

# IKE Investor Presentation.

The growth opportunity for IKE via its IKE Analyze offering.

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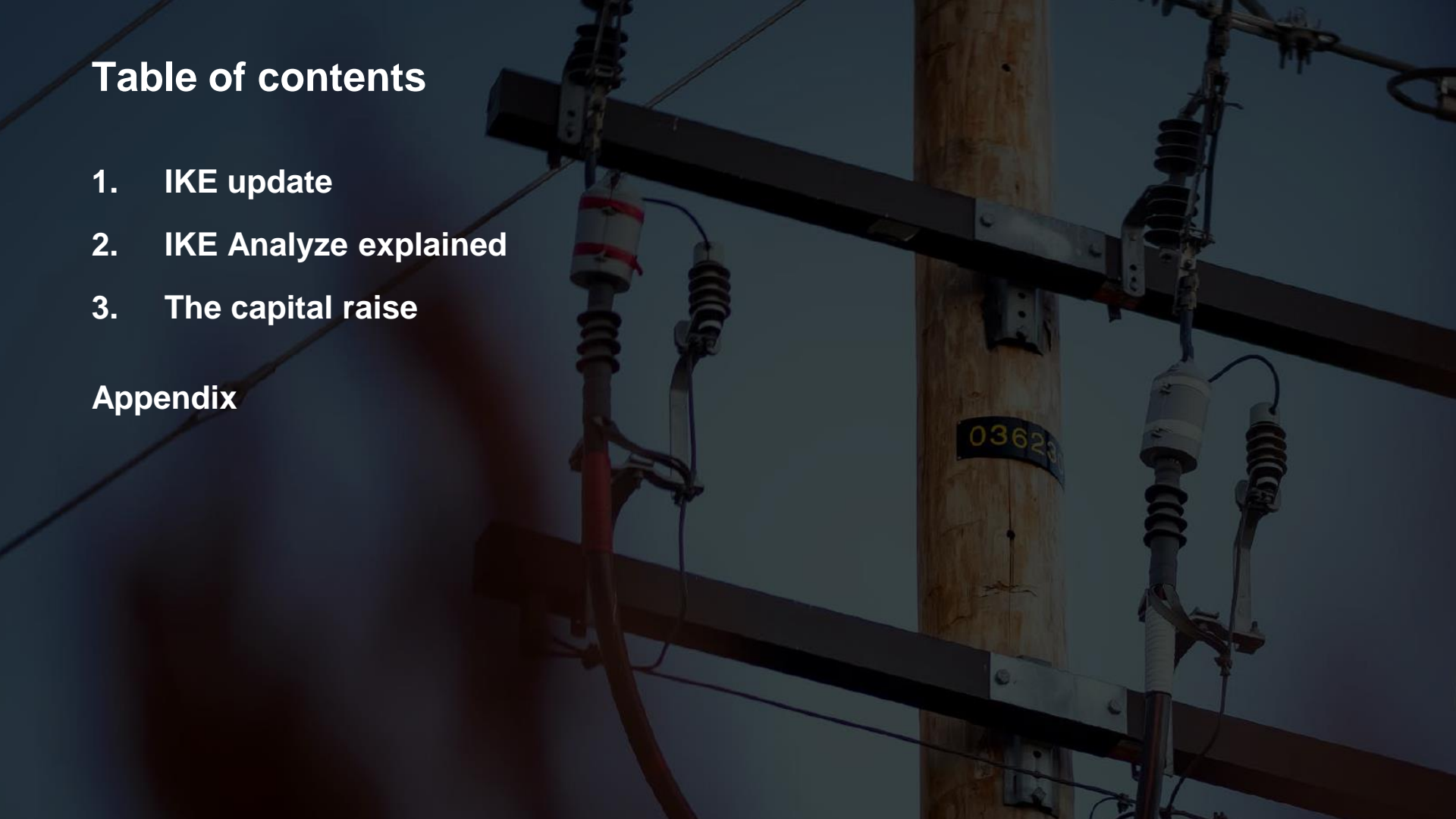
August, 2018



