

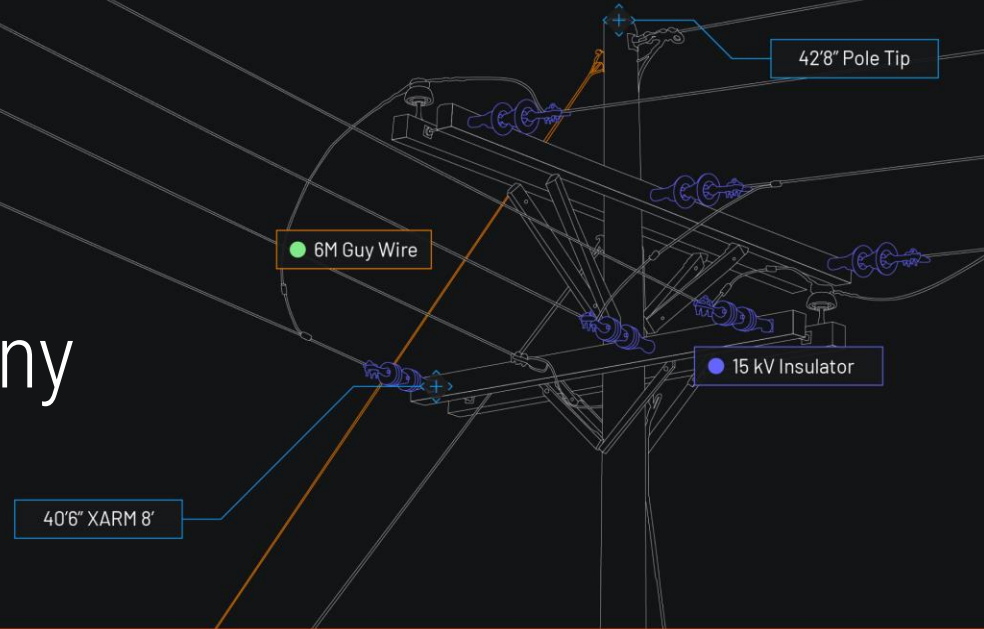


CEO Presentation, IKE AGM September 2021

The PoleOS™ Company

Glenn Milnes, CEO
glenn.milnes@ikegps.com
30 September 2021

// Confidential



IKE, at a Glance



Collect & Measure

You collect pole data in the field then measure and manage in the cloud.



Analyze Pole Data

Analyze pole data using IKE Office Pro, IKE Analyze, IKE Structural and IKE Insight



Increase Efficiency & Revenue

Speed construction, make safer networks, and keep stakeholders happy.



Important Notice

Information in this Presentation:

- + is for general information purposes only, and is not an offer or invitation for subscription, purchase, or recommendation of securities in ikeGPS Limited;
 - + should be read in conjunction with, and is subject to, ike's FY21 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
 - + may contain information from third parties believed to be reliable – however, no representations or warranties are made as to the accuracy or completeness of such information.
- + 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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Introduction to IKE, the Pole OS™ Company

ikeGPS (“IKE”) is an innovative developer of technology solutions used for the collection, analysis, and management of electric utilities and communications networks attaching to distribution power poles in North America

- The company has approximately 70 FTE staff today and is headquartered in Colorado, USA
- Its solutions enable electric utilities and communications companies (power, fiber, 5G, phone) to assess and deploy their networks more quickly, cost efficiently, and safely
- IKE has a tier-1 client base including AT&T, Crown Castle, Duke Energy and Exelon Group among >290 enterprise customers in North America
- IKE has a Board and executive team with deep industry experience

Products that are experiencing organic growth and utilization in the U.S. market

- IKE speeds up the assessment and construction process for network deployments
- IKE products drive customer productivity via less engineering time in the back office and in the field, and with increased quality and safety
- IKE is targeting to take advantage of an expected investment super-cycle of >\$350b investment into fiber network and 5G deployment across the U.S. over the coming 5+ years
- IKE has “first mover advantage” and network effect potential from these large and high-profile tier-1 infrastructure customers

Attractive revenue model, high gross margins, recurring revenues, and significant operating leverage

- Annual subscription revenue comes from customer access to IKE software (cloud and field software) with high gross margins
- Transaction revenue comes from poles being processed or analyzed using IKE’s cloud software platform (charged per pole) with high gross margins
- Upfront revenue comes from IKE field tools and other services (used for capturing pole asset information in the field)
- IKE operates a direct B2B sales and delivery model, currently with 19 sales and delivery related staff
- Customers capture their own data using IKE or other technology - to be sent to the IKE Cloud = low fixed cost base and a scalable front end

Executive summary

Strong performance across key metrics in Q1 FY22

- Q1 FY22 Revenue of NZ\$2.6m (+12% on pcp and +30% on a constant currency basis as NZD:USD fx rate shifted from c \$0.60 to c \$0.70).
- Recurring subscription and transactional revenues now comprise approximately 78% of total revenue.
- Q1 FY22 was a record quarter for new contracts closed, at approximately \$6.1m. This followed \$5.4m in new contracts won in the quarter to March 2021, translating to new contracts won in the past six month to June 2021 of approximately \$11.5m (against full year revenue of \$9.3m to March 2021)
- Strong gross margins of approximately 68%
- Strong balance sheet with net cash and receivables position of approximately NZ\$30m.

