



May 2026

# IKE 4Q and FY26 Performance Update

Glenn Milnes, CEO & MD and Paul Cardosi, CFO  
[glenn.milnes@ikegps.com](mailto:glenn.milnes@ikegps.com) & [paul.cardosi@ikegps.com](mailto:paul.cardosi@ikegps.com)

[www.ikegps.com](http://www.ikegps.com)



32' - POLE TIP

24' 1" - 50kV TRANSFORMER

21' 10" - SECONDARY WIRE

18' - 2x COMMUNICATION WIRE



150614

### NESC Violations

Attachments in Communication Worker Safety Zone





# Important Notice

## Information in this presentation:

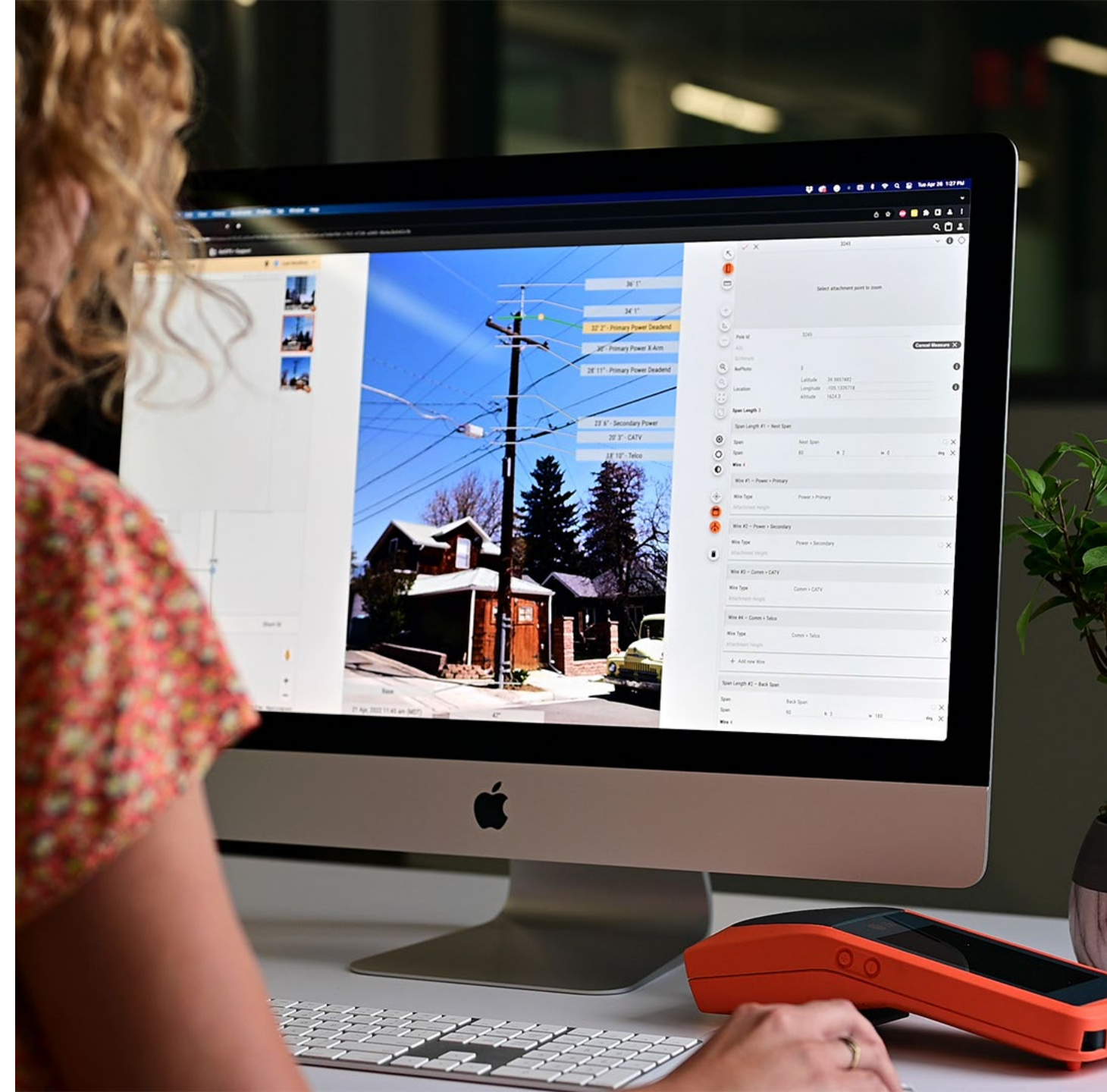
- Is for general information purposes only, and is not an offer or invitation for subscription, purchase, or recommendation of securities in ikeGPS Group Limited (IKE);
- Should be read in conjunction with, and is subject to, IKE's FY26 performance update, recent market releases, and information published 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

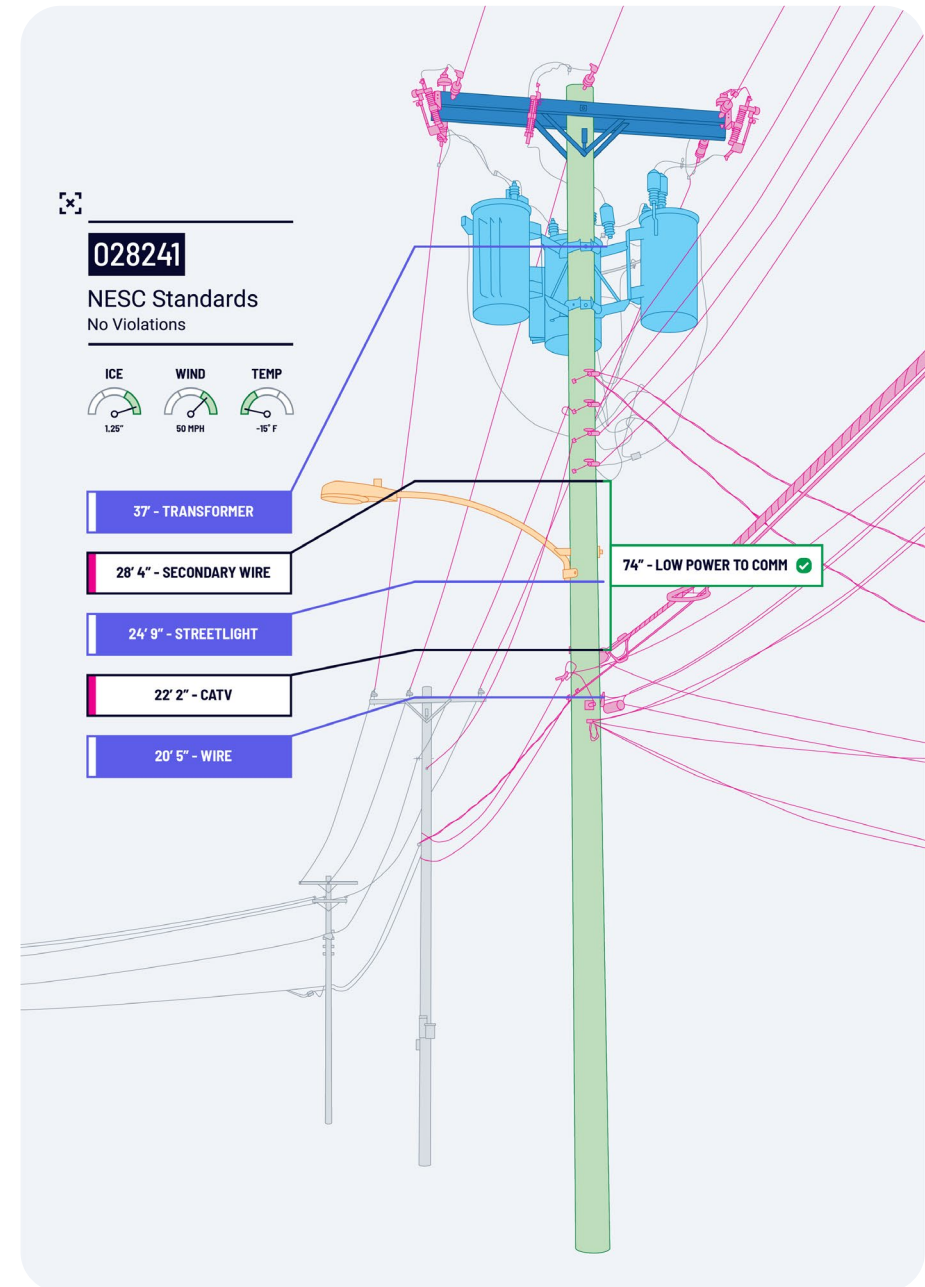
- ④ 4Q and FY26 performance headlines
- ④ Outlook
- ④ Addressable Market
- ④ IKE's Value proposition
- ④ Q&A



# FY26: Guidance delivered. Both lines.

AI-first model connects revenue growth to operating leverage – revenue up, opex scales more slowly as AI adoption & implementation proliferates

- FY'2026 Platform Subscription revenue ~**\$19.2m; (+33% growth vs pcp and 99% of target)**
- Achieved **positive underlying EBITDA** in March 2026
- FY'2026 Annualized Exit Run Rate (ERR) Platform Subscription Revenue ~**NZ\$20.7m (+18% growth vs pcp; +21% in constant currency)**
- FY'2026 YTD Total Revenue ~**NZ\$26.6m (+6% growth vs pcp)**
  - Lower margin services business is below pcp due to regulatory / government volatility in U.S. fibre communications market, that is expected to rebound
- FY'2026 Gross Margin percentage **increased to ~80%** (up from pcp of 69%)
- Total Cash ~**NZ\$32.8m (up from ~NZ\$32.3m reported 3Q)**, no debt
- FY'2026 EBITDA **-NZ\$5.0M (up from -NZ\$6.9M in FY'2025)**





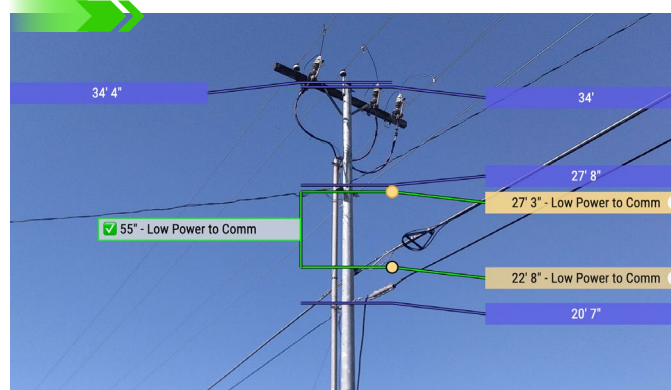
# AI is IKE's accelerant – not its disruptor

AI widens IKE's moat – every new AI feature increases switching cost and pricing power



**IKE is deep in a utility vertical workflow and is embedded in utility engineering standards**

When IKE becomes a mandate for every engineer in the utility – competitors cannot replace



**AI-powered capability inside of IKE's products has generated higher pricing & more revenue**

PolePilot enabled 10% increase across the entire IKE Office Pro subscription base – with no churn



**IKE has proprietary industry data, including owning a 20M human-engineered assets as a data set**

General-purpose LLMs cannot replicate IKE-specific AI and workflows, and our U.S. utility customers are not going to create their own software.



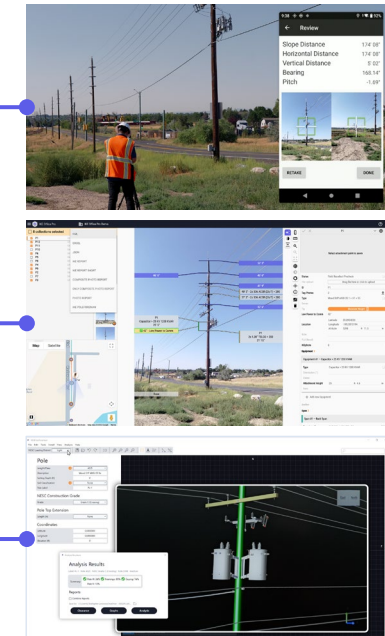
# 95% of IKE's market is still untapped

## The investment scale

- US utility capex 2025–2030: \$1.1T–\$1.4T
- 2025 capex alone: ~\$194B | 5-year CAGR: 8.5%
- Morningstar DBRS: utility investment "super-cycle" – steepest demand growth in decades
- US grid must scale from 20% → 50% of national energy capacity by 2050

## IKE's position in it

- US Serviceable Obtainable Market: US\$431M across current product suite
- Current US penetration: ~5%
- ~95% of IKE's defined market remains untapped – before Canada, international, or new product platforms





# IKE is not adjacent to the grid investment cycle. It is inside the workflow.

## Joint use

Every 5G & fiber attachment requires a structural load assessment. IKE runs those assessments.

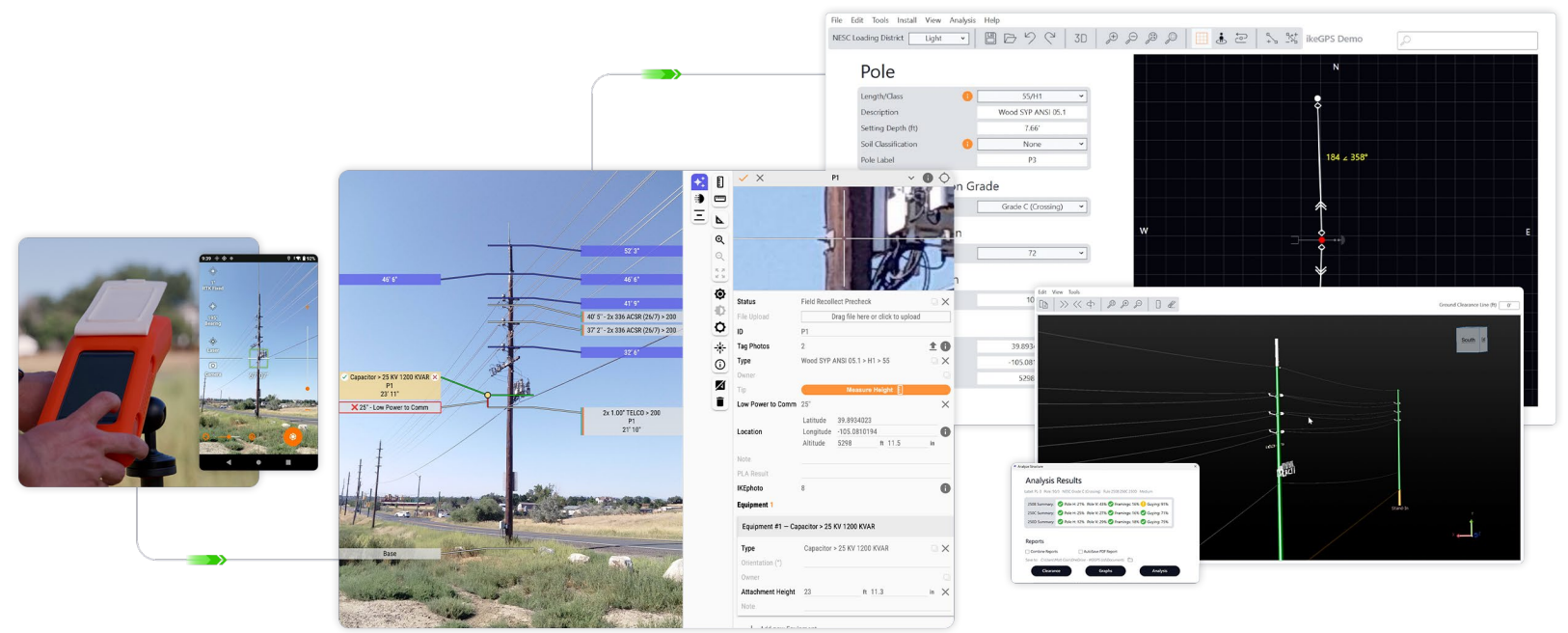
## Grid Hardening

Wildfire, storm, and flood response requires proactive pole condition assessment at scale. IKE's AI layer is purpose-built for this.

