



Pointerra Limited

ASX Announcement

22 November 2018

Enterprise Sales Update

Pointerra Limited (ASX: 3DP) ("Pointerra"; "Company") is pleased to provide an update on recent enterprise sales activities.

The Company has successfully secured another enterprise DaaS (Data as a Service) subscription agreement and software platform licensing partnership, on this occasion with leading US based commercial drone and data company PrecisionHawk.

Founded in 2010, PrecisionHawk is headquartered in Raleigh, North Carolina with offices around the world. Having raised more than US\$100m in VC funding over the past seven years, PrecisionHawk is a high growth, leading global provider of drone-based inspection services supporting a diverse range of sectors including agriculture, construction, energy, government and insurance.

PrecisionHawk will be using Pointerra's cloud platform for 3D data to support its operations and will also white-label Pointerra's solution through PrecisionHawk's PrecisionMapper mapping and analytics platform to offer its diverse customer base enhanced 3D data management, inspection and analytics tools.

Subscription revenue from the DaaS agreement (for use in both operational workflow data management and customer solution delivery via PrecisionMapper) will commence with circa US\$5,000 monthly subscriptions and is expected to accelerate rapidly early in calendar 2019 as PrecisionMapper, powered by Pointerra, is used to deliver enhanced 3D digital asset management solutions to PrecisionHawk's global customer base.

With further enterprise sales likely to be secured through to the end of the current quarter, the Company expects to commence reporting recurring DaaS subscriptions on an ACV (annual contract value) basis when the Q2 FY19 Appendix 4C is released to the market in January 2019.

ENDS

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About Pointerra: Pointerra is an Australian company focussed on the commercialisation of its unique 3D geospatial data technology. Pointerra's technology has solved an entrenched problem in the digital asset management sector and allows very large 3D datasets to be viewed by users without the need for high performance computing. 3D data is processed and stored in the cloud for instant, on demand user access: anytime, anywhere, on any device – providing actionable 3D information to power digital asset management solutions. Pointerra's vision is to create a global marketplace for 3D data, saving users time and money and creating a 3D data access revolution. Pointerra: 3D Data Solved <http://www.pointerra.com>