



IKE 1H FY25 Performance Update & Outlook

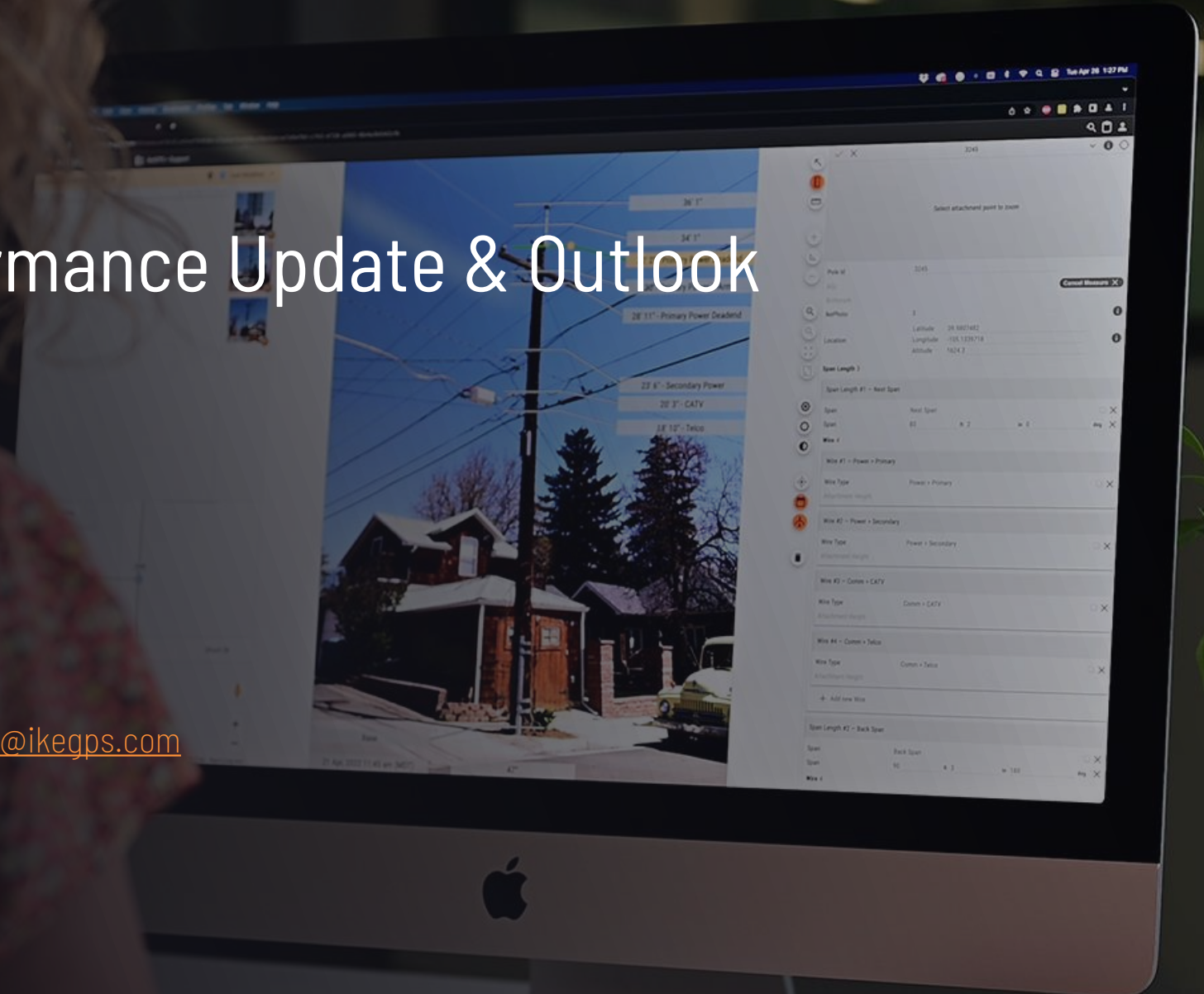
We're IKE, the Pole OS™ Company

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Agenda

1H Performance Headlines

Outlook

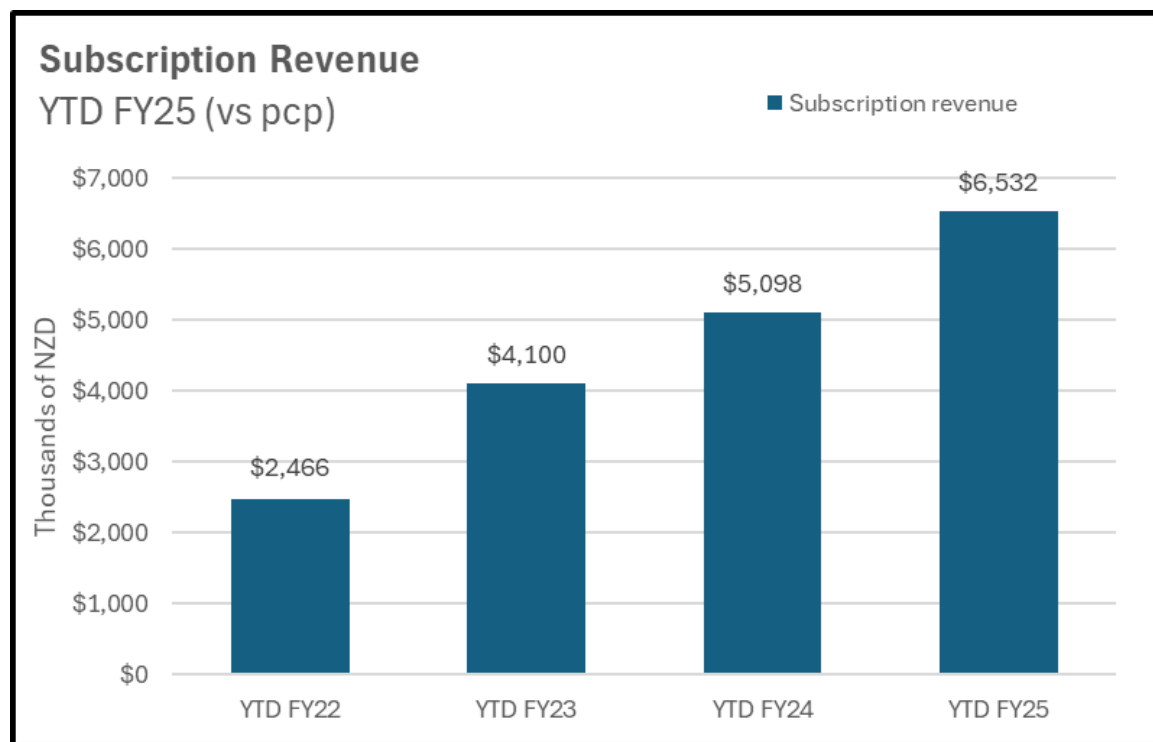
Addressable market and IKE's value proposition

Q&A



Subscription revenue growth has continued to be consistently strong with a three-year CAGR of 38%

In 1H, a total of ~\$33M of contracts closed

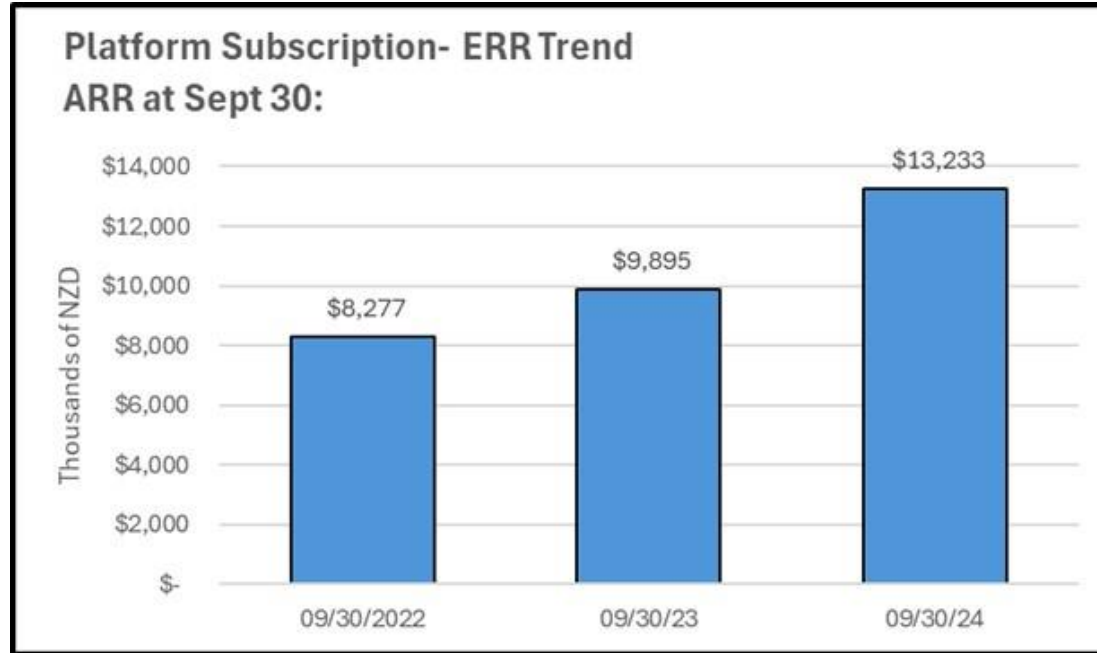


Takeaways:

- Significant growth in underlying subscription revenue.
- Three-year subscription revenue CAGR of +38%.
- During FY25, this is expected to increase materially by ~40% or greater vs pcp.



