27 October 2021

ASX ANNOUNCEMENT (ASX: 3DP)

Presentation at Canaccord Genuity South-West Connect ASX Showcase

Pointerra Limited (ASX: 3DP) is pleased to announce its participation in the Canaccord Genuity South-West Connect ASX Showcase, to be held on 27 & 28 October 2021 at the Abbey Beach Resort, Busselton in Western Australia.

Pointerra's Managing Director, Ian Olson, will be presenting at the event on 27 October at 1600 (AWST).

For those investors in Western Australia wanting to attend the event, register for FREE here: https://www.southwestconnect.com.au

The event is also being livestreamed live via Zoom. Further details of the livestream and how to register (at no cost) can be found here: https://www.southwestconnect.com.au/livestreamswconnect

A recorded copy of the presentation will also be made available following the event.

This ASX announcement has been approved for release by the Board of Directors of Pointerra Limited.

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Corporate Presentation

27 October 2021

3D Data – A Global Workflow Problem

3D data is generated every day, all over the world, however the many problems in managing, using, analyzing and sharing 3D data are long-standing challenges that have inhibited safety, security and efficiency outcomes for companies, governments and communities that are required to design, construct, operate, manage & govern the physical world.

The Global 3D Data Problem

Pointerra - The 3D Data Workflow Solution

Pointerra's patented cloud-deployed technology and AI-driven algorithms bring a new standard of speed, smarts, scale and on-demand access to the long-standing problem of being able to rapidly convert massive 3D datasets into analytics and insights that provide definitive answers using digital twins to manage the physical world.

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Pointerra3D is the world's fastest true soup to nuts 3D data solution.

Process → Classify → Store → Manage → Visualize → Analyze → Insights → Answers
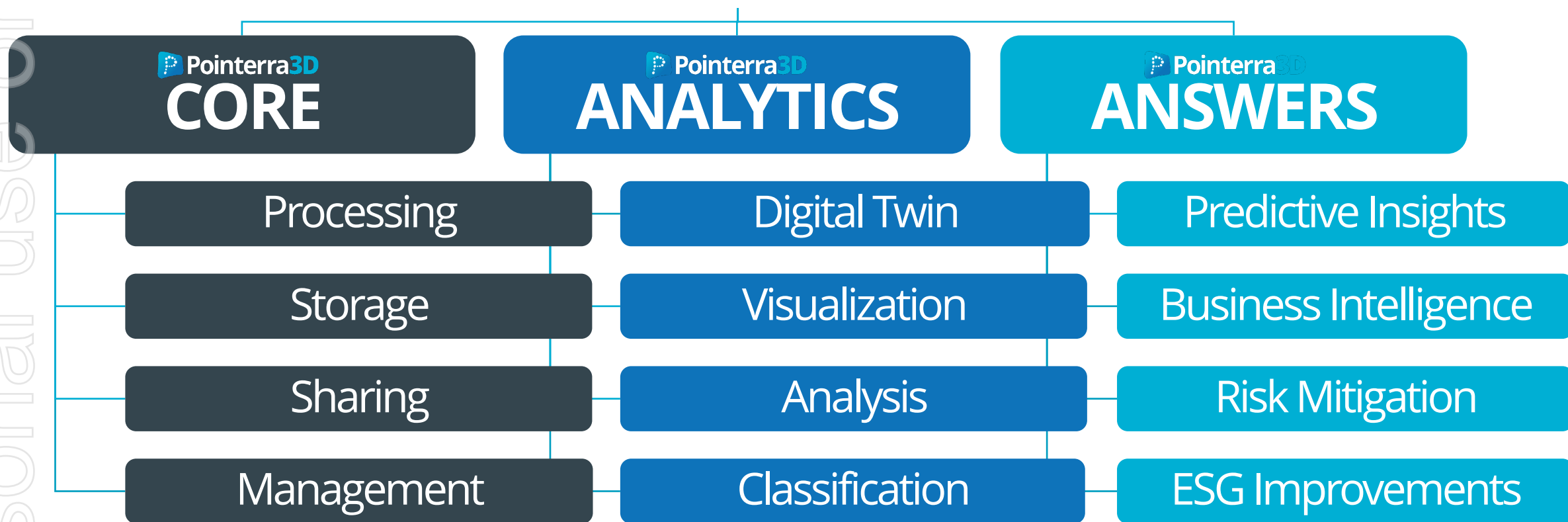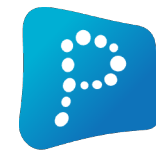
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Pointerra3D

