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INVESTOR PRESENTATION

MARCH 2017

skyfiiio



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WHO WE ARE



Data analytics and customer
engagement platform

We collect and use data to
drive outcomes

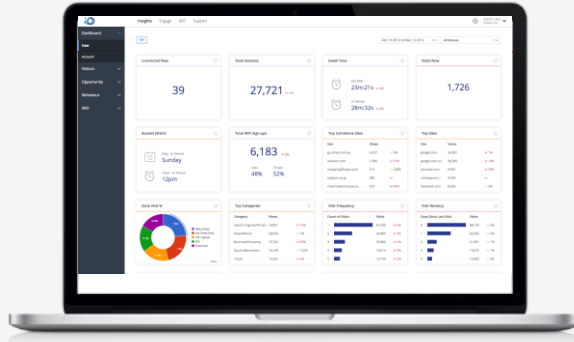
- Improve venue performance
- Promote and drive loyalty
- Increase operational efficiency
- Improve customer experience

The Skyfii IO platform has 3 key elements



iOconnect

Data collection, secure guest access



iOinsight

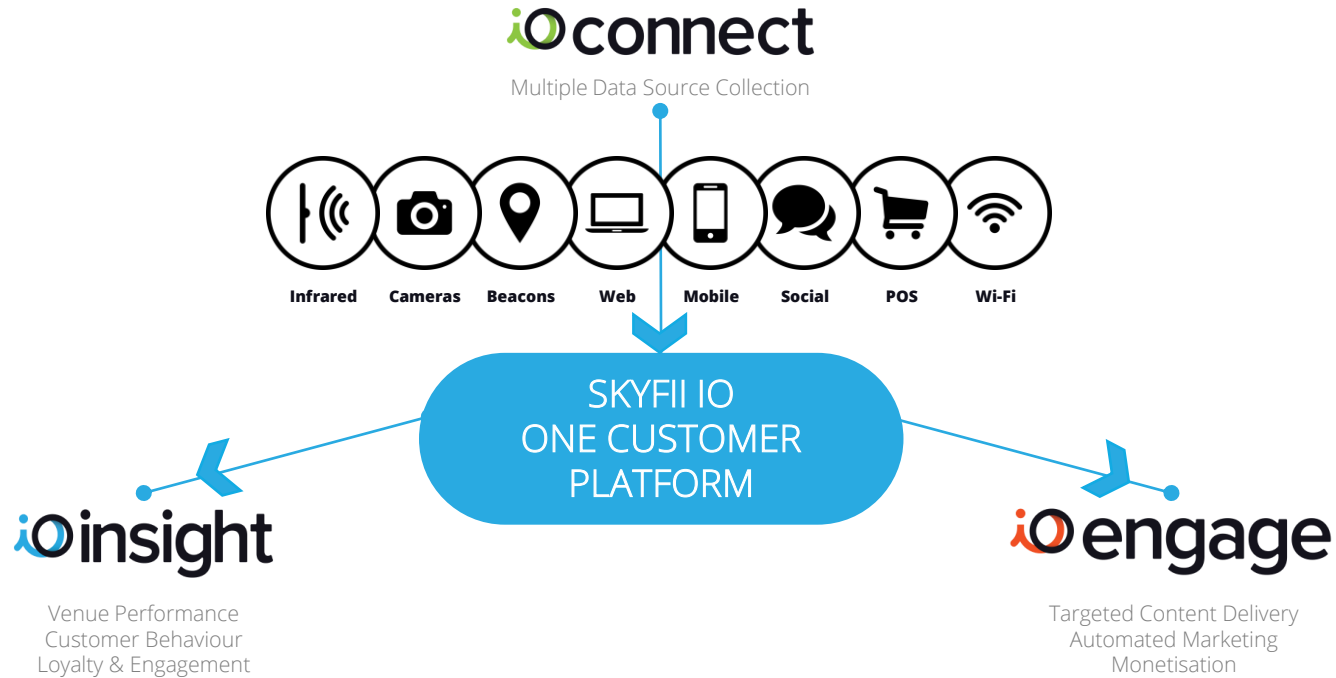
Real time customer behavioural analytics