Outlook Commentary

IKE considers that it has emerged from the acute impacts of the pandemic in the strongest position it has ever been – in terms of talent, an extended product portfolio that allows more value to be delivered to customers across new pole market segments, balance sheet strength, sales run rates and sales pipeline.

Contract wins Q1 FY22 increased >300% on pcp, underpinning confidence in growth for the year ahead, expected to be driven by:

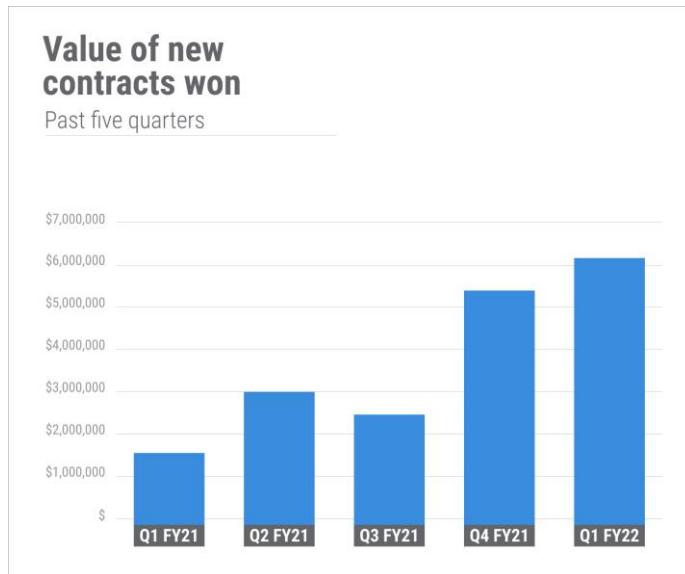
- Increased utilization of the IKE Office Solution by existing customers.
- Additive revenue from the new AI-based IKE Insight solution.
- Targeted customer expansion and new customer wins from a developed sales pipeline.
- Targeted addition of new modules to our platform to drive ARPU – via both internal development and potential acquisition.

FY21 financial performance, and FY22 momentum

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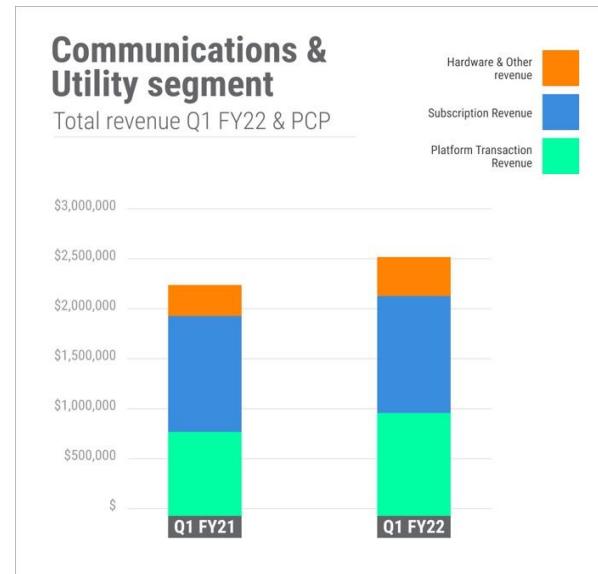


Key metrics Q1 FY22 performance



Takeaway:

>300% growth in new contracts won against pcp provides confidence around the potential for substantial revenue growth in the year ahead.



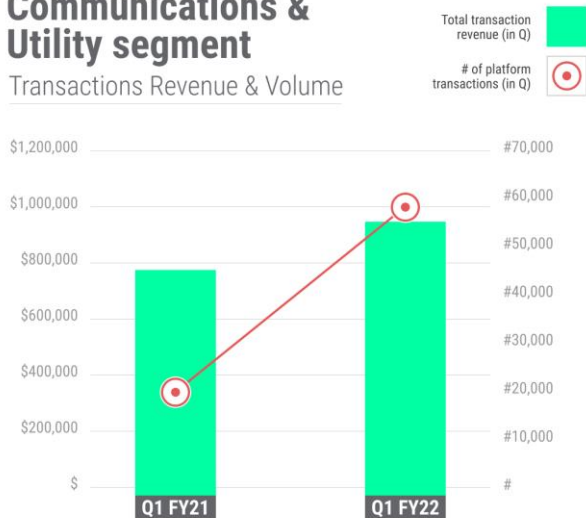
Takeaway:

Recurring subscription and transaction revenues have continued to grow in absolute and relative terms (shown by the Green and Blue segments in the chart). Q1 FY22 growth was +12% on pcp and +30% on a constant currency basis as NZD:USD fx rate shifted from c \$0.60 to c \$0.70.

