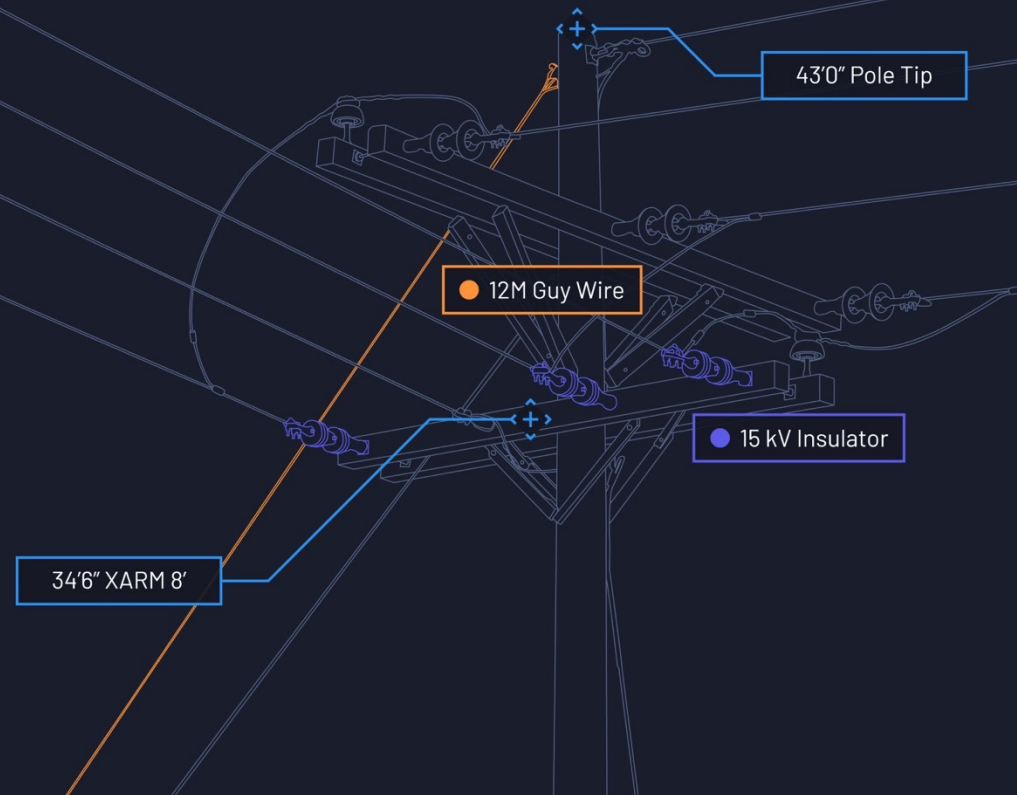


# FY22 performance overview

The Pole OS™ Company

Glenn Milnes, CEO  
[glenn.milnes@ikegps.com](mailto:glenn.milnes@ikegps.com)  
31 May 2022

// 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 Group Limited (IKE);
- Should be read in conjunction with, and is subject to, IKE's FY22 financial results (audited), recent market releases, and information published on IKE's website ([www.ikegps.com](http://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.

Receipt of this Document and/or attendance at this presentation constitutes acceptance of the terms set out above in this Important Notice.



# Agenda and Contents

- Performance highlights and key performance charts
- Financial statements
- Market overview
- Customer reasons to buy
- Direct go-to-market, brand, and CX model.
- Q&A

