22/ 07/ 20 | WAYNE ARTHUR & JOHN RANKIN

skyfii iO

Q4 FY20 Quarterly Results Presentation

The World's First Omnidata Intelligence Company

About Skyfii

Our vision is to improve visitor experience by understanding behaviour.

Skyfii is a global technology company that transforms the way organisations collect, analyse and extract value from data.

We process billions of data points monthly, captured in the physical & digital world to help businesses better understand and improve the experiences of millions of customers every day.

OMNIDATA INTELLIGENCE

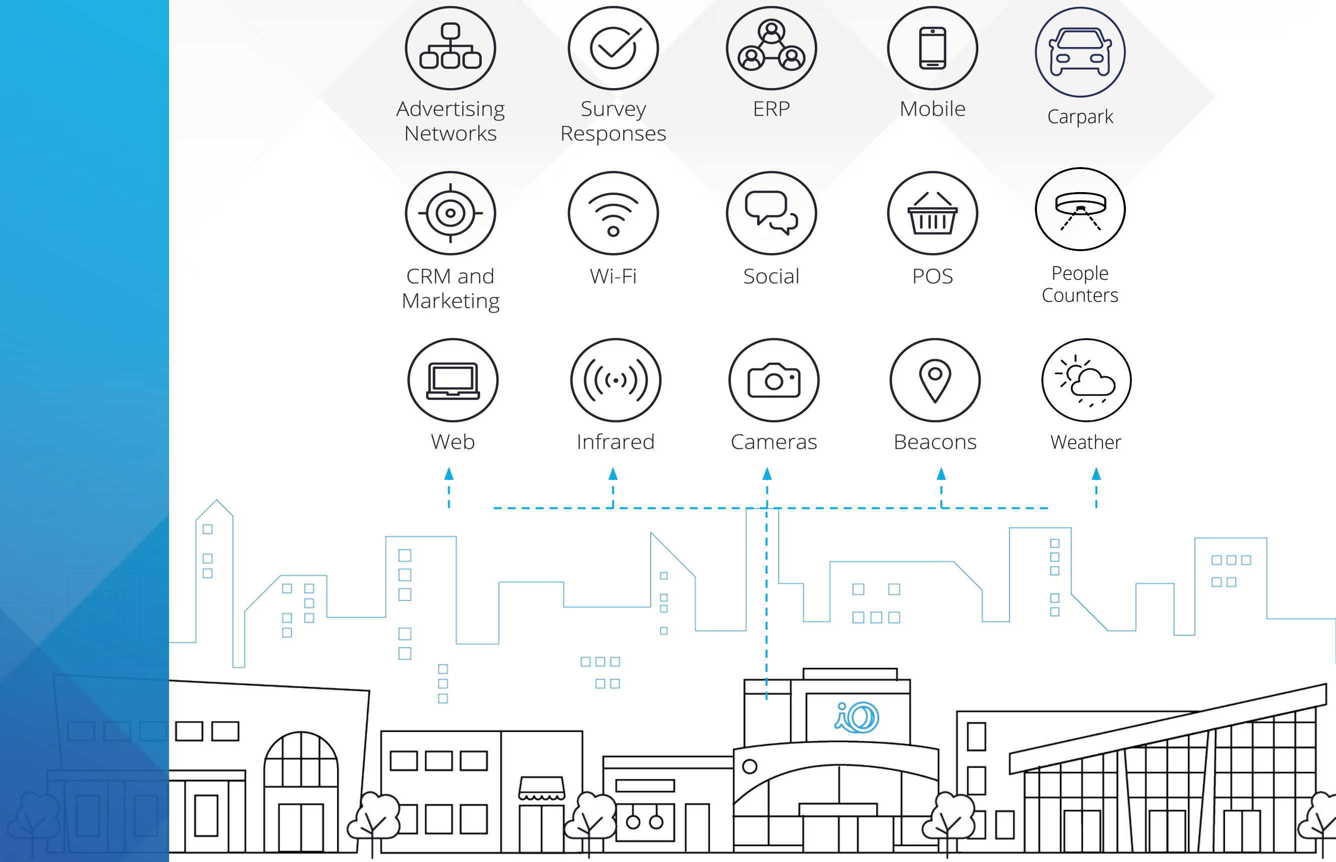
The practice of analysing multiple data sets to create a complete understanding of experiences across the physical and digital world.

