



2020 AGM Presentation

*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

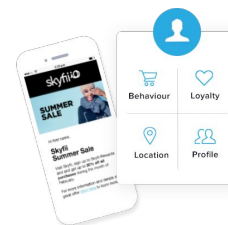
- **IO Connect** automates the collection, storage and processing of data from a wide variety of sources.
- **IO Insights** automates reporting of data collection in real time including: social, visitor, behavior, opportunity and WiFi.
- **IO Engage** provides marketing tools to deliver & automate content 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.



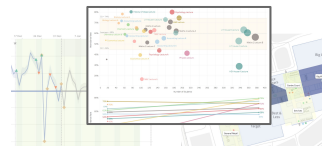
IO Connect
Data Ingest & Centralisation



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

Commercial Real Estate

Build transformative, intelligent data-powered solutions

- Leasing analytics
- Deep Learning
- Decision engines
- Build, floor and room optimisation

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
- Tableau, Sisense, Microsoft BI

Medical

Rapidly move services from MVP to scale across your organisation

- Model Deployment & Automation
- Data Engineering
- Data Architecture

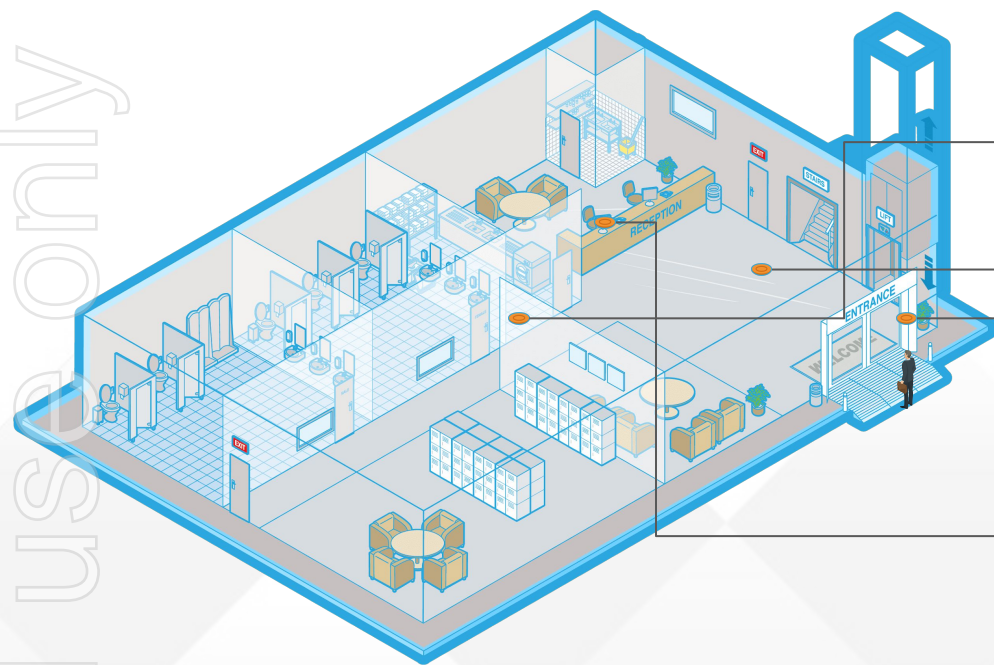
skyfi



Vertical Use Cases



Smart Buildings



Wifi



IoT Sensor



People Counter



Booking System

Use Cases Delivered

Venue & Floor
occupancy monitoring

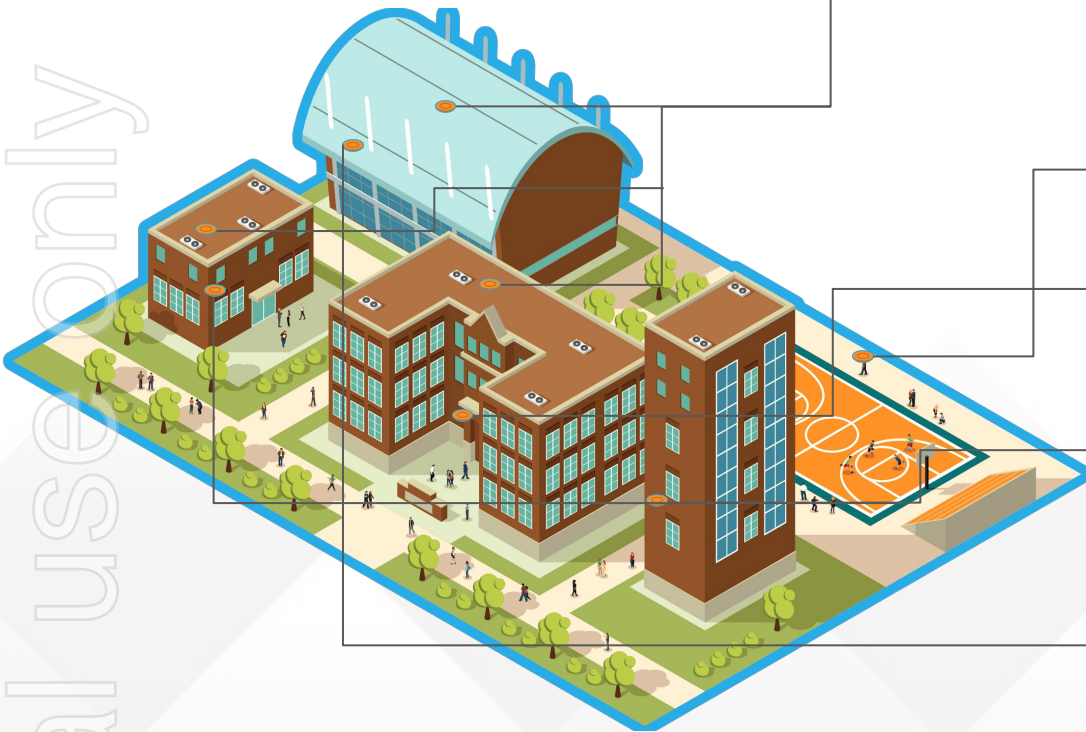
Climate control

Desk level "Social Distancing"
measurement

Meeting Room occupancy
measurement

Real-time occupancy,
thresholds and alerting

Campus



Wifi



Mobile App



People Counter



CCTV



Access Control

Use Cases Delivered

Venue
occupancy monitoring

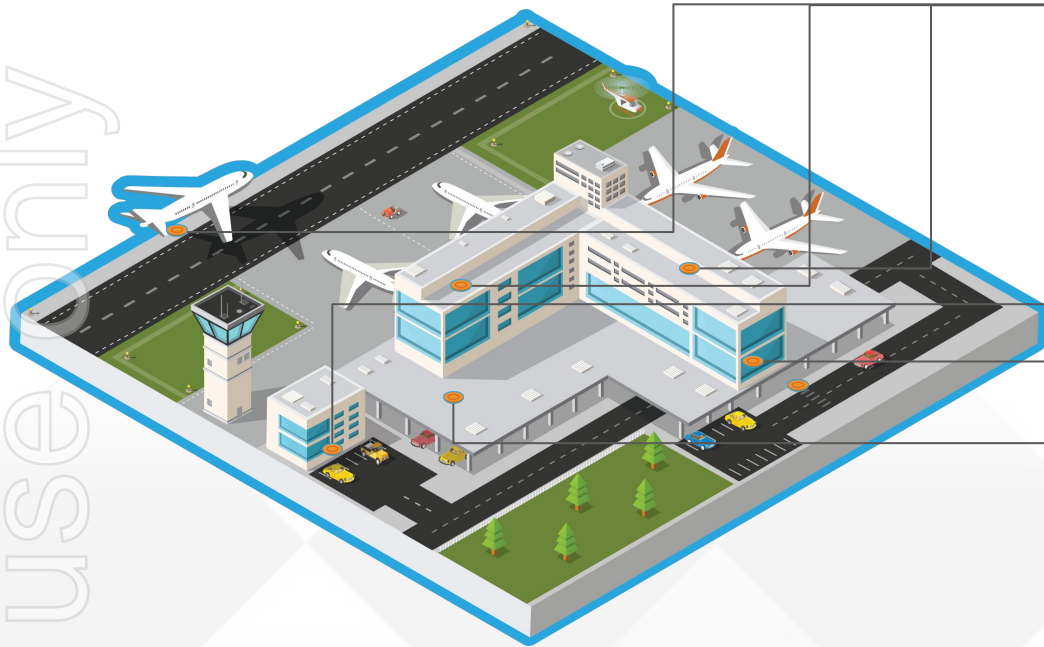
Traffic Flow & Precinct usage

Contact tracing

Attendance tracking

Real-time occupancy,