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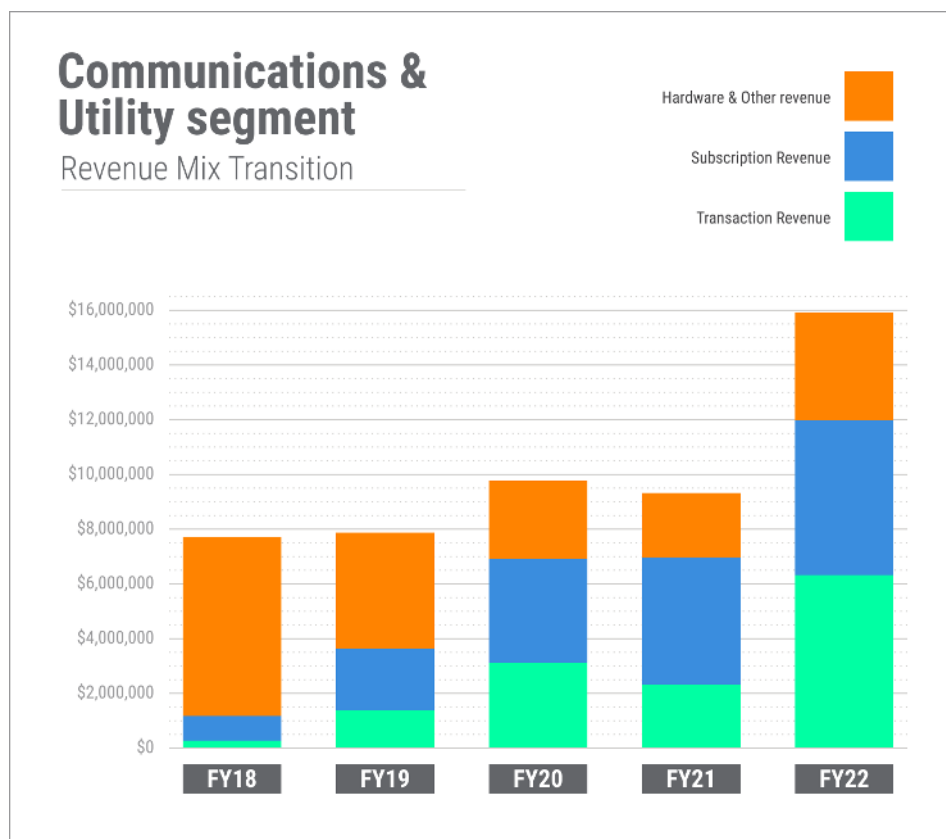
# A strong year. FY22 Performance Highlights

122% growth in new contracts won against PCP and 71% revenue growth

- FY22 revenue of ~\$16m (+71% vs pcp).
  - 2H FY22 revenue of ~\$10.3m (+108% vs pcp)
- FY22 Subscription and Transaction revenue of ~\$12.m (+73% vs pcp). ~75% of IKE's revenue in FY22 came from theses recurring and re-occurring sources.
- FY22 signed contracts of ~\$26m (+122% vs pcp).
- FY22 gross margin of ~\$9.9m (pcp of \$5.9m), with FY22 gross margin percentage ~62% (pcp of ~64%).
- FY22 EBITDA loss of ~\$5.3m (pcp -\$5.5m)
- FY22 Net Loss of ~\$7.9m (pcp -\$7.5m)
  - 2H FY22 Net Loss of ~\$1.7m (pcp -\$4.9m)
- Total cash and receivables 31 March 2022 of ~\$29.4m, comprised of \$24.4m cash and \$5m receivables.
  - This is approximately the same total position as December 2021.
  - No debt.

