



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
- Strong customer focus on LiDAR technology

## GROWING RECURRING REVENUE

- Q1 FY23 total recurring revenue up of \$3.8m +11% vs pcp
- Quarterly Cash Receipts from customers of \$6.4m, up 49% on pcp with a net cash outflow from operations of \$0.9m
- Pro forma Annualised Recurring Revenue (ARR) exited Q1 FY23 at \$15.7m, negatively impacted by higher rate of customer contraction and churn

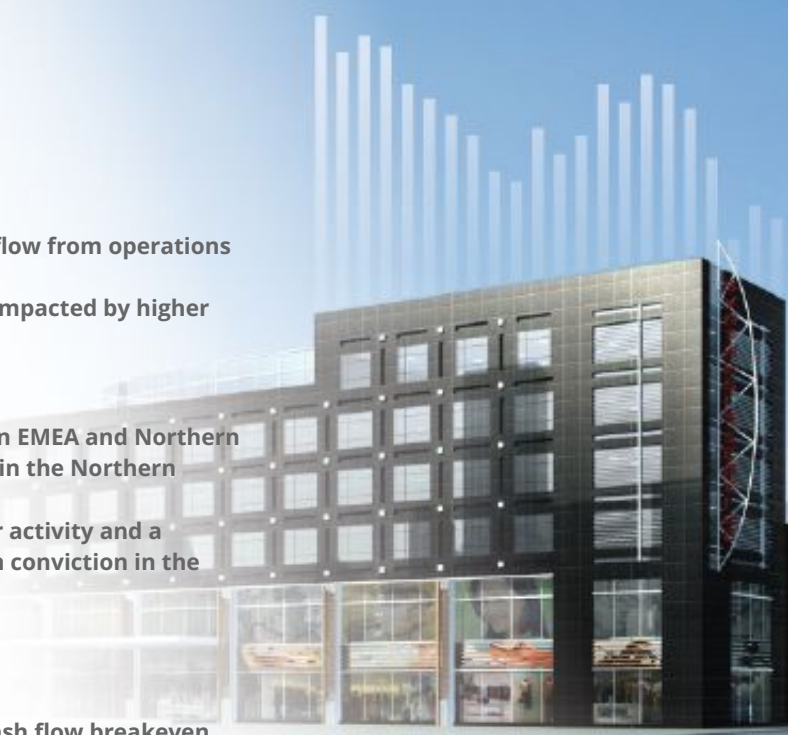
## THE OPERATING ENVIRONMENT

- Net cash reduced during the quarter primarily due to delays in key annual renewals in EMEA and Northern American region, a seasonally slower start to the year due to extended summer break in the Northern Hemisphere
- Despite the headwinds experienced during Q1, due to slower than expected customer activity and a slowdown in closing out of key projects due to the supply chain impacts we have a high conviction in the near term pipeline and we expect to have a stronger Q2

## STRONG GROWTH OUTLOOK

- \$31m 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

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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



CARPAK DATA



CRM



FIDS



SURVEY



WEB



PEOPLE COUNTERS



BLE



BEACONS



EMAIL

**11 Billion**

data points processed everyday

**90,000+**

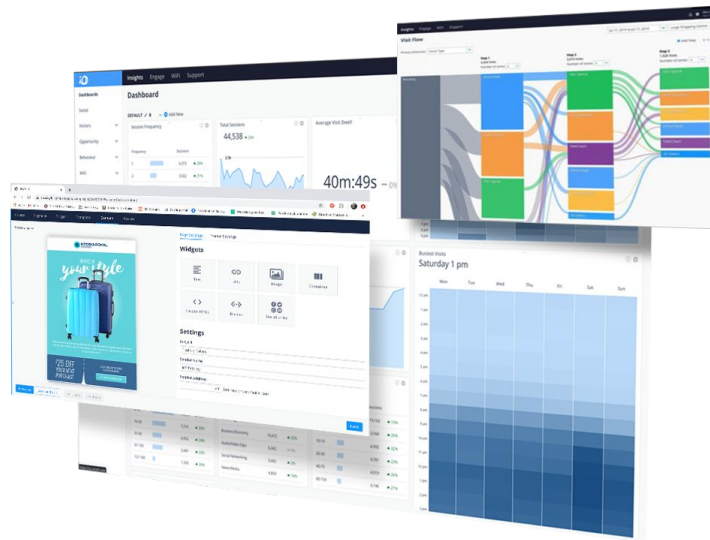
connected IoT devices

**13,000+**

venues served

**200+**

data integrations



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# USES FOR SKYFII ACROSS KEY VERTICALS

