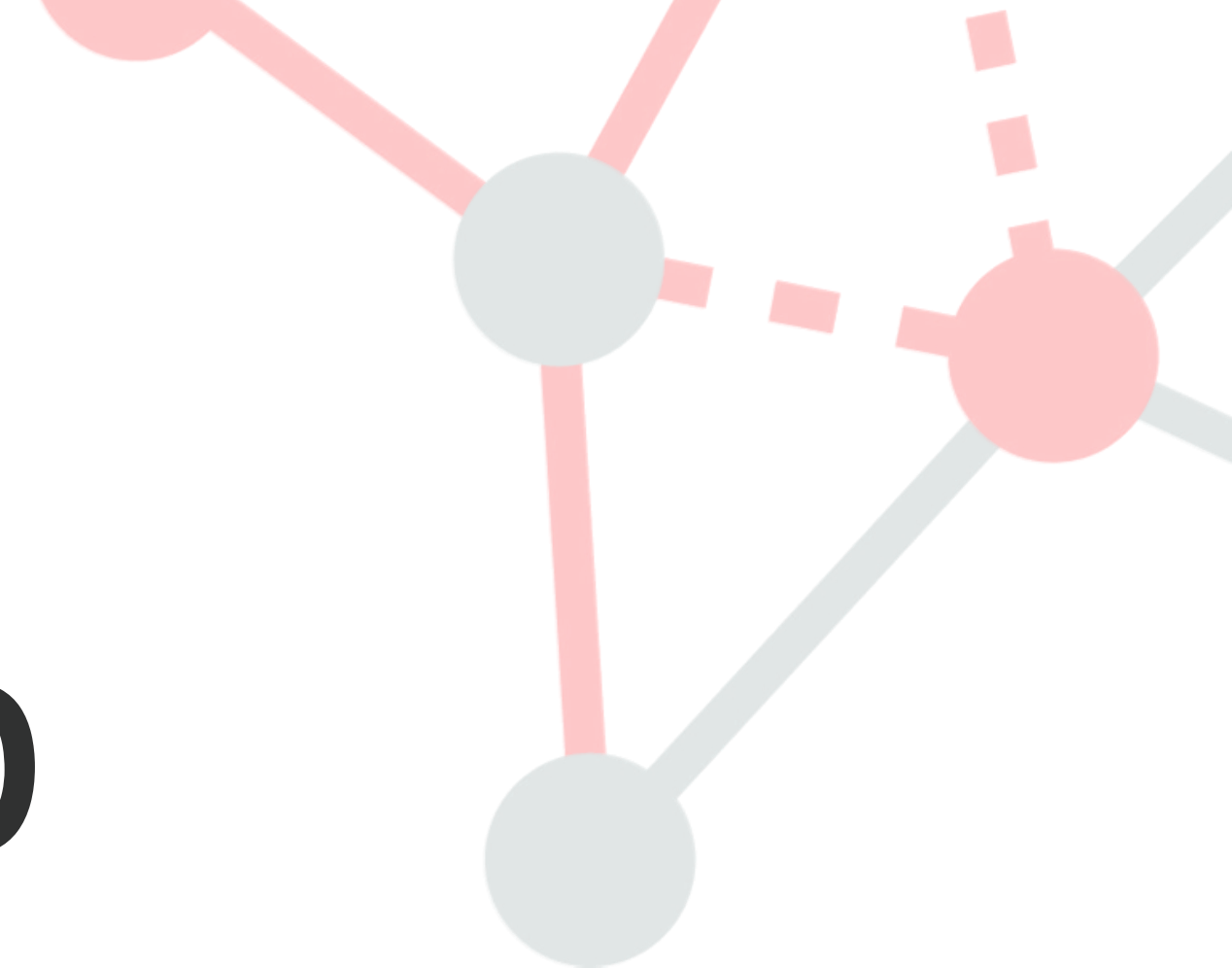


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May 8, 2020

# K2fly Micro Cap Hidden Gems Presentation

Nic Pollock, Chief Commercial Officer



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## Invoices Raised Q3 FY20

AU\$1.63m  
+93% on Q3FY19

## Ordinary Shares on Issue

82,589,082

## Market Capitalisation

\$17.90m  
@ \$0.22c 08/05/20

## Listed 20c Options K2FOA

13,264,178  
Exp 18/05/20

## 30 Day VWAP

\$0.1908 (as at May 5)

