



FY20 review and 1H FY21 update

IKE Annual General Meeting

29 September 2020

Rick Christie, Chairman.
Glenn Milnes, CEO.

Chairman's Address

Rick Christie



CEO Presentation

Glenn Milnes





Important Notice

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 - + should be read in conjunction with, and is subject to, ike's FY20 financial statements, market releases, and information published on ike's website (www.ikegps.com);
 - + includes forward-looking statements about ike and the environment in which ike operates, which are subject to uncertainties and contingencies outside of ike's control – ike's actual results or performance may differ materially from these statements;
 - + includes statements relating to past performance, which should not be regarded as a reliable indicator of future performance; and
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- + All information in this presentation is current at the date of this presentation, unless otherwise stated.
 - + All currency amounts are in NZ dollars unless stated otherwise.

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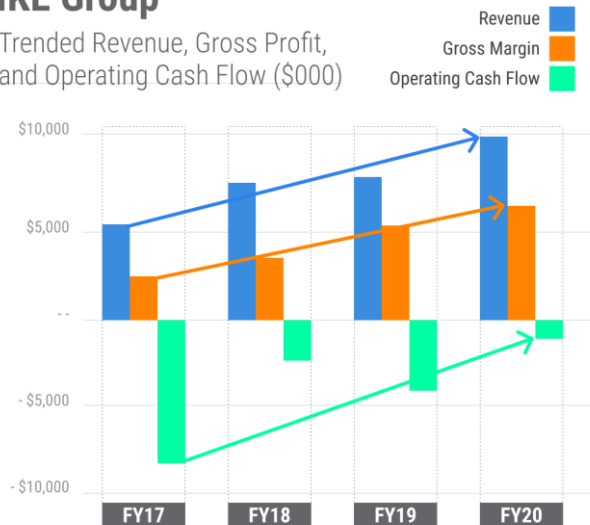


FY20 Performance Summary

Continued growth in revenue and gross margin¹. Over 70% of revenue is now from subscription and transaction sources.

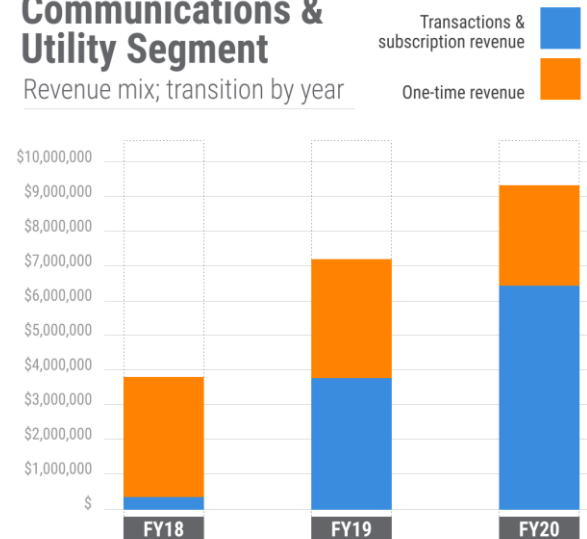
IKE Group

Trended Revenue, Gross Profit,
and Operating Cash Flow (\$'000)



Communications & Utility Segment

Revenue mix; transition by year



¹ (Refer to ASX and NZX announcement dated 29 June 2020 for further information)



Addressing a market opportunity in two key U.S. segments

>3,200 electric utilities across the U.S.

The engineering design and maintenance of poles matters.

- Outages
- Irritated customers
- Potential catastrophic consequences
- Lost revenue
- Increased O&M costs
- Environmental clean-up costs
- Significant legal liability
- Code compliance



Addressing a market opportunity in two key U.S. segments

- + **Communications market macro;**
 - >\$300B expected investment into **fiber network development** in the U.S over next 5+ years.
 - >\$50B expected investment into **5G network development** in the U.S. over the next 5+ years

IKE dramatically speeds up the pre-construction process.



Addressing a market opportunity in two key U.S. segments

Expected to be highly leveraged to the projected investment super-cycle into fiber and 5G network deployment over the coming 5+ years.

Communication Infrastructure Providers (CIPs / Telco's)

Applications

- + Fiber network deployments
- + 5G network deployments

IKE software

- + Brings new networks and services online faster.
- + Standardize costs & data across multiple geographic markets.

