# Pointerra reels in a very big fish

Pointerra Limited (ASX:3DP) announced it signed an MOU with AAM, one of the largest providers of Geospatial Information Services (GIS) in Australia with activities in South East Asia, New Zeeland and Africa as well. 3DP's technology will be licensed by AAM to provide state-of-the art connectivity to its 3D databases. AAM's GEOCIRRUS is one of the largest databases and data marketplaces for geospatial information in Australia. By using 3DP's Data-as-a-Service model, AAM will be much better able to provide 3D data through GEOCIRRUS, which currently uses Geocortex, a Canadian software company mostly focused on 2D data. The two solutions will coexist, with 3DP focused on storing, accessing and virtualizing the 3D data in GEOCIRRUS.

## One of Pointerra's largest customer yet

The commercial terms are expected to be formalized in a technology license and partnership agreement within the next six weeks. While no financial details were disclosed, we believe AAM is likely to be one of 3DP's largest customer to-date given the size of the company. AAM will pay 3DP a one-off license fee and royalties based on data usage. Furthermore, in a revenue sharing agreement 3DP can sell AAM's 3D data through its own 3D data marketplace.

We recently spoke in-depth with CEO Ian Olson about 3DP's go-to-market model, market opportunities and the highly scalable nature of the business.

*Watch our interview with CEO Ian Olson in this link*



## All the right moves

As evidenced by the AAM deal, we believe 3DP is gaining substantial traction in the vast Geospatial Analytics market. Tapping into AAM's existing customer base opens up a very substantial market opportunity. We believe 3DP is making all the right moves by signing customers like AAM. We reiterate our Buy recommendation and a price target of A$ 0.08 per share. Please see our initiating coverage on 3DP HERE.

| | | (A$ M) | FY16A | FY17E | FY18E | FY19E |
|---|---|---|---|---|---|---|
| Number of shares (m) | 328.8 | Revenues | 0 | 0.04 | 2.6 | 5.7 |
| Number of shares FD (m) | 600.8 | EBITDA | -0.9 | -1.8 | -0.2 | 2.2 |
| Market capitalisation (A$ m) | 8.2 | NPAT | -2.8 | -1.7 | -0.1 | 1.6 |
| Free Float (%) | 64% | EPS FD | -0.005 | -0.003 | 0.000 | 0.003 |
| 12 month high/low A$ | 0,049/0,017 | EV/EBITDA | N/A | N/M | N/A | 2.0 |
| Average daily volume (k) | 703 | EV/Sales | N/A | N/M | 2.3 | 0.7 |

Readers should be aware that TMT Analytics has been engaged by the company covered in this report for ongoing research coverage. Please refer to the final page of this report for the General Advice Warning, disclaimer and full disclosures.

---

## GENERAL ADVICE WARNING, DISCLAIMER & DISCLOSURES