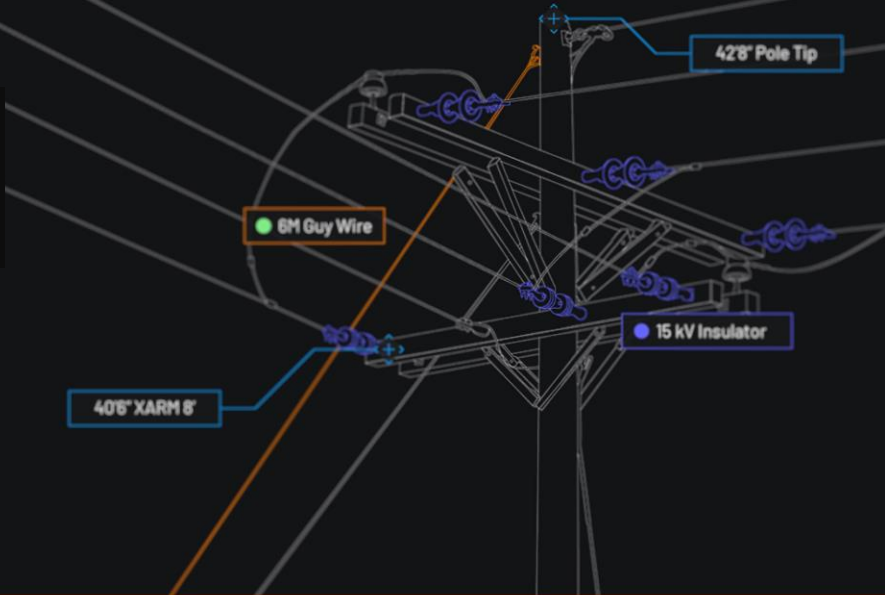


IKE Overview for ASX Small & Mid-Cap Conference

The Pole OS™ Company

Book a Demo



Glenn Milnes, CEO
glenn.milnes@ikegps.com
March 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 1H FY22 financial results (unaudited), recent 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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Agenda and contents

- + Overview of solutions
- + Performance highlights and key performance charts
- + Key metrics data
- + Market overview
- + Reasons to buy
- + Direct go-to-market, brand, and CX model. Meet the team
- + Q&A



Our Solutions

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.



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.



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 delivers software solutions into the North American market to speed network construction and maintenance for electric utilities & communications companies

Business Model upshot...

- A Platform Subscription backbone to access any IKE Solution
- Additive Fees based on usage
- Optional value-added products (such as IKE Analyze and IKE University)



Photo-Verifiable Accuracy for faster network engineering, via IKE Office

IKE Office // Photo Verifiable Accuracy

The screenshot displays the IKE Office interface. On the left, a sidebar shows a project titled 'OCALC Demo_8_30_07' with a list of items including '1395' and '1385'. Below this is a satellite map view. The main area features a photograph of a utility pole with several pieces of equipment attached. Labels point to these items: '36 11"-Primary - 44 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', and '14 11"-Telco - TELE 1.0 - Static'. On the right, a detailed equipment list is shown for item '1395'. It includes fields for Pole Number, Pole Id, Pole Tag Photos, Pole Type (Douglas Fir - 4 - 43), Pole Owner (UTILITY - POWER), GLC (7) (29.5), AGL (36 11"), Location (39.92423, -105.08779), and Pole IKEphoto (4). Below this, two equipment entries are listed: 'Equipment #1 - Streetlights - Streetlight_8 ft. Arm 8.0 ft arm' and 'Equipment #2 - Metal Risers - 3' Metal'. The interface also includes a 'Select attachment point to zoom' prompt and various navigation icons.



