

Momentum in contracts and transformation plan to drive profitable growth

Q3 FY24 Highlights

- Over **\$6.5m** in total contract value secured via new contracts and renewals
- Orlando International Airport** commits to a significant upgrade, implementing LiDAR-based queue management solutions at two vital checkpoints. This airport serves 25M+ passengers annually, ranking 8th busiest in the US
- Rolling 12-month pipeline includes over **\$29m of qualified deals**
- Recurring Revenues of **\$4.2m**, up 5% pcp and up 1% vs Q2 FY24
- Total Operating Revenues of **\$5.9m** and cash receipts from customers of **\$6.0m**
- Net cash outflow from operations of \$0.5m** including one-off costs of \$0.3m associated with restructuring
- Annualised Recurring Revenue (ARR)** of \$16.7m¹, down 1% QoQ - includes reduction of \$280k associated with retirement of legacy business units Causley, Blix and Cameralytics
- Cash at bank of \$1.2m** as at 31 March 2024 (*note: a further USD \$1.0 million facility with Blue Venshures was secured in April 2024*)
- Delivery of **operating cost savings continue** via transformation initiatives and focus on operating hubs in low-cost regions which is anticipated to deliver more than a \$2.0m reduction in annualised operating expenditure by Q1 of FY25.

Transformation Plan

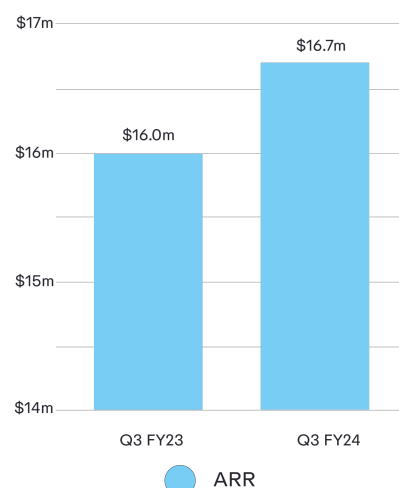
- Transformation Plan initiated to capitalise on macro tailwinds that exist in core verticals to drive concentrated growth. Core initiatives include:
 - Refined product strategy to focus on large airports and retail property verticals
 - Product Strategy dedicated to upselling existing large install base (11k venues)
 - Scale and standardise products for other verticals
 - Increase utilisation of partner-led distribution model
 - Continue to drive cost-out initiatives and redeployment of resources to ensure a pathway to cash flow breakeven
- The Transformation Plan will initially focus on ensuring recurring revenue exceeds cost base with a long term aim to capture opportunities to drive profitability and shareholder value.

Outlook

- Focused sales initiatives on core high-margin, high-growth verticals, specifically airports and retail property
- Accelerate roll out of self-serve models to scalable low-touch venues such as QSR, Retail, Hospitality and Education
- Increase utilisation of partner-led distribution model as a complementary growth channel
- Accelerate marketing investments to drive improved lead conversion
- Deployment of sales teams in key regions to increase the quantum and conversion rate of our already deep \$29m qualified deal pipeline
- Right-sized and appropriately positioned headcount to drive cost-saving and efficiency.

¹ Annual Recurring Revenue (ARR) based on monthly contracted recurring revenues as at 31 March 2024 multiplied by twelve months

ARR



Recurring Revenue



Commenting on the March 2024 Quarter,

Beonic CEO, Billy Tucker said:



"Beonic has an excellent set of products and solutions, with strong global awareness and a blue chip client base. However, we have been inhibited from maximising our potential with the company carrying a higher cost base relative to performance and a lack of focus on key markets and verticals. Since commencing as CEO in November, I am pleased to inform our investors that our transformation plan is progressing well and is forecast to be completed by the end of Q1 FY25.