We provide data analytics solutions to over **13,000 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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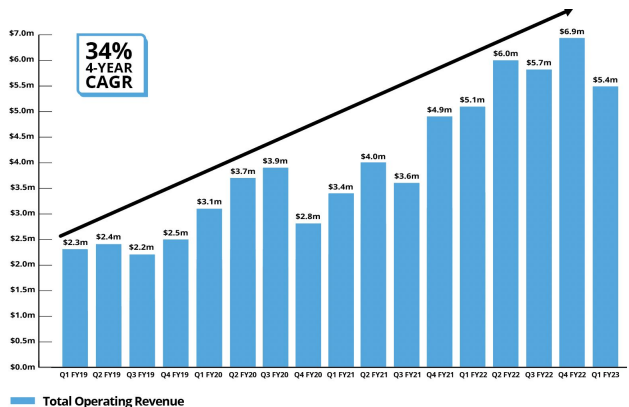
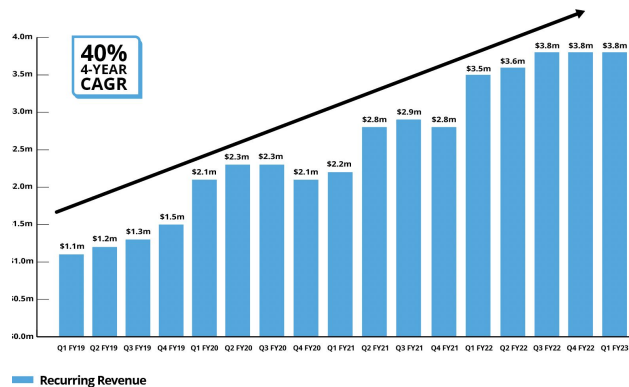


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# FINANCIAL & OPERATING HIGHLIGHTS

# QUARTERLY PERFORMANCE SUMMARY

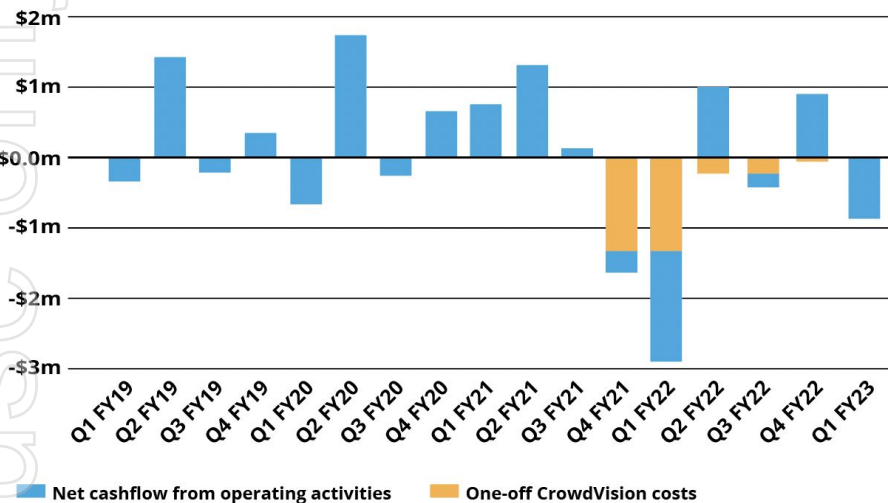
|                         | Q1 FY23 | Q1 FY22 | PCP  |
|-------------------------|---------|---------|------|
| Total Operating Revenue | \$5.4m  | \$5.1m  | 7%   |
| Recurring Revenue       | \$3.8m  | \$3.5m  | 11%  |
| ARR <sup>1</sup>        | \$15.7m | \$14.2m | 11%  |
| Cash at Bank            | \$4.3m  | \$5.8m  | -26% |
| Net Operating Cash Flow | -\$0.9m | -\$2.9m | 333% |
| Cash Receipts           | \$6.4m  | \$4.1m  | 54%  |
| Churn                   | <3%     | <3%     | -    |



<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.

# NET CASH FLOW FROM OPERATING ACTIVITIES

Net cashflows from operating activities



In Q1 FY23 the Company generated cash outflow from operating activities of \$0.87m, which was exclusive of the impacts of capitalisation of employee, contractor and other expenditure attributable to software development.

Net cash reduced during the quarter primarily due to

- delays in key annual renewals in EMEA and Northern American region
- a seasonally slower start to the FY due to extended summer break in the Northern Hemisphere.
- impact of a one-off credit note to a large US based Casino
- slower than anticipated working capital cycle

Despite the cash burn in the quarter, the strong growth pipeline, growing ARR based, cost saving initiatives and the recent contract wins ensure Skyfii remains confident of achieving sustainable positive cash flow generation in 2H FY23.