Pointerra3D ANSWERS delivers the predictive insights that enable definitive answers to physical asset management questions.

Pointerra3D ANALYTICS creates a digital twin to enable intelligent analysis of physical assets.

Pointerra3D CORE is the baseline platform access and 3D data workflow offering.

Pointerra3D

Pointerra3D CORE	**Pointerra3D** ANALYTICS	**Pointerra**3D ANSWERS
Processing	Digital Twin	Predictive Insights
Storage	Visualization	Business Intelligence
Sharing	Analysis	Risk Mitigation
Management	Classification	ESG Improvements

Industry **Use Cases**

SURVEY & MAPPING

- 3D Data Processing and Management
- Automated Feature Extraction
- Digital Data Delivery

AEC

- Facilities Management
- Asset Management
- Building Information Management (BIM)
- Digital Engineering
- Construction Management and Planning

UTILITIES

- Common Data Environment for Digital Twin
- Critical Infrastructure Management
- Vegetation Management
- Major Incident Response
- Network Wide Risk Metrics

TRANSPORT

- Automated Feature Extraction
- Common Data Environment for Digital Twin
- ADAS Autonomous Navigation Support
- Predictive Analytics for Road Safety
- Support for Smart City and ESG Goals

MINING, OIL & GAS

- Mine Site Infrastructure Management
- Safety and Productivity Improvement (ESG)
- Remote Inspection, Planning & Support
- Virtual Site (Digital Twin)
- Oil & Gas Infrastructure Management

DEFENSE & INTELLIGENCE

- Situational Awareness
- Mission Planning
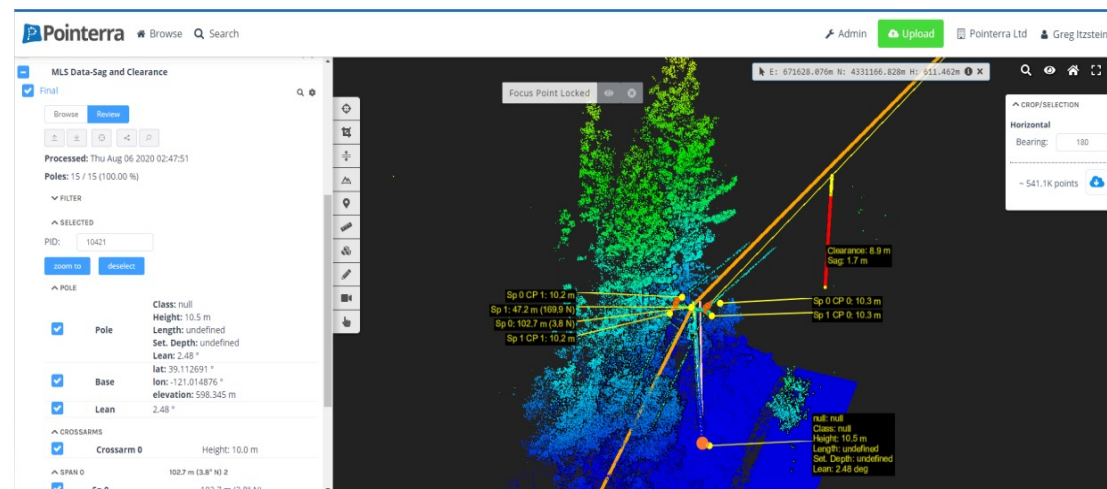- Dynamic In-Theatre Analytics
- ATAK Handheld Android Tablet Enabled

