

Annual General Meeting 2023

Internal use only



Seeking Shareholder Approval

Rebranding to Beonic Limited (ASX:BEO)



The AI Platform for Places

MISSION

To transform the experiences people have within the places they visit

By developing technology solutions that turn places into intelligent spaces.

CUSTOMER VALUE

Enabling
Operational efficiencies

Driving
Revenue Growth

Transforming
Visitor Experiences

Internal use only

Product Vision

THE AI PLATFORM FOR PLACES

CONNECT

Integration & Automation Marketplace

INSIGHT

AI-driven Analytics & Processing Engine

ENGAGE

Intelligent Customer Data Platform



Integration of intelligent data solutions



Smart integration & automation UI



Domain specific AI analytics (e.g. abstractions, simulations, predictions)



High-context spatial mapping tools, e.g. 4D



Predictive & prescriptive reports



Customer Data Platform (CDP)



ML Targeting & Dynamic Content Tools

Internal use only

FY23 Highlights

Significant YoY performance delivered across all key financial metrics

1. Positive underlying operating EBITDA in 2HFY23

2. Cash receipts of \$27.2m (+15% YoY)

3. \$0.9m in cash inflow from operating activities¹

4. \$2.4m reduction in expenses (-7% YoY)²

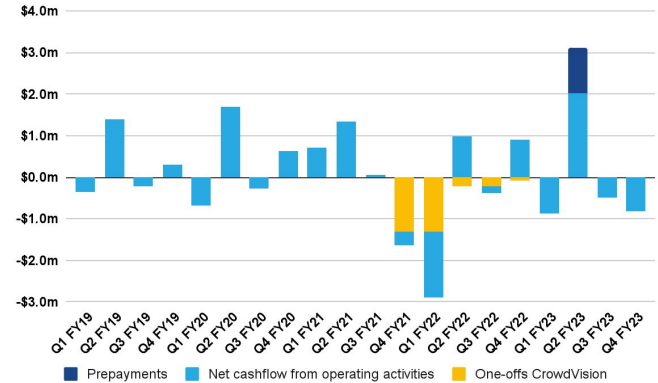
5. Secured \$15.8m in TCV³

6. \$2m+ contract with London Heathrow Airport

7. Contract expansion with JFK Airport

8. Recurring Revenues of \$15.9m (+9% YoY)

Net Cashflow from Operating Activities



	FY20	FY21	FY22	FY23
Receipts from customers	\$12.6m	\$15.3m	\$23.7m	\$27.2m
YoY Growth	33%	22%	55%	15%

¹ Net cashflows from operating activities excludes the impacts of capitalisation of employee, contractor and other expenditure attributable to software development.

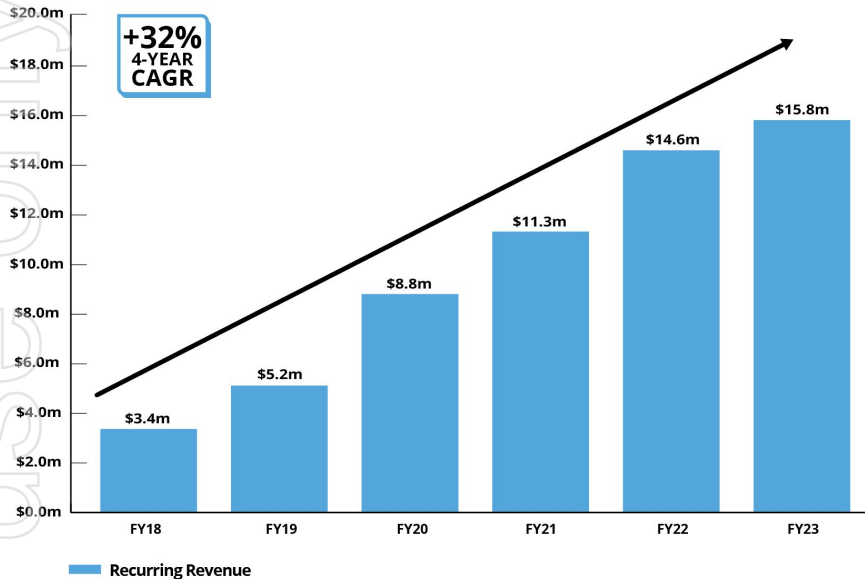
² Total expenses for the company including direct cost of sales, operating expenses and non-cash payments including share based payments, depreciation & amortization and financing costs.

