



## Q4 FY21 Quarterly Results Presentation

*The World's First Omnidata Intelligence Company*

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## About Skyfii

### Digital & Data Transformation for Physical Venues

Our **mission** is to be the world's most trusted partner for responsibly using technology and data to positively measure, manage and influence relationships between people, and the places they visit.

Our **vision** is to improve visitor experiences by understanding human behaviour.

**11B** data points processed everyday

**90,000** connected IoT devices

**11,000** venues

**+200** data integrations



# End-to-End Product & Services offering



## Technology Solutions

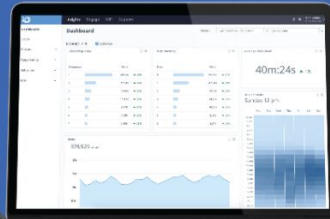
WiFi / People Counting /  
Cameras / IoT Devices/ LiDAR

Solution Design

Project Management

Systems Integration

Managed Services



## Skyfii IO Platform

Software-as-a-Service

IO Connect

IO Insight

IO Engage

IO Labs



## Professional Services

Data Science / Digital Marketing /  
Customer Success

Digital & Data Strategy

Data Science

Digital Marketing

Customer Success



# 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, LiDAR, 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.





# Key Uses for Skyfii across key verticals

We provide data analytics solutions to over 11,000 venues in +40 countries



## Commercial Property

- Occupancy Management
- Space Utilisation
- HVAC optimisation
- Visitor Registration & Contact Tracing



## Retail & Retail Property

- Marketing Automation
- Retail Planning
- Trade Area Analysis
- Customer Sentiment & Satisfaction
- Sales Conversion



## Major Transport Hubs

- Queue Management
- Passenger Flow Management
- Workforce Management
- Retail Conversion



## Sporting Stadia & Events

- Fan Engagement
- Crowd Analytics
- Event Attribution & Performance Analysis
- Retail Conversion
- Sponsorship & Advertising



AUSTRALIAN TURF CLUB

## Govt. Agencies & Cultural Institutions

- Event & Exhibition Attribution & Performance
- Exhibition Planning
- Occupancy Management
- Visitor Engagement
- Retail Conversion



# Addressable market



**>4k**

Stadiums



**>17k**

Airports



**>130k**

Malls



**>22k**

Universities



**>150k**

Gyms



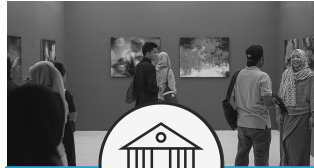
**>4k**

Smart Cities



**>3k**

Casinos



**>26k**

Cultural Centres



**>11m**

Retail Outlets



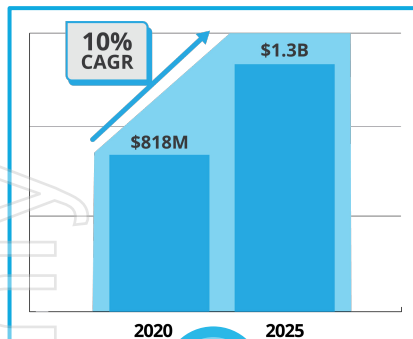
**>40k**

Hospitals

Internal use only

# Addressable market

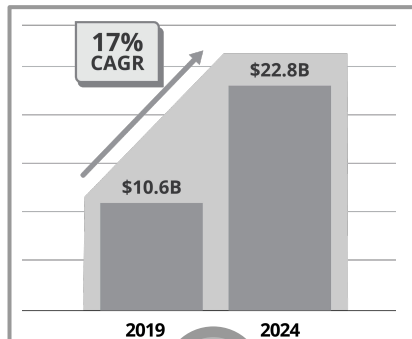
We believe Skyfii (incl CrowdVision) to be at the intersection of long term secular trends



1

## PEOPLE COUNTING

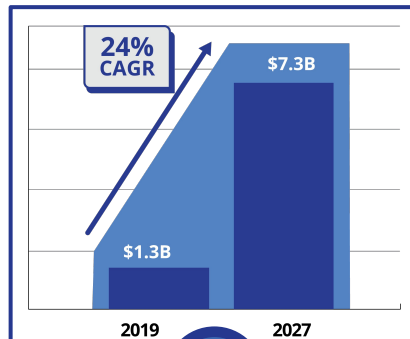
- Smart city trends driving demand for analytics to process and analyze people flow data
- Video-based counting systems leading the growth