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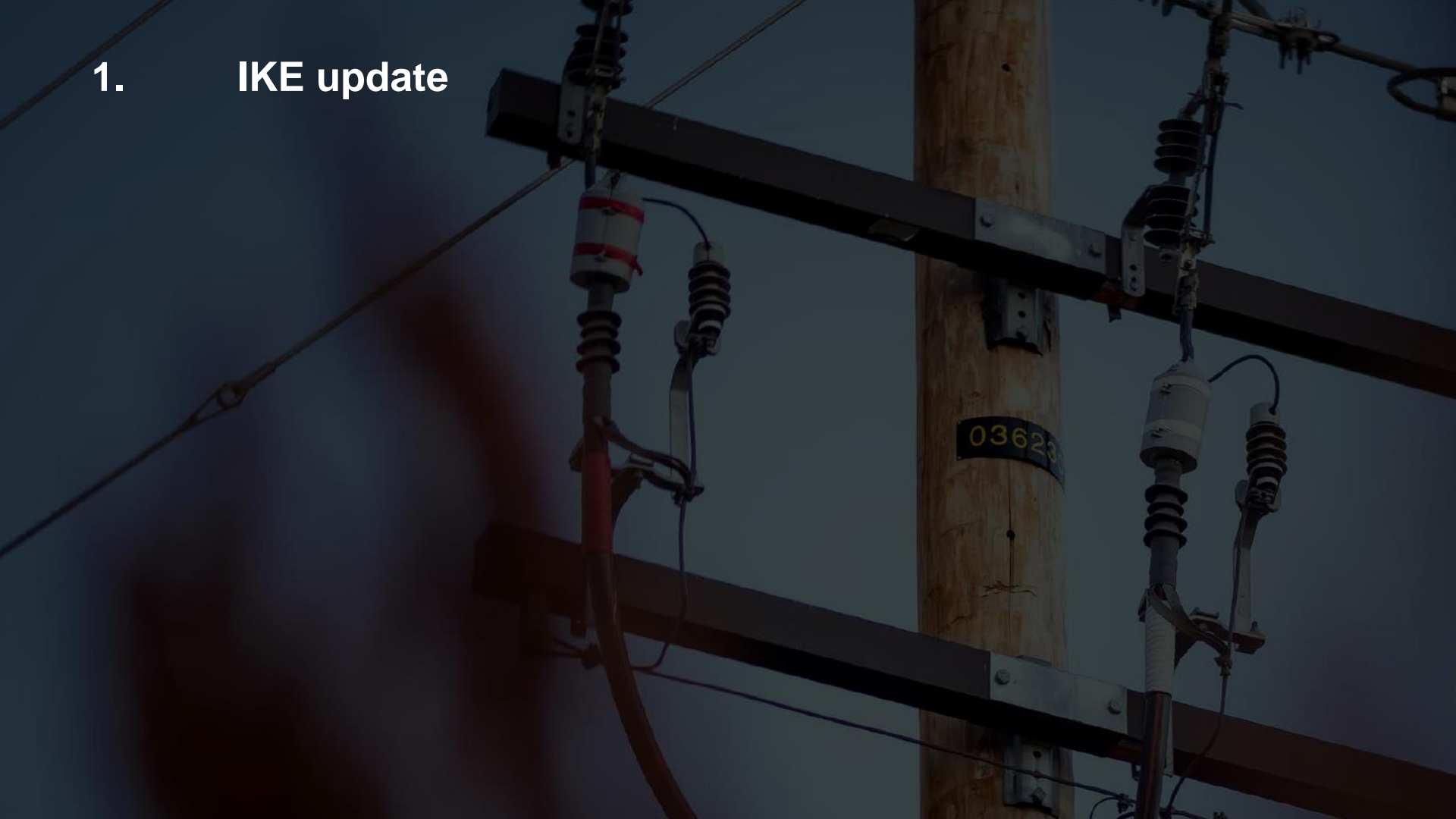
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# 1. IKE update



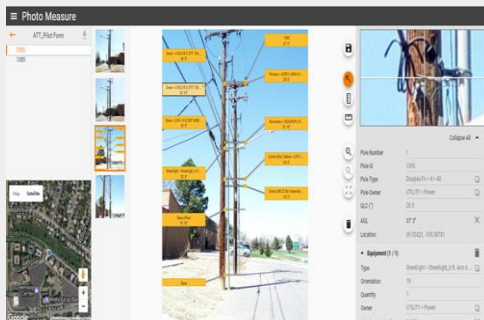
# IKE is a pole solutions company.

Analyzing assets & managing distribution pole projects so that its customers can deploy networks faster.

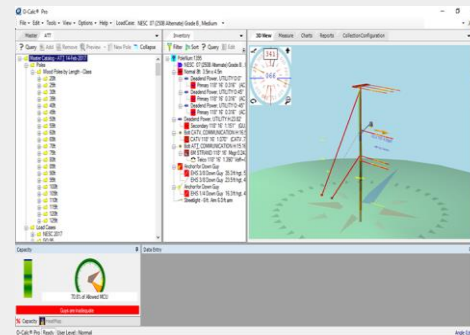
Specialist pole field tools and mobile workflow software.



Cloud-based analysis and pole project management software.



Integration and analysis software.



IKE Facts

2X  
Faster field  
engineering.

5X  
Faster back office  
MRE.



## Delivering BIG on Value.

Today, IKE is serving some of the biggest communications and utility businesses in the U.S. market, saving them money and improving network engineering and deployment times at each and every distribution asset.

