



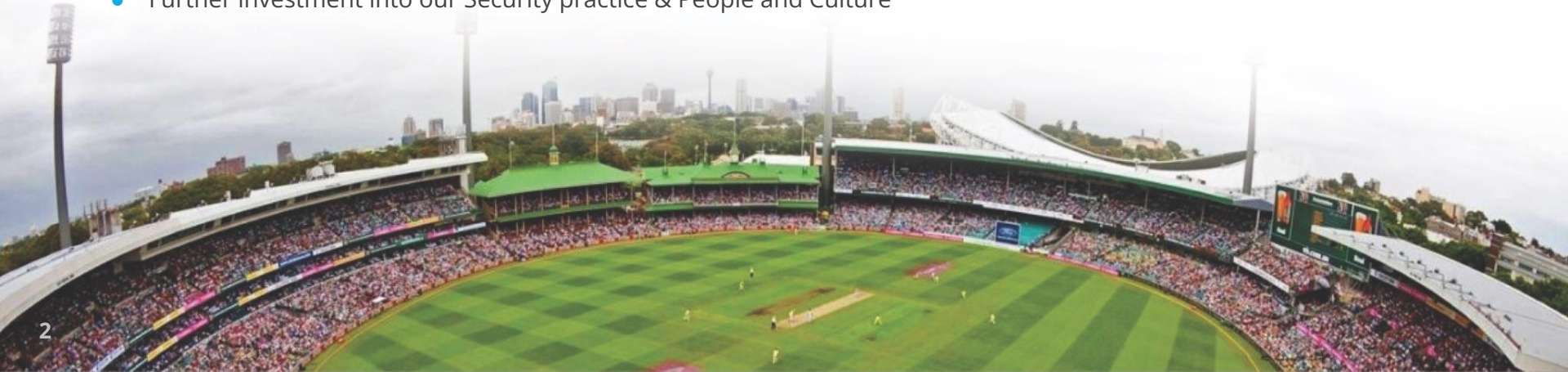
Skyfii helps organisations activate the power of their data through technology & human ingenuity, to optimise the spaces where we live, work, shop, travel & play.



# EXECUTIVE SUMMARY

## FY22 STATED OBJECTIVES

- Investment into Sales & Marketing functions to drive Recurring revenue growth
- Invest into the EMEA region, particularly UAE
- Complete Integration of the CrowdVision solution into Skyfii IO
- Focus on converting the Airport pipeline and establishing a leadership position in the airport vertical
- Product development with a particular focus on LiDAR
- Further investment into our Security practice & People and Culture



# DATA INTELLIGENCE FOR PHYSICAL SPACES, ALL ON ONE PLATFORM



AODB



SOCIAL



WI-FI



LIDAR

COMMON USE  
EQUIPMENT

MOBILE/APP



POS



THERMAL



WEATHER



CAMERAS



SMS

CARPARK  
DATA

CRM



FIDS



SURVEY



WEB

PEOPLE  
COUNTERS

BLE



BEACONS



EMAIL

## 11 Billion

data points processed  
everyday

## 90,000+

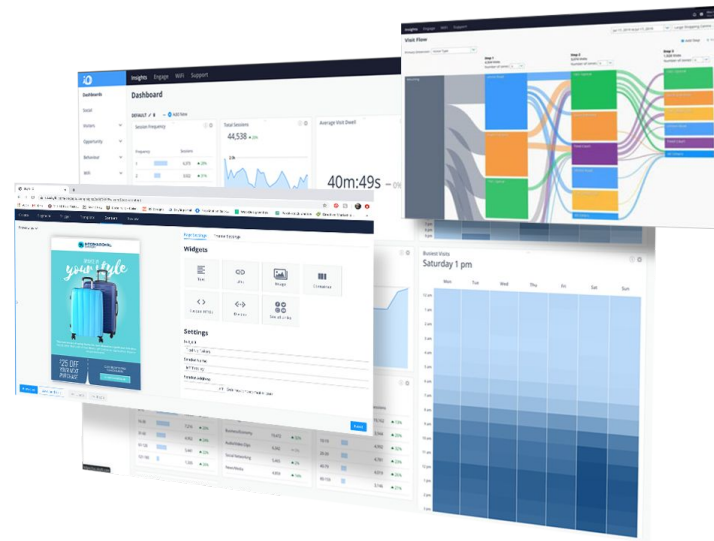
connected IoT devices

## 13,000+

venues served

## 200+

data integrations



# KEY VERTICAL USE CASES

## COMMERCIAL PROPERTY



- Occupancy Management
- Space Utilisation
- HVAC Optimisation
- Visitor Registration & Contact Tracing



## RETAIL & RETAIL PROPERTY



- Marketing Automation
- Retail Planning
- Trade Area Analysis
- Customer Sentiment & Satisfaction
- Sales Conversion



## TRANSPORTATION HUBS



- Queue Management
- Passenger Flow Management
- Workforce Management
- Retail Conversion

## SPORTING STADIA & EVENTS



- Fan Engagement
- Crowd Analytics
- Event Attribution & Performance Analysis
- Retail Conversion
- Sponsorship & Advertising

