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Annual General Meeting 2018 CEO Presentation

29 November 2018

ASX: SKF | www.skyfii.io



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COMPANY OVERVIEW

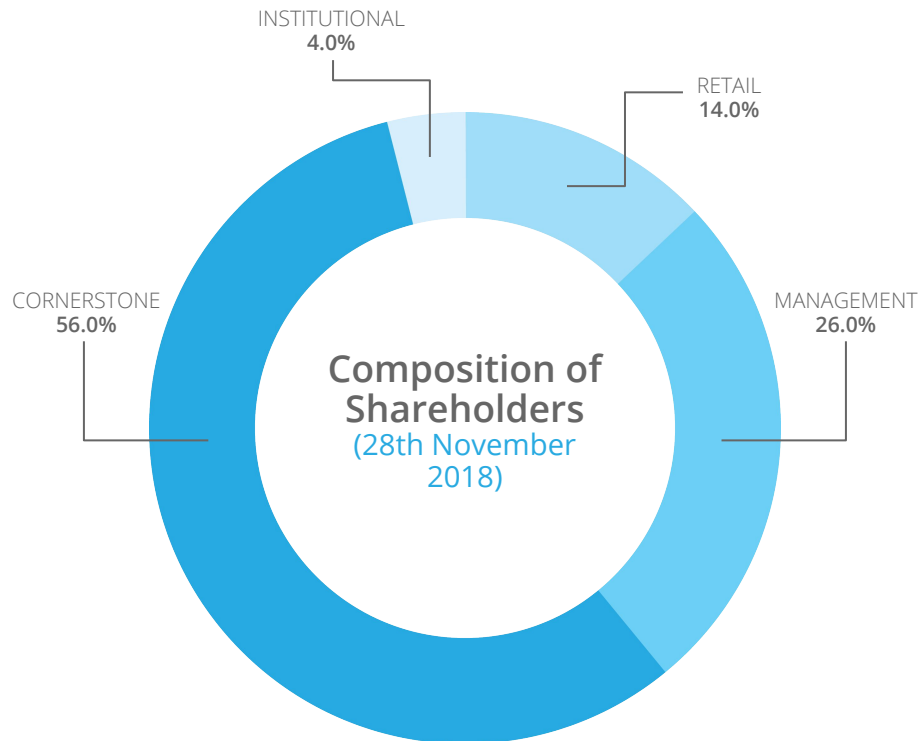
Company Overview

KEY MARKET STATISTICS

ASX code	SKF
Share price (28th November 2018)	A\$0.145
Share price 52 week range	A\$0.072 to A\$0.23
Market capitalisation (28th November 2018)	A\$39.65 million
Total shares outstanding	301.4 million
Cash balance 30th September 2018	A\$1.10 million
(\$851k R&D cash tax rebate received post quarter end on 21 November)	

KEY SHAREHOLDINGS

	Shares Held (Rounded)
White Family	33,528,491
Socialbon Inc	25,000,000
Bruce Gordon	23,268,756
Shaun Bonétt	22,015,874
Jan Cameron	18,053,011



- Tightly held – Top 20 shareholders hold ~74%



Revenue Definitions



RECURRING REVENUES

are generated from ongoing subscription fees for access to Skyfii's SaaS 'IO' platform.



SERVICES REVENUES

are generated from the payment of projects undertaken by both DCS and MS divisions, including revenues generated from customers of the Causely (US) business. Revenues generated from services are received as either recurring or fixed fee projects.



NON-RECURRING REVENUES

are generated from the deployment of hardware and infrastructure, implementations and upfront setup fees, which underpin recurring revenues.