\$16m revenue (+71% pcp). Continued positive shift in revenue composition

46% CAGR of recurring subscription and re-occurring transaction revenue

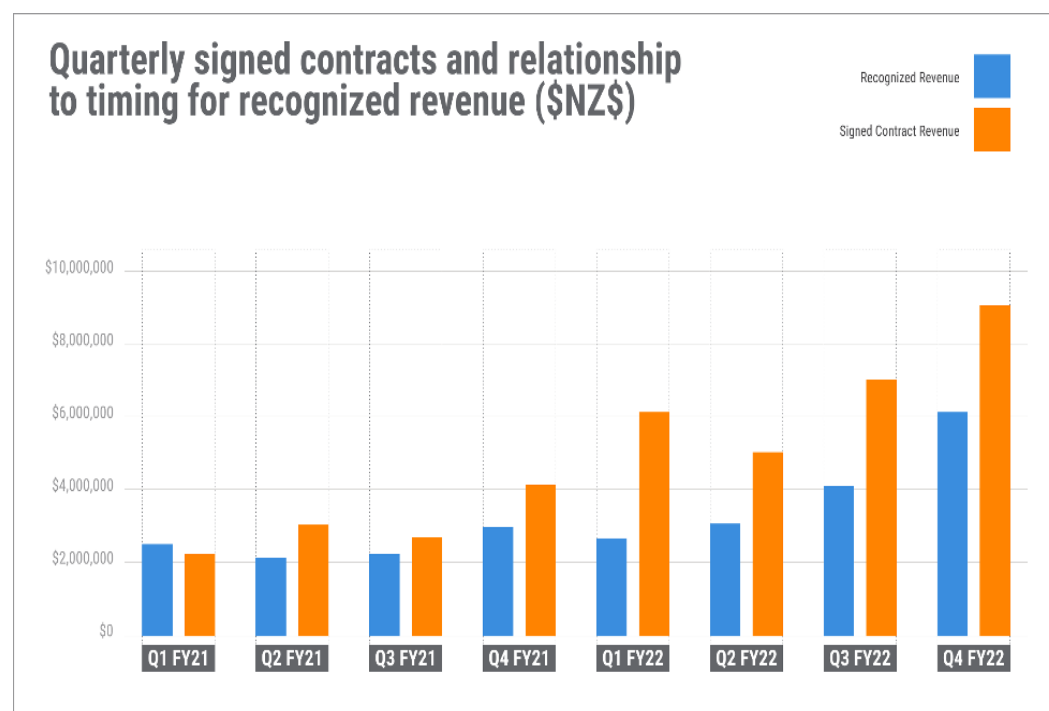


### Takeaways:

- 46% CAGR of recurring subscription and reoccurring transaction revenues over past three years (shown by the Green and Blue segments in the chart).
- IKE's revenue mix has continued to shift positively over the past four years.
- This is an important trend in terms of increased revenue quality and predictability as IKE continues to execute on its solution and Pole OS™ strategy.

# \$26m of new signed contracts in FY22 (+122% pcp)

Relationship of the timing of signed contracts to recognized revenue



## Takeaways:

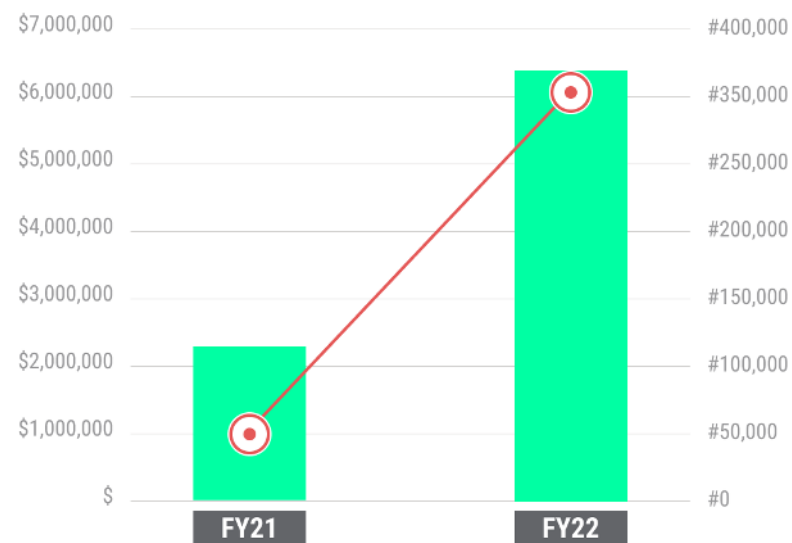
- Chart shows the approximate nine-month correlation between the timing of signed contracts against subsequent recognized revenue levels.
- The reason for this timing is that subscription and transaction contracts, once signed, are recognized over time (often 12 months), based on usage of IKE products.
- Chart also shows the growth and momentum in signed contract value being taken into FY23 as backlog.
- Greater than \$26m new signed contracts in FY22. 122% YoY growth.

