



## Q2 FY21 Quarterly Results Presentation

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

Internal use only

## 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



58 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.



## 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: Guest Wi-Fi, 2D and 3D cameras, People Counting technology, AI cameras for objection detection, IoT sensors, weather, sales and social media data across multiple locations
- 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



# Operating Highlights



# Key Highlights



Global Environment driving increased demand for accurate venue analytics

OccupancyNow™

Increasing adoption of the OccupancyNow solution across Skyfii customer base



Increasing demand for video analytics with AI and machine learning capabilities



Continued evolution of our product and service offering to allow venues to stay open and operate safely

Blix

Integration of the Blix Acquisition driving new business opportunities globally



skyfii

## Notable Contract Wins



Skyfii expands agreement with Boingo Wireless into Dulles and Reagan National airports.



Skyfii has renewed its contract with David Jones Australia for an additional three year term.



Skyfii has signed a five year agreement with Henry Doorly (Omaha) zoo in Omaha Nebraska.



Nuffield Health who are a long-term customer of Skyfii also renewed their agreement for an additional three year term



Skyfii extended its supermarket chain partnership with RBS and now has 53 supermarkets under contract, up from 17 in Q1 FY21.



Skyfii signed its first University customer in Canada, signing up Trent University who will be utilizing our Occupancy**Now** solution.

# Financial Highlights



## Diversified Revenue Model



### RECURRING REVENUES

- Subscription based model for access to IO platform
- Monthly fees charged on a per venue basis
- Price ranges from \$50-\$10,000 per venue per month
- Typically contracted on 3-5 terms



### NON-RECURRING REVENUES

- Professional services fees relating to Data and Marketing services
- IO Platform setup and implementation
- Design, deployment and project management of infrastructure
- Technology includes:
  - Wireless Access Points
  - 2D and 3D cameras
  - People Counting sensors
  - Artificial Intelligence (AI) cameras to monitor objects such as car, pedestrian and bicycle
  - IoT sensors to detect desk & meeting room occupancy and climate control

# Q2 FY21 Results

Operating  
Revenue  
\$4.0m



15%<sup>1</sup>

Recurring  
Revenues  
\$2.8m



25%<sup>1</sup>

ARR<sup>2</sup>

\$11.5m

Cash at Bank  
\$3.4m



27%

@31 Dec 2020

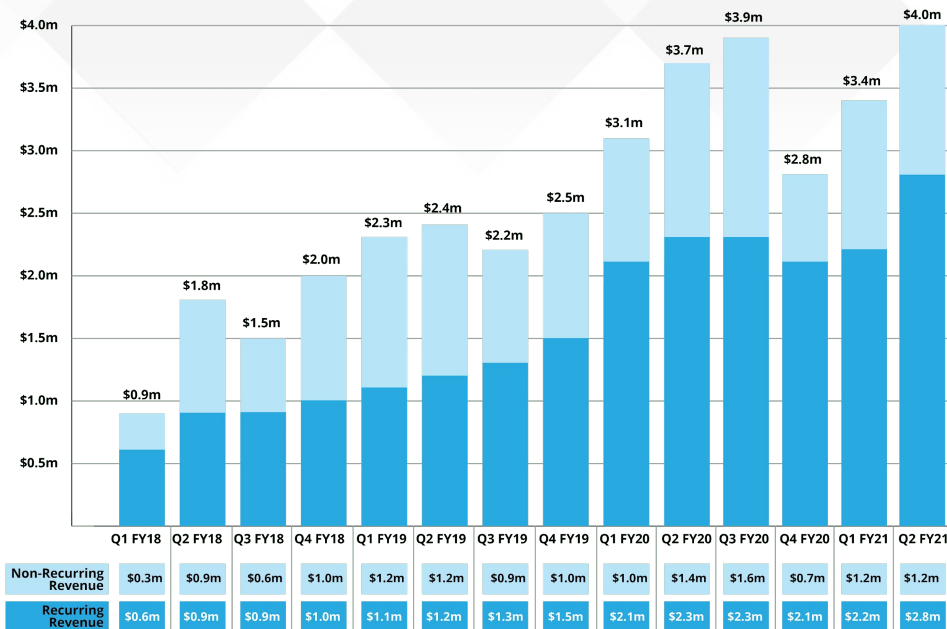
Debt Facility  
\$2m

\$1.5m

Undrawn

<sup>1</sup> Versus previous period (Q1 FY21)

<sup>2</sup> 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 16th September 2020



# 1H FY21 Results

Operating  
EBITDA  
\$1.5m



13%<sup>1</sup>

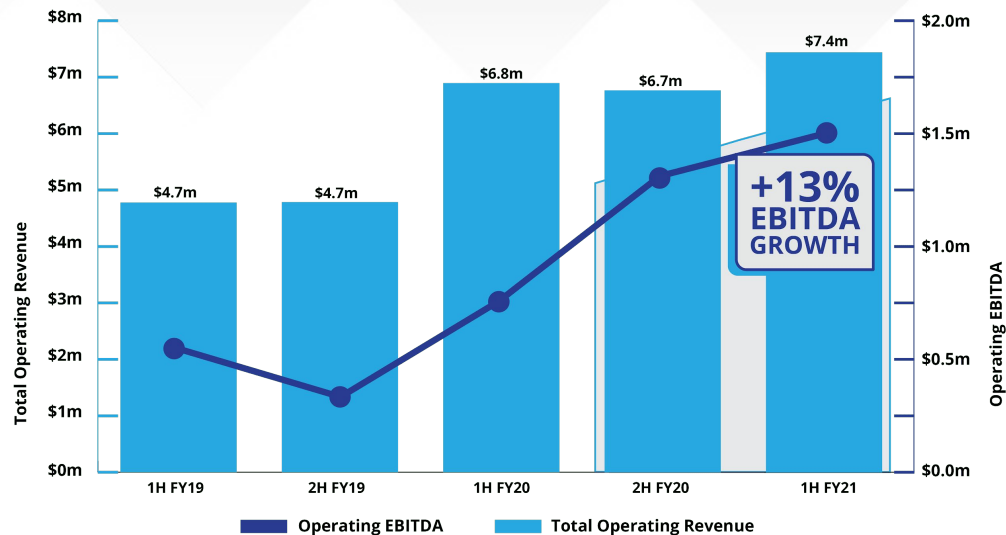
Total  
Operating  
Revenue  
\$7.4m<sup>2</sup>



10%<sup>1</sup>

<sup>1</sup> Versus previous period (2H FY20)

<sup>2</sup> Operating EBITDA is defined as earnings inclusive of R&D tax incentive grant and before tax, depreciation, amortisation, non-cash share based payments and acquisition costs



## Rolling 12 Month Qualified Stage Pipeline

12 month qualified  
pipeline

~\$23m

12 MONTH ROLLING



## Outlook



# Outlook

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



Continued 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



Drive the extension of the technology platform secured via the Blix acquisition into offshore markets focussed on small and mid-market customers



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

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