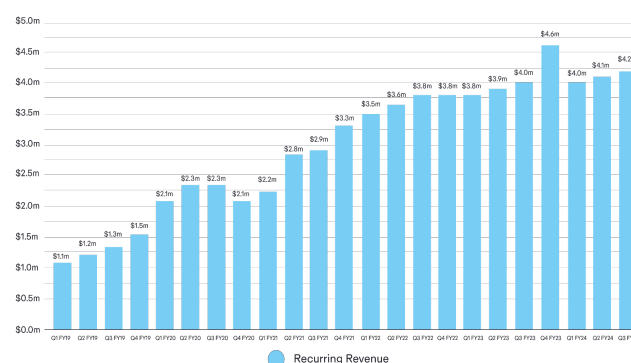
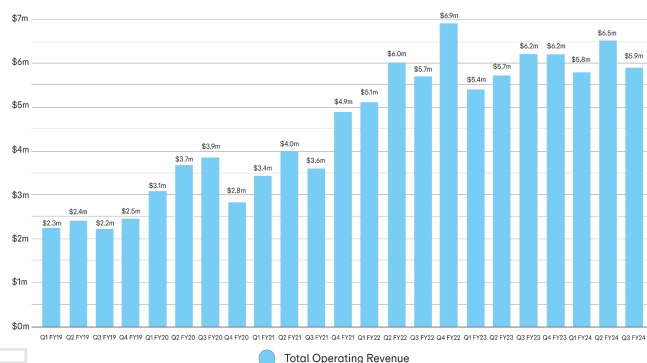
At the centre of this strategy is a renewed focus on high growth, high-margin verticals by focusing on distribution via quality channel partners to provide scale. In Q3, we implemented our client-first product strategy ensuring both client facing

and engineering resources are directed towards industry leading technology and data solutions for airports and retail.

In terms of reducing our cost base, the company has removed or replaced several leadership roles, opting for a flatter structure. These changes, which will result in significant cost savings, intend to right-size the business relative to current business performance and set the foundation for scale in FY25 and beyond.

With an industry leading position in Airports and Retail, a growing global partner network and a truly global presence, Beonic is repositioning the company for significant growth in FY25 and beyond. "

Revenue Performance by Quarter



Key contract wins during the quarter

Beonic secured renewals and new contract wins during the quarter with a Total Contract Value in excess of AUD\$6.5m including:

Notable new contract wins this quarter

- **US:** In partnership with SITA, Orlando International Airport has committed to an upgrade to a LiDAR-based queue management solution, covering two major checkpoints. With over 25 million passengers annually, Orlando Airport is the eighth busiest in the US.
- **US:** Secured a 5-year contract with Ford Field Stadium, home of the Detroit Lions to deploy our Crowd Analytics solution which will be the first of its kind at an NFL stadium.
- **Brazil:** secured a 3-year contract with the leading medical operator, Hapvida Intermedica, spanning 26 hospitals and +150 clinics.
- **US:** Luxury Health Spa operator, World Springs will deploy our Crowd Analytics solution.

ASX: BEO | 29 April 2024

- **US:** Hosting over 1m visitors each year, the largest Indoor arena, Spooky Nook has been contracted to deploy our proprietary visitor flow and occupancy solution.
- **UK:** Implementation of a visitor flow system utilising BEO's unique insights and occupancy analytics to We The Curious, a science and arts centre situated in England, attracting over 350,000 visitors each year