## Cash at 30 April 2020

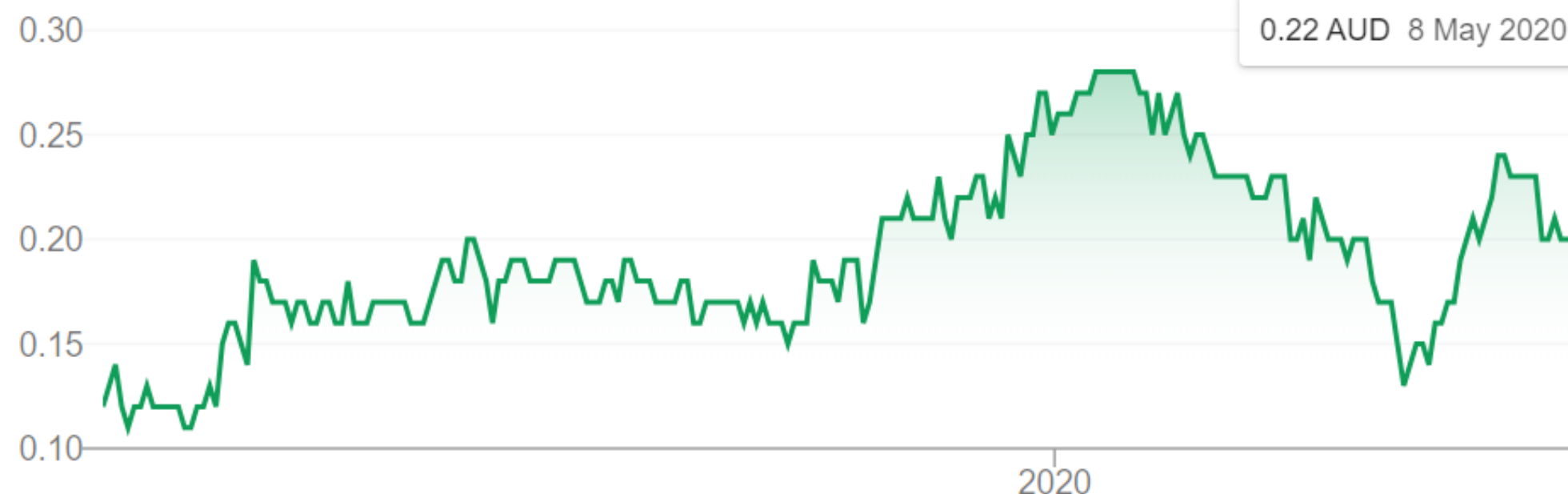
\$1.1m + \$1.0m Receivables  
+\$0.5m backlog

K2FLY Ltd  
ASX: K2F

0.22 AUD +0.015 (7.50%) ↑

8 May, 10:44 am AEST · Disclaimer

1 day 5 days 1 month 6 months YTD 1 year 5 years Max



## Board of Directors

**Jenny Cutri**  
Non Executive  
Chair

25 Years Corporate  
Lawyer  
Co-Sec, Listed  
Company, ASX and  
ASIC

**Neil Canby**  
Non Executive  
Director

25 Years Chartered  
Accountant  
IT, Utilities and Energy

**James Deacon**  
Non Executive  
Director

25 Years  
IT Advisory Services  
Airlines, Utilities and  
Mining

**Brian Miller**  
Chief Executive  
Officer

30 Years Software and  
Services UK and Aust.  
Utilities and Elite Sport



# KEY MANAGEMENT

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## Brian Miller - CEO

30-year veteran of the IT sector across Australia and Western Europe. Founding CEO of K2fly. Prior CEO of AMT Sybex (UK). Founding member of the Institute of Asset Management (UK), having influenced the development of the initial BS5750 standard for asset management within the UK energy sector. Worked closely with various UK industry regulators including Energy, Water and Rail. Board directorships with UK and Australian IT companies and an extensive network of contacts, opportunities and experience within asset intensive sectors.



## Nic Pollock - CCO

25+years' experience in enterprise software business and professional services world, 20 of those in senior leadership, Global, APAC and Regional Leadership roles, across Asset Intensive, Global Supply Chains and Financial Services. Last 15 years Resource Industry focused across public (ASX and TSX) private and PE funds. Currently CCO of K2fly, previously Managing Director and President of Gemcom (now Dassault) Mincom (now ABB) Executive Committee Snowden Mining Consultants, Founder of Resource Governance International (RGI) and CEO Decimal.

Nic has a BA (Econs.) from UWA and is currently completing his Post Grad in Sustainability Leadership at Cambridge University. The topic of his thesis relates to the relationship between financial institutions, mining projects and the increasing importance of ESG considerations in project financing decisions. Previously Nic has also undertaken Graduate Studies in Sustainability at NYU Stern, is GRI Qualified and is a Graduate of AICD and a Member of AUSIMM.

K2fly is a technology company focused on building a high margin SaaS business

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## K2fly Owned SaaS Q3 52% of total revenue and growing

Key driver of K2fly current and future value.

Marketing two software solutions that are independent and adjacent with an initial Resources focus.

Selling our Infoscope and RCubed software solutions globally through SaaS model, directly and indirectly.

Transitioning away from Products to Solution focus.

Growing global business based in Perth and Johannesburg with sales office in Denver and key driver of K2fly future value.