## Digital Twin

Utilities building digital replicas of their overhead network. IKE's field data is the primary source feeding those twins.

Market opportunity is substantially uncaptured.



# The largest revenue opportunity in IKE's history is still ahead.

## Market validation

Inbound acquisition interest received.



### Two new products in development

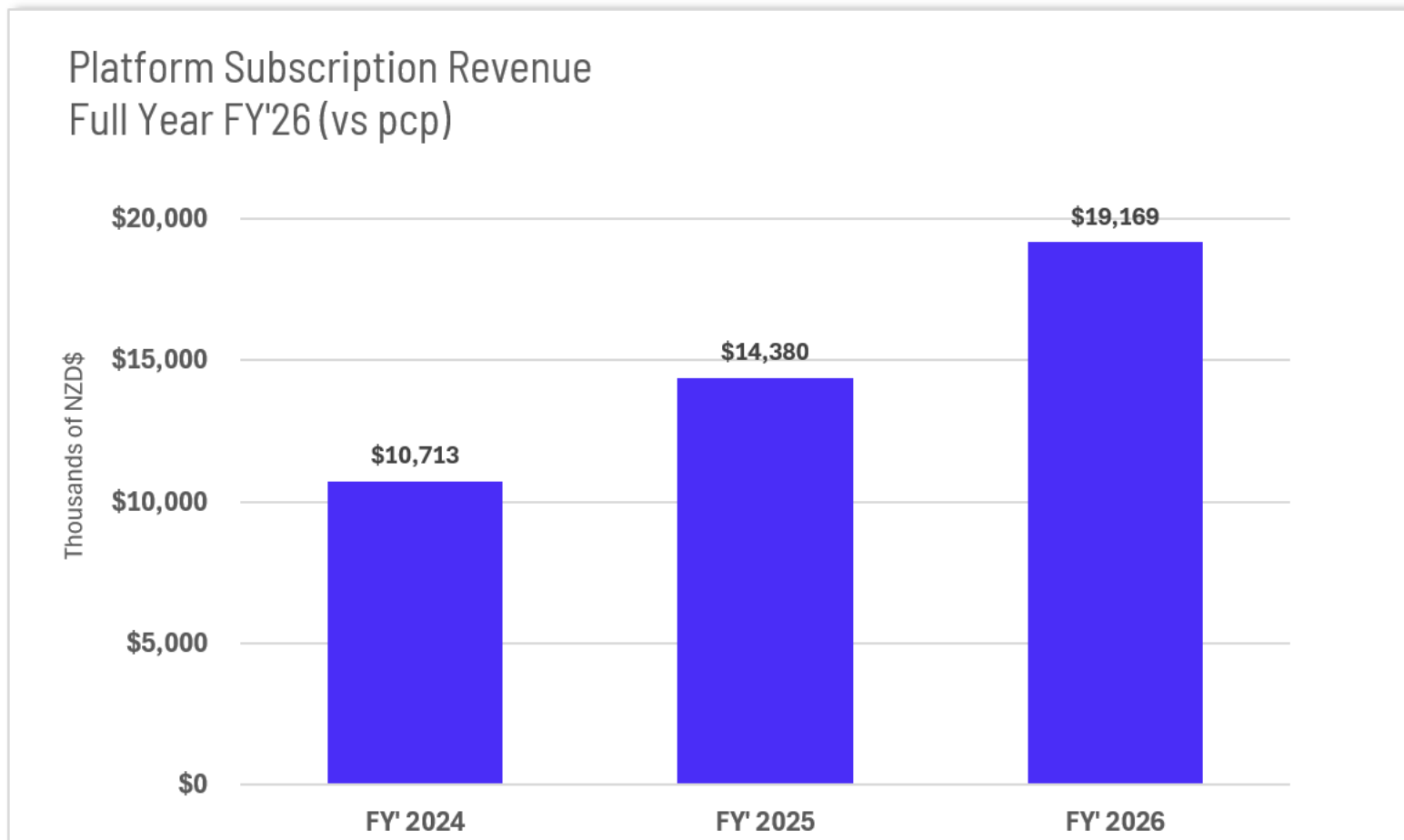
Purpose-build products demanded by our loyal customers through customer-council organizations.

### Markets not yet addressed

Underground distribution market, Canada, fiber/broadband/telecom. International (AUS, NZ, UK). AI upsell across existing seat base.

# FY'2026 Platform Subscription Revenue

Annual Platform Subscription Revenue Growth +33%; Materially at Guidance



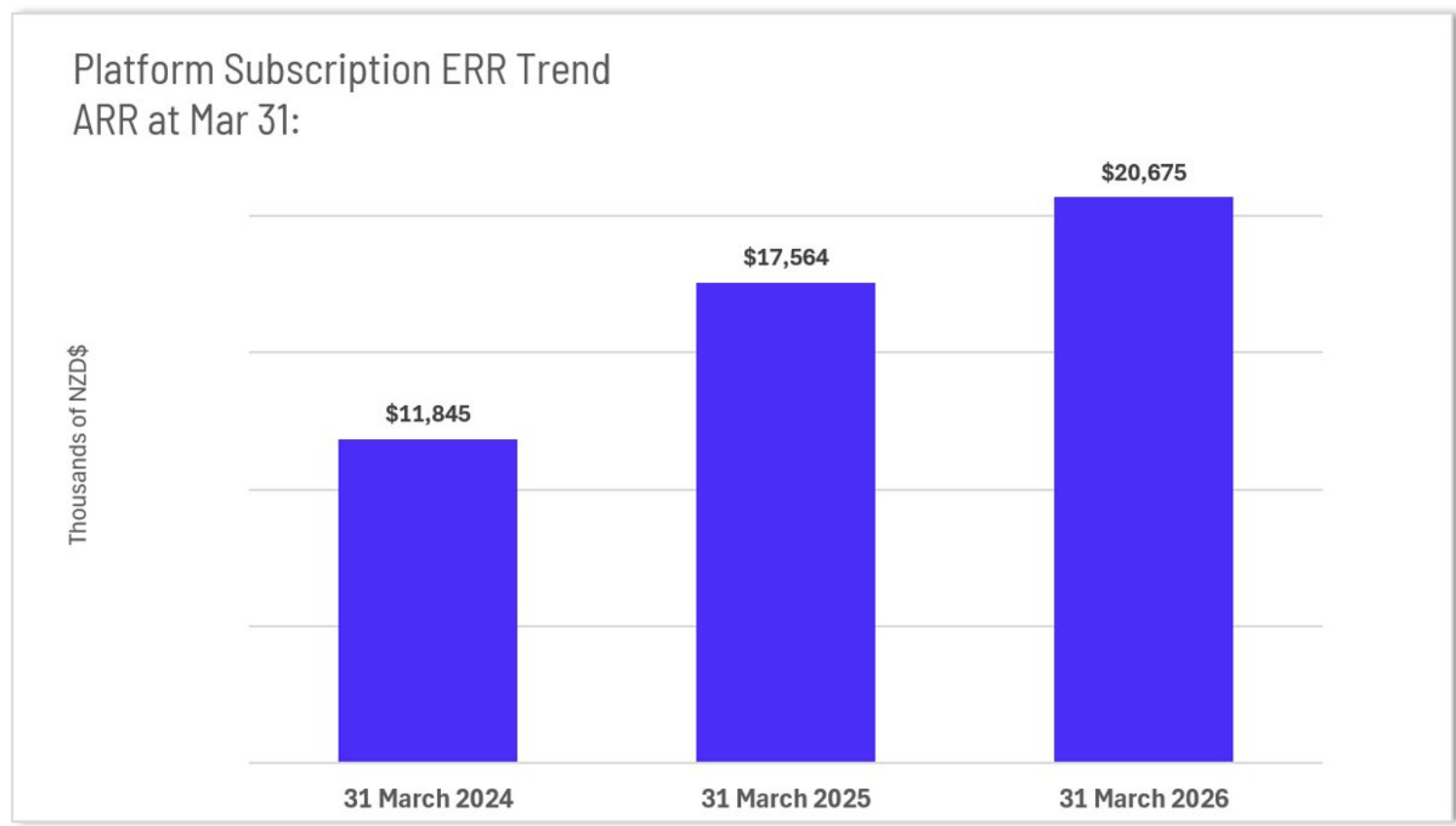
## Takeaways

- +33% YoY growth, 99% of revenue goal
- The addition of new customers, continued strong upsells to existing customers, and low revenue churn driving Subscription growth in FY'26



# Annualized Exit Run Rate of Platform Subscription Revenue of +18%

Growth in Constant Currency +21%



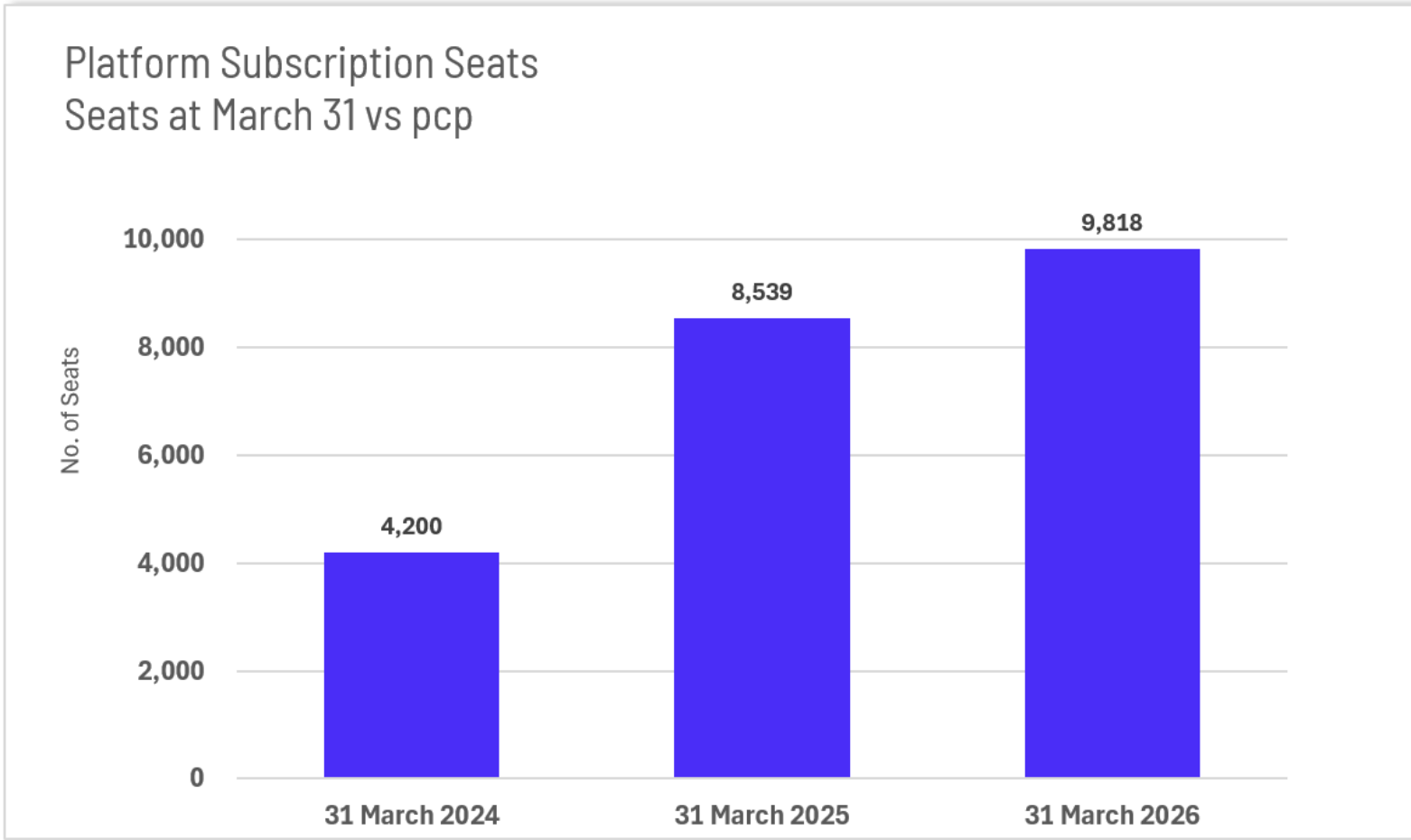
## Takeaways

- Constant currency growth +21%
- One large customer had an IKE assisted project complete with an impact to growth - 9%. Not a lost customer. Growth without this timing +30% (in constant currency).



