

7th March, 2019

## **SKYFII EXTENDS NANDOS AGREEMENT TO SOUTH AFRICA EXTENDING INTERNATIONAL PARTNERSHIP**

### **Highlights:**

- **New contract to deploy services to more than 260 Nando's restaurants across South Africa on a two-year contract term**
- **Contract provisions deployment of Skyfii's SaaS recurring revenue 'IO Platform' services, 'IO Connect' (data collection)**
- **The rollout to be delivered in partnership with authorised South African reseller Infoprotect**
- **Further key win in the lucrative quick service retail (QSR) vertical and successful expansion of the partnership with Nando's globally, extending the total number of contracted Nando's venues to 780 restaurants**

**SYDNEY, AUSTRALIA, 7th March, 2019** - Skyfii Limited (ASX:SKF) (Skyfii or the Company), an omnidata intelligence company, is pleased to extend its partnership with Nando's quick service restaurants (QSR) globally, following the signing of a two year contract with Nando's South Africa to deploy Skyfii's software-as-a-service (SaaS) recurring revenue 'IO Platform' services across 260 Nando's stores in South Africa.

The contract expansion follows on from key contact wins with Nando's Australia (announced June 2018) and Nando's Europe (announced July 2018) which already have Skyfii's 'IO Platform' deployed across 520 Nando's restaurants. At completion, the addition of the South African restaurants will see Skyfii's SaaS (software-as-a-service) recurring revenue 'IO Platform' deployed in 780 Nando's restaurants globally.

The rollout will be delivered in partnership with Infoprotect, a Skyfii authorised South African reseller. Infoprotect is a leading ICT Solution provider that offers managed solutions covering five solution pillars: IT Security, ISP and Cloud, Information Management, Wi-Fi as a Service and Managed Networking Services.

Brad Fraser, Chief Executive Officer, Infoprotect, commented "Infoprotect and Skyfii will deliver the first national restaurant Guest Wi-Fi solution in South Africa, that will allow Nando's to grow their customer base, engage directly and collect valuable customer data, through a single easy to use platform."

Skyfii's 'IO Connect' solution will allow Nando's South Africa to provide a seamless guest

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WiFi captive portal experience, enriching the customer database and deliver personalised content, allowing Nando's to optimise customer engagement and improve in-venue performance.

Wayne Arthur, Chief Executive Officer, Skyfii, commented "I'm very pleased to announce the partnership with Nando's South Africa, following on from the success of Skyfii's deployment in Nando's Australia and internationally. As a leading QSR brand globally, Nando's is a hallmark for exemplary customer service and experience, pioneering a service offering that has become a household name globally.

Having now contracted to grow our service offering to 780 restaurants globally, we can proudly state that our solution is a valued component of the Quick Service Restaurant industry."

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## About Skyfii

Skyfii helps physical venues measure, predict, and influence customer behaviour.

Thousands of shopping centres, airports, retailers, smart cities, universities, restaurants, and other venues, large and small, rely on Skyfii to help improve venue performance and create better experiences for their visitors and customers.

As the world's most trusted omnidata intelligence company, Skyfii collects and analyses billions of data points each month from venues across five continents.

Our cloud-based software platform, the IO Platform, helps venues visualise trends from digital and physical data in a single system of record. The IO Platform also provides location and behaviour based communications software and tools to manage guest Wi-Fi across multiple locations.

Skyfii further augments insights generated by the IO Platform with its Data & Marketing Services group: a team of data science and marketing consultants who help clients effectively gain more value from their data.

Skyfii offers a SaaS recurring revenue cloud-based solution in a subscription model consisting of three core 'IO' services:

- IO Connect: a data portal where data is collected (data collection)
- IO Insight: venue performance, customer behaviour and, loyalty & engagement (data analytics)

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- IO Engage: targeted content delivery, automated marketing and monetization (marketing tools)

Skyfii also engages clients to provide further revenue generating services:

- Data Consultancy Services (DS): Experts in delivering compelling and actionable research outcomes through the fusion of digital and behavioural data
- Marketing Services (MS): Delivering best in-class data-driven marketing practices, empowered through the fusion of digital and behavioural data

Learn more at [www.skyfii.com](http://www.skyfii.com)

## Media

John Rankin  
Chief Operating Officer  
Skyfii  
P: +61 2 8188 1188  
E: [john.rankin@skyfii.com](mailto:john.rankin@skyfii.com)  
W: [www.skyfii.com](http://www.skyfii.com)

## Investors

Glen Zurcher  
Account Director  
Investor Relations Department  
P: +61 420 249 299  
E: [glen.zurcher@irdepartment.com.au](mailto:glen.zurcher@irdepartment.com.au)