## 3rd Party Software & Consulting

Re-selling and managing world leading software solutions.

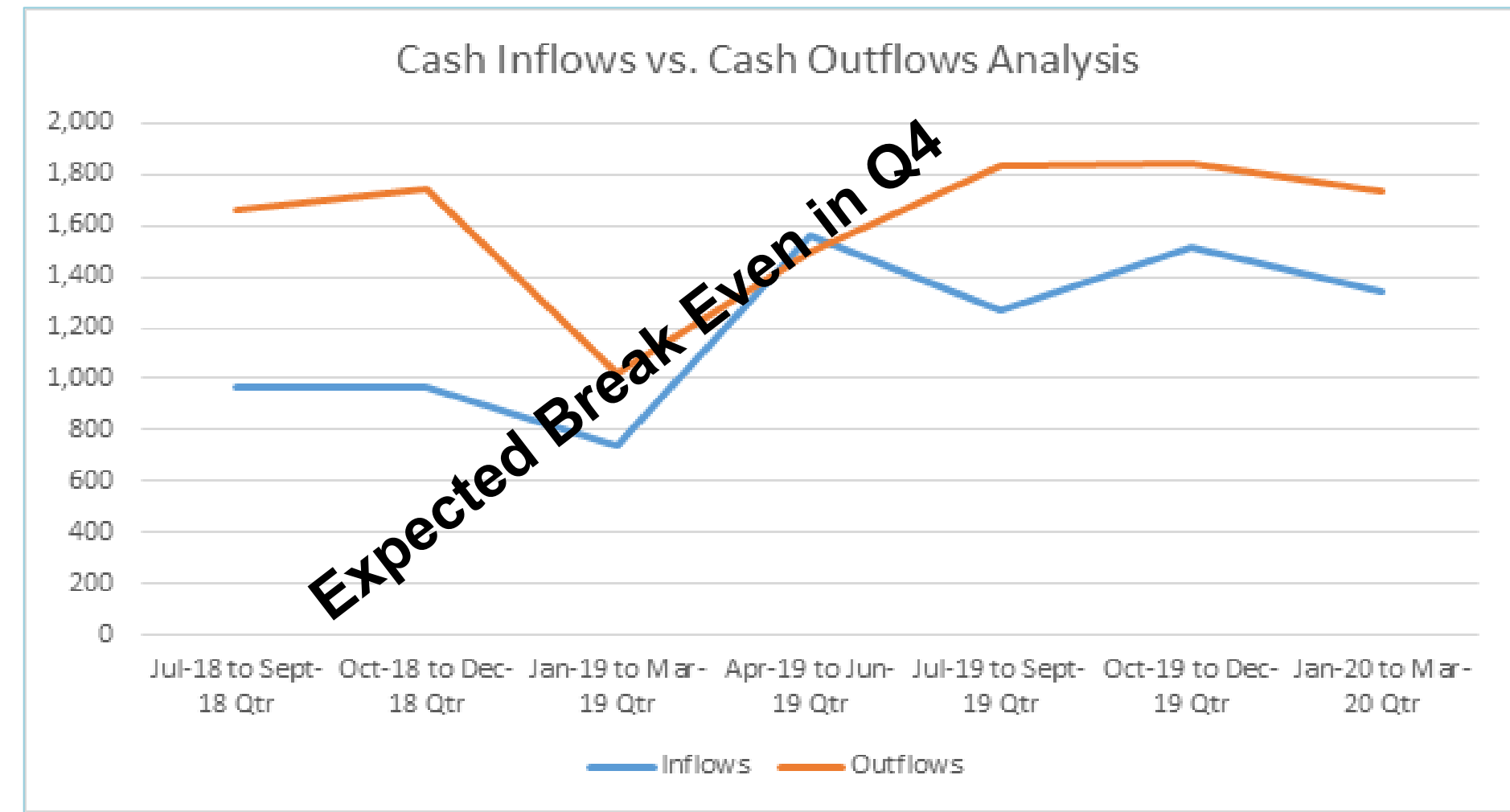
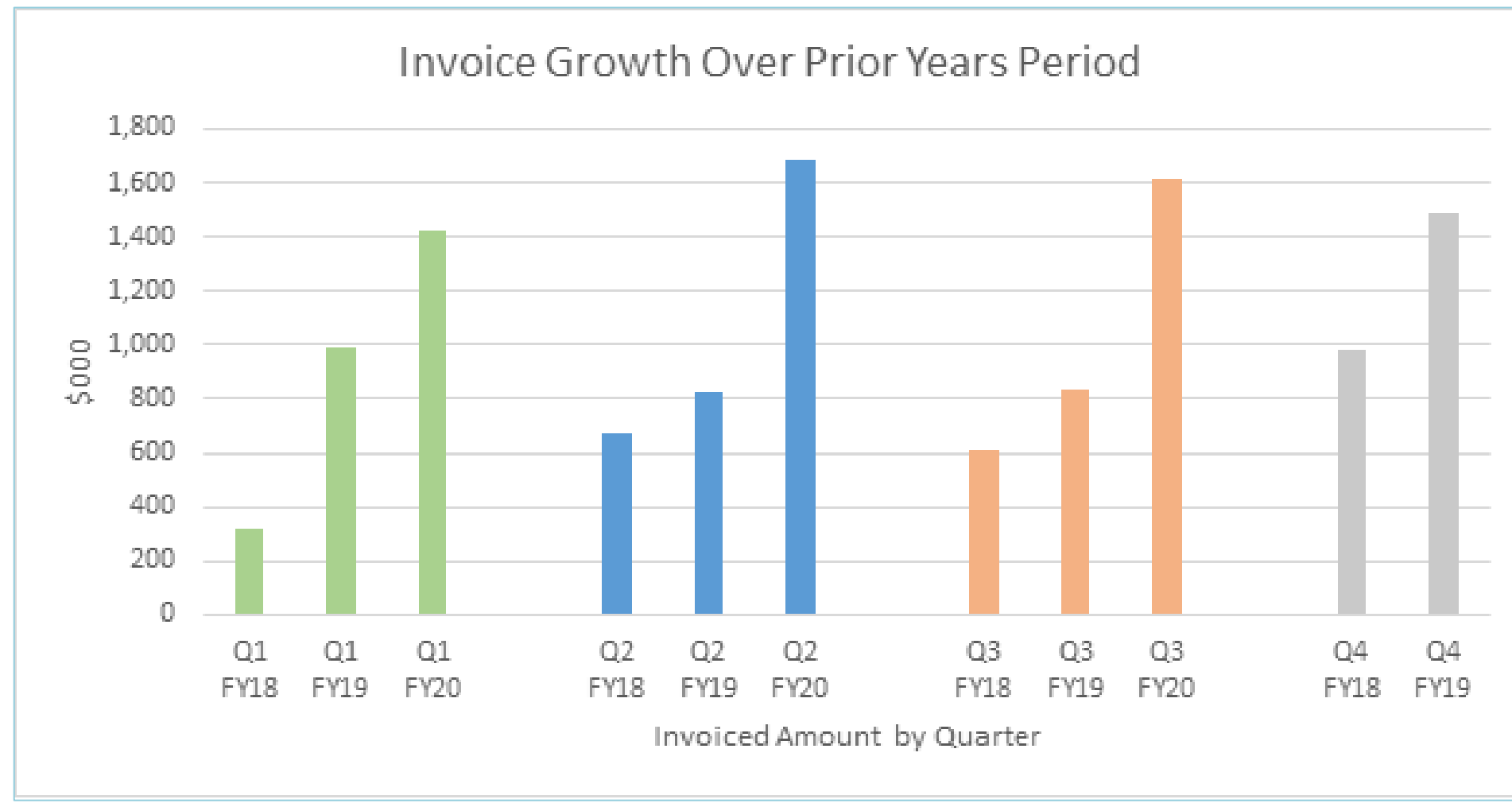
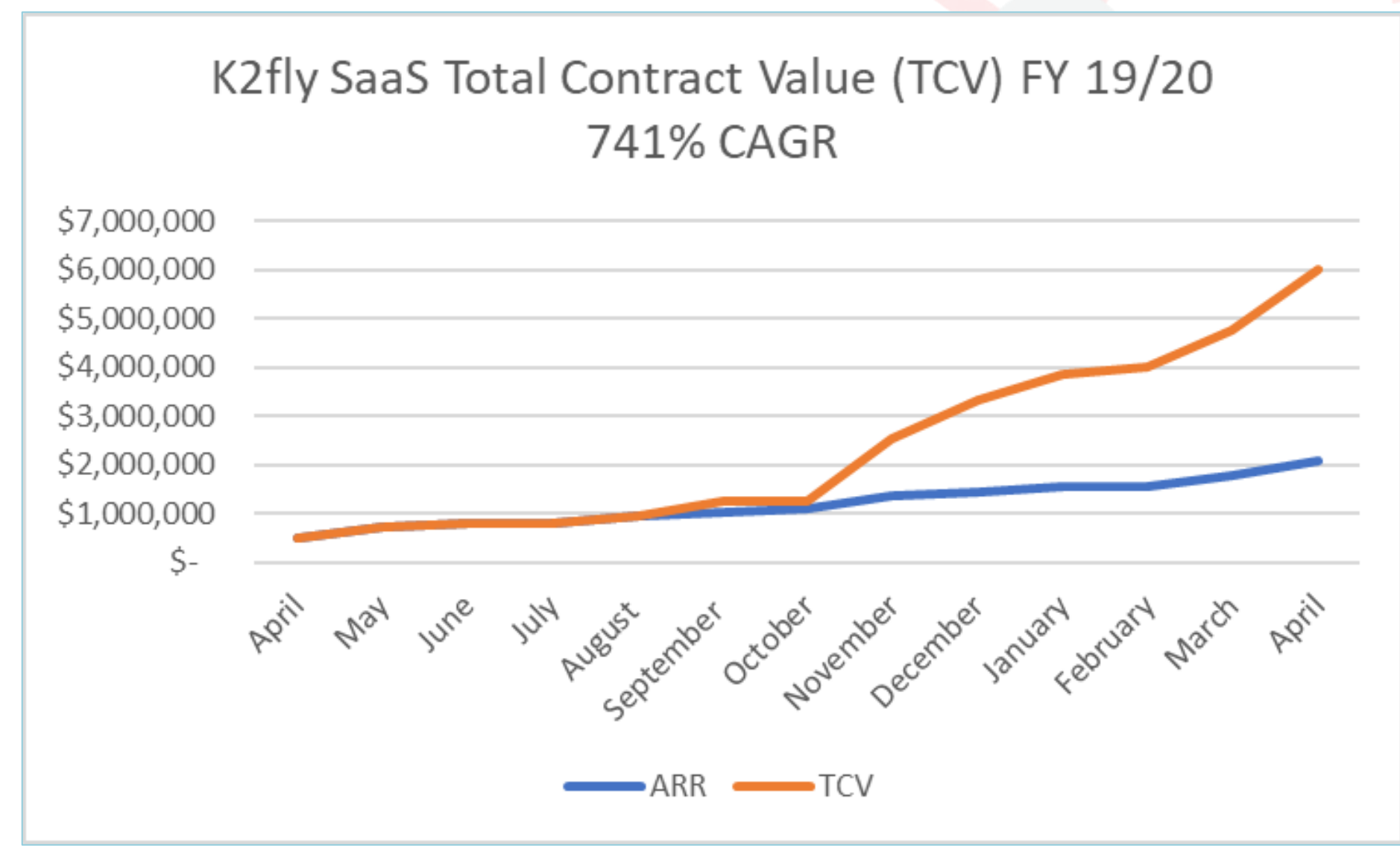