FOUNDATION DATA LAYER

+18.7m unique registered users / +213m visits analysed

IO Platform



An analytics and data-driven marketing platform. (Multi year SaaS recurring revenue contracts)

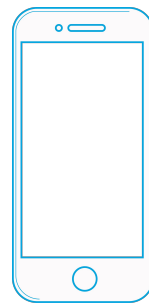
IO Connect (data collection)
IO Insight (data analytics)
IO Engage (marketing tools)

Data Consulting Services (DCS)



Delivering actionable research outcomes through the fusion of digital and behavioural data.

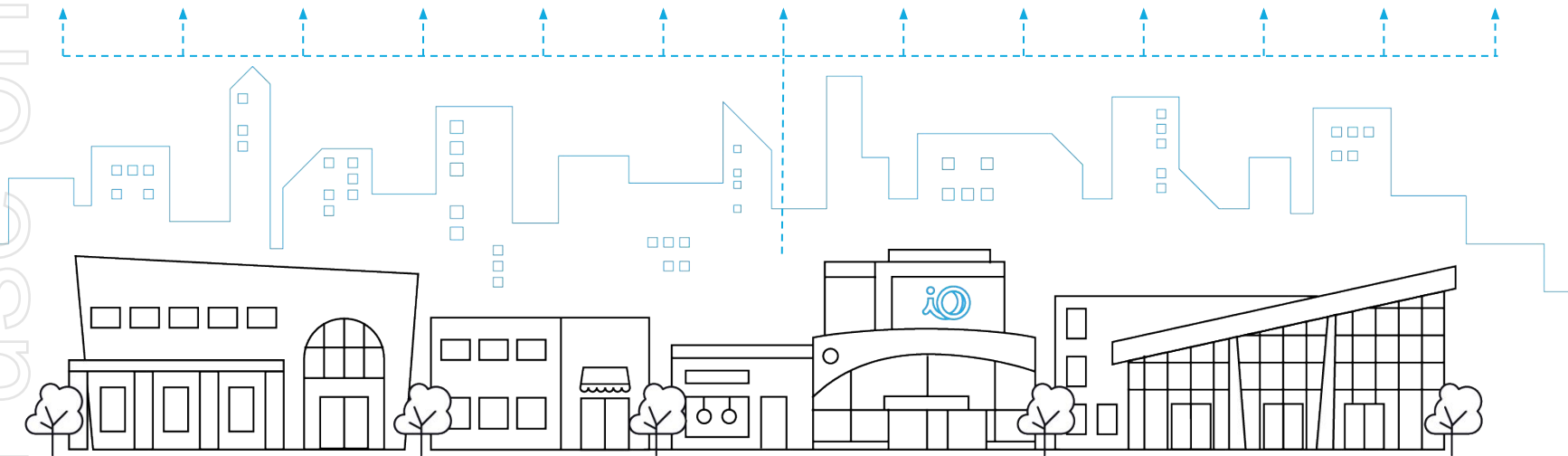
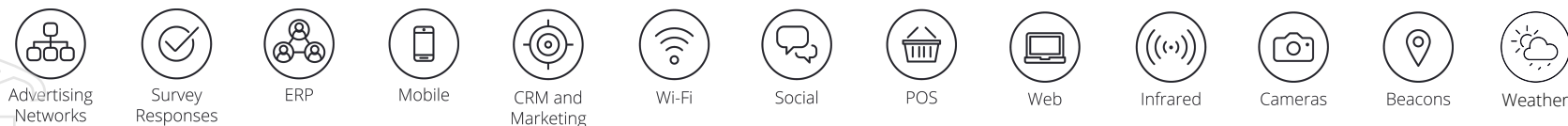
Marketing Services (MS)



Best in-class data-driven marketing practices and strategy.

Data Sources

Skyfii IO supports data collection from a growing number of sources. It gives venues the ability to build a holistic view of the visitor experience and the factors that influence it.