Addressable Market in North America:

>3,200 electric utility and communications companies

>1,000 engineering service providers

>200 million distribution assets managed across networks

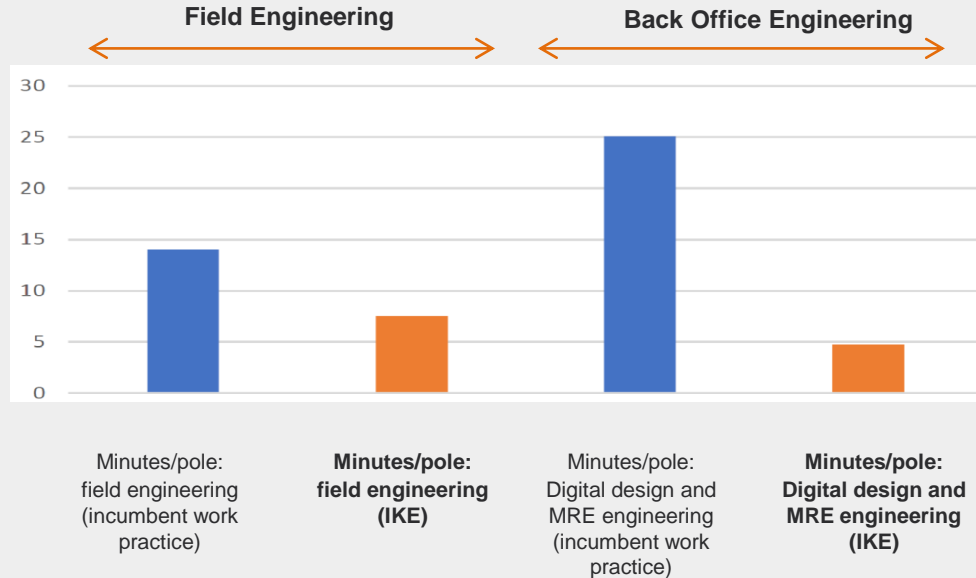
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# Productivity gains by customers validate solution efficacy.

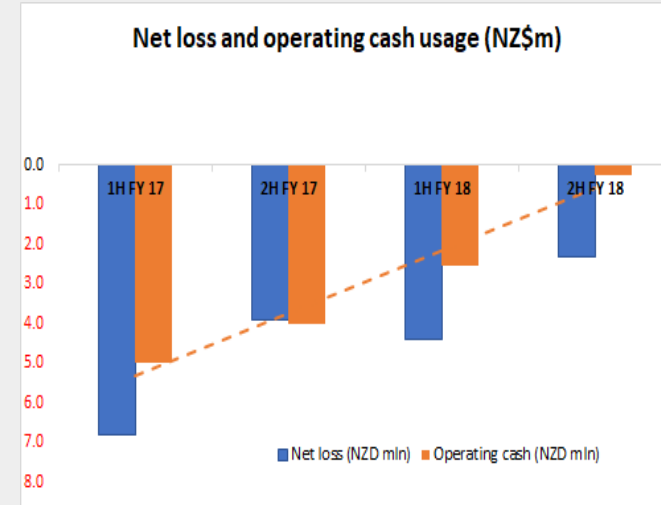
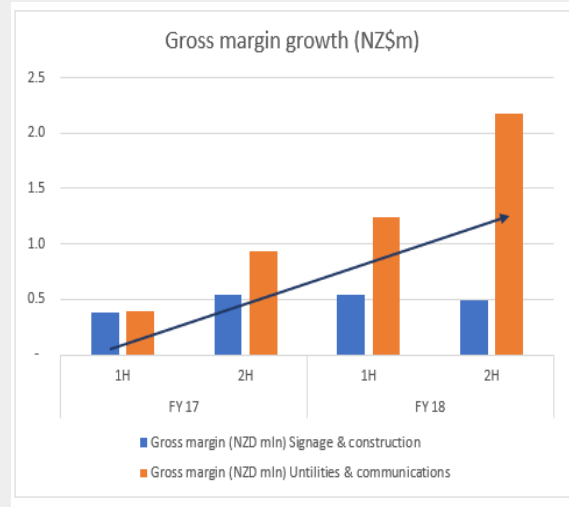
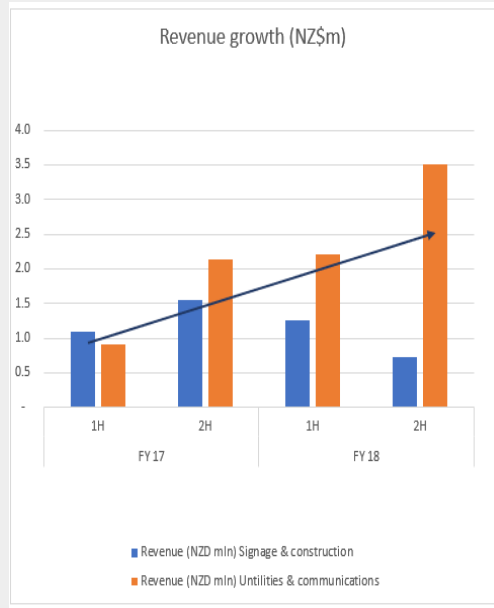
2x faster field engineering and 5x faster back office make-ready-engineering processes.