# Total Platform Subscription Seats Growth of +15% vs. pcp

From cross-sells and upsells



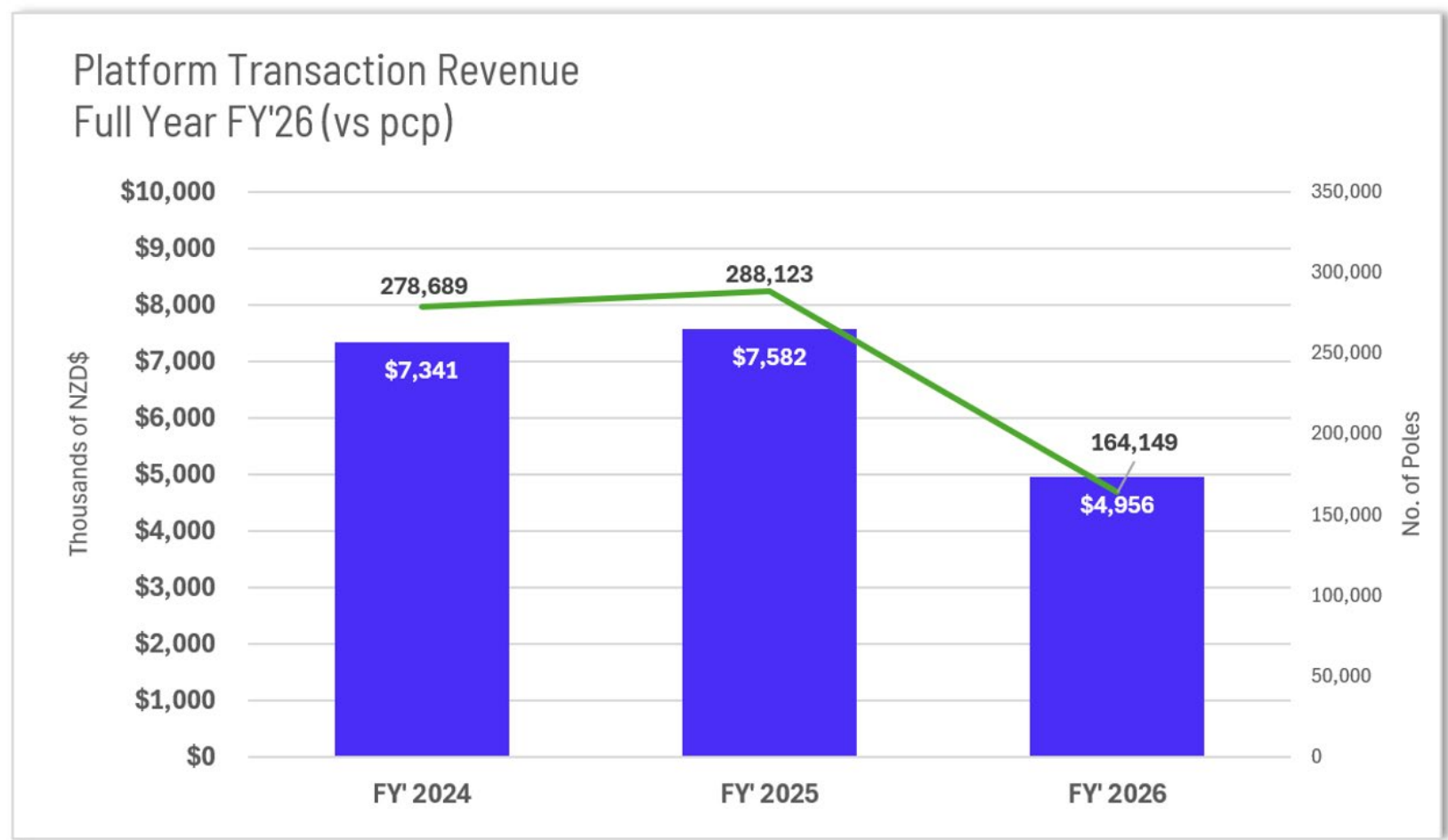
## Takeaways

- Seat count growth has continued at a fast pace due to customer additions, cross-sells, upsells and strong net retention



# FY'26 Platform Transaction Revenue of ~NZ\$5.0m

Transaction Revenue -35% vs. pcp



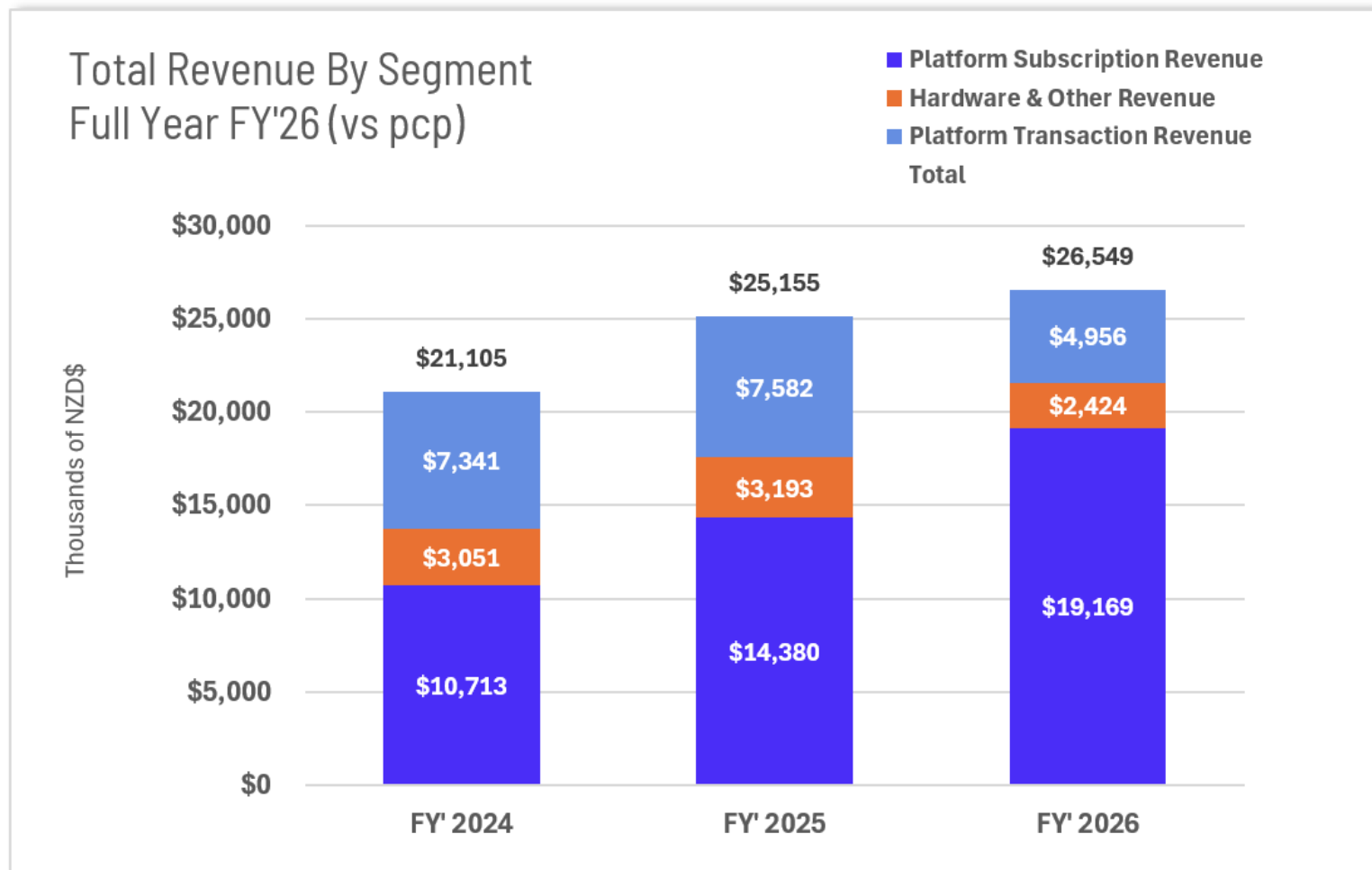
## Takeaways

- 4Q Gross Margins improved to 49%, shifted work offshore the work + higher margin projects
- Headwinds related to new US administration policy on rural fiber funding – volatility expected to remain through early FY'2027



# ~91% YTD Revenue from Recurring and Re-Occurring Sources

FY'26 Total Revenue by Segment vs pcp



## Takeaways

- Platform Subscription Mix; 72% of IKE total Revenue, up from 57% in FY'25
- Continuing to convert hardware customers to Device-as-Service
- Training revenue (subset of Hardware & Other) +8% growth in FY'2026



# FY' 2026 Key Metrics

NZ\$'millions

	FY'26	FY'25	% Change
Total Revenue	\$26.6m	\$25.2m	+6%
Gross Margin	\$21.3m	\$17.4m	+22%
Gross Margin %	80%	69%	
<b>Platform Subscriptions</b>			
Total # Subscription Customers <sup>1</sup>	463	429	+8%
Platform Subscription Revenue	\$19.2m	\$14.4m	+33%
Gross Margin	\$18.0m	\$12.8m	+41%
Gross Margin %	94%	89%	
<b>Platform Transactions</b>			
Total # Billable Transactions	164.1k	288.1k	-43%
Platform Transaction Revenue	\$5.0m	\$7.6m	-35%
Gross Margin	\$1.7m	\$2.4m	-32%
Gross Margin %	34%	32%	
<b>Hardware &amp; Other</b>			
Hardware & Other Revenue	\$2.4m	\$3.2m	-24%
Gross Margin	\$1.6m	\$2.2m	-25%
Gross Margin %	66%	68%	

Note 1: Calculated using a trailing 12 month customer count using subscription revenue. (FY'2025 restated using this methodology).

Note 1: Subscription customer counts based on trailing 12 months subscription revenues. FY'2025 restated using this methodology.

## Takeaways

- 83 new subscription customers were added in FY'2026, 1.6 per week

# Consolidated statement of profit or loss and other comprehensive income

	Note	Year ended 31 March Group	
		2026	2025
		NZ\$'000	NZ\$'000
Operating revenue	5	26,549	25,155
Cost of revenue		(5,262)	(7,746)
<b>Gross profit</b>		<b>21,287</b>	<b>17,409</b>
Other income	5	356	265
Foreign exchange gains		636	195
Movement of fair value assets and liabilities	5	519	(17)
<b>Total other income, gains, and losses</b>		<b>1,511</b>	<b>443</b>
Support costs		(1,755)	(1,655)
Sales and marketing expenses		(10,530)	(9,549)
Research and engineering expenses		(10,358)	(11,445)
Corporate costs		(8,022)	(7,268)
Impairment of Intangibles	12	-	(4,353)
<b>Expenses</b>	6	<b>(30,665)</b>	<b>(34,270)</b>
<b>Operating loss</b>		<b>(7,867)</b>	<b>(16,418)</b>
Net finance income		375	79
<b>Net loss before income tax</b>		<b>(7,492)</b>	<b>(16,339)</b>
Income tax (expense)/credit	7	-	1
<b>Loss attributable to owners of ikeGPS Group Limited</b>		<b>(7,492)</b>	<b>(16,338)</b>
<b>Other comprehensive loss</b>			
Exchange differences on translation of foreign operations		(89)	2
<b>Total Comprehensive loss</b>		<b>(7,581)</b>	<b>(16,336)</b>
Basic and diluted loss per share	19	\$ (0.04)	\$ (0.10)

## Takeaways

- FY' 2026 Revenue growth +6% vs pcp;
- FY' 2026 Subscription Revenue growth +33% vs pcp
- Gross Margin 80% vs pcp 69%
- FY'2026 Expenses -11% vs pcp; and +3% vs pcp (excluding impairment)
- FY' 2026 Comprehensive loss improved by +\$8.8M vs pcp and +\$4.4M vs pcp (excluding impairment)



# Reconciliation of FY'2026 Total Comprehensive Loss to EBITDA

EBITDA	FY'2026	FY'2025
	NZ\$'000	NZ\$'000
Revenue	26,549	25,155
Comprehensive Loss	(7,581)	(16,336)
<b>Add Back:</b>		
Net Finance (Income)	(375)	(79)
Taxes	-	1
Depreciation	1,688	1,988
Amortisation	1,281	3,195
Impairment	-	4,353
<b>Add Back Sub total</b>	<b>2,594</b>	<b>9,458</b>
<b>EBITDA</b>	<b>(4,987)</b>	<b>(6,878)</b>
<b>EBITDA % Revenue</b>	<b>-19%</b>	<b>-27%</b>

## Takeaways

- Continued operating leverage driving EBITDA improvements
- March achieved EBITDA positive – in line with guidance
- FY' 2026 EBITDA improved +27% vs pcp

# Consolidated statement of financial position

As at 31 March  
Group

	Note	2026 NZ\$'000	2025 NZ\$'000
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	8	11,700	10,282
Term Deposits		11,551	-
Trade and other receivables	9	4,560	6,077
Prepayments		1,091	540
Contract costs		1,301	1,347
Financial instruments	15	513	-
Inventory	10	315	1,428
<b>Total current assets</b>		<b>31,031</b>	<b>19,674</b>
<b>Non-current assets</b>			
Property, plant, and equipment	11	1,310	2,148
Intangible assets	12	6,532	6,336
Lease assets	13	558	913
Term Deposits		9,550	-
Inventory	10	2,314	181
<b>Total non-current assets</b>		<b>20,264</b>	<b>9,578</b>
<b>Total assets</b>		<b>51,295</b>	<b>29,252</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Trade and other payables	14	1,206	991
Employee entitlements		2,573	2,209
Financial instruments		-	3
Provision	24	284	285
Lease liabilities	13	175	408
Deferred revenue	5	14,746	7,614
<b>Total current liabilities</b>		<b>18,984</b>	<b>11,510</b>
<b>Non-current liabilities</b>			
Lease liabilities	13	473	615
Deferred revenue	5	6,270	12,357
<b>Total non-current liabilities</b>		<b>6,743</b>	<b>12,972</b>
<b>Total liabilities</b>		<b>25,727</b>	<b>24,482</b>
<b>Total net assets</b>		<b>25,568</b>	<b>4,770</b>
<b>EQUITY</b>			
Share capital	18	134,465	106,197
Share-based payment reserve	21	4,069	3,959
Accumulated losses		(113,840)	(106,349)
Foreign currency translation reserve		874	963
<b>Total equity</b>		<b>25,568</b>	<b>4,770</b>

