

# Damstra Technology

Q1 FY22 Results Presentation

28 October 2021

Financial data is provided on a pro forma basis except where explicitly stated otherwise

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## Presenters:

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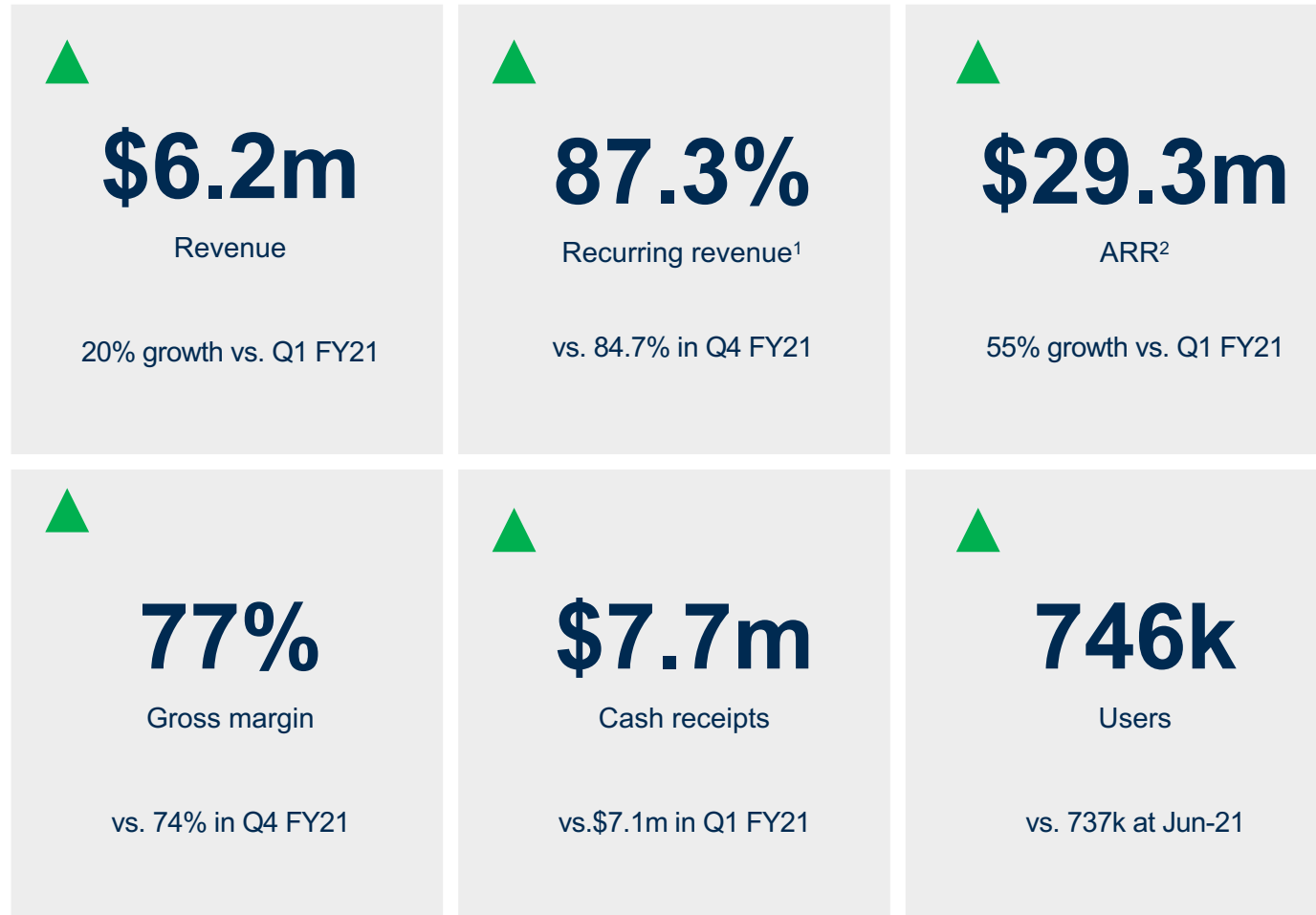
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# RESULTS OVERVIEW

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# Key financial and operating metrics in Q1 FY22