Client Snapshot



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MARKET OPPORTUNITY

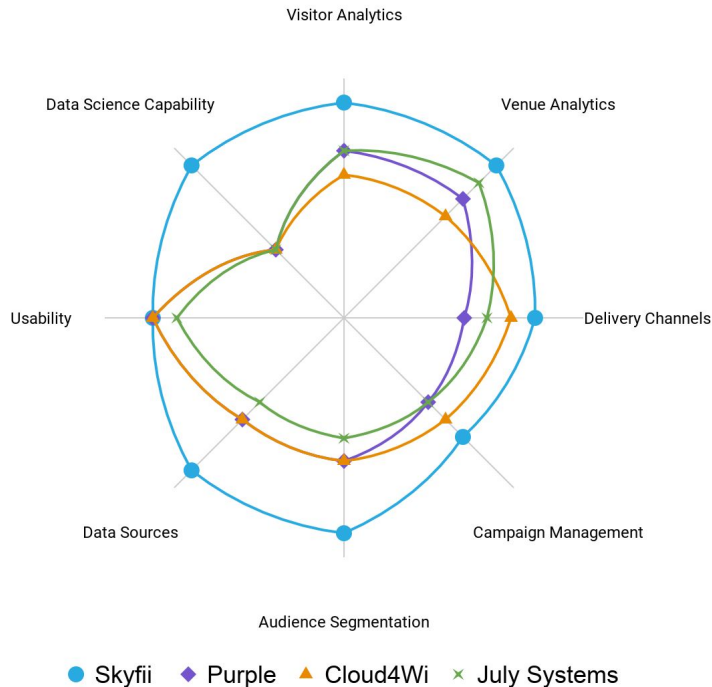
Diversified Product & Service Offering with Global Application

USA	Brazil	South Africa	UK & Europe	ANZ
114,893 Malls	538 Malls	1,800 Malls	9,425 Malls	1,600 Malls
6.2m Retail Outlets	600,000 Retail Outlets	25,000 Retail Outlets	1.6 m Retail Outlets	33,000 Retail Outlets
4,352 Universities	195 Universities	120 Universities	4000 Universities	197 Universities
1,500 Casinos	2 Casinos	38 Casinos	1,150 Casinos	20 Casinos
378 Airports	288 Airports	90 Airports	281 Airports	45 Airports
2,400 Cultural Centres	3,474 Cultural Centres	300 Cultural Centres	5966 Cultural Centres	1,000 Cultural Centres
38,477 Gyms	34,509 Gyms	230 Gyms	59,055 Gyms	4,371 Gyms
5,534 Hospitals	7,800 Hospitals	5,083 Hospitals	15,000 Hospitals	1551 Hospitals



Competitive Landscape

LOCATION ANALYTICS AND MARKETING PLATFORMS



Skyfii continues to ensure its proprietary software platform 'IO' remains ahead of the competition in responding to market needs.

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OPERATING HIGHLIGHTS

Operating Highlights (FY2018)

772.5m

visits analysed in
FY2018

\$1.25m

in OPEX reductions

GDPR

Compliant
(25th May 2018)

International growth
through acquisition of



68%

growth in recurring
revenues YoY

92%

growth in Total Operating
Revenues of \$6.17m

18.7m

registered users
by end of FY2018

Major Contract Wins (FY2018)