*Actual customer productivity data from IKE4 program at one of the world's largest communications companies.*



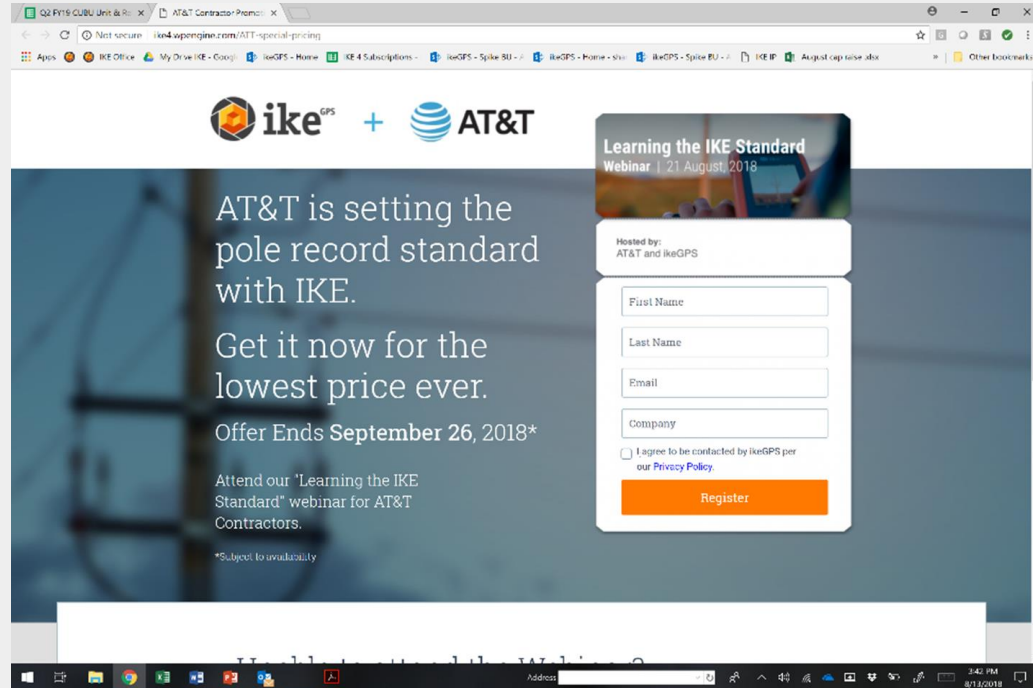
# FY18 delivered positive revenue & gross margin momentum.

And a significantly improved operating cash profile.



# Continued progress towards the goal to be the pole record standard.

With AT&T now specifying the IKE standard for aerial Make-Ready-Engineering (MRE) work.



The screenshot shows a web browser window with the URL [ikegps.com/AT-special-pricing](http://ikegps.com/AT-special-pricing). The page features the ikeGPS and AT&T logos at the top. The main headline reads: "AT&T is setting the pole record standard with IKE. Get it now for the lowest price ever. Offer Ends September 26, 2018\*". Below this, it says "Attend our 'Learning the IKE Standard' webinar for AT&T Contractors." and includes a small note "\*Subject to availability". On the right side, there is a registration form titled "Learning the IKE Standard Webinar | 21 August 2018". The form is hosted by "AT&T and ikeGPS" and includes input fields for "First Name", "Last Name", "Email", and "Company". There is a checkbox for "I agree to be contacted by ikeGPS per our Privacy Policy" and an orange "Register" button at the bottom of the form.

## Impacting:

- Internal AT&T engineering resources performing aerial MRE.
- Future external aerial MRE contracts that are awarded to external engineering businesses.

# On track with FY19 targets.

With significant potential upside now from the new IKE Analyze offering.

## FY19 Guidance

- >30% revenue growth on FY18.
- FY19 operating cash flow breakeven.
- EBITDA breakeven by Q4 FY19.

