



Skyfii helps organisations activate the power of their data through technology & human ingenuity, to optimise the spaces where we live, work, shop, travel & play.

PRESENTED BY // WAYNE ARTHUR + JOHN RANKIN

# EXECUTIVE SUMMARY

## STRONG MACRO TRENDS

- Increasing global focus on crowd analytics and occupancy management
- Growing demand for our industry leading technology and data solutions

## GROWING RECURRING REVENUE

- Q3 FY22 Recurring Revenue up 30% vs pcp, to \$3.8m
- 4 year CAGR of 42%
- Annualized Recurring Revenue of \$15.4m

## STRONG GROWTH OUTLOOK

- \$10.1m of Total Contract Volume converted YTD
- \$32m in advanced stage deal pipeline
- Investment for growth in FY22 has provided platform to deliver sustainable cash flow breakeven in FY23

## THE OPERATING ENVIRONMENT

- Travel levels returning to pre-COVID levels across the globe driving increasing demand for our solutions
- USA & EMEA regions have been growing rapidly and present large opportunities for continued growth
- April RFP's up materially on March Quarter levels
- Cash outflows to normalize in Q4 as we begin to build operating leverage into FY23



# DATA INTELLIGENCE FOR PHYSICAL SPACES

**11B**

data points processed  
everyday

**90K**

connected IoT devices

**11K**

venues

**+200**

data integrations



AODB



SOCIAL



WI-FI



LIDAR



COMMON USE  
EQUIPMENT



MOBILE/APP



POS



THERMAL



WEATHER



CAMERAS



SMS



CARPARK  
DATA



CRM



FIDS



SURVEY



WEB



PEOPLE  
COUNTERS



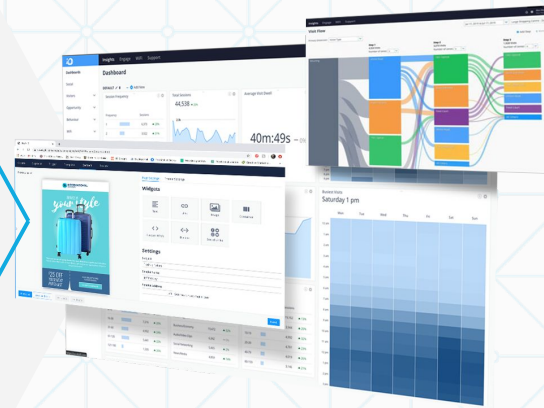
BLE



BEACONS



EMAIL



# KEY USES FOR SKYFII ACROSS KEY VERTICALS

We provide data analytics solutions to over **11,000 venues** in **3 core regions: APAC, EMEA, AMERICAS**

### GOVT. AGENCIES & CULTURAL INSTITUTIONS

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

### COMMERCIAL PROPERTY

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

### RETAIL & RETAIL PROPERTY

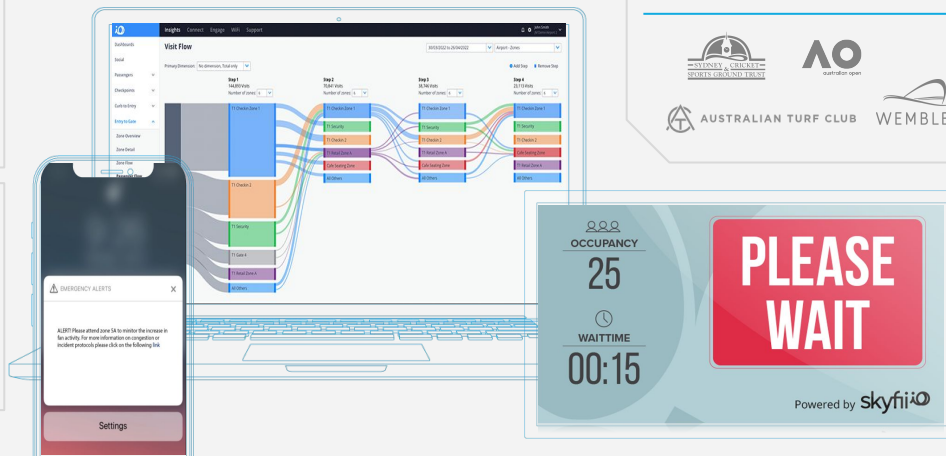
- Marketing Automation
- Retail Planning
- Trade Area Analysis
- Customer Sentiment & Satisfaction
- Sales Conversion