³ Total Contract Value 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.

Consistent Track Record of ARR Growth

Skyfii has delivered 32% CAGR over the past 4 years

Recurring Revenue



- FY23 growth impacted by implementation issues and a focus on major project capex
- Implementation revenue to commercial commencement lag to drive ARR uplift in FY24 and beyond
- Significant growth to come from land & expand airport opportunities and investment into a re-focussed sales and marketing effort on core products

Major Recent Airport Wins

Growing our airport exposure with contracts in place with 81 airports globally

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
- 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



JFK

- The total contract value is in excess of A\$2m
- Expansion to a new SCP at T4 and also to the CBP area at the International terminal. The expansion will result in a doubling of ARR
- JFK has a further 5 terminals and is ranked 6th busiest airport in the USA by passenger volume



Skyfii secures \$5m plus contract

Abu Dhabi International Airport

- Contract secured, via a partnership with **Next50**, for Abu Dhabi International Airport's Terminal A in the United Arab Emirates
- Next50, is the leading Abu Dhabi based Industrial AI company that specialises in applying AI to solve complex business challenges in the aviation sector
- The contract is for an initial three-year period (with an option for a two-year extension) and has a total contract value in **excess of \$5m** which includes implementation revenue and ongoing recurring revenue over the term
- When implemented, the airport will benefit from Skyfii's leading passenger flow and queue management solutions available worldwide. It will manage all major checkpoints for departing and arriving passengers
- Skyfii provides its **LiDAR based passenger flow and queue management solution** in many of the world's largest airports and is experiencing strong demand globally for security checkpoint solutions across airport and mass transit hub verticals.



Total Addressable Market

Targeting Specific Large, Global and Scalable End Markets

Retail & Retail Property



>11m
Retail Outlets

>122k
Malls

\$6b
TAM

\$2b
TAM

Major Transport Hubs



>17k Airports

>\$500m
TAM

Sporting Stadia & Events



>4k
Stadiums

>26k
Cultural Centres

>\$300m
TAM

>\$450m
TAM

Quick Service Restaurants



>1.5m
QSR

\$3b
TAM

¹ Total Addressable Market (TAM) calculation involves multiplying # of venues by annual recurring revenue (ARR) on a per venue basis

\$27m in Qualified Deal Pipeline

64%

of deal pipeline are in
North America and EMEA

49%

of deal pipeline relate to
Airport vertical

\$6.6m

in new business TCV
converted from deal
pipeline during Q1 FY24

12-Month Rolling Pipeline



¹Client 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

²Contract 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

³Committed - 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



Focussed growth on core high margin, high growth verticals, specifically airports, retail and retail malls, stadiums and quick service restaurants - especially within our current portfolio (land & expand)



Conversion of \$27m in qualified stage deal pipeline



Ongoing cash management and efficiency initiatives, including accelerated offshoring of certain functions, to deliver operating cost savings throughout FY24



Continued investment into new product development, including our existing AI capability, to expand end uses for our core technology and drive new ARR growth



Acceleration of our marketing investment into core roles to drive higher quality leads and improved conversion rates, increase market share, drive brand awareness and customer acquisition



Targeting return to free cash flow positive in 2H FY24, accelerated ARR growth in FY25 with operating leverage to generate earnings growth and sustainable free cash flow

only
use
anal use

Board and Senior Management



Bob Alexander

Chairman & Non-Executive Director

Joined: 2022

Bob Alexander is an experienced non-executive director, previously holding board and advisory roles in the technology, intellectual property and digital media and advertising industries.

Bob was previously a non-executive director and chairman of the Audit & Risk Committee for former ASX-listed software company, The Citadel Group Limited.



Kirsty Rankin

Non-Executive Director

Joined: 2021

Ms Kirsty Rankin is an experienced senior executive in the data driven digital marketing sector. Kirsty was most recently Senior Vice President Product Development, Data and Services for Mastercard, based in New York. Prior to Kirsty's 6 years at Mastercard, she was co-founder and joint-CEO of Pinpoint Pty Ltd. Kirsty is a Member of the Australian Institute of Company Directors and currently sits on the Boards of Flight Centre, Stone & Chalk and Azupay as a non-executive director.



