss for the year	-	-	-	(3,098,042)	(3,098,042)
Other comprehensive income	-	-	17,285	-	17,285
<b>Total comprehensive loss for the year</b>	-	-	17,285	(3,098,042)	(3,080,757)
<b>Transactions with owners recorded directly in equity</b>					
Shares issued	5,402	-	-	-	5,402
Share issue transaction costs	-	-	-	-	-
Share-based payments	-	1,302,448	-	-	1,302,448
<b>Balance as at 30 June 2022</b>	13,787,974	3,793,208	37,508	(14,802,868)	2,815,822



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
<b>Final dividend:</b> Current year	Nil	N/A	N/A
<b>Interim dividend:</b> Current year	Nil	N/A	N/A

**Total dividend (distribution) per security (interim plus final)**

	Current 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

	Current Period 30 June 2022 \$	Previous Corresponding Period 30 June 2021 \$
Net tangible asset backing per ordinary security (cents)	0.36	0.39

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**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)	
	Current period	Previous corresponding period	Current period \$	Previous corresponding period \$
Equity accounted associates and joint venture entities				
<b>Total</b>	N/A	N/A	N/A	N/A
Other material interests				
<b>Total</b>	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:

On 4 June 2021 (PY), the Company purchased the business assets and undertakings of US drone-based digital asset management business, Airovant LLC ("Airovant"). Pursuant to the Business and Assets Sale Agreement ("the Agreement"), the consideration was USD\$1 million which was agreed to be issued in shares using the closing price on execution of the Agreement. The Net Assets acquired have been impaired in full at the reporting date.

## 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 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)

	Current Period 30 June 2022	Previous Corresponding Period 30 June 2021
Basic EPS (cents per share)	(0.46)	(0.23)
Diluted EPS (cents per share)	(0.46)	(0.23)

**14.2 Returns to shareholders (Including distributions and buy backs)**

	Current Period 30 June 2022 \$	Previous Corresponding Period 30 June 2021 \$
Ordinary securities	N/A	N/A
Preference securities	N/A	N/A
Other equity instruments	N/A	N/A
<b>Total</b>	<b>N/A</b>	<b>N/A</b>

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 one reportable segment, being the development and commercialisation of its unique 3D geospatial data technology.

**14.5 Report on trends in performance**

N/A

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**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 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

Sign here:  .....  
(Director)

Date: 31 August 2022

Print name: Ian Olson

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