Market opportunity for IKE

- + Bottom up;
 - >200 CIPs in the North American market.
- + **Macro**;
 - >\$300B expected investment into fiber networks in the U.S over next 5+ years.
 - >\$50B expected 5G network investment

(1) IKE's internal estimate.

(2) Deutsche Bank Report, Shining A Light on the Fiber Cycle, October 2017

Electric Utilities

Applications

- + Joint-use requests from CIPs
- + Network hardening to protect against storm and fire risk.
- + In some cases, building their own fiber networks.

IKE Software

- + Increases pole attachment permit requests.
- + Standardized process to assess if poles are compromised.

Market opportunity for IKE

- + The largest potential market for IKE in the long term;
 - >3,200 electric utilities in North America
 - >\$750M per annum estimated Total Addressable Market (3)
- + IKE expects that this segment will develop more slowly than the CIP and Engineering Service Provider market

(3) www.statista.com

(4) IKE's internal estimate



What do we do? Our revenue model explained

An end-to-end model from cloud based software, field tools, and field software. Delivering detailed pole reports to our customers

IKE Field Tools & Software



Annual subscription
revenue per device in the
field and upfront revenue
for device sales



IKE Cloud Software The Pole Analysis Platform



Per Pole Analyzed;
Transaction Revenue

Basic pole
assessment

Pole Load Analysis
(Digital Twin)

Make Ready
Adjustments



Detailed Reports Used By Customers



- + IKE Report
- + PLA Report
- + MRA Improvements
- + Pass/Fail Maps
- + IKE Office Cloud Database
- + IKE Photo Records
- + Permitting



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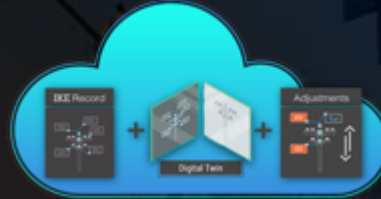
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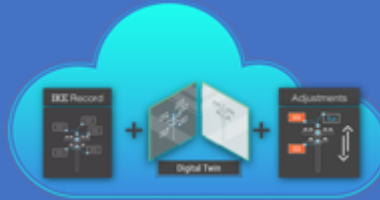
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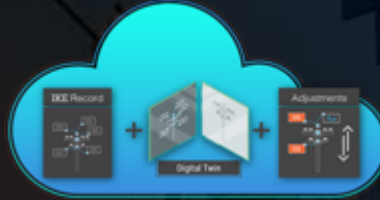
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Why do customers adopt the IKE platform?

We achieve dramatic productivity gains alongside improvements in data quality, field safety, and standardization.

2x Greater

Volume of Poles
Analyzed and engineered per day

35% Lower

Costs
Across the pre-construction process

75%

Reduced
Personnel requiring field visits

0

Zero
revisits to the pole

2x Faster

Improved
Workflow speed from end to end

8x

Reduced
permit request rejections



We are working with the biggest names in the business

Our customers are some of the largest telecommunications, electric utility, and engineering service providers in North America. We have expansion opportunities inside these organizations, and a pipeline of potential new customers.

Comcast

SDGE

verizon

CROWN
CASTLE

COX
COMMUNICATIONS

AT&T

DQE

Charter
Spectrum

COX

CABLE
ONE

SOUTHERN CALIFORNIA
EDISON

CYIENT

verizon
wireless

AVISTA
Corp.

ComEd.
An Exelon Company

PG&E

LA
D
W
P



Our Team

A Board and Leadership team with deep industry experience



A Board with deep industry experience

Board of Directors

Rick Christie / (MSc (Hons) Chemistry)

Chairman and Independent Director

Rick Christie is the former Chairman of Ebos Group, where he was Chair through much of its growth to become a >\$3B business today. He has experience on a number of other major boards, including TVNZ. Rick was previously CEO of investment company Rangatira Ltd and had 20 years' executive management experience in the international oil & gas industry.

