



Tech Opps – Virtual Conference

The World's First Omnidata Intelligence Company

About Skyfii

Our vision is to improve visitor experience by understanding behaviour.

Skyfii is a global software and data services 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



55 staff globally



Portfolio of 10,000+ venues across 35 countries



Right Data



Intelligent Technology



Experienced People



Proprietary Technology

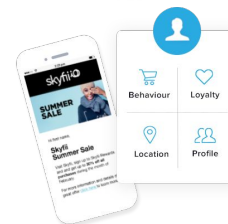
- **IO Connect** automates the collection, storage and processing of data from a wide variety of sources.
- **IO Insights** automates reporting of data collection in real time including: social, visitor, behavior, opportunity and WiFi.
- **IO Engage** provides marketing tools to deliver & automate content across a number of channels.
- **IO Labs** is a research and innovation environment where Skyfii's data science & strategy teams build the products of tomorrow and support custom client needs.



IO Connect
Data Ingest & Centralisation



IO Insights
BI Dashboard & Automated Reporting



IO Engage
Multichannel Marketing Automation



IO Labs
Research & Innovation Environment

Data Intelligence for Physical spaces

- Skyfii is fully integrated with the hardware and software offerings of the largest tech vendors such as Aruba, Cisco, Meraki and Ruckus.
- Skyfii has experience working with large volumes of heterogeneous data sets including; Survey, Wi-Fi, Camera, People Counters, Web, Social, Mobile / App, Sales / POS, Media / Campaign, CRM and Weather.
- Any data source that has an API or is available in a standard format such as CSV / Excel, SQL etc can be integrated.



CRM and Marketing



Wi-Fi



Advertising Networks



Survey Responses



ERP



Mobile



Social



POS



Weather



Web



Infrared



Cameras



Beacons



People Counters



Industry Experience

Property

Build transformative, intelligent data-powered solutions

- Leasing analytics
- Deep Learning
- Decision engines

Education

Gain better insights from your unstructured data

- Student Churn
- Attendance Predictions

Transport

Drive Insights and organisational change from your data

- Operational optimisation
- Airline
- Traveller profiling

Retail

Gain Better Insights from Your Unstructured Data

- Shopper Profiling
- Trade Area analytics
- Loss Prevention
- Stock Management

Government

Democratise data within your organisation and reduce overheads

- BI Design
- Report Automation
- Tablea, Sisense, Microsoft BI

Medical

Rapidly move services from MVP to scale across your organisation

- Model Deployment & Automation
- Data Engineering
- Data Architecture



Internal use only

mal use only

New Products & Services

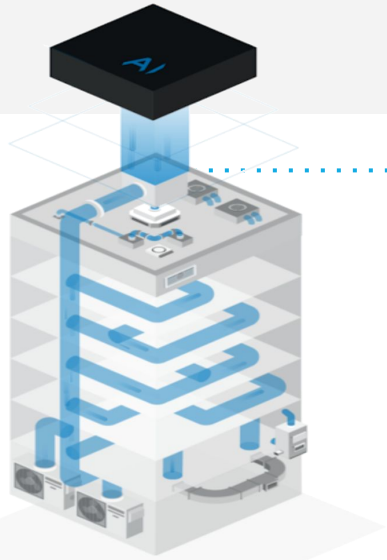
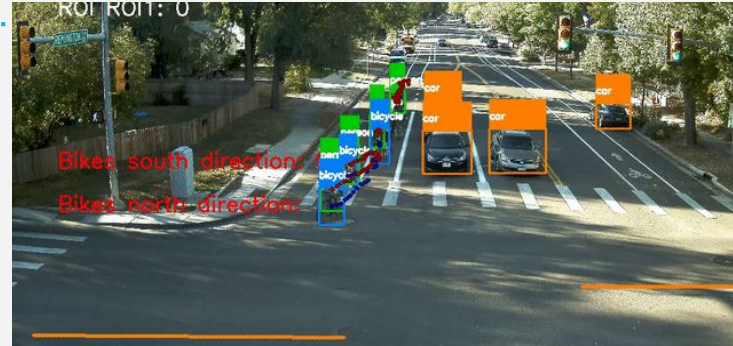
MASK DETECTED



Artificial Intelligence

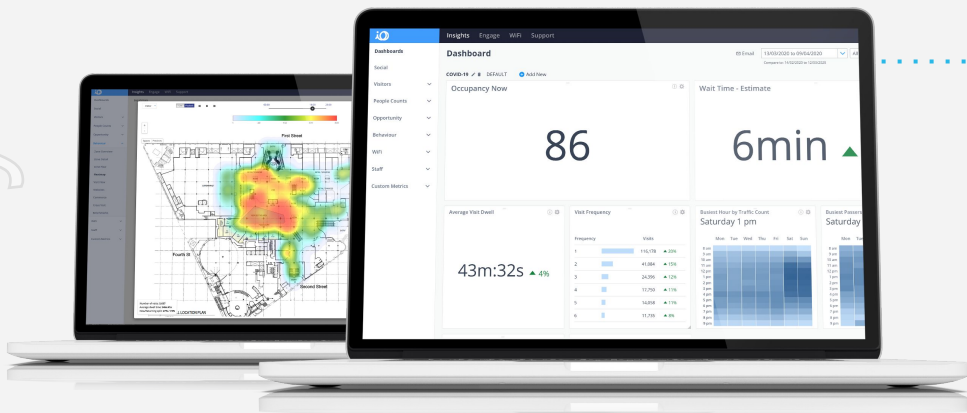
Artificial Intelligence (AI) Video Analytics

