



## 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

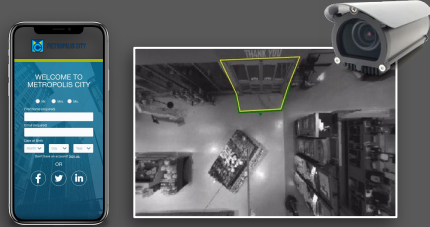


People Counters



CRM

# End-to-End Product & Services offering



## Technology Solutions

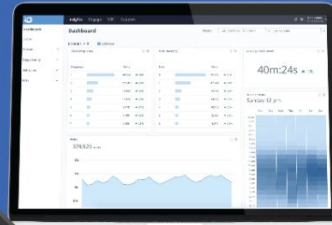
WiFi / People Counting /  
Cameras / IoT Devices/ LiDAR

**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

AMP

DAVID JONES

ONE FINE ONE  
PROPERTY

THE GOOD GUYS

## Major Transport Hubs

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

SYD Heathrow

JFK JOHN F. KENNEDY INTERNATIONAL AIRPORT

RIOgaleão  
aeroporto internacional tom jobim

ORLANDO INTERNATIONAL AIRPORT

CHRISTCHURCH AIRPORT

## Sporting Stadia & Events

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



WEMBLEY



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%<sup>1</sup>

**\$6.0m**

Recurring  
Revenues  
+30%<sup>1</sup>

**\$3.6m**

Cash at  
Bank

**\$5.4m**

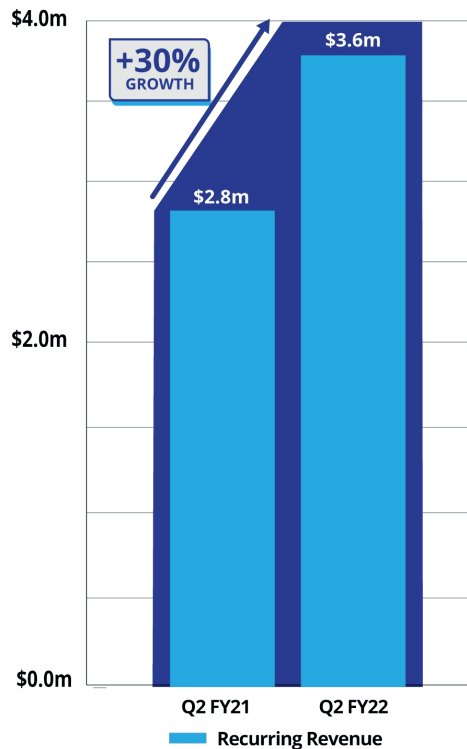
Cash  
Receipts  
+105%<sup>1</sup>

**\$6.9m**

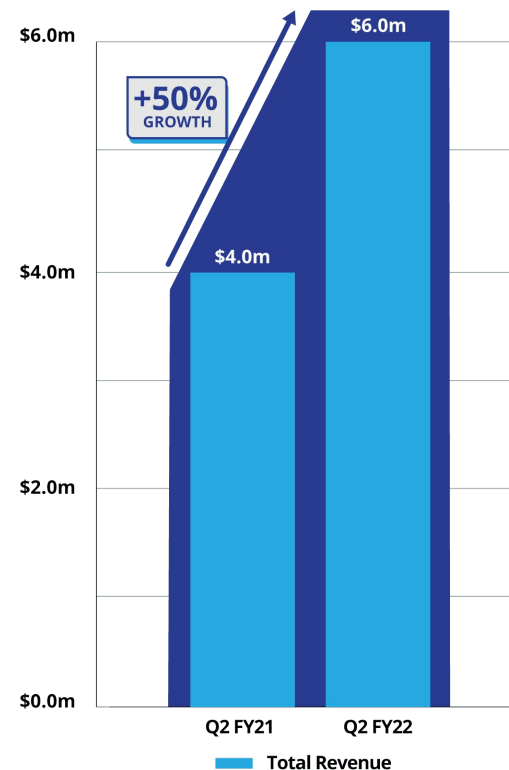
ARR

**\$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 Results<sup>1</sup>



Operating  
Revenue<sup>2</sup>  
\$11.1m

↑ 50%

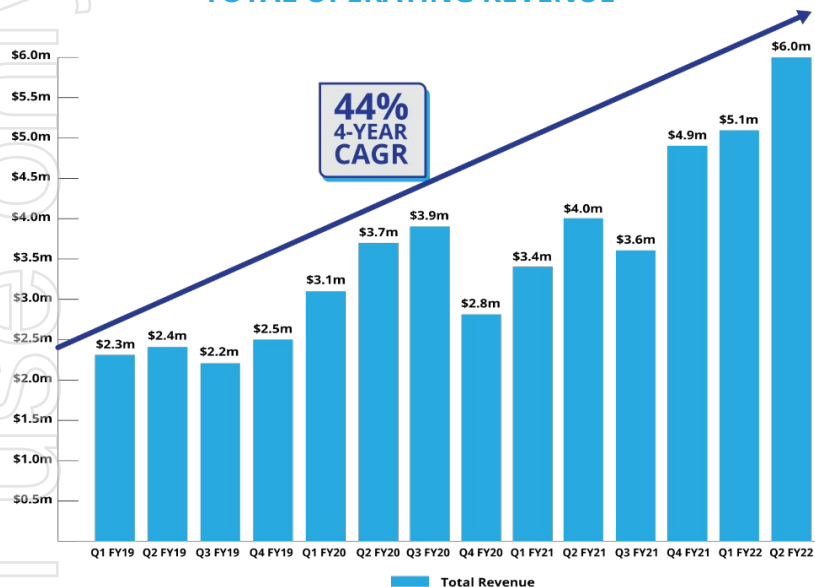
Cash  
Receipts<sup>2</sup>  
\$11.0m

↑ 55%

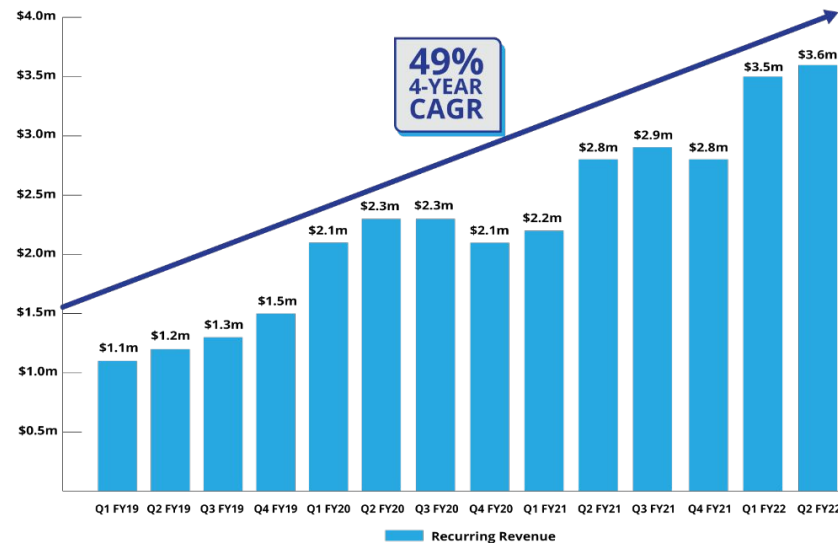
Recurring  
Revenue<sup>2</sup>  
\$7.1m