Customer Example: Simplifying the Complex & Managing Risk in the Utilities Sector
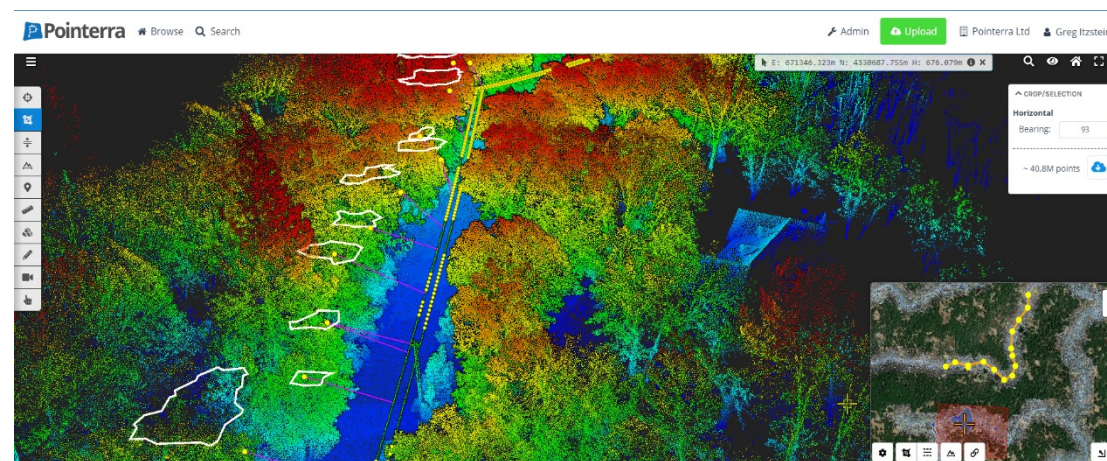
Electricity Utility providers face ever expanding and complex challenges in meeting the energy needs of their customers whilst also satisfying the competing demands of regulators, shareholders and other stakeholders.

Pointerra has combined advanced machine learning algorithms for automatically extracting valuable information from 3D data with extensive browser-based manual feature identification/editing tools.

Customers can produce a complete model (Digital Twin) of the network infrastructure entirely within the Pointerra cloud hosted application and use the Risk and Asset Explorer dashboards to generate Business Intelligence reporting for whole of network management.

Supporting critical asset management --> information presented to users via the browser for immediate decision making.