- Offices in 7 countries
- 55 staff globally
- Portfolio of 10,000+ venues across 35 countries

- Right Data
- Intelligent Technology
- Experienced People

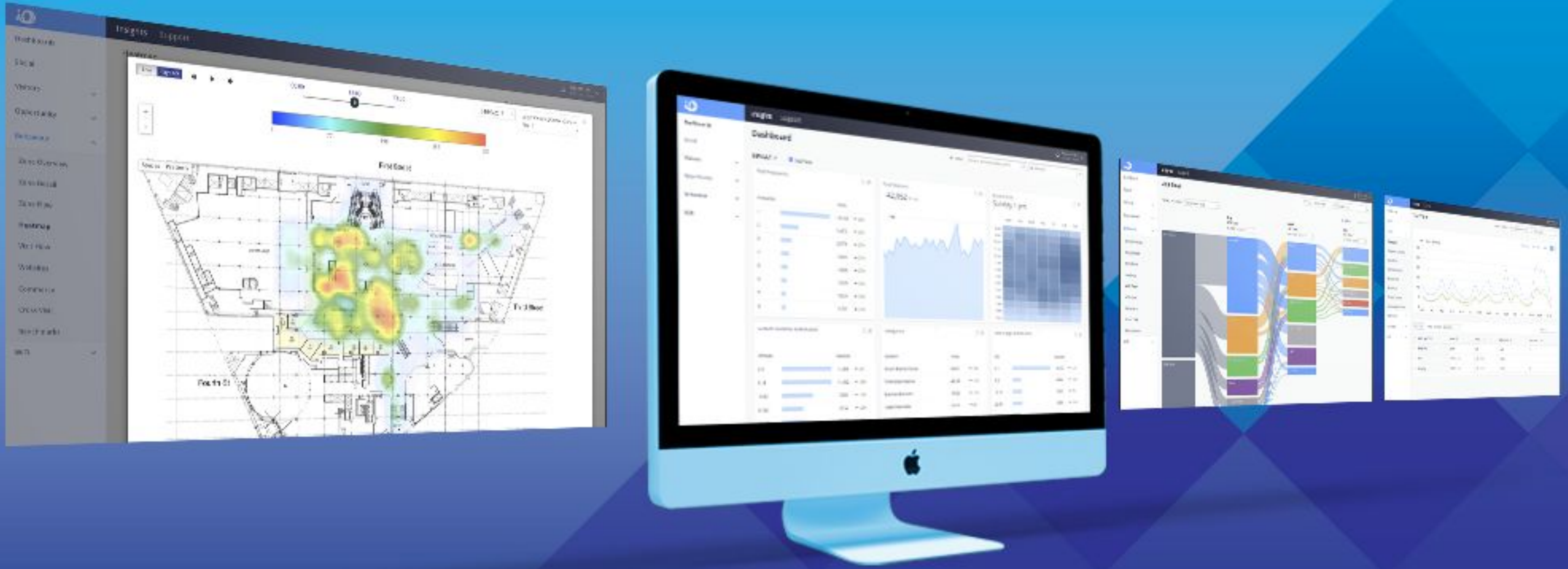
Multiple Data Sources

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.



Data Intelligence Platform built for Physical Venues

We process billions of data points monthly, captured in the physical & digital world to help businesses better understand and improve the experiences of millions of customers every day.