Exit Run Rate (ERR) of annual platform subscription has grown to NZ\$13.2m as at 30 September 2024

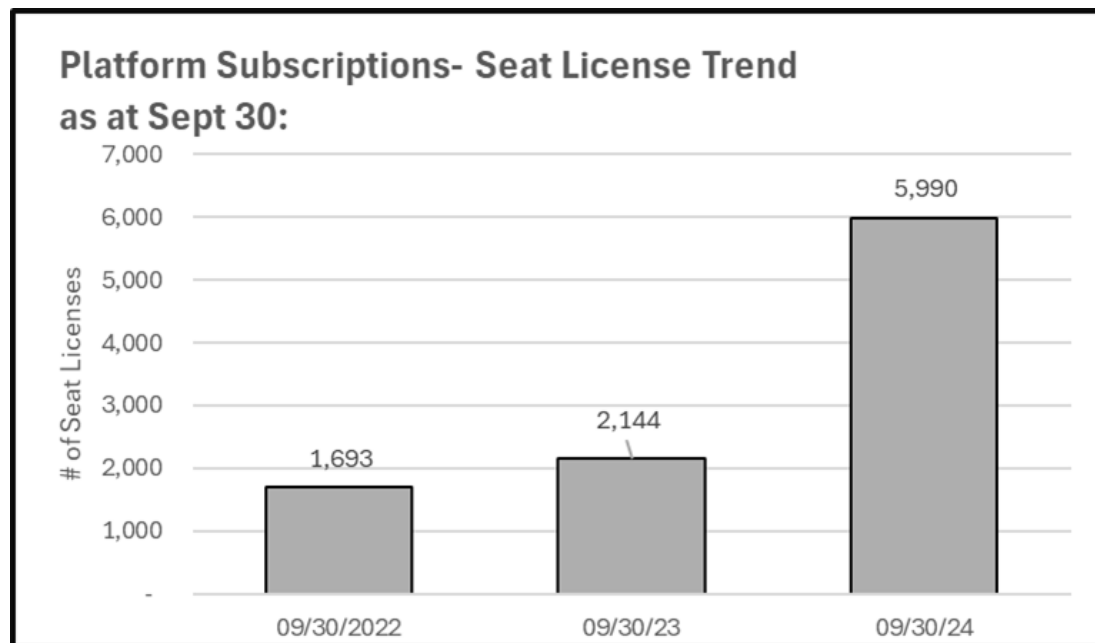


Takeaways:

- +34% YoY growth in the exit run rate (ERR) of annual platform subscription revenue.
- As stated, during the FY25 period this metric is expected to continue to grow materially (by ~40% or greater vs pcp) driven by continued growth of IKE Office Pro subscription sales and the successful sell-through of IKE's next-generation IKE PoleForeman subscription product, with TCV of ~NZ\$12.5m already closed.



179% YoY increase in subscription seat licenses, evidencing the impact of new product introductions with very sticky customers

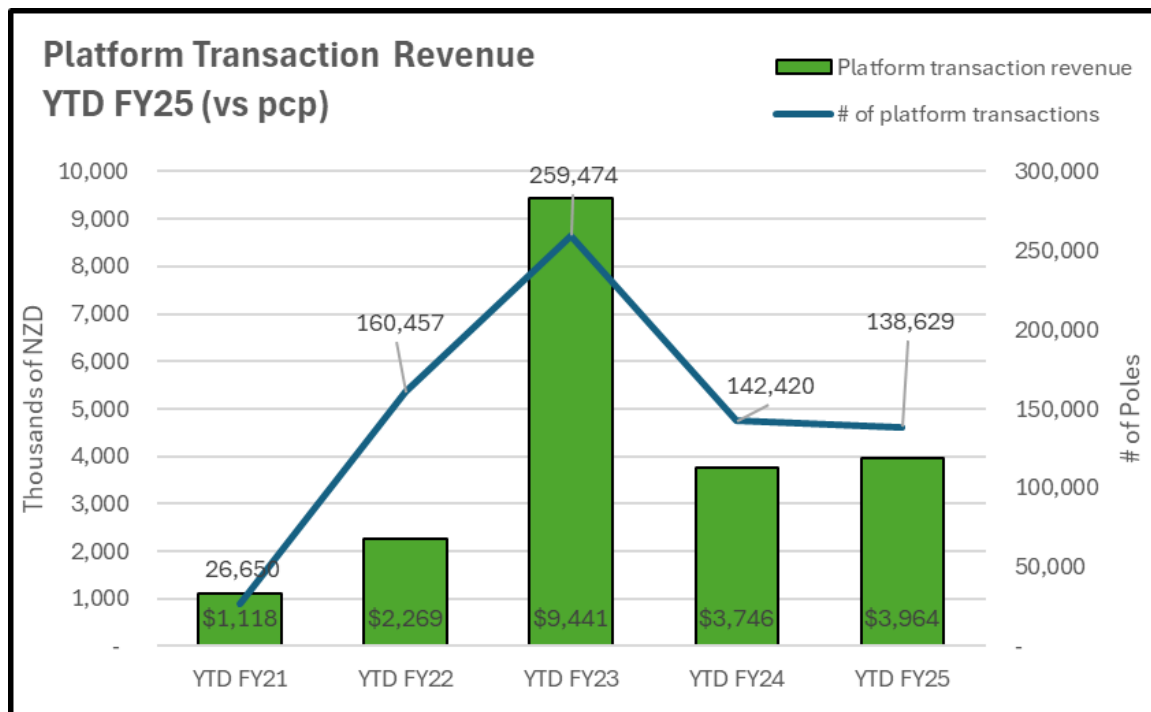


Takeaways:

- Subscription seat license growth of +179% over the past year.
- Seat count growth has accelerated at a fast pace due to customer additions and upsells, as well as selling customers onto a new per-seat subscription model when adopting the new IKE PoleForman product (released late FY 2024).



Three-year transaction revenue CAGR of 20%, and improved margin profile



Takeaways:

- Three-year transaction revenue CAGR of +20%.
- Noting gross margin increased +107% vs pcp.
- Based on contracts signed in Q2 FY25, IKE expects transaction volumes and associated revenue to continue to build into 2H FY25.