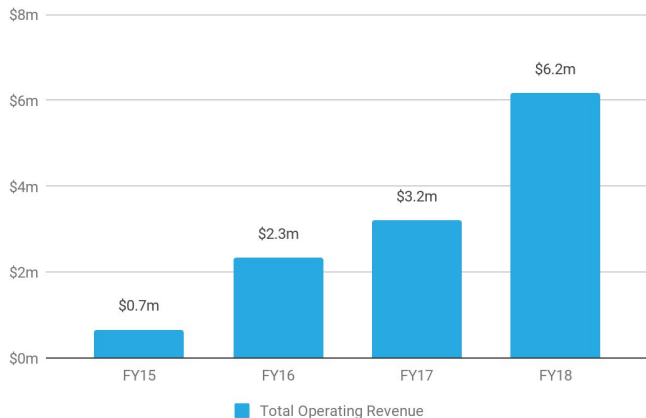


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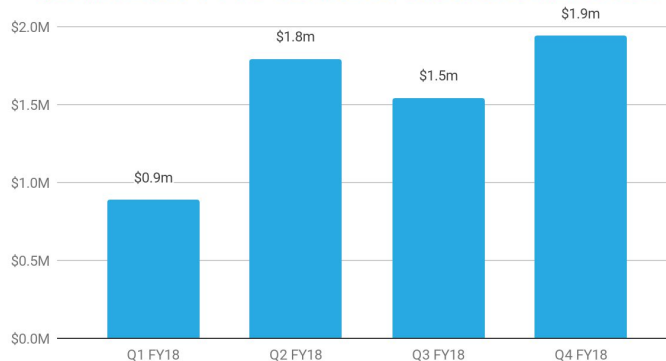
FINANCIAL HIGHLIGHTS

FY2018 Financial Highlights

YEARLY TOTAL OPERATING REVENUE



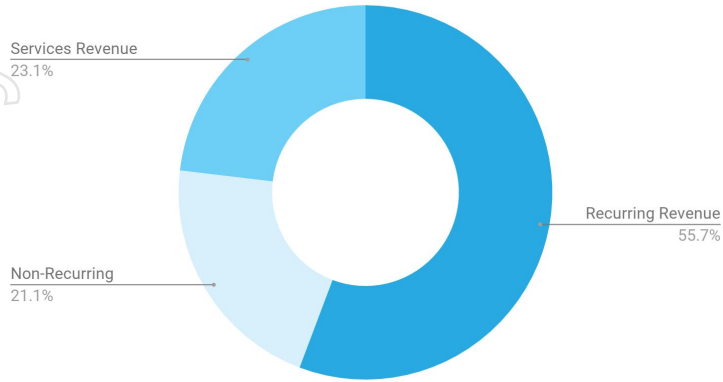
QUARTERLY FY18 TOTAL OPERATING REVENUE



- Total Operating Revenue FY2018 \$6.2m v FY2017 \$3.2m, 92% growth year on year
- Gross Margin FY2018 68% v FY2017 58%
- EBITDA FY2018 +\$0.067m v FY2017 -\$3.75m, Skyfii's maiden positive EBITDA result, ~\$3.8m improvement year on year
- Net Profit FY2018 -\$2.0m v FY2017 -\$4.9m, ~\$2.9m improvement year on year
- Cash at Bank FY2018 \$1.46m v FY2017 \$2.28m

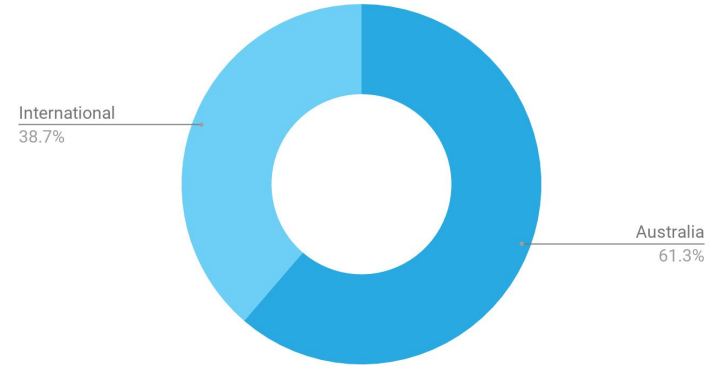
FY2018 Financial Highlights

DIVERSIFIED REVENUE



- Strong growth in Recurring Revenue, up 68% YoY
- All revenue generating activities underpin the sell-through of the Skyfii IO platform

DOMESTIC v INTERNATIONAL



- Increase in revenues generated from international operations (38.7%)
- Successful deployment of resources in international operations that delivered growth