iOengage

Data driven, location based marketing engagement

A Single Cloud-Based Solution



Total Business offering

- Data science projects
- Data consultancy

DATA SCIENCE & SERVICES

FY17

- Splash page ads
- Interstitial video

ADVERTISING & SPONSORSHIPS

FY17

- CRM marketing
- SMS, Email, App, Video

ENGAGE

FY17

- Data collection
- Guest access
- Analytics insights

IO CONNECT

IO INSIGHT

FY15/16

FOUNDATION DATA LAYER

Competitive landscape

VALUE PROPOSITION

Measurement

Analytics

Marketing Tools

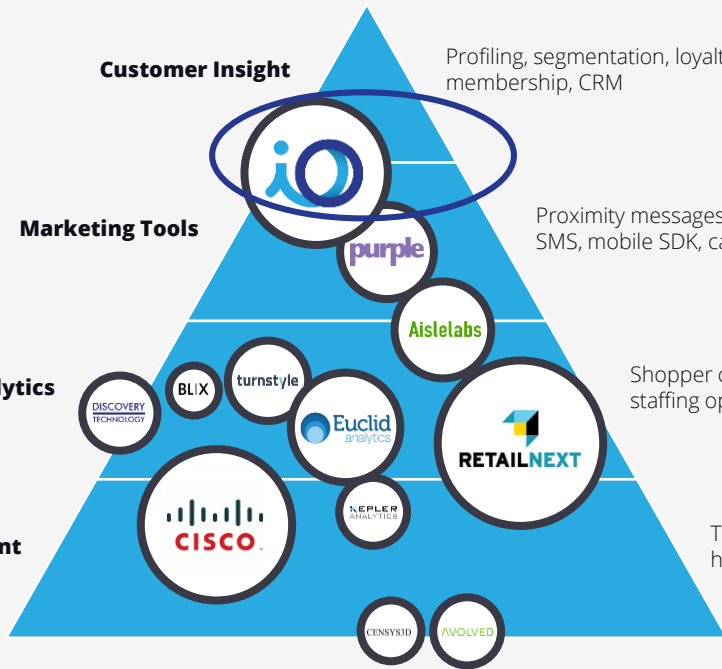
Customer Insight

Profiling, segmentation, loyalty, membership, CRM

Proximity messages, notifications, emails, SMS, mobile SDK, captive portals

Shopper conversion, display effectiveness, staffing optimisation, weather, dashboard

Traffic measurement, pathing, heat maps, hardware



Skyfii IO is ahead of the trend – with features that matter most

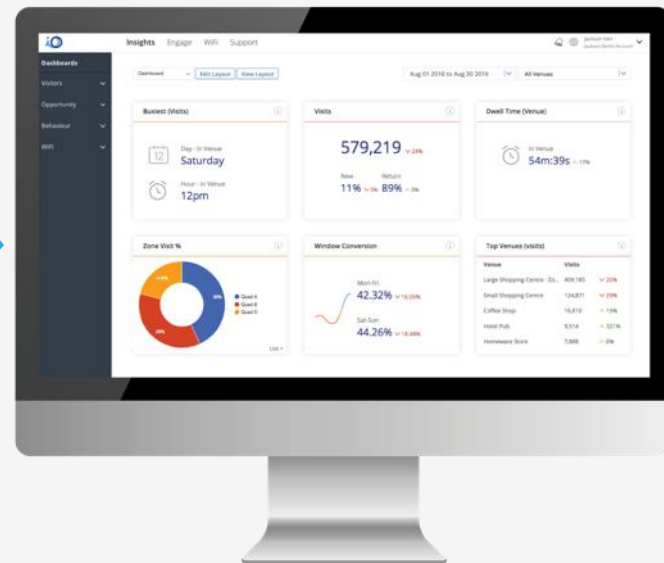
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INVESTMENT HIGHLIGHTS
COMPANY OVERVIEW