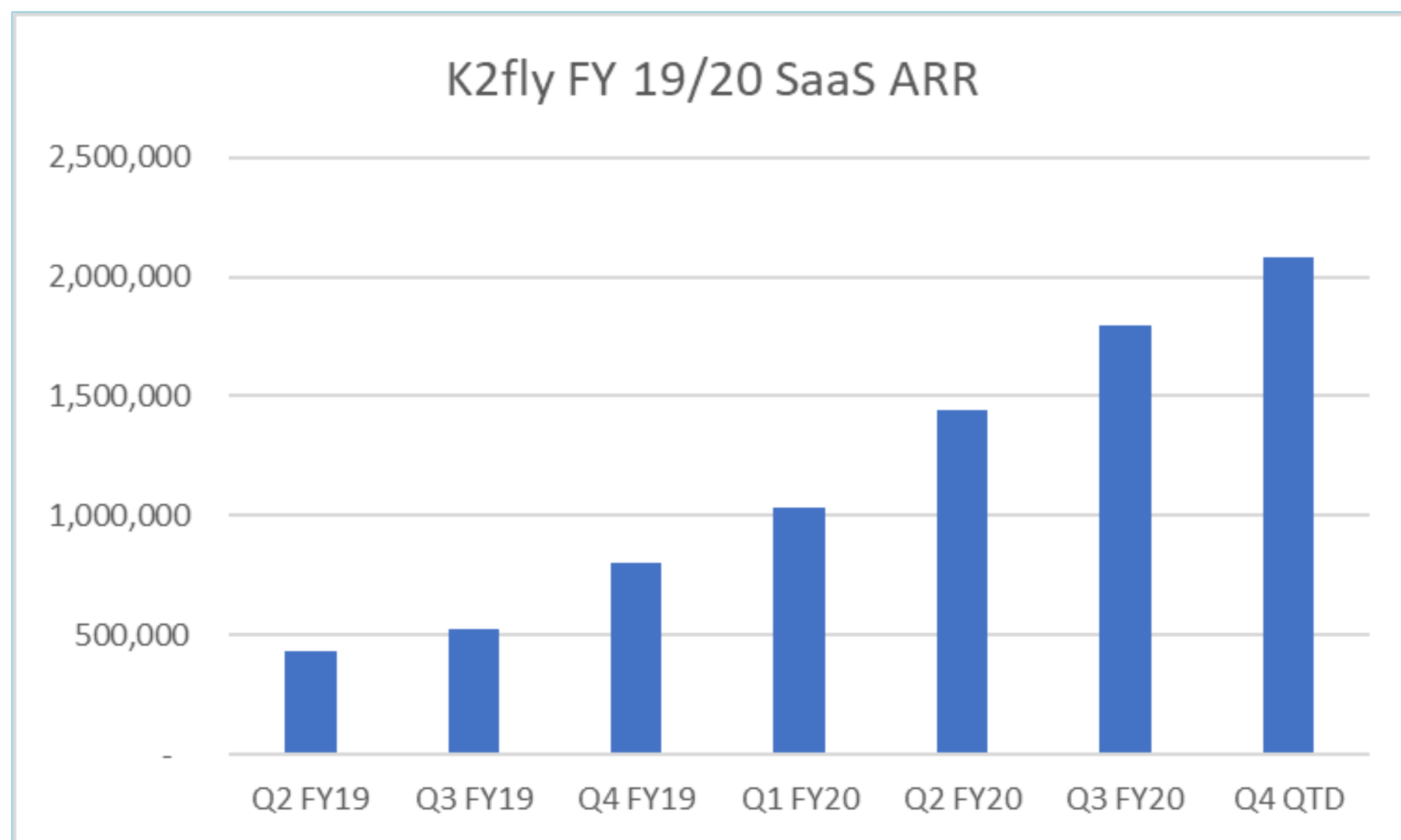
Implementation of software solutions sold by K2fly.