Key metrics table

	1H FY25	1H FY24	% Change
Total Revenue	\$12.2m	\$10.5m	+16%
Platform Subscriptions			
Total # of Subscription Customers	413	368	+12%
Total Number of Seat Licenses	5,990	2,144	+179%
Platform Subscription Revenue	\$6.5m	\$5.1m	+28%
Gross Margin	\$5.7m	\$4.5m	+27%
Gross Margin %	87%	87%	
Platform Transactions			
# of Billable Transactions	160k	142k	+13%
Platform Transaction Revenue	\$4.0m	\$3.7m	+6%
Gross Margin	\$1.5m	\$0.7m	+107%
Gross Margin %	37%	19%	
Hardware & Other			
Hardware & Services Revenue	\$1.7m	\$1.7m	0%
Gross Margin	\$1.0m	\$1.0m	0%
Gross Margin %	58%	60%	

Customer Number Reconciliation:

Since 31 December 2023, IKE has changed its reporting of customer numbers from 'All Enterprise Customers' to 'Subscription Customers', reflecting only customers with recurring subscription revenue. The reconciliation between these two metrics will be reported until 31 December 2024. Reconciliation is as follows:

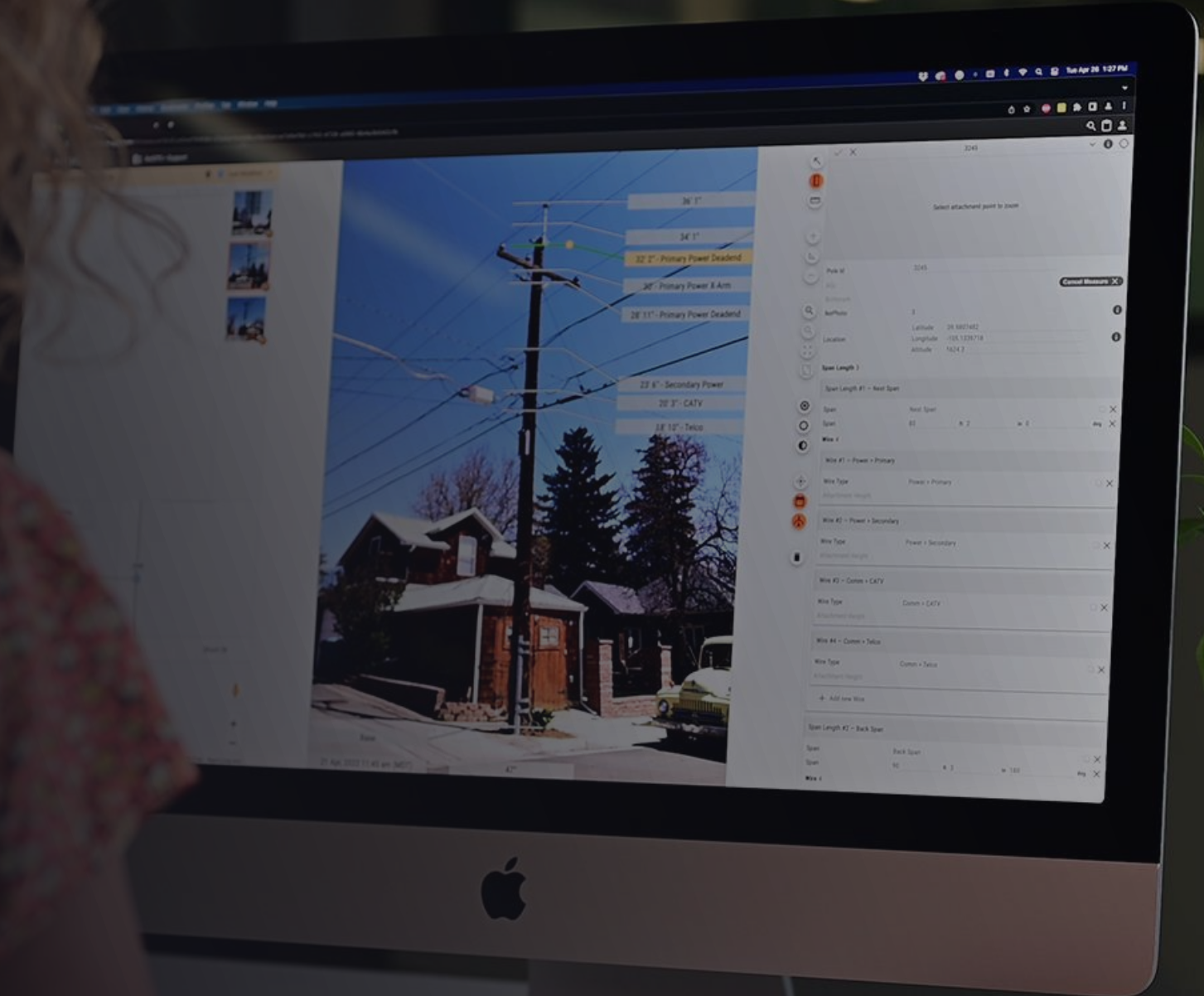
Customer Recon	1H FY25	1H FY24	
Total # of Enterprise Customers	436	392	+11%
Less: Non-Subscription Customers	(23)	(24)	-4%
Total # of Subscription Customers	413	368	+12%

Other Takeaways:

- Total cash and receivables as at 30 September 2024 of ~NZ\$11.1m, comprised of ~NZ\$6.8m cash and ~NZ\$4.3m receivables, with payables of NZ\$1.0m and no debt.
- As context, cash has reduced ~NZ\$3m over the past 12 months during a period of substantial investment into building five new products, three of which have now been launched to market, and through a period of substantial recurring revenue and customer growth.
- Investment into product development is paying back, an example being IKE PoleForeman. This new product has been in-market for ~nine months and to date the product has generated ~\$12.5m in Total Contract Value and has increased IKE's ARR by ~NZ\$4.0m.



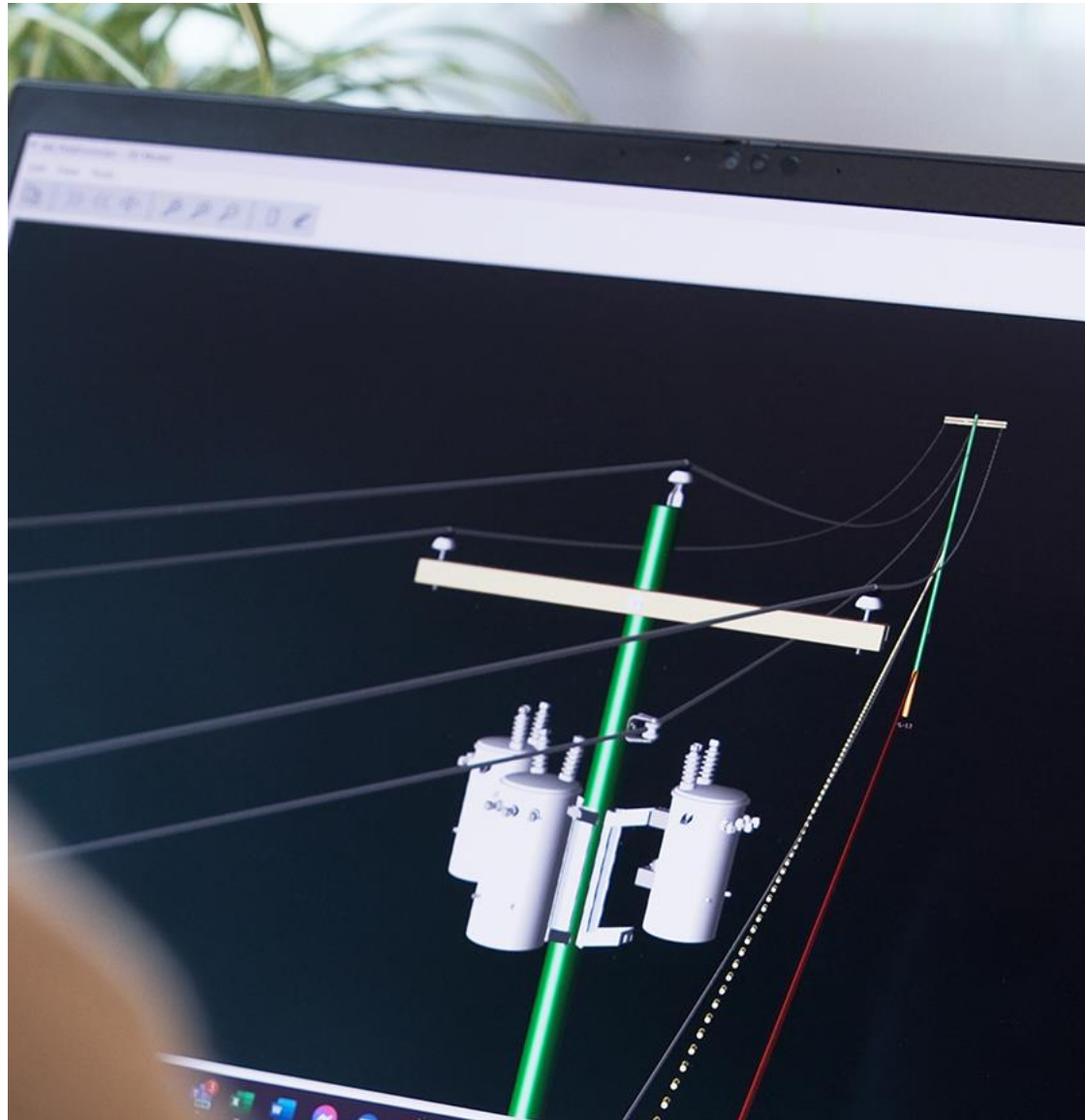
Update & Outlook





IKE PoleForeman as the Standard for Distribution Network Design.