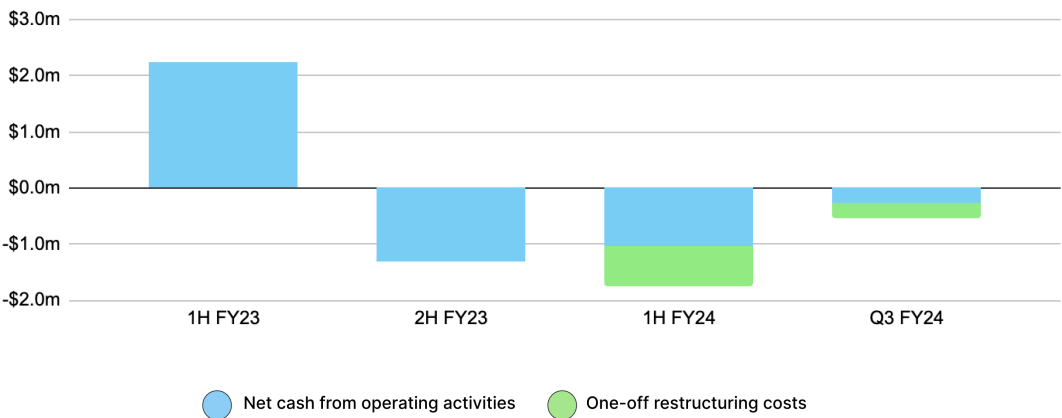
Notable renewals this quarter

- **UK:** Land Securities, the leading UK-based REIT, extended their WiFi and Engage contract for an additional 3-years. They also inked a 1-year deal to leverage our advanced NPS+ and CSAT products.
- **US:** Macerich, owner and manager of retail properties across the US, renewed its Guest WiFi and Engage contract for one year. This enables them to further enhance its marketing efforts across 15 properties with segmentation, outreach campaigns, and SMS opt-ins for brand promotion.
- **US:** Virgin Hotels renews Beonic's Guest WiFi in the US for another year, reinforcing our strong partnership. Beonic's platform captures guest data, leveraging existing WiFi networks to support Virgin Hotels' operations
- **APAC:** Renewed a 2-year contract with ISPT, a prominent figure in Australia's property investment and management landscape. Through this agreement, ISPT will capitalise on our advanced WiFi and people counting solutions, driving efficiency and transforming visitor experiences.
- **UK:** The Trafford Centre, the world-renowned shopping and leisure destination, extended their WiFi and Engage contract for an additional year, using the Beonic services to grow an engaged database of customers
- **UK:** Norwich City Football Club has signed another 12-month contract with Beonic to continue to offer free guest WiFi to their loyal fans.

Net Cash Flow from Operating Activities

In Q3 FY24, Beonic generated operating cash outflow of \$0.53m, which was exclusive of the impacts of capitalisation of employee and contractor and other expenditure attributable to software development. Net Cashflow for the period was impacted by \$260k for one-off restructuring costs.

The year to date operating cash outflow for Beonic was \$1.4m, inclusive of \$1.0m attributed to one-off costs related to restructuring, CEO transition and rebranding.



Cash Position

The Company reported \$1.2m of cash as at 31 March 2024.

During the quarter, Beonic secured a loan facility ('the Facility') of USD \$2.1 million (~AUD\$3.2m) with Blue Venshures SPV 1 LLC ('Blue Venshures'). Funds from the Facility will be utilised in growth and restructuring initiatives and for general working capital purposes. The Facility replaced the \$1.8 million loan Beonic previously had with Export Finance Australia, which had financial covenants that required a minimum of \$3 million cash at bank during the loan facility at the end of each quarter.

Post quarter end, the Company secured a further USD \$1.0 million facility with Blue Venshures, in April 2024, to enable Beonic to rapidly mobilise its technologies across recently signed contracts and venues to ensure the swift commencement of recurring revenue and cash flow generation.

Total available loan facilities with Blue Venshures are US\$3.1m with all facilities on the same terms and conditions as announced on 25 January 2024.

Corporate

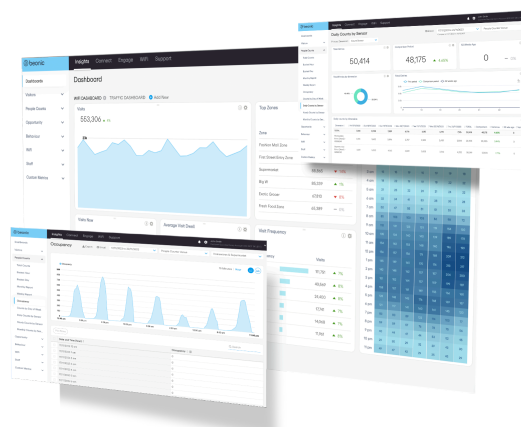
Director Fees

As noted in Section 6 of the Appendix 4C, the Directors' fees stated were made to the Directors of the entity during the quarter, consisting of salaries and fees for Executive and Non-Executive Directors, respectively. No other payments were made to any related parties or their associates of the entity.