2

## LOCATION ANALYTICS

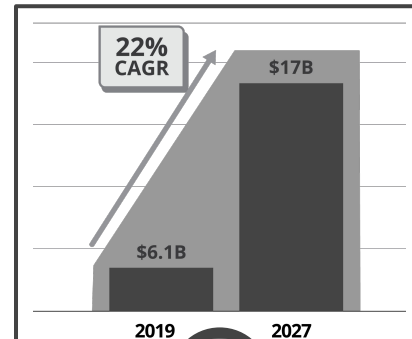
- Spatial data analysis increasingly vital to company understanding of changing business trends
- Huge amounts of fragmented, disconnected data
- C19 driving demand use case for public health and safety apps



3

## DATA MONETIZATION

- Businesses integrating increasingly wide and disparate data sets to gain actionable insights that drive revenue and efficiency goals



4

## INDOOR LOCATION SERVICES

- Ecommerce forcing retailers to invest in innovation
- Strategic focus on customer satisfaction
- Integrated BI solutions leverage customer location and shopper behavior pattern analytics



# Financial & Operating Highlights



Recurring Revenue<sup>2</sup>  
\$3.3m

↑ **59%**

Cash at Bank  
**\$8.6m**

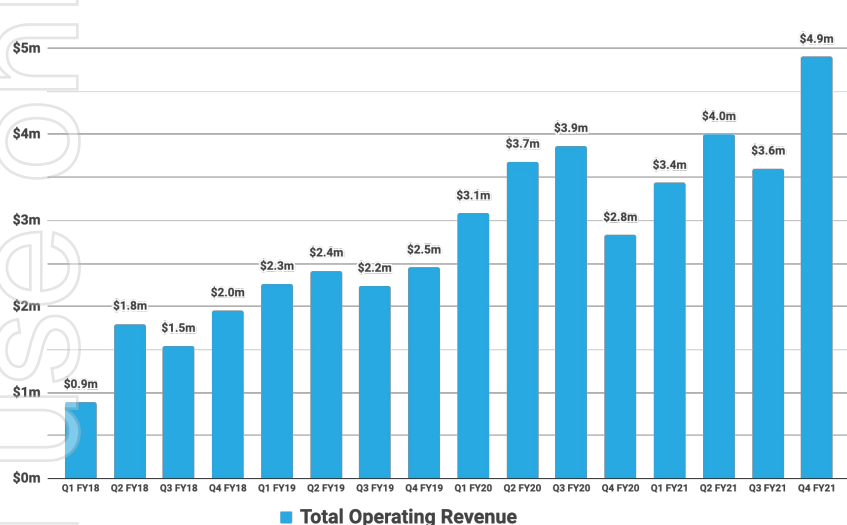
Debt Facility  
\$2m

**\$2.0m**  
Undrawn

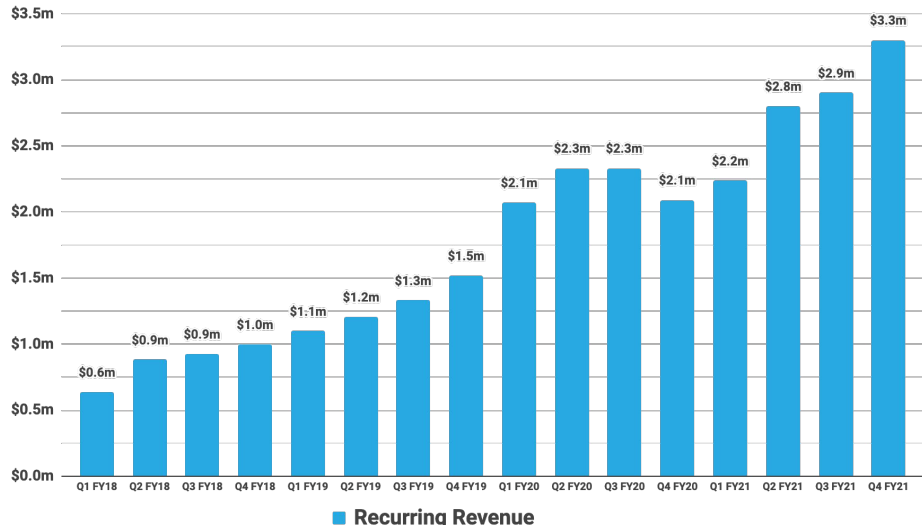
Operating Revenue<sup>2</sup>  
\$4.9m

↑ **72%**

## TOTAL OPERATING REVENUE



## RECURRING REVENUE



1. Annualised Recurring Revenue (ARR), Total Operating Revenue, Recurring Revenue and Operating EBITDA are inclusive of CrowdVision from 6 April 2021. All financial values are currently unaudited.  
2. Versus Previous Corresponding Period (FY20)

