



Q2 FY22 Quarterly Results Presentation

The World's First Omnidata Intelligence Company

Internal use only

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



Data Intelligence for physical spaces

- Skyfii is fully integrated with the hardware and software offerings of the largest hardware tech vendors globally.
- We have experience working with large volumes of heterogeneous data sets including data ; 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.



Survey



Wi-Fi



LiDAR



Web



Mobile / App



Social



Sales / POS



Media /
Campaign



Weather



Camera



People Counters



CRM

End-to-End Product & Services offering



Technology Solutions

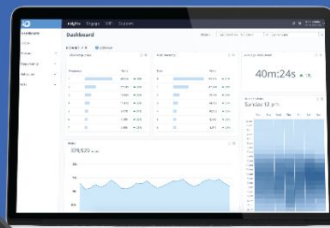
WiFi / People Counting /
Cameras / IoT Devices/ LiDAR

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

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

SCENTRE GROUP

QIC



DAVID JONES

ONE FINE ONE
PROPERTY



Major Transport Hubs

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

SYD Heathrow



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



SF MO MA



NATIONAL MUSEUM AUSTRALIA

Financial & Operating Highlights



Q2 FY22 Results

Operating
Revenue
+50%¹

\$6.0m

Recurring
Revenues
+30%¹

\$3.6m

Cash at
Bank

\$5.4m

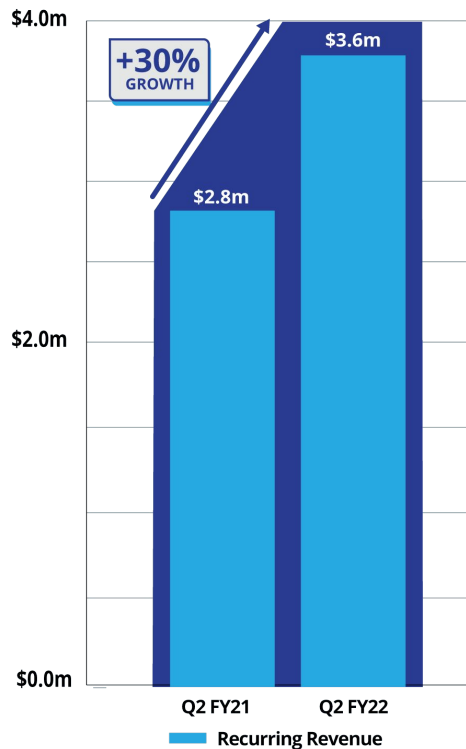
Cash
Receipts
+105%¹

\$6.9m

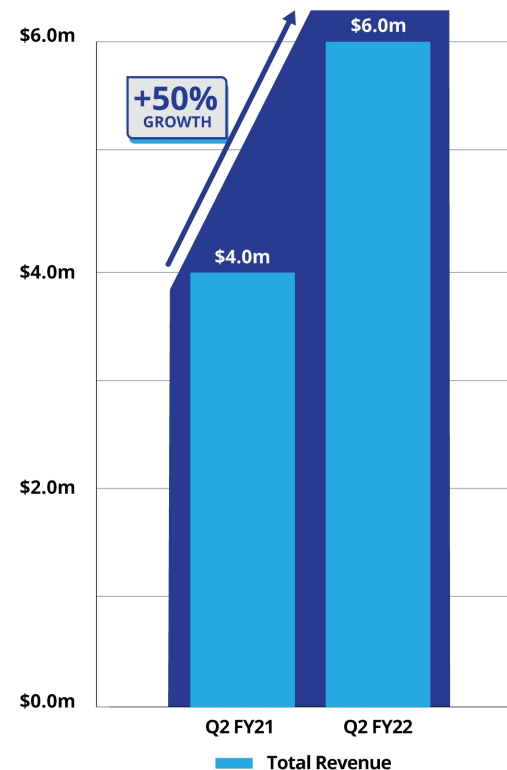
ARR

\$15m

Recurring Revenue



Total Revenue



1. Versus Previous Corresponding Period (Q2 FY21)

2. Annual Recurring Revenue (ARR) based on contracted recurring revenues as at December 21 - inclusive of temporary suspensions as a result of COVID-19 & contracted revenues from the acquisition of CrowdVision announced 6 April 2021