Artificial Intelligence video analytics with edge device machine learning to detect people, vehicle and object detection to measure volume, speed, travel path, dwell time, proximity and interactions



HVAC Optimisation

Integrating with HVAC systems to provide predictive analytics around customer traffic & behaviour to optimise energy consumption, save money & improve the carbon footprint for buildings.



Live Occupancy & Crowd Analysis

Accurately monitor live occupancy and congestion.

Automated Staff Alerts

Proactively manage and respond to congestion and overcrowding.



Customer Safety



Stop & Go!

Give people a simple indicator of when it's safe to enter a space with the new Stop and Go feature. Great for any venue that needs to manage live occupancy limits, the Stop and Go page can be displayed outside entrances to your venues, restrooms, and other communal spaces via a URL on any web-enabled device.

Mask Detection

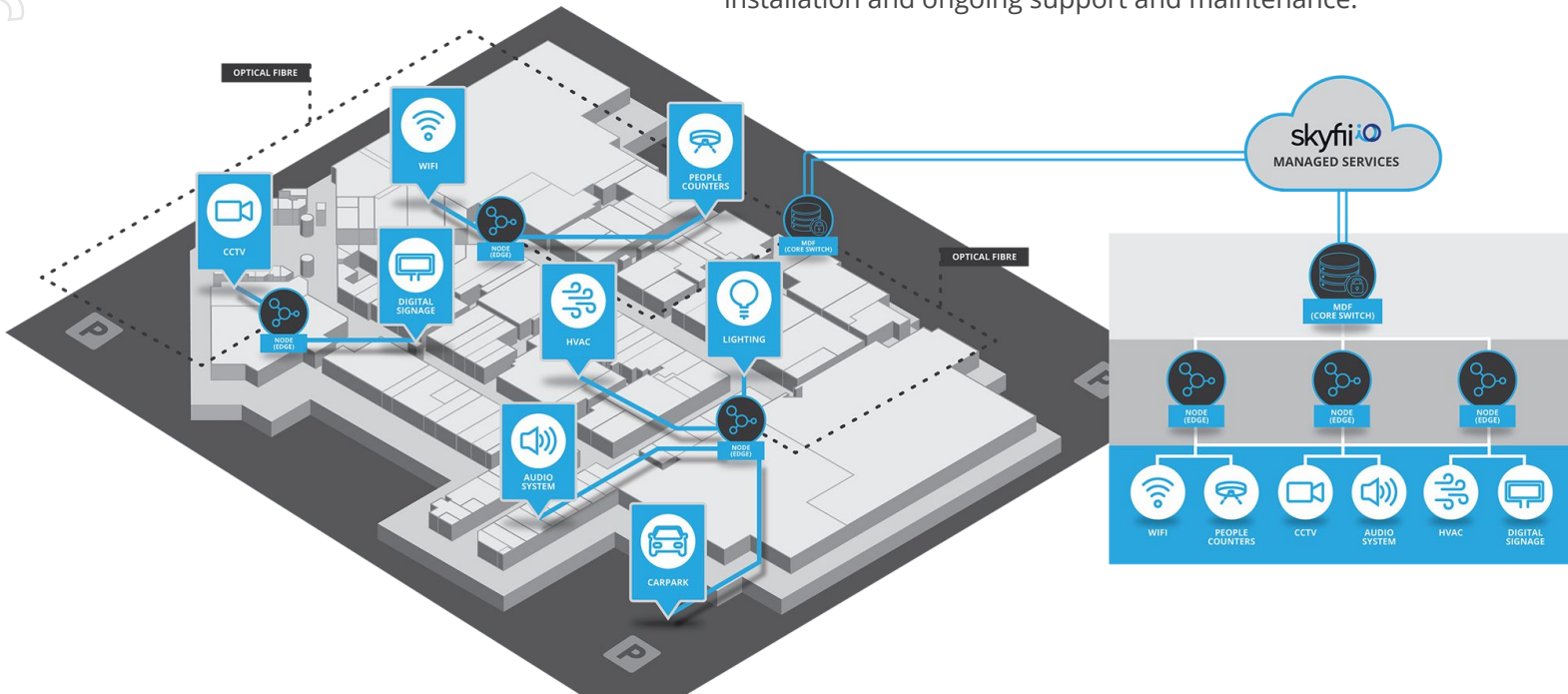
Skyfii can identify and report on whether customers or staff are wearing masks as they enter a venue.



