

# 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

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# 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 activities<sup>1</sup>

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

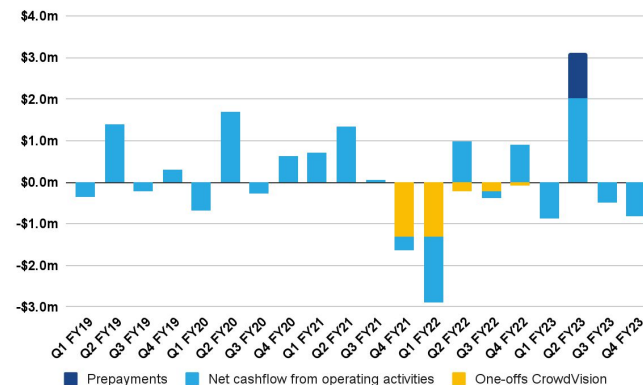
5. Secured \$15.8m in TCV<sup>3</sup>

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
<b>Receipts from customers</b>	\$12.6m	\$15.3m	\$23.7m	\$27.2m
<b>YoY Growth</b>	33%	22%	55%	15%

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

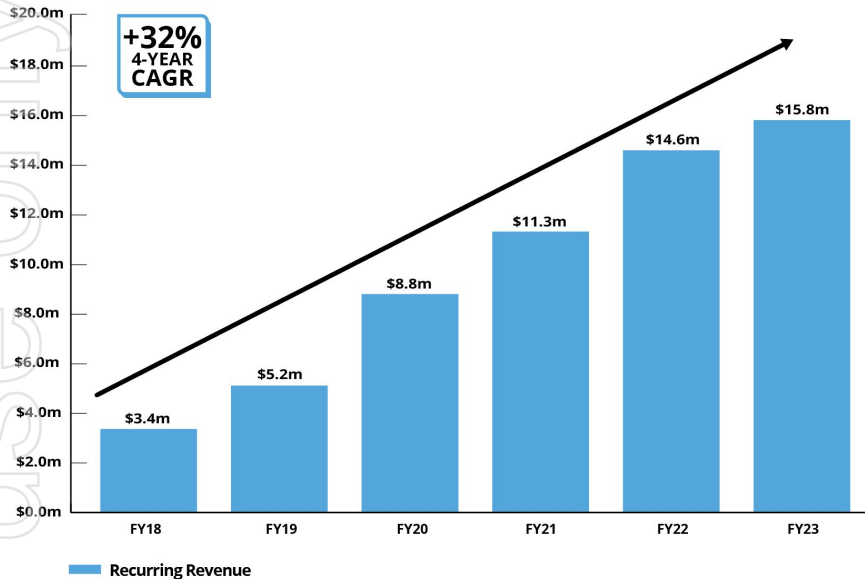
<sup>2</sup> Total expenses for the company including direct cost of sales, operating expenses and non-cash payments including share based payments, depreciation & amortization and financing costs.

<sup>3</sup> 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

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



# \$27m in Qualified Deal Pipeline

## 12-Month Rolling 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



<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

## Specific Areas of Focus for the Skyfii Team

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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.

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