### 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





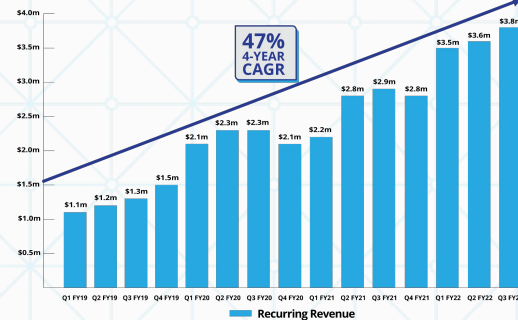
# FINANCIAL & OPERATING HIGHLIGHTS

## QUARTERLY PERFORMANCE SUMMARY

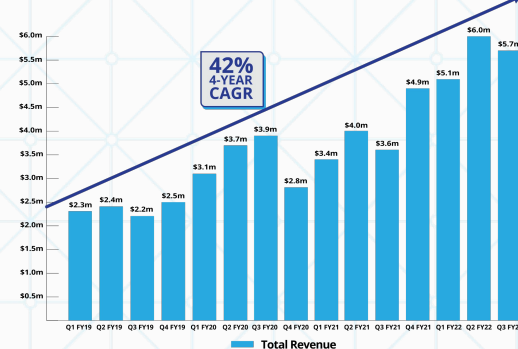
	Q3 FY22	Q3 FY21	PCP
Total Operating Revenue	\$5.7m	\$3.6m	+59%
Recurring Revenue	\$3.8m	\$2.9m	+30%
ARR <sup>1</sup>	\$15.4m	\$11.0m	+40%
Cash at Bank	\$5.0m	\$2.8m	+75%
Net Operating Cash Flow	-\$0.4m	\$0.1m	-
Cash Receipts	\$6.2m	\$4.0m	+54%
Churn	4%	4%	-

<sup>1</sup> Annual Recurring Revenue (ARR) based on contracted recurring revenues as at March 2022, inclusive of temporary suspensions as a result of COVID-19 and contracted revenues from the acquisition of CrowdVision announced 6 April 2021.

### RECURRING REVENUE



### TOTAL OPERATING REVENUE



## ANNUAL PERFORMANCE SUMMARY

	FY19	YoY	FY20	YoY	FY21	YoY	FY22 YTD	YoY
<b>Total Operating Revenue</b>	\$9.4m	+52%	\$13.5m	+44%	\$15.9m	+18%	\$16.8m	+53%
<b>Recurring Revenue</b>	\$5.1m	+50%	\$8.8m	+72%	\$11.3m	+27%	\$10.8m	+36%
<b>ARR</b>	\$6.0m	+39%	\$10.0m	+67%	\$14.0m	+40%	\$15.4	+40%
<b>Operating EBITDA</b>	\$0.9m	+49%	\$2.1m	+142%	\$1.6m	-22%	-	-
<b>True Gross Margin<sup>1</sup></b>	65%	-	66%	-	64%	-	54%	-
<b>Rule of 40<sup>2</sup></b>	58%	-	61%	-	26%	-	-	-
<b>Churn</b>	1%	-	2%	-	4%	-	4%	-

History of profitable revenue growth

Track record of positive operating EBITDA

Scalable business with global market opportunity

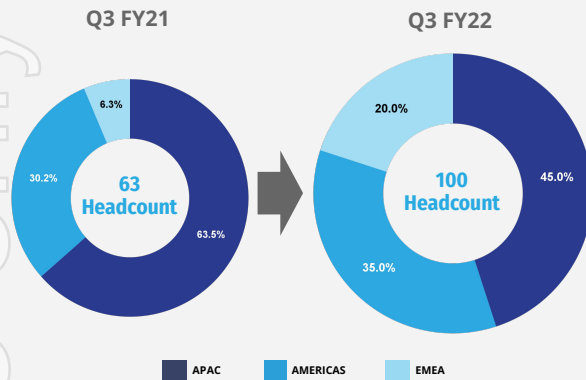
Low churn highlights value add to client

<sup>1</sup> True Gross Margin is inclusive of both cost of sales and project delivery team labour costs.