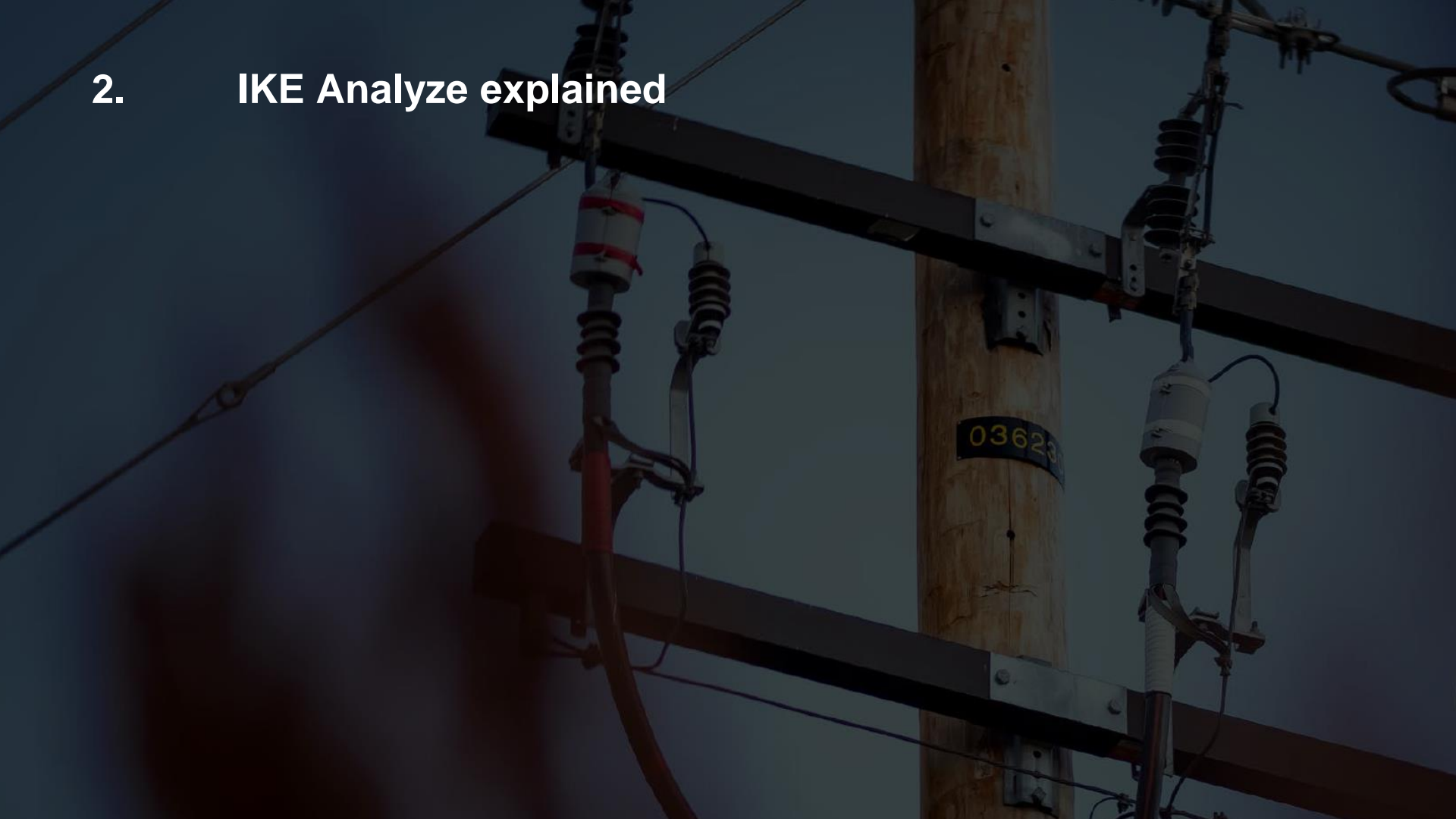
## Progress YTD

- ✓ Q1 revenue of approximately \$1.9m (48% growth against PCP).
- ✓ AT&T specifies the use of IKE4 for aerial Make-Ready-Engineering.
- ✓ Operating costs continue to be tightly managed.
- ✓ Cash position 30 June 2018: \$1.2m.
- ✓ 86% subscription renewal rate for IKE4 customers.
- ✓ Spike sales efforts focused on the development of enterprise geospatial accounts alongside Esri Inc.

## New development via IKE Analyze opportunity

- IKE can now lead with an end-to-end Solution offering for targeted key accounts.
- Called IKE Analyze; simplistically this means the IKE solution extends to delivering data collection, pole analysis and project management.
- IKE Analyze pilot contracts have been won, including with a tier-1 electric utility.
- The revenue from pilot contracts is approximately \$600k, being delivered over approximately 6 weeks, with the potential to grow significantly.

## 2. IKE Analyze explained



# Several macro-market factors.

Providing a tailwind for demand for an end-to-end IKE Analyze offering.

## Communications

A US\$200b fibre investment super-cycle in the U.S., expected to run for 10+ years.

Urgency to deploy networks and capture customers.

Network deployment requires aerial make-ready-engineering.