Network Services

Managed Services

Providing end to end, turnkey delivery of network services including network design, hardware procurement, installation and ongoing support and maintenance.



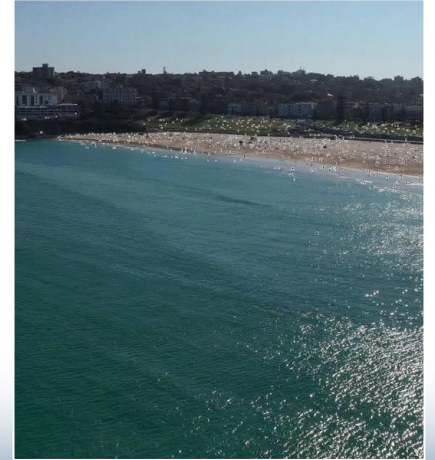
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Drone AI

Aerial vision and deep-learning for crowd management

Sky Drone combines latest drone technology and AI driven computer technology to allow processing images on device for data analytics.

- Social distancing
- Counting and tracking
- Dwell times, occupancy, and more



Financial Highlights



Full Year FY20 Results

Operating Revenue
\$13.5m

↑ **44%**¹

Recurring Revenue
\$8.8m

↑ **72%**¹

4-year
Recurring Revenue
CAGR

97%

Operating EBITDA
\$2m

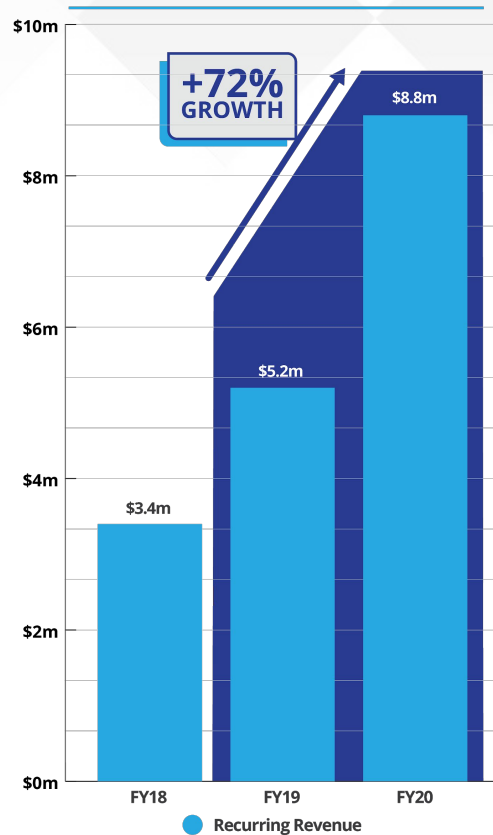
↑ **129%**¹

Operating EBITDA
1H v 2H

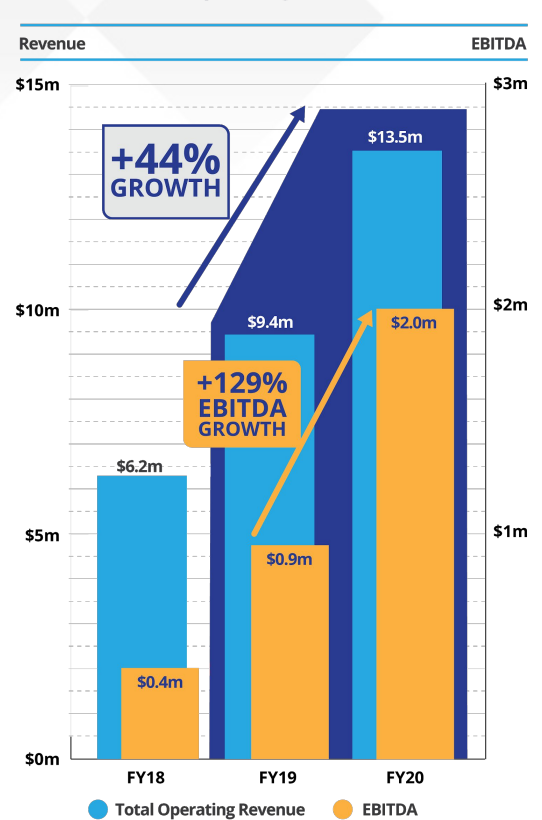
↑ **55%**

¹ Versus Previous Corresponding Period (FY19)

Recurring Revenue (YoY Growth)



Total Operating Revenue & Operating EBITDA



Outlook



Outlook

Key areas of focus for the remainder of the year 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



Focus on cash management and maintaining our strong balance sheet position



Specific focus on driving growth within our People Counting product and service offering across ANZ, UK and USA



Continue to pursue highly complementary accretive acquisitions to drive further growth and broaden our offering to current and new customers

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