1H FY22 Results¹



Operating
Revenue²
\$11.1m

↑ **50%**

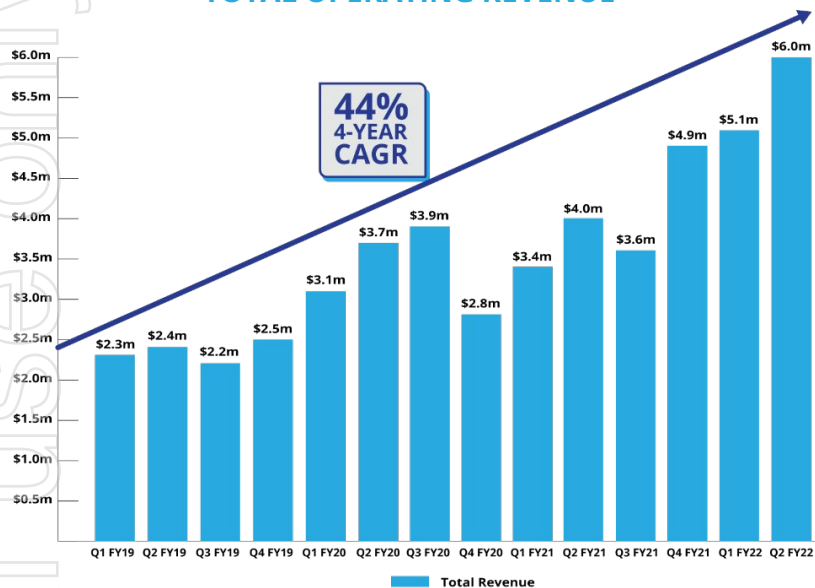
Cash
Receipts²
\$11.0m

↑ **55%**

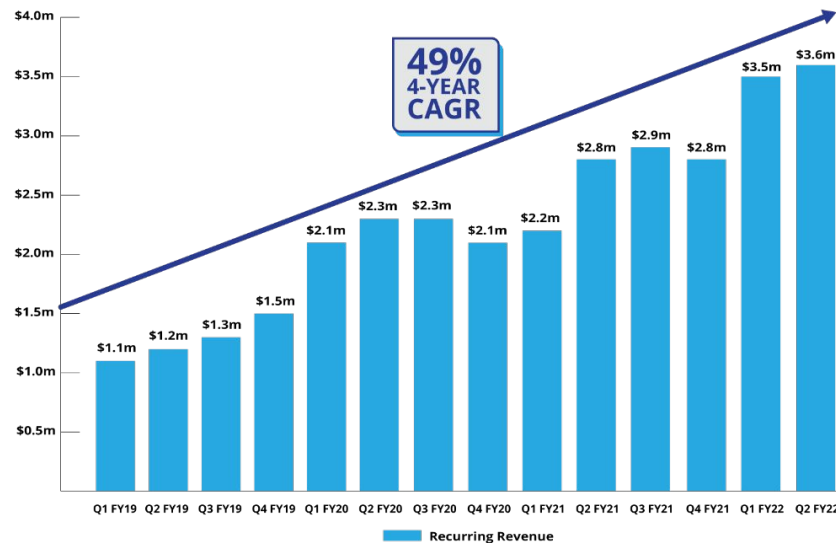
Recurring
Revenue²
\$7.1m

↑ **41%**

TOTAL OPERATING REVENUE



RECURRING REVENUE

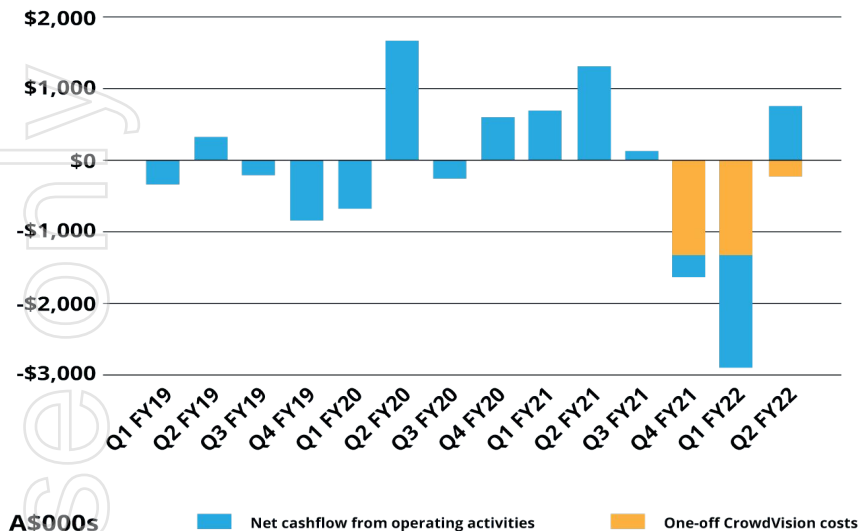


1. Annual Recurring Revenue (ARR) based on contracted recurring revenues as at December 2021, inclusive of temporary suspensions as a result of COVID-19 and contracted revenues from the acquisition of CrowdVision announced 6 April 2021.

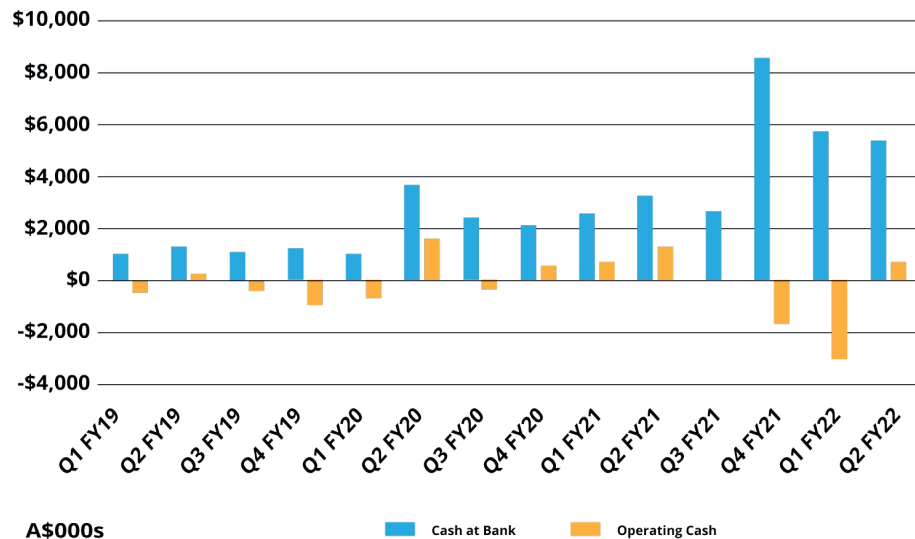
2. Versus Previous Corresponding Period (FY21)

Net Cash from Operating Activities

Cashflows from operating activities¹



Net Cash versus cash flow from operating activities



1) As part of the completion of the CrowdVision acquisition a total of \$3.1m in non-recurring payments were required to settle CrowdVision's legacy net debts (including aged payables). The \$3.1m cost was offset against the total purchase price paid to the vendors of CrowdVision. However, under the accounting standards, these payments were required to be classified as cash outflows from operating activities. The outflows of \$3.1m have to date been settled/paid as follows: \$1.3m in Q4 FY21, \$1.3m in Q1 FY22, and \$220k in Q2 FY22. Two final payments remain outstanding of approximately \$210k in Q3 FY22 and \$70k in Q4 FY22.