## Takeaways

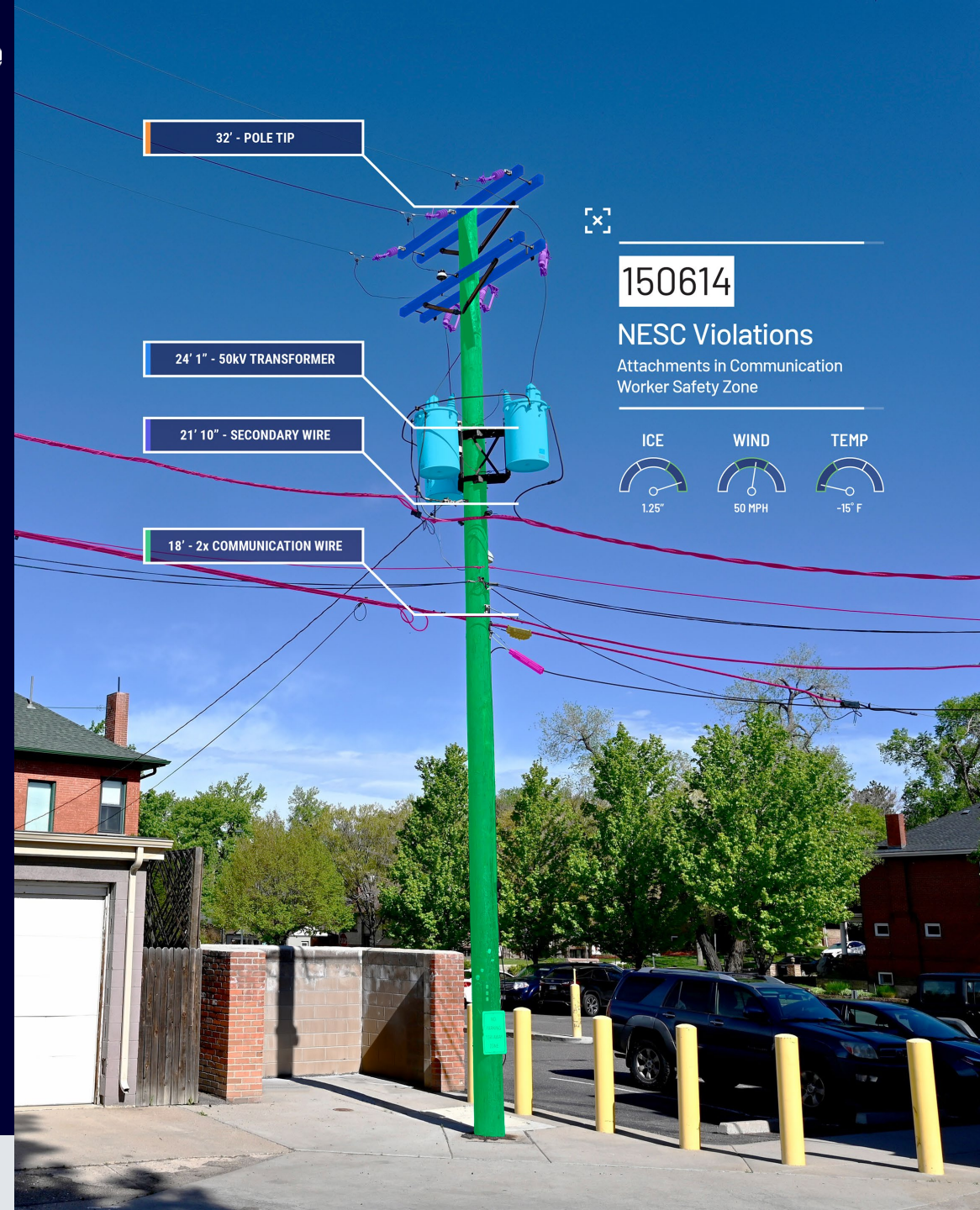
- FY' 2026 cash & term deposits \$32.8m vs \$10.3m in pcp

# In the right market at the right time

Addressing North America



ikeGPS



32' - POLE TIP

24' 1" - 50kV TRANSFORMER

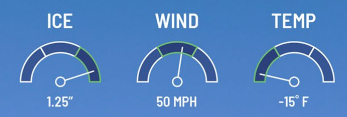
21' 10" - SECONDARY WIRE

18' - 2x COMMUNICATION WIRE



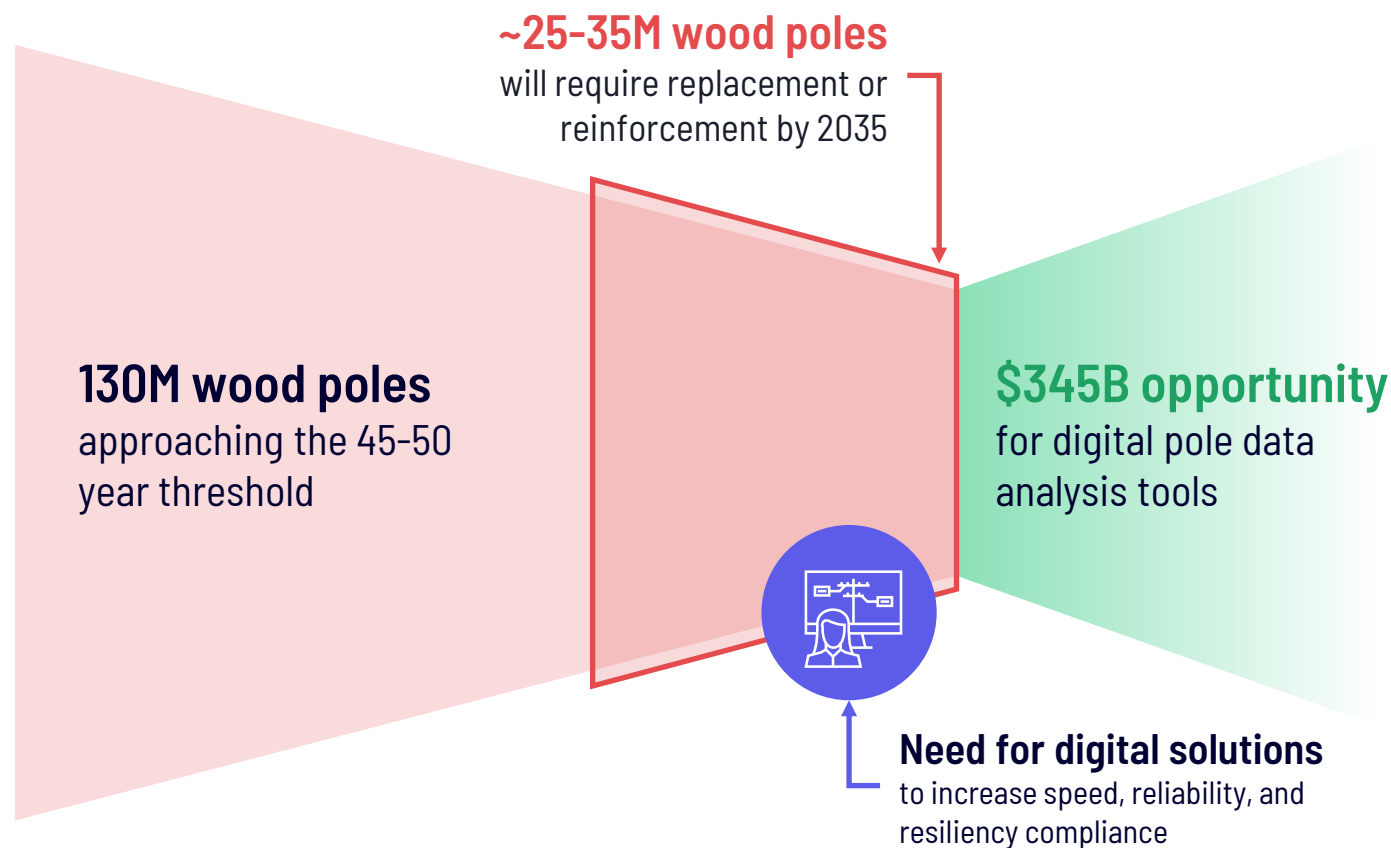
150614

NESC Violations  
Attachments in Communication  
Worker Safety Zone





# \$2T grid modernization in the North American market demands digital grid intelligence



## The aging infrastructure crisis hits its inflection point now

- 130 million wooden poles are approaching the 45-50 year failure threshold - ~25-35 million poles will require replacement or reinforcement by 2035, with \$10.8K avg replacement cost -> Up to \$345 B opportunity in distribution poles.<sup>1</sup>
- Severe weather now drives 80% of major outages (US\$27B in disaster costs in 2024 alone) - accelerating decay.<sup>2</sup>
- Up to \$2 trillion in U.S. grid modernization investment over the next decade or so.<sup>3</sup>

## Takeaways

- Digitally-enabled pole data analysis tools are increasingly mandated for reliability and resiliency compliance

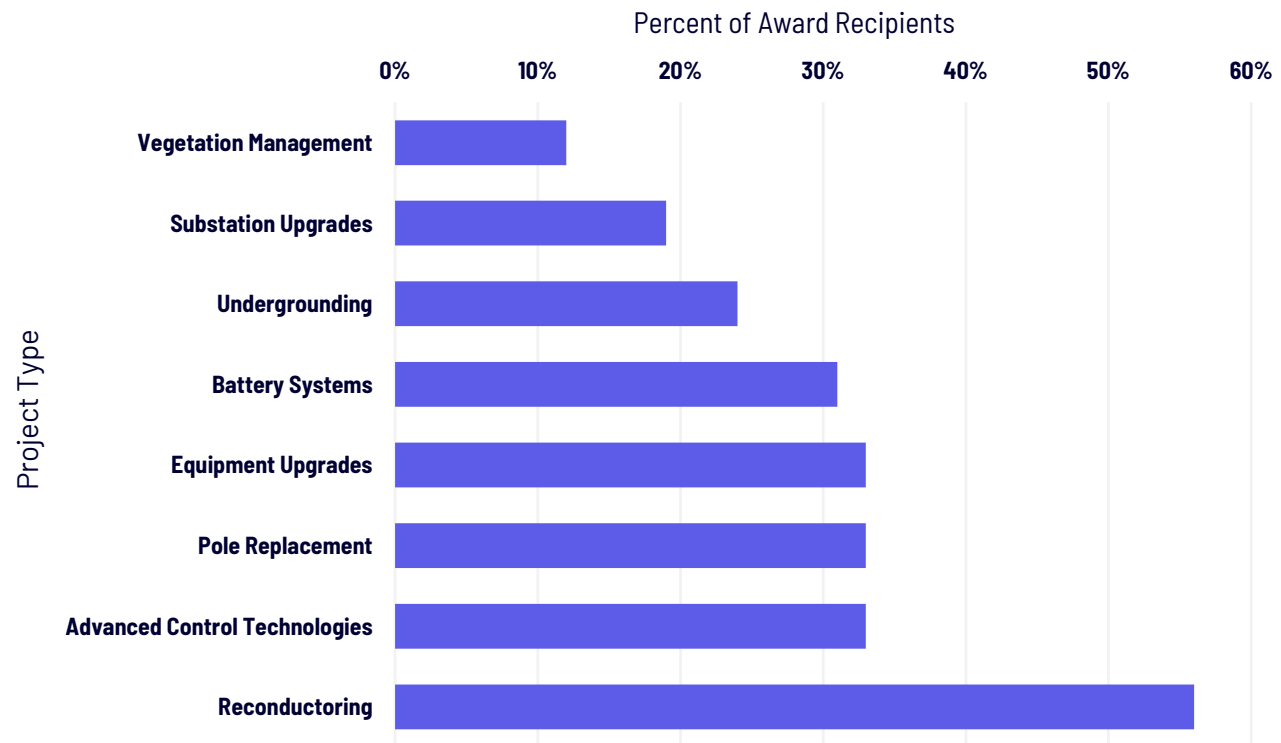
### Sources

1. <https://info.ornl.gov/sites/publications/Files/Pub160200.pdf> and [https://www.energy.gov/sites/default/files/2024-11/111524\\_Utility\\_Pole\\_Maintenance\\_and\\_Upgrades.pdf](https://www.energy.gov/sites/default/files/2024-11/111524_Utility_Pole_Maintenance_and_Upgrades.pdf)
2. <https://www.climate.gov/news-features/blogs/beyond-data/2024-active-year-us-billion-dollar-weather-and-climate-disasters>
3. <https://www.pwc.com/us/en/industries/energy-utilities-mining/library/assets/pwc-grid-modernization-strategy.pdf>



# 40% of U.S. federal grants for grid resilience target distribution network capacity & hardening

Department of Energy | July 2024



- DOE Grid Deployment Office (formed 2022) leads nationwide investment in distribution resilience.
- Section 40101(c) grants invest heavily in replacing and hardening aging poles and lines to reduce outages from extreme weather.
- Each project requires detailed field data for design, engineering, and verification of pole assets.
- ikeGPS is positioned to equip utilities with digital pole measurement and data management systems critical to executing these federal projects.

### Sources

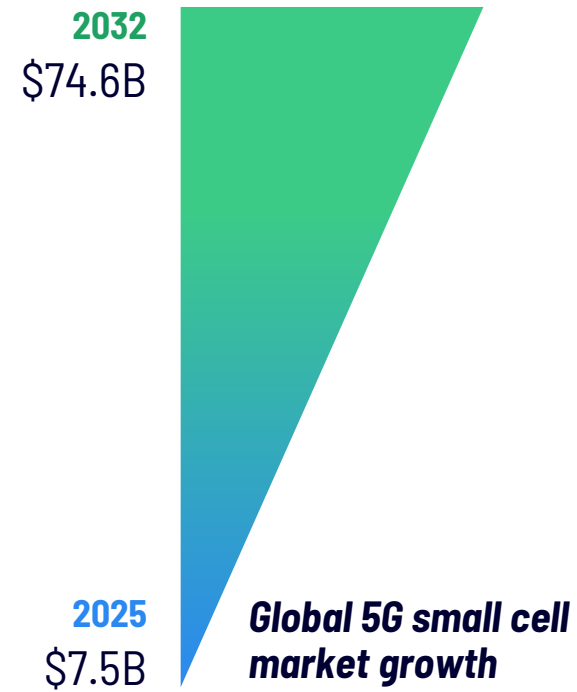
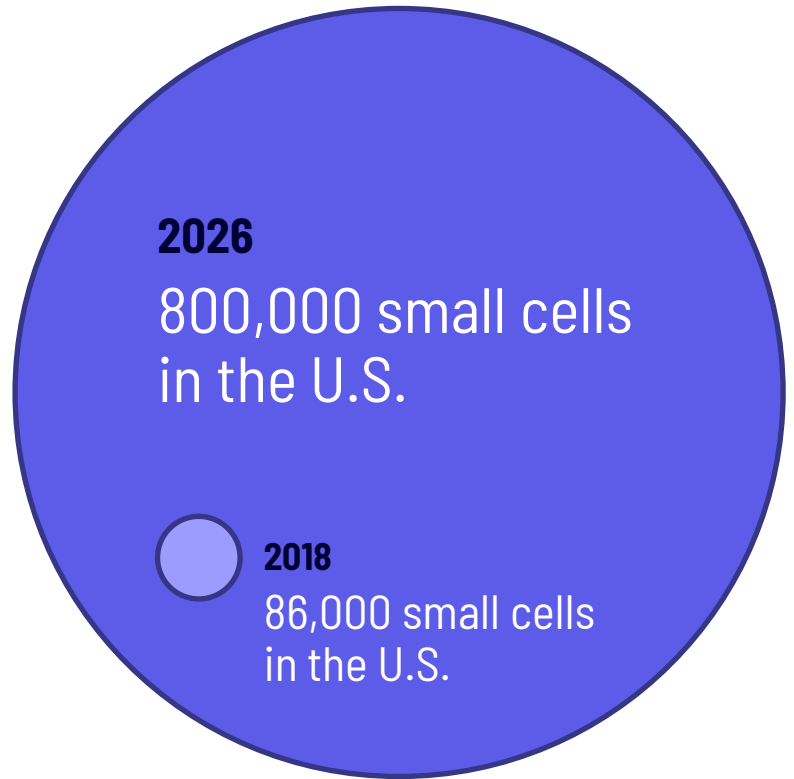
1. [https://www.energy.gov/sites/default/files/2024-08/EXEC-2023-003585%20-%20Congressional%20Report%20on%20Preventing%20Outages%20and%20Enhancing%20the%20Resilience%20of%20the%20Electric%20Grid\\_sb-S1\\_7.1.pdf](https://www.energy.gov/sites/default/files/2024-08/EXEC-2023-003585%20-%20Congressional%20Report%20on%20Preventing%20Outages%20and%20Enhancing%20the%20Resilience%20of%20the%20Electric%20Grid_sb-S1_7.1.pdf)