Dr. Bruce Harker / (PhD Electrical Engineering, BE (Hons))

Independent Director

Bruce is currently a senior executive of H.R.L. Morrison and is also Chairman of NZX/ASX listed Tilt Renewables. Among other directorships, he was previously Chairman of NZX/ASX listed Trustpower, deputy Chair of ASX listed Energy Developments and Chair of the Australian energy retailer Lumo Energy.

Bill Morrow

Independent Director

Bill currently leads a business-wide strategy initiative at AT&T, the world's largest communications company, reporting to its Chairman & Board. Bill has held positions including CEO of Vodafone Australia, Vodafone Europe, President of Vodafone KK Japan, CEO of Pacific Gas and Electric. Bill was also CEO of NBN co., where he led the build of Australia's \$40B universal broadband network that has connected more than 6.5 million homes and businesses. His Board experience includes as a member for eight years at Broadcom Inc. (one of the world's largest semiconductor businesses) and Openwave.

Glenn Milnes (MBA (Dist.), BSc (Hons), BPhed)

CEO & Managing Director

Glenn Milnes is the CEO and managing director at ikeGPS, where he is accountable for the company's overall strategy, performance, and growth. Prior to leading ikeGPS, Glenn previously held senior executive, strategy and corporate development positions in the Communications industry with Cable & Wireless International, and with No. 8 Ventures.

Alex Knowles

Director

Alex has investing and operating experience with international companies in the information technology and transportation industries. Based in Los Angeles, He was formerly Chief Operating Officer of the largest international freight forwarder and small parcel consolidator in the U.S.

Mark Ratchliffe

Independent Director

Mark joined IKE most recently from Chorus, where he was its CEO leading the deployment of New Zealand's national fiber network. Prior to Chorus Mark was CIO and COO of Spark (formerly Telecom NZ). His other governance roles include as non-executive director of 2Degrees Mobile and as Chairman of First Gas.

Fred Lax / (MSEE AND BSEE)

Independent Director

Fred Lax is an executive leader with extensive global experience in the telecommunications industry and related technologies. Based in California, he is a former director of NASDAQ listed Ikanos Communications Inc. (acquired by Qualcomm Atheros), and former Chief Executive Officer and President of NASDAQ listed Tekelec Inc.



Mark Ratcliffe welcomed January 2020

Board of Directors

Mark Ratcliffe **Independent Director**

Mark joined IKE most recently from Chorus, where he was its CEO leading the deployment of New Zealand's national fiber network.

Prior to Chorus Mark was CIO and COO of Spark (formerly Telecom NZ). His other governance roles include as Deputy Chair at Ultra Fast Fibre and as Chairman of First Gas.



Thanking Bruce Harker for his immense contributions on his resignation, September 2020

Board of Directors



Executive leadership. Pole experts.

Our team includes a small direct B2B sales team; we sell & deliver directly into the largest infrastructure companies in USA.



Glenn Milnes
Chief Executive Officer & Managing Director



Leon Toorenburg
Chief Technology Officer



Chris Birkett
Chief Financial & Operating Officer



Malcolm Young
Senior VP Structural Analysis / Head of PoleForeman



Liz Etzel
Support Lead



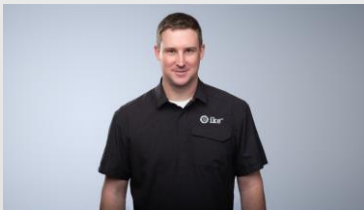
Mike McGill
Senior VP, Business Development



Dan McGrady
Director of Customer Success



Sara Deere
Solution Engineering Lead



Blake Collins
Solutions Engineering Manager



Jessica Walker
IKE Analyze Manager



Norwood Keel
Senior VP, Product Management



Chris Ronan
Chief Marketing Officer



Our Technology Platform & Products

Built from the ground-up for the collection, analysis and management of poles



An end-to-end workflow and revenue model

A combination of cloud based software, field tools, and field software to deliver detailed pole reports to our customers

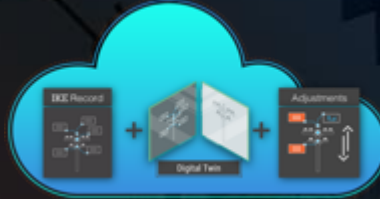
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**Make Ready
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Photo-Verifiable Accuracy via the IKE Platform

Many utilities have little visibility as to the condition of poles in the field.

