



## Q3 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 10 countries



96 staff globally



Portfolio of 11,000+ venues across 35 countries



### Full Service Offering

**TECHNOLOGY:** Solution Design  
Project Management  
Managed Services  
Systems Integration



**PLATFORM:** Data Intelligence & Communications Platform



**PEOPLE:** Strategy  
Account Management  
Customer Success  
Data Science  
Digital Marketing



# Proprietary Technology

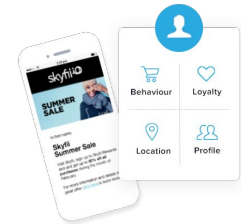
- **IO Connect** automates the collection, storage and processing of data from a wide variety of sources.
- **IO Insights** automates reporting of data collection in real time including: social, visitor, behavior, opportunity and WiFi.
- **IO Engage** provides marketing tools to deliver & automate content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



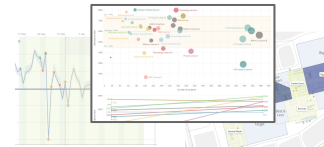
**IO Connect**  
Data Ingest & Centralisation



**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: Wireless Access Points, 2D and 3D cameras, People Counting sensors, LiDAR, FishEye CCTV cameras and Artificial Intelligence (AI) cameras that monitor pedestrian, car, bicycle traffic and IoT sensors that detect building, room, desk occupancy and climate monitoring 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



CCTV



Weather



Web



Infrared



Cameras



Beacons



People Counters



LiDAR



# Operating Highlights



# Notable Contract Wins



3-year contract with Rolling Hills Casino Resort in North America for Connect, Insight & Engage. They will specifically be using *OccupancyNow* and Guest WiFi (IO Connect).



3-year agreement with Norwich City FC in UK for Connect & Insight. This contract represents our growing presence in the stadium vertical.



3-year contract with Hancock Regional Hospital in North America for Connect, Insight & Engage. Hancock will be using Skyfii's suite of products across five of their healthcare facilities to inform occupants about their vaccination procedures.



3-year agreement with Nando's Canada in North America for Connect and Insight & Engage. This increases our presence with Nando's globally and further strengthens our QSR vertical.



3-year contract with ShopCore Properties in North America for Connect, Insight & Engage.



3-year contract with CEARA in Brazil for Connect. Guest WiFi will be deployed across their ten airports.

# Post Quarter Update



L-R: Daniel Lepore (AMP Capital), Ben Gill (BrainBox AI) and John Rankin (Skyfii)

## Skyfii partners with BrainBox AI to drive increased energy savings in Commercial Real Estate

- Under the partnership, Skyfii customers will have the ability to rapidly optimize their occupancy data to drive significant energy savings using BrainBox AI.
- AMP Capital in Australia is the cornerstone customer

**500<sup>TM</sup>** Technology Fast 500  
2020 APAC WINNER  
Deloitte.

## Industry Acknowledgement

- Skyfii has once again been shortlisted for the Deloitte Fast 500 which highlights the fastest growing technology companies in the Asia Pacific region.
- This will be the 4th time Skyfii has been shortlisted and is testament to our strong revenue and operational growth, underpinned by our market leading technology platform and team of industry and domain experts.

