



# Pointerra Limited

## ASX Announcement

20 September 2021

### Pointerra awarded multiple projects totalling A\$2.1 million

Pointerra Limited (ASX: 3DP) (Pointerra; Company) is pleased to provide an update on enterprise customer project awards during the month of September 2021.

#### Highlights:

- **Florida Power & Light and NextEra Energy – A\$1.55 million across 4 projects**
- **Pacific Gas & Electric – A\$0.25 million 6-month vegetation R&D project**
- **Gridvision – A\$0.26 million across 2 projects for global tier-1 miner**

The Company's recently released June 2021 Quarter (Q4 FY21) activities and cashflow report, which was released to the market on 29 July, outlined a range of platform and customer developments achieved during Q4 FY21.

Subsequent to the release of this report the Company has made further progress in platform development and customer spend across key sectors including power utilities, road transport infrastructure, mining & extractive industries and facilities management.

This progress is consistent with Pointerra's strategy of leveraging its core competitive advantage (using 3D data to answer questions and solve problems for customers) to create deep sector solutions and provide compelling rationale for existing customers to grow their spend and for new customers to sign up to Pointerra's world-class digital asset management platform, Pointerra3D.

#### US utility customers – new projects set to grow customer ACV spend

The Company has been retained by existing customers Florida Power & Light (FPL), NextEra Energy (NextEra) and Pacific Gas & Electric (PGE) to undertake defined scope projects designed to confirm Pointerra3D's ability to support the additional requirements of these large power utility customers.

The projects are separate to the ongoing enterprise deployment of Pointerra3D with these customers and whilst the individual contract amounts are not material, the Company expects that the successful completion of these projects will further add to growth in enterprise subscription levels, which will ultimately be reflected in the Company's regularly reported ACV.



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**FPL vegetation growth predictive analytics project.** FPL has awarded Pointerra a US\$0.63 million project to study and model the likely impact on powerline infrastructure of growth in vegetation adjacent to the powerline network over a 16-month period, commencing September 2021.

Using multiple aerial captures with multiple sensors over the project period Pointerra3D will model change (delta) in vegetation growth and use the delta combined with species detection analytics to predict vegetation growth. The expected outcome for FPL is better (more intelligent) scheduling of vegetation management activities, which is a significant part of the utility's ongoing network asset management operations.

**FPL network change detection project.** FPL has awarded Pointerra a US\$0.40 million project working with FPL aerial capture contractor SMG (also a Pointerra customer) using Pointerra3D to perform change detection after significant weather events over a 4-month period, commencing September 2021.

During the project, SMG will fly 3 separate epochs over a 4-month period (with the first being the "baseline" epoch) so that Pointerra3D can be used to rapidly determine changes to the network as well as adjacent vegetation and built form. The objective of the project is to demonstrate that FPL can use aerial LiDAR capture following storm/hurricane/weather events to rapidly determine the impact on its network and more intelligently schedule network maintenance and reconstruction activities.

**NextEra Energy renewable energy expansion project.** NextEra (the parent company of FPL) has awarded Pointerra a US\$0.05 million project that will utilise aerial drone capture to help NextEra plan the rollout of renewable energy sites across their service area using Pointerra3D. Pointerra expects that successful completion of the project will lead to greater use of Pointerra3D by NextEra as it grows investment in renewable energy solutions across the US.

**FPL – Pointerra3D and Poleforeman integration project.** FPL has awarded Pointerra a US\$0.05 million project to work with ASX listed ikeGPS Group Limited (IKE) to demonstrate the benefits of integrating the output of IKE's highly regarded Poleforeman utility pole engineering software into Pointerra3D. Pointerra and IKE have previously collaborated on project work with FPL and both companies expect that the integration project will lead to ongoing projects that deliver Poleforeman output into the Pointerra3D platform for use across the FPL enterprise.

**PGE – vegetation management analytics project.** Pacific Gas & Electric (PGE) has awarded Pointerra a US\$0.18 million 6-month R&D project to further develop Pointerra3D platform analytics to support vegetation management by the utility. The project is separate to the ongoing deployment of Pointerra3D across the PGE enterprise.



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## Digital twin solutions for mining sector

Pointerra has been working with electrical engineering specialists Gridvision (<https://gridvision.com.au>) throughout 2020 and 2021 to develop power utility solutions for mutual customers in the mining sector in Australia.

The new digital twin solution combines the deep subject matter expertise of Gridvision with Pointerra3D's platform and analytics capability to build detailed digital twins of mine power grids, which are utilised for traditional vegetation management and asset condition assessment, as well as a range of emerging use cases to support non-process civil infrastructure management on mine sites.

During September Pointerra was awarded 2 projects totalling A\$0.27 million to support Gridvision in mine powerline data capture and analytics campaigns for the power infrastructure network of a global tier-1 miner's Australian operations.

The award of these 2 sites in September brings to 4 the number of sites that the solution has been implemented on, for a combined contract value of A\$0.46 million.

Endorsement of the Pointerra3D solution by electrical engineering teams is expected to accelerate adoption and spend by Pointerra's mining sector customers as other business units are exposed to the technology and how it can solve their specific challenges.

The addition of these non-process infrastructure solutions for the mining sector to Pointerra3D's existing portfolio of haul road compliance, pit/tailings/stockpile measurement, drone data management and autonomous vehicle fleet data analytics solutions is further expected to help grow the spend by existing mining and extractive industries customers.

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

For more information, please contact:

**Ian Olson**

**Managing Director, Pointerra**

+61 417 998 328

[ian.olson@pointerra.com](mailto:ian.olson@pointerra.com)