Investment highlights

- **Strong existing revenues** – 1HFY17 revenue of \$1.386m, up 26% pcp (\$1.9m annualised recurring revenues based on Q2 FY17)
- **Recurring revenue base on minimum 3 year contract terms** backed by blue chip customers
- **Global growth opportunity** targeting an \$8.5bn market with **existing convertible pipeline totaling \$68m over 5 years** (circa \$13m per annum)
- **Strong penetration into growing number of verticals** (Retail, Transit, Education, Government)
- **Recent major contract wins announced in 2017** (Durham University, City of Cincinnati, Brazil expansion (Aliansce))
- **New revenues streams accruing** in current quarter (Q3 FY17) from Data Science & Advertising Sponsorships



Key customers

AUSTRALIA	INTERNATIONAL		UK
Retail	Municipalities	Transit (In Pilot)	Education

Scentre Group



**NZ RETAIL
PROPERTY
GROUP**
MADE FOR NZ

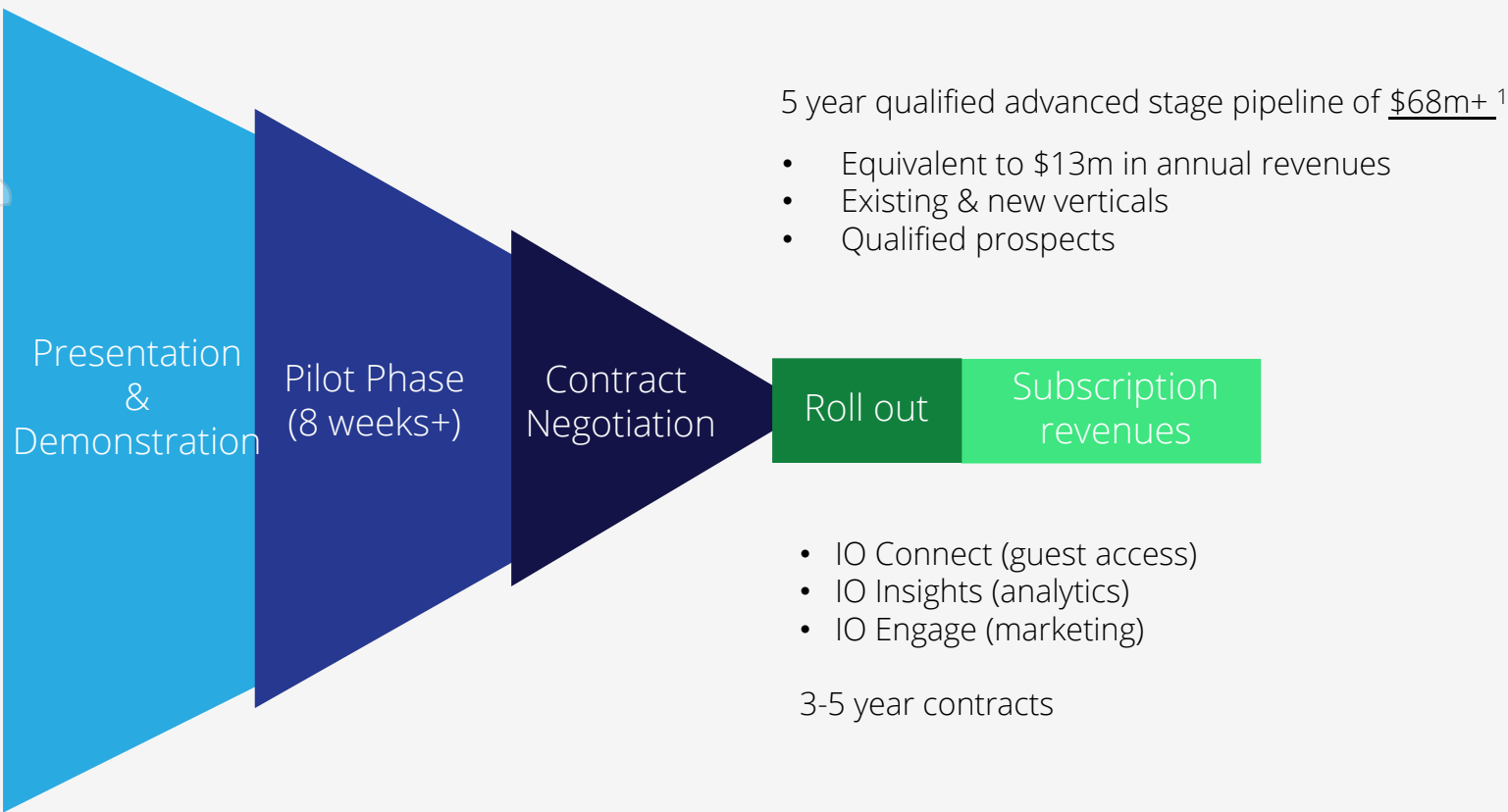


Brookfield



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Qualified sales pipeline snapshot



¹ Assuming full roll out and 5 year contract terms excluding additional revenues from advertising and data services. Defined as proposals presented, pilots underway and submissions tendered.

