Q3 FY2019 RESULTS

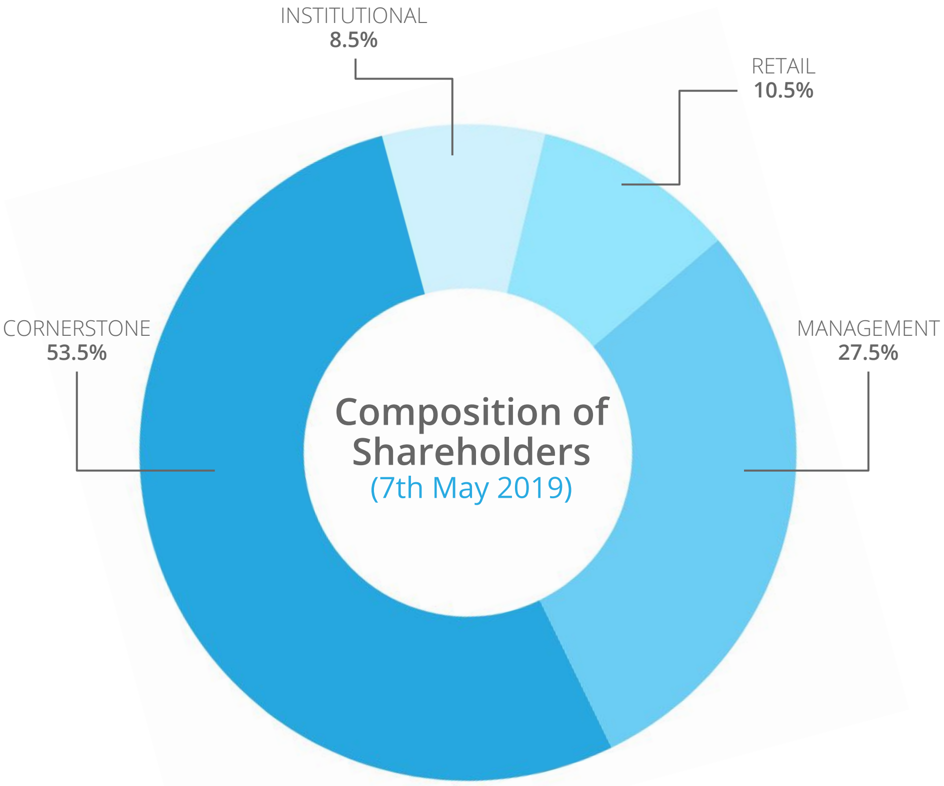
INVESTOR PRESENTATION

COMPANY OVERVIEW

Company Overview

KEY MARKET STATISTICS	
ASX code	SKF
Share price (7th May 2019)	A$0.18
Market capitalisation (7th May 2019)	**A$60.3 million**
Total shares outstanding	334.9 million
Cash balance 31st March 2019*	**A$1.2 million**

KEY SHAREHOLDINGS	Shares Held (Rounded)
Socialbon Inc	25,000,000
Bruce Gordon	23,268,756
Shaun Bonétt	22,015,874
Jon Adgemis	20,949,956
Jan Cameron	18,053,011



- Tightly held – Top 20 shareholders hold ~66%

* Cash at bank of $1.2m at end of Q3 FY2019 (31 March 2019), down from $1.4 m at the end of the previous quarter (31 December 2018).

skyfii IO

***Omnidata intelligence** is the practice of analysing multiple data sets to create a complete understanding of behaviour and experiences across the physical and digital world.*

Intelligent Technology (IO Platform)

A data & marketing platform designed and optimised for physical spaces

Intelligent People (Services)