Digital Twins for Pole Loading Analysis, via IKE Structural

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

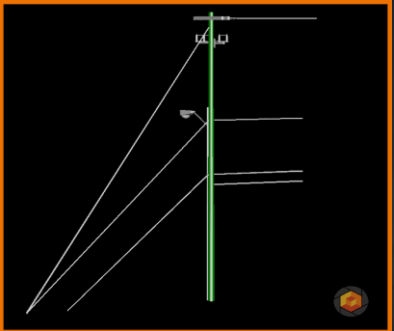
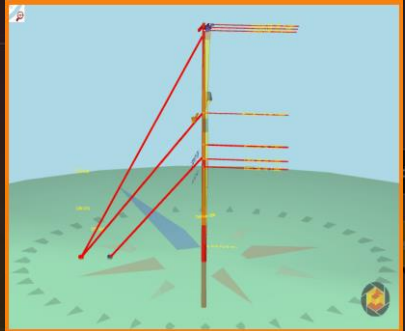
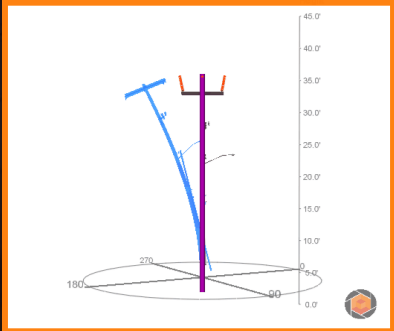
38'6" - Tip

37'2" - Single Cross Arm

37'6" - Primary > #4 Copper

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

Pole Loading
 Structural integrity
 Clearance Analysis
 NESC compliance

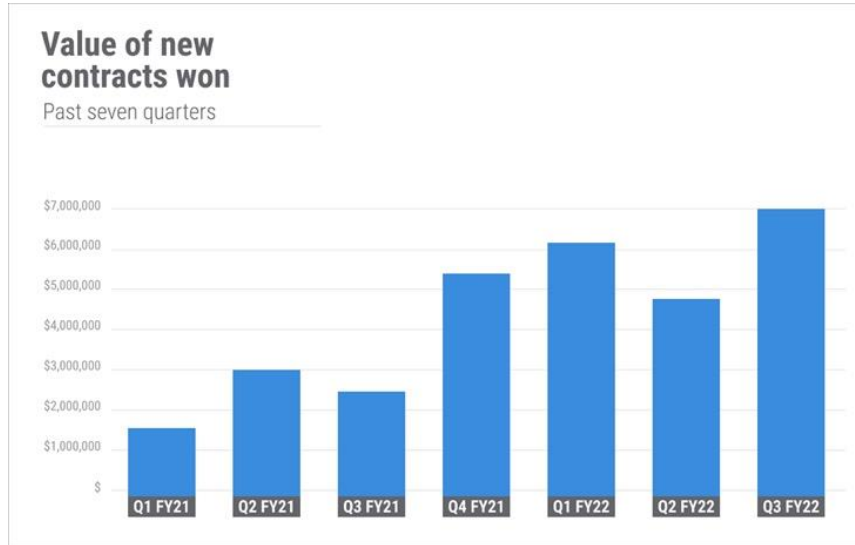


13" - Base Offset



Sales momentum.

Greater than \$23m in new contracts won in calendar 2021, and 180% growth against Q3 PCP.



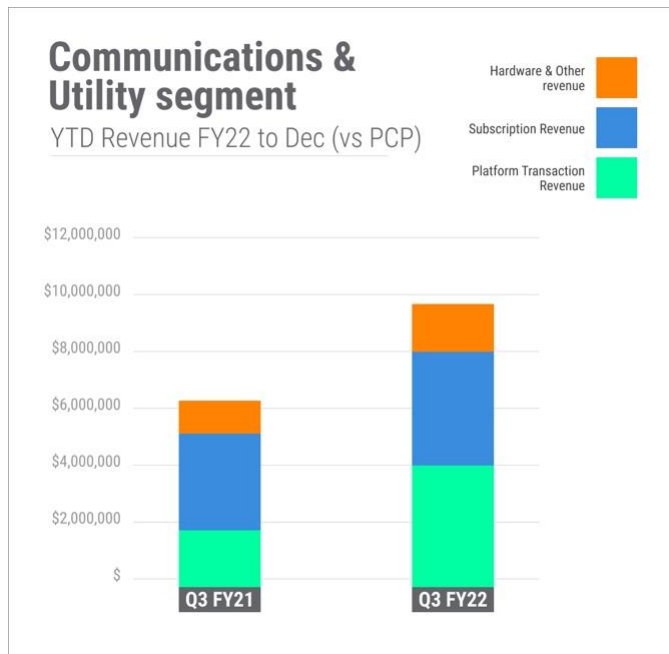
Takeaways:

- + Approximately **180% growth in new contracts won against pcg** provides confidence around the potential for strong revenue growth in the FY22 and FY23 periods ahead.
- + Approximately **\$23m in new contracts won in calendar 2021**, points to the growth potential for FY22 and FY23.
- + This is **across several hundred enterprise customers** in North America, reducing concentration risk.