Company Overview

35 countries in which SKF operate across 5 continents

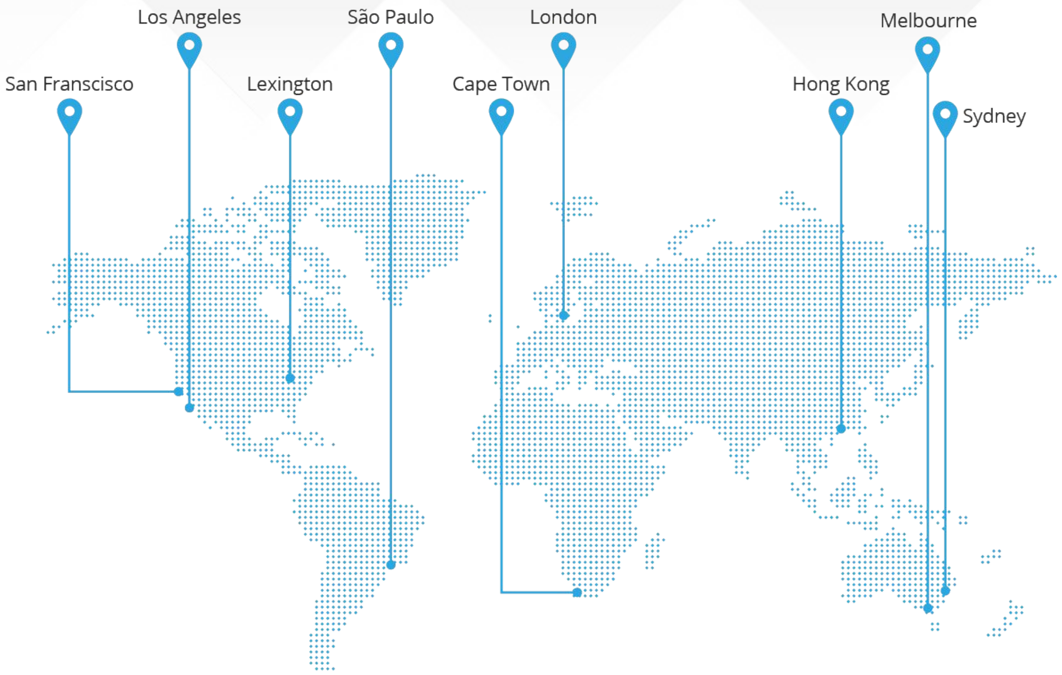
+900 number of customers SKF provide services to across 10,000 physical venues

3 year average contract length

>60 % of revenues generated from recurring revenue streams

$10m Annualised recurring revenue

47 % of revenue generated from international markets



Financial Highlights

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Diversified Revenue Model

RECURRING REVENUES
are generated from ongoing subscription fees for access to Skyfii's 'IO' data intelligence platform. Recurring revenues are charged on a fixed fee per venue per month basis and not volume based on traffic. The majority of our recurring revenues are typically contracted on 3-5 year terms with a monthly subscription fee

SERVICES REVENUES
are generated from the payment of projects undertaken by both Data Consultancy Services (DCS) and Marketing Services (MS) divisions. Revenues generated from Services are received as either monthly, recurring or fixed fee projects.

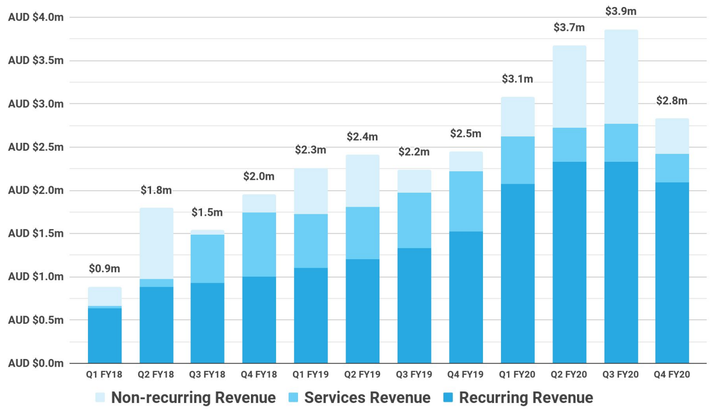
NON-RECURRING REVENUES
are generated from the deployment of hardware and infrastructure, implementations and upfront setup fees, which underpin recurring revenues, including installation of Wireless Access Points, 2D and 3D cameras, AI powered People and Vehicle Counting technology.