# 178% higher transaction revenue vs pcp

Substantial growth in platform utilization

## FY22 YTD Communications & Utility Segment

Transactions Revenue & Volume



## Takeaways:

- Approximately 178% higher transaction revenue vs PCP, evidences increasing customer usage of IKE solutions.



# Strong momentum across key metrics.

FY23 growth outlook underpinned by significant signed contract backlog.

	FY22	PCP (FY21)	% Change
<b>Total revenue</b>	\$16.0m	\$9.3m	+71%
<b>Platform Transactions</b>			
# of billable transactions	349k	53k	+559%
Platform transaction revenue	\$6.4m	\$2.3m	+178%
Gross Margin	\$2.9m	\$0.4m	+574%
FY22 Gross Margin %	45%	19%	
<b>Platform Subscriptions</b>			
# of enterprise customers	347	282	+23%
Platform subscription revenue	\$5.6m	\$4.6m	+23%
Gross Margin	\$5.0m	\$4.4m	+14%
FY22 Gross Margin %	88%	96%	
<b>Hardware &amp; Other</b>			
Hardware & Services revenue	\$4.0m	\$2.4m	+67%
Gross Margin	\$2.0m	\$1.1m	+82%
Gross Margin %	50%	46%	



# 71% revenue growth.

Focused investment into sales & product development, to fuel FY23 and beyond.

		Year ended 31 March Group	
	Note	2022 NZ\$'000	2021 NZ\$'000
Continuing operations			
Operating revenue	5	15,965	9,324
Cost of revenue		(6,077)	(3,403)
<b>Gross profit</b>		<b>9,888</b>	<b>5,921</b>
Other income	5	65	915
Foreign exchange gains/(losses)		446	(553)
Movement of fair value assets and liabilities		1,269	(178)
Total other income, gains, and losses		1,780	184
Support costs		(452)	(428)
Sales and marketing expenses		(6,467)	(5,556)
Research and engineering expenses		(5,825)	(2,394)
Corporate costs		(6,712)	(5,165)
<b>Expenses</b>	6	<b>(19,456)</b>	<b>(13,543)</b>
Operating loss		(7,788)	(7,438)
Net finance (expense)/income		(69)	(55)
Net loss before income tax		(7,857)	(7,493)
Income tax (expense)/credit	7	-	-
<b>Loss attributable to owners of ikeGPS Group Limited</b>		<b>(7,857)</b>	<b>(7,493)</b>
Other comprehensive loss			
Exchange differences on translation of foreign operations		(49)	(972)
<b>Comprehensive loss</b>		<b>(7,906)</b>	<b>(8,465)</b>
Basic and diluted loss per share	19	\$ (0.05)	\$ (0.06)

## Takeaways:

- 2H FY22 revenue of ~\$10.3m (+108% vs pcp)
- FY22 Subscription and Transaction revenue of ~\$12.m (+73% vs pcp).



# Strong, sustainable balance sheet

Cash and receivables of \$29.5m (\$24.5m cash & \$5m receivables)

		As at 31 March Group	
	Note	2022	2021
		NZ\$'000	NZ\$'000
<b>ASSETS</b>			
Current assets			
Cash and cash equivalents	8	24,354	11,342
Trade and other receivables	9	4,959	2,630
Prepayments		1,284	254
Contract costs		191	-
Financial instruments		33	-
Inventory	10	1,003	798
Total current assets		31,824	15,024
Non-current assets			
Property, plant, and equipment	11	1,803	1,053
Intangible assets	12	14,135	13,845
Inventory	10	269	352
Lease assets	13	210	434
Total non-current assets		16,417	15,684
<b>Total assets</b>		<b>48,241</b>	<b>30,708</b>
<b>LIABILITIES</b>			
Current liabilities			
Trade and other payables	14	1,756	960
Employee entitlements		676	303
Provision	24	40	711
Other liabilities	15	2,651	3,894
Lease liabilities	13	232	339
Deferred income	5	3,575	2,449
Total current liabilities		8,930	8,656
Non-current liabilities			
Other liabilities	15	-	148
Lease liabilities	13	-	174
Deferred income	5	106	28
Total non-current liabilities		106	350
<b>Total liabilities</b>		<b>9,036</b>	<b>9,006</b>
<b>Total net assets</b>		<b>39,205</b>	<b>21,702</b>
<b>EQUITY</b>			
Share capital	18	104,751	80,932
Share-based payment reserve	21	2,768	1,178
Accumulated losses		(67,674)	(59,817)
Foreign currency translation reserve		(640)	(591)
<b>Total equity</b>		<b>39,205</b>	<b>21,702</b>