thresholds and alerting

Airports



Wifi



Flight Information



People Counter



Carpark

Use Cases Delivered

Traffic flow and wait times

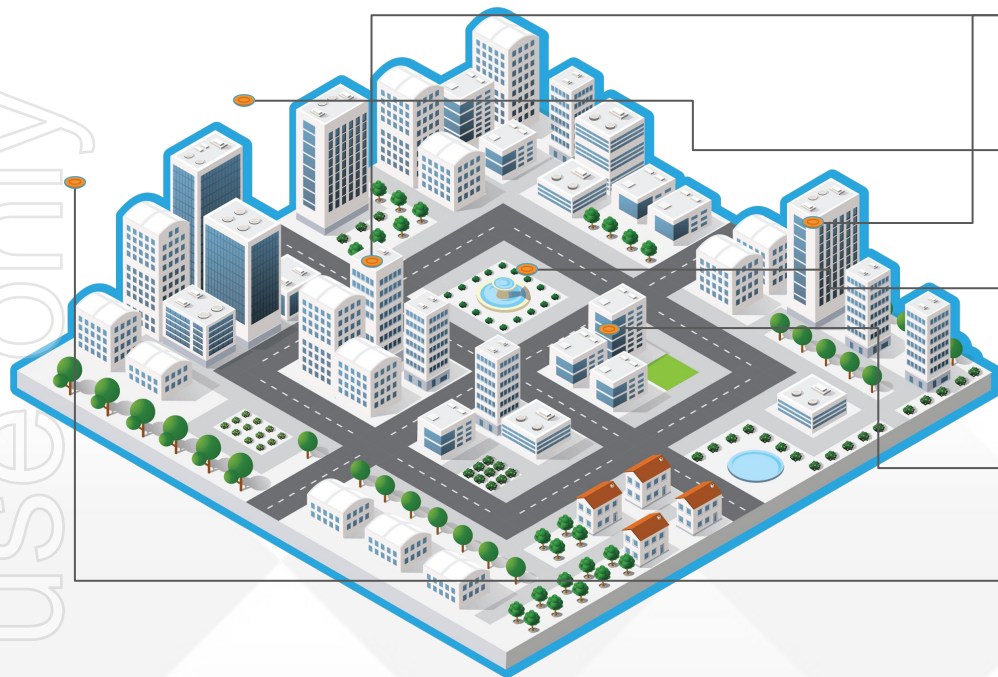
Parking bay occupancy

Dwell times & crowd management

Check in and security efficiency

Gate lounge occupancy

Smart City



Wifi



AI Video



Counter



CCTV



Weather

Use Cases Delivered

Traffic counting

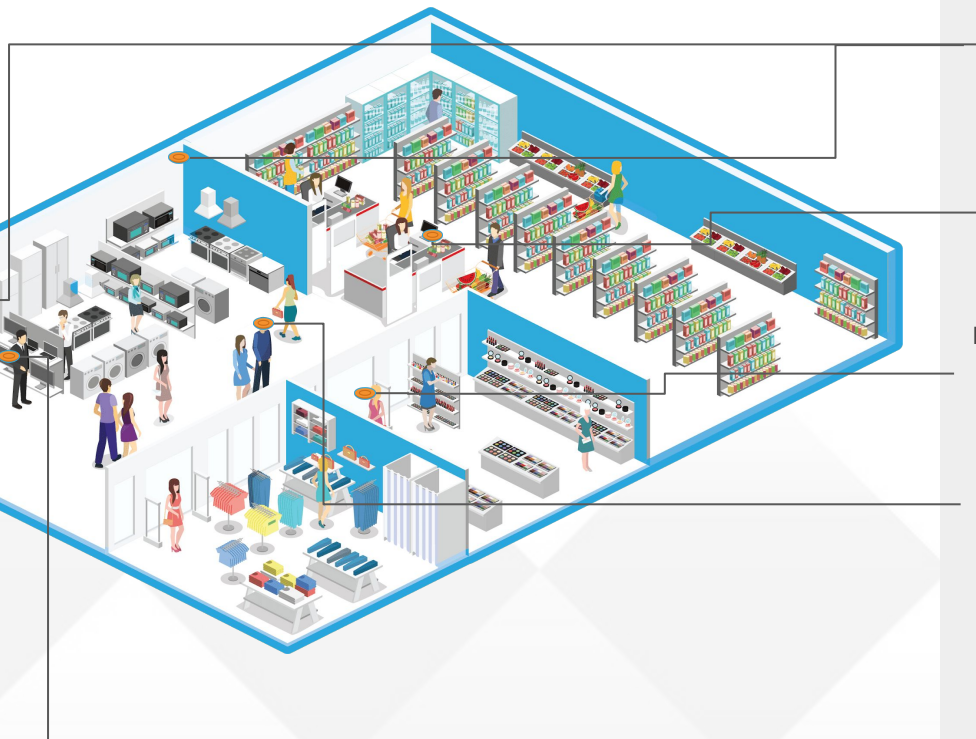
Precinct usage & crowd management

Security surveillance

City planning

Real-time occupancy, thresholds and alerting

Retail



Wifi



POS



People Counter



Mobile App



Staff Rostering



Loyalty & Rewards

Use Cases Delivered

Visitor flow and dwell times

Occupancy monitoring and visitor counts

Retailer loyalty & audience segmentation

Trade area measurement

Loyalty and rewards optimization