Q4 FY20 Results[1]

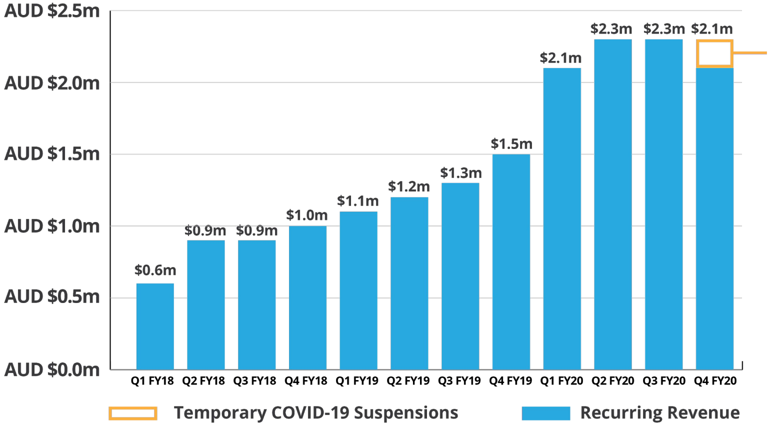
Operating Revenue $2.8m	↓ 27%[2]
Recurring Revenues $2.1m	↓ 9%[2]
ARR[3]	$10m
Cash at Bank @ 30th June 2020	$2.1m
Debt Facility $2m	$1.9m Undrawn

1. All revenues are inclusive of Beonic transaction which completed on 9 July 2019
2. Versus Previous Corresponding Period (Q3 FY20)
3. Annual Recurring Revenue (ARR) based on contracted recurring revenues as at the end of Q4 FY20 - inclusive of temporary suspension as a result of COVID