## Takeaways:

- This cash & receivables position is approximately the same total position as December 2021, demonstrating the operating leverage in the business as revenue scales without the requirement for significant increases in our cost base.
- No debt.



# IKE speeds network construction & maintenance for electric utilities, communications, and engineering customers across North America, via three software solutions

## Business model upshot:

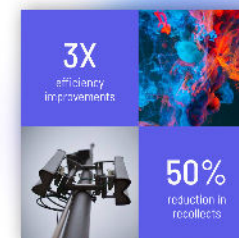
- A recurring Subscription to access any IKE Solution
- Additive, reoccurring Fees based on usage
- Optional value-added products , such as IKE Analyze and IKE University



### Pole Specific Field Tools and Cloud Software

The IKE Office solution combines the IKE Device and IKE Office Pro cloud software to let you standardize data and create accurate pole records fast.

IKE Office



### Industry Standard Pole Load Analysis

IKE Structural gives you access to PoleForeman, the industry leading pole load analysis software used by the largest electric utilities in North America.

IKE Structural

### Bulk Data and Image Processing using Artificial Intelligence for any utility asset

IKE Insight is a technology that combines AI, machine learning, conditional learning, and predictive analytics to create actionable insights from any data or image source.

IKE Insight



# Digitization and accuracy for faster network engineering, via the IKE Office solution

The screenshot displays the IKE Office software interface. On the left, a sidebar shows a list of poles with IDs 1395 and 1385, their last modified dates, and thumbnail photos. Below this is a map view with 'Map' and 'Satellite' tabs, showing the location of pole 1395. The main area features a large photo of a utility pole with callouts for various equipment and measurements:

- 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...
- 16' 5"
- 16' 5" - CATV > CATV 1.0 > Static
- 14' 11" - Telco > TELE 1.0 > Static

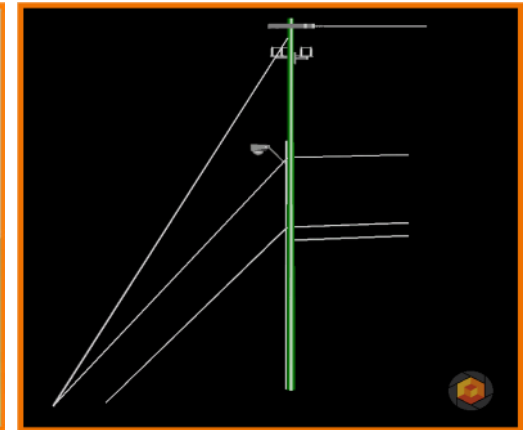
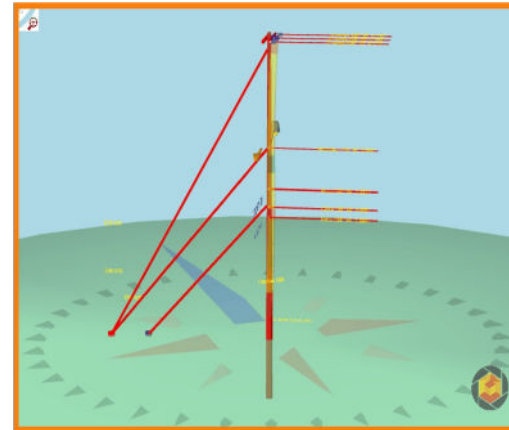
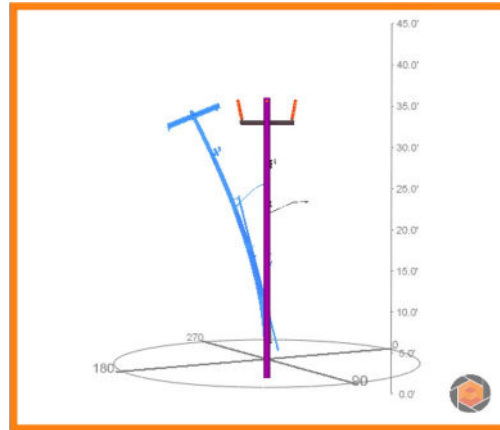
On the right, a detailed data panel for pole 1395 is shown, including fields for Pole Number, Pole Id, Pole Tag Photos, Pole Type, Pole Owner, GLC, AGL, Location, Pole IKEphoto, and Equipment details.