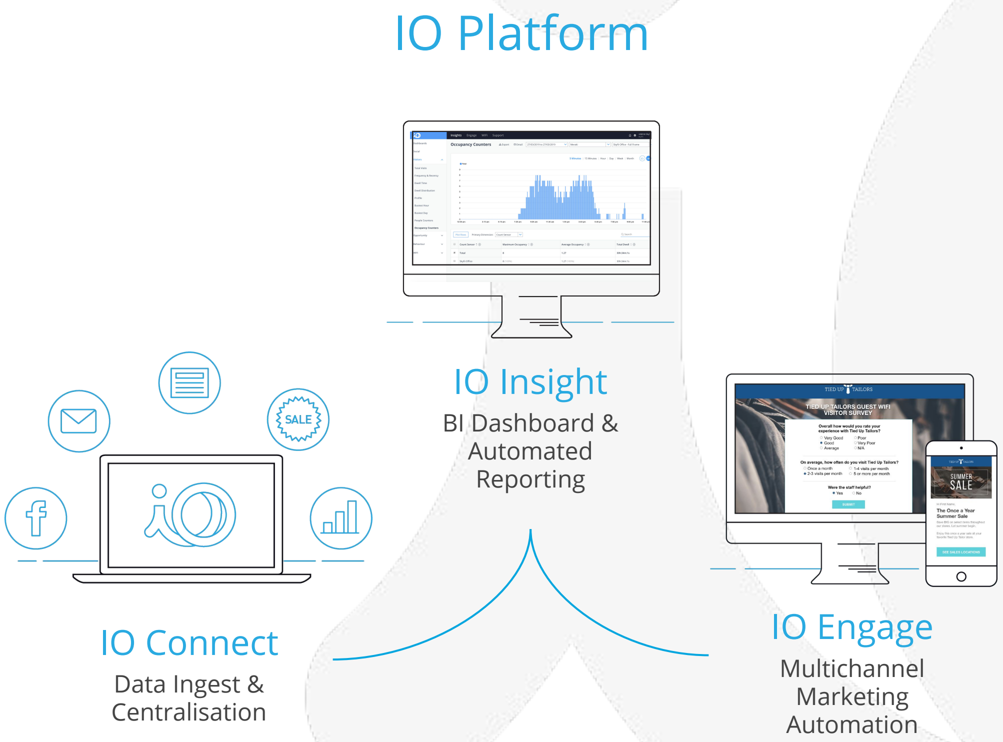
Data scientists, strategists & marketing experts who help customers understand and apply their data.

Intelligent Technology

Skyfii IO provides businesses with a suite of tools that helps them analyse, predict, and influence customer behaviour across digital and physical experiences.

SaaS Recurring Revenue model:

- Enterprise customers
- Multi-year contracts
- Global client base in over 10 verticals



Intelligent People

Skyfii's experienced team of Digital Strategists, Data Scientists, Marketing Experts and Engineers help our customers achieve their strategic objectives through;

- Venue performance measurement & optimisation
- CX program design and management
- Digital to physical attribution
- Behavioural segmentation & persona design
- Digital, marketing & media strategy
- Market research & satisfaction scoring

Services

Strategy

Our strategists are experts in data and digital transformation for physical venues

Research

Our data scientists can help you solve complex challenges with data

Marketing

Our marketing experts can plan, execute and optimise every campaign.

