



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

# EXECUTIVE SUMMARY

## CONTINUING TO GROW CUSTOMER FOOTPRINT

- Total Operating Revenues for Q3 FY23 of \$6.2m, up 8% pcp
- YTD net operating cash inflow from operations of \$1.8m
- \$11.4m in new business Total Contract Value (TCV) secured YTD
- Strong demand for LiDAR solutions, and growing momentum in global airports vertical
- Post quarter end secured \$1.8m TCV contract expansion with London Heathrow

## SHORT TERM OPERATING CHALLENGES

- Experiencing project delivery delays as a result of internal resourcing bottlenecks
- Production & delivery delays from hardware supply chain partners
- The delays have resulted in commencement of ARR from recent contract wins being pushed in to 1H FY24.

## RESPONSE TO ADDRESS CHALLENGES

- Ramp up of offshoring strategy to ensure recruitment and availability of staff
- Working closely with supply chain partners to ensure better logistic management of key hardware packages
- Prioritising internal resources towards high margin projects with blue-chip customers

## OUTLOOK

- Increasing adoption of LiDAR technology continues to drive significant pipeline growth and conversion across all regions
- Company is revising ARR guidance for FY23 to \$17m-\$18m (was \$20m).
- Given the focus on higher quality earnings, coupled with our continued cost and efficiency initiatives, the Company maintains guidance to deliver a positive EBITDA in 2HFY23

# SKYFII Company Overview

Skyfii is a publicly traded company on the ASX, with 97 employees globally and we serve over 14,000 venue partners in 35 countries.

## Core verticals:

- Retail
- Transport (Airports, Transport hubs)
- Stadiums & Entertainment
- Quick service restaurants

## Core regions:

- APAC
- EMEA
- Americas

# 10B+

data points processed everyday

# 100K+

connected IoT devices

# 14K+

venues served

# 200+

data integrations

# 35

countries



# OUR BLUEPRINT

## Turn-Key Business Intelligence

### REQUIRED

### OPTIONAL

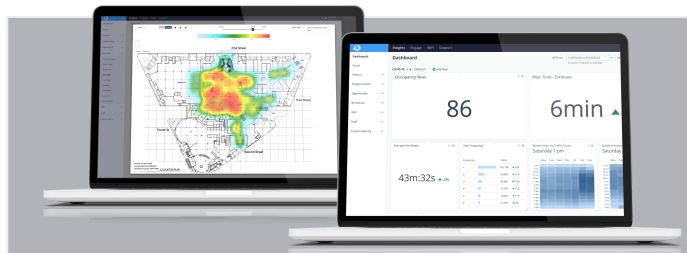


#### Technology Solutions

WiFi / People Counting / Cameras / IoT  
/ LiDAR / POS / CRM / BMS etc.

Solution Design  
Project Management  
Systems Integration  
Managed Services

Right Data



#### AI Driven Business Intelligence

Cloud based  
Software-as-a-Service

Historical, Realtime and Predictive Analytics  
AI Powered Automation & Alerting  
Data Driven Marketing

Scalable & Secure Data



#### Professional Services

Enhancing our customers use  
of our SaaS platform

Digital Strategy  
Data Strategy  
Data Science  
Digital Marketing

Data Domain Expertise

# USES FOR SKYFII ACROSS KEY VERTICALS

We provide data analytics solutions to over **14,000+ venues** in 3 core regions: **APAC, EMEA, AMERICAS**

## COMMERCIAL PROPERTY



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

## TRANSPORTATION HUBS



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

## GOVT. & CULTURAL INST.



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

## RETAIL & RETAIL PROPERTY



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

## SPORTING STADIA & EVENTS



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

## QUICK SERVICE RESTAURANTS



- Real-time whole of restaurant monitoring
- Service efficiency analysis
- Food preparation optimisation
- Customer Sentiment & Satisfaction