[illegible]

Completed Two Accretive Acquisitions



Market leading People Counting business

- 20+ years in the market
- Australian based, Melbourne headquartered
- 300+ blue chip clients including major retailers & Retail Property Groups
- Full service People Counting solution
- Extension to Skyfii Managed Service offering & People Counting capability

Retail Optimisation Solution

- In-store analytics to increase sales conversion
- 50+ clients in Retail & Automotive
- Plug 'n play device for customer data capture
- Advanced counting algorithm
- Suitable for small to medium size venues

BLIX



Notable Contract Wins in FY20



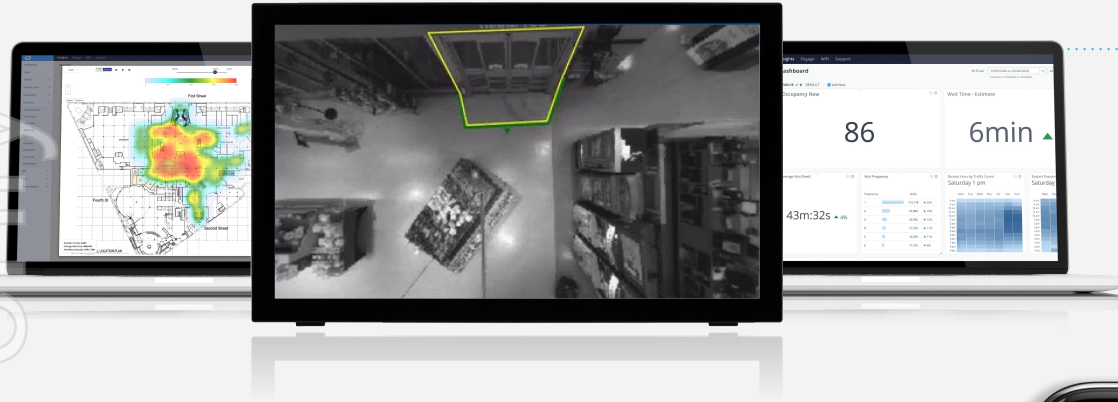
Skyfii continued to grow its customer footprint in FY20 with several contract wins across regions and verticals. Some notable contract wins during FY20 included:

- 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 and across **26 airports in Brazil** in partnership with Boingo.
- 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

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

Products & Services

MASK DETECTED

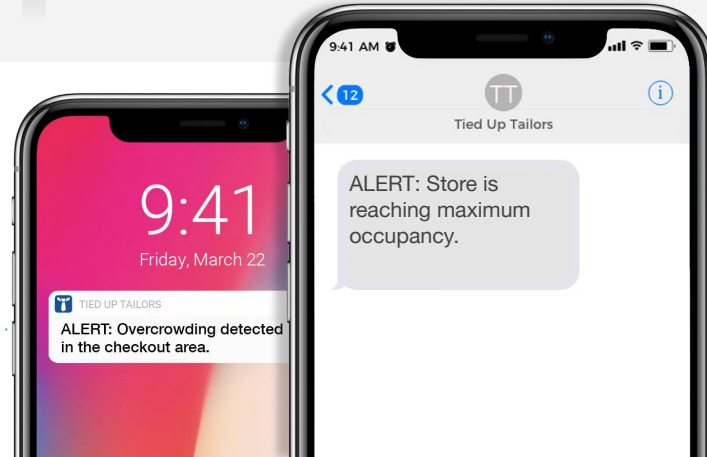


Live Occupancy & Crowd Analysis

Accurately monitor live occupancy and congestion.

Automated Staff Alerts

Proactively manage and respond to congestion and overcrowding.



Customer Safety



Stop & Go!

Gives 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

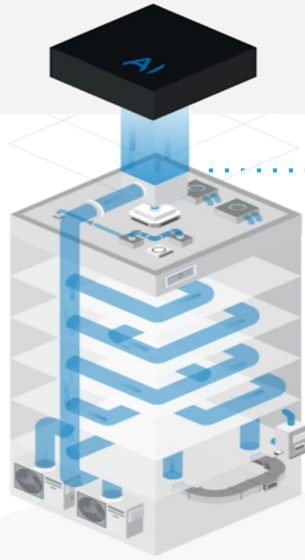
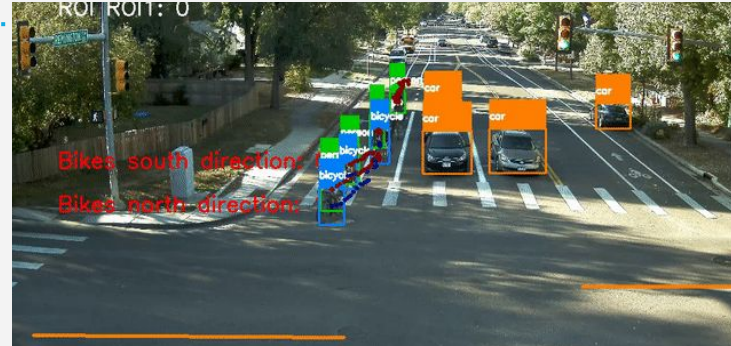
Skyfii can identify and report on whether customers or staff are wearing masks as they enter a venue.



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.