Mark Devadason

Non-Executive Director

Joined: 2022

Mark Devadason has more than 30 years of international banking and leadership experience across corporate, private banking and broad-based sustainability work. Mark's experiences include CEO and leadership roles in wholesale banking across Oceania and Asia Pacific. Mark is also a Non-Executive Director of Melbourne based mutual bank, Bank First and an executive coach and mentor with Stephenson Mansell Group.



Billy Tucker

Chief Executive Officer & Executive Director

Joined: November 2023

Billy is an experienced leader and transformation specialist. Billy was most recently CEO of marketplace business Oneflare. Oneflare saw a threefold growth in revenues before being sold to Airtasker (ASX:ART) late in 2022. Prior to Oneflare, Billy spent almost a decade as a global executive in product and corporate development roles within Microsoft. Billy was a long-term advisor to Kmart and various retailers.



John Rankin

Chief Operating Officer

Joined: 2016

John has over 18 years' experience in the media and property industry, 10 of which were spent in senior and executive leadership positions. Prior to joining Beonic, John worked at GPT Group where he held two Director-level positions. Prior to GPT, John spent five years in the United Kingdom at out-of-home media company EYE as General Manager. John is a graduate and member of the Australian Institute of Company Directors.

Important Notice & Disclaimer

This presentation has been prepared by Skyfii Limited (ACN 009 264 699) (Skyfii or the Company). The information contained in this presentation is current at the date of this presentation. The information is a summary overview of the current activities of the Company and does not purport to be all inclusive or to contain all the information that a prospective investor may require in evaluating a possible investment. This presentation is for general information purposes and is not intended to be and does not constitute a prospectus, product disclosure statement, pathfinder document or other disclosure document for the purposes of the Corporations Act and has not been, and is not required to be, lodged with the Australian Securities & Investments Commission. It is to be read in conjunction with the Company's disclosures lodged with the Australian Securities Exchange.

The material contained in this presentation is not, and should not be considered as, financial product or investment advice. This presentation is not (and nothing in it should be construed as) an offer, invitation, solicitation or recommendation with respect to the subscription for, purchase or sale of any security in any jurisdiction, and neither this document nor anything in it shall form the basis of any contract or commitment. This presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor which need to be considered, with or without professional advice, when deciding whether or not an investment is appropriate.

This presentation may contain information as to past performance of the Company. Such information is given for illustrative purposes only, and is not – and should not be relied upon as – an indication of future performance of the Company. The historical information in this presentation is, or is based upon, information contained in previous announcements made by the Company to the market.

This document contains certain "forward-looking statements". The words "anticipate", "believe", "expect", "project", "forecast", "estimate", "outlook", "upside", "likely", "intend", "should", "could", "may", "target", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements, as are statements regarding the Company's plans and strategies and the development of the market.

Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Company, which may cause actual results to differ materially from those expressed or implied in such statements.

The Company cannot give any assurance or guarantee that the assumptions upon which management based its forward-looking statements will prove to be correct or exhaustive beyond the date of its making, or that the Company's business and operations will not be affected by other factors not currently foreseeable by management or beyond its control. Such forward-looking statements only speak as at the date of this announcement and the Company assumes no obligation to update such information. The release, publication or distribution of this presentation in jurisdictions outside Australia may be restricted by law. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

All references to dollars are to Australian currency unless otherwise stated.

To the maximum extent permitted by law, the Company makes no representation or warranty (express or implied) as to the accuracy, reliability or completeness of any information contained in this document. To the maximum extent permitted by law, the Company shall have no liability (including liability to any person by reason of negligence or negligent misrepresentation) for any statements, opinions or information (express or implied), arising out of, contained in or derived from, or for any omissions from this document, except liability under statute that cannot be excluded.



Media

John Rankin

Chief Operating Officer, *Skyfii*

phone: +61 424 783 499

email: john.rankin@skyfii.com



Investors

Craig Sainsbury

Executive Director, *Automic Markets*

phone: +61 428 550 499

email: craig.sainsbury@automicgroup.com.au