# FINANCIAL & OPERATING HIGHLIGHTS

Q3 FY23 QUARTERLY RESULTS PRESENTATION

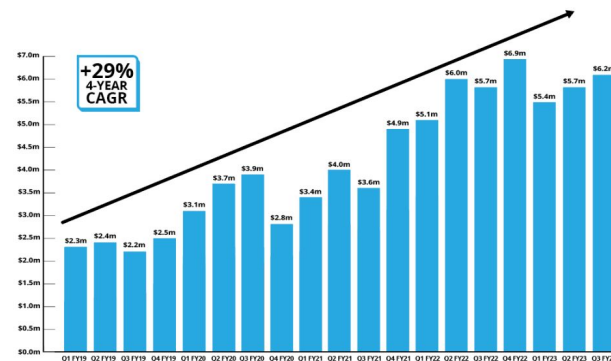
# QUARTERLY PERFORMANCE SUMMARY

|                         | Q3 FY23 <sup>1</sup> | Q2 FY23 <sup>1</sup> | QoQ    | PCP <sup>3</sup> |
|-------------------------|----------------------|----------------------|--------|------------------|
| Total Operating Revenue | \$6.2m               | \$5.7m               | 9%     | 8%               |
| Recurring Revenue       | \$4.0m               | \$4.0m               | stable | 6%               |
| ARR <sup>2</sup>        | \$16.0m              | \$16.0m              | stable | 4%               |
| Cash at Bank            | \$5.4m               | \$6.6m               | -18%   | 8%               |
| Net Operating Cash Flow | -\$0.5m              | \$3.1m               | nm     | 23%              |
| Cash Receipts           | \$6.0m               | \$9.5m               | -37%   | -3%              |
| Churn                   | <2.5%                | <2.0%                | -      | -                |

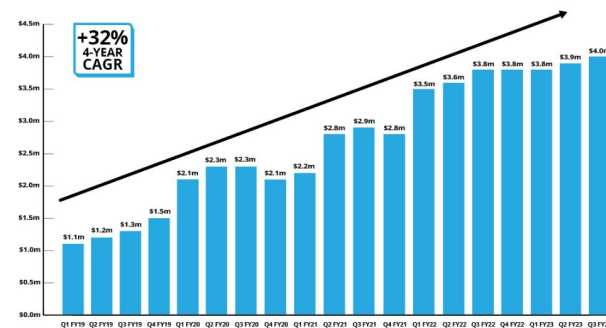
<sup>1</sup> Q3 FY23 financial results unaudited

<sup>2</sup> Annual Recurring Revenue (ARR) based on monthly contracted recurring revenues as at 31 March 2023 multiplied by twelve months

<sup>3</sup> PCP is Previous corresponding period which is Q3 FY22



Total Operating Revenue



Recurring Revenue

## KEY PERFORMANCE METRICS

|                                      | FY20    | YoY         | FY21    | YoY         | FY22    | YoY         | YTD FY23 <sup>1</sup> | PCP        |
|--------------------------------------|---------|-------------|---------|-------------|---------|-------------|-----------------------|------------|
| <b>Total Operating Revenue</b>       | \$13.5m | <b>+44%</b> | \$15.9m | <b>+18%</b> | \$23.6m | <b>+49%</b> | \$17.3m               | <b>+3%</b> |
| <b>Recurring Revenue</b>             | \$8.8m  | <b>+72%</b> | \$11.3m | <b>+27%</b> | \$14.6m | <b>+30%</b> | \$11.8m               | <b>+9%</b> |
| <b>ARR</b>                           | \$10.0m | <b>+67%</b> | \$14.0m | <b>+40%</b> | \$16.0m | <b>+14%</b> | \$16.0m               | <b>+4%</b> |
| <b>True Gross Margin<sup>2</sup></b> | 66%     | -           | 64%     | -           | 58%     | -           | 58%                   | -          |
| <b>Churn</b>                         | 2%      | -           | 4%      | -           | 4%      | -           | 5%                    | -          |

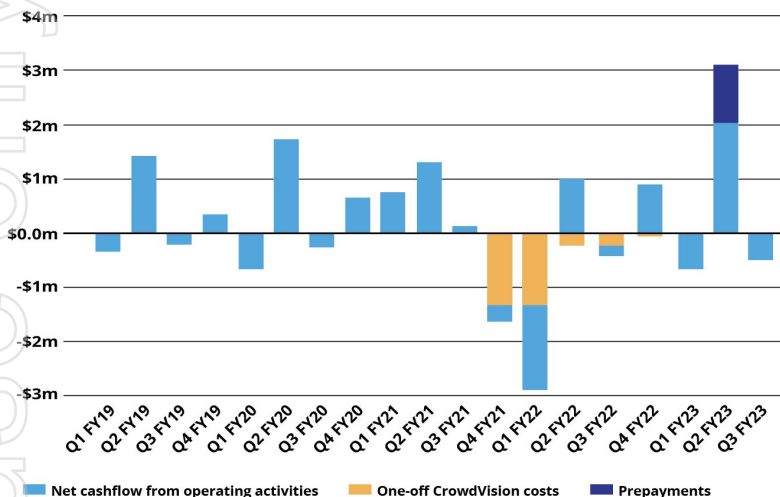
<sup>1</sup> Q3 FY23 financial results unaudited

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



# NET CASH FLOW FROM OPERATING ACTIVITIES

Net cashflows from operating activities



In Q3 FY23 the Company experienced a cash outflow from operating activities of \$0.5m, which was exclusive of the impacts of capitalisation of employee, contractor and other expenditure attributable to software development.

The cash outflows in Q3 is a result of a seasonally lower number of projects billed during the quarter.