IKE dramatically speeds the assessment and design process.

## Utilities

Network hardening requirements, for storm readiness on the east coast and fire mitigation on the west coast.

A requirement to improve asset records via digitization.

Improved asset management to underpin continuity of power supply.

IKE dramatically speeds the assessment and design process.

## Regulatory

Joint-use mandate at federal level, meaning pole owners are required to provide access.

FCC mandate One-Touch-Make-Ready, supporting faster deployment of fibre by communications companies and a field workflow that aligns to the IKE system.

Specific regulations in certain States, such as GO-95 in California, placing stringent pole record requirements on asset owners.

# Participation in the value chain.

And how the IKE Analyze solution enables IKE to capture a far larger share of the value it creates.

Field assessment of poles and aerial assets.

Compilation of network and project data.

Measurement of assets.

Analysis of assets, networks and project delivery .

Old way



Physical measurement of poles by Hasting's stick

Written records of data manually inputted

IKE4  
(system sale)



IKE Cloud



External engineering company resources analyze data

IKE  
Analyze  
end-to-end

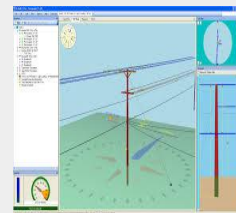


IKE Cloud



IKE Analyze Cloud

Broader network management systems.



Make Ready Engineering or Pole Loading Analysis report



= customer resource

# An IKE Analyze example.

Assuming a hypothetical customer needs to perform pole loading analysis on 50k poles over 12 months.

## IKE4 sale



10x IKE4 systems sold



10x IKE4 Cloud subscriptions sold

- 10x IKE4 systems are sold, for ~\$150k with cash received upfront.
- Ongoing subscription revenue, or ~\$30k per annum.

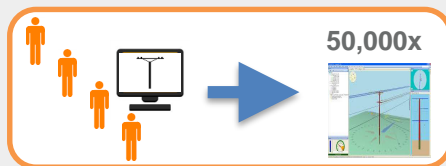
Purchaser of IKE undertakes the analysis of the data.

## IKE Analyze contract



10x IKE4 systems are provided to the asset owners or external contractors to measure the poles.

*IKE manages field planning & execution.*



4x IKE analysts analyze the field data collected.

*IKE manages project delivery & success.*

- Total revenue of 50k poles analyzed generating ~\$2m,
- Receipt of revenue over ~12 months.
- Initial cost of building and supplying the IKE4 systems, and incremental working capital requirement over the initial 2-3 months. Then self funding.

### 3. The capital raise



# Overview of the capital raise.

Via an underwritten placement and a share purchase plan.

- IKE is undertaking a NZ\$5 million placement (the “Placement”). It is intended that this will be underwritten by Forsyth Barr Group Limited.
- The Placement price has been set at NZ\$0.52 per share equating to a 4% premium to the last traded price on Thursday 23 August 2018.
- Approximately 9.615 million shares to be issued, approximately 12.3% of current issued capital (“New Shares”).
- New Shares will rank equally in all aspects with IKE’s existing ordinary shares from allotment.
- IKE intends to undertake an offer of ordinary shares to existing shareholders via a share purchase plan (“SPP”) capped at \$1.25 million.

## Use of proceeds.

Capital raised is expected to enable IKE to pursue growth opportunities, adding value to shareholders.

- Proceeds from the capital raise will bolster IKE's working capital position for a number of potentially significant contracts that the business is targeting or in the initial stages of delivering, support the lumpy sales cycles associated with IKE's core business selling IKE4 systems, and enable investment into additional Sales and Support expenses to execute on IKE Analyze opportunities.
  - There are several large contracts for the IKE solution that could be concluded requiring additional levels of working capital.
  - The new IKE Analyze product has a higher initial working capital requirement than the historical business model, but provides substantially higher potential revenue amounts (and absolute margin) per customer or project.
- A stronger balance sheet is important for some of the large infrastructure business that IKE is selling to or is targeting, given that IKE hosts their critical infrastructure data and asset records.
- The equity raising is expected to deliver other ancillary benefits such as increasing IKE's free float, providing greater liquidity for investors and broadening the share register.