# Full Year FY21 Results<sup>1</sup>

Operating Revenue  
+18%<sup>1</sup>

**\$15.9m**

Recurring Revenues  
+28%<sup>1</sup>

**\$11.3m**

Operating EBITDA

**\$1.6m**

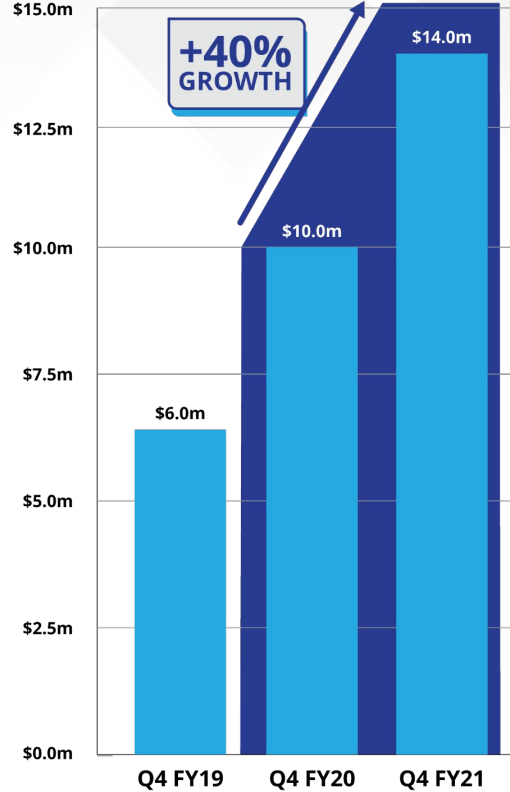
ARR  
+40%<sup>2</sup>

**\$14m**

1. Annualised Recurring Revenue (ARR), Total Operating Revenue, Recurring Revenue and Operating EBITDA are inclusive of CrowdVision from 6 April 2021. All financial values are currently unaudited

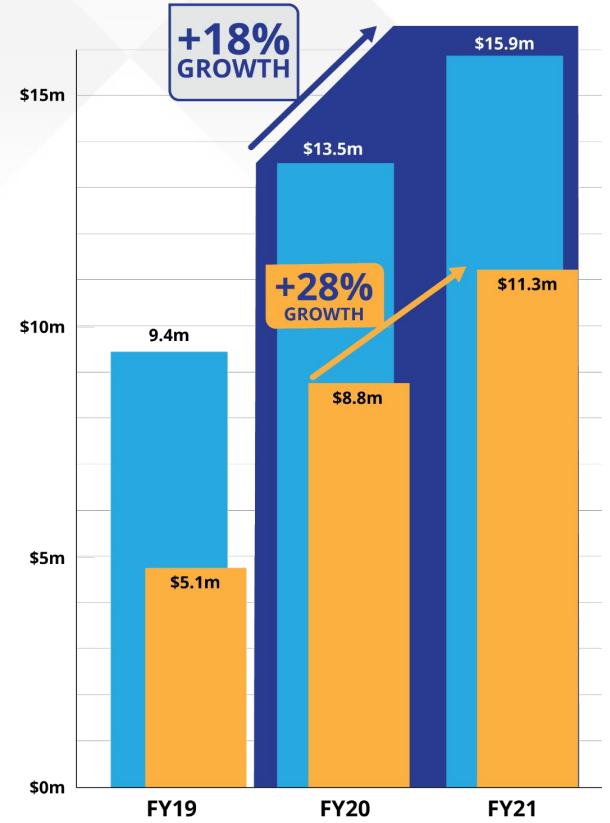
2. Versus Previous Corresponding Period (FY20)

### Annualised Recurring Revenue (ARR)



● Annualised Recurring Revenue

### Total Operating & Recurring Revenue



● Total Operating Revenue ● Recurring Revenue



# Notable Contract Wins



Skyfii extends contract with Australian property group GPT (APAC)



Skyfii signs agreement with National Gallery of Australia on a three-year term (APAC)



Skyfii renews with QSR chain Nando's Chickenland UK (EMEA)



Landsec

Skyfii inks new deal with UK-based property group Land Securities (EMEA)



Skyfii enters into a four-year contract with South African property group PARETO (EMEA)