Company overview

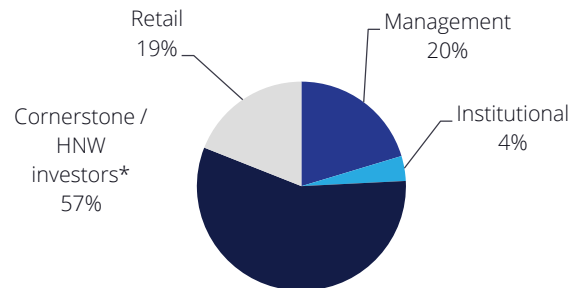
Key Market Statistics

ASX code	SKF
Share price (21 Mar 2017)	A\$0.055
Market capitalisation (21 Mar 2017)	A\$14.3 million
Total shares outstanding	260.6 million
Cash Balance 31 Dec 2016 (pro-forma ¹)	A\$5.6 million

Key Shareholdings

	Shares Held
White Family	36,061,587
Bruce Gordon	15,392,436
Jan Cameron	17,009,380

Composition of Shareholders (Mar-17)



- * Includes shareholdings of more than 400,000 shares
- Tightly held – Top 20 shareholders hold ~70%
- Peter Gammell, Richard Freudenstein joined the register at last raise in Dec 2016

1. Pro-forma cash balance as at 31 December 2016 plus gross capital raised in February 2017.

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CUSTOMER OUTCOMES

Improve customer retention

Goal:

Improve retention through engaging and rewarding shoppers

Action:

Analysing in store customer behaviour and preferences to drive more effective marketing

Features:

- Location & Gender specific offers driving higher food court consumption
- Customer profiling via survey tool gathering timely, qualitative,

Outcome:

- Higher food court consumption
- Detailed customer survey data
- Increase in loyalty membership base



Identify key venue attractors

Goal:

Determine which zones are the key centre attractors

How many people use the food court and nothing else?

And of the people that use the food court what other areas of the centre do they shop and when?

Action:

Using our real time travel pathing capability and heat mapping feature we can plot and predict zone based conversion and dwell time to identify key zones

Outcome:

Re-orientation of food court precinct to drive more centre wide foot flow



Improve taxi queue wait times

Goal:

Understand taxi queue wait times over a period of time

How long are people queuing in total vs number of taxis available and staff on site

Action:

Using our time stamp and dwell time algorithms we can assess overall dwell time by devices within the specific queue areas

Outcome:

A detailed understanding of busiest times of day and days of week to assist in workforce planning and in advance notification to taxi ranks



Understand precinct usage

Goal:

Understand which areas of the University get more usage and dwell than others

How do students commute across campus and which routes are most common and lecture hall occupancy

Action:

Using our real time travel pathing capability and heat mapping feature we plot and predict zone based conversion and dwell time to identify key zones, travel paths and high dwell areas

Outcome:

Determine a lack of students returning to boarding houses for pre paid lunches based on travel time.
Optimise classroom occupancy and work force management



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OPERATING & STRATEGIC HIGHLIGHTS

Revenue Generated Across 3 Streams

1

SUBSCRIPTIONS

Recurring revenues on 3-5 year contracts
'IO platform'

- IO Connect (guest access)
- IO Insights (analytics)
- IO Engage (marketing)