Key metrics Q1 FY22 performance

Communications & Utility segment

Transactions Revenue & Volume

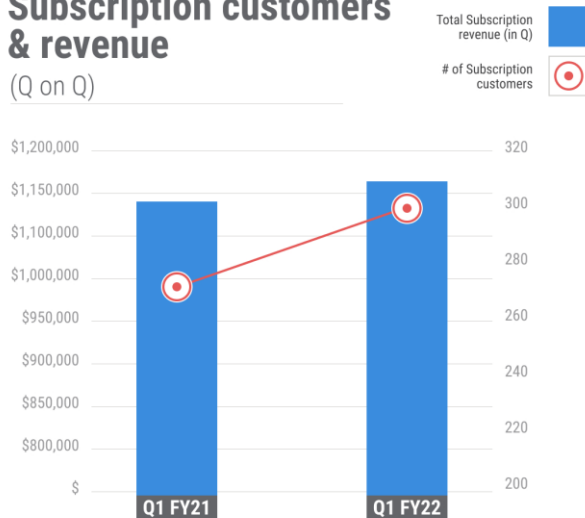


Takeaway:

Transaction revenue is expected to be the major growth engine for IKE. Approximately 190% higher transaction volume and 23% higher transaction revenue reflects continuing success in shifting to this business model.

Subscription customers & revenue

(Q on Q)



Takeaway:

Subscription customers also provide the foundation to expand inside existing accounts.

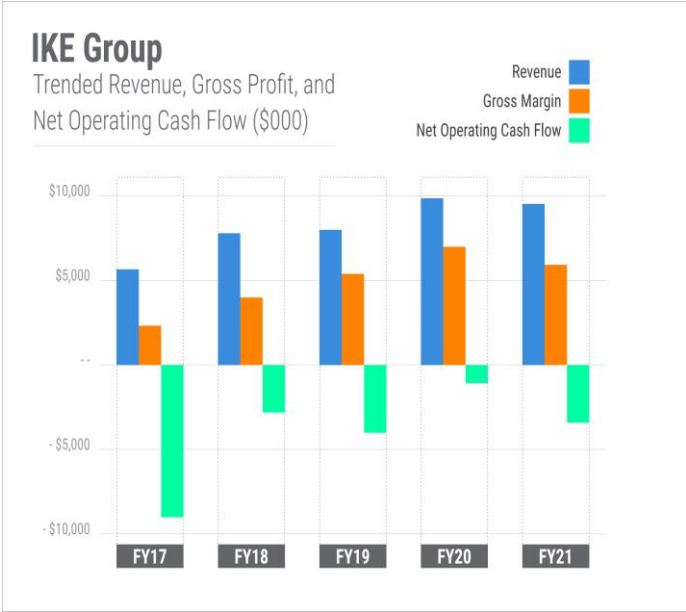
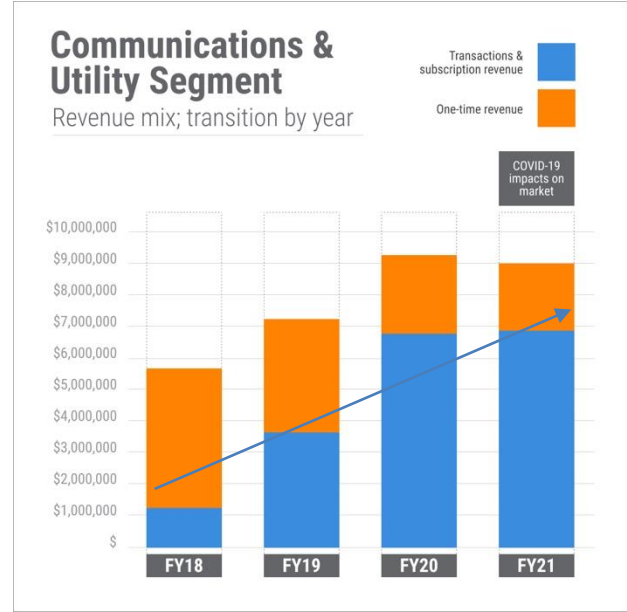
Key metrics Q1 FY22 performance

Transaction revenue, based on platform usage, is expected to be a core growth driver.