New SaaS Product to Market <https://ikegps.com/ike-poleforeman/>



Takeaways:

- The new IKE PoleForeman product has been in-market for ~nine months and to date has generated ~\$12.5m in Total Contract Value and has increased IKE's ARR by ~NZ\$4.0m.
- In total, ~84 customers have initially subscribed to this new platform, of which ~50 were existing customers and ~34 are new customers. Far exceeding our adoption rate expectations.
- This translates to several thousand new seat licenses, each representing a distribution network design engineer utilizing the software.
- We expect further major customers to close in the near term and that IKE PoleForeman will ultimately be the Standard for structural analysis in eight-of-the-ten largest electric utilities in North America.



AI-based automation products in-market Q2. Further AI products coming 2H.
Built to drive dramatic productivity improvements into specific distribution-network engineering workflows.



AI-based automation products in-market Q2.

Double-Wood Detective AI Product



Detect

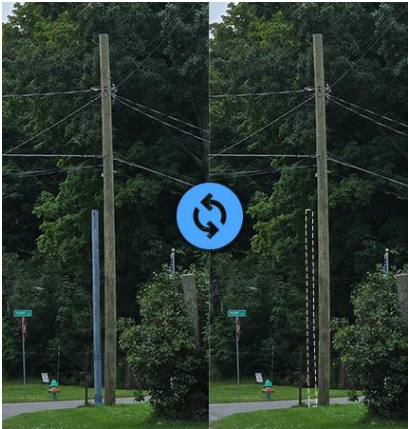
Locate undetected instances of double wood



Validate

Confirm instances of double wood from existing records.

Brownfield	BR001	82	Confirmed
Brownfield	BR002	102	Confirmed
Brownfield	BR003	24	N/A
Brownfield	BR004	10	N/A
Brownfield	BR005	45	Confirmed
Snodder	BO001	181	Confirmed
Snodder	BO002	5	N/A
Snodder	BO003	12	No
Snodder	BO004	40	N/A
Snodder	BO005	85	No
Snodder	BO006	38	Confirmed
Arvada	AR001	71	N/A
Arvada	AR002	42	N/A
Arvada	AR003	5	N/A
Arvada	AR004	10	N/A



Change detection

Capture changes to double wood records, such as pole removal status.

FL Collier	BR001	82	Yes
FL Collier	BR002	102	Yes
FL Collier	BR003	24	N/A
FL Collier	BR004	10	N/A
FL Collier	BR005	45	Yes
FL Collier	BO001	181	Yes
FL Collier	BO002	5	N/A
Loveland	BO003	12	Removed
Loveland	BO004	40	N/A
Loveland	BO005	85	No
Loveland	BO006	38	Yes
Loveland	AR001	71	N/A
Loveland	AR002	42	N/A
Loveland	AR003	5	N/A
Loveland	AR004	10	N/A



AI-based automation products in-market Q2.

Joint-Use Ticket Automation AI Product



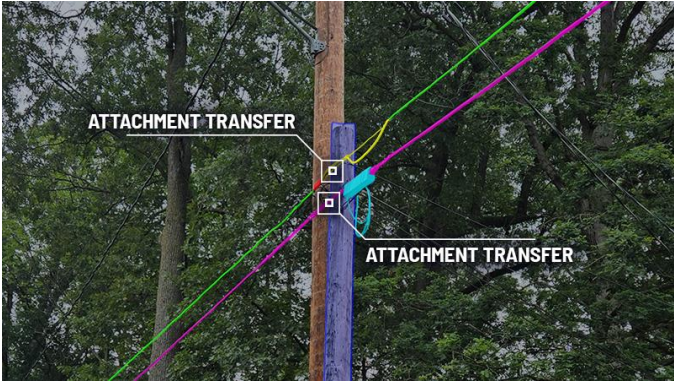
Violation reporting

Address common issues that arise during inspections and audits, such as NESC infractions and double wood.



Make-ready construction

Prep poles for new attachments while maintaining safety and compliance with standards.



Pole transfers

Transfer attachments from an existing pole to a newly installed one.



Appendices

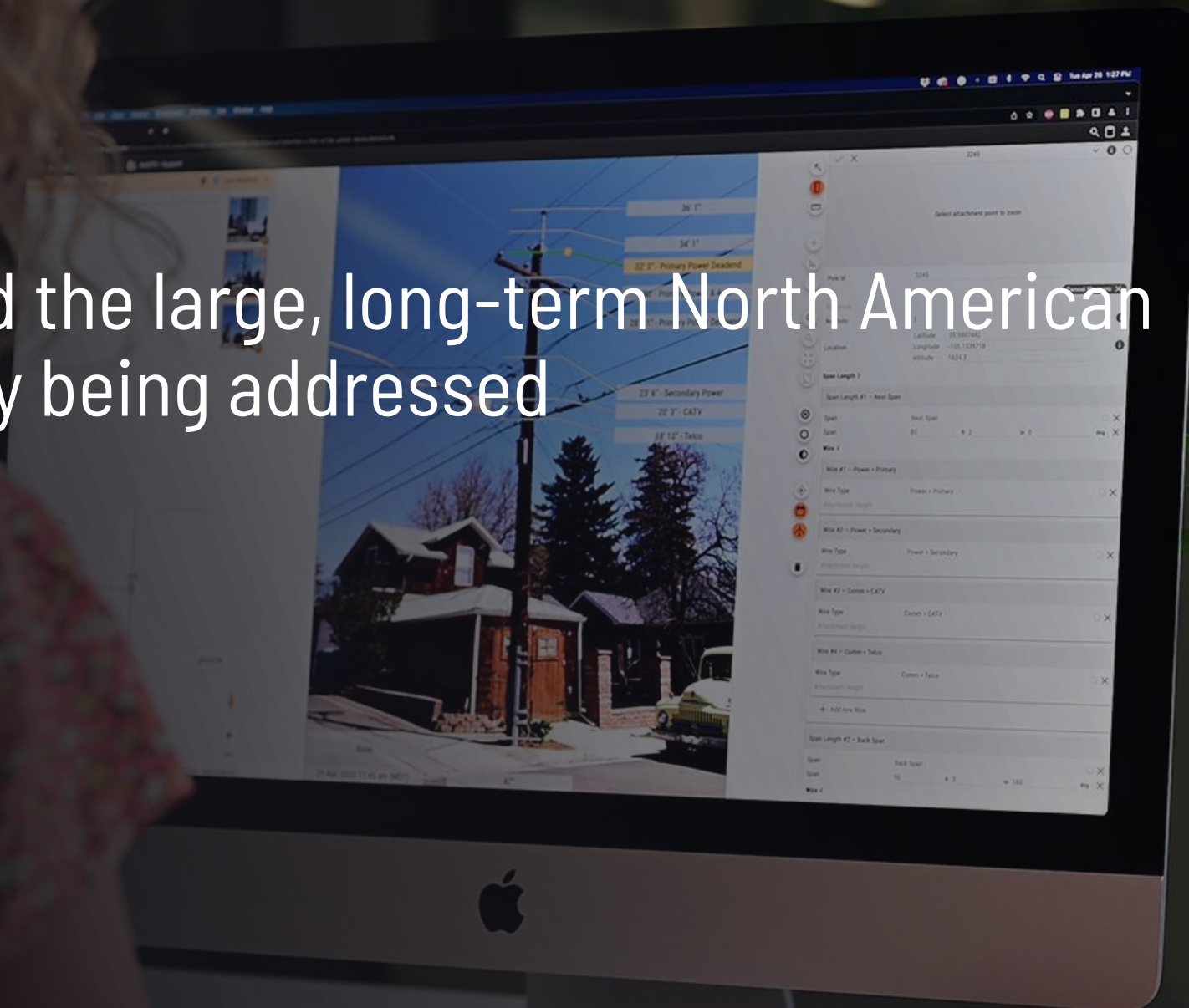
Manaakitanga: We Rise By Lifting Others





What IKE does, and the large, long-term North American market opportunity being addressed

Customer and Market re-cap





IKE has developed Software Products to Engineer a Network through its Lifecycle

<Network Planning> <Assessment & Digitization> <Network Design> <Network Maintenance & Resilience>