A continued positive shift in revenue composition.

>50% growth against PCP.



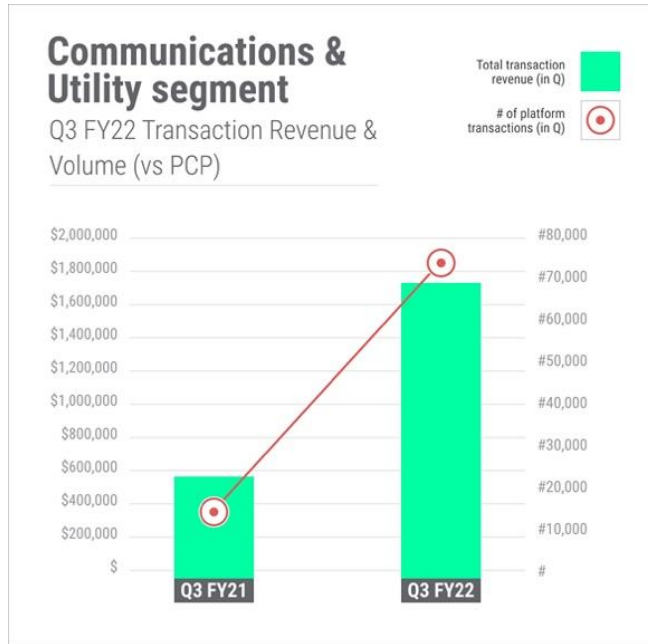
Takeaways:

- + Annualized revenue run rate from Q3 FY22 of c \$17m.
- + Growth in overall number of enterprise subscription customers and subscription revenue. This provides the foundation to expand inside these existing accounts with other IKE Solutions and build transaction/usage-based revenues.
- + IKE's revenue mix has continued to shift materially over the past three years with **greater than 80% of revenue expected from subscription and transaction sources in FY22.** (shown by the blue and green segments in the chart)



135% higher transaction revenue.

Evidencing growth in platform utilization.



Takeaways:

- + Approximately 300% higher transaction revenue in Q3 FY22 vs pcp.
- + Approximately 135% higher transaction revenue in the nine-month period to 31 December 2022 vs pcp.



Momentum across key metrics.

Growth underpinned by significant sales and funnel development.

	YTD Q3 FY22	PCP (YTD Q3 FY21)	% Change
Platform Transactions			
# of billable transactions	234k	44k	+430%
Platform transaction revenue	\$4.0m	\$1.7m	+135%
Gross Margin	\$1.9m	\$0.5m	+280%
Q3 Gross Margin %	48%	30%	
Platform Subscriptions			
# of enterprise customers	319	278	+15%
Platform subscription revenue	\$4.0m	\$3.5m	+14%
Gross Margin	\$3.5m	\$3.3m	+6%
Q3 Gross Margin %	88%	94%	
Hardware & Other			
Hardware & Services revenue	\$1.9m	\$1.4m	+36%
Gross Margin	\$0.8m	\$0.5m	+60%
Gross Margin %	44%	37%	





Q3 Performance Update.

180% growth in new contracts won against PCP and >50% revenue growth

- + YTD revenue of approximately \$9.9m (approximately 53% higher than prior calendar period (pcp)).
- + Q3 FY22 revenue of approximately \$4.2m (approximately 100% higher than pcp).
- + Q3 FY22 subscription and transaction revenue of approximately \$3.3m (approximately 95% higher than pcp).
- + New contracts closed in Q3 FY22 were >\$7m (approximately 180% higher than pcp).
- + YTD gross margin of approximately \$6.3m (pcp of \$4.3m), with a Q3 FY22 gross margin percentage of approximately 63% (pcp of 67%).
- + **Total cash and receivables 31 December 2021 of approximately \$29m, with no debt.**



Outlook

- + The substantial increase of new contracts won year-to-date points to a strong potential forward revenue growth profile.
- + Q4 2022 has also been positive in terms of demand and continued momentum. This has included announcements of:
 - + An extension contract with an existing communications customer supporting fibre infrastructure deployment in the U.S. This customer is expected to now generate >\$4m of transaction revenue for IKE in the coming 12-18 months.
 - + An approximately \$0.9m contract from a new tier-1 North American electric utility customer.
- + IKE's focus for Q4 FY22 (period to March 2022) continues on three core themes:
 - + The delivery of contracts to recognize revenue from contracts in place,
 - + The extension of revenue opportunities from existing customers, and
 - + Building further market proof points behind IKE's AI-software business segment, called IKE Insight.