**YTD, the Company has generated a net operating cash inflow from operations of \$1.8m** a significant improvement on the cash outflow of (\$2.5m) for the same period in FY22.

## NEW CONTRACT WINS

# >54%

TCV Contracted in  
Airports

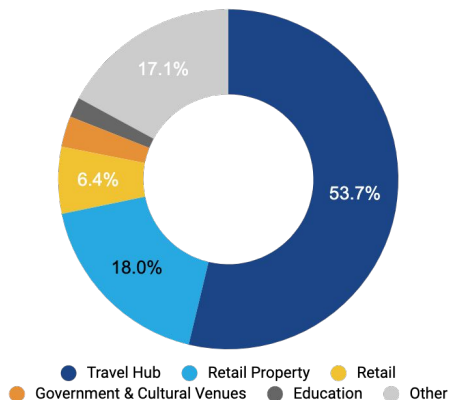
# \$4.7m

TCV Contracted in  
Q3 FY23

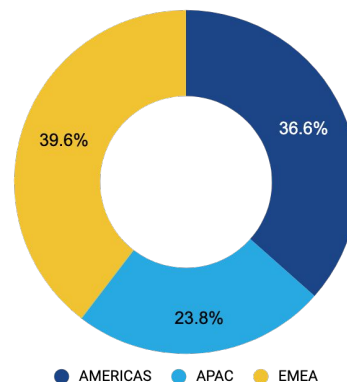
# 76%

TCV Contracted outside  
of APAC

By Vertical



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

# SKF extends partnership with London Heathrow

Contract secured for the upgrade and expansion of Skyfii's **industry-leading LiDAR technology at London Heathrow Airport** on a multi-year contract.

The **total contract value in excess of A\$1.8m** presents an expansion to existing services provided across London Heathrow Airport

The contract with London Heathrow Airport will see the deployment of bleeding edge **LiDAR sensor technology across T2 Check-In, T4 Check-In and T5 Immigration.**

Skyfii's technology will allow London Heathrow to leverage advanced capabilities including ultra-live people flow mapping, auto queue detection and integration with multiple third-party data sets, including Heathrow's own flight database.

London Heathrow is ranked **number one in Europe** by number of passenger journeys.



# Increasing Demand in the Global Airport Sector

## Improved Experience, Safety and Security

- Predict and respond to congestion
- Identify, validate and remediate zones with low passenger sentiment
- Maintain compliance with policy, regulatory and legislative controls
- Real-time staff alerting for efficient incident response

## Increase revenue, decrease operating costs

- Demand forecasting & capacity planning (workforce and asset)
- Increase Advertising yield with rich audience data
- Move passengers efficiently through the terminal into retail zones

## Significant global demand

Significant upside from the Company's existing airport portfolio as Skyfii's technology deployments have to date been limited to one or a select number of terminals, check-in halls or security checkpoints.

The addressable market within the existing customer base is highly material as airports look to improve passenger flow analytics to measure and manage the entire passenger 'curb to gate' experience.



# Key contract wins

## Notable new contracts this quarter

- London Heathrow Airport (EMEA)
- Mount Auburn Cemetery (USA)
- JFK Airport new checkpoint(USA)
- Long Island Rail Road (Penn station) (USA)
- Ashfield Mall (APAC)
- Sicredi (Brazil)
- Central Park Mall (APAC)

## Notable renewals this quarter

- London Stansted Airport (EMEA)
- ISPT (APAC)
- Boingo (Brazil)
- London City International Airport
- Orlando International Airport (USA)
- Trafford Centre (EMEA)



# FUTURE OUTLOOK



## \$28m IN ADVANCED STAGE DEAL PIPELINE

- 61% of sales opportunities in the pipeline are outside of APAC
- >25% of pipeline has been generated in the last 3 months
- \$17.1m in TCV converted from pipeline to contracts in past 12 months
- Airports and retail property vertical make up 58% of the pipeline

### 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

**Specific areas of focus for the Skyfii team throughout the remainder of FY23 include:**



Continued business development focussed on key verticals, specifically airports, stadiums, retail and quick service restaurants



Ongoing cash management and efficiency initiatives, including continued offshoring of certain functions, to deliver material cost savings throughout FY24 and improved margins



Focus on improving internal resourcing allocations to remove bottlenecks in project delivery and revenue commencement



Working with key suppliers to ensure improved supply chain management to deliver better alignment on project commencement



Delivery and billing of contracted recurring revenue from the high level of implementation revenue in previous quarters

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Media

## JOHN RANKIN

Chief Operating Officer, *Skyfii*

phone: +61 2 8188 1188

email: john.rankin@skyfii.com



Investors

## CRAIG SAINSBURY

*Automic Markets*

phone: +61 428 550 499

email: craig.sainsbury@automicgroup.com.au