Internal use only

# Financial Highlights



skyfii



# Internal use only

## 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

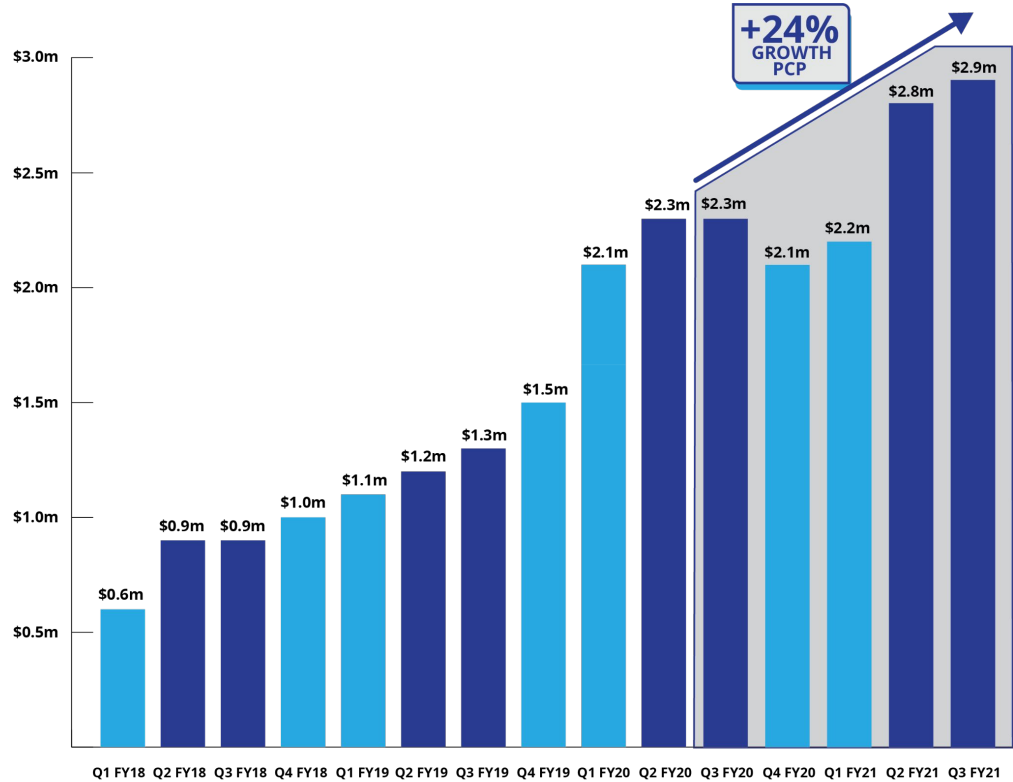
- Professional services fees relating to Data and Marketing services
- IO Platform setup and implementation
- Design, deployment and project management of infrastructure
- Technology includes:
  - Access Points
  - 2D and 3D cWirelesscameras, LiDAR sensors
  - People Counting sensors
  - CCTV cameras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



# Q3 FY21 RESULTS

Recurring Revenue <sup>1</sup> \$2.9m	↑ 4%
Operating Revenue <sup>1</sup> \$3.6m	↓ 9%
Total Cash Receipts <sup>1</sup> \$4.1m	↑ 19%
Cash at Bank	↑ <b>\$2.8m</b> Up 22% on guidance <sup>2</sup>
Debt Facility \$2m	<b>\$1.54m</b> Undrawn

## RECURRING REVENUE BY QUARTER



<sup>1</sup> Versus prior quarterly period (Q2 FY21)

