



Pointerra Limited

24 August 2016

Pointerra and NGIS sign strategic Partnership Agreement

Highlights

- **Pointerra and NGIS Australia Pty Ltd, one of Australasia's leading geospatial businesses, have signed a strategic Partnership Agreement.**
- **Pointerra and NGIS to market Pointerra's 3D point cloud processing, hosting and visualisation technology in Australia and New Zealand.**
- **Pointerra and NGIS to co-develop the ability to deploy Pointerra's technology solution through industry leading geospatial applications from vendors including Esri and Google.**

Pointerra Limited (ASX:3DP) ("Pointerra" or "the Company") is pleased to announce that it has signed a Partnership Agreement ("Agreement") with NGIS Australia Pty Ltd ("NGIS") as part of its broader commercialisation strategy.

The Agreement recognises Pointerra as a technology solution partner of NGIS, and sets out a strategy for both organisations to work together to develop, market, sell and support Pointerra's proprietary 3D point cloud integration and viewing solutions for globally recognised geospatial applications from leading vendors including Esri and Google, who are existing NGIS technology solution partners.

Pointerra and NGIS will initially target existing NGIS customers who are currently using geospatial applications from these leading vendors and will work together to target new opportunities in the Australasian marketplace.

Pointerra's Managing Director, Ian Olson said *"The partnership with NGIS is an important first step in Pointerra's commercialisation strategy, which involves targeting direct acquisition of enterprise customers and securing other enterprise channel partners from the mapping, surveying, geospatial and engineering sectors."*

"We are delighted to have our 3D point cloud technology recognised and endorsed by an organisation like NGIS, who are an innovative and award winning geospatial business with more than 20 years of experience operating in the Australasian marketplace. We look forward to working with NGIS to take our 3D point cloud technology to both their clients and the wider market."

NGIS' Managing Director, Paul Farrell commented *"NGIS prides itself on developing strategic partnerships with organisations that offer technology solutions that provide clear competitive advantage to our clients. We knew quickly that in Pointerra we had found a world-class technology solution for massive 3D point cloud datasets and we*



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are excited about the opportunity to partner with an emerging organisation that has global ambitions.”

“We are highly confident that the partnership will generate quick wins for both NGIS and Pointerra and look forward to generating a mutually beneficial commercial relationship for both organisations”

Customers targeted and acquired through the Partnership will become Pointerra Data as a Service (“DaaS”) licensees and will also have the opportunity to share their 3D data to a wider audience on a revenue-sharing model as Pointerra builds towards its vision of creating a global marketplace for 3D point cloud data.

For more information, please contact:

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About Pointerra

Pointerra is an Australian company focussed on the development and commercialisation of its unique 3D geospatial data technology. Pointerra's technology has solved an entrenched problem in the 3D geospatial sector and allows very large 3D datasets to be viewed by users without the need for high performance computing. The 3D datasets are processed and stored in the cloud for instant, on demand user access: anytime, anywhere, on any device. Pointerra's vision is to create a global marketplace for 3D data, saving users time and money and creating a 3D data access revolution.

About NGIS

Breaking away from the typical consultancies within the geospatial industry, NGIS has become Australia's leading provider of location - based technology solutions. Since its inception in 1993, NGIS has honed its skills at the cutting edge of such technologies, expanding from its Perth head office to now having more than 50 employees in Perth, Sydney, Melbourne and Hong Kong. Recognised as a market leader, NGIS' sophisticated technical capabilities range across the full life cycle of a project. They partner with some of the biggest brands in the geospatial technology sector, including Google and ESRI.