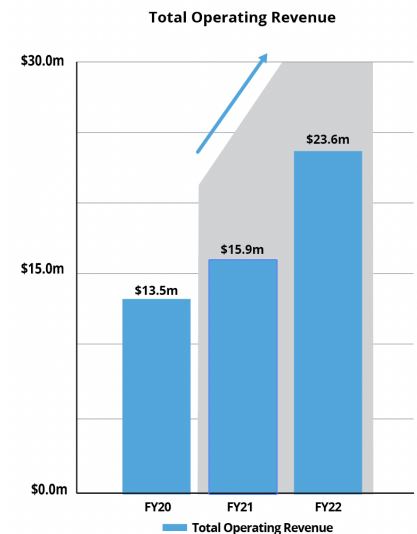


# 49% REVENUE GROWTH YOY WITH STRONG MOMENTUM INTO FY23

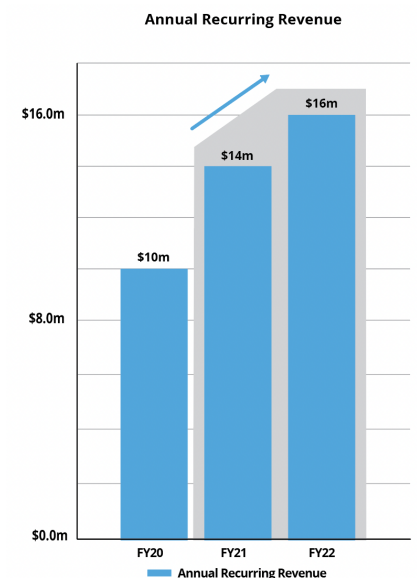
## FY22 Full Year Highlights

- Total Operating Revenues of \$23.6m, up 49% vs FY21
- Recurring Revenues of \$14.6m, up 30% vs FY21
- Recurring revenue accounted for 62% of total revenue (71% in FY21) due to a greater proportion of project and implementation work conducted in FY22 which will lead to recurring revenue generation in FY23 and beyond
- Revenue from international markets accounted for 47% of total revenue (39% in FY21)
- Proforma Annualised Recurring Revenue (ARR) exited FY22 at \$16.0m<sup>1</sup>
- Operating EBITDA loss of \$1.8m and net cash outflow from operating activities of \$1.8m inline with the Company's stated investment for growth program conducted in FY22
- Rolling 12 month pipeline includes over \$33m of advanced stage deals
- Strong balance sheet with total available cash funds of \$5.1m<sup>2</sup>



## FY22 Operational Highlights

- Secured \$15.8m in Total Contract Value with the Americas and EMEA accounting for over 58% of all TCV converted during the year
- Expanded presence in global airport vertical via deals with 3 of the Top 10 US airports by passenger volume
- Advanced our LiDAR technology offering delivering new avenues of revenue growth and establishing Skyfii as a technology leader in global data capture and analysis
- Investment for growth strategy undertaken in FY22 has increased the Company's sales and distribution capabilities accelerating growth opportunities and providing momentum into FY23



## Outlook

- Costs rationalisation and efficiency initiatives are underway, including offshoring of talent, to deliver future scalability, material cost savings and strengthen our overall margins
- The Company expects to grow ARR to >\$20m during FY23 and achieve a sustainable cash flow breakeven position during 2H FY23

<sup>1</sup> Annual Recurring Revenue (ARR) based on contracted recurring revenues as at June 2022 including suspension of services

<sup>2</sup> Cash available includes \$4.2m of cash at bank and a drawdown of \$0.9m from the \$1.8m Export Finance Facility

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## Commenting on FY22,

### Skyfii CEO and Managing Director Wayne Arthur said:

"Our strategy of investing capital to build our sales, business development and service delivery capability over the course of FY22 has delivered an expanded customer footprint, generated an ARR of \$16 million and resulted in a growing pipeline and strong momentum into FY23.



Public venues such as malls, stadiums, train stations and airports across the globe are increasingly relying on crowd analytics and occupancy management solutions to deliver real time data to drive their decision making processes, deliver efficiency into their operations and improve the customer experience through their venues. Skyfii has continually developed its technology and platform offering to ensure we provide our customers with market leading and highly accurate insights . During FY22 we built out a globally market leading LiDAR technology solution, further differentiating our product offering and advancing our IP. The long term and sustainable value provided by our technology solutions is reflected in our customer retention rate of >96%.

We expect another year of strong sales conversion, ARR growth and importantly through our cost rationalisation initiatives expect to show genuine operating leverage during FY23. We believe our business is positioned to deliver >20% growth into FY23, a >\$20m ARR result and importantly, deliver sustainable positive cash flow from the second half of FY23 onwards. With a strong balance sheet, a dedicated global team, industry leading technology and a large and growing pipeline of opportunities we are confident of our ability to execute on our growth and deliver meaningful returns to our shareholders."