Recent Contract Wins

The Company secured \$4m+ in Total Contract Value in key contracts during the quarter:



Majid Al Futtaim (MAF), owner and operator of shopping malls, retail outlets and leisure centres in the Middle East, including Mall of the Emirates



Quick Service Restaurant operator, McDonald's signed a three-year deal for the provision IO Connect Guest WiFi and IO Insights data analytics platform across 183 restaurants across the UAE



International shopping centre group McArthurGlen Designer Outlets signed a three-year contract extension across 24 designer outlet malls in the UK and Europe



Charlotte Douglas International Airport, the sixth busiest airport in the USA by passenger boardings signed a 3-year deal for a queue analytics system to improve passenger experience at their Transportation Security Administration (TSA) checkpoints



At Las Vegas McCarran International Airport, the seventh busiest airport in the USA by passenger boardings, the Transportation Security Administration (TSA) partnered with CrowdVision on an initial 3-year term



Adelaide Airport signed a five-year agreement to deploy CrowdVision's passenger queue monitoring and crowd analytics solution

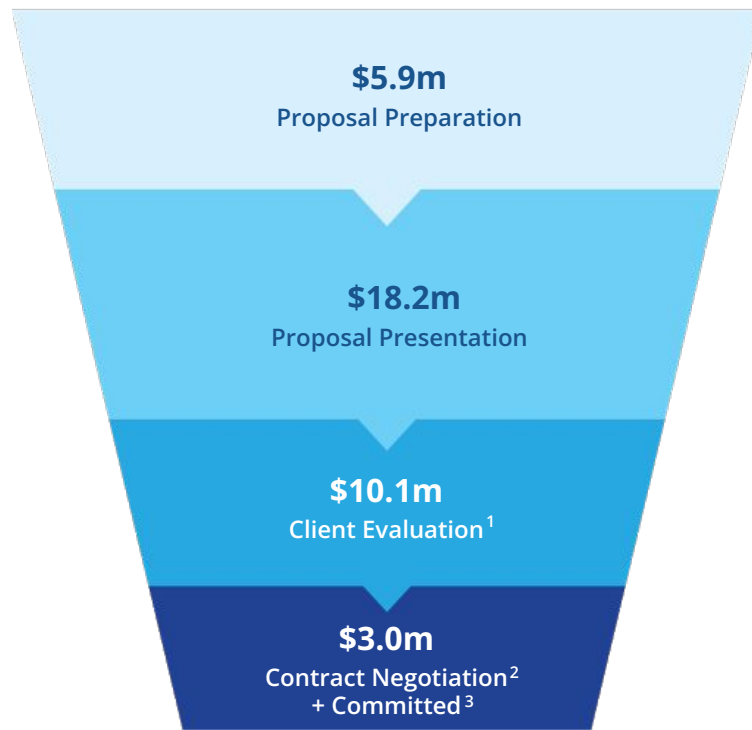
— Outlook



12-month pipeline

- Strong pipeline growth from smart cities, commercial buildings, airports, healthcare facilities, hotels, stadiums and retail
- International markets represent >62% of sales opportunities in pipeline
- ~45% of deals have the potential to influence 2H FY22
- The Company expects the 2H revenue performance to outpace the 1H

12-Month Rolling Pipeline



¹ Client Evaluation - 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 any further.

² Contract Negotiation - sales have firmed up pricing and issued it to the customer, the customer has provided an indication that they wish to proceed and we are in the process of negotiating the final commercial terms.

³ Committed - the customer has committed to the commercial terms in writing but is not ready to be invoiced yet.

Outlook & Strategy

Key areas of
focus for 2HFY22:



Positive business environment driven by growing deal pipeline, recent contract wins and the momentum from our investment and growth activities



The Company expects the 2H FY22 revenues to exceed the record levels achieved in 1H FY22



Cost base set to normalise in 2H FY22



Core focus on delivering operating leverage into FY23 and beyond



Continued focus on near-term conversion across global sales pipelines



Continued business development focus on key verticals including airports, stadiums, grocery and smart buildings

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