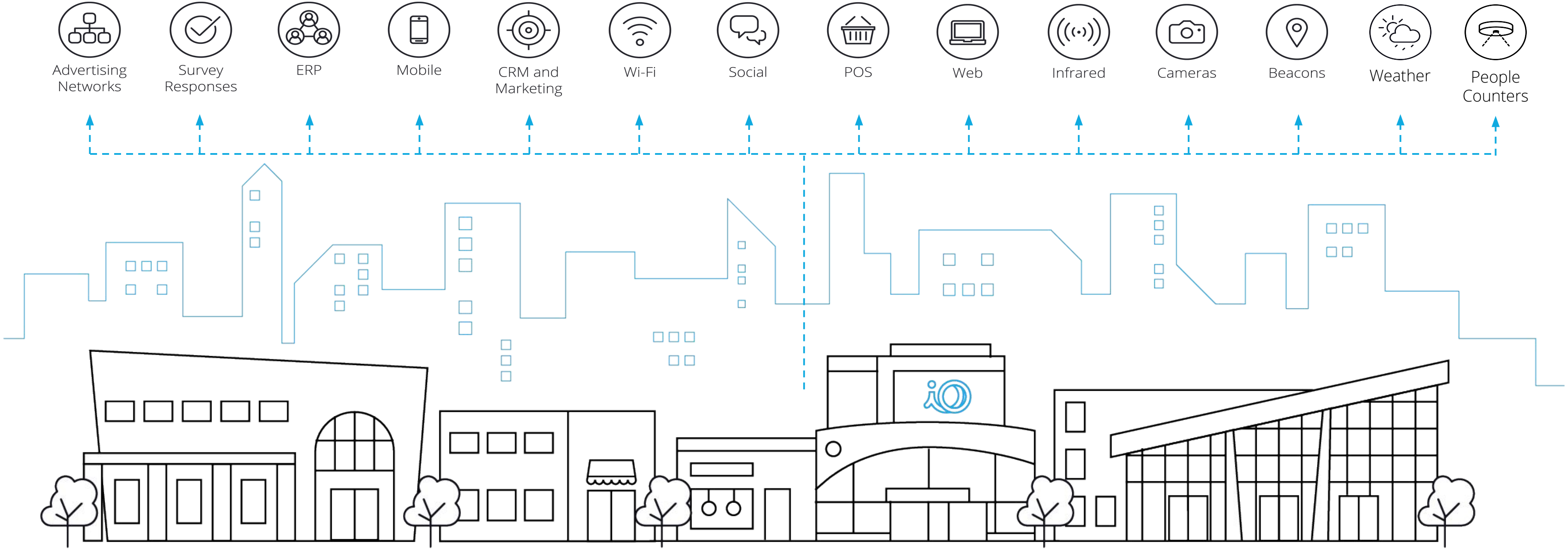
Engineering

Our engineers can automate and integrate our solution to your needs

* Revenues generated from Services are received as either recurring or fixed fee projects.

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.



skyfii IO

Enterprise Client Snapshot

PRECISION GROUP
IGUATEMI Empresa de Shopping Centers SA
DASA·GROUP
ALIANSCE SHOPPING CENTERS
BLACKSTONE PROPERTIES
JLL
NATIONAL LIBRARY OF AUSTRALIA
SCENTRE GROUP
Cincinnati Bell
AO australian open
THE KOOPLES PARIS
ONE FINE ONE PROPERTY
mirvac
ISPT SUPER PROPERTY
HABIBS
NZ RETAIL PROPERTY GROUP MADE FOR NZ
Nando's
HSBC
OPTUS
DEXUS PROPERTY GROUP
UNI QLO
Durham University
MARKET CITY
lendlease
Westfield
LEWIS LAND GROUP
orangetheory FITNESS
METRÔ
WAVERLEY COUNCIL
PRET ORGANIC COFFEE NATURAL FOOD
The GPT Group
crescent mall
FRIGELAR
city of CINCINNATI
HOME CONSORTIUM
MoAD
FORTIUS
lederer GROUP
Nuffield Health
Barangaroo
WELLINGTON AIRPORT
national museum australia
WOOLWORTHS
VERSACE
McARTHURGLEN DESIGNER OUTLETS
SOMERSET COUNTY CRICKET CLUB
SFMOMA
ANYTIME FITNESS

OPERATING HIGHLIGHTS

Operating Highlights

Q3 FY2019

- Significant new contract wins during and post quarter in the North American, Australian and European markets
- Consistent wins in identified verticals, including smart cities, cultural centres , stadiums and sporting venues, and retail property
- Launch of IO Labs, a new Data Consulting Service offering, initially focused on the retail property vertical

New Contracts

Strong deal activity in Australia and the America's

DURING THE QUARTER // Q3 FY2019

Cincinnati Bell
- Five-year contracts
- Smart City and Smart Campus
- 'IO Insight', 'IO Connect' and 'IO Engage'

Somerset County Cricket Club
- Three-year contract
- 'IO Insight', 'IO Connect' and 'IO Engage'

Home Consortium
- Three-year contract
- 23 centres deployed with additional 18 centres planned
- 'IO Connect' and 'IO Insight'