## Takeaways

- Federal Resilience Funding is fueling a massive pole data modernization cycle



# \$43B in broadband funding demands distribution network data intelligence



- \$43B in BEAD funding drives unprecedented fiber attachment volume on utility poles.
- FCC defines “large attachment requests” as 3,000+ poles per project<sup>1</sup>, mass digitization is required for survey and make-ready.
- Global 5G small cell market exploding from \$7.5B (2025) to \$74.6B (2032) – outdoor deployments depend on pole loading and clearance analysis.<sup>2</sup>
- By 2026, there will be more than 800,000 small cells in the United States, up from about 86,000 in 2018.<sup>3</sup>

### Takeaways

- Utility poles remain the strategic backbone for fiber and 5G small-cell deployments, supporting thousands of new cell sites and fiber attachments per project

**Sources**  
 1. <https://www.fcclawblog.com/2025/07/articles/fcc/fcc-adopts-new-pole-attachment-rules-to-streamline-broadband-deployment/>  
 2. <https://www.fortunebusinessinsights.com/industry-reports/5g-small-cell-market-101600>  
 3. <https://www.researchandmarkets.com/reports/4833401/small-cell-5g-network-market-share-analysis>

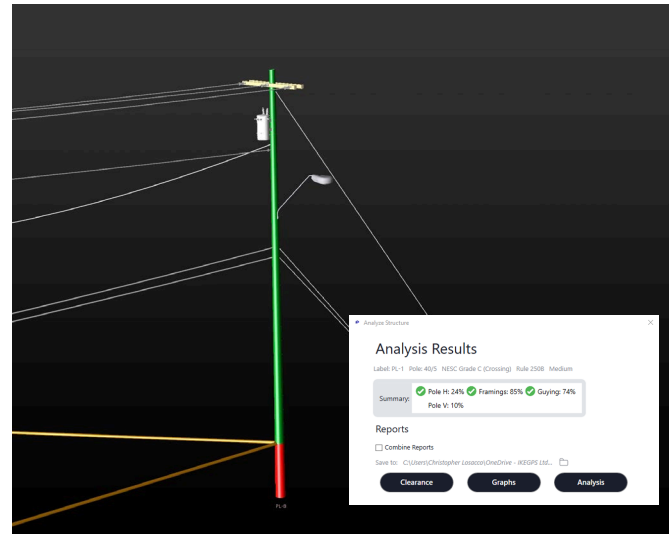
# IKE has built capabilities to solve these infrastructure challenges

Creating sustainable competitive advantage



## To see what matters

Safe and accurate grid data collection and digitization



## To know what's at risk

Identify network vulnerabilities, ensure safety code compliance, so to prioritize grid investments

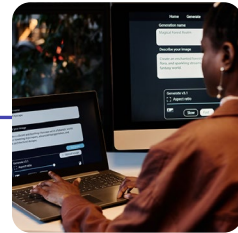
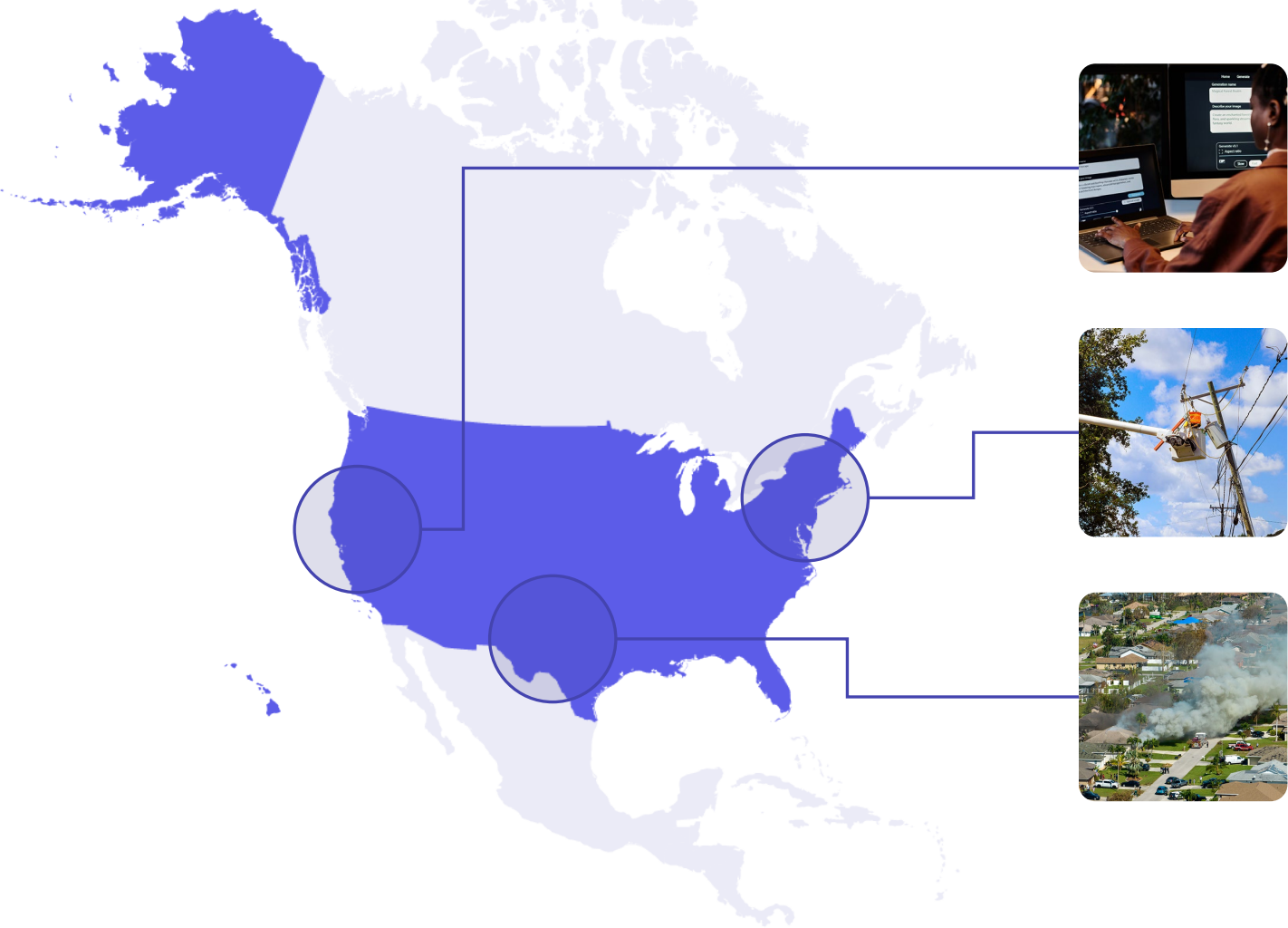


## To act & engineer with confidence

Centralized digital records of your grid assets - enabling faster decisions, transparent collaboration, and measurable resilience improvements



# Multiple factors are driving infrastructure investments, and the need for technology, in North America



**AI has unleashed a wave of data centre construction. In 2023, AI data centres consumed about 4.4% of U.S. electricity, and that share could triple by 2028.**

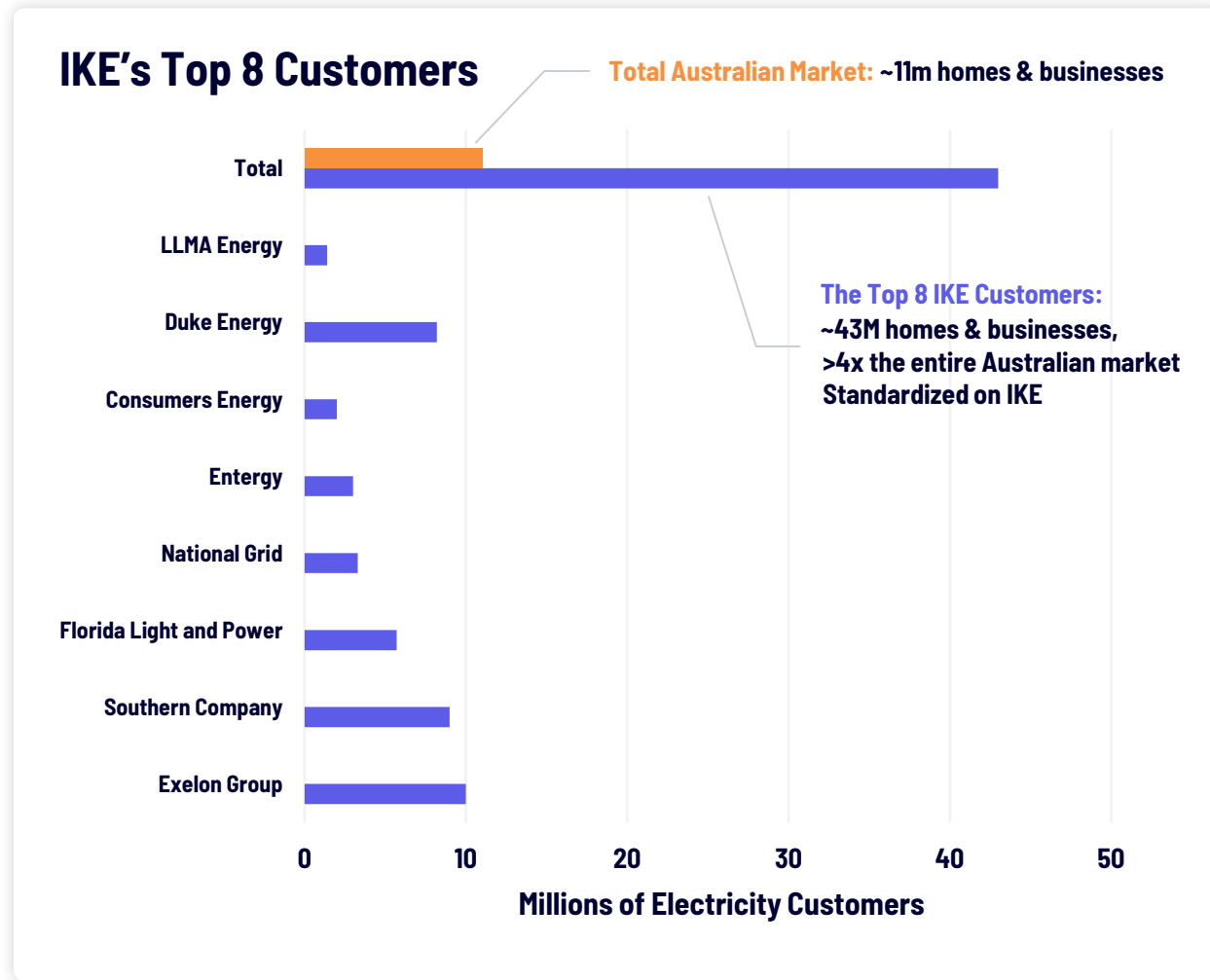


**Microsoft and Google estimate that the U.S. will need 500,000 more electric engineers in the next decade.**



**Heatwaves, wildfires, and storms are stressing electrical network systems nationwide. Events once considered rare - like the 2003 Northeast blackout that hit 50 million people - are now seen as precursors of larger & more common disruptions.**

# The size of the North American market opportunity, in Australian context



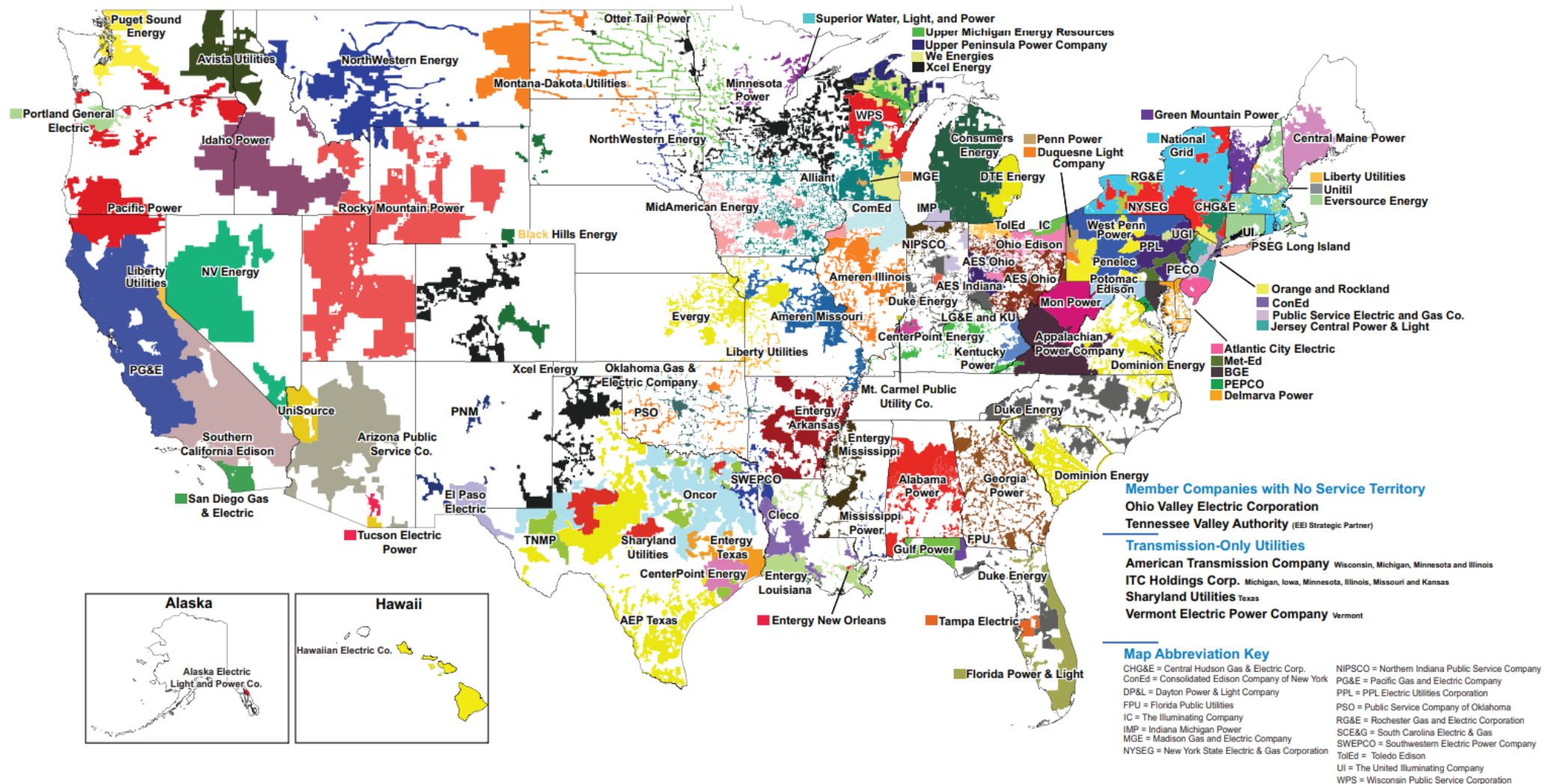
**U.S. Infrastructure Spend Projections of >\$400bn over the next 5 years**