↑ 41%

## TOTAL OPERATING REVENUE



## RECURRING REVENUE



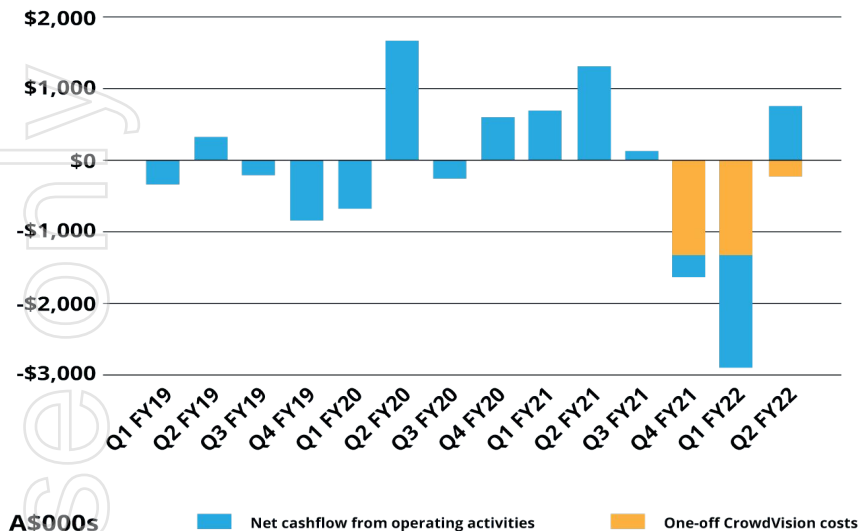
1. Annual Recurring Revenue (ARR) based on contracted recurring revenues as at December 2021, inclusive of temporary suspensions as a result of COVID-19 and contracted revenues from the acquisition of CrowdVision announced 6 April 2021.