TOTAL OPERATING REVENUE - BY QUARTER



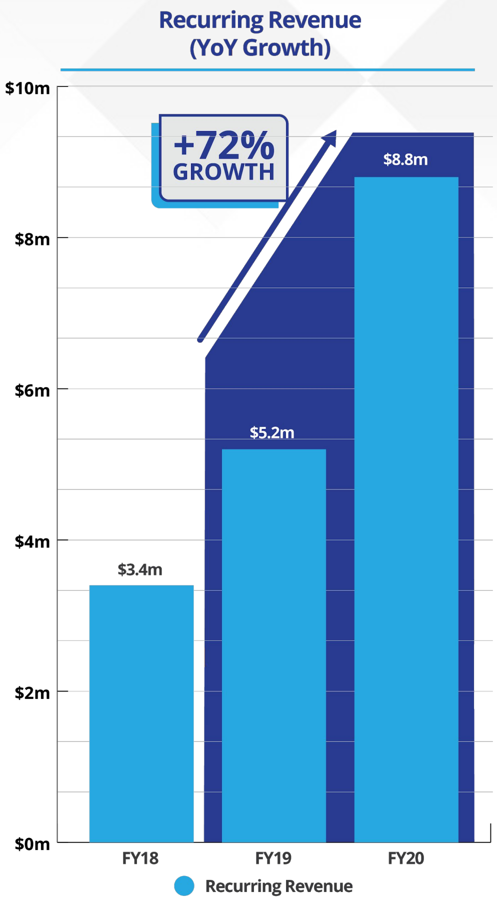
RECURRING REVENUE - BY QUARTER

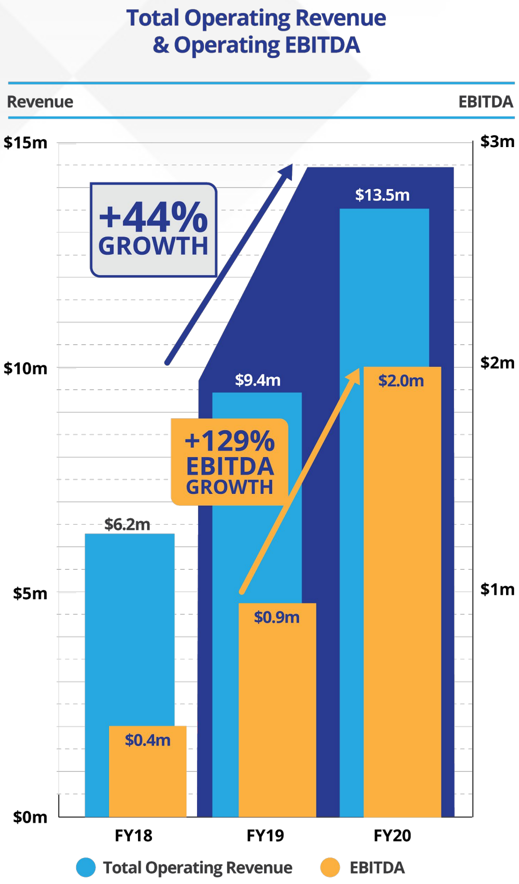


Full Year FY20 Results[1]

Operating Revenue $13.5m	⬆ 44%[2]
Recurring Revenues $8.8m	⬆ 72%[2]
Operating EBITDA $2m	⬆ 129%
Operating EBITDA 1H v 2H	⬆ 55%

1. All revenues are inclusive of Beonic transaction which completed on 9 July 2019
2. Versus Previous Corresponding Period (FY19)





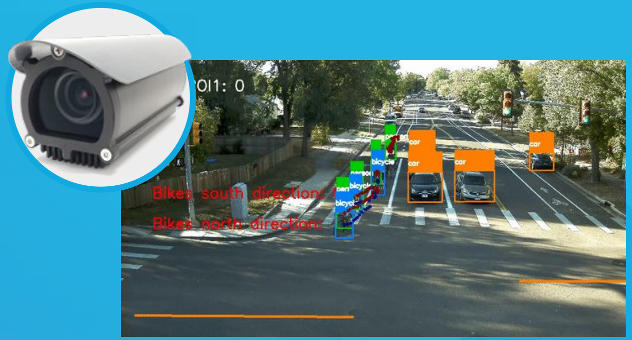
Operating Highlights

Product Development

1 Video Analytics

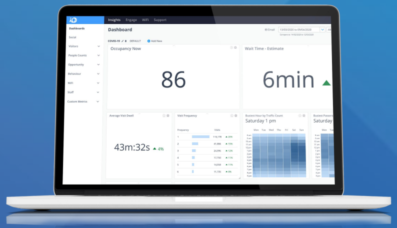
2 Occupancy*Now*™

Skyfii combines leading smart city technology with a real-time data intelligence & communications platform.



Skyfii has recently launched a new product called Occupancy*Now*™, an automated occupancy and social distancing management solution, It helps venues:

- Manage venue occupancy in real time
- Optimize cleaning and testing services
- Facilitate contact tracing



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Notable Contract Wins

People Counters

OccupancyNow™

Major Retail Property REIT (Australia)

- During the quarter, Skyfii was awarded a competitive tender to deploy its People Counting Solution across 21 shopping centres on a three year term.
- The contract incorporates the deployment of infrastructure and the IO platform to measure portfolio wide traffic to the centres.
- The deployment will be carried out across the period of August - November 2020.