1

<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

**>75%**

of new contract wins secured outside APAC

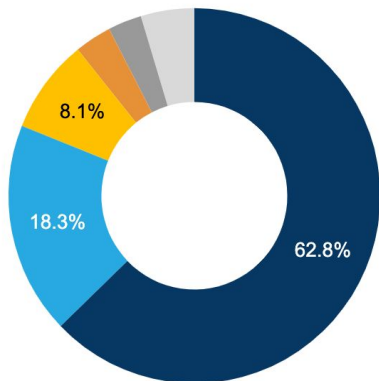
**\$3.1m**

TCV Contracted in Q1 FY23

**79%**

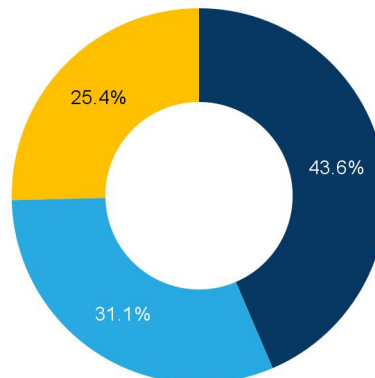
of deals closed won were created in the last 6 months

By Vertical



- Travel Hub
- Retail Property
- Retail
- Commercial Office Towers
- Government and Cultural Venues
- Other

By Region



- EMEA
- AMERICAS
- APAC

<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.

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## McDonald's USA signs initial \$2m contract for industry first solution

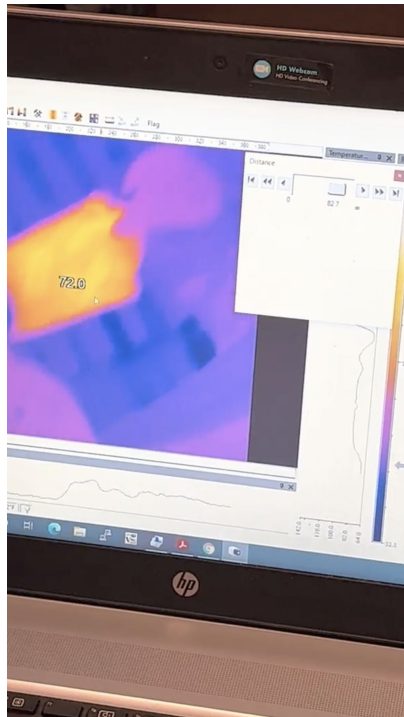
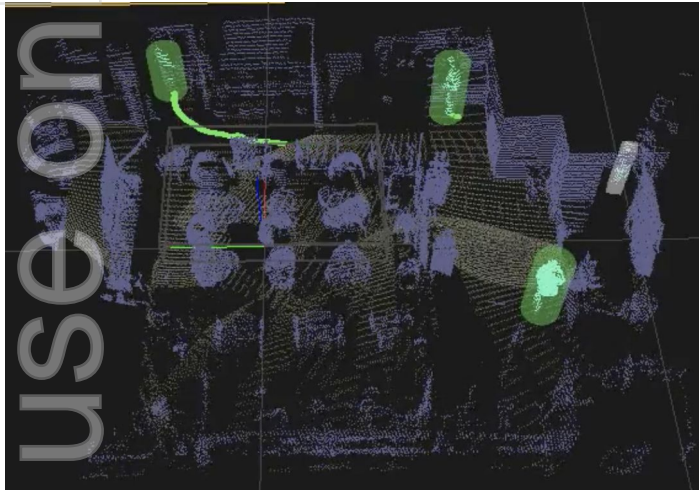


- Initial three-year contract with Total Contract Value of A\$2 million
- Skyfii will provide McDonald's with an industry first real-time whole of restaurant monitoring and analysis solution focused on improving restaurant operations, service efficiency, food freshness and customer satisfaction
- Solution is currently live in four McDonald's stores with a further four to follow under the initial contract

**Mike Cramer, McDonald's Director, Operations Advanced Analytics commented:**

"We are excited to be working with Skyfii to develop a system that allows us to monitor our restaurant service channels and the efficiency of our food preparation in real-time. With an increasing array of order points such as in store, drive-through and in-app purchases, ensuring we maintain our service and product quality is paramount. The data provided by Skyfii should help enhance our food preparation cycle, ensuring the freshness of our food to the customer and ultimately delivering increased levels of customer satisfaction"

# Real time analytics to measure service delivery channels and food preparation efficiency



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# FUTURE OUTLOOK

## \$31m IN ADVANCED STAGE DEAL PIPELINE

- 61% of sales opportunities in the pipeline are outside of APAC
- >22% of pipeline has been generated in the last 3 months
- Promising pipeline contribution from emerging verticals: commercial office towers (6%) and government and cultural venues (5%)
- \$15.6m in TCV converted from pipeline to contracts in past 12 months
- Core verticals of retail property and airports continue to drive 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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