2

TRANSACTIONS

Data as an ingredient to drive a sales or marketing outcome

- Advertising partnerships
- 3rd Party Sponsorships

3

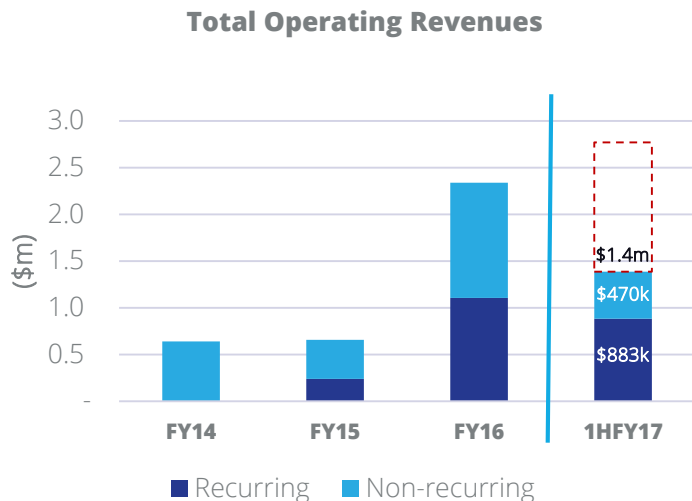
SERVICES

Helping drive business outcomes through effective use of data

- Data science services
- Data consultancy

Significant growth in operating revenues

Total revenues continue to grow with increased contribution from recurring revenue channels

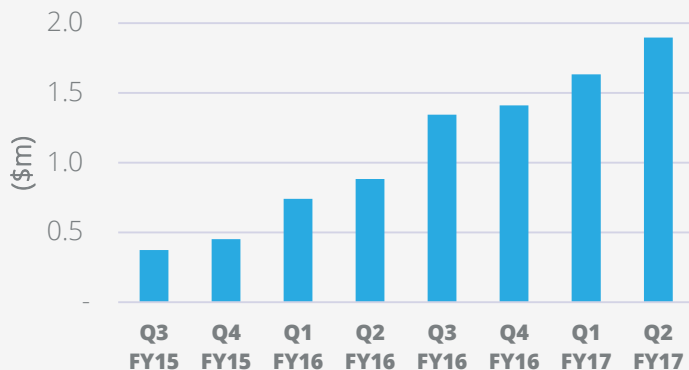


- **Strong growth in total operating revenues to A\$1.386m** in 1HFY17, up +26% on pcp
- **Strong growth in recurring revenues to A\$883k** in 1HFY17, up +117% on pcp (A\$1.9m annualised based on Q2 FY17)
- **Recurring revenues** are generated from on-going subscription fees for access to Skyfii's 'IO' data analytics platform
- **Non-recurring revenues** are generated from implementation and upfront setup fees and through the upsell of other transactions and services including marketing and content delivery tools and data science capabilities

Significant growth in recurring revenues

Recurring revenues from subscriptions and managed services continues to accelerate

Annualised Recurring Revenues



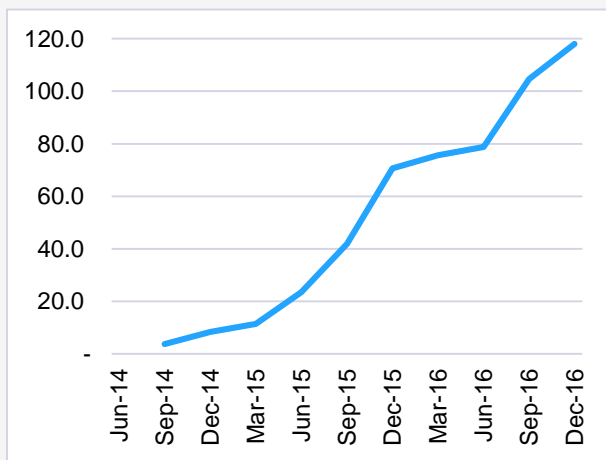
- **Strong growth in recurring revenues to to A\$883k** in 1HFY17, up 117% on pcp
- **Current annualised recurring revenues of A\$1.9m**, up 115% on pcp*

* Annualised based on Q2 FY17.