Recurring Revenue

QUARTERLY RECURRING REVENUE

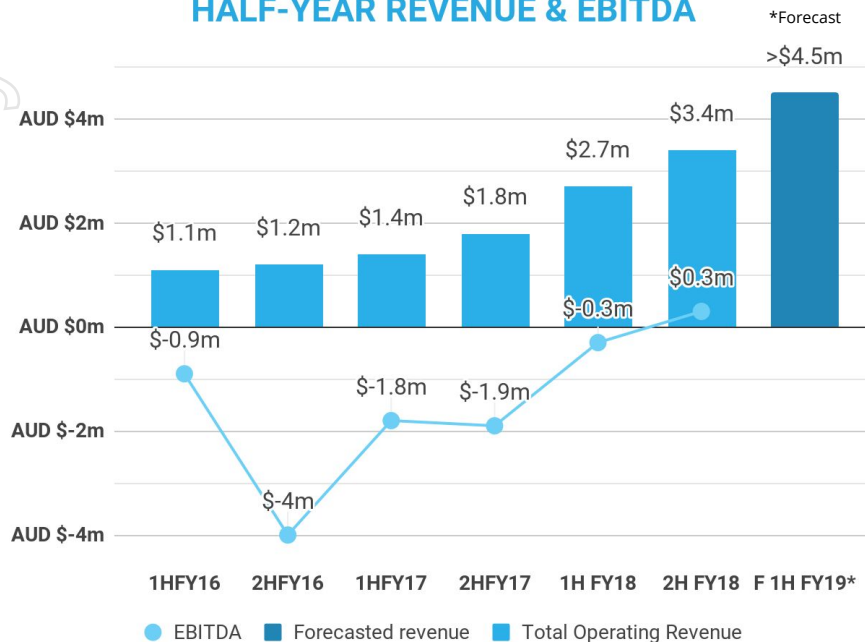


FY2018 Financial Highlights

- Recurring Revenue FY2018 \$3.4m v FY2017 \$2.0m, 68% growth year on year
- Typically contracted on 3-5 year terms
- Zero churn of customers across FY2018
- Strong foundation of Recurring Revenue as we proceed into FY2019

Financial Outlook

HALF-YEAR REVENUE & EBITDA



(EBITDA - Earnings before interest, tax, depreciation & amortisation)

- Total Operating Revenue is forecasted to exceed \$4.5m in 1H FY2019 (July to December 2019)
- Forecast represents >28% growth on previous half year and >68% growth on 1H FY2018
- Forecasted Recurring Revenue 1HFY2019 trending positively, at 20% compared to 2HFY2018.
- Current cash at bank and revenue trajectory, the Company does not foresee the requirement to raise capital funding for the purposes of its daily business operations at this point in time.

STRATEGY & OUTLOOK

Key Focus Areas for FY2019 and Beyond



Innovation and expansion of our global Platform



Increase share of wallet from existing customer base



Increase new customer subscriptions to the IO Platform



Expand our services offering into international operations



Accelerate organic growth through acquisition

“As a proven global SaaS (subscription-as-a-service) company, Skyfii understands the importance of a diversified product & service offering to meet the needs of our growing customer base.”

To Become the Global Market Leader

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ESTABLISH AN INTERNATIONAL PLATFORM

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



FY2016

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



FY2017

ACCELERATE REVENUE GROWTH

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

Deliver pathway to EBITDA breakeven



FY2018

DIVERSIFIED PRODUCT AND SERVICE OFFERING

Harvest revenue pipeline from ANZ & international operations

Continued topline and recurring revenue growth

Maintain full year positive EBITDA margin

FY2019

ENHANCE SHAREHOLDER RETURN

Consolidate market leading position

Extend data source aggregation

Cash flow breakeven

FY2020

#1 GLOBAL PROVIDER

Become the global leader in data analytics & marketing services in physical environment

Largest provider by revenue and market capitalisation globally

FY2021

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