

## ASX Release

Monday, 20 September 2021

ASX code: K2F

# K2fly Signs 5-Year Contract with Sibanye-Stillwater for Global Tailings Rollout

## Highlights

- **Sibanye-Stillwater Limited (Sibanye-Stillwater) has signed a contract for K2fly's Tailings Solution to be rolled out across its 38 tailings facilities globally**
- **Fifth International Council on Mining and Metals (ICMM) member to take up K2fly's (Decipher) Tailings Solution**
- **Sibanye-Stillwater is one of the world's largest primary producer of platinum, second largest primary producer of palladium and third largest producer of gold on a gold equivalent basis**
- **AUD\$475k Annual Recurring Revenue (ARR), 5-year contract with initial AUD\$2.85m Total Contract Value (TCV)\***
- **Inaugural bundled sale of Descartes Labs geospatial intelligence solution since [K2fly Descartes partnership announcement June 2021](#)**

K2fly Limited (K2F, K2fly or the Company) (ASX: K2F), is a provider of 'net positive impact' solutions in ESG compliance and technical assurance, to operations of mining and asset intensive industries through its platform-based SaaS cloud solutions.

The Company is delighted to announce that Sibanye-Stillwater has signed a 5-year contract for K2fly's Decipher Mining Tailings Management solution which they will rollout globally in support of their commitment to the International Council on Metals and Mining (ICMM) to comply with the Global Industry Standard on Tailings Management (GISTM).

The contract will generate ARR of AU\$475k. The TCV is AU\$2.85m (including non-recurring implementation fees) over the initial five year contract term.

Sibanye-Stillwater is a leading international precious metals mining company, with a diverse portfolio of platinum group metal (PGM) operations in the United States and Southern Africa, gold operations and projects in South Africa, and copper, gold and PGM exploration properties in North and South America.

The K2fly Decipher Solution will allow integration of multiple data sources related to safe tailings management across Sibanye-Stillwater's global operations into a single platform, to facilitate transparent disclosure and reporting, analytics, and performance visualization.

As the fifth ICMM member to sign on to the K2fly solution, it demonstrates increasing demand for K2fly's Tailings Solution and a runway towards additional sales with other mining companies. As more companies commit to the GISTM, K2fly sees potential for continued growth for this solution. All 28 members of the ICMM are committed to this standard which is not limited to ICMM members and is accessible to the whole industry.

Nic Pollock, Chief Executive Officer of K2fly said, "This is our first solution with Sibanye-Stillwater and we are very proud to be working with another precious metals producer and another ICMM member that take their ESG commitments very seriously. K2fly now works with five of the top ten gold producers globally.

This is also our first joint deal with our new partners Descartes Labs (DL), a major validation of that partnership. We are very excited at the opportunity to deliver an end to end solution to Sibanye-Stillwater with our partner DL."

Announcement released with authority of K2fly Board.

\*ARR and TCV may be affected by exchange rate fluctuations.

**For further information, please contact:**

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**About K2fly**

**K2fly Limited (ASX: K2F)** is an ASX listed technology provider of enterprise-level '**net positive impact**' solutions in ESG compliance reporting and technical assurance, to operations of mining and asset intensive industries through its platform-based SaaS cloud solutions.

Our solutions address many industry challenges and help manage risk around clients' social license to operate concerning reporting & governance, reputation and disclosure demands.

**Product & service offering:** We deliver a suite of solutions across three key areas on a single platform:

- Natural Resource Governance
- Mineral Resource Governance
- Technical Assurance

**Customers:** Spanning all continents, our customer base includes Australian and overseas tier-one clients operating in 54 countries.

**Strategy:** Through acquisition, development and partnerships, K2fly have assembled a unique platform that generates high margin SaaS recurring revenues, being rolled out globally. Our strategy is to 'land and expand' our offering with clients over time whereby additional solutions are rolled out to support central operational management and efficiency gains.

K2fly works closely with peak industry bodies, regulators and our own industry advisory groups on ESG topics that are driven by rapidly changing regulations, community and investor expectations to build fit for purpose industry solutions that adhere to recognised codes and standards.

**Strategic alliances:** K2fly has strategic alliances with global technology companies such as Esri (USA), SAP (Germany), Hitachi-ABB (Japan), Descartes Labs (USA) and Cyient (UK).

**Platform**

Area	Solution	Key product
Natural Resource Governance	<a href="#">Community &amp; heritage</a>	Infoscope
	<a href="#">Land access &amp; monitoring</a>	Infoscope
	<a href="#">Ground disturbance</a>	Infoscope
	<a href="#">Dams &amp; tailings</a>	Decipher
	<a href="#">Rehabilitation &amp; closure</a>	Decipher
Mineral Resource Governance	<a href="#">Resource inventory &amp; reconciliation</a>	RCubed
	<a href="#">Block model management &amp; governance</a>	RCubed, Sateva
Technical Assurance	<a href="#">Automated ore blocking</a>	Sateva
	<a href="#">Mine geology data management</a>	Sateva