



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

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# 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

- Q4 FY22 total recurring revenue up 13% vs pcp, to \$3.8m
- 4 year recurring revenue CAGR of 44%
- FY22 recurring revenue of \$14.6m, up 24% vs FY21
- FY22 exit Annualized Recurring Revenue (ARR) of \$16m

## STRONG GROWTH OUTLOOK

- \$33m in advanced stage deal pipeline
- The Company expects to grow ARR to >\$20m during FY23 and achieve a sustainable cash flow breakeven position during 2H FY23

## THE OPERATING ENVIRONMENT

- 2H FY22 has provided challenges to our operations, including the impacts of wage inflation, a global talent shortage, supply chain cost increases and delays with the delivery of key hardware items
- Initiatives implemented to focus on cost control, including offshoring, to drive savings and deliver sustainable cash flow from 2HFY23
- Travel levels returning to pre-COVID levels across the globe driving increasing demand for our solutions in the Transit Hub vertical where Skyfii has an industry leading position



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# DATA INTELLIGENCE FOR PHYSICAL SPACES, ALL ON ONE PLATFORM



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

## 11 Billion

data points processed everyday

## 90,000+

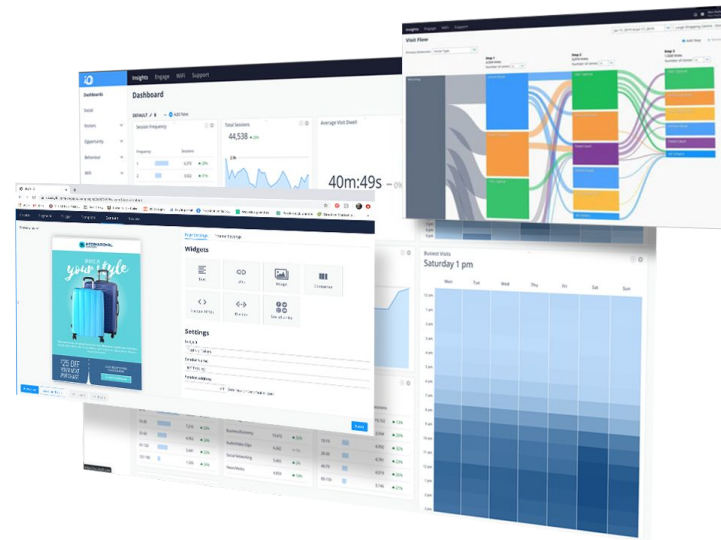
connected IoT devices

## 12,000+

venues served

## 200+

data integrations



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# USES FOR SKYFII ACROSS KEY VERTICALS

We provide data analytics solutions to over **12,000 venues in 3 core regions: APAC, EMEA, AMERICAS**

## 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



## TRANSPORTATION 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



## GOVT. AGENCIES & CULTURAL INST.



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



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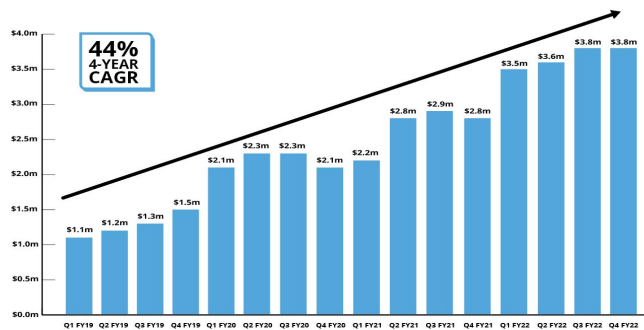


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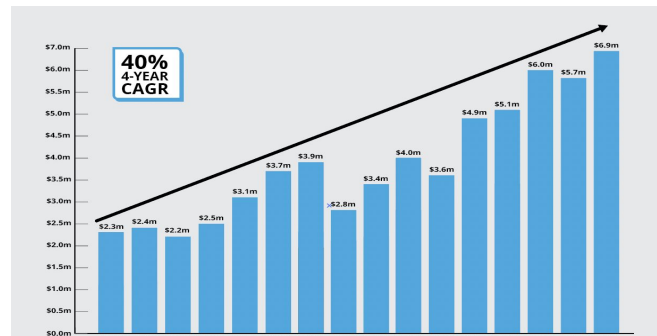
# FINANCIAL & OPERATING HIGHLIGHTS