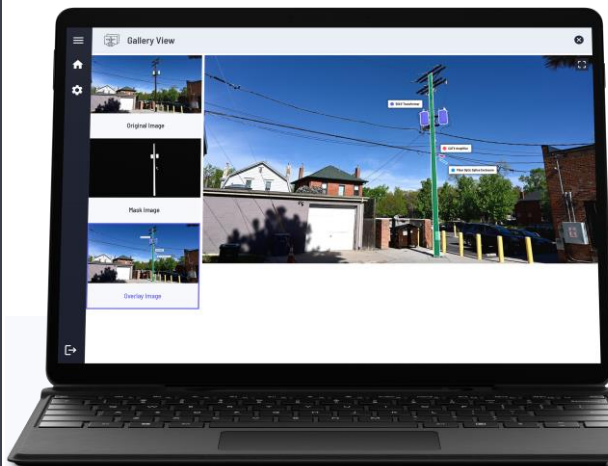
IKE Insight



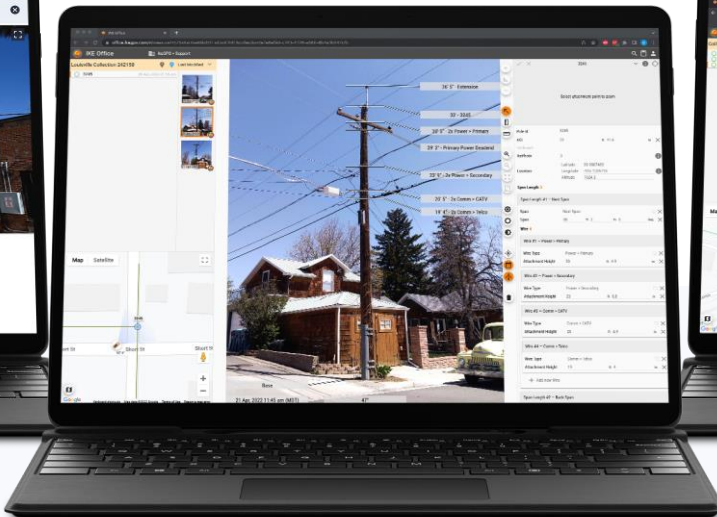
IKE Office Pro



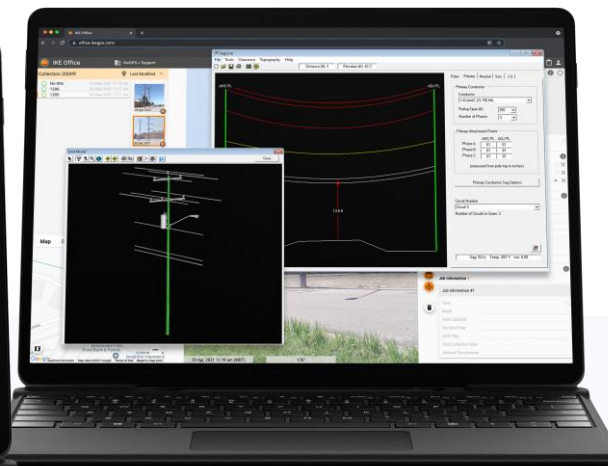
IKE Structural



AI for whole-of-network distribution **Planning**



Digitizing network **Assessment**



Pole loading analysis and structural **Design, Maintenance & Resilience**

Business model upshot

- A recurring Subscription to access any IKE Solution
- Additive, reoccurring revenue based on usage (license seats or transactions)
- Optional value-added products, such as IKE Analyze (driving further transaction revenue) and training & education service via IKE University



IKE Analyze

Technology & automation capability to accelerate customers engineering processes





More than 3,000 electric utilities and 200M distribution assets across the U.S. **Investing in decades-long grid resiliency and grid capacity programs**

Facing common challenges

- Grid resiliency requirements
- Grid capacity requirements
- Significant legal liability risks
- Regulatory and Engineering code compliance
- An ageing workforce, requiring tech vs more people

IKE products dramatically improve the engineering design & maintenance process

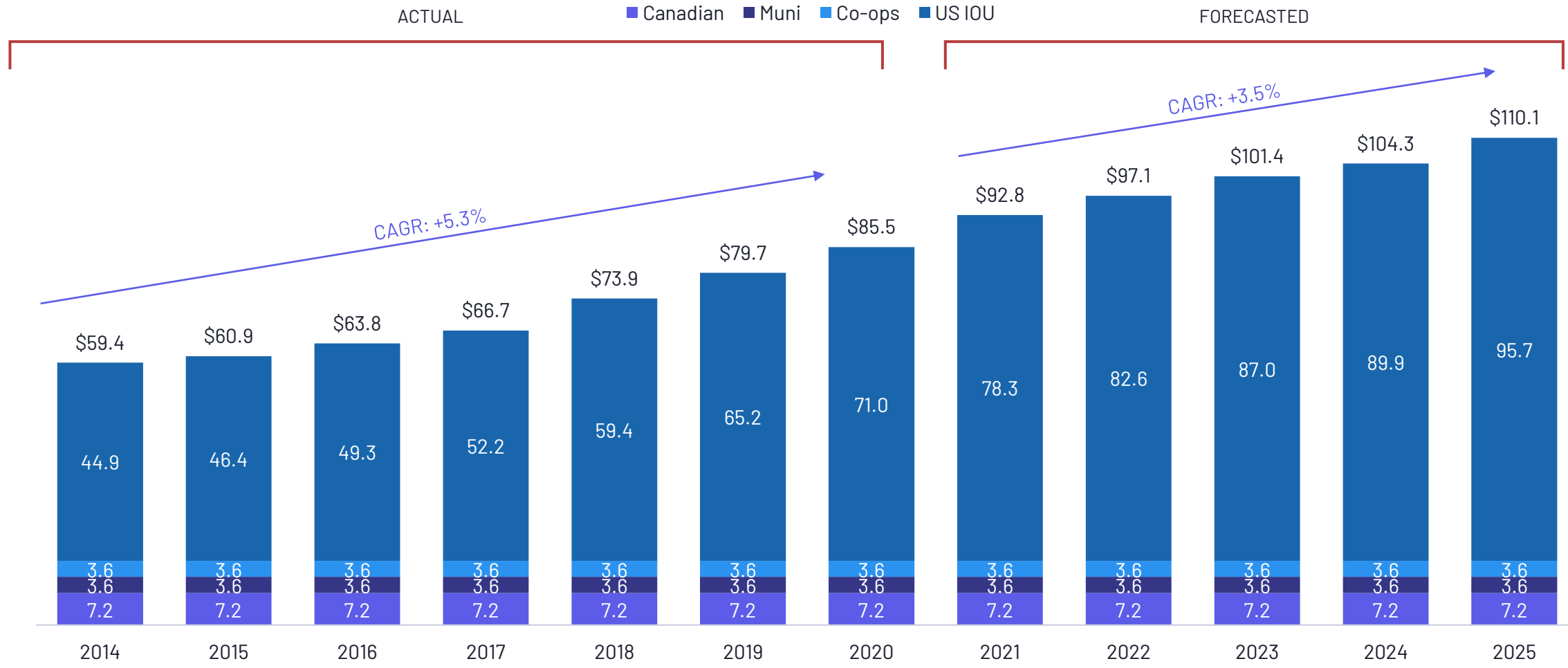


25-year Macro-Market Tail Wind for Grid Resiliency & Expansion (\$B's)

An Electric Utility Industry, Spending 100's of Billions, in Need for Productivity Solutions, such as IKE