	Q1 FY22	PCP (Q1 FY21)	% Change
Platform Transactions			
# of billable transactions	58k	20k	+190%
Platform transaction revenue	\$0.95m	\$0.77m	+23%
Gross Margin	\$0.50m	\$0.37m	+35%
Gross Margin %	52%	48%	
Platform Subscriptions			
# of enterprise customers	299	270	+11%
Platform subscription revenue	\$1.2m	\$1.1m	+9%
Gross Margin	\$1.1m	\$1.0m	+9%
Gross Margin %	92%	92%	
Hardware & Other			
Hardware & Other revenue	\$0.47m	\$0.40m	+18%
Gross Margin	\$0.22m	\$0.14m	+57%
Gross Margin %	45%	35%	

Overall financial momentum

IKE's revenue mix has shifted materially, with increasing levels of revenue expected from recurring subscription and transaction sources in FY22 (shown by the blue bar in the chart). This is an important and continuing trend in terms of increasing revenue quality and predictability to underpin growth.



Growth opportunities and market tailwinds

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IKE is building the Pole OS™ Company to

Support those who give us power

Electric utilities play a pivotal role in supporting North America's homes, businesses and public safety. We help them to help those who need safe and reliable power.



Electric Utility Market macro

A large market opportunity across the U.S. electric utilities segment

- > 3,200 electric utilities across the U.S. facing common challenges.

- > 220M distribution poles in North America.

- Requiring constant and repeating assessment, design and management to avoid:
outages from aging infrastructure, potential catastrophic consequences, increased O&M costs, environmental clean-up costs, significant legal liability, and to meet regulatory and engineering code compliance.

- > 1,000 Engineering Service Providers serving these network owners.

IKE materially improves the engineering design and maintenance process.



IKE is building the Pole OS™ Company to

Lean into the Digital Divide

Why in 2021 would a professional copywriter living in a rural community need to park at a Taco Bell to access broadband?



Communications Market Macro

Addressing a large market opportunity across the U.S. Communications segment

- >\$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
- >\$50B expected investment into rural broadband development
- >200 Communications companies competing to build a networks and win underlying customers
- >1,000 engineering service providers supporting network development

IKE dramatically speeds up aspects of the network assessment and deployment process.

IKE is partnering with the largest communications & utility companies in the U.S.

IKE currently has approximately 299 enterprise subscription customers across North America.

Growth is expected from expanding inside these existing infrastructure customers, and from winning new accounts....



CYIENT



verizon✓



Allo



COX

CABLE ONE

Bell

CORNING



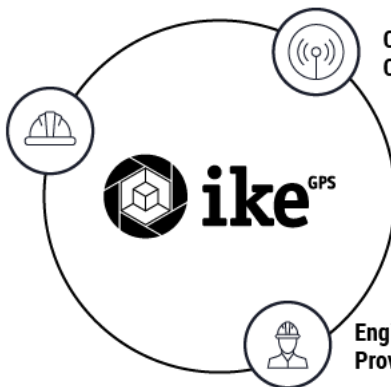
An opportunity to leverage network effects

Electric Utilities in the U.S. market

- > 220M distribution power poles in the U.S.
- Network owners are mandated to share their distribution poles for 'joint use' for items such as fibre deployments
- Facing increased regulatory scrutiny
- Facing high legal liability risk for network failures
- An ageing workforce
- Aging infrastructure risks
- Natural monopolies who share best practice across the industry

Seeking trusted partners & solutions to help deliver safe & reliable power & projects

Electric Utilities



Communications Companies

Engineering Service Providers

Communications groups in the U.S. market

- >200 communications companies in a race to build their network first
- A nationwide roll out of fibre – both urban and rural, and with an estimated 5-7 years to run in this investment super-cycle
- >800,000 5G small-cell sites to be engineered and built. Much of it attaching to poles.

Seeking trusted partners with deep domain expertise, and new technology, that can help to get their network deployed faster

Engineering Service Providers (ESP's)

- >1,000 ESP's supporting these network owners
- Tend to work across multiple asset owners

Seeking solutions to extend their margins (typically thin) and to meet the quality or standards requirements of the asset owner

A direct sales, delivery, and customer experience model

Meet some of the IKE team. Pole experts, headquartered in Colorado, USA





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. 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.

Eileen Healy (BS Electrical Engineering)

Independent Director (recent appointment)

Serial entrepreneur of two high-tech startups addressing the U.S. communications market including Healy & Co, the provides outsourced engineering to the U.S. utility market. Customers include AT&T Mobility, T-Mobile, Vodafone, Verizon Wireless, Frontier Communications, and FirstNet.

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 non-executive director of 2Degrees Mobile and as Chairman of First Gas.