# QUARTERLY PERFORMANCE SUMMARY

	Q4 FY22	Q4 FY21	PCP
Total Operating Revenue	\$6.9m	\$4.9m	+40%
Recurring Revenue	\$3.8m	\$3.3m	+13%
ARR <sup>1</sup>	\$16.0	\$14.0m	+14%
Cash at Bank	\$5.1m	\$8.6m	-40%
Net Operating Cash Flow	\$0.8m	-\$1.8m	nm
Cash Receipts	\$6.5m	\$3.9m	+67%
Churn	<4%	<4%	nm



Recurring Revenue



Total Operating Revenue

<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.

# ANNUAL PERFORMANCE SUMMARY <sup>1</sup>

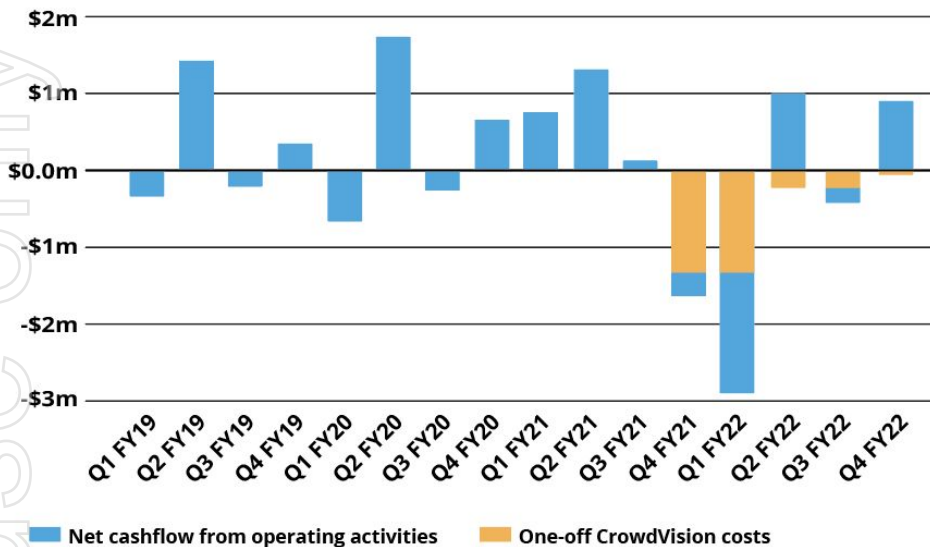
	FY19	YoY	FY20	YoY	FY21	YoY	FY22	YoY
<b>Total Operating Revenue</b>	\$9.4m	+52%	\$13.5m	+44%	\$15.9m	+18%	\$23.6m	+49%
<b>Recurring Revenue</b>	\$5.1m	+50%	\$8.8m	+72%	\$11.3m	+27%	\$14.6m	+24%
<b>ARR</b>	\$6.0m	+39%	\$10.0m	+67%	\$14.0m	+40%	\$16.0m	+14%
<b>Operating EBITDA</b>	\$0.9m	+49%	\$2.1m	+142%	\$1.6m	-22%	-\$1.8m	-213%
<b>True Gross Margin <sup>2</sup></b>	65%	-	66%	-	64%	-	58%	-
<b>Churn</b>	1%	-	2%	-	4%	-	4%	-

<sup>1</sup> FY22 results remain unaudited and may change upon completion of the audit process

<sup>2</sup> True Gross Margin is inclusive of both cost of sales and project delivery team labour costs.

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# NET CASH FLOW FROM OPERATING ACTIVITIES



Quarterly net cash from operating activities of \$0.84m inclusive of the impacts of capitalisation of employee, contractor and other expenditure attributable to software development.

Other key areas that influenced cash flow:

1. Settlement of CrowdVision Acquisition
2. Project delivery delays
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, \$210k in Q3 FY22 and \$70k in Q4 FY22.