**Fiber network development investment is projected to be ~\$300bn over the next 5 years**



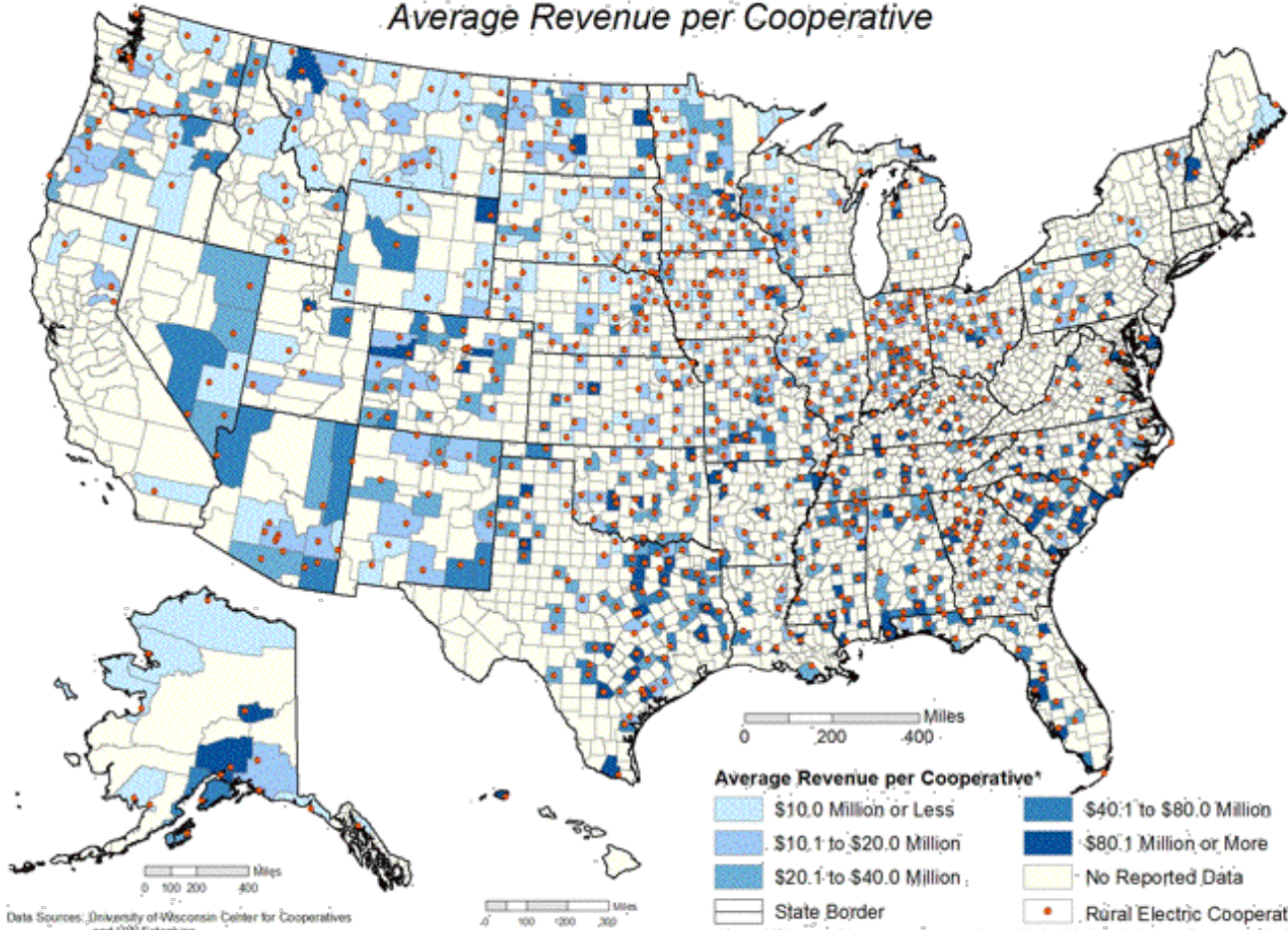
# A huge expansion opportunity at investor-owned utilities

## U.S. Market-Map of Investor-Owned Utilities (multi-\$B companies)



# Sales opportunities for IKE products at over 2,800 Municipalities and Co-Operatives

Rural Electric Cooperatives by County  
Average Revenue per Cooperative



- \$10.0 Million or Less
- \$10.1 to \$20.0 Million
- \$20.1 to \$40.0 Million
- \$40.1 to \$80.0 Million
- \$80.1 Million or More
- No Reported Data

Rural Electric Cooperative\*

\*13 out of 924 co-ops did not report revenue and are not included in the calculations. All co-ops are depicted.

Data Sources: University of Wisconsin Center for Cooperatives and OW-Extension

Average Revenue per Cooperative\*

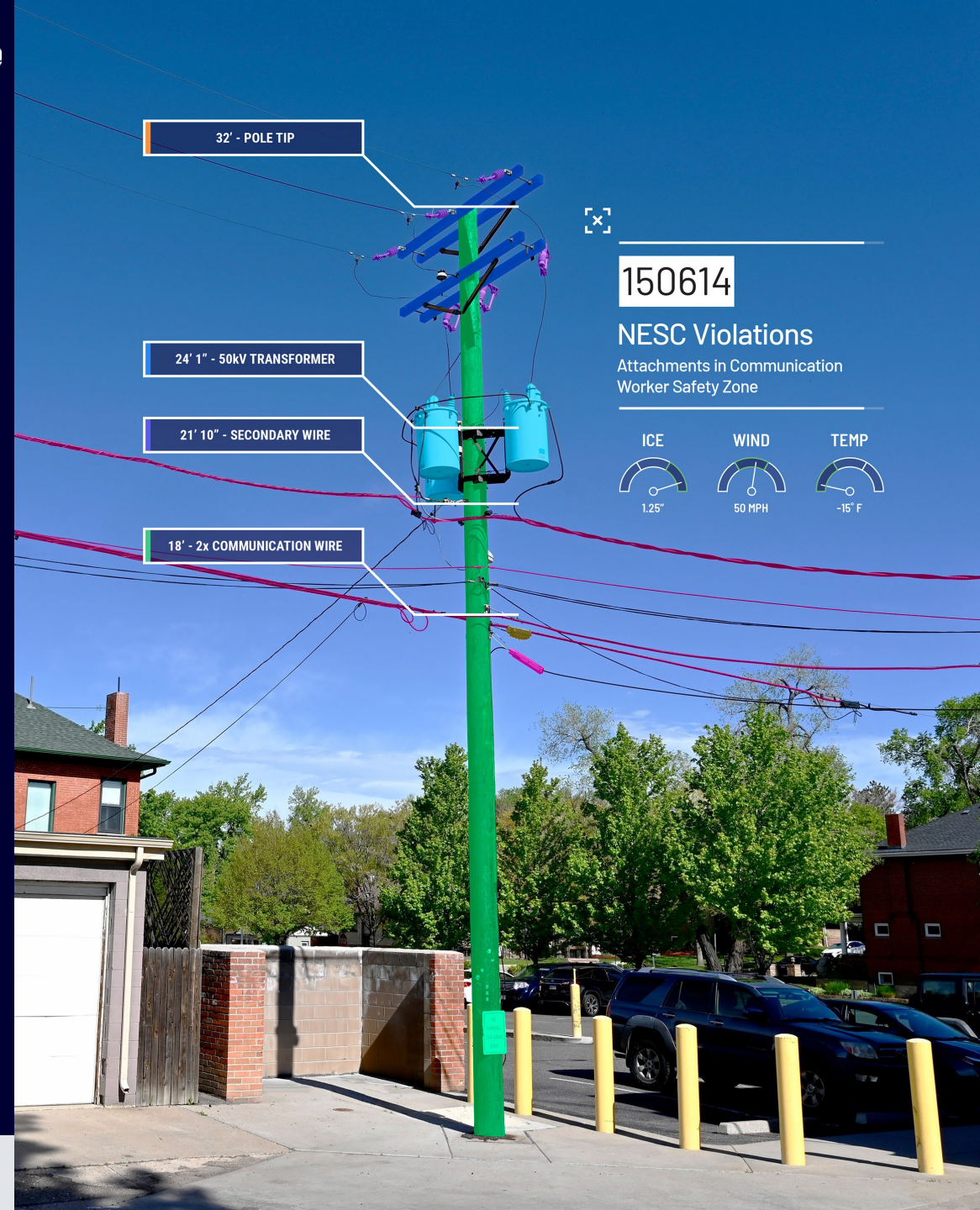
<span style="display: inline-block; width: 20px; height: 10px; background-color: #ADD8E6; border: 1px solid black; margin-right: 5px;"></span> \$10.0 Million or Less	<span style="display: inline-block; width: 20px; height: 10px; background-color: #00008B; border: 1px solid black; margin-right: 5px;"></span> \$40.1 to \$80.0 Million
<span style="display: inline-block; width: 20px; height: 10px; background-color: #6495ED; border: 1px solid black; margin-right: 5px;"></span> \$10.1 to \$20.0 Million	<span style="display: inline-block; width: 20px; height: 10px; background-color: #00008B; border: 1px solid black; margin-right: 5px;"></span> \$80.1 Million or More
<span style="display: inline-block; width: 20px; height: 10px; background-color: #4682B4; border: 1px solid black; margin-right: 5px;"></span> \$20.1 to \$40.0 Million	<span style="display: inline-block; width: 20px; height: 10px; background-color: #FFFF00; border: 1px solid black; margin-right: 5px;"></span> No Reported Data
<span style="display: inline-block; width: 20px; height: 10px; border: 1px solid black; margin-right: 5px;"></span> State Border	<span style="display: inline-block; width: 10px; height: 10px; background-color: #FF4500; border: 1px solid black; margin-right: 5px;"></span> Rural Electric Cooperative*

\*13 out of 924 co-ops did not report revenue and are not included in the calculations. All co-ops are depicted.

# IKE's Expanding Value Proposition In the right market

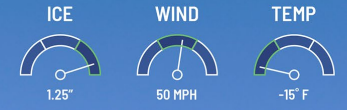


ikeGPS



150614

**NESC Violations**  
Attachments in Communication  
Worker Safety Zone



# The grid faces unprecedented challenges.

Complete field-to-finish solutions from IKE to engineer a network through its lifecycle.

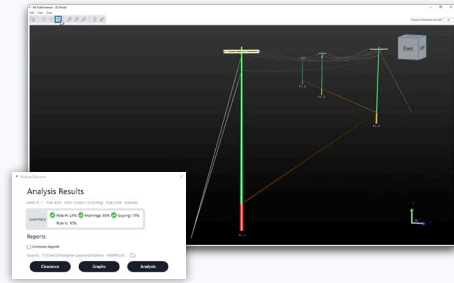
## IKE Office Pro

Field Data Collection platform with back-office tools and dashboards.



## IKE PoleForeman™

Accurate, reliable, and defensible pole load analysis adhering to NESC compliance.



## IKE Insight

Solution for gaining actionable insights from new or existing digital imagery or data sources.



## IKE Analyze

Back-end analysis for acquired pole data.



## IKE University

End-to-end resource for in-person and online NESC®, OSHA, and IKE product training and education.



## Business model upshot

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



# IKE's purpose is Manaakitanga.

We rise by lifting others.

## A Clear 10-year Mission guiding our journey

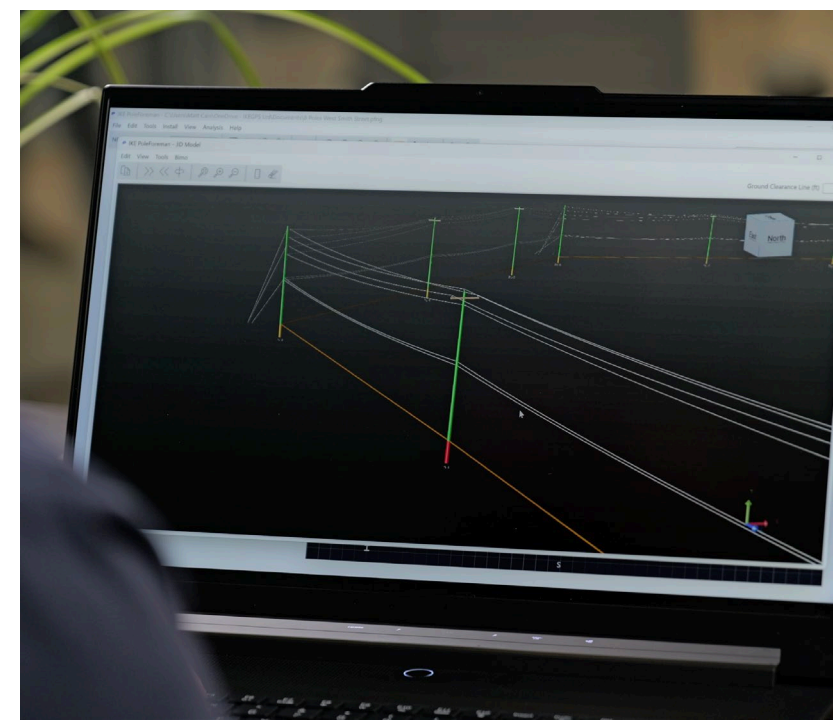
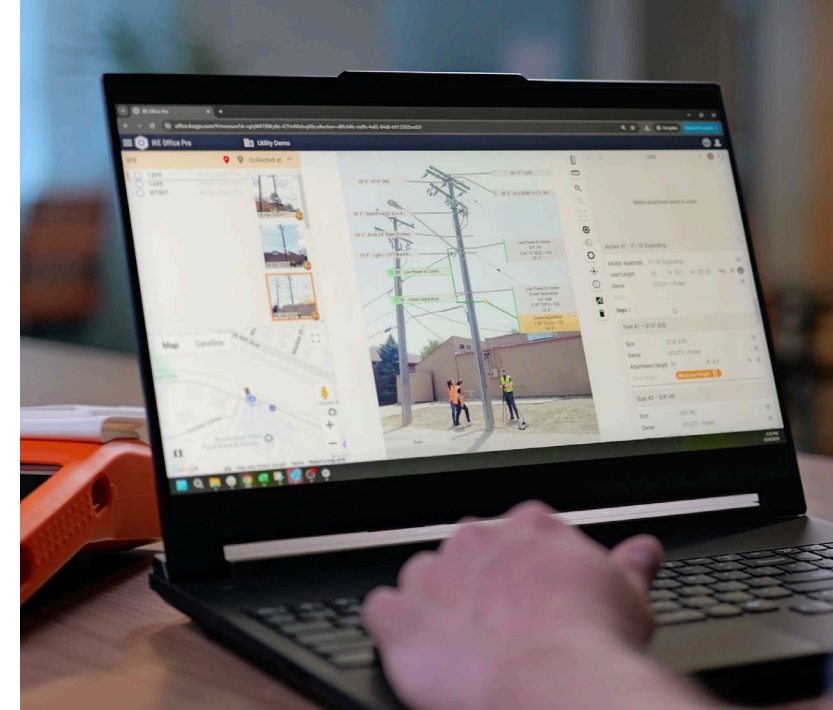
### Manaakitanga

"We rise by lifting others." This means lifting our customers, each other, our communities, and IKE's stakeholders.

