



Q3 FY20 Quarterly Results Presentation

*The World's First **Omnidata Intelligence** Company*



About Skyfii

Our vision is to improve visitor experience by understanding behaviour.

Skyfii is a global technology company that transforms the way organisations collect, analyse and extract value from data.

We process billions of data points monthly, captured in the physical & digital world to help businesses better understand and improve the experiences of millions of customers every day.

OMNIDATA INTELLIGENCE

The practice of analysing multiple data sets to create a complete understanding of experiences across the physical and digital world.



Offices in 7 countries



64 staff globally



Portfolio of 10,000+ venues across 35 countries



Right Data



Intelligent Technology



Experienced People



Data Intelligence Platform built for Physical Venues

We process billions of data points monthly, captured in the physical & digital world to help businesses better understand and improve the experiences of millions of customers every day.



Company Overview

35 countries in which SKF operate across 5 continents

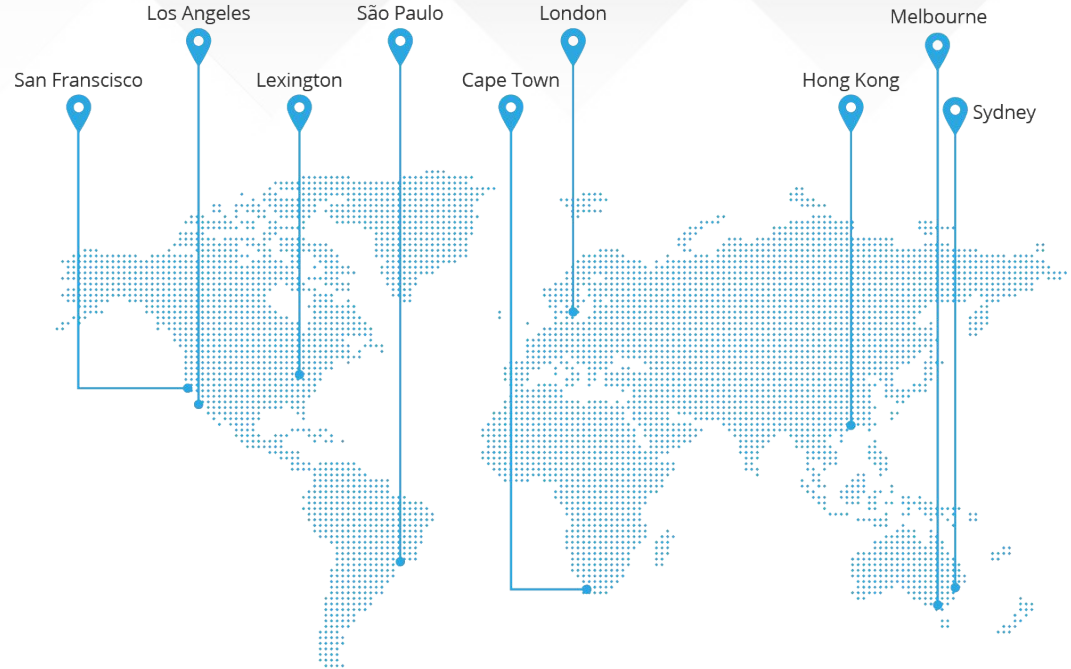
+900 number of customers SKF provide services to across 10,000 physical venues

3 year average contract length

>60 % of revenues generated from recurring revenue streams

\$10m Annualised recurring revenue

47 % of revenue generated from international markets



Operating Highlights



Operations & Business Update



Diverse mix of customers across 35 countries and 10+ verticals



60% of our revenues via recurring revenue streams on 3-5 year terms



No single client representing more than 5% of recurring revenues



New opportunities for growth within Municipalities and Grocery verticals



Developed and launched a range of new analytic products to support existing customers, retain revenues and unlock new opportunities



Continuing to manage costs inline with market conditions



Confirms guidance to deliver a positive EBITDA position for FY20



New Product Releases

1 COVID-19 Reporting

Our Data Science team has built a predictive reporting tool to measure the daily impact of COVID-19 on physical venues



2 Industry Research

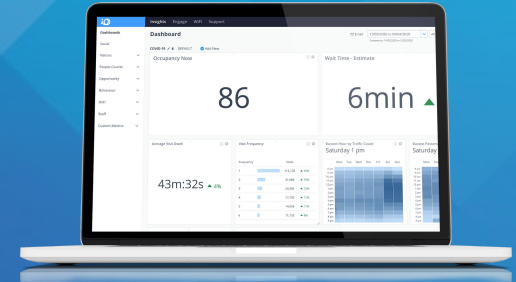
Skyfi partnered with leading customer insights firm Brickfields Consulting to help the Australian Retail Property industry better understand and react to changes in shopper sentiment during these challenging market conditions