IKE Office // Photo Verifiable Accuracy

The screenshot displays the IKE Office software interface, which is used for managing utility assets. The main view shows a photograph of a utility pole with various equipment attached. The interface includes a map view on the left, a list of equipment on the right, and a detailed view of the pole and its components.

Equipment List:

- Equipment #1 -- Streetlights > Streetlight, 8 ft. Arm 8.0 ft arm**
 - Type: Streetlights > Streetlight, 8 ft. Arm 8.0 ft arm
 - Orientation: 24.099
 - Quantity: 1
 - Owner: UTILITY > POWER
 - Attachment Height: 22' 4"
 - Bottom Height: [Measure Height]
- Equipment #2 -- Metal Risers > 3' Metal**
 - Type: Metal Risers > 3' Metal
 - Orientation: 12.754
 - Quantity: 1
 - Owner: UTILITY > POWER

Pole Details:

- Pole Number: 1
- Pole Id: 1395
- Pole Tag Photos: 1
- Pole Type: Douglas Fir > 4 x 43
- Pole Owner: UTILITY > POWER
- GLC (*): 29.5
- AGL: 36' 11"
- Location: 39.92425, -105.08779
- Pole IKEphoto: 4

Pole Components:

- 36' 11" - Primary > #4 COPPER 7 ...
- 27' 7" - Proposed Attachment
- 24' 10" - Metal Risers > 3' Metal
- 23' 7" - Secondary > TRIPLEX 4 ...
- 22' 4" - Streetlights > Streetlight, 8 ft. Arm 8.0 ft arm
- 16' 5"
- 16' 5" - CATV > CATV 1.0 > Static
- 14' 11" - Telco > TELE 1.0 > Static



Pole Loading Analysis

IKE's PoleForeman product is one of four accepted standards for pole analysis as used by the owners of power poles in the U.S.

Pole Loading
Structural integrity
Clearance Analysis
NESC compliance



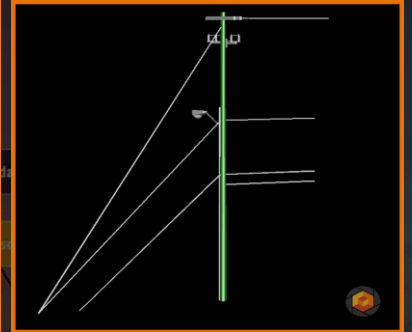
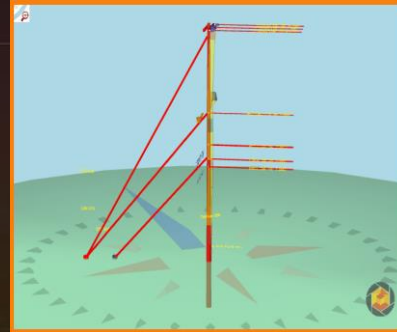
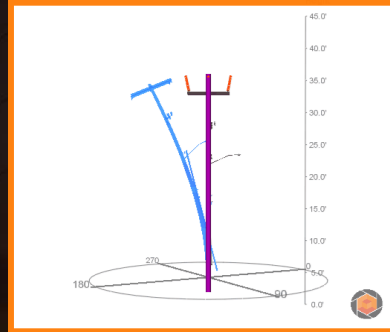
38'6" - Tip

37'2" - Single Cross Arm

37'6" - Primary > #4 Copper

36'4" - Down Guy > 3/8"

