

ASX: SKF

27 August 2020

## Skyfii Delivers 72% Recurring Revenue growth & 142% Operating EBITDA growth

### FY20 Full Year Highlights

- **Total Operating Revenues** of **\$13.5m**, up **44%** vs FY19 reflecting strong growth of our core people counting software
- **Recurring Revenues** of **\$8.8m**, up **72%** vs FY19
- **Operating EBITDA** of **\$2.1m**, up **142%** vs FY19 and our third straight year of positive operating EBITDA
- **Annualised Recurring Revenue<sup>1</sup> (ARR)** exited FY20 at **\$10m**
- **Cash at bank** of **\$2.1m** at 30 June 2020 with access to a \$2m loan facility, of which \$1.9m remains undrawn

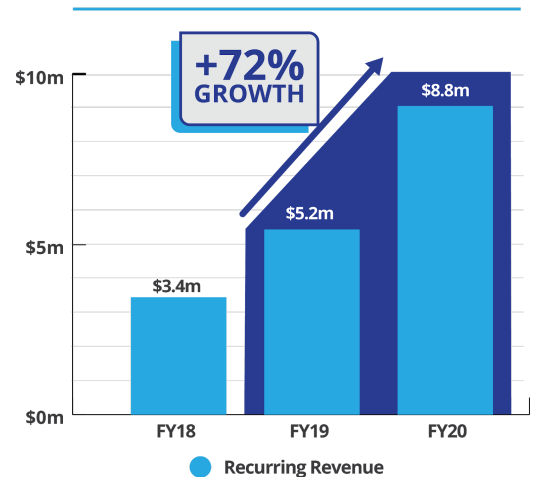
### FY20 Operational Highlights

- **New product development:** We developed new analytics tools, including our recent product, **OccupancyNow™**, which serves to help our customers better manage occupancy, monitor social distancing and contact tracing in stores.
- **Notable Contract win in FY20:** Skyfii signed several notable contracts across the retail, stadium, airport and grocery verticals
- **Global expansion continued** with approximately 40% of revenue now sourced from offshore

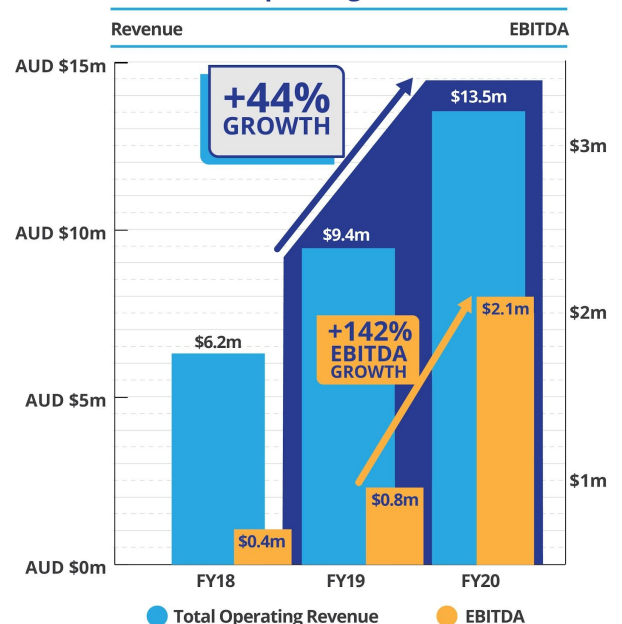
### Outlook

- With improving global business sentiment, the recent signing of a large OccupancyNow™ customer, increasing incoming customer enquiries and a very strong pipeline, Skyfii is confident that FY21 will deliver another year of significant double-digit revenue growth.
- The Company expects to deliver another strong, positive Operating EBITDA result for the full year FY21.