Providing consulting services to clients with a focus on best practice asset management and digital transformation.



# K2fly BUSINESS PERFORMANCE

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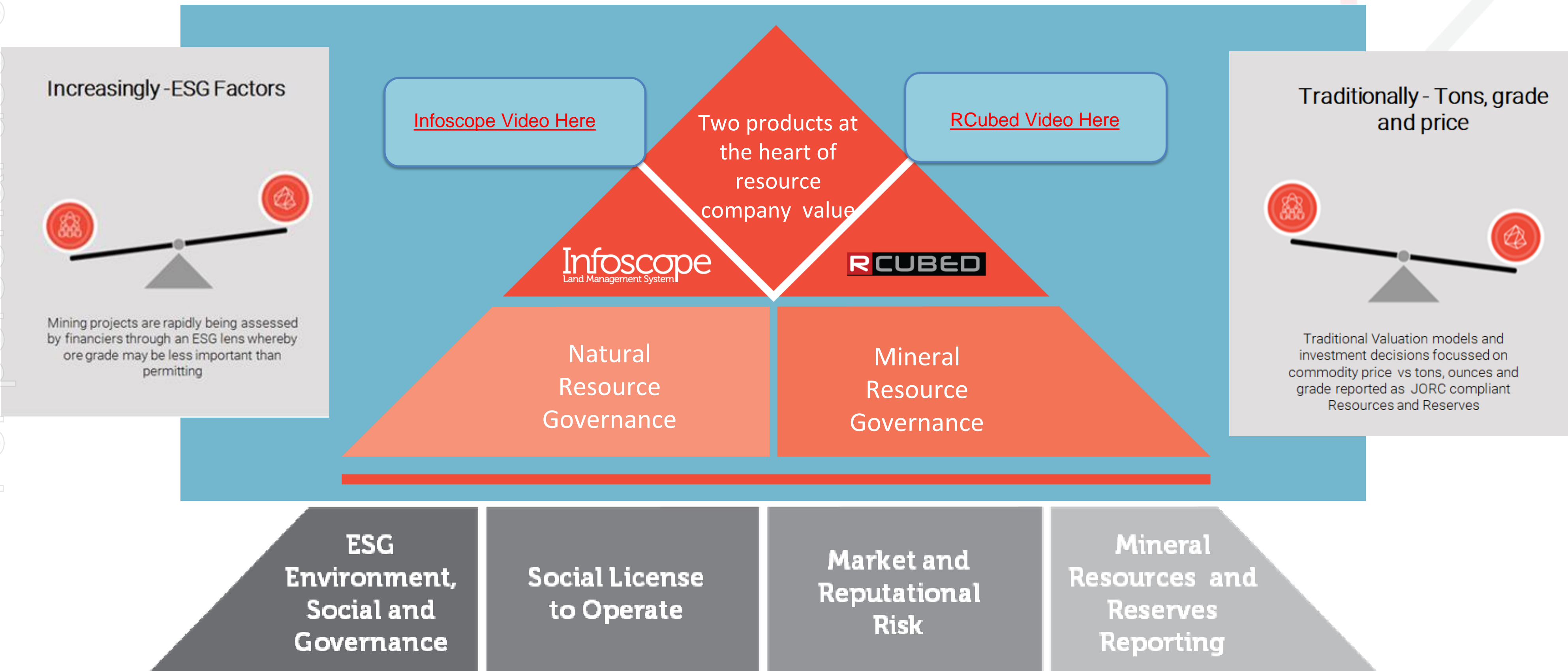


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# K2fly SaaS SOLUTIONS ADDRESS INDUSTRY CHALLENGE AND DRIVE TRADITIONAL AND EMERGING VALUE STREAMS

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# K2fly SaaS 19/20 Growth Highlights March 20

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- Blue-chip Tier 1 & 2 Corporate Customers.
- Uniquely deal at Corporate Level.
- Sell Once - Global implementations.
- Regulatory, ESG & Technology, burning platforms driving demand – cannot delay.