Pole 1395	
Pole Number	1
Pole Id	1395
Pole Tag Photos	1
Pole Type	Douglas Fir > 4 > 45
Pole Owner	UTILITY > POWER
GLC (")	29.5
AGL	36' 11"
Location	39.92423, -105.08779
Pole IKEphoto	4
<b>Equipment 2</b>	
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	
Note	
Equipment #2 - Metal Risers > 3" Metal	
Type	Metal Risers > 3" Metal
Orientation	12.754
Quantity	1
Owner	UTILITY > POWER

# Pole Loading Analysis, via the IKE Structural solution

Embedded customers include a 5 of the 10 largest investor-owned utility groups in the U.S.

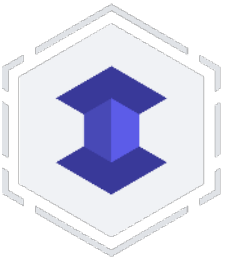
- Pole Loading
- Structural integrity
- Clearance Analysis
- NESC compliance













# Low Code AI for any data or imagery to provide insights into distribution assets, via the IKE Insight solution



IKE  
Insight

Data source and image agnostic

 Existing Data Images	 Drones	 Thermal Imagery
 Field Devices	 Lidar	 Satellite



Integrates with existing applications, data, and systems, such as...

Joint Use Software

alden



varasset<sup>®</sup>  
Software That Works

DAVEY  
Resource Group

Data Bases

MySQL<sup>™</sup>

ORACLE

Microsoft  
SQL Server

GIS Systems



esri<sup>®</sup>



Cloud Providers



Azure

aws

API & Multiple File Types



JSON



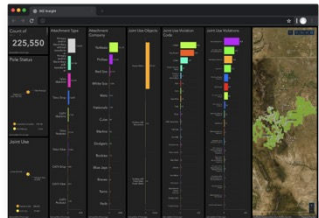
KML



CSV

and more...

Dashboards



# Example IKE Insight application

## Automated pole segmentation & object detection



**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

### Built to solve an array of industry use cases

- Utility pole audits and inspections
- Line degradation and vulnerabilities
- New insights from legacy audits (reuse of existing imagery and results)
- Quality assurance (as-builts)
- Pole ownership and/or dispute resolution
- Location validation
- Detailed pole framing and configuration identification