Recurring Revenue  
(YoY Growth)



Total Operating Revenue  
& Operating EBITDA



<sup>1</sup> Annual Recurring Revenue (ARR) based on contracted recurring revenues as at the end of Q4 FY2020 inclusive of suspended services as a result of COVID-19

ASX: SKF

27 August 2020

**Commenting on the full year results, Skyfii CEO and Managing Director Wayne Arthur said:**

"Reflecting on our performance for the full year FY20, the Company has delivered an outstanding result with Total Operating Revenues up 44% and Recurring Revenues up an impressive 72% versus FY19. The solid revenue performance carried through to our bottom line where we delivered an Operating EBITDA of \$2.1m, up 142% when compared to FY19.

Skyfii's ability to continually develop its business is testament to the Company's strong and profitable operating model, a broad diversity across verticals and geographies and the value our customers place in our technology to assist them in making business critical decisions.

With recent contract wins, an influx of customer enquiries and the reversal of the majority of the customer suspensions experienced in the June quarter, the Company has started FY21 with significant revenue momentum and we expect to continue to deliver strong revenue and Operating EBITDA growth through the remainder of the year".

**Cash position**

The Company maintained a very strong balance sheet with a \$2.1m cash balance (as at 30th June 2020) and additional access to a \$2m loan facility, of which \$1.9m remains undrawn. Skyfii's strong net cash position allows the Company to continue with business as usual activities, whilst positioning it to continue to explore new business development opportunities as market conditions stabilise.

**Notable contracts wins**

Skyfii continued to grow its customer footprint in FY20 with several contract wins across regions and verticals. Some notable contract wins during FY20 included:

- Several new contacts within the retail vertical; including Australian property group, ISPT across its 31 shopping centres and commercial office towers; another major Australian Retail REIT to deploy People Counting Solution across its 21 shopping centers; and a planned deployment across 500+ TJ Morris retail stores in the UK
- Further wins in the Stadium vertical included Sydney Cricket Ground, the HTFC stadium in Switzerland and the iconic Wembley Stadium
- Extended presence in the global airport vertical with a deployment at a large regional US airport which serves as a main hub for Amazon and DHL Air
- A first major contract win in the Caribbean with Baha Mar Resort in the Bahamas
- A Contract extension with Italy's leading petrol convenience operator, Autostrade, following a successful initial 1-year contract term
- A new contract with a major QSR operator SARCO across Puerto Rico to rollout IO Connect, initially into 60 restaurants
- Our first contract within the retail gambling vertical through a contract with BetFred in the UK

ASX: SKF

27 August 2020

Encouragingly, the company has also experienced an increase in incoming customer enquiries over recent months with further contract wins expected in FY21.

## Product Development

Skyfii's team of software engineers and data scientists have, and are continuing to, develop a range of tools and initiatives to help our customers manage the effects of COVID-19 and to equip businesses with the necessary tools to manage occupancy, monitor social distancing and facilitate contact tracing to allow venues to reopen safely.

**OccupancyNow™****An Automated Occupancy  
and Social Distancing  
Management Solution**

## OccupancyNow™ from Skyfii

During the last quarter of the year, Skyfii launched a new product called OccupancyNow™, which is an automated occupancy and social distancing management solution, based upon our existing Skyfii product and service offering with features specifically designed to help our customers to operate their venues safely.

The management solution allows you to:

1. Maintain safe **occupancy** and **social distancing guidelines**
2. Detect when occupancy counts reach a threshold, and automatically **alert staff**
3. Optimize staffing operations such as **cleaning** and **testing**
4. Facilitate **contact tracing** with Skyfii's analytics and communication tools



ASX: SKF

27 August 2020

## Outlook

Despite the uncertainties of the impact of COVID-19 on global macroeconomic conditions, Skyfii remains a highly relevant product and technology offering for all public spaces and physical venues as they seek to reopen their operations safely.

Our global data shows a steady increase in customer venue traffic as signs of a gradual return to life in the current climate. With continued caution being applied in all regions due to the recent rise in COVID-19 cases, Skyfii's data capture & analytics are becoming ever more critical in allowing businesses to understand their customers behaviour. This data allows them to make key business operating decisions and provide the public with confidence to return to public spaces in safe, clean and effectively managed environments.