# Timetable.

Trading halt on NZX and ASX	24 August
Capital raising announced	24 August
Undertake placement	24 August
Announce completion and resume trading	24 August
Settlement on the NZX [and ASX]	29 August
Allotment and trading of shares on NZX and ASX	29 August
Share purchase plan begins	Indicatively early September

# Thanks

## **IKE4 & IKE Analyze;** For communications companies, electric utilities and engineering service providers.

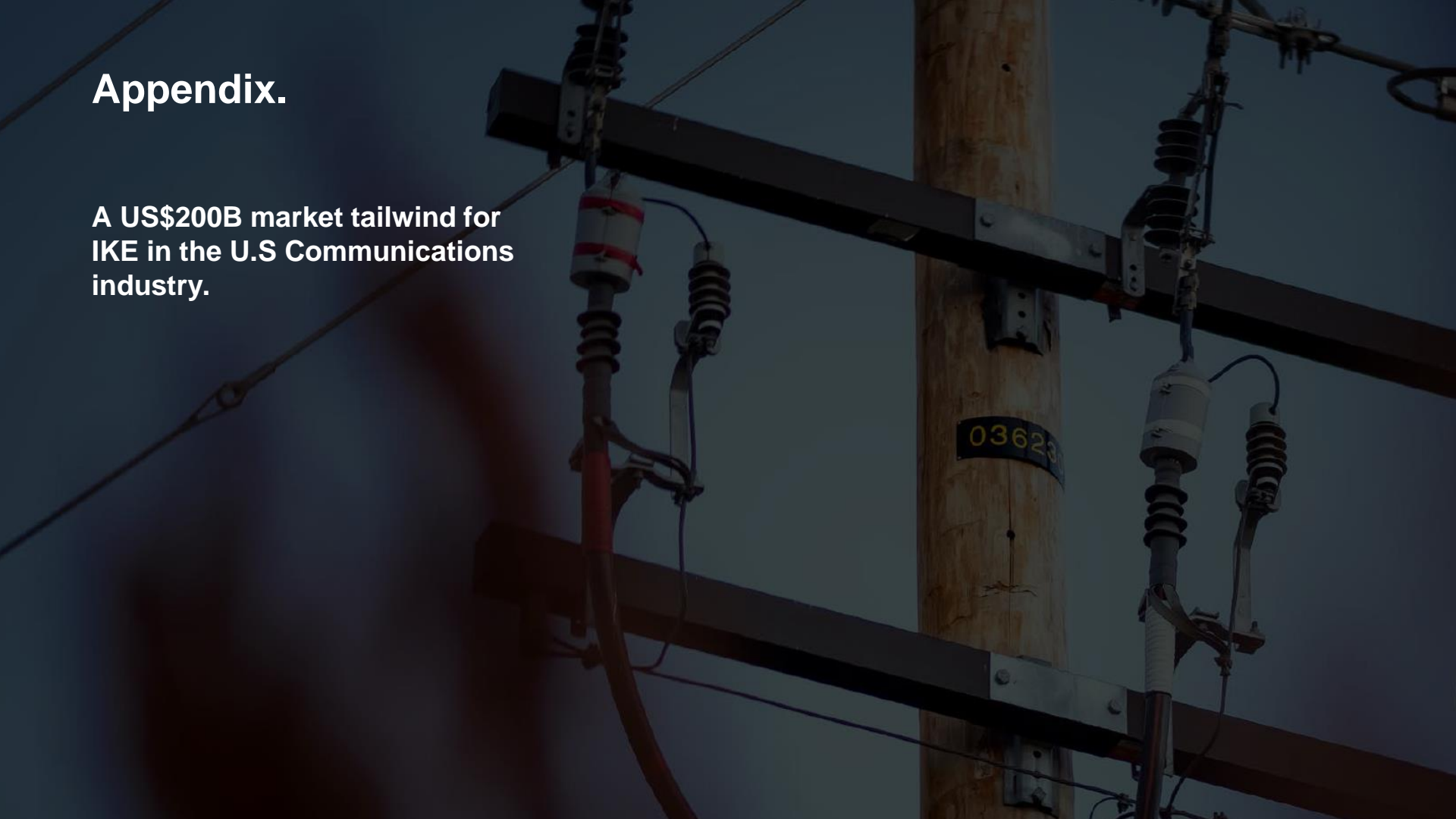
Whose operating concerns are:

- Increasing velocity of deployment.
- Improving network and data quality.
- Keeping crews out of harm's way.
- Meeting the demands of regulators.



# Appendix.

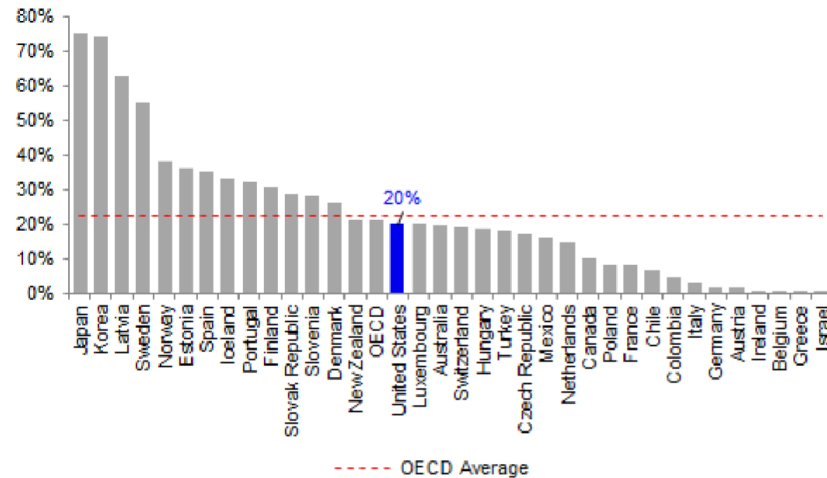
A US\$200B market tailwind for  
IKE in the U.S Communications  
industry.