<sup>2</sup> Guidance provided on 6th April 2021

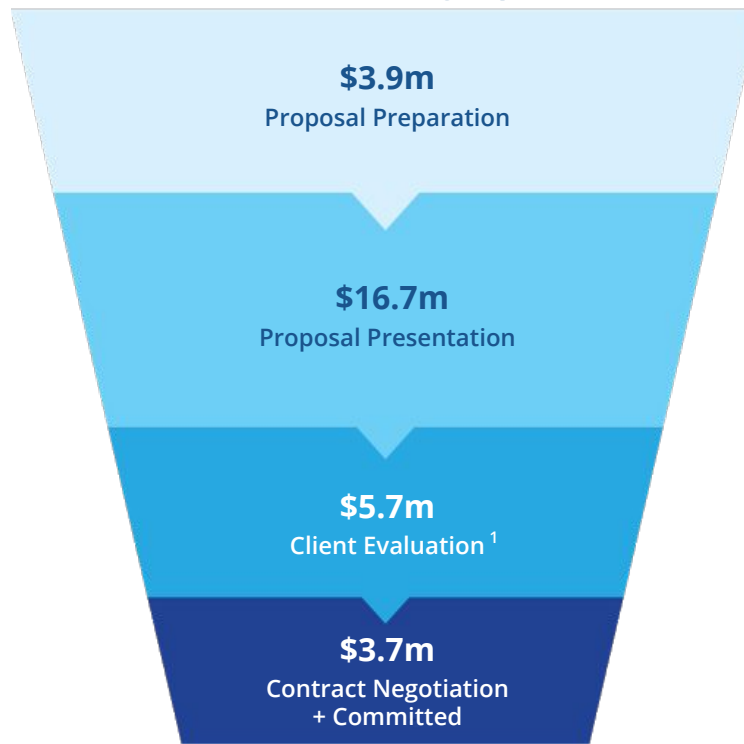
## Sales Pipeline & FY21 Forecast

- Pipeline continues to build as venues continue to reopen post vaccine rollout
- Large amount of new enquiries from smart cities, commercial buildings, airports, healthcare facilities, hotels and retail
- Q4 expected to be a strong quarter as we enter northern hemisphere summer. With improving confidence post vaccine we expect pipeline conversion to increase
- Skyfii's core business (ex acquisition) 12 month rolling qualified pipeline of **\$30m** (\$7m increase and +32% QoQ)
- CrowdVision as standalone has an advanced stage pipeline of **c.\$9m** across airport, casino, stadium and smart city verticals

	Previous guidance (6th April 2021)	Current guidance (incl.CrowdVision)
FY21 Total Operating Revenue	\$15m-16m	↑ \$15.5m-16.5m
FY21 Total Recurring Revenue	\$10.5m-11.5m	↑ \$11m-12m

## CORE BUSINESS (excluding CrowdVision)

### 12-Month Rolling Pipeline



<sup>1</sup> Client Evaluation is defined as a proof of concept, the customer understands the value proposition of the offering and is expressing interest to proceed but requires more time to evaluate or requires internal budget approval on the proposal before proceeding to contract negotiation.

# ACQUISITION OF:

CROWDVISION

THE CROWD DATA PLATFORM



skyfii

## COMPANY SNAPSHOT:

<b>Locations:</b>	<ul style="list-style-type: none"> <li>• Belfast, UK</li> <li>• Austin, Texas</li> <li>• Anaheim, California</li> </ul>
<b>Size:</b>	32 employees
<b>Global customers:</b>	35+
<b>2020 revenue:</b>	US\$3.1m (US \$1.7m Recurring)
<b>Revenue model:</b>	Recurring + Non-Recurring

## Key Investment Highlights

**Advanced Technology**

Scalable and modular multi-sensor data capture and analysis platform with powerful AI/ML technologies and Computer Vision

**Attractive Financial profile**

High percentage of SaaS revenues on long term contracts (Mar-21 ARR of US\$1.7m)

**Blue Chip Customer base**

Market leader in US Airports vertical with 13 out of the top 30 airports under contract, with high barriers to entry

**Key Partnerships**

The only TSA approved supplier for the US airport sector; Strategic partnership with Verizon

**Large TAM opportunity**

Large unaddressed TAM + Opportunity to lever product into new verticals such as Stadiums, Casinos, Rail/Transit hubs

**Strong Talent**

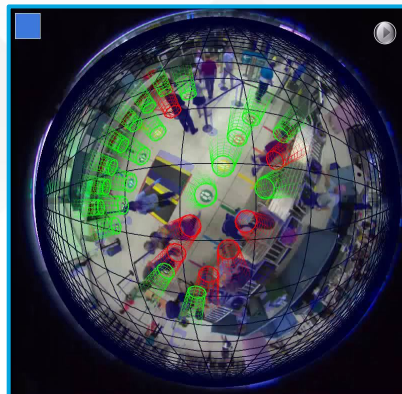
Highly skilled management, engineering, and sales teams with diverse experience and strong industry connections

# AI-Enabled Analytics Engine

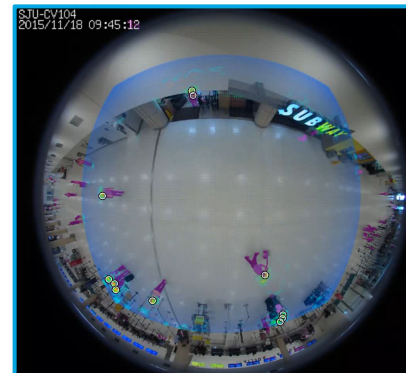
Measures People and the Utilization of Places and Assets

## NUMEROUS AI TECHNIQUES UTILIZED

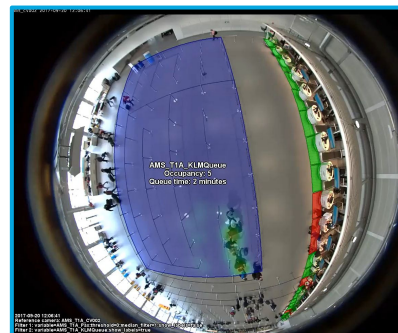
- People Detection (Artificial Neural Networks, Machine-Learning Powered Sensors, Perception Analytics)
- Connecting pedestrian detections into trajectories (Tree Search, Pattern Matching Algorithms)
- Extracting crowd-level metrics from pedestrian detection data (Metaheuristic approach to find optimal parameterizations)