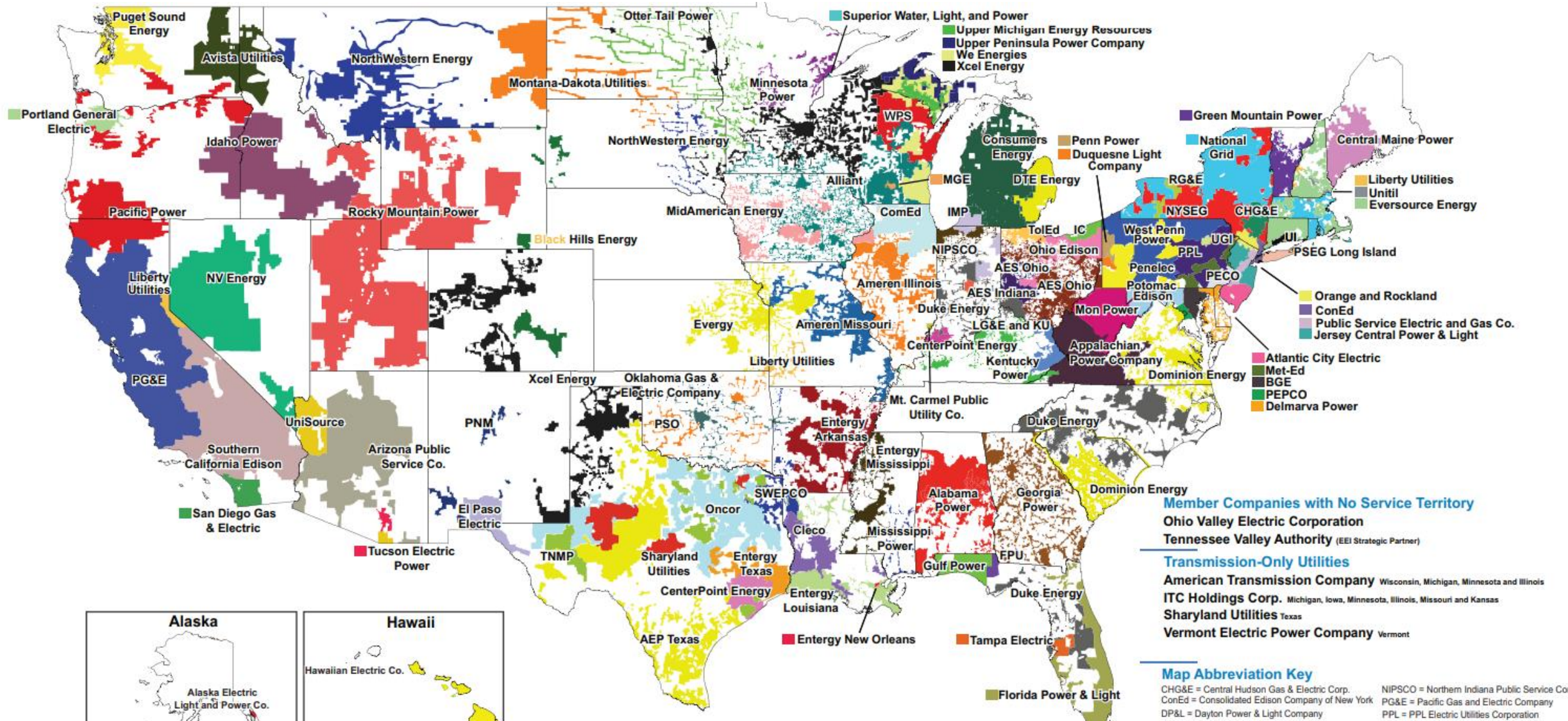
\$NZD in B

U.S. AND CANADIAN ELECTRIC DISTRIBUTION CAPITAL EXPENDITURES



Where IKE sells: U.S. Market-Map of Investor-Owned Utilities (multi- $\$$ B companies)

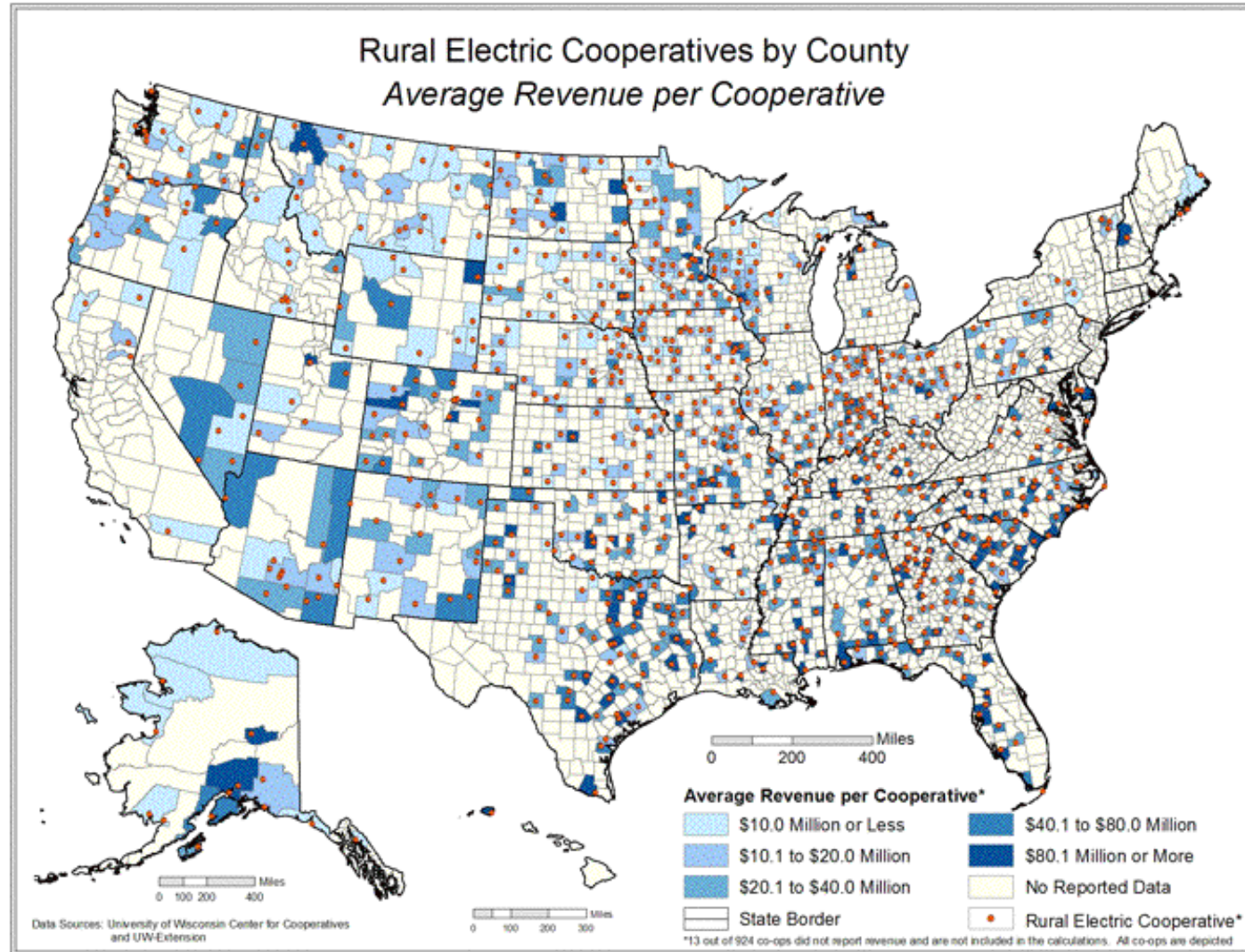
A huge expansion opportunity.....





Plus >2,800 Municipalities and Co-Operatives

All of which represent sales opportunities for IKE products



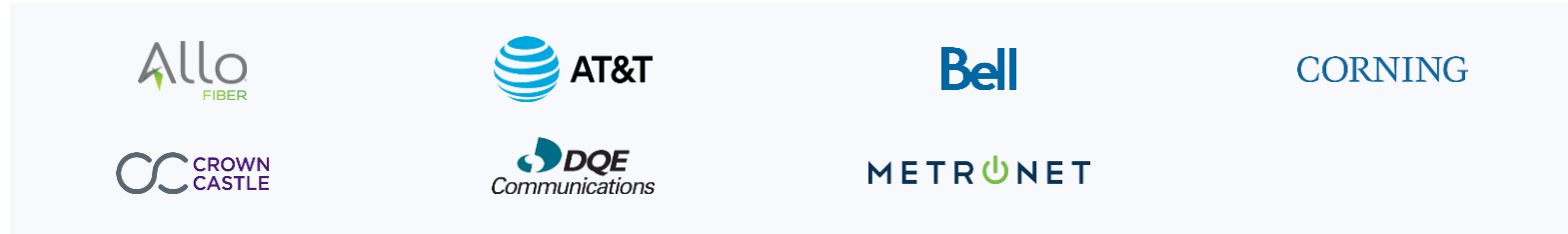
Takeaways

- Market timing is everything
- IKE is in the right place, at the right time, and with the right technology, team and execution capability
- Today, IKE has a presence in approximately 6% of addressable customers, but is estimated to be only 20% penetrated. So an opportunity to:
 - Develop an additional 80% revenue per annum from the existing customer footprint as 'White Space' via cross-sell and up-sell, **plus to**
 - Sell to the other 94% of the market via 'Green Field' new logo opportunities

8 of the 10 largest Investor-Owned Utilities have standardized on IKE

IKE Lands-then-Expands

Communications



Electric Utilities



Engineering & Project Management



Takeaways

- 8 of the 10 largest Investor-Owned Utilities (“IOUs”) in North America, all multi-billion dollar businesses
- >400 customers in North America, with 59 new logos added in FY24 or approx. 1 per week in FY24 YTD
- **>5,000 enterprise target accounts to pursue overall**