# A US\$200B market tailwind, being invested into fiber networks.

The majority of this deployment to be on overhead infrastructure.

Figure 3: US Fiber Penetration Is Below the OECD Average



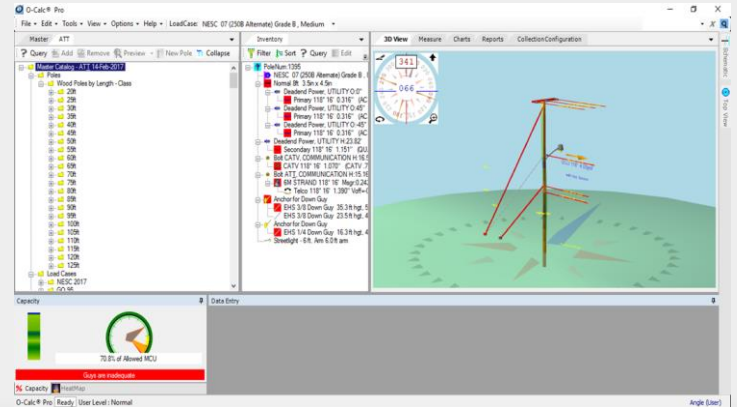
Source: Deutsche Bank, OECD

# High value from standardising pole data in the IKE4 cloud.

The 'pole depot' for an asset owner or any pole project .

- ❑ A common standard for how pole data is captured and analyzed.

- ❑ A central location for multiple parties to store and access information about an asset.



# A pole management system that's growing fast.

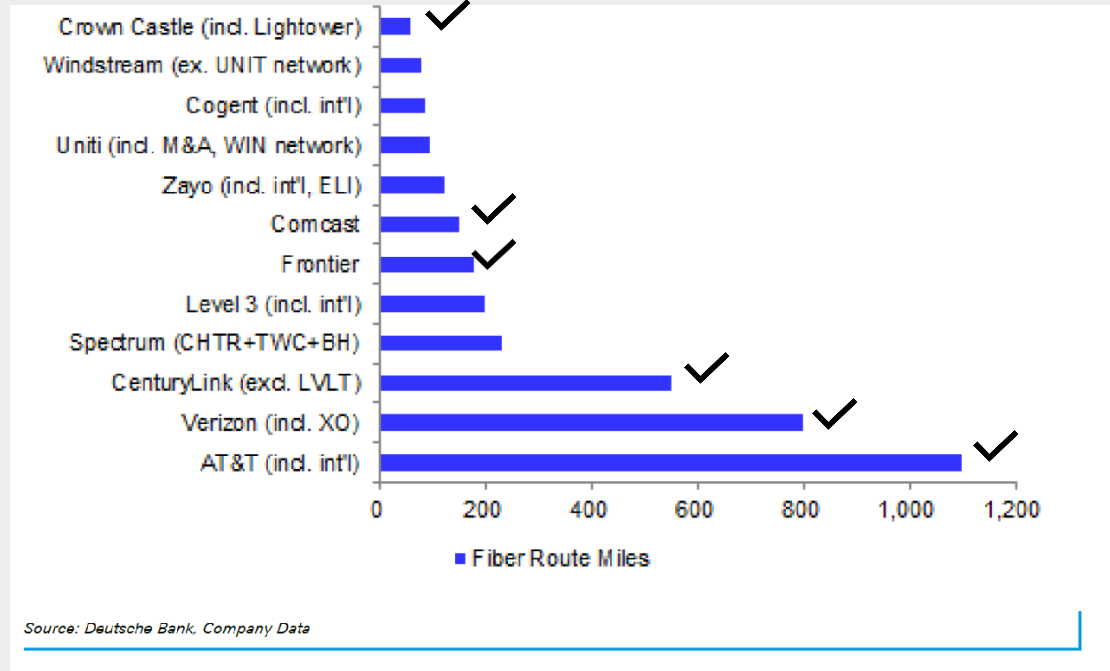
Close to 5m pole captures have been processed to date in the IKE Cloud.....



And with up to 18,000 additional captures added into the system each day.

## Positioned in front of the major players.

With line-of-sight to the growth of existing accounts and the path to winning new ones.....



✓ IKE4 customer FY18