2. Versus Previous Corresponding Period (FY21)

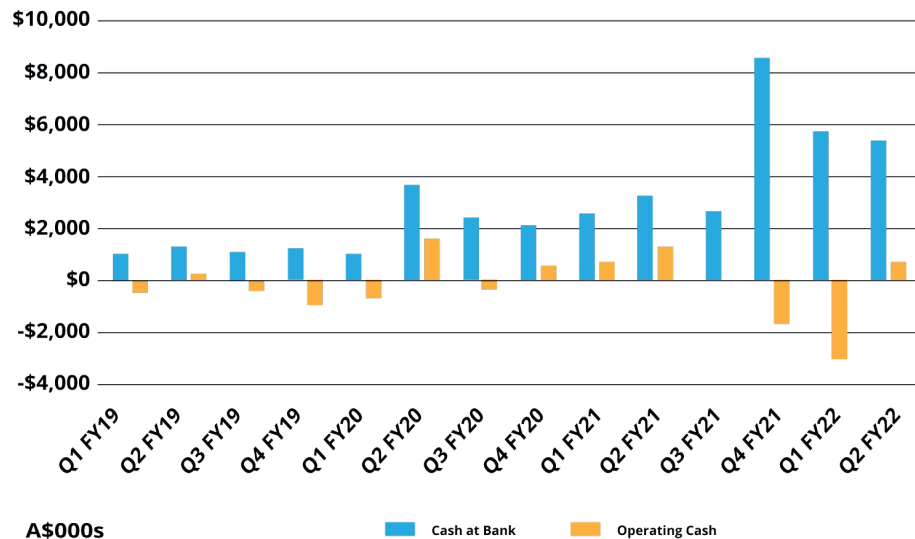


# Net Cash from Operating Activities

Cashflows from operating activities<sup>1</sup>



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

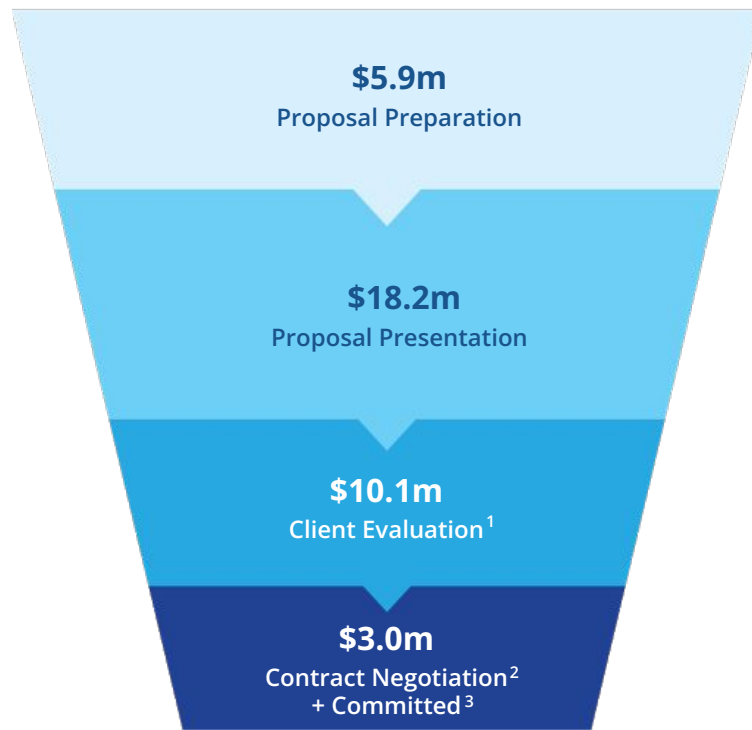
# — Outlook



# 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



<sup>1</sup> 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.

<sup>2</sup> 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.

<sup>3</sup> 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

# Important Notice and Disclaimer

This presentation has been prepared by Skyfii Limited (ACN 009 264 699) (Skyfii or the Company). The information contained in this presentation is current at the date of this presentation. The information is a summary overview of the current activities of the Company and does not purport to be all inclusive or to contain all the information that a prospective investor may require in evaluating a possible investment. This presentation is for general information purposes and is not intended to be and does not constitute a prospectus, product disclosure statement, pathfinder document or other disclosure document for the purposes of the Corporations Act and has not been, and is not required to be, lodged with the Australian Securities & Investments Commission. It is to be read in conjunction with the Company's disclosures lodged with the Australian Securities Exchange.

The material contained in this presentation is not, and should not be considered as, financial product or investment advice. This presentation is not (and nothing in it should be construed as) an offer, invitation, solicitation or recommendation with respect to the subscription for, purchase or sale of any security in any jurisdiction, and neither this document nor anything in it shall form the basis of any contract or commitment. This presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor which need to be considered, with or without professional advice, when deciding whether or not an investment is appropriate.

This presentation may contain information as to past performance of the Company. Such information is given for illustrative purposes only, and is not – and should not be relied upon as – an indication of future performance of the Company. The historical information in this presentation is, or is based upon, information contained in previous announcements made by the Company to the market.

This document contains certain "forward-looking statements". The words "anticipate", "believe", "expect", "project", "forecast", "estimate", "outlook", "upside", "likely", "intend", "should", "could", "may", "target", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements, as are statements regarding the Company's plans and strategies and the development of the market.

Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Company, which may cause actual results to differ materially from those expressed or implied in such statements.

The Company cannot give any assurance or guarantee that the assumptions upon which management based its forward-looking statements will prove to be correct or exhaustive beyond the date of its making, or that the Company's business and operations will not be affected by other factors not currently foreseeable by management or beyond its control. Such forward-looking statements only speak as at the date of this announcement and the Company assumes no obligation to update such information. The release, publication or distribution of this presentation in jurisdictions outside Australia may be restricted by law. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

All references to dollars are to Australian currency unless otherwise stated.

To the maximum extent permitted by law, the Company makes no representation or warranty (express or implied) as to the accuracy, reliability or completeness of any information contained in this document. To the maximum extent permitted by law, the Company shall have no liability (including liability to any person by reason of negligence or negligent misrepresentation) for any statements, opinions or information (express or implied), arising out of, contained in or derived from, or for any omissions from this document, except liability under statute that cannot be excluded.



#### **Media**

John Rankin  
Chief Operating Officer  
*Skyfii*

**p:** +61 2 8188 1188

**e:** john.rankin@skyfii.com



#### **Investors**

Craig Sainsbury  
Executive Director  
*Market Eye*

**p:** +61 428 550 499

**e:** craig.sainsbury@marketeye.com.au