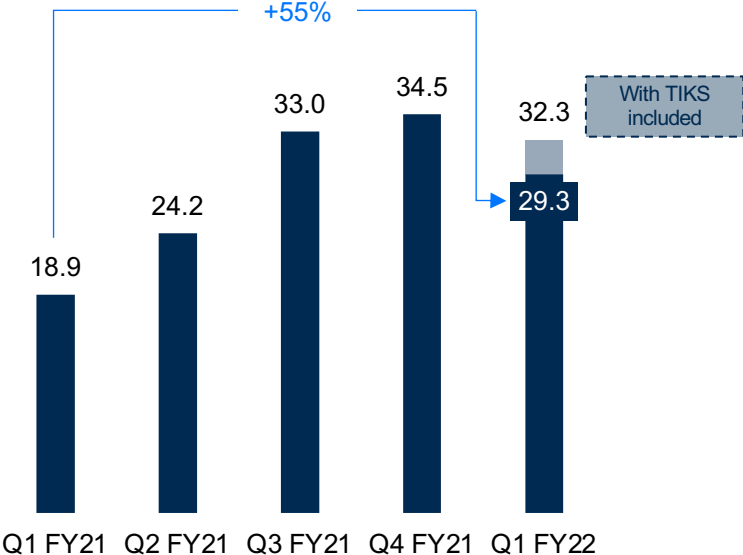
1. Based on a review of revenue sources that recur annually
2. Annual Recurring Revenue. Recurring portion of exit month revenue on an annualised basis

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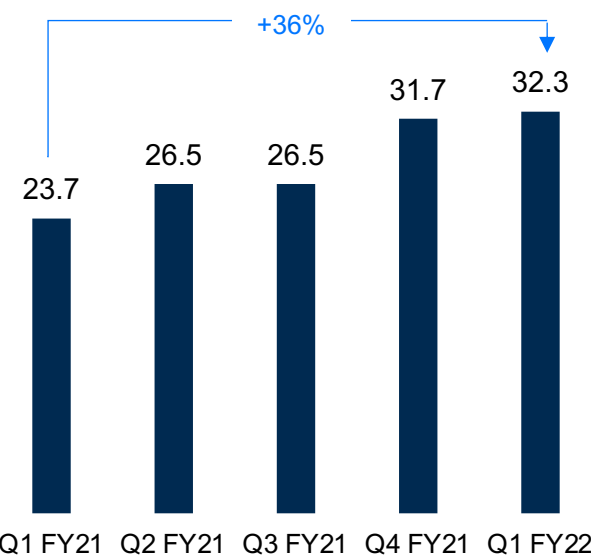
# Q1 FY22 saw a continuation of growth across key metrics

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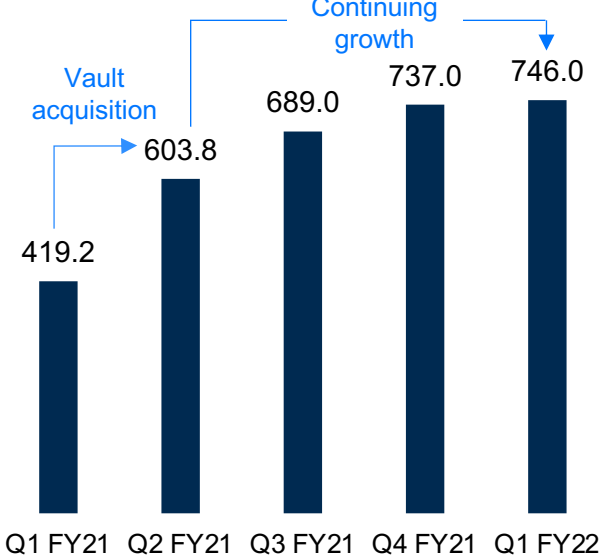
### Increased ARR vs PCP (\$m)