3 OccupancyNow™

Skyfii has recently launched a new product called Occupancy Now™, an automated occupancy and social distancing management solution, It helps venues:

- Manage venue occupancy in real time
- Optimize cleaning and testing services
- Facilitate contact tracing



Notable Contract Wins



Christchurch Airport (New Zealand)

- Three-year Master Services Agreement signed
- Contract includes the provision of the IO Connect (Guest WiFi) and IO Insights (data analytics) products

QIC (Australia, Retail Property)

- Further expansion on existing contract
- Roll out will see the deployment of 'IO Connect' (Guest WiFi and people counting) into 16 shopping centres total

HCFC Stadium (Europe, Sporting venue)

- Five-year contract signed to deploy Skyfii's IO Platform services to HCFC Hockey Stadium in Switzerland
- Contract includes the provision of Skyfii's IO Connect (Guest WiFi) and IO Insight (Analytics)

Financial Highlights



Internal use only

Diversified Revenue Model



RECURRING REVENUES

are generated from ongoing subscription fees for access to Skyfii's 'IO' data intelligence platform. Recurring revenues are charged on a fixed fee per venue per month basis and not volume based on traffic. The majority of our recurring revenues are typically contracted on 3-5 year terms with a monthly subscription fee



SERVICES REVENUES

are generated from the payment of projects undertaken by both Data Consultancy Services (DCS) and Marketing Services (MS) divisions. Revenues generated from Services are received as either monthly, recurring or fixed fee projects.



NON-RECURRING REVENUES

are generated from the deployment of hardware and infrastructure, implementations and upfront setup fees, which underpin recurring revenues, including installation of Wireless Access Points, 2D and 3D cameras, People and Vehicle Counting technology.

MS= Marketing Services

DCS= Data Consultancy Services



Q3 FY20 Results¹

Operating
Revenue
\$3.9m



72%²

Recurring
Revenues
\$2.3m



75%²

ARR³

\$10m

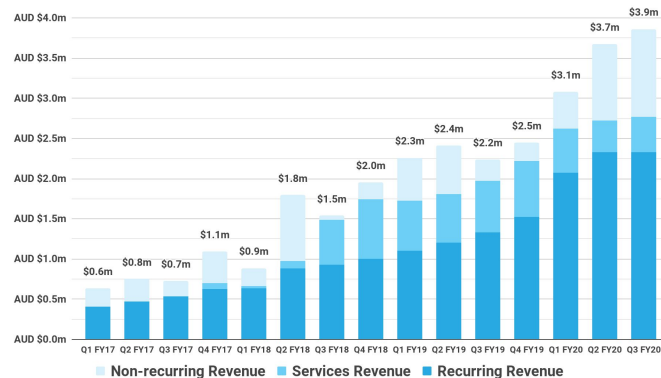
Cash at
Bank @
31st Mar 2020

\$2.5m

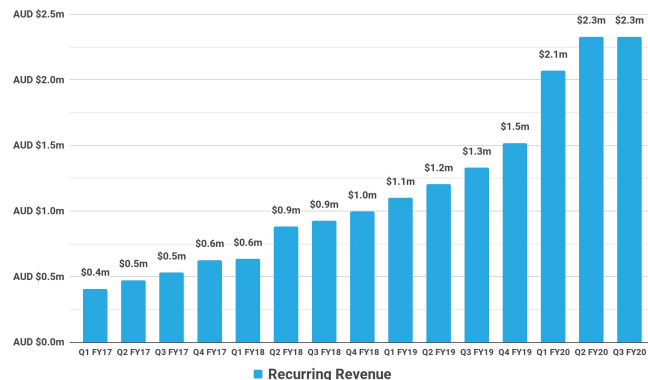
Debt Facility
\$2m

\$1.9m
Undrawn

TOTAL OPERATING REVENUE - BY QUARTER



RECURRING REVENUE - BY QUARTER



1. All revenues are inclusive of Beonic transaction which completed on 9 July 2019

2. Versus Previous Corresponding Period (Q3 FY20)

3. Annual Recurring Revenue (ARR) based on contracted recurring revenues as at the end of Q3 FY2020

Outlook



Outlook

The Company recognises that our track record of quarter on quarter growth momentum may be challenged in Q4 FY20.

However, the strong Q3FY20 performance allows the Company to re-confirm it will maintain a positive full-year operating EBITDA for FY2020.