Sites
>390
Commodities
45
Countries
52





# K2fly Dominant RCubed Market Share

3 Out of 4 of Big 4 Iron Ore Miners use K2fly today for Inventory and Land Management



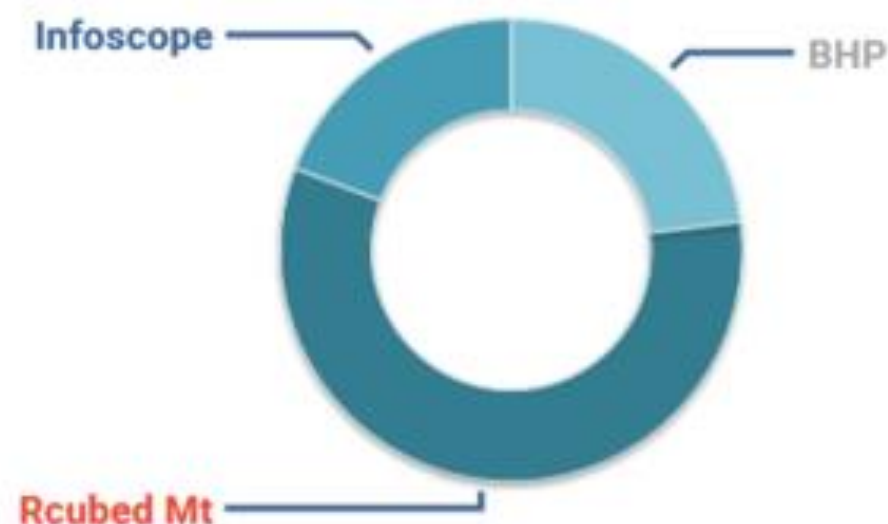
5 out of top 10 Global Gold Majors use K2fly Solutions to report their mineral inventory to the stock market



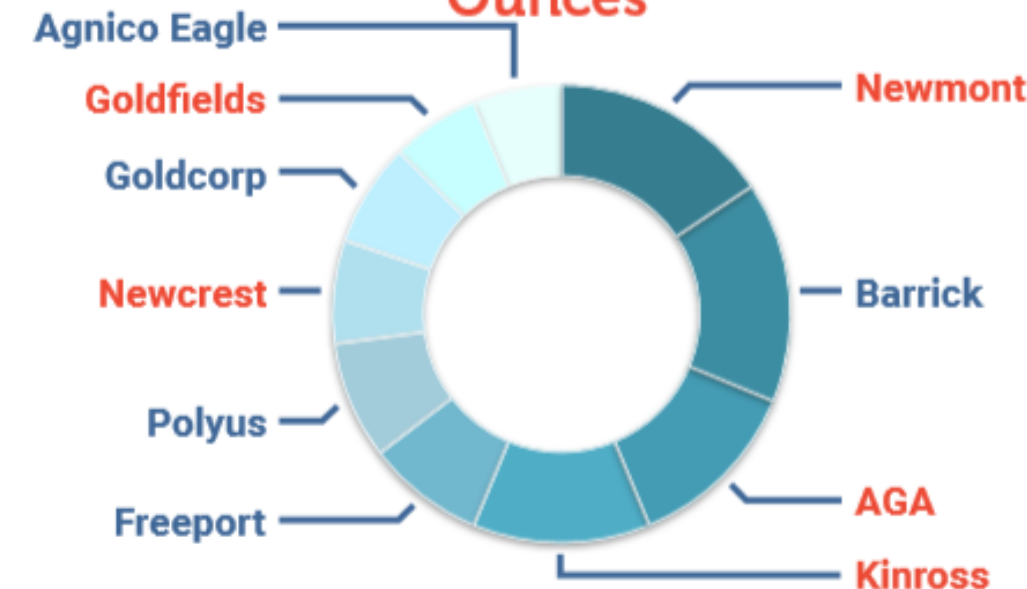
Big 4 Iron Ore Market Share(Mt)