SFMOMA
- Initial one year contract
- First US cultural centre client
- 'IO Connect' and 'IO Insight'

Cafaro
- Three-year Master Services Agreement
- Initial deployment in Eastwood Mall
- 'IO Connect', 'IO Insight' and 'IO Engage'

Nando's
- Extended Nando's agreement to South Africa
- 260 restaurants in South Africa
- 'IO Connect'

National Library of Australia
- Three-year contract
- Pre-eminent cultural centre in Canberra, Australia
- 'IO Connect' and 'IO Insight'

POST QUARTER END

Fortius
- Three year contract
- Two Australian shopping centres
- 'IO Insight' and 'IO Connect'

skyfii IO

Other Notable Contracts

Strong deal activity in Australia and the America's

SIGNED DURING THE QUARTER // Q3 FY2019

MoAD

- Initial 1 year contract
- Pre-eminent cultural centre based in Canberra, Australia
- 'IO Connect' and 'IO Insight'

Royal Australian Mint

- Three year contract
- Pre-eminent cultural centre based in Canberra, Australia
- 'IO Connect' and 'IO Insight'

EST. 1938 RICE VILLAGE HOUSTON, TX

- Initial 1 year contract
- Owned by Trademark Property Group
- 'IO Connect' and 'IO Insight'

paradise centre

- Initial 1 year contract
- Shopping centre based in Australia
- 'IO Connect' and 'IO Insight'

mega polo moda

- Initial 2 year contract
- One of Brazil's largest shopping centres
- 'IO Connect', 'IO Insight' and 'IO Engage'

skyfii IO

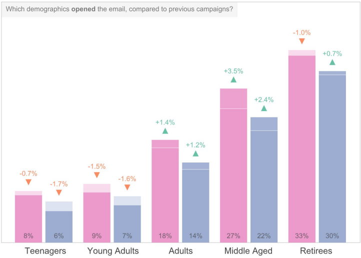
New Services Offering Launch

iO labs

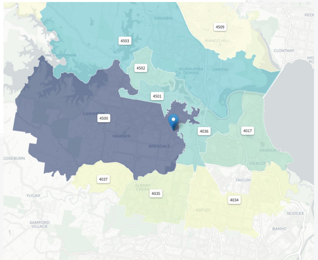
- Launch of IO Labs, a new Data Consultancy Services offering.
- IO Labs allows Skyfii customers to access ongoing and interactive reports customised to the unique needs of their business and industry.
- IO Labs' projects are billed on either a one-off revenue or recurring revenue basis.
- Piloted and validated by Australian shopping centre property group.

Features

Campaign attribution & reporting



Geographical data overlays



Financial reporting

SPEND PER VISIT

$48.89

▼ -$3.32 vs. last year

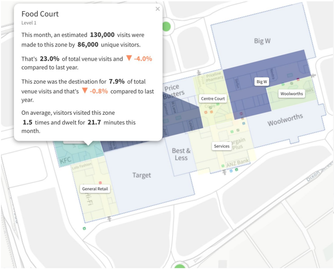
Weather sensitivity reporting

WEATHER IMPACT

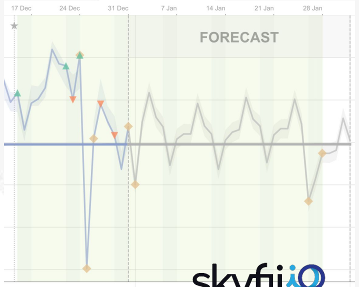
+300

visits due to weather

Spatial data overlays



Predictive Forecasting



skyfii iO

FINANCIAL HIGHLIGHTS

skyfii IO

Types of revenues generated by the Skyfii business model

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 Data Consultancy Services (DCS) and Marketing Services (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, including installation of Wireless Access Points, 2D and 3D cameras and People Counting technology.