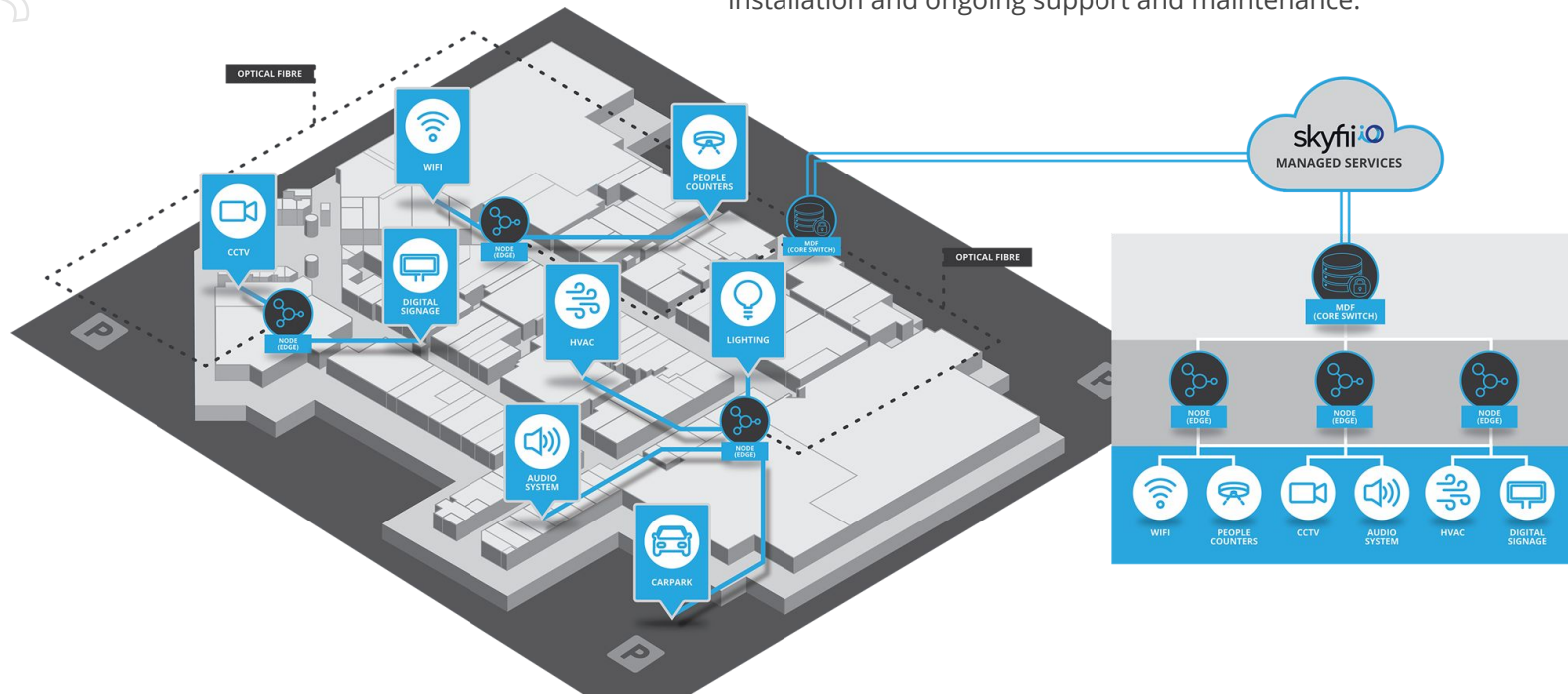
HVAC Optimisation

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

Network Services

Managed Services

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

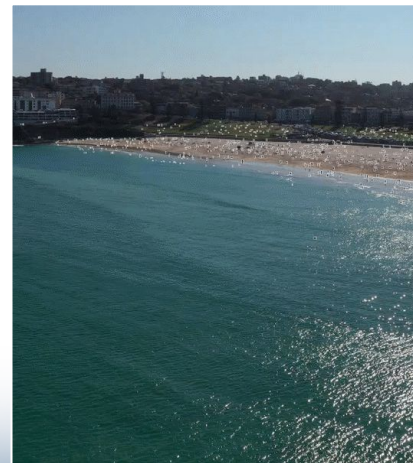


Drone AI