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.

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.

Solutions to grow revenue per customer

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Strategy re-cap as The Pole OS™ Company

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, management and business insights for distribution assets
- + Customer Experience excellence as relates to distribution networks & projects



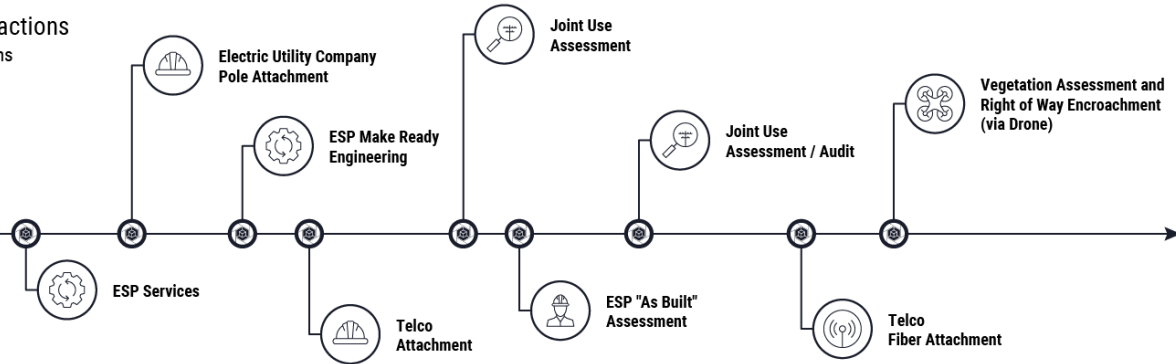
A perpetual requirement to assess and engineer distribution poles

And the requirement to seek integrated solutions to drive efficiency, such as IKE's Pole OS™

Network effects

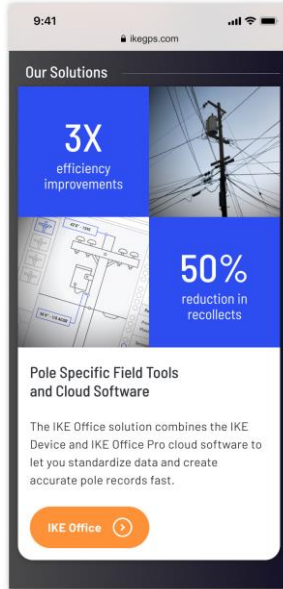
PoleOS™

One pole, many transactions
All supported by IKE Solutions



IKE is building The Pole OS™ Company for the North American market

A trusted platform of four Solutions, delivering compelling productivity and intelligence into distribution network businesses & projects



IKE Office Solution

Revenue model

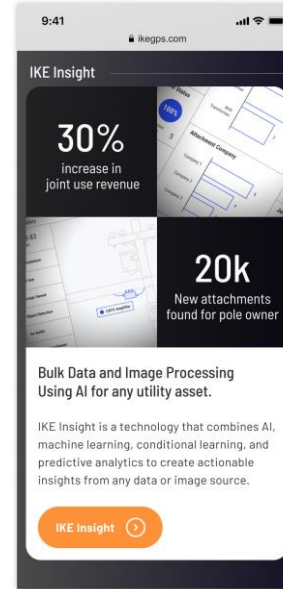
Platform Subscription plus,
Transaction fees for assets processed plus,
Upfront hardware revenue



IKE Structural Solution

Revenue model

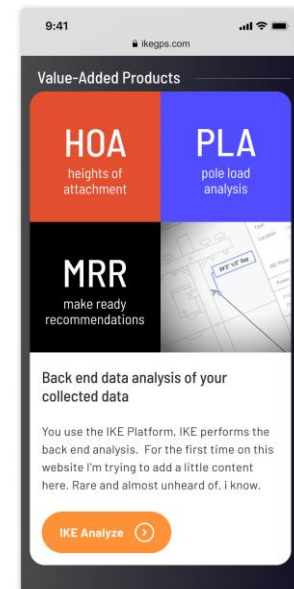
Platform Subscription & Maintenance



IKE Insight Solution

Revenue model

Transaction fee per insight processed
(can be multiple insights per asset)



IKE Analyze Solution

Revenue model

Transaction fee for each asset
processed on the platform

Example customer upsell opportunities across the IKE Solution ecosystem

Fortune-100 Electric Utility Group

An IKE Structural customer.
\$30k Per Annum.