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

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.

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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

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

> 1,000 Engineering Service Providers

IKE improves the engineering design and maintenance process of poles



You're in good company

IKE has >320 enterprise subscription customers, and counting.....

Multiple expansion examples, with account value growing from \$ tens of thousands to \$ millions

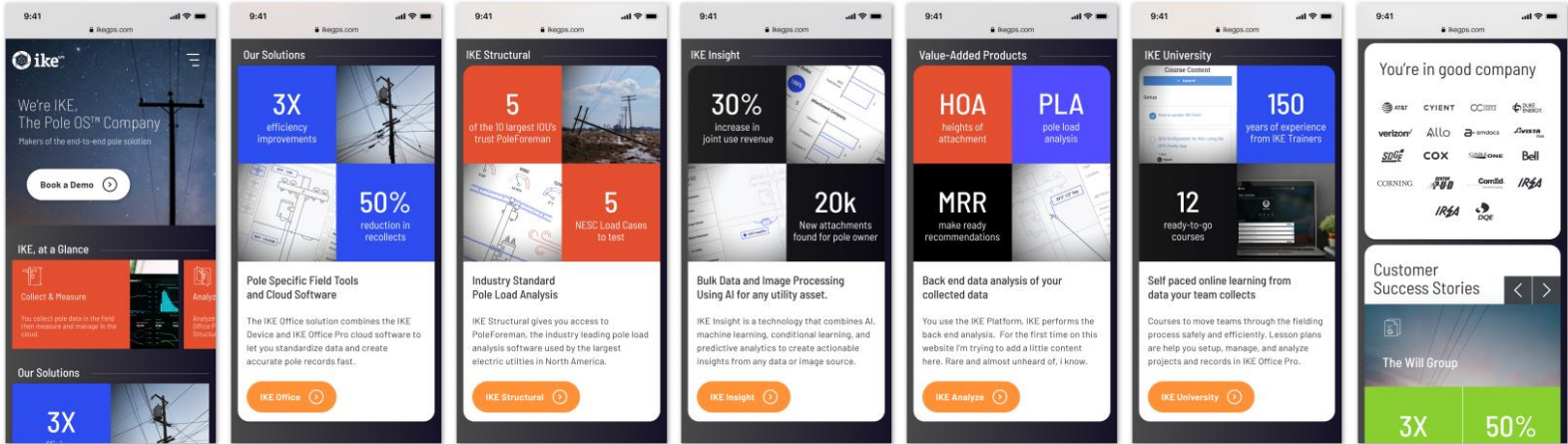




Compelling productivity improvements

Embedding IKE in long term customer relationships...

Reasons customers buy



The PoleOS™ Company

Three software solutions: the most accessible and comprehensive utility pole measurement platform and pole CX for telecom, electric utilities, and engineering service providers.

IKE Office

The power of IKE in your hands

- + Self Perform Audit
- + Pole Audits, HOA/Simple tagging
- + Self Perform Premium
- + HOA thru MRE
- + Discuss w/ Glenn

IKE Field Tools

Go collect everything

- + FDC Tools (IKE Device)
- + FDC Mobile Software
- + Anti magnetic tripod
- + Device depot

IKE Insight

IKE University

Core component for customer success

- Self paced online courses
- Live training
- Onsite coaching
- Advanced industry coursework
- Field Data Collection best practices

IKE Analyze

Your pole data, analyzed by IKE

- + Heights of Attachment // ID assets + attachment height
- + Pole Load Analysis // 3-5x faster permitting and approvals
- + Make Ready Engineering // Drive permitting + new construction

PLA

Know your pole integrity

- PoleForeman
- Compliance with NESC regulations
- Eliminate time-consuming manual calculations
- Database populated with your construction standards
- No more guesswork

Customer Experience // End-to-end customer journey

- Build building and customer awareness
- Pre production run
- FDC Training, delivery, and management
- Clear value propositions across markets
- Scoping & commitment
- Production
- Discovery and pre project planning
- System configuration
- Customer support



A direct sales, brand, and delivery model

Meet some of the IKEA Team



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.



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.