The increasing demand from businesses to understand venue activity has led to a significant increase in the number of inbound leads for Skyfii's product offering. With recent new contract wins, particularly in the US market, an increase in customer enquiries globally and the return of revenues from several of the temporary customer suspensions experienced in the June quarter, the Company has started FY21 with significant momentum.

As business activity continues to normalise post COVID-19, the key areas of focus for Skyfii's management team during FY21 include:

- Increased investment into Marketing activities to continue to drive quality leads across all markets
- Significant focus on key verticals including Grocery, Corporate offices, Universities, Schools and Municipalities
- Ongoing development and rollout of new analytic products (such as *OccupancyNow™*) to drive new revenue streams
- Specific focus on driving growth within our People Counting product and service offering across ANZ, UK and USA
- Continued focus on cash management and maintaining a strong balance sheet position
- Continuing to pursue highly complementary accretive acquisitions to drive further growth and broaden our offering to current and new customers

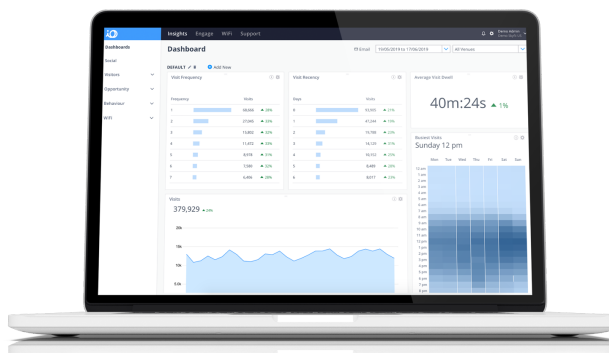
Skyfii's Board of Directors and Senior Executive team remain aware of the challenges presented by the ongoing impacts of COVID-19. The company will continue to focus on the right balance between investing for further growth and balance sheet strength to ensure Skyfii remains positioned to deliver long term value to shareholders.



ASX: SKF

27 August 2020

## About Skyfii



As the world's most trusted omnidata intelligence company, Skyfii collects and analyses billions of data points each month from a range of venue types across five continents.

Our SaaS cloud-based solution, the IO Platform, helps venues visualise, measure, predict, and influence customer behaviour, creating better experiences for their visitors and customers.

The IO Platform provides location and behaviour based communications software and tools to manage guest Wi-Fi, 2D and 3D cameras, people counting technology, weather and social media data across multiple locations.

Skyfii further augments insights generated by the IO Platform with its Data & Marketing Services offering: a team of data science and marketing consultants who help clients effectively gain more value from their data.

This announcement has been approved by Skyfii Limited's CEO.

Learn more at [www.skyfii.io](http://www.skyfii.io)

Follow Skyfii updates at <https://au.linkedin.com/company/skyfii>

### Media

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## Appendix 4E

### Preliminary final report

#### 1. Company Details

Name of entity: Skyfii Limited  
 ABN: 20 009 264 699  
 Reporting period: For the year ended 30 June 2020  
 Previous period: For the year ended 30 June 2019

#### 2. Results for Announcement to Market

			\$
Revenue from ordinary activities	up	44.1%	13,620,865
(Loss) from ordinary activities after tax attributable to the shareholders	down	15.3%	(3,417,000)
(Loss) for the year attributable to shareholders	down	15.3%	(3,417,000)

#### Dividends

No dividends have been declared for the reporting period.

#### Comments

The loss for the group after providing for income tax amounted to \$3,417,000 (30 June 2019: loss of \$4,035,527).

#### 3. Net tangible assets

	2020 cents per share	2019 cents per share
Net tangible asset backing per share	0.14	0.17
Net assets per share	2.36	2.16

#### 4. Audit qualification or review

Details of audit/review dispute or qualification (if any):

The financial statements have been audited and an unqualified opinion has been issued.

#### 5. Signed



Date: 27 August 2020

Wayne Arthur  
 Chief Executive Officer