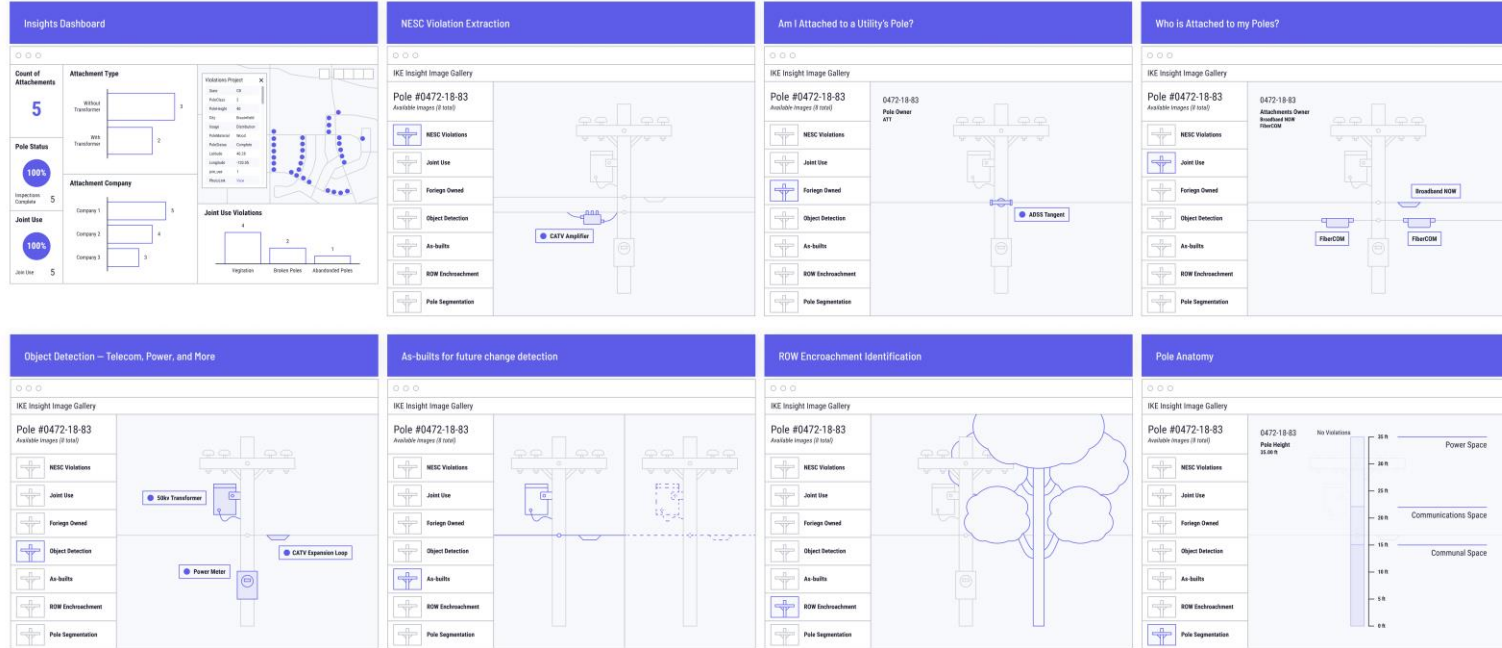


Cross-sell, upshot

- In FY22 IKE is processing approximately 350k poles for one application for this customer
- There are >1.3m poles within this one entity
- There are five similar entities within this Fortune 100 Electric Utility Group. All currently use IKE Structural
- The ESP that is assisting this specific asset owner, has now introduced IKE into a IOU Electric Utility group to support a separate, large five-year program.

New addressable market segments via AI acquisition, called IKE Insight

Bulk data processing using AI built for poles. Multiple new use cases to expand inside of existing customers.