Opportunities to:

- Grow, upsell and cross-sell IKE products into existing customer base
- Win new logos in the North American market
- Expand into international markets



IKE solutions make fiber and 5G network deployments faster

- >\$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
- >2,000 engineering service providers supporting network development

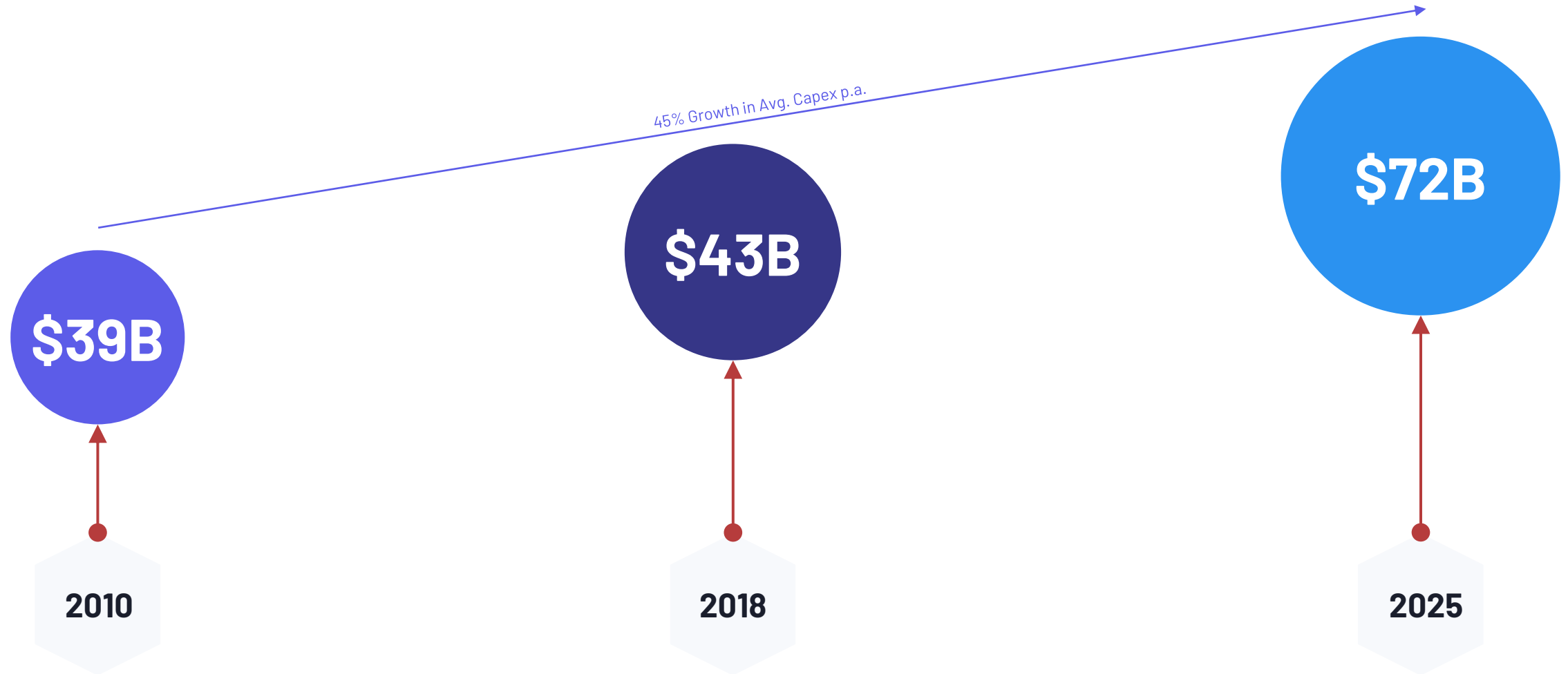
IKE dramatically speeds up the network deployment process.



Fiber and 5G Investment Super-Cycle in North America Still In Its Early Stages

PROJECTED INVESTMENTS INTO 5G & FIBER OPTIC INFRASTRUCTURE

\$NZD



45% Growth in Avg. Capex p.a.

\$72B

\$39B

\$43B

2010

2018

2025



Some of the largest U.S. Communication groups have Standardized on IKE

And a growing footprint of tier-2 fiber businesses

Communications



Electric Utilities



Engineering & Project Management



Takeaways

- Several of the largest comms group in North America: AT&T (\$107B), Crown Castle (\$39B), Bell Canada (\$47B)
- A growing footprint of the tier-2 fiber companies

Opportunities to:

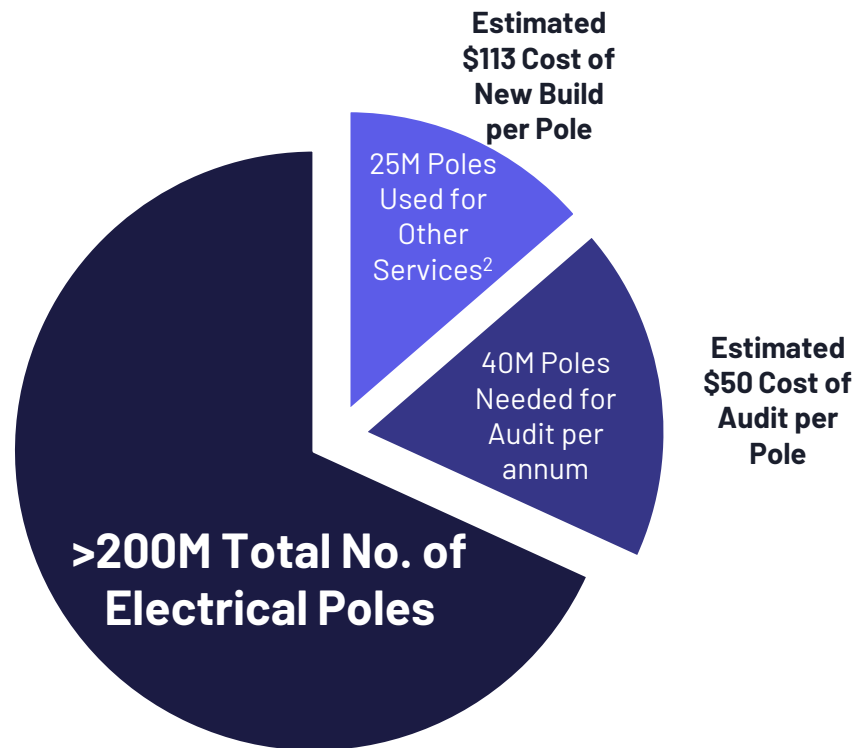
- Grow, upsell and cross-sell IKE products into existing customer base
- Win new logos in the North American market
- Expand into international markets over time



Overall.. a Large Addressable Market Opportunity That is Expected to Grow

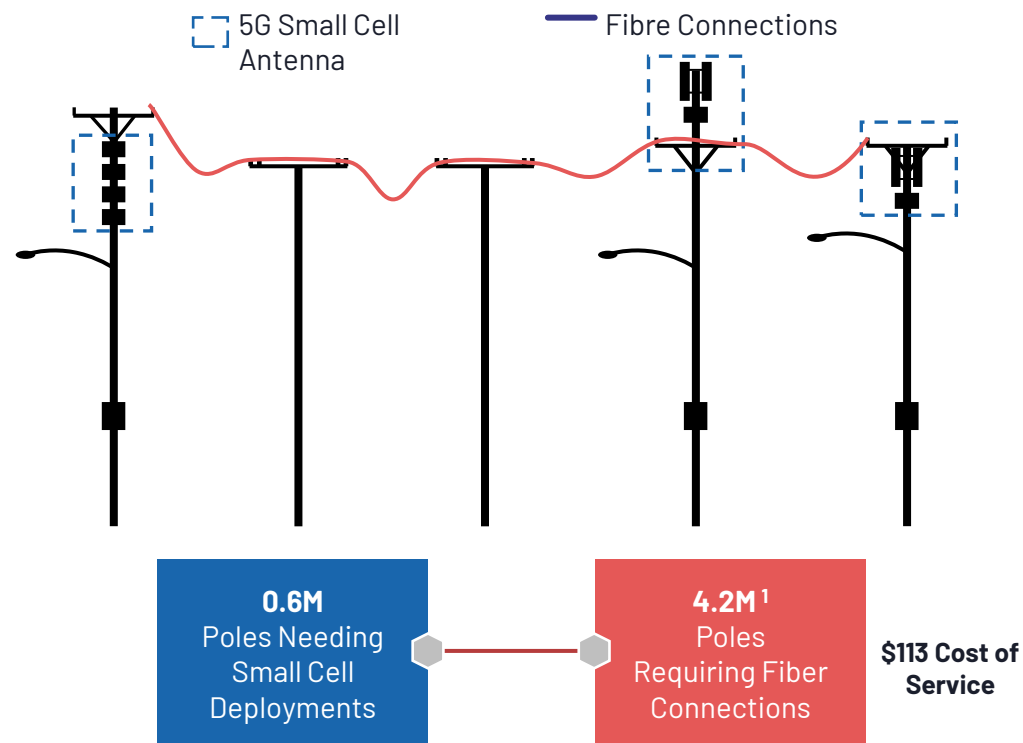
Utilities

\$NZD



5G and Fibre

\$NZD



\$4.8B Electric Utilities Opportunity

\$5.4B TAM

\$550M Fiber / 5G Market Opportunity

(1) Assumed 80% discount rate on range of fibre deployments

(2) Other services include design planning, grid hardening/resiliency programs, NESC violations, joint use attachment audit, billing audits, etc.