<sup>2</sup> Rule of 40 is calculated on total operating revenue for the corresponding period

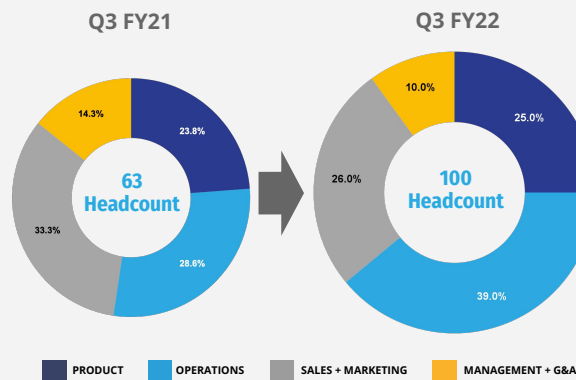
## INVESTING FOR GROWTH

### HEADCOUNT BY REGION



	Q3 FY21	Q3 FY22	YoY
APAC	40	45	+13%
AMERICAS	19	35	+84%
EMEA	4	20	+400%
<b>TOTAL</b>	<b>63</b>	<b>100</b>	<b>+59%</b>

### HEADCOUNT BY FUNCTION



	Q3 FY21	Q3 FY22	YoY
Product	15	25	+67%
Operations	18	39	+116%
Sales + Marketing	21	26	+24%
Management + G&A	9	10	11%
<b>TOTAL</b>	<b>63</b>	<b>100</b>	<b>+59%</b>

Intentional decision to invest for profitable growth in FY22 given strong macro tailwinds provided by COVID

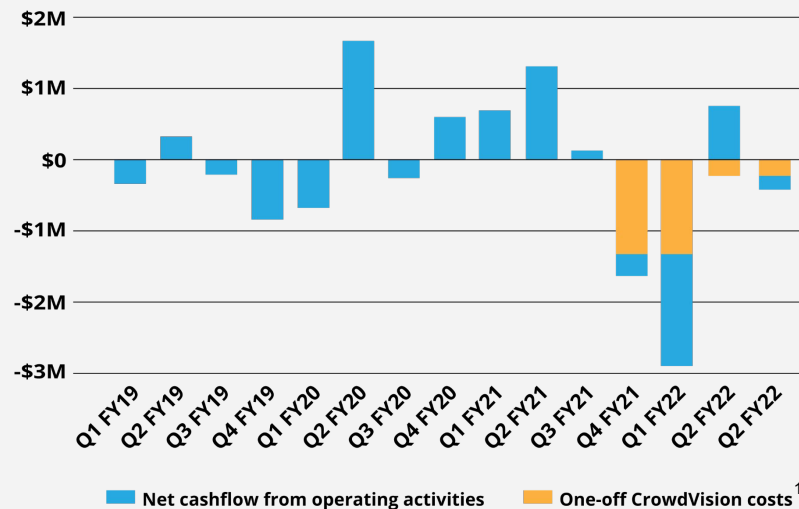
Investment into Sales, Marketing and Service delivery headcount to drive additional revenue growth across all regions

Investment will normalise in FY23 driving operating leverage as cash investment decreases and revenue accelerates

Skyfi remains well capitalised to achieve its future revenue and earnings goals

## NET CASH FROM OPERATING ACTIVITIES

### Cash flows from operating activities



Quarterly net cash outflow from operating activities of \$0.4m.