New addressable market segments via AI acquisition, called IKE Insight

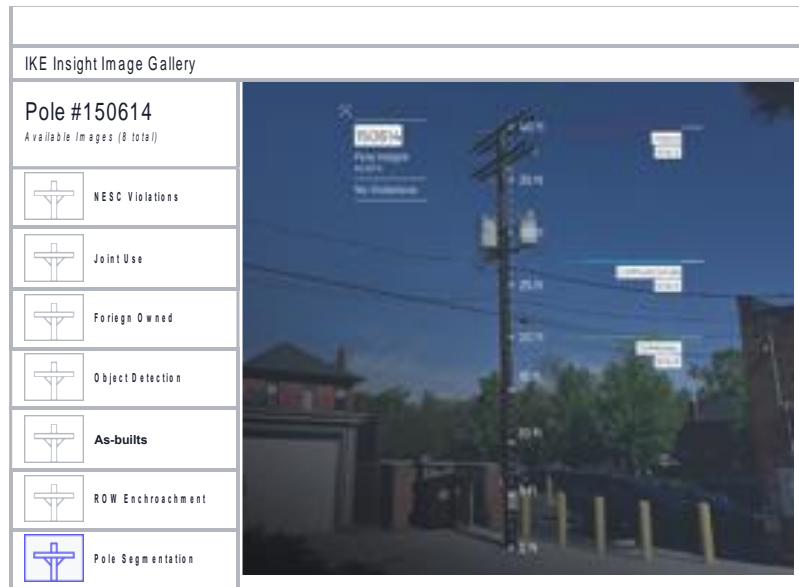
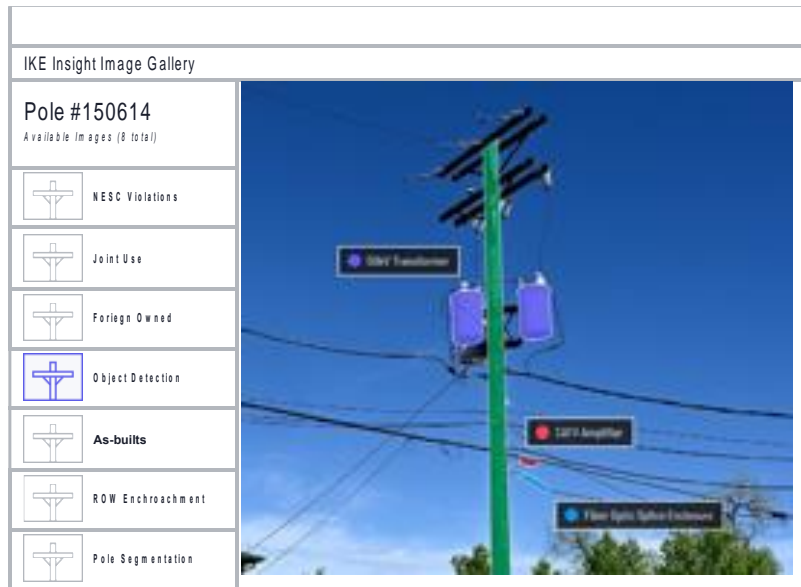
Multiple new use cases and applications to expand inside of existing and new customers

- Generate ROI by automating manual analysis
- Gain insights from new or previously collected imagery or data with configurable AI and predictive analytics (via Lidar, Thermal, Drone, Aerial, Tablets, or Phones, etc.)
- Eliminate subjective errors caused by human analysis
- Reconcile data and recognize patterns across massive data sets
- Reduce revisits with repeatable image-based analysis
- Bolsters limited or less knowledgeable workforce skill sets through AI knowledge systems



New addressable market segments via AI acquisition, called IKE Insight

Multiple new use cases and applications to expand inside of existing and new customers



Use of funds post-capital raise

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Use of funds post August 2021 capital raise

- The funds raised provide balance sheet flexibility to execute on potential acquisition opportunities, subject to the enterprise value of the target.
- IKE additionally plans to invest in capability to accelerate overall customer acquisition, with a specific focus to accelerate the sales, market development development, and delivery capability of IKE's AI technology, called IKE Insight. This investment is based on 1H FY22 market proof points.
- This will include investment into building development teams that will integrate AI technology capability into the IKE Office solution.
- It is expected that this will equate to approximately \$1m of additional investment in 2H FY22 over the base plan.

Use of funds	
Increase of sales and implementation teams	Up to A\$4m
Funding for potential acquisition opportunities	Up to A\$12m
Working capital	A\$4.0m
Approximate costs of the Offer	A\$1.3m
Total	A\$21.3m




Thanks...

Dedicated to Serving
Communications
Companies, Electric Utilities, and
Engineering Service Providers.

Who are focused on:

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

Voting and asking questions




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Ask a Question

Get a Voting Card

Exit Meeting ↗



Voting Card

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Ask a Question

Downloads

Notice of meeting

Annual report

Resolution 1

Auditor appointment and remuneration: That Grant Thornton is appointed as auditor of the company and the directors be authorised to fix the auditor's remuneration.

Resolution 2

Election of Eileen Healy: That Eileen Healy , appointed by the Board as a director effective 1 April 2021 and who retires and is eligible for election, is elected as a director of ikeGPS Group Limited.

Resolution 3

Re-election of Alex Knowles: That Alex Knowles is re-elected as a director of ikeGPS Group Limited.

Resolution 4

Placement capacity: That by way of a single ordinary resolution, the shareholders of ikeGPS Group Limited approve and ratify for all purposes, including NZX Listing Rule 4.5.1(c), the previous issue under NZX Listing Rule 4.5.1 of 19,300,000 fully paid ordinary shares in ikeGPS Group Limited to investors at an issue price of A\$0.95 / NZ\$1.00 on 19 August 2021.

Appendix A:

FY21 Results to March 2021

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FY21 Year in Review.