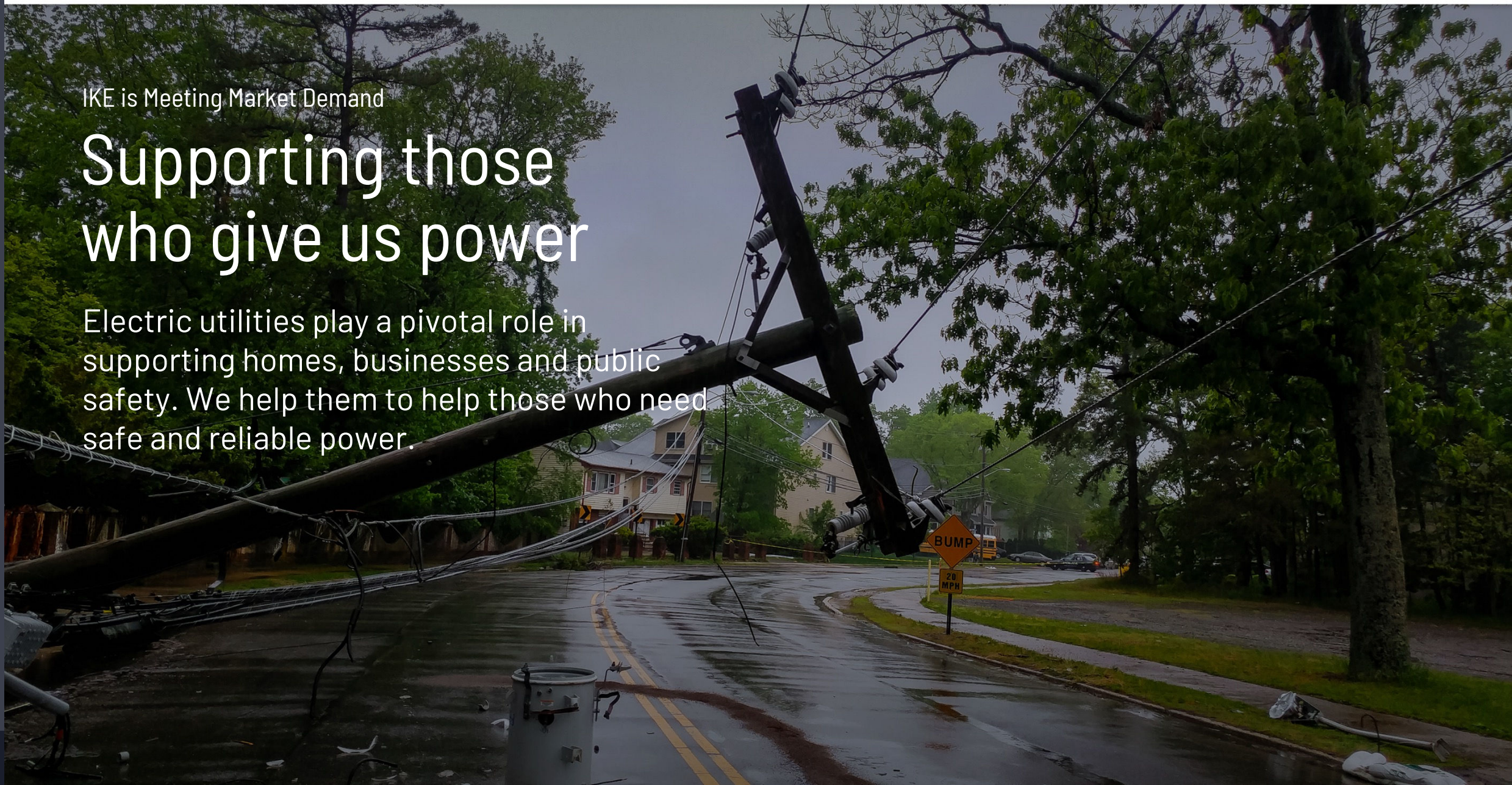




IKE is Meeting Market Demand

# Supporting those who give us power

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







Electric Utility Market macro tail winds

# Addressing a large market opportunity across the U.S. electric utilities segment

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

- Outages
- Aging infrastructure
- Potential catastrophic consequences
- Increased O&M costs
- Environmental clean-up costs
- Significant legal liability
- Regulatory and Engineering code compliance

> 2,000 Engineering Service Providers

IKE improves the engineering design and maintenance process of poles



IKE is Meeting Market Demand

# Leaning into the Digital Divide

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







Communications Market Macro market tail winds

# 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
- An additional >\$60B expected investment into rural broadband development as part of the Biden administrations new Infrastructure bill
- >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 deployment process.



# In good company

IKE has >350 sticky enterprise subscription customers and counting.....

Multiple expansion examples....



CYIENT



verizon<sup>✓</sup>

a. amdocs

Allo

AVISTA  
Corp.