Risk mitigation --> "fall over line" encroachment analytics identify at-risk trees to support network maintenance activities.
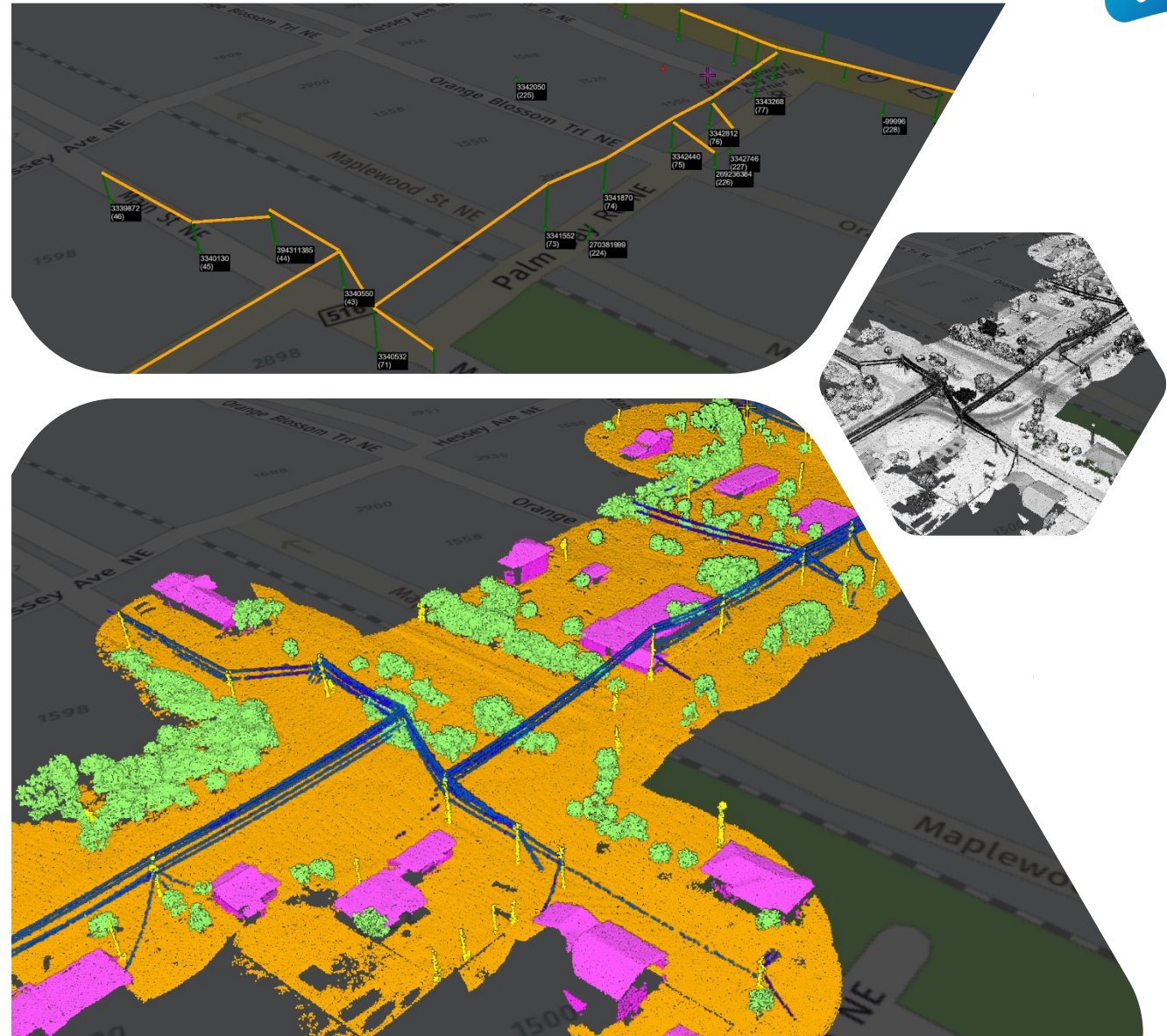
Customer Example: Driving Efficiency and Profitability in the Mapping Sector

Survey & Mapping companies across the globe spend enormous amounts of time and money turning 3D LiDAR data acquired from aerial and mobile mapping platforms into useable information.

Raw data is typically shipped to lower cost countries for distributed (manual) processing, which often results in QA issues, takes significant time/cost and introduces data sovereignty risk.