### Increasing cash receipts (LTM \$m)



### Continuing growth in users (thousands)



# Q1 FY22 achievements

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Growth	Products & technology	Corporate	Strategic
<p><b>Overview</b></p> <ul style="list-style-type: none"> <li>Passed 95,000 users in the construction industry</li> <li>Construction vertical, which includes three core clients, generated ~\$1m of revenue in Q1 - 74% growth on a PCP basis</li> <li>NBN – new contract is in operation and is performing well ahead of plan</li> <li>Growth achieved in the quarter negatively impacted by Newmont de-scoping</li> </ul> <p><b>Major Contracts</b></p> <ul style="list-style-type: none"> <li>John Holland 5-year contract</li> <li>Trial with a new global mining client complete</li> </ul>	<p><b>Enterprise Protection Platform (EPP)</b></p> <ul style="list-style-type: none"> <li>Strategic pivot to our EPP – product lexicon continues to simplify and evolve</li> </ul> <p><b>Product momentum</b></p> <ul style="list-style-type: none"> <li>Paperless form users now exceed 15,000, reflecting rapid growth of 50% on a PCP basis</li> </ul> <p><b>New products</b></p> <ul style="list-style-type: none"> <li>COVID record management</li> <li>Satellite now in pilot</li> <li>Numerous new products are in UAT with key clients that can be commercialized:             <ul style="list-style-type: none"> <li>Return to work</li> <li>Skills matrix</li> <li>Data lake</li> </ul> </li> </ul>	<p><b>COVID impact</b></p> <ul style="list-style-type: none"> <li>Estimated revenue impact of \$0.5m. Reflected in project delays and lower user numbers in the workforce module</li> </ul> <p><b>Corporate</b></p> <ul style="list-style-type: none"> <li>SOC2 reviewed</li> <li>ISO re-certified</li> <li>AWS Partner accreditation</li> </ul>	<p><b>TIKS acquisition</b></p> <ul style="list-style-type: none"> <li>~70 clients</li> <li>FY21 revenue \$4.1m</li> </ul> <p><b>Organisational impact</b></p> <ul style="list-style-type: none"> <li>CEO and Founder Sam Marciano becomes Chief Commercial Officer of Damstra</li> <li>He has taken the majority of his consideration in Damstra stock at an issue price of \$1</li> <li>Increases our R&amp;D bench strength</li> </ul> <p><b>Operational impact</b></p> <ul style="list-style-type: none"> <li>More advanced permit to work functionality</li> <li>Expands our international footprint</li> <li>Strong in facilities management vertical</li> <li>Deep partner integration opportunities</li> </ul>

# PRODUCT & BUSINESS UPDATE

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# Our product lexicon continues to evolve

## Simplifying our product names to increase client understanding and engagement

Investment Protection:



Prepared People




Safe Workplaces



Connected Assets



Accessible Information

	Name	Current name	Also known as	Description
	Enterprise Protection Platform	Enterprise Protection Platform	EPP	Designed to automate security, health and safety, training, and contractor management across all operations, while retaining and optimizing user's existing software investments
	Workforce Management	Damstra Workforce Management	TWMS	Contractor portal, worker & supplier registration, documentation verification, time & attendance, inductions
	eLearning	Damstra Learning	Learning Management	360 virtual reality, training needs analysis, course development, inductions
	Solo	Damstra Solo	Connected Worker, Lone Worker, Solo Drive, Solo Satellite	Wearables, crisis management, biometrics, fall detection, check-ins, alerts, duress & panic alarms, Solo mobile, beacons and geofencing
	Solo Drive	Solo Drive		Collision detection, driver behaviour monitoring – sold separately from Solo
	Access Control	Damstra Access Control		Terminals, thermal cameras, alcohol & drug testing, badge reader & printing, turnstiles, gates & doors, visitor management, evacuation & muster
	Digital Forms	Damstra Forms	HSE Management	Safety audits, incident & hazard management, SWMS & RAMS, pre-starts and toolbox talks
	Safety	Damstra Safety		Governance, risk, compliance, claims, mobility
	Predictive Safety Analytics	Damstra Predictive Analytics		Artificial intelligence solution that uses data analytics to drive the identification and visualisation of risks associated with people, workplaces, assets and information
	Insights	Damstra Insights (white labelled)		In-vehicle connectivity, reporting, BI
	Asset Management	Damstra Asset Management		Track assets, plant service/maintenance and equipment calibration schedules
	Intelligent Workflows	Damstra Intelligent Workflows		Digital forms, training according to title, creates workflows, part of EPP