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

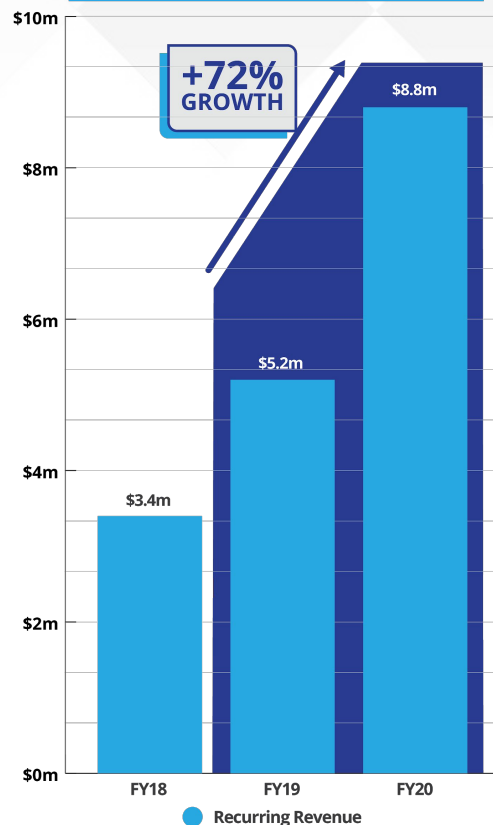
↑ **129%**¹

Operating
EBITDA
1H v 2H

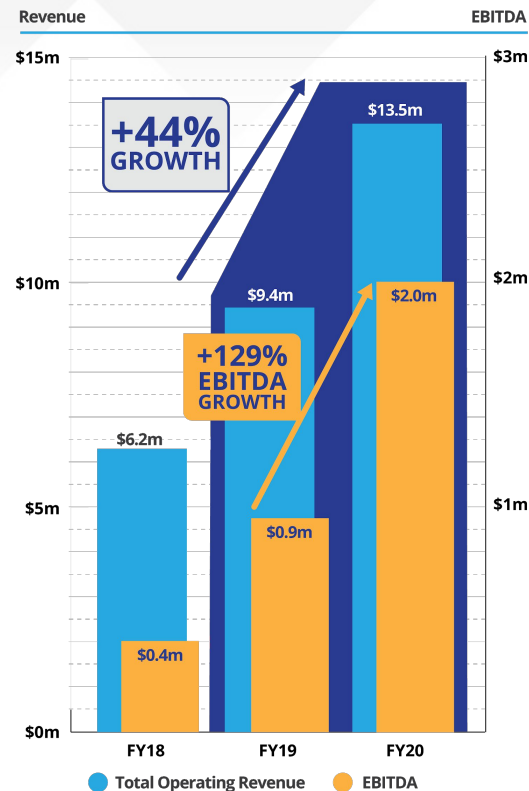
↑ **55%**

1. Versus Previous Corresponding Period (FY19)

Recurring Revenue (YoY Growth)