Pointerra3D Analytics solves these problems for the mapping community and is set to revolutionise the way people think about acquiring, processing and using 3D data.
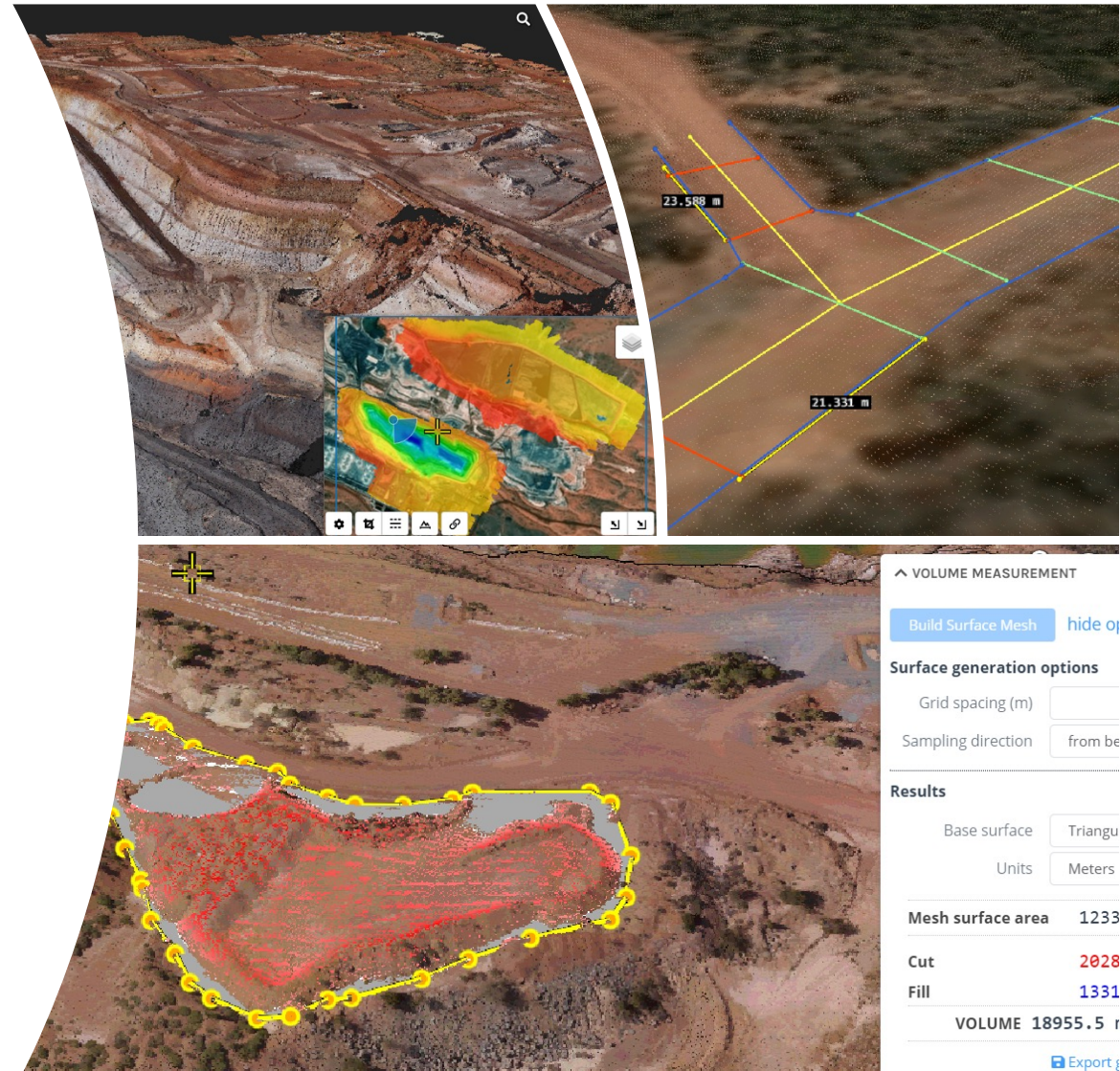
Customer Example: Supporting Mining Operations and Compliance in the Resources Sector

The modern mining operation requires high-frequency 3D data generation from a variety of sensor platforms to provide decision support and drive safety and efficiency.

The mining companies and their survey/mapping providers need to turn the data into insight quickly and accurately as well as share the information across the enterprise.

Pointerra's platform automates the analysis, increases accuracy and reduces the time required to turn 3D data into actionable information:

- ✓ Stockpile and pit volume calculations
- ✓ Mine site compliance reporting
- ✓ Monitoring and subsidence
- ✓ Remote facilities and process infrastructure inspection
- ✓ All available to share across the enterprise in a common data environment

Customer Example: Pointerra Defense Solutions – for the Modern Warfighter

Pointerra is collaborating with multiple elements across the US Department of Defense and is responding to the requirement to constantly enhance the capability of the modern war fighter through the use of technology.

Solution: Automated analytics employed to interpret and develop insight from newly collected and historically acquired 3D spatial data. Pointerra technology provides myriad benefits to numerous systems/segments within the DoD, providing a common data environment for the management of data acquired from satellite, manned aircraft, UAV or ground/sub-surface-based sensors.