SDGE

COX

CABLE ONE

Bell

CORNING

BENTON  
P.U.D

ComEd.  
An Exelon Company

IRSA

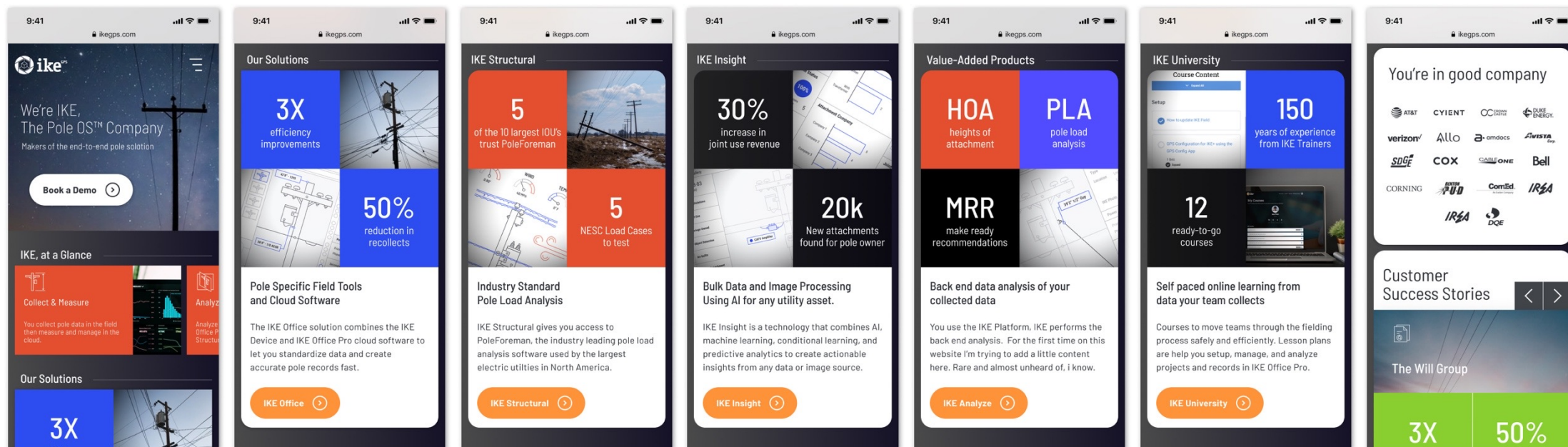






# Compelling productivity improvements

Embedding IKE in long term customer relationships with recurring and re-occurring revenue sources....






# A direct sales and delivery model

Meet some of IKE's Outside Plant experts, targeting to deliver the best CX in our industry





# A Board with deep industry experience

## Board of Directors

### Alex Knowles

Chairman and 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.

### Eileen Healy / BS Electrical Engineering

Independent Director

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.

### Rick Christie / (MSc (Hons) Chemistry)

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.

### 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.





# Outlook

## Strong growth to continue

- The level of signed contracts in the year to March 2022 of ~\$26m provides the foundation for strong potential revenue growth in FY23.
- Our sales pipeline has also continued to develop robustly.
  - This pipeline consists of opportunities to expand within existing customer accounts, noting the majority of IKE's FY22 revenue performance came from growing existing customers, and from opportunities to win new enterprise accounts.
- Our balance sheet is strong.
- Our focus for FY23 continues on four core themes:
  - The delivery of signed contracts in the backlog. IKE expects ~\$15-17m of the signed contract backlog in place today to be recognized in the FY23 period, noting that these signed contracts are based on our customers delivering network projects and that the timing of the associated revenue depends on this customer execution.
  - In addition to the delivery of the backlog above, to close and recognize revenue in FY23 from new contracts.
  - To continue to build out sales and delivery capability. IKE serves some of the largest infrastructure and engineering groups in North America and it is key to have the right scale of people and processes so to provide the best customer experience.
  - To continue to enhance its three software products. This product development focuses on automation and analytics capability so to deliver more productivity & value to customers, and to increase ARPU.





# Thanks...

IKE's Purpose is Manaakitanga,  
meaning We Rise by Lifting Others.

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

Who are focused on:

- Faster communications network deployment
- Improving the quality of power network data
- Keeping engineering crews out of harm's way
- Meeting the demands and mitigating regulatory risks