Major Grocery Outlet Operator (North America, Grocery)

- Post quarter end, Skyfii converted its first large Occupancy*Now*™ customer, a large multinational grocery chain with locations across the USA and Europe.

Outlook

Outlook

The increasing desire of businesses to understand venue activity has led to an increase in the number of inbound enquiries about Skyfii's product offering.

With recent contract wins, an influx of customer enquiries and the reversal of some of the customer suspensions experienced in the June quarter, the Company has started FY21 with significant momentum

Key areas of focus for Skyfii management for FY21 include:

- Increased investment into Marketing activities to continue to drive quality leads across all markets
- Significant focus on key verticals including Grocery, Corporate offices, Universities, Schools and Municipalities
- Ongoing development and rollout of new analytic products (such as Occupancy*Now*™), to drive new revenue streams
- Focus on cash management and maintaining our strong balance sheet position
- Specific focus on driving growth within our People Counting product and service offering across ANZ, UK and USA
- Continue to pursue highly complementary accretive acquisitions to drive further growth and broaden our offering to current and new customers

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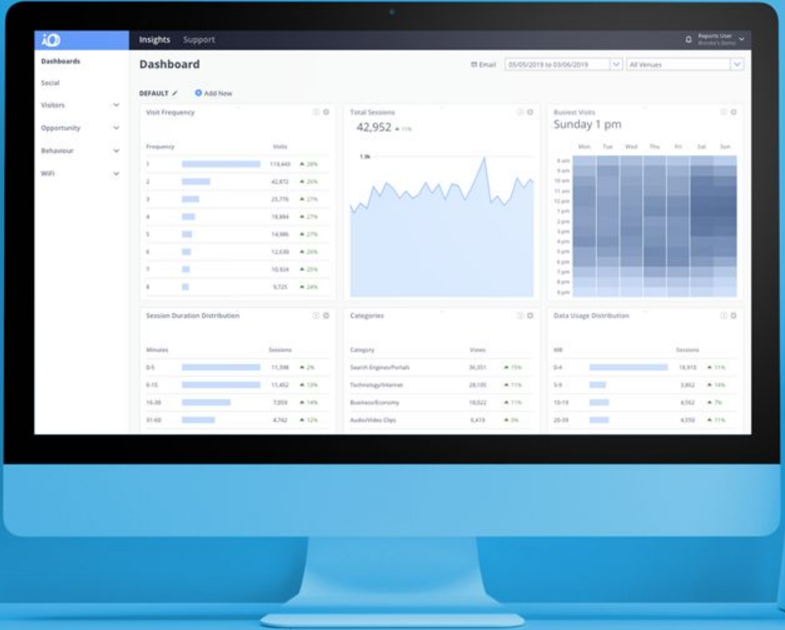
Appendix