Ground Based Troops: Situational Awareness; Convoy Route Planning; Line of Site Modeling; Measurements and Analytics; All delivered in the field, on the move.

Airborne Operations: Landing Area Identification; Instant Landing Obstruction Identification; Extract Point Decision Making; Analytics Showing Vegetation and Powerlines as Examples; 3D Data Insight Communicated Direct from Ground Troops

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
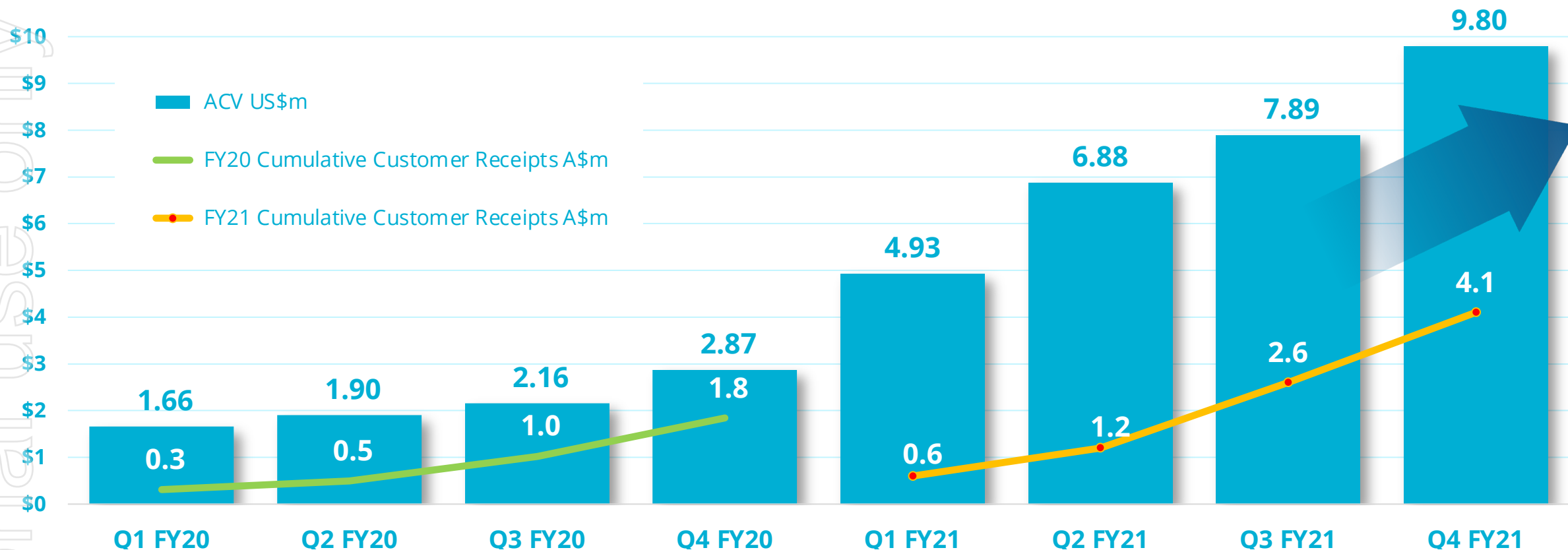(US$2.87m > US$9.80m)

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)

2021 > **Customer-Led Growth**

ACV growth underpinned by customer-led engagement, focused on solving workflow problems and "automating the manual"
- ✓ Solution development expansion – DPaaS, DaaS, AaaS
- ✓ 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 also via their mapping providers
- ✓ Enormous TAM in US and globally
- ✓ Pointerra's solution driving material savings and QA outcomes

Recent BD & Sales hires targeting new growth sectors
- ✓ Defense (US principally)
- ✓ Surveying/Mapping
- ✓ AEC (Architecture/Engineering/Construction)