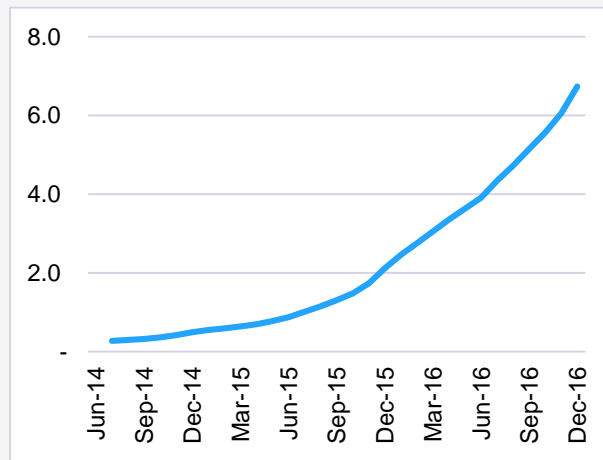
Strong growth in analytics and marketing capability

Data analytics grows to 120 million visits per quarter, marketing capability to 6.7 million users*

Quarterly Customer Visits (millions)



Total User Registrations (millions)



* As at 31 December 2016

Milestones achieved – FY16 & year to date

Objective

Retail footprint growth

Expand into new verticals

Product development

Partnerships & data services

Build distribution

Grow recurring revenues

✓ Mirvac, Merivale, Blackstone, Barangaroo, Lederer Group, Saga Group

✓ GPT Group, Scentre Group, Iguatemi (Brazil), World Square, IPOH; Aliansce group (Brazil)

✓ **Hospitality:** Merivale

✓ **Municipality:** Waverley Council
City of Cincinnati

✓ **Education** Durham University

✓ Launched **marketing tools** on subscription model

✓ Launched **data science capability**

✓ Google analytics, live weather, CRM integrations

✓ **New revenue secured** for paid data science consultancy

✓ Signed 15 x channel partners across UK, US markets

✓ Optus (Telco)

✓ **362%** growth in recurring revenues FY16 vs FY15

✓ **\$1.9m** in current annualised recurring revenues (Q2 FY17)

Delivery

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GROWTH STRATEGY AND
EXECUTION

Sales in growing number of verticals and geographies

LARGE



MEDIUM



SMALL



● FY16
● FY17/18

Pathway to profitability

ESTABLISH A DOMESTIC PLATFORM.

Focus product, technology & sales in delivering growth in ANZ

FY14

BUILD A MARKET-LEADING TECHNOLOGY STACK.

Build a scalable platform to service the needs of contracted enterprise customer

FY15

ESTABLISH AN INTERNATIONAL PLATFORM.

Establish a presence in the US & UK markets to drive international expansion

FY16

EXPAND SALES & MARKETING CAPABILITY.

Invest in sales and marketing capability to aggressively grow revenues in ANZ, UK & US markets.

Global deployment of channel partner program

FY17

ACCELERATED REVENUE GROWTH.

Accelerate revenue growth through strong market position with global channel partners & clients direct

Deliver pathway to breakeven

FY18

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PROVEN TEAM

Fit for purpose, experienced board



JAMES SCOTT

Non-Executive Chairman

- COO at Seven Group Holdings (ASX:SVW)



WAYNE ARTHUR

Chief Executive Officer

- 15+ years global media sales experience
- Ex EYE Corp (now Champ Private Equity) and Titan Media Group



ANDREW JOHNSON

Non-Executive Director

- Current Chairman at Vodafone/BeMobile
- Managing Director of Delta Systems

Specialist leadership team



WAYNE ARTHUR

Chief Executive Officer

- 15+ years global media sales experience
- Ex EYE Corp (now Champ Private Equity) and Titan Media Group



JOHN RANKIN

Managing Director/Chief Operating Officer

- 4 years in the retail property sector (Former Director at The GPT Group)
- 10 years global media sales (Former GM at EYE Corp, now Champ Private Equity)



MICHAEL WALKER

Chief Innovation Officer

- 20+ years corporate and investment banking
- Extensive executive management experience



JASON MARTIN

Chief Technology Officer

- Experienced in designing and building high volume processing systems



BRONE ROZE

Chief Financial Officer

- 7+ years finance and corporate advisory
- Ex-Freelancer.com and KPMG Corporate Finance



IAN ROBINSON

Sales Director

- 17 years enterprise sales experience
- National Sales Manager – Eye Corp
- Co-Founder of Skyfii Group Pty Ltd

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