2020 Iron Ore Share(Mt)



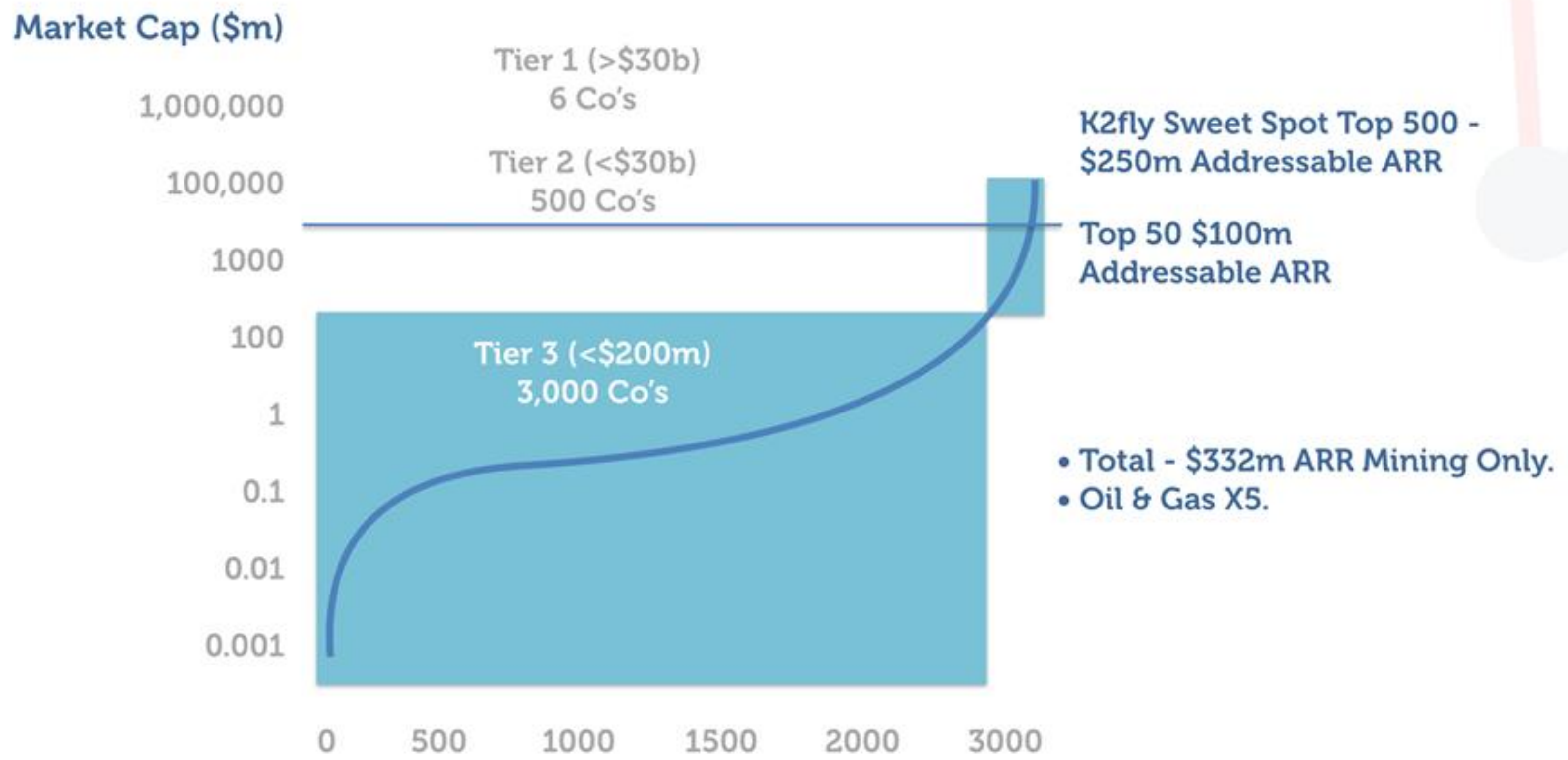
Top 10 Gold Miners by Ounces\*



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# K2fly SaaS Addressable Market \$250mARR (Mining Only)

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3,500 Listed Mining Co's globally

# K2fly SaaS BUSINESS POSITIONED FOR SIGNIFICANT GROWTH

- K2fly is currently experiencing rapid global sales growth in its SaaS business with Tier 1&2 Miners across all commodities with dominant market share in Gold and Iron Ore
- Annual Recurring Revenue (ARR) is >180% CAGR and Total Contract Value (TCV) is 740% \*
- 75% of current contracts are in USD
- RCubed is the clear leader in its space (Resource Governance) because it is the only COTS software available today. Regulatory and Technology changes are creating a perfect storm of demand - now.
- Exploration Land Access, and Land Management are similar blue ocean offerings that are in high demand due to Corporate ESG risk mitigations
- X100-additional opportunity exists in leveraging growing international customer base and our own Infoscope and other IP to address rapidly evolving land access and ESG (Environmental, Social and Governance) reporting requirements.
- As these solutions are adopted there are likely to be other significant opportunities for K2fly in improved procedural, governance and market reporting opportunities including:
  - Tailings
  - Environmental and Sustainability Reporting
  - Reconciliation
  - Mineral Endowment
  - 5X opportunity in Oil and Gas market

\* As at April 30 2020