Key areas of focus for the remainder of the year include:

- Ongoing development and rollout of new analytic products
- Strong focus on Marketing to drive new lead generation
- Maintain focus on cash preservation inline with market conditions
- Continue to support current customers with business critical insights
- Convert new business leads within Grocery, Municipalities and Healthcare
- Deliver a positive EBITDA positive for the full year FY20





Media

John Rankin
Chief Operating Officer
Skyfii
p: +61 2 8188 1188
e: john.rankin@skyfii.com



Investors

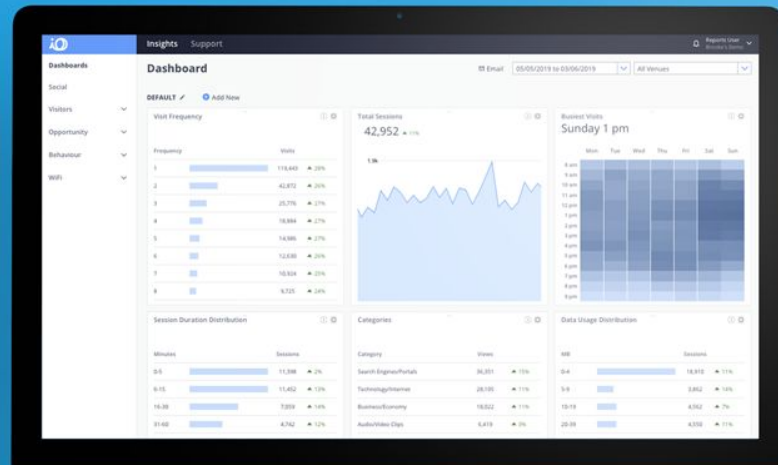
Craig Sainsbury
Executive Director
Market Eye
p: +61 428 550 499
e: craig.sainsbury@marketeye.com.au



Appendix



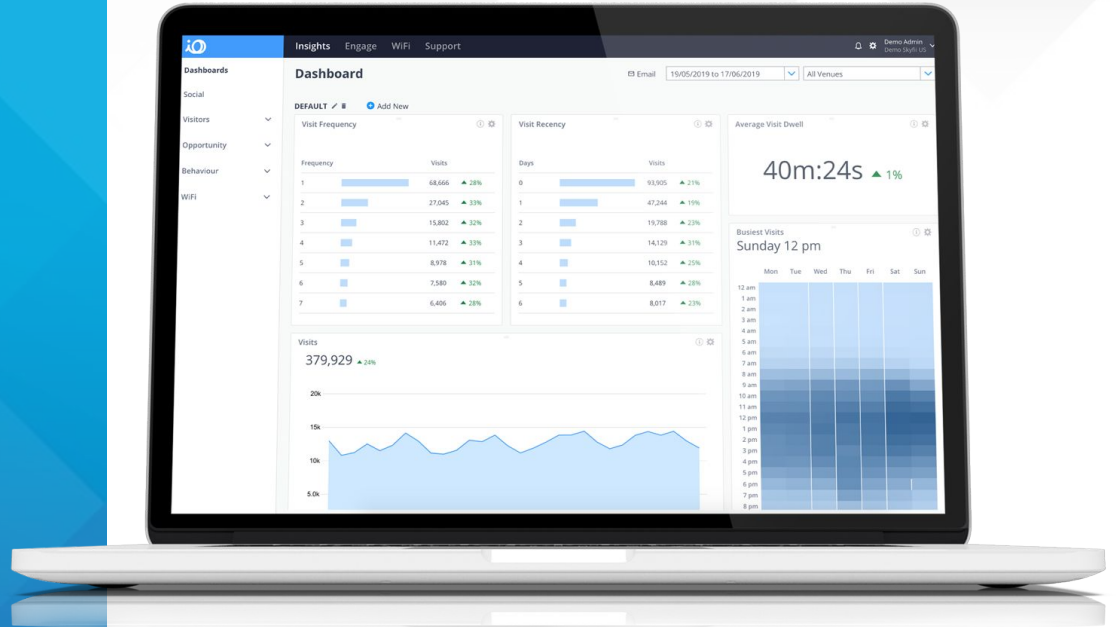
Businesses typically use Skyfii IO in three phases...



1

Establish Baseline Metrics for Visitor Behavior

Most venues start by using Skyfii to get more value from the technology infrastructure they already have.



2

Add Context With Additional Data Sources

Skyfii IO can incorporate data from multiple aspects of your business.

By selecting the right data sources, Skyfii can add more context to the data you're already collecting.