Source: Management Estimates, Bell Potter Initiation of Coverage Report, Houlihan Lokey Estimates

Note: Market analysis does not include opportunity that will arise from growth of pole infrastructure



Market Tailwinds Over the Coming Decades



Requirement for harder and higher capacity distribution power networks across all of North America



>3,200

Electric Utilities in North America with long-term, recurring distribution network hardening, joint use, and capacity needs for electrical distribution

7+ year macro-market tailwind of fiber deployment, much of it engineered on distribution power poles



>\$350B

Investment forecast in fiber in the US by 2025, representing >30M attachments; communications infrastructure providers seeking partners to manage new fiber attachments for every pole

Small Cell Deployments across North America, much of it engineered on distribution power poles



800,000+

Small cell site expansions are expected by 2025 as communications infrastructure providers look to speed up 5G rollout while reducing cost and time of deployment

Infrastructure development via Engineering Service Providers



>1,000

Engineering Service Providers in the US subcontracted by telecom and utilities providers to assist in infrastructure development and deployment

Massive engineering requirements for an evolving distribution network supporting an increase in global consumption of electricity

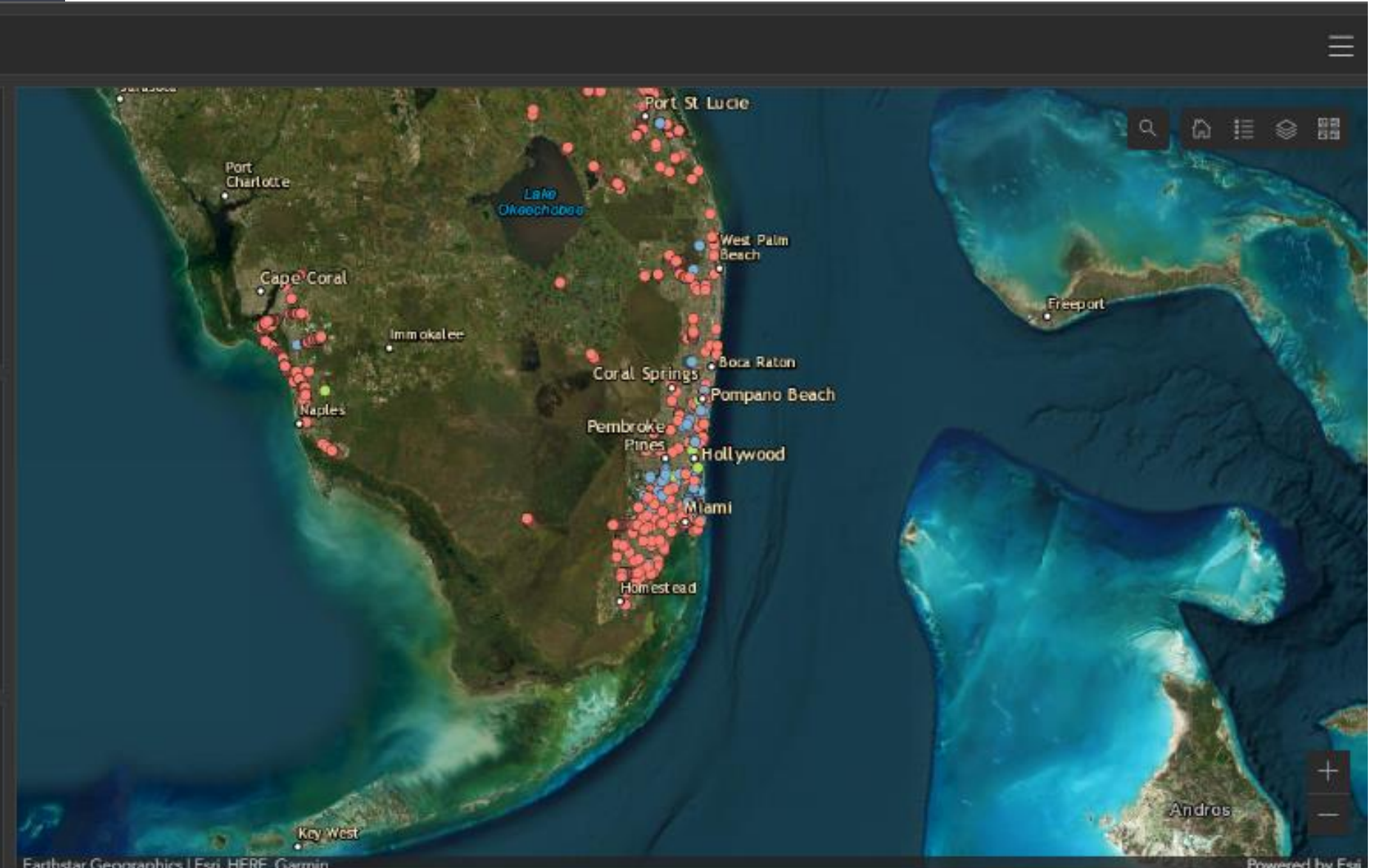


50%+

Of US energy consumption will be comprised of electricity on the distribution grid by 2050 to attain carbon net zero targets, and power the new EV market, compared to current levels of just 20%, this equals an engineering requirements to build capacity on the network.



A Map-View of Usage, and how IKE customers deploy our software Crown Castle in Florida





A map-view of Usage, and how IKE customers deploy our software AT&T in 7 example States



A strengthened team of North American industry experts

Key directors and senior leaders appointed through this past year

Roz Buick

Non-executive Director

Roz brings more than 25 years' experience from executive leadership positions across global utility, engineering, construction, real estate and agriculture markets with companies including Oracle Inc. and Trimble Inc. Roz is an industry leader who has led businesses through new growth strategies that are market differentiating and innovative, both with product and go to market strategies

Ani Adzhemyan

Chief Marketing Officer

Ani brings 19 years of experience in marketing, focusing on the industrial and energy sectors. Prior to IKE, Ani held a range of marketing roles with technology leaders like IBM, GE, ABB, and Hitachi Energy.

Brett Willet

SVP Product

Brett has over 25 years in grid asset management. Before IKE, he served as a Senior Director at Bentley Systems Inc., following its acquisition of SPIDA Software in 2021, where he was President. Brett's utility industry experience includes roles such as Product Engineering Manager at Osmose Utilities Services, Inc., and Joint Use Program Manager at FirstEnergy Corp.

Brian Musfeldt

CFO

Brian brings over 25 years of experiences relevant to IKE's industry and growth trajectory. Most recently he was CFO of Also Energy Inc. Prior to this, Brian has held CFO roles with companies including Zayo Bandwidth Inc, MST Global Inc, and Intermap Technologies Inc. Brian began his career as a Certified Public Accountant with six years at KPMG / Arthur Anderson as an audit manager focused on the high-tech & manufacturing sectors.





Multiple Avenues Supporting Future Growth Potential





Thanks

Manaakitanga: We Rise By Lifting Others





Q&A

We're IKE, The PoleOS™ Company

IKE seeks to be the standard for collecting, analyzing and managing pole and outside plant (“OSP”) information for electric utilities, communications companies, and their engineering service providers

The IKE platform allows its customers to increase speed, improve quality, and deliver safety in the assessment, construction, and maintenance of distribution poles and other OSP assets

IKE's purpose is Manaakitanga, which means “to rise by lifting others”