MS= Marketing Services DCS= Data Consultancy Services

Financial Highlights

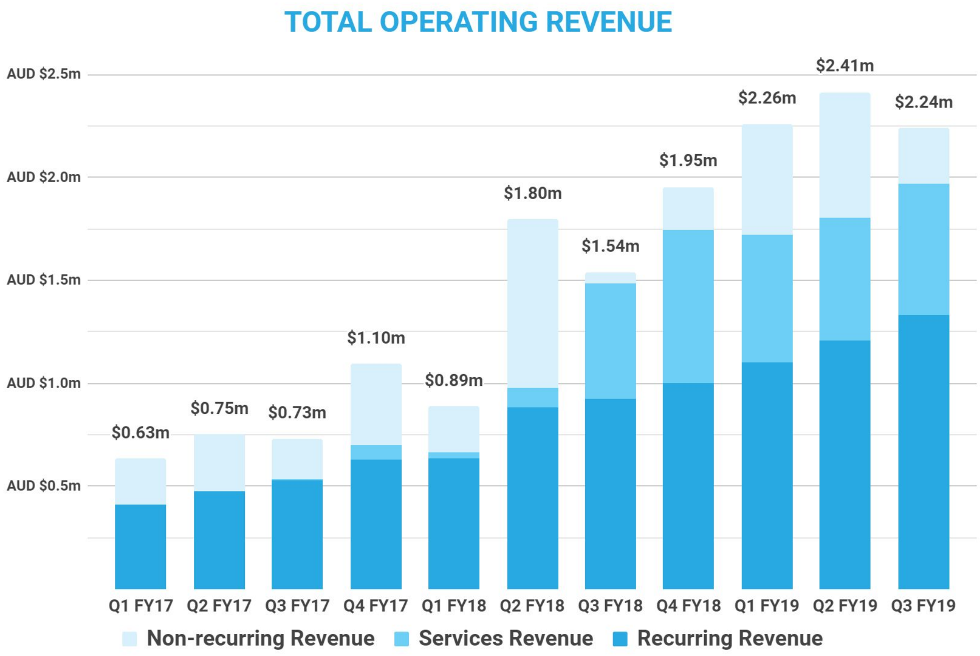
QUARTERLY HIGHLIGHTS

- Total Operating Revenues for **Q3 FY2019 were $2.24 million, down 7%** on the previous quarter
- Recurring Revenues for **Q3 FY2019 were $1.33m, up 11%** on the previous quarter **(up 44% compared to Q3 FY2018)**
- Services Revenues (DCS & MS) in **Q3 FY2019 of $639k, up 5%** on the previous quarter

CASH POSITION & COSTS MANAGEMENT

- The Company maintained a **cash position of $1.2m, down from $1.4m** at the end of the previous quarter (31 December 2018)
- The Company does not require any further capital raising to support daily operations