- + Far-reaching impacts of COVID-19 across North America in calendar 2020. A period of challenge and high uncertainty for our business and our customers.
- + IKE adopted a 'front foot' plan throughout the pandemic.
- + Important strategic objectives were executed by IKE through the 2020 calendar year, including a key acquisition.
- + Enabling IKE to now bounce forward as our market and our customers have come back strongly since January 2021.
- + Our view is that IKE has emerged in 2021 in the strongest position it has ever been – in terms talent, an extended product portfolio that allows more value to be delivered to customers across new pole market segments, balance sheet strength, sales performance run rates and sales pipeline.
- + We are excited about the growth potential for FY22.

FY21 Results Highlights (unaudited)

- + Total recognized revenue in the year of approximately \$9.3m (pcp of \$9.8m).
 - + Approximately flat revenue from the core Communications & Electric Utility segment at approximately \$9.0m reflecting a solid outcome in the context of Q1 and Q3 periods being disrupted by COVID-19 impacts on customers and associated pole projects across North America .
- + Key metrics within Operating Revenue
 - + \$4.6m of subscription revenue.
 - + 284 enterprise subscription customers.
 - + \$2.3m of transaction revenue.
 - + 53,000 billed pole transactions.
- + Gross margin of approximately \$5.9m (PCP of \$6.9) with a gross margin percentage of approximately 64% (PCP of 71%).
- + Net cash flow from operating activities of approximately (\$3.5m) against PCP of (\$1.1m).
- + Operating loss after tax for the year of approximately (\$7.5m) against PCP operating loss of (\$6.1m).

FY21 Results Highlights cont.

- + Transition to the Platform Subscription plus Transaction business model was continued in FY21.
 - + Approximately 75% of FY21 revenue was generated from recurring subscription or transaction sources.
- + IKE's focus remains on two large markets, specifically speeding the assessment and construction process in the Communications and Electric Utilities segment in North America.
 - + Market timing is optimal.
- + Multiple new customer proof points.
 - + With account acceleration opportunities.
- + Strong operating momentum since January through June 2021.
 - + New contract wins of approximately \$11.5m. Momentum across sales pipeline, brand, customer experience, and process efficiencies.
 - + The right people.
 - + Leadership, pole expertise, and governance in place to lead our niche.

Appendix B:

Examples of IKE Solutions

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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. The main window shows a photo of a utility pole with various equipment and a detailed data panel on the right. The data panel includes fields for Pole Number, Pole Id, Pole Tag Photos, Pole Type, Pole Owner, GLC, AGL, Location, Pole IKEphoto, and Equipment details.

Field	Value
Pole Number	1
Pole Id	1395
Pole Tag Photos	1
Pole Type	Douglas Fir - 4 x 4
Pole Owner	UTILITY - POWER
GLC (")	29.5
AGL	36' 11"
Location	39.92425, -105.08779
Pole IKEphoto	4
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	
Name	
Equipment #2	Metal Risers - 3' Metal
Type	Metal Risers - 3' Metal
Orientation	12.754
Quantity	1
Owner	UTILITY - POWER



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.

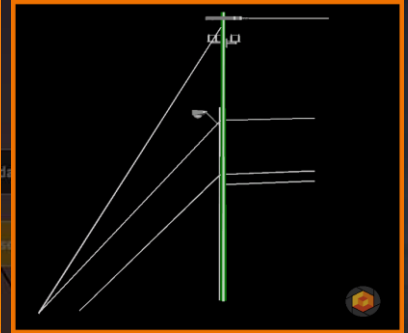
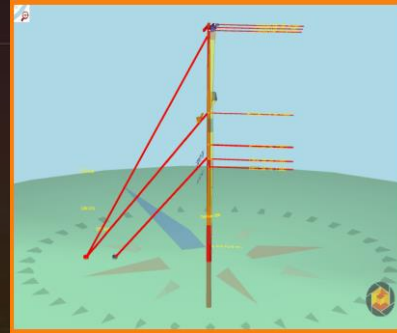
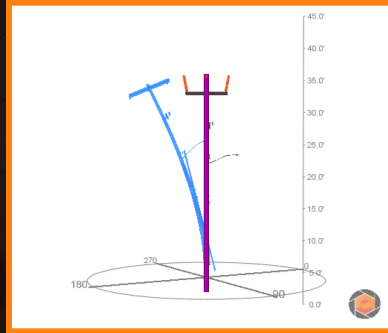
38'6" - Tip

37'2" - Single Cross Arm

37'6" - Primary > #4 Copper

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

Pole Loading
Structural integrity
Clearance Analysis
NESC compliance



13" - Base Offset



Enabling Faster Permitting

Speed of network deployment is the most crucial aspect to customers investing in 5G or Fiber network construction. Our automated Attachment Permit Applications eliminate manual input errors & dramatically speed time to approval.



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