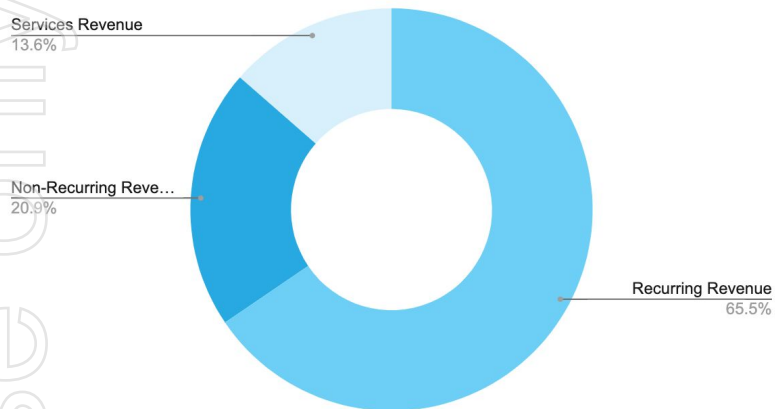


Total Operating Revenue & Operating EBITDA



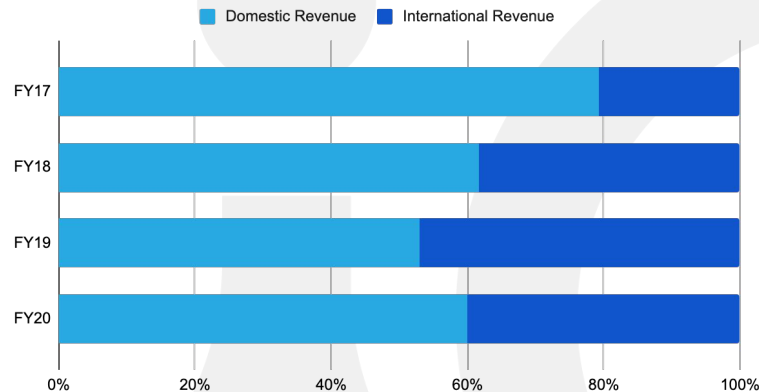
Diversification of Revenue Mix and Operating Markets

FY20 Revenue Mix



- Strong growth in Recurring Revenue, up 72% YoY
- Recurring revenues deliver 84% gross margin with a blended average of 78% across all three revenue types

Operating Markets



- The acquisition of Beonic in July 2019 has concentrated total operating revenue back into domestic markets. However, the international markets have continued to expand throughout FY20.
- International revenue contributed 40% of total operating revenue in FY20 compared with 47% in FY19

Q1 FY21 Results

Operating
Revenue
\$3.4m



21%¹

Recurring
Revenues
\$2.2m



7%¹

ARR²

\$11m

Cash at Bank
\$2.7m
@30 Sept 2020



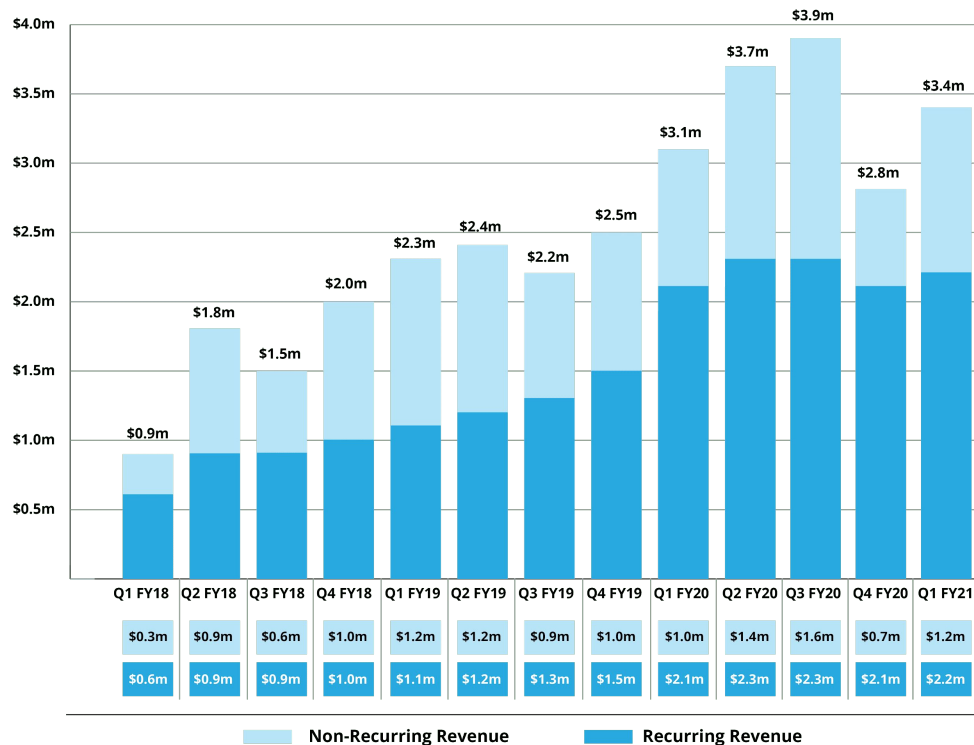
27%

Debt Facility
\$2m

\$1.9m
Undrawn

¹ Versus previous period (Q4 FY20)

² Annual Recurring Revenue (ARR) based on contracted recurring revenues as at the end of Q1 FY21 - inclusive of temporary suspensions as a result of COVID-19 & contracted revenues from the acquisition of Blix announced 14th September 2020



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

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.



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