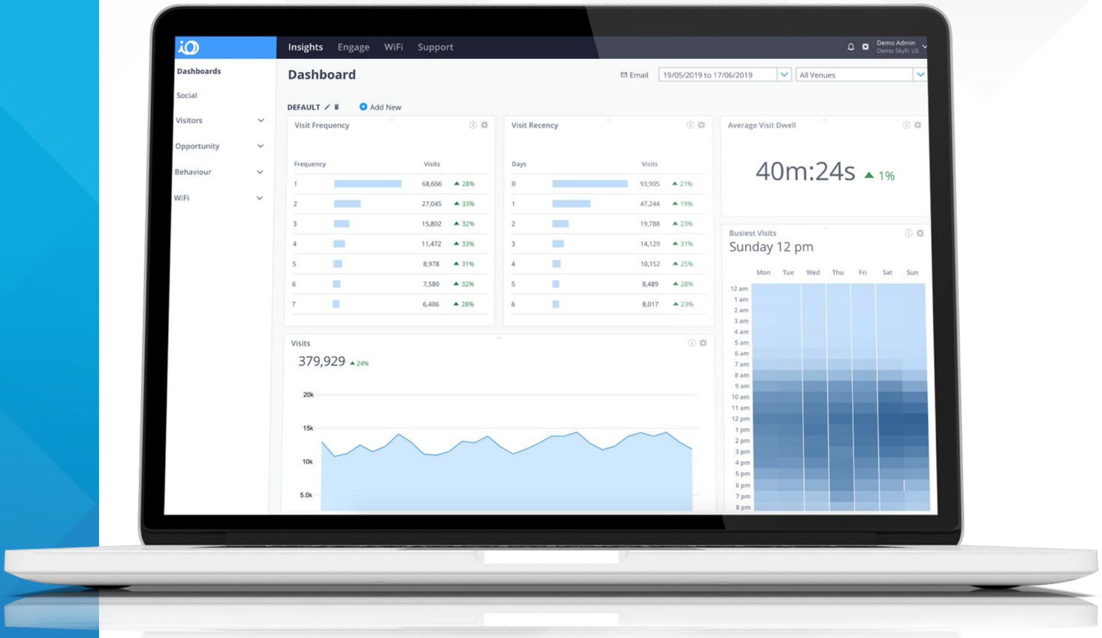
Businesses typically use Skyfii IO in three phases…



1

Establish Baseline Metrics for Visitor Behavior

Most venues start by using Skyfii to get more value from the technology infrastructure they already have.



2

Add Context With Additional Data Sources

Skyfii IO can incorporate data from multiple aspects of your business.

By selecting the right data sources, Skyfii can add more context to the data you're already collecting.

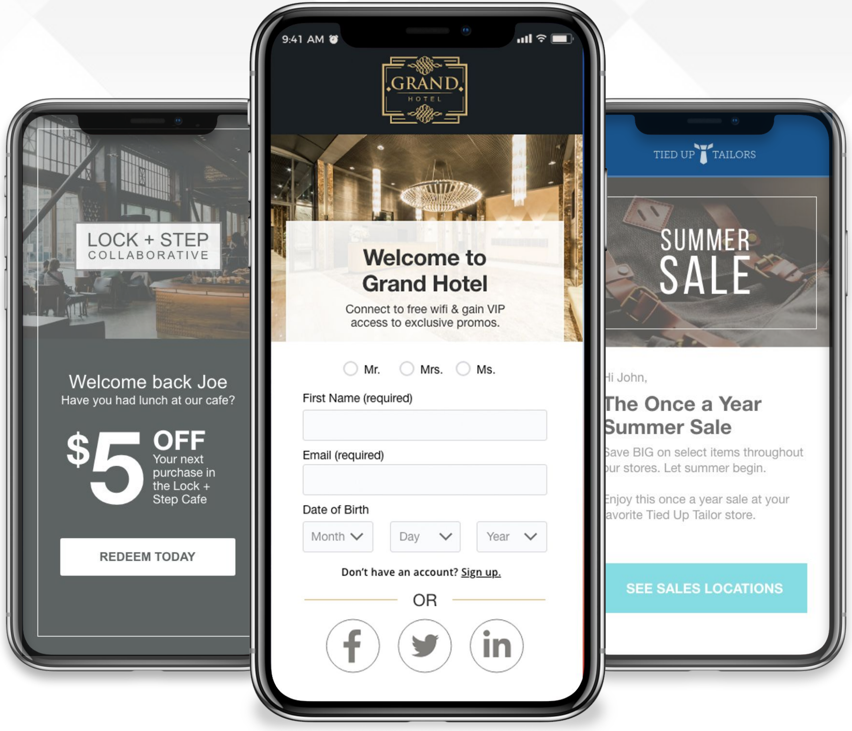
skyfii IO

3

Engage Visitors To Obtain Deeper Insights

Obtain email, phone, name, zip code, survey responses and other visitor-provided data

Send and measure responses to email campaigns, SMS messages, in-app notifications, and mobile content.



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