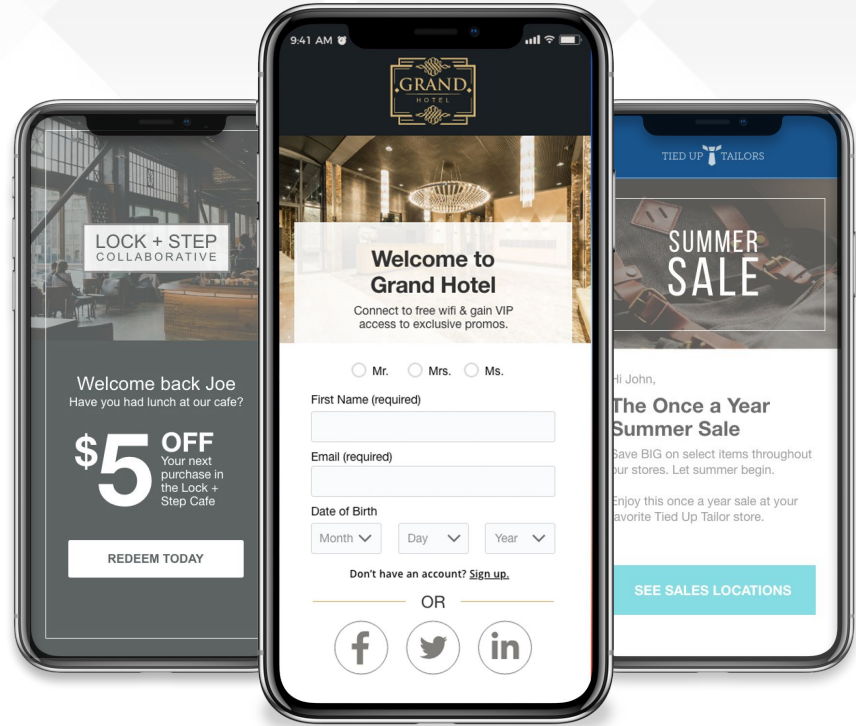


3

Engage Visitors To Obtain Deeper Insights

Obtain email, phone, name, zip code, survey responses and other visitor-provided data

Send and measure responses to email campaigns, SMS messages, in-app notifications, and mobile content.



Important Notice and Disclaimer

This presentation has been prepared by Skyfii Limited (ACN 009 264 699) (Skyfii or the Company). The information contained in this presentation is current at the date of this presentation. The information is a summary overview of the current activities of the Company and does not purport to be all inclusive or to contain all the information that a prospective investor may require in evaluating a possible investment. This presentation is for general information purposes and is not intended to be and does not constitute a prospectus, product disclosure statement, pathfinder document or other disclosure document for the purposes of the Corporations Act and has not been, and is not required to be, lodged with the Australian Securities & Investments Commission. It is to be read in conjunction with the Company's disclosures lodged with the Australian Securities Exchange.

The material contained in this presentation is not, and should not be considered as, financial product or investment advice. This presentation is not (and nothing in it should be construed as) an offer, invitation, solicitation or recommendation with respect to the subscription for, purchase or sale of any security in any jurisdiction, and neither this document nor anything in it shall form the basis of any contract or commitment. This presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor which need to be considered, with or without professional advice, when deciding whether or not an investment is appropriate.

This presentation may contain information as to past performance of the Company. Such information is given for illustrative purposes only, and is not – and should not be relied upon as – an indication of future performance of the Company. The historical information in this presentation is, or is based upon, information contained in previous announcements made by the Company to the market.

This document contains certain "forward-looking statements". The words "anticipate", "believe", "expect", "project", "forecast", "estimate", "outlook", "upside", "likely", "intend", "should", "could", "may", "target", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements, as are statements regarding the Company's plans and strategies and the development of the market.

Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Company, which may cause actual results to differ materially from those expressed or implied in such statements.

The Company cannot give any assurance or guarantee that the assumptions upon which management based its forward-looking statements will prove to be correct or exhaustive beyond the date of its making, or that the Company's business and operations will not be affected by other factors not currently foreseeable by management or beyond its control. Such forward-looking statements only speak as at the date of this announcement and the Company assumes no obligation to update such information. The release, publication or distribution of this presentation in jurisdictions outside Australia may be restricted by law. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

All references to dollars are to Australian currency unless otherwise stated.

To the maximum extent permitted by law, the Company makes no representation or warranty (express or implied) as to the accuracy, reliability or completeness of any information contained in this document. To the maximum extent permitted by law, the Company shall have no liability (including liability to any person by reason of negligence or negligent misrepresentation) for any statements, opinions or information (express or implied), arising out of, contained in or derived from, or for any omissions from this document, except liability under statute that cannot be excluded.