### Mission (by mid-2034)

To be the most trusted and admired company delivering software solutions that drive productivity outcomes for the Distribution Grid, with #1 market share in the USA, and expanding internationally.

- **What we do exactly:** We deliver actionable insights on overhead infrastructure. Our data acquisition and analysis solutions transform how to design, construct, and inspect overhead assets and help achieve critical industry objectives, such as grid resiliency and fiber broadband expansions.





# Delivering the best CX in our industry as a Strategic Pillar

Customers overwhelmingly recommend IKE, with an **independently assessed NPS of 91%**.

## This score is driven by:

- IKE's focus on both **product capability, industry-specific outcomes**, and **customer experience**.
- **Purpose-built solutions** for utility poles and overhead infrastructure, based on customer-led product-market fit.
- **Tangible ROI** for utilities, telcos, and engineering service providers.



**Our core values create differentiation, inside and out**



# IKE is trusted by **8 of the 10 largest investor-owned utilities** in North America



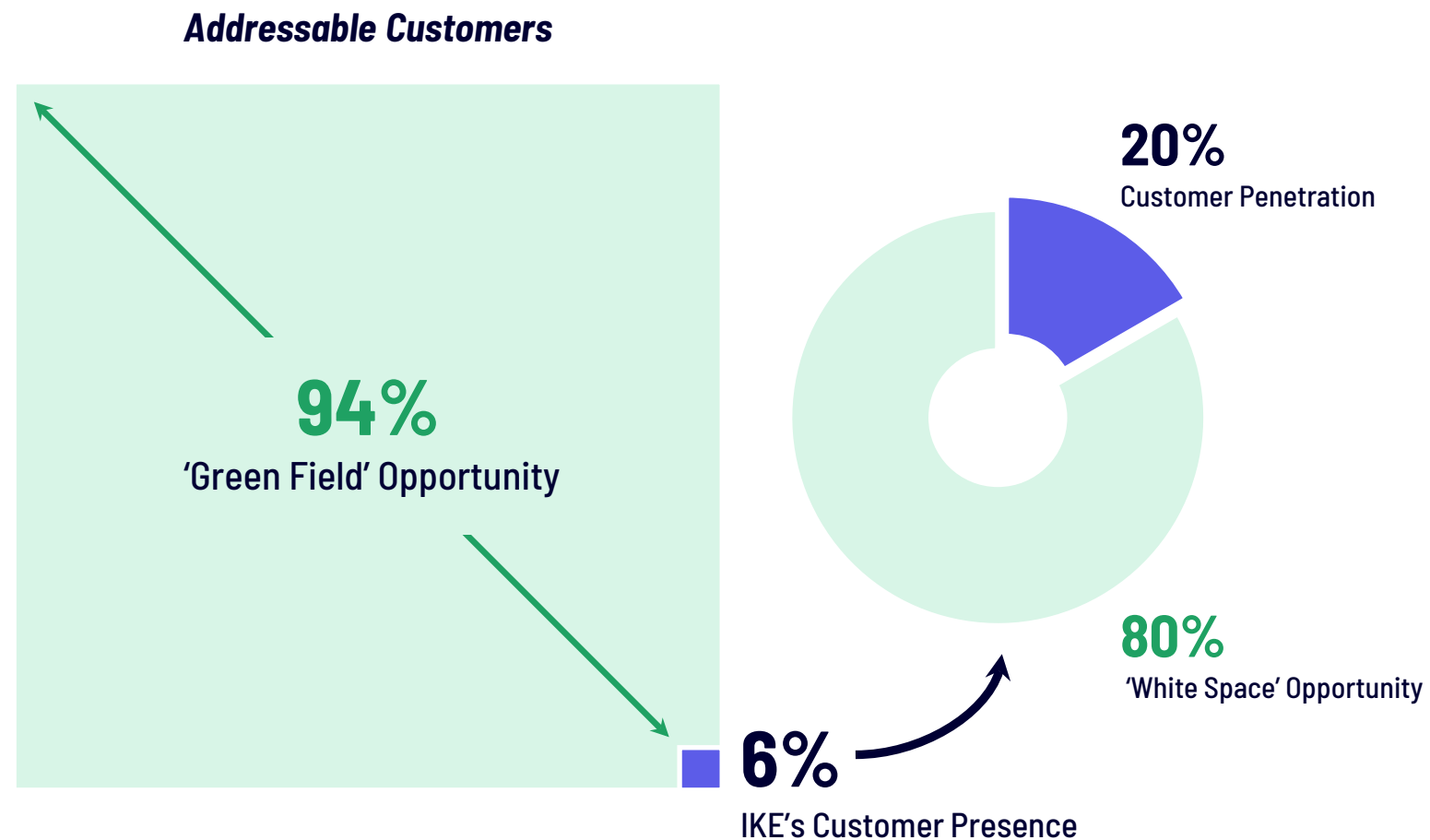


IKE is trusted by **5 of the 10 largest communications companies** in the U.S.



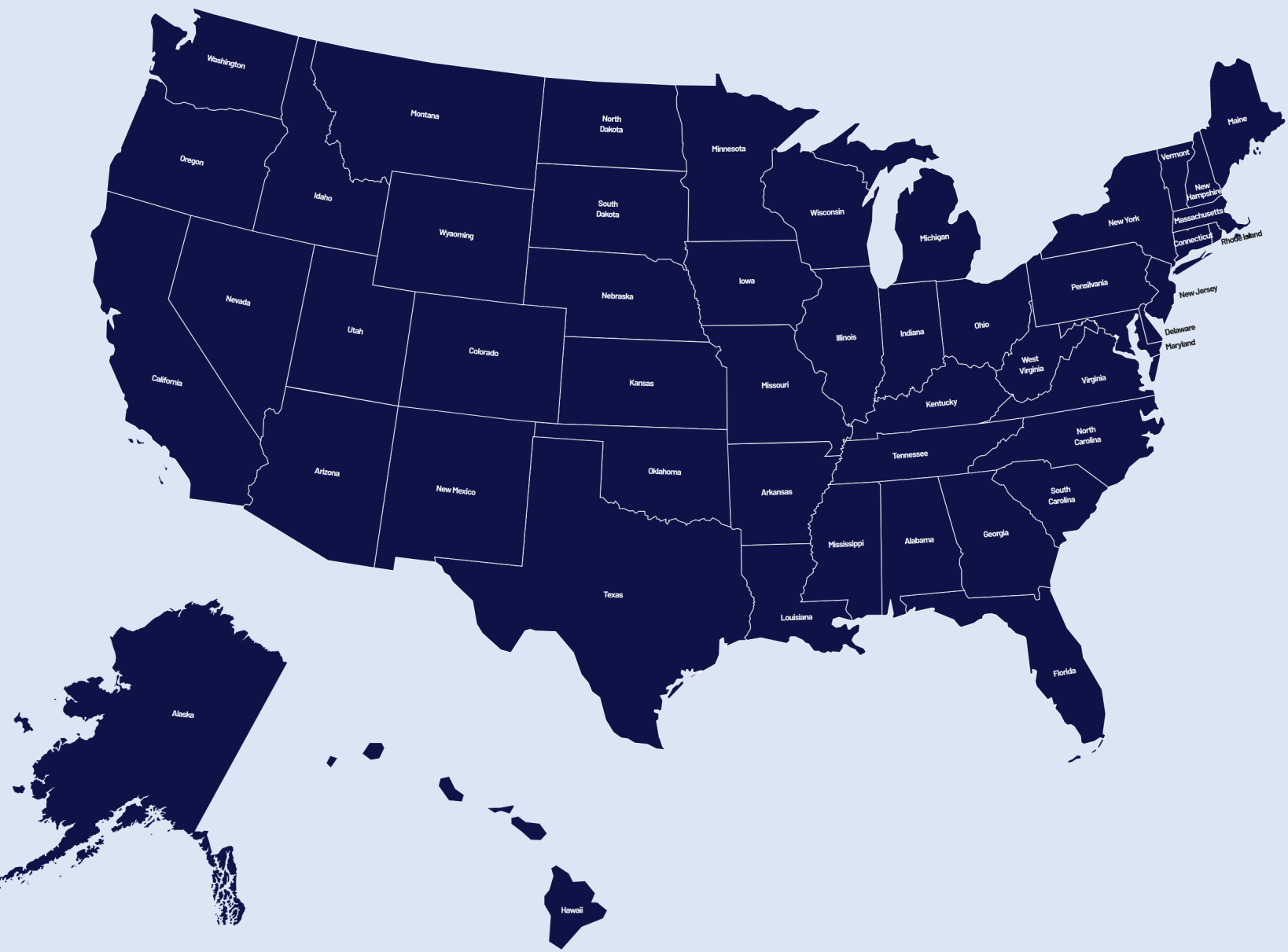
# Right market, at the right time

Expert team, best-in-class technology, and execution capability



## Takeaways

- Today, IKEA has a presence in approximately 6% of addressable customers in the U.S. but is estimated to be only 20% penetrated. There is an opportunity to:
  - Opportunity to develop up to 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



**IKE's software is  
now used in all**

**50  
States**



# Overhead Utility Data Collection

A satellite-style map of North America, showing the continent in green and brown, surrounded by blue oceans. Overlaid on the map are numerous red lines and yellow dots, representing overhead utility data collection points. The lines are mostly horizontal, following the coastlines and major landmasses, with some diagonal lines. The dots are scattered across the landmasses, particularly in the eastern and central regions.

IKE technology has helped companies engineer

**20 Million**  
**OVERHEAD ASSETS,**  
**and counting.....**

## Takeaways

- The same electric utility asset is digitally processed many times throughout its lifecycle - for make-ready engineering, fiber joint-use, clearance validation, or routine inspection. Each new network build, attachment request, or safety audit triggers another round of measurement and analysis.



# Getting-to-Market: Educating the North American Industry

## Example of IKE's National Electric Safety Code Webinar Series

**QUESTION #2**

Part	2
Section	23
Rule	234C3

Supply conductors or cables attached to buildings

**Rule 234C3. Supply conductors attached to buildings or other installations**

- Must be insulated: up to 750 volts – meet Rule 230C3
- Meet the vertical and horizontal clearances specified
- Maintain clearance to a window of not less than 3 ft in any direction

ikeGPS

11

**3,000+ Attendees 800+ Organizations Trained**



# Getting-to-Market: Educating the North American Industry

Example of IKE's In-Person NESC & OSHA Training

OVER

1,700

Attendees 'IKE Certified'

ROUGHLY

500

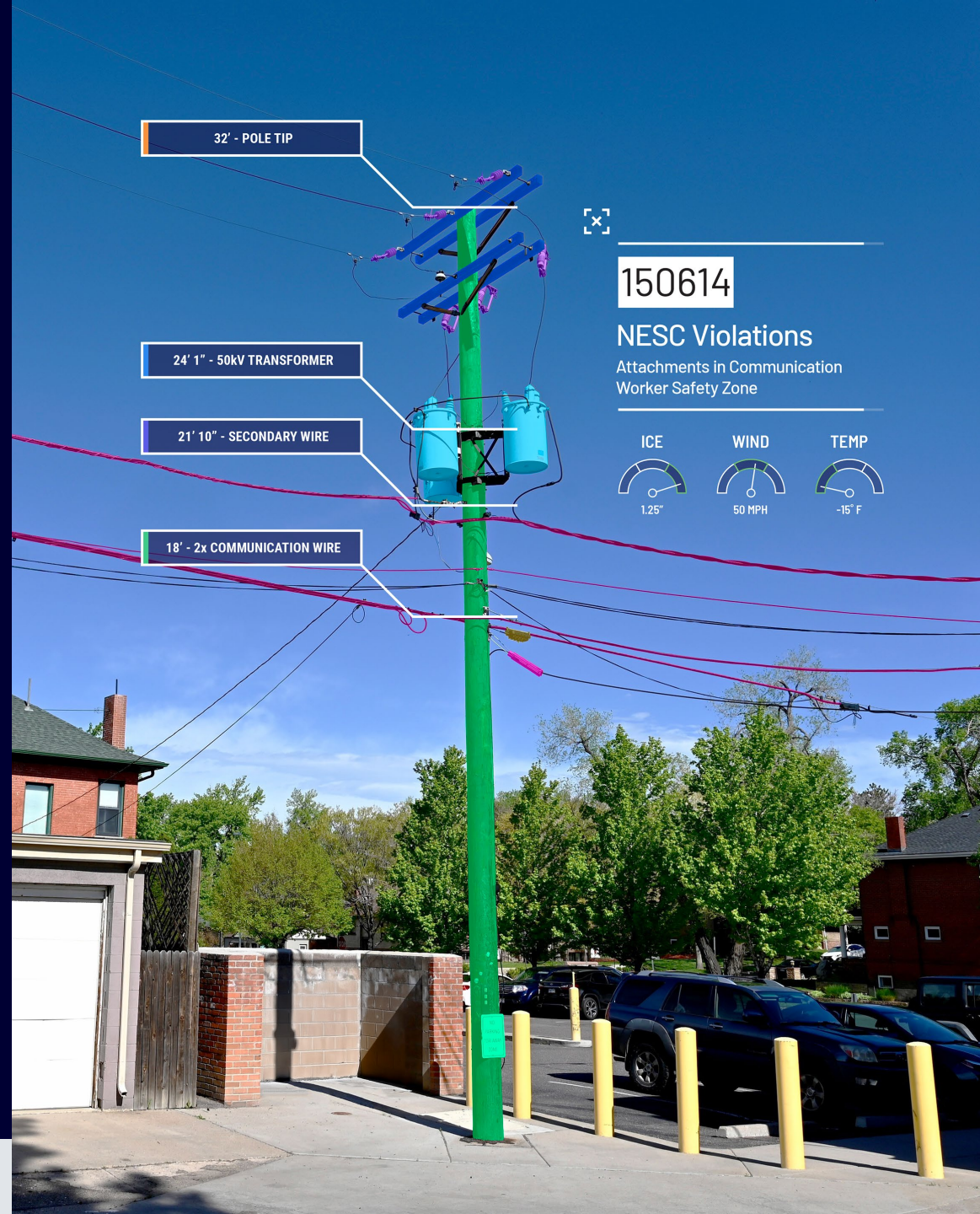
Organizations Trained



# New Products & Technologies



ikeGPS



32' - POLE TIP

24' 1" - 50kV TRANSFORMER

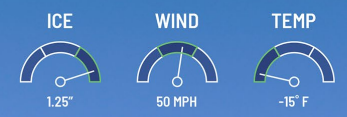
21' 10" - SECONDARY WIRE

18' - 2x COMMUNICATION WIRE



150614

NESC Violations  
Attachments in Communication  
Worker Safety Zone





## IKE Office Pro

Meet PolePilot™, an AI subscription module released in 3Q to increase productivity and efficiencies for IKE Office Pro engineers



PolePilot was very easy to use and was effective in many different pole and environmental scenarios. The automated markers helped identify wires and equipment that were difficult to see.