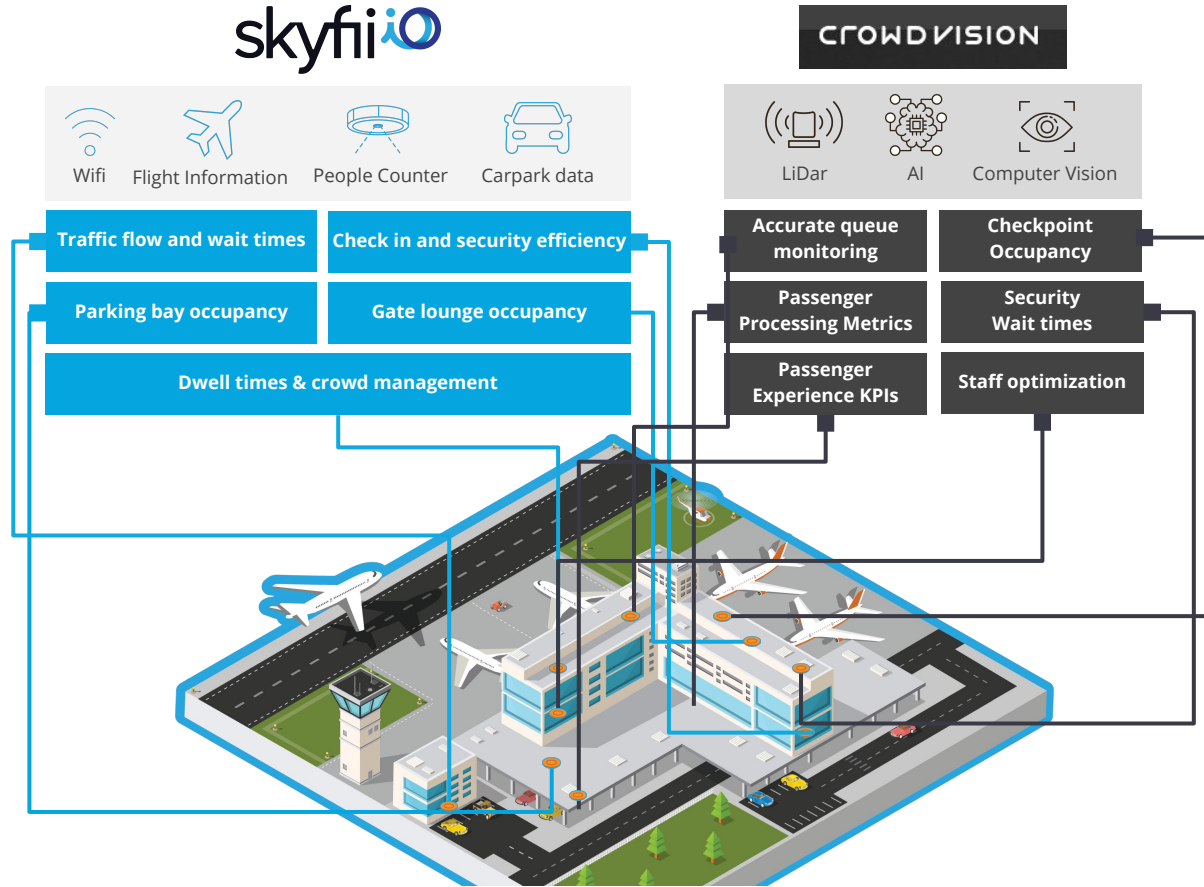


Skyfii deploys services to Virgin Hotels (North America)

# CrowdVision Integration and Update

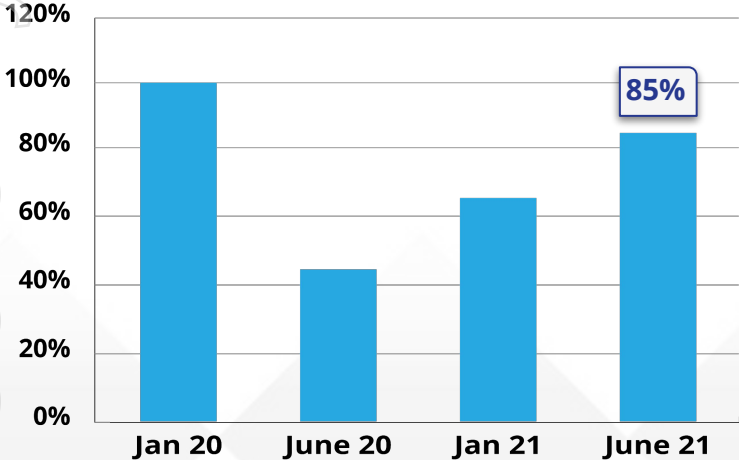
- Skyfii's integration of CrowdVision has performed ahead of expectations
- Technology platforms aligned and all staff fully onboarded to Skyfii's operating systems
- Improving operating conditions with increased air-travel in North America and EU
- Positive initial customer engagement in product cross-sell
- CrowdVision standalone annualized pipeline has grown from ~\$9m to ~\$11