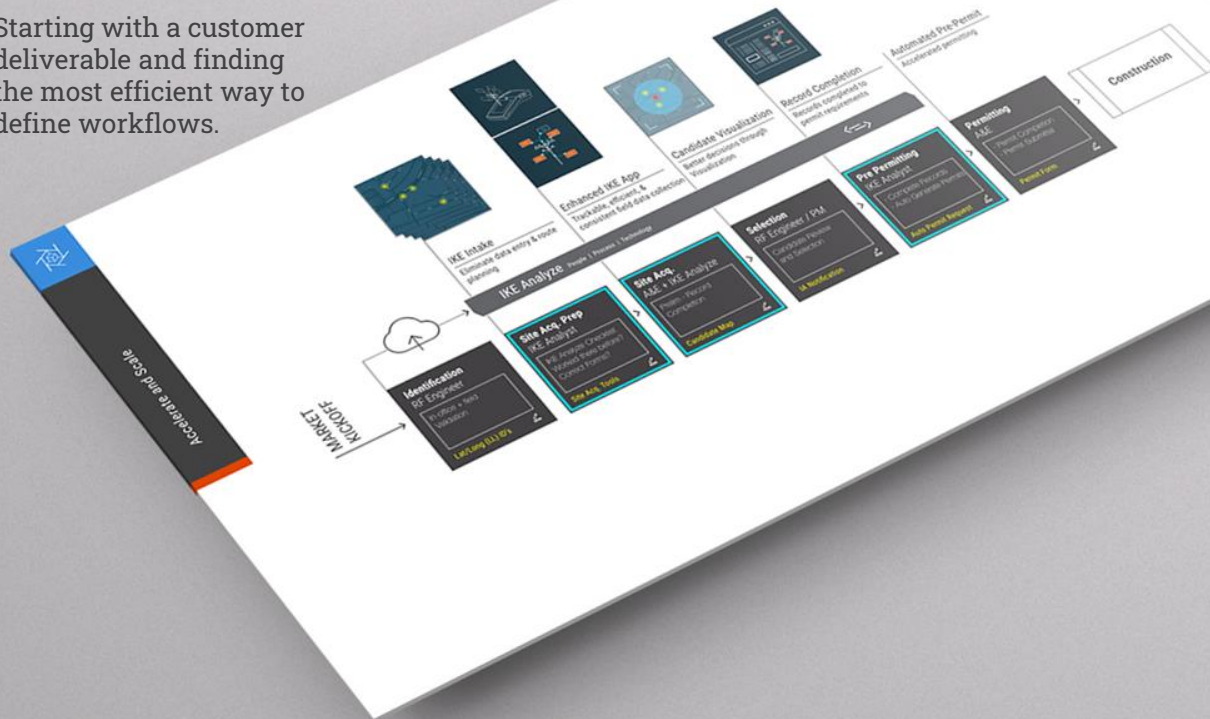
13" - Base Offset





Optimizing Workflow Management

Starting with a customer deliverable and finding the most efficient way to define workflows.



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1H FY21 Update



Momentum back Q2 after Covid-impacted Q1

1H FY21 Update

- + IKE has 'essential business' status in the U.S. supporting critical infrastructure development and maintenance, notwithstanding Q1 FY21 was significantly impacted by Covid-19 due to lockdowns across North America.
- + Q2 FY21 has seen momentum return for orders and sales pipeline. Orders Q2 FY21 are expected to be approximately \$3M, above FY20 run rate levels.



Winning in the pit

1H FY21 Update

- + Participants in the Communication and Electric Utility industry continue to react to Covid-19 impacts in very different ways.
- + IKE's approach has been to see the business opportunity; first to work as hard as possible through the Q1 period to optimize internal processes, and secondly to resource for the market bounce forward from Q2.
- + In July, this included closing an oversubscribed NZ\$19.7m / A\$18.5m capital raising that included bringing strong new Australian funds onto the register. Use of funds are to grow sales & delivery capability and to assess additional acquisition opportunities.

IKE GPS Process

site walks
audit
cm quality control
operations

[illegible][illegible]

 **ike®**

Meeting Minutes

Crown Castle/iGPS Weekly Meeting

By: Spencer Hayden
For: Crown Castle
Date: Tuesday, April 28th, 2015

Features in Development

Everything currently in development is close to being ready. Open Square is the first priority in the current sprint and the bug pull will arrive next.

Features in Development

Name priority 1 - Feature - Data Push Permission

Johnny is working on the implementation for how to associate the push with the feature requirements.

- User will have push access to send to the push field
- User will be granted not for all other users
- User will be required to have an active plug in order to grant field request when logged in

Release Candidate Demo

Spencer gave a demo of how to use the mobile generator that is installed on existing forms in a release of ike®. He gave information on how to use the tool and how to use the demo tool. He also gave information on how to use the tool to create a new form. The demo tool is available on the ike® website.