**JOEL VESCIO**  
TRC





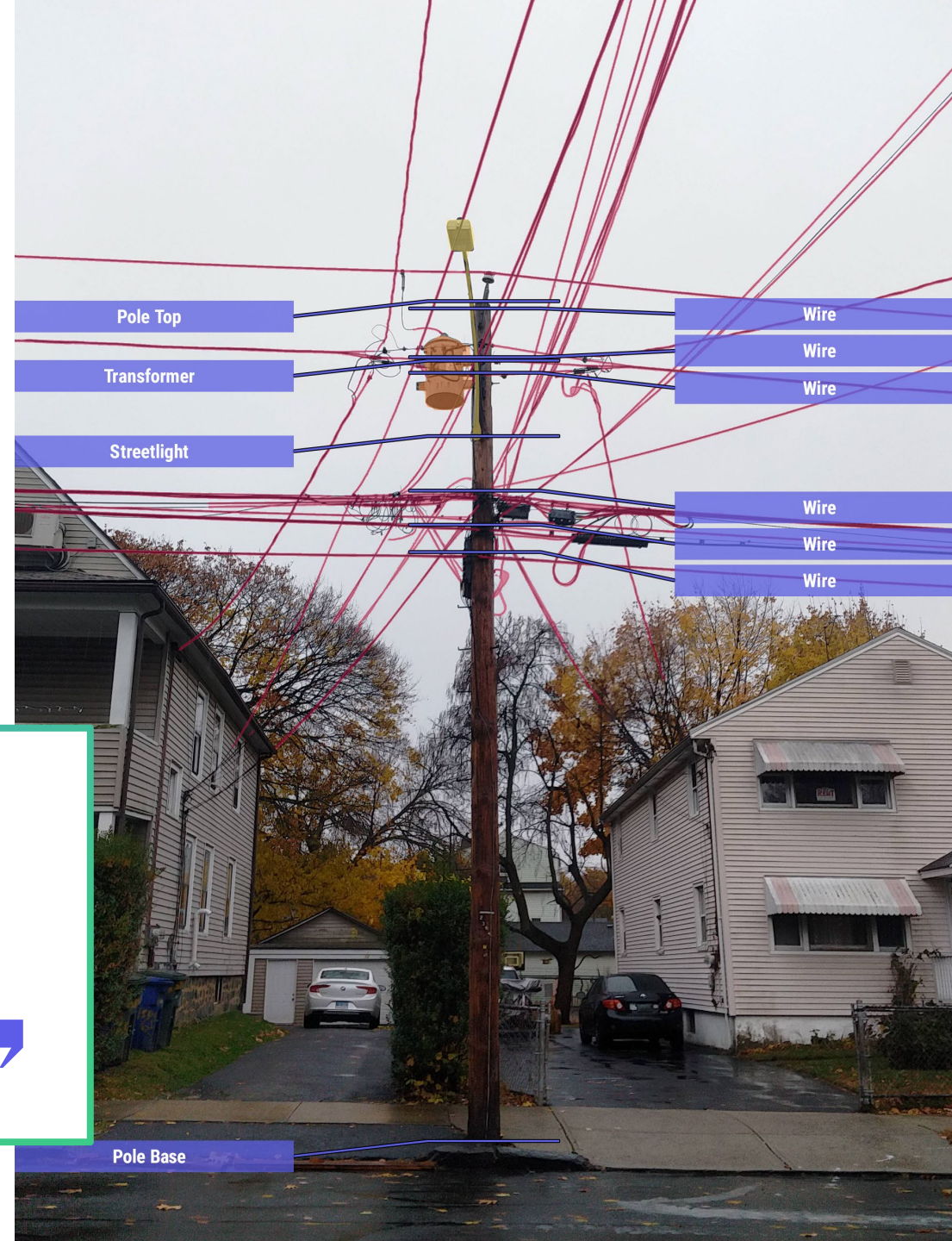
# IKE Office Pro

Meet PolePilot™, an AI subscription module released in 3Q to increase productivity and efficiencies for IKE Office Pro engineers



PolePilot was very easy to use and was effective in many different pole and environmental scenarios. The automated markers helped identify wires and equipment that were difficult to see.

**JOEL VESCIO**  
TRC



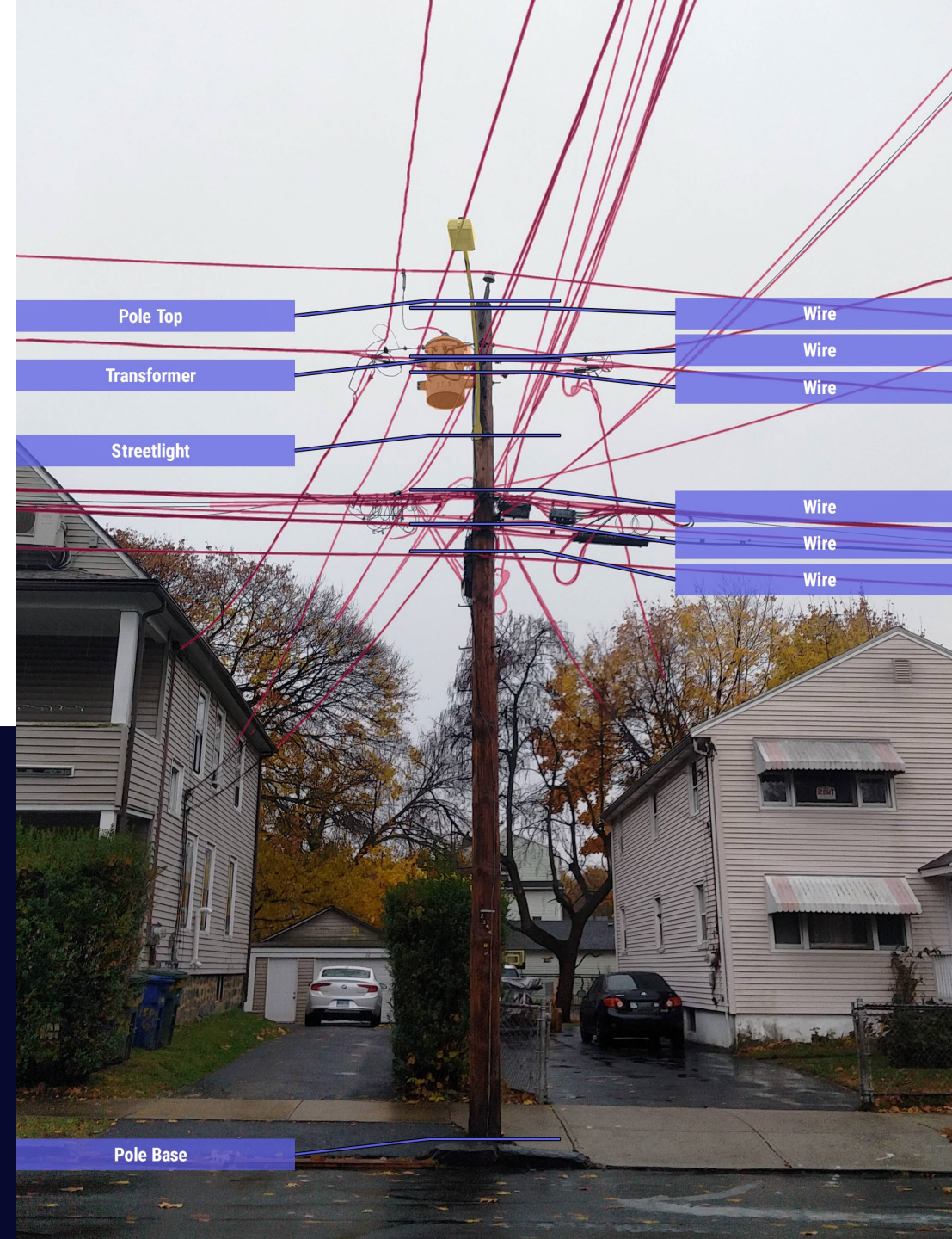


# IKE Office Pro

Meet PolePilot™, an AI subscription module released in 3Q to increase productivity and efficiencies for IKE Office Pro engineers

## Takeaways

- AI-powered assistant to increase productivity for analyzing pole data
- SaaS tool to support all the digital needs for grid modernization efforts
- Expands on the strength of IKE's intelligent automation capabilities for overhead asset management





# IKE PoleForeman™

The standard for distribution network design in the U.S.

## Takeaways

- The new IKE PoleForeman product has been in the market for ~18 months
- In total, ~130 customers have subscribed to this new platform, far exceeding our adoption rate expectations.
- We expect further major customers to close in FY26 & FY27.
- Today, IKE PoleForeman is the standard for structural analysis in 8 of the 10 largest electric utilities in North America.



# Thank You

Glenn Milnes, CEO and Paul Cardosi, CFO

[glenn.milnes@ikegps.com](mailto:glenn.milnes@ikegps.com) & [paul.cardosi@ikegps.com](mailto:paul.cardosi@ikegps.com)

October, 2025



[www.ikegps.com](http://www.ikegps.com)

# IKE Facts

To Date » September 2025



# Overhead Utility Data Collection Count

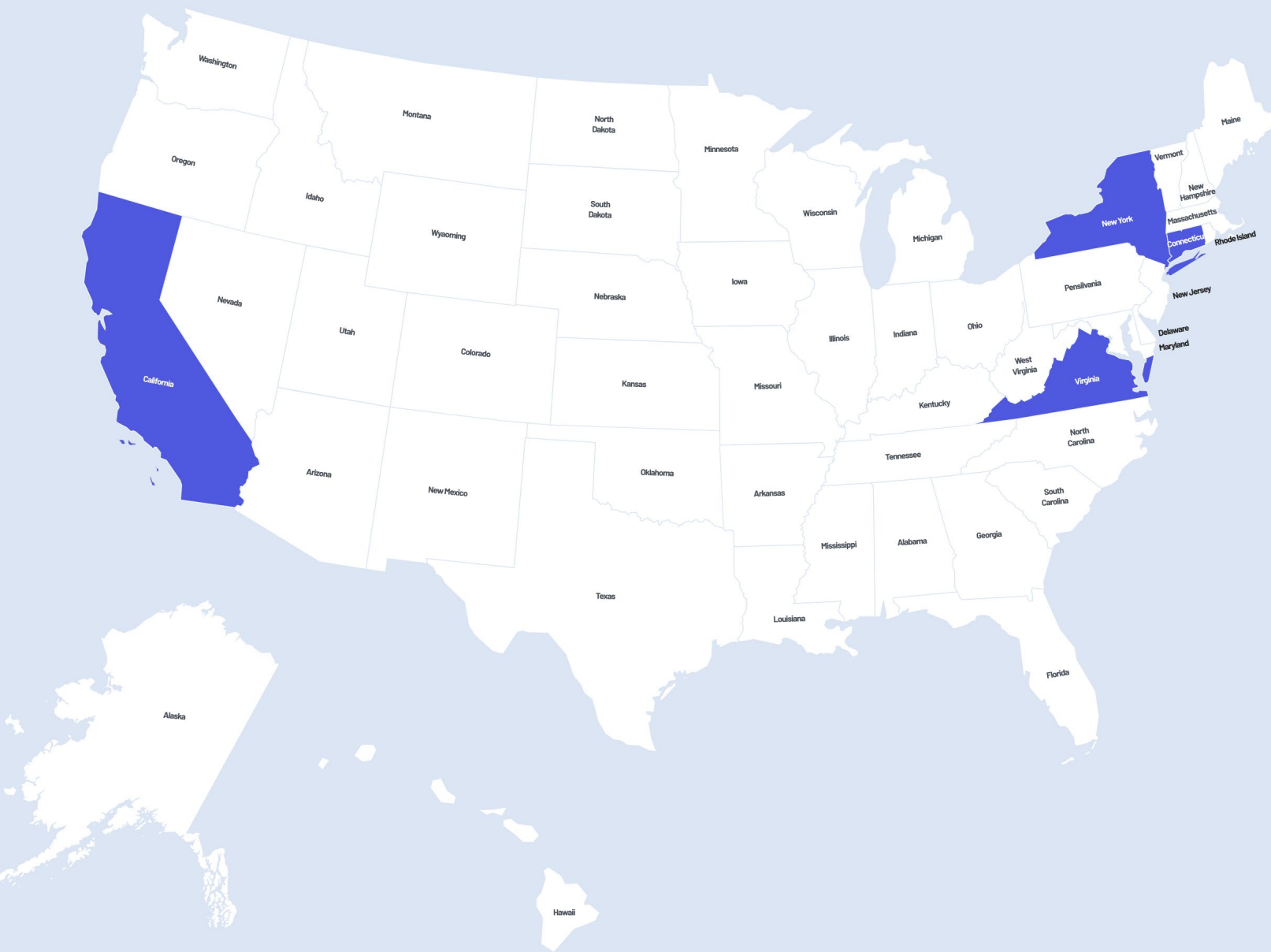
IKE technology helped  
companies engineer

**1 Million**  
**MILES OF LINES**

## Takeaways

- Every mile of overhead line requires precise engineering - from pole loading and conductor clearance modeling to make-ready design. These lines are continuously re-engineered as utilities upgrade, harden, or attach new telecom infrastructure, making line engineering a repeatable, multi-billion-dollar workflow.





# Top 4 states IKE is used in

California

Connecticut

New York

Virginia



**500+** enterprise  
customers

**49 NEW Utility,  
Communications, and  
Engineering customers  
in 1H FY26**