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# Growth Strategy

Core strategy unchanged, evolving with the acquisition of TIKS Solutions

Updates



Geography

North America

Key growth pillar, continue to scale up the North American business

UK

Build out the UK business

Users

Continue to build user numbers, via product cross sell and increased client penetration



Vertical & Channel

New verticals

Facilities management and rail

Smaller clients

Increase product uptake

Partners

Deepen and expand partnerships



Product

Workflows

Increase roll-out of paperless forms/workflows across major clients

Data analytics

New frontier with our clients

EPP

Continue to build out our EPP proposition. **Integrate TIKS and add new functionality**

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# TIKS ACQUISITION

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Completed 15 October 2021

## Transaction details

- TIKS Solutions (TIKS) are a Sydney-based SaaS business, operating in the workforce management industry since 2011
- Total consideration of \$18m, comprising:
  - \$2.5m cash payment on completion
  - \$12.0m in fully paid ordinary shares issued<sup>1</sup> on completion
  - \$3.5m cash payment, payment deferred for 12 months
- An additional \$7m comprised of issued<sup>2</sup> shares is payable to the Vendors if certain performance targets are achieved in the 12 months following completion.

## Key metrics

**\$4.1m**

FY21 Revenue

**\$4.4x**

Revenue multiple

**~20**

Employees

**~70**

Clients

## Key Vendors



### S&A Marciano Pty Ltd

- Related party of Sam Marciano, CEO and Founder of TIKS
- Sam has 18 years of experience in software, business development and specializing in SaaS-based products
- 68% TIKS shareholder, has agreed to a 24-month voluntary escrow of his issued shares
- Sam will join the Damstra Executive team in the role of Chief Commercial Officer

### HB Technology Pty Ltd

- Trade as Hunter Bay Partners, a direct investment and advisory firm based in New South Wales
- Invested in TIKS since 2018
- 29% TIKS shareholder, have agreed to a 12-month voluntary escrow of their issued shares



1. Issued at a deemed price of \$1 per share  
2. Based on the 7-day VWAP immediately prior to the Share issue

## Complementary product

Similar offering to Damstra's product suite, with key offerings in workforce management and access control. Adds new functionality also in areas such as permit-to-work, mobile applications and deeper partner integration.

## Industry alignment

Serves similar end industries, which include mining, construction and utilities. Also brings exposure to new verticals in rail, aviation and facilities management.

Clients include BGIS, Teck Resources, Cushman & Wakefield and Honeywell.

## Market leadership

Combination of two like-minded and reputed workforce management solution providers in Australia. Similar visions to grow internationally in key markets such as North America.

## Strong team

Strong team of developers. Will bolster our product development and innovation capability. New South Wales office location brings operational synergies.

## Cultural fit

Similar businesses, product focus and growth vision, with shared values of collaboration, innovation and client support.

## Financial impact

Acquired at an attractive revenue multiple of 4.4x. \$4.1m FY21 revenue brings additional scale. Before synergies, the business is operating cash flow positive, which will lead to immediate value creation.

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# Complementary product suite

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## Workforce

- Company mobilisation
- Employee mobilisation
- Verification
- Time and attendance
- RFID solution
- Mobile login & logout
- Tracing of workers
- Deep integration with digital forms
- Lone worker solution (Solo)
- Deep group management & alerts
- Permit-to-work
- Worker scheduling
- Partner integration

## Learning

- Learning management
- Course editor
- Deep integration with Workforce
- Expanded course library
- Skills matrix & training needs analysis

## Access

- Fixed and mobile access terminals
- Drug & alcohol testing
- Visitor management
- Evacuation management
- Facial recognition
- Temperature detection
- Covid-19 event solution

## Safety

- Prestart and toolbox talks
- Digital forms and flows
- Template form and flow building
- Damstra Safety
- Satellite
- Wearables: Apple Watch & Omate

## Assets

- Plant management
- Equipment management
- Equipment calibration
- RFID solution
- Asset management and maintenance
- Deep integration with digital forms
- Workspace booking management

## Predictive

- Reports
- BI tools
- Predictive analytics

### Product addition key:

- Complementary
- New

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THANK YOU