Detect Spatial Utilization



Detect People



Areas of Interest and Business Rules

## Product Overview:

Flexible and Scalable Data Platform

MULTI-SENSOR DATA CAPTURE

Hi-Res VIDEO ANALYTICS

Lo-Res WIFI/BLUETOOTH

3<sup>rd</sup> Party DATA SOURCES



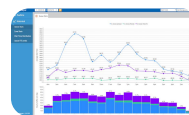
API

BUSINESS LOGIC / UI



Actionable & accurate data analytics and insights

DATA PLATFORM



AI/ML-enhanced algorithms generate actionable KPIs

APPS AND INTEGRATIONS



Data integrations via open API platform

### GENERAL USE CASES

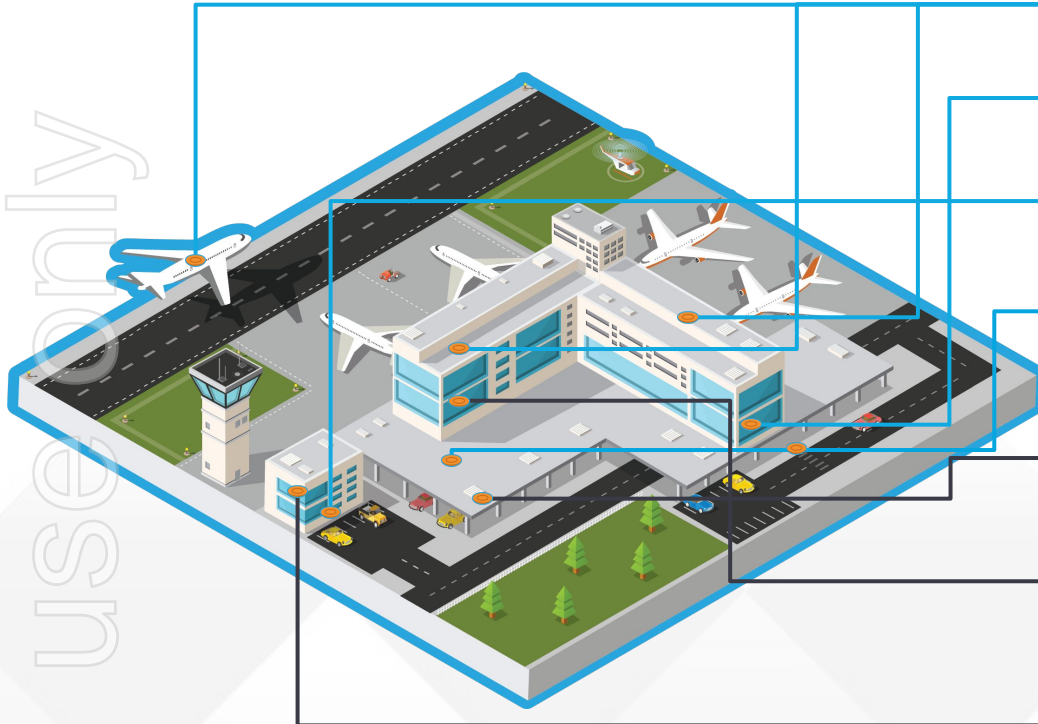
- Increased operational efficiency and cost savings
- Improved asset utilization and investment optimization
- Enhanced revenue generation
- Improved customer experience
- Safety and health compliance and risk management

### AIRPORT-VALIDATED USE CASES

- Ticketing/Check-in
- Security/Immigration
- Retail Spaces / F&B
- Baggage Claim
- Restrooms & Facilities
- Taxis/Rideshare/Train