# CONTRACT WINS

**>50%**

of new contract wins secured in the Americas

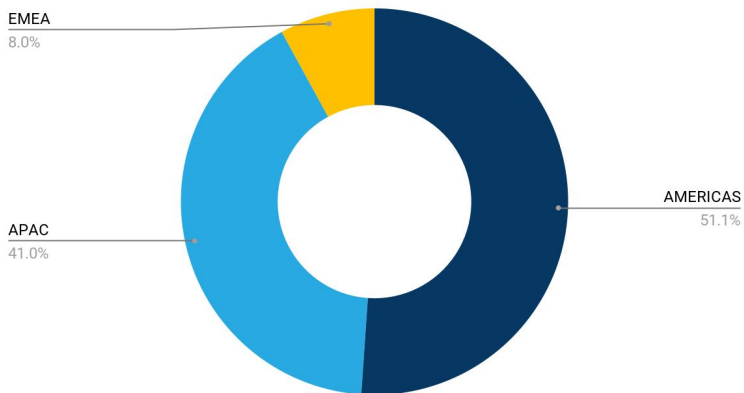
**\$5.7m**

TCV Contracted In Q4

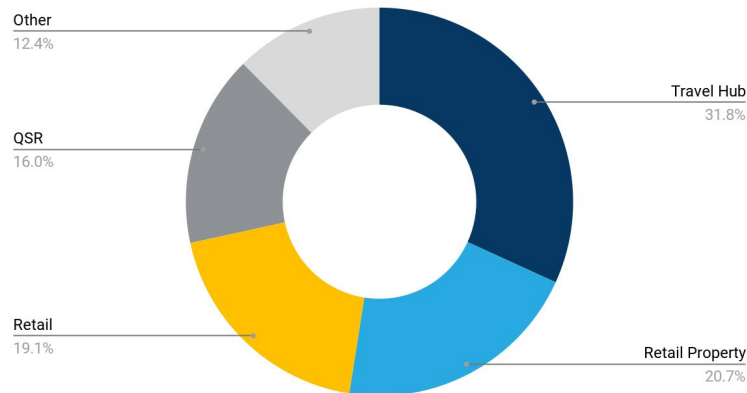
**65%**

of deals closed won were created in the last 6 months

By Region



By Vertical



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# CORPORATE



## NEW BOARD APPOINTMENTS & EXECUTIVE DIRECTOR RELOCATION

Post the end of the quarter, the Company announced the appointments of Mr Mark Devadason and Mr Bob Alexander as Non-Executive Directors.

- Mr Mark Devadason has more than 30 years of international banking and leadership experience across corporate, private banking and broad-based sustainability work. Mark is also a Non-Executive Director of Melbourne based mutual bank, Bank First and an executive coach and mentor with Stephenson Mansell Group.
- Mr Bob Alexander is an experienced Non-Executive Director, previously holding board and advisory roles in the technology solution, intellectual property and digital media and advertising industries. Bob was a Non-Executive Director and Chairman of the Audit & Risk Committee for former ASX-listed software company, The Citadel Group Limited, as well as Xenith IP Group Limited and QMS Media Limited.

John Rankin, Chief Operating Officer and Executive Director has relocated to Europe to drive the Company's initiatives in the rapidly growing Europe, Middle East, Africa (EMEA) region. With Chief Executive Officer Wayne Arthur already located in the USA, the Company's two most senior executives are located in our core high-growth regions.





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# FUTURE OUTLOOK

## \$33m IN ADVANCED STAGE DEAL PIPELINE

- International markets represent >63% of sales opportunities in the pipeline
- 18% of pipeline has the potential to influence Q1 FY23
- Strong pipeline contribution from emerging verticals: government and cultural venues (14%) and QSR (11%)
- >15% of pipeline has been generated in the last 3 months
- Core verticals of retail, retail property and airports driving new contract wins

### 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 firming 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 expects to deliver another year of strong revenue growth and expects ARR to grow to >\$20m during FY23



Resolution of supply chain issues and delivery challenges that have carried over from 2H FY22 and recognition of delayed project revenues



Focus on revenue conversion in the rapidly growing North America and EMEA region



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



Achieve a sustainable cash flow breakeven position during 2H FY23



Costs rationalisation and efficiency initiatives, including offshoring of talent, to deliver material cost savings and maintain margins

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Media

## JOHN RANKIN

Chief Operating Officer, *Skyfii*

phone: +61 2 8188 1188

email: john.rankin@skyfii.com



Investors

## CRAIG SAINSBURY

Managing Director, *Market Eye*

phone: +61 428 550 499

email: craig.sainsbury@marketeye.com.au