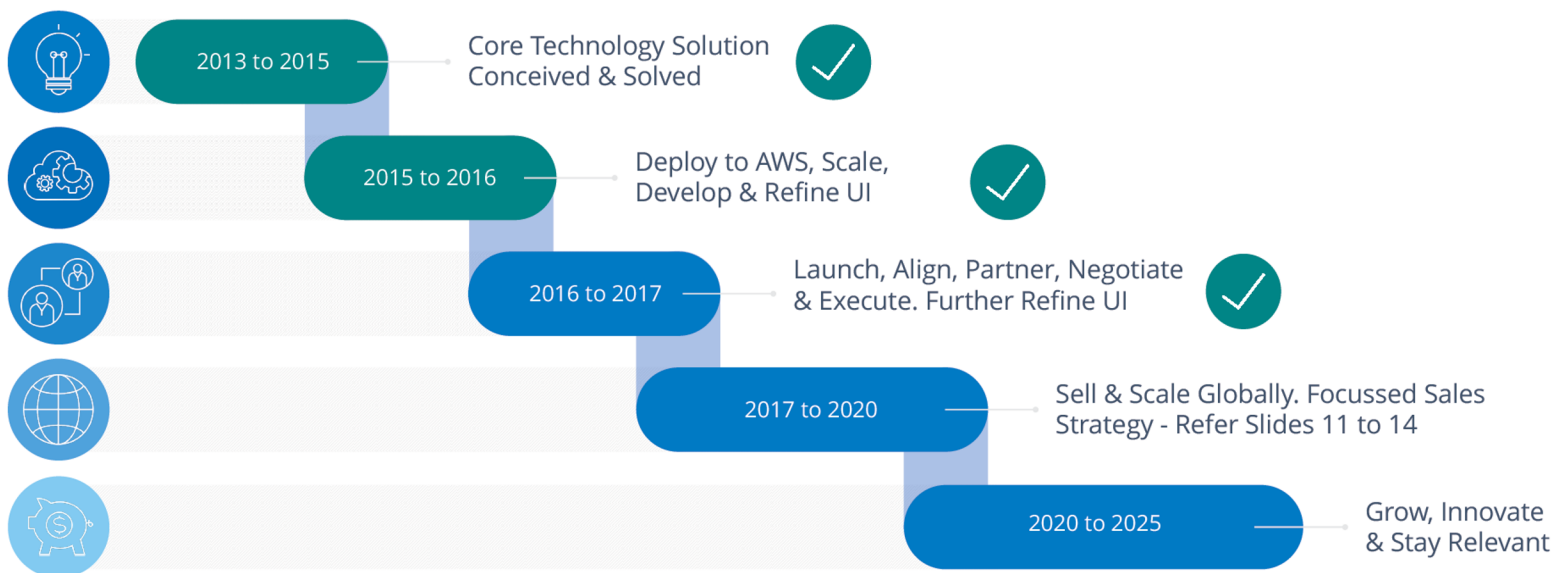**Expansion of US and Australian team**
- ✓ Quality, experienced, mature individuals = consistent outcomes
- ✓ Pointerra becoming a "destination employer" in geospatial sector
- ✓ People will underpin our continued ACV growth

2017 to 2021 > "Doing What We Said We Would Do"

This slide from a 2017 investor presentation

Commercialisation Pathway

Our pathway from technology solution to profitable, globally scaled, sustainable business

2013 to 2015	Core Technology Solution Conceived & Solved	✓
2015 to 2016	Deploy to AWS, Scale, Develop & Refine UI	✓
2016 to 2017	Launch, Align, Partner, Negotiate & Execute. Further Refine UI	✓
2017 to 2020	Sell & Scale Globally. Focussed Sales Strategy - Refer Slides 11 to 14	
2020 to 2025	Grow, Innovate & Stay Relevant	

2017
First customer sales

2018
Established US operation

2019
Expanded team and solution

2020 & 2021 –
Accelerated growth in AUS and US

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 sector.

- **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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Why **Pointerra?**
Investment Rationale.

- **World-Class Technology Platform**

- **Globally Scalable & Sticky Business Model**

- **Experienced Team With Proven Execution Capability**

- **Clear Pathway to High-Margin Earnings**

- **Modest Entry Valuation v Upside Opportunity**

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