## USE CASES DELIVERED Skyfii + CrowdVision Combined offering



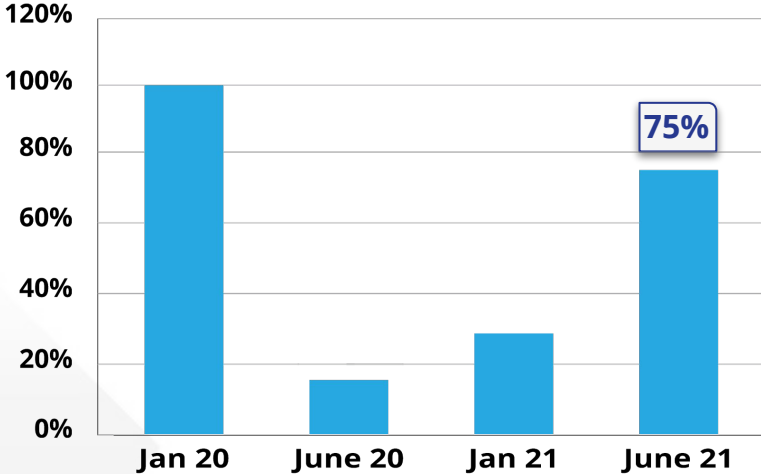
## North American Air Travel

(7 day seat average vs 12 month prior)



## EU Air Travel

(7 day seat average vs 12 month prior)



Source: 'Effects of Novel Coronavirus (COVID-19) on Civil Aviation: Economic Impact Analysis', ICAO ADS-B, 2021

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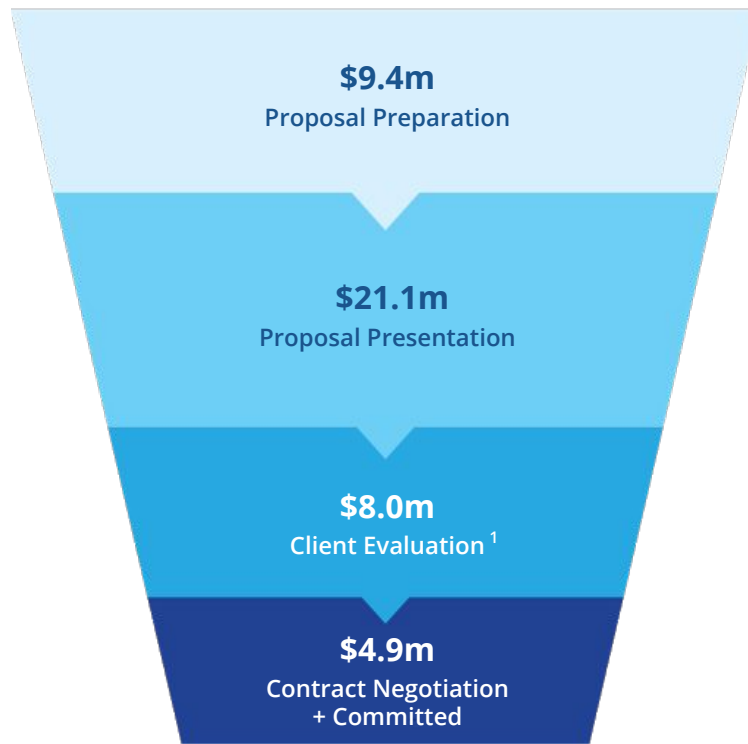
# Outlook



# Sales Pipeline Primed for Conversion

- Continued flow of enquiries from varying verticals including smart cities, commercial buildings, airports, healthcare facilities, hotels and retail
- We expect pipeline conversion to experience an uplift with accelerating rollouts of COVID-19 vaccines globally
- Both Skyfii Core and CrowdVision sales funnels have steadily increased QoQ
- Skyfii's 12-month rolling qualified pipeline of **\$43.4m** sets a solid foundation for a very strong FY22

## 12-Month Rolling Pipeline (including CrowdVision)



<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.

# Outlook & Strategy

Key areas of  
focus for FY22:



Continued investment into marketing activities to drive quality leads across all markets and products



Significant focus on key verticals including Airports, Stadiums, Grocery, Corporate Offices, Universities, Schools and Municipalities



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



Increased investment into Sales, Support and Services headcount to drive additional revenue growth in all regions



Convert pipeline to deliver ARR ahead of analyst estimates of \$20m



Integration of the CrowdVision technology solution into the Skyfii offering and retirement of the legacy platform



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