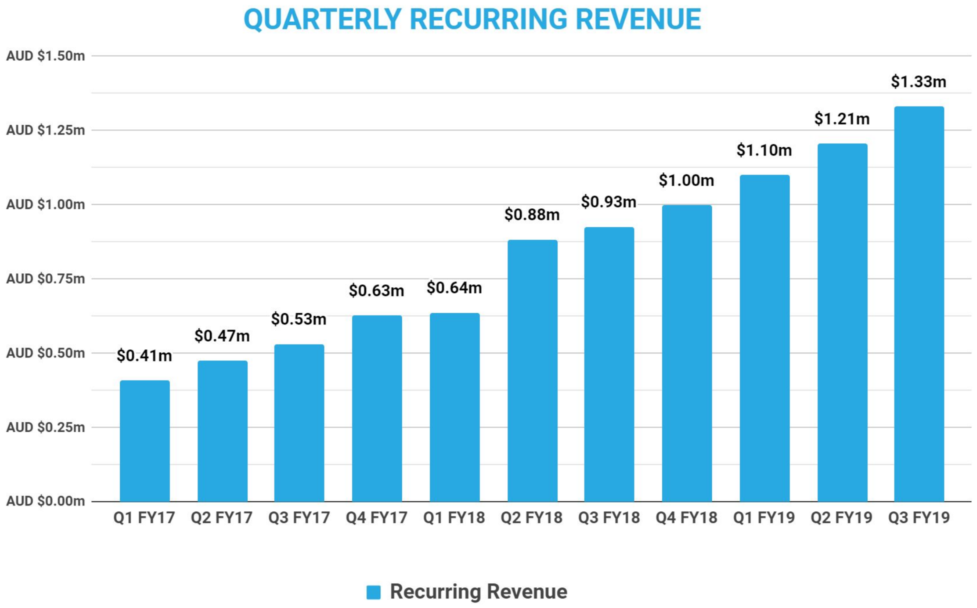
Total Operating Revenue



- Total Operating Revenues at **A$2.24m for Q3 FY2019**, down **7%** from the prior quarter, up **46%** same quarter last year
- Non-Recurring Revenues for the quarter of **A$271k for Q3 FY2019**, down **55%** on the previous quarter, representing a seasonal drop in the delivery of capital projects across the January and February holiday period. This seasonal trend is consistent with prior years.

* Provisional unaudited for the quarters ended 31 December 2018 (Q2 FY2019) & 31 March 2019 (Q3 FY2019)

Quarterly Recurring Revenue



- Recurring Revenues of A$1.33m for Q3 FY2019, an increase of 11% quarter on quarter
- Recurring Revenues are typically contracted on 3-5 year contract terms
- Consistent trend of 10% or greater QoQ growth across the last four quarters

FY2019 OUTLOOK

skyfii IO

Outlook

KEY FOCUS AREAS OF FOCUS FOR Q4 FY2019

- Continued strong conversion of key contracts within our International markets
- Further diversification of our product and service offering to include new data sources
- Maintain focus on delivering continued revenue growth at both topline and Recurring Revenue lines
- Maintain a positive EBITDA position

Important Notice and Disclaimer

This presentation has been prepared by Skyfii Limited (ACN 009 264 699) (Skyfii or the Company). The information contained in this presentation is current at the date of this presentation. The information is a summary overview of the current activities of the Company and does not purport to be all inclusive or to contain all the information that a prospective investor may require in evaluating a possible investment. This presentation is for general information purposes and is not intended to be and does not constitute a prospectus, product disclosure statement, pathfinder document or other disclosure document for the purposes of the Corporations Act and has not been, and is not required to be, lodged with the Australian Securities & Investments Commission. It is to be read in conjunction with the Company's disclosures lodged with the Australian Securities Exchange.

The material contained in this presentation is not, and should not be considered as, financial product or investment advice. This presentation is not (and nothing in it should be construed as) an offer, invitation, solicitation or recommendation with respect to the subscription for, purchase or sale of any security in any jurisdiction, and neither this document nor anything in it shall form the basis of any contract or commitment. This presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor which need to be considered, with or without professional advice, when deciding whether or not an investment is appropriate.

This presentation may contain information as to past performance of the Company. Such information is given for illustrative purposes only, and is not – and should not be relied upon as – an indication of future performance of the Company. The historical information in this presentation is, or is based upon, information contained in previous announcements made by the Company to the market.

This document contains certain "forward-looking statements". The words "anticipate", "believe", "expect", "project", "forecast", "estimate", "outlook", "upside", "likely", "intend", "should", "could", "may", "target", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements, as are statements regarding the Company's plans and strategies and the development of the market.

Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Company, which may cause actual results to differ materially from those expressed or implied in such statements.

The Company cannot give any assurance or guarantee that the assumptions upon which management based its forward-looking statements will prove to be correct or exhaustive beyond the date of its making, or that the Company's business and operations will not be affected by other factors not currently foreseeable by management or beyond its control. Such forward-looking statements only speak as at the date of this announcement and the Company assumes no obligation to update such information. The release, publication or distribution of this presentation in jurisdictions outside Australia may be restricted by law. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

All references to dollars are to Australian currency unless otherwise stated.

To the maximum extent permitted by law, the Company makes no representation or warranty (express or implied) as to the accuracy, reliability or completeness of any information contained in this document. To the maximum extent permitted by law, the Company shall have no liability (including liability to any person by reason of negligence or negligent misrepresentation) for any statements, opinions or information (express or implied), arising out of, contained in or derived from, or for any omissions from this document, except liability under statute that cannot be excluded.


skyfii