## Key Performance Metrics (FY19 - FY22)

	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	+30%
<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%	\$1.60m	-22%	\$-1.8m	-213%
<b>True Gross Margin</b>	65%		66%		64%		58%	
<b>Churn</b>	1%		2%		4%		4%	

## Outlook

Skyfii has commenced the new financial year in a strong position with a growing pipeline of new business opportunities. Operating cash flow is expected to improve significantly in 1H FY23 and the Company reconfirms expectations to achieve a sustainable cash flow breakeven position during 2H FY23. Specific areas of focus for the Skyfii team in FY23 will include:

- Focus on near-term conversion across CrowdVision and Skyfii sales pipelines in our key growth verticals of airports, stadiums and event centres;
- Maintain our growth in other verticals including Corporate Offices, Retail, Retail Property, Universities, Schools and Municipalities;
- Full integration of the CrowdVision technology solution into the Skyfii offering and retirement of the legacy platform;
- Cost rationalisation and efficiency initiatives including offshoring talent to deliver material cost savings and maintain margins; and
- Deliver ARR growth to >\$20m in FY23 and deliver sustainable positive cashflow

ASX: SKF | 29 AUGUST 2022

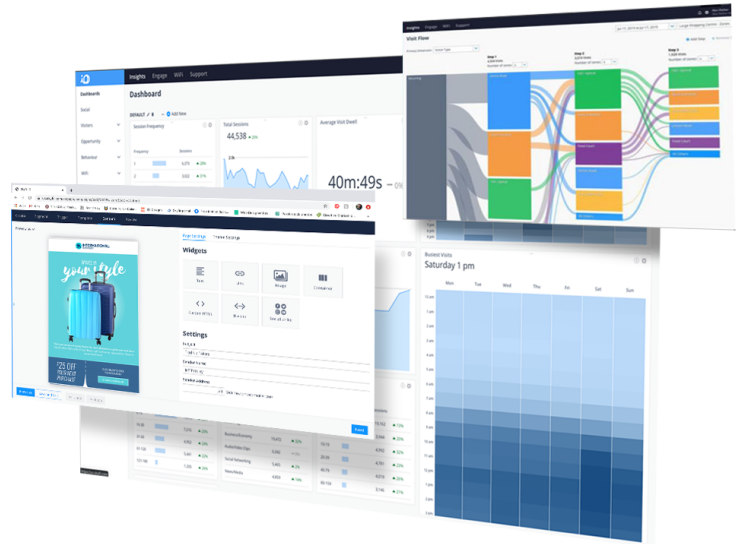
## About Skyfii

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

Skyfii's IO platform unifies your data points on one proprietary platform to give you the insights needed to solve the complex challenges of your present and future.

We ingest data from a diverse range of technologies including WiFi, Camera, People counting, LiDAR, CCTV and IoT devices. We combine these datasets with contextual data like weather, retail sales and sociodemographic to improve operational performance for retailers, airports, stadiums, smart cities and other public and commercial venues.

Skyfii further augments insights generated by the IO Platform with its Data & Marketing Services offering: A team of data science and digital marketing consultants who help our clients harness more value from their data.



This announcement has been approved by Skyfii Limited's CEO.

Learn more at [www.skyfii.io](http://www.skyfii.io) or follow Skyfii updates at <https://au.linkedin.com/company/skyfii>

### Media

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# Appendix 4E

## Preliminary final report

### 1. Company Details

Name of entity: Skyfii Limited  
 ABN: 20 009 264 699  
 Reporting period: For the year ended 30 June 2022  
 Previous period: For the year ended 30 June 2021

### 2. Results for Announcement to Market

			\$
Revenue from ordinary activities	up	47.3%	23,729,067
(Loss) from ordinary activities after tax attributable to the shareholders	up	58.0%	(11,087,809)
(Loss) for the year attributable to shareholders	up	58.0%	(11,087,809)

### Dividends

No dividends have been declared for the reporting period.

### Comments

The loss for the group after providing for income tax amounted to \$11,087,809 (30 June 2021: loss of \$7,018,913).

### 3. Net tangible assets

	2022 cents per share	2021 cents per share
Net tangible asset backing per share	0.34	0.14
Net assets per share	3.37	4.07

### 4. Audit qualification or review

Details of audit/review dispute or qualification (if any):

The financial statements have been audited and an unqualified opinion has been issued.

### 5. Signed



Wayne Arthur  
 Chief Executive Officer

Date: 29 August 2022