The cash outflow for the quarter was driven by:

1. Settlement of CrowdVision Acquisition
2. Project delivery timeframes
3. Investment in growth initiatives

<sup>1</sup> Settlement of CrowdVision Acquisition: 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, \$220k in Q2 FY22 and \$210k in Q3 FY22. A final payment of \$70k is due in Q4 FY22.

# Contract Wins

## \$2.8M

TCV Contracted In Q3

## \$10.1M

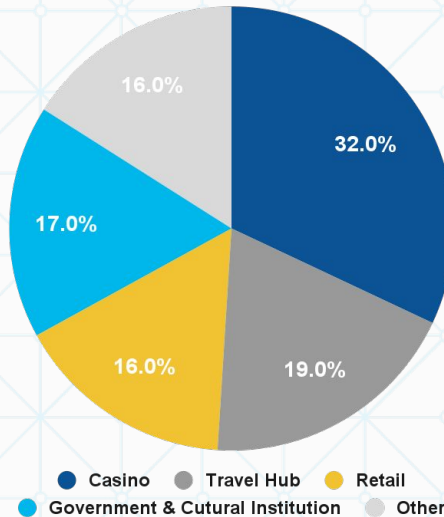
TCV Contracted YTD

Americas Contributed

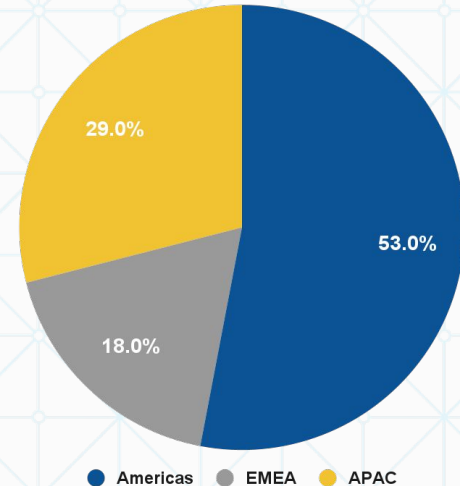
## 53%

Of TCV<sup>1</sup> Contracted in Q3

TCV contracted in Q3 FY22  
BY VERTICAL



TCV contracted in Q3 FY22  
BY REGION



<sup>1</sup>Total Contract Value (TCV) refers to the entire revenue generated from a contract and is inclusive of both recurring and non-recurring revenues. Skyfii's typical contract term is ~36 months.



# OUTLOOK

## \$32M IN ADVANCED STAGE DEAL PIPELINE

- Strong pipeline contribution from government and cultural institutions (13%), travel hubs (21%), retail (25%) and retail property (28%)
- International markets represent >61% of sales opportunities in the pipeline
- 24% of pipeline has the potential to influence Q4 FY22
- >20% of pipeline has been generated in the last 3 months

### 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



The Company reconfirms that 2H FY22 revenues will exceed the record levels achieved in 1H FY22



Continued business development focussed on key verticals including airports, stadiums, retail properties and also quick service restaurants



Core focus on delivering operating leverage into FY23 and beyond



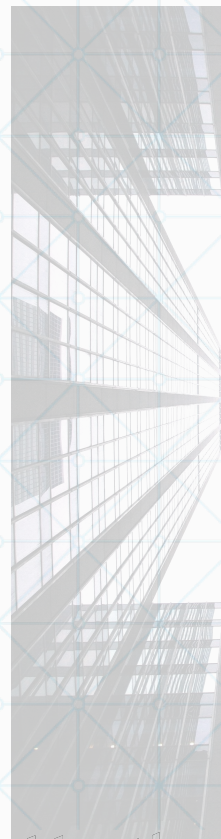
The Company's investment for growth is set to normalise further over the remainder of FY22



Increasing adoption of advanced behavioural intelligence technology solutions such as LiDAR continues to drive a strong pipeline across all regions



Operating cash flow is expected to improve significantly during Q4 FY22 and the Company expects to achieve a sustainable cash flow breakeven position during FY23



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