About Beonic

At Beonic, we create intelligent places with our AI-driven platform. Our technology transforms the places where people work, play, travel, shop and meet—optimising touchpoints, driving loyalty, and delivering differentiated experiences.

Our 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.

Beonic further augments insights generated by the 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 Beonic Limited's Board.

Learn more at www.beonic.com or follow Beonic updates at <https://au.linkedin.com/company/beonic>

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Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

BEONIC LIMITED

ABN

20 009 264 699

Quarter ended ("current quarter")

31 MARCH 2024

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	6,030	18,831
1.2 Payments for ¹		
(a) research and development	-	-
(b) product manufacturing and operating costs	(1,585)	(5,426)
(c) advertising and marketing	(127)	(354)
(d) leased assets	-	-
(e) staff costs	(3,515)	(10,266)
(f) administration and corporate costs	(1,160)	(3,700)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	13	45
1.5 Interest and other costs of finance paid	(144)	(310)
1.6 Income taxes paid	(43)	(188)
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(531)	(1,368)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(146)	(300)
(d) investments	-	-
(e) intellectual property	(675)	(2,016)

¹ Cashflows are presented after the capitalisation of employee and contractor costs to software development of \$2.02m for YTD FY2024.

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
	(f) other non-current assets	(2)	(49)
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(823)	(2,365)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	2,939	4,269
3.6	Repayment of borrowings	(1,808)	(2,958)
3.7	Transaction costs related to loans and borrowings	(151)	(151)
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	980	1,160

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	1,589	3,788
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(531)	(1,368)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(823)	(2,365)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	980	1,160
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	1,215	1,215

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	1,215	1,589
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	1,215	1,589

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1 ²	181
6.2	Aggregate amount of payments to related parties and their associates included in item 2	
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

² *Salaries and Director fees for Executive and Non-Executive Directors, respectively.

<p>7. Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i></p>	<p>Total facility amount at quarter end \$A'000</p>	<p>Amount drawn at quarter end \$A'000</p>
7.1 Loan facilities	3,230	3,230
7.2 Credit standby arrangements		
7.3 Other (please specify)		
7.4 Total financing facilities	3,230	3,230
7.5 Unused financing facilities available at quarter end		0
<p>7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.</p> <p>7.1 Blue Venshures SPV 1 LLC – Secured two-year loan facility, commencing from January 2024 to January 2026 with a 15% annual interest rate. Payments will be made quarterly, total USD \$2.1m (~AUD\$3.2m).</p> <p>After the quarter, Q3 FY24, Beonic secured an additional loan facility of USD \$1m (~AUD\$1.5m) with Blue Venshures SPV 1 LLC. Funds from the facility will be utilised to accelerate the implementation of recent contract wins and assist in restructuring initiatives to reduce operating costs. Total loan facilities with Blue Venshures will increase to a total of US\$3.1m with all facilities on the same terms and conditions as announced on 25 January 2024.</p>		

<p>8. Estimated cash available for future operating activities</p>	<p>\$A'000</p>
8.1 Net cash from / (used in) operating activities (item 1.9)	(531)
8.2 Cash and cash equivalents at quarter end (item 4.6)	1,215
8.3 Unused finance facilities available at quarter end (item 7.5)	0
8.4 Total available funding (item 8.2 + item 8.3)	1,215
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	2.29
<p><i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i></p>	
<p>8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:</p> <p>8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?</p> <div style="border: 1px solid black; height: 20px; width: 100%;"></div> <p>8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?</p> <div style="border: 1px solid black; height: 20px; width: 100%;"></div>	

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 29 April 2024

Authorised by: The Board of Beonic Limited
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.