# AIRPORTS USE CASES

## Skyfii + CrowdVision Combined offering



Wifi



Flight Information



People Counter



Carpark data



LiDar



AI



Computer Vision

### USE CASES DELIVERED

Traffic flow and wait times

Parking bay occupancy

Dwell times & crowd management

Check in and security efficiency

Gate lounge occupancy

Accurate queue monitoring

Checkpoint Occupancy

Passenger Processing Metrics

Security Wait times

Passenger Experience KPIs

Staff optimization

skyfii.io

CROWDIVISION



# Top-Tier Customers & Partners

Value Proposition Validated by +35 Enterprise Customers and Top Tier Partners

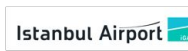
LEADING PLAYER IN THE US MARKET

9 of top 15 Airports

13 of top 30

Total: **437M** Enplanements

## CLIENT SNAPSHOT



## TOP-TIER GTM PARTNERS



# CrowdVision Acquisition

## Investment Highlights

- Market leader in Computer Vision and AI-driven video analytics
- Blue chip customers across North America and the UK
- Complementary and accretive with strong revenue synergies through cross sell between the Skyfii and CrowdVision customer bases
- Strong existing recurring revenues and pipeline

## Financial Highlights

- Exited Q3 FY21 with Annualised Recurring Revenue (ARR) at **AU\$2.3m<sup>1</sup>**
- In CY20, Total Operating revenue of **US\$3.1m**

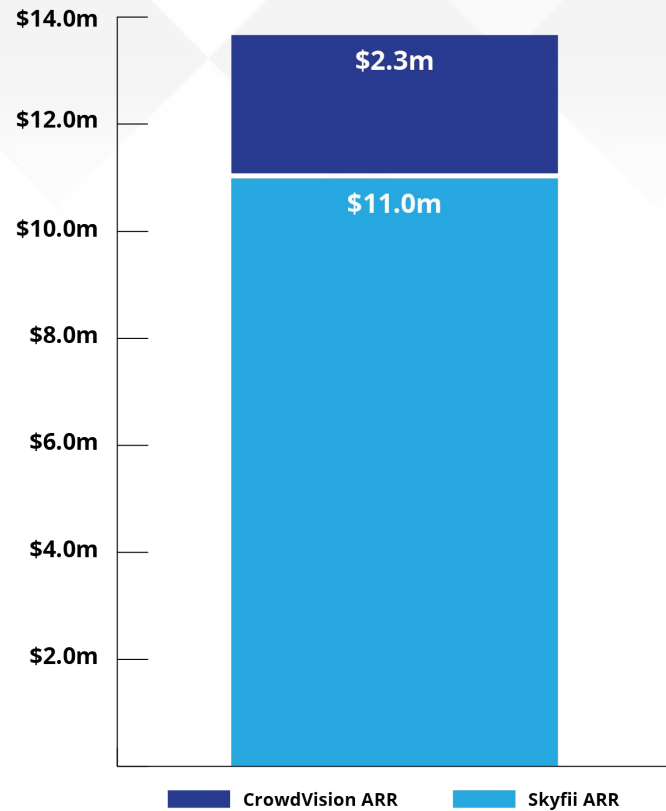
## Transaction Highlights

- At an enterprise value of **US\$7.0-8.0m**, the acquisition represents an attractive CY20 EV/ARR multiple of approximately **4.1-4.7x**
- The acquisition is expected to deliver **positive EBITDA** in the first year post completion

## Successful Capital Raise

- Successful completion of **A\$10.0m Placement** in April 2021 to fund the CrowdVision acquisition and other growth initiatives; SPP raised a further **A\$0.7m** (announced 26th of April)

**\$13.3M PRO FORMA ARR<sup>1</sup>**



1. Annual Recurring Revenue (ARR) based on contracted recurring revenues as at March 2021 - inclusive of temporary suspensions as a result of COVID-19 & contracted revenues from the acquisition of CrowdVision announced 6 April 2021

# Outlook



# Outlook & Strategy

Key areas of focus in the medium term include:



Focused investment into sales resource and further marketing activities to continue to drive quality leads and conversion across all markets



Leveraging the rebound within airports, stadiums post COVID-19 as new safety aspects of crowd analytics have become "must haves"



Ongoing development and rollout of new analytic products, such as *OccupancyNow™*, to drive new revenue streams



Focus on profitable growth, maintaining our trend of positive operating EBITDA growth and maintaining our strong balance sheet position



Drive the successful integration and consolidation of the technology platforms secured via recent acquisitions into the Skyfii solution



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

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