

29 October 2021

## Enterprise Sales & ACV Update

### Highlights:

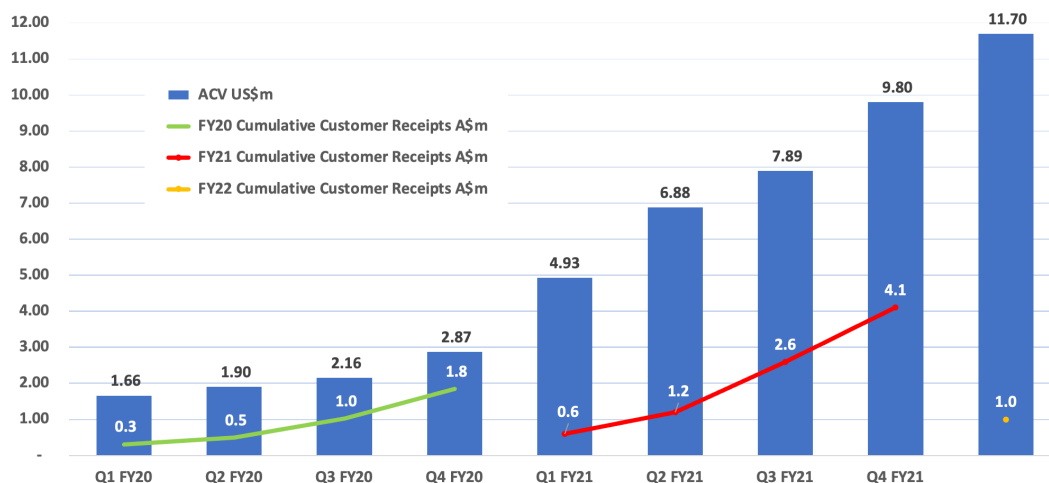
- Growth across key sectors delivers **19% quarterly growth** in ACV
- ACV stands at **US\$11.7 million** (29 October 2021), up US\$1.9 million (19% increase) from the 29 July 2021 ACV level of US\$9.8 million

Pointerra Limited (ASX: 3DP) ("Pointerra"; "Company") is pleased to provide an update on enterprise sales activity during the September 2021 quarter and as of 29 October 2021.

### ACV Growth

During the September quarter, and since the Company last reported ACV (Annual Contract Value) on 29 July 2021, Pointerra continued to add new customers and also generate growth in spend by existing customers across a broad range of key sectors (Surveying & Mapping, AEC, Utilities, Transport, Mining, Oil & Gas) in the US and Australian markets. This growth generated further uplift in Pointerra's US\$ ACV run-rate.

Pointerra FY20, FY21 & FY22 Cumulative Cash Receipts (A\$m) & ACV (US\$m)



Whilst the increase in spend by both existing and new customers across Pointerra's suite of services was not individually material, the combined growth in ACV for the September quarter (compared to June quarter levels) was US\$1.9 million, representing a 19% increase, and ACV now stands at US\$11.7 million as of 29 October 2021.

Whereas ACV growth throughout calendar 2020 had been dominated by the US utilities and mapping sectors, calendar 2021 has seen broader adoption of Pointerra's solution across most target sectors and also reflects investment by the Company in new BD and sales resources focused outside the utilities and mapping sectors.

The Company looks forward to informing the market of further movements in ACV as appropriate and at least on a quarterly basis.

As with previous ACV market updates, the Company again notes that quarter-on-quarter cash receipts may continue to be variable as new customers are onboarded with a variety of different payment cycles including monthly, quarterly, annually and even multi-year in advance agreements.

Further, and as previously advised, any individually material DPaaS/DaaS/AaaS contract awards will be separately announced to the market as they are confirmed by customers.

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

**ENDS**