Update Your Demo

Spencer gave a demo of how to use the update form tool to make updates to a collection form. He gave information on how to use the tool and how to use the demo tool. He also gave information on how to use the tool to create a new form. The demo tool is available on the ike® website for more information and step by step instructions.

1

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Correcting Pole Coordinates Using Google Earth

By: Spencer Hayden
For: Crown Castle
Date: April 29th, 2015

The purpose of this document is to provide instructions on how to change the location of a pole using your coordinates from ICE Office.

Step by Step Instructions

1. Open up ike and go to an "active" form that you are the assigned user.
2. Click on the "Pole" button in the top right corner.
3. Click on the "Pole" button in the top right corner.
4. Click on the "Pole" button in the top right corner.



1

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Winning in the pit example

IKE Pulse; for real-time customer communications

1H FY21 Update

Crown Castle



 Website Search

 Sign In  Support  Log Out

All ↓ Status Reports ↓ Support Tools ↓ Field Update ↓ Media ↓

IKE Pulse

Welcome, Alexander. Please visit often for updates and to stay informed on the work we are doing together.

Other team members to invite? [Invite others](#)

Get in touch with me about my projects? [Contact me ASAP](#)

Status Report

This Weeks Status

2020-02-20

Project	Ordered	Delivered	Status
Irvine - CCI. TO-009.1	356	356	Delivered
Tucson - CCI. TO-011	209	209	Delivered
Tucson - CCI. TO-012	349	349	Delivered
Philly - CCI. TO-0003 & TO0004	1324	In-Process	In-Process
San Diego - CCI. TO-0007	5	5	Delivered
New York - CCI.TO005	73	1	In-Process

My IKE Team



Matthew Worster
VP IKE Analyze
214-555-1212
Email Matthew



Andrew Boone
Field Expert
214-555-1212
Email Andrew



Spencer Hankin
Field Expert
214-555-1212
Email Spencer



John Werner
Field Expert
214-555-1212
Email John



Jessica Walker
Field Expert
214-555-1212
Email Jessica



Kadin
Field Expert
214-555-1212
Email Kadin

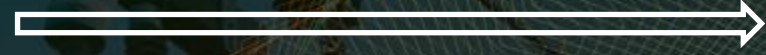
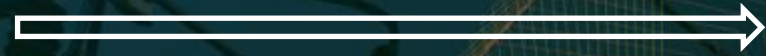
30

Where are going? Strategy re-cap

Three 'swim lanes' to create a platform with differentiated advantage, and power the industry

12 Quarter Plan

- + Excellence in field data collection technology and products as relate to distribution assets
- + Excellence in technology and products for the analysis and management of distribution assets
- + Customer Experience, Sales Model & Delivery Model excellence as relate to distribution assets





Thank you and questions...

IKE is Dedicated to Serving Communications Companies & Electric Utilities.

Who are focused on:

- Faster network deployments.
- Improving network and data quality.
- Keeping crews out of harm's way.
- Meeting the demands of regulators.



Virtual Meeting
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Ask a Question

Get a Voting Card

Exit Meeting



Voting Card

Question box

Downloads



Get a Voting Card



Ask a Question

Downloads

- Notice of meeting
- Annual report
- Previous questions

Resolution 1

Auditors Remuneration: That the directors are authorised to fix the auditor's remuneration.

Resolution 2

Election of Mr Mark Ratcliffe: That Mr Mark Ratcliffe, appointed by the Board as a director effective 1 January 2020 and who retires and is eligible for election, is elected as a director of ikeGPS Group Limited.

Resolution 3

Re-election of Mr Fred Lax: That Mr Fred Lax is re-elected as a director of ikeGPS Group Limited.

Resolution 4

Re-election of Mr Rick Christie: That Mr Rick Christie is re-elected as a director of ikeGPS Group Limited

Resolution 5

Director and Employee Share options: That the Board of ikeGPS Group Limited (the Board) is authorised, pursuant to Listing Rule 4.2.1, to:

- a) issue up to 3,000,000 options to subscribe for ordinary shares in the Company (Options), to employees and directors of the Company on the terms set out in the Explanatory Notes accompanying this Notice of Meeting; and
- b) take all actions, do all things and execute all documents and agreements considered by the Board necessary to give effect to the issue of the Options.