## GOVT. AGENCIES & CULTURAL INSTITUTIONS



- Exhibition Planning
- Occupancy Management
- Visitor Engagement
- Retail Conversion
- Event & Exhibition Attribution & Performance

# FY22 IN REVIEW



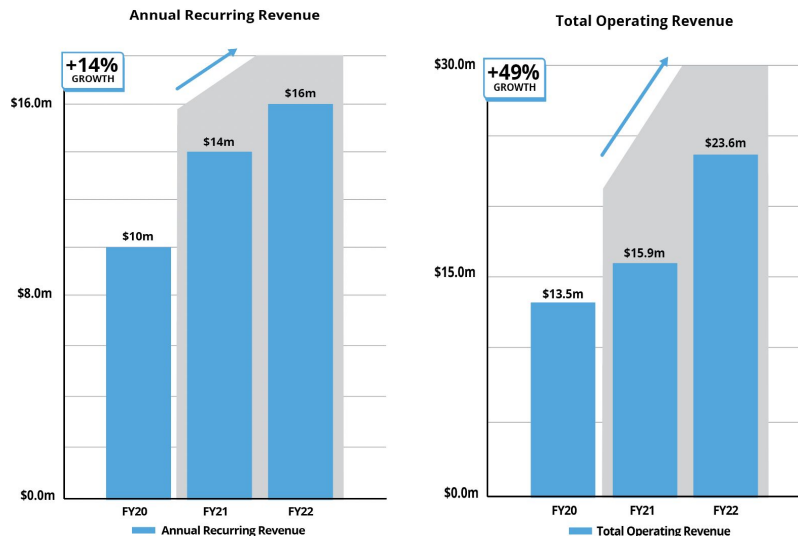
# KEY HIGHLIGHTS

## FINANCIAL PERFORMANCE

- Total Operating Revenues of \$23.6m, up 49% vs FY21
- Recurring Revenues of \$14.6m, up 30% vs FY21
- Recurring revenue accounted for 62% of total revenue (71% in FY21) due to a greater proportion of project and implementation work conducted in FY22 Revenue from international markets accounted for 47% of total revenue (39% in FY21)
- Proforma Annualised Recurring Revenue (ARR) exited FY22 at \$16.0m
- Strong balance sheet with total available cash funds of \$5.1m

## OPERATIONAL PERFORMANCE

- Secured \$15.8m in Total Contract Value with the Americas and EMEA accounting for over 54% of all TCV converted during the year
- Expanded presence in global airport vertical via deals with 3 of the Top 10 US airports by passenger volume
- Advanced our LiDAR technology offering delivering new avenues of revenue growth and establishing Skyfii as a technology leader in global data capture and analysis
- Investment for growth strategy undertaken in FY22 has increased the Company's sales and distribution capabilities accelerating growth opportunities and providing momentum into FY23

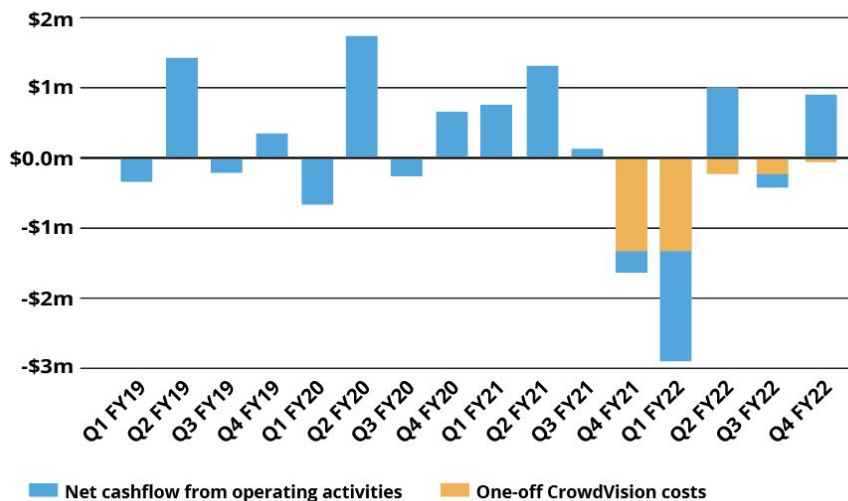


## KEY PERFORMANCE METRICS

	FY19	YoY	FY20	YoY	FY21	YoY	FY22	YoY
<b>Total Operating Revenue</b>	\$9.4m	+52%	\$13.5m	+44%	\$15.9m	+18%	\$23.6m	+49%
<b>Recurring Revenue</b>	\$5.1m	+50%	\$8.8m	+72%	\$11.3m	+27%	\$14.6m	+30%
<b>ARR</b>	\$6.0m	+39%	\$10.0m	+67%	\$14.0m	+40%	\$16.0m	+14%
<b>Operating EBITDA</b>	\$0.9m	+49%	\$2.1m	+142%	\$1.6m	-22%	-\$1.8m	-213%
<b>True Gross Margin<sup>1</sup></b>	65%	-	66%	-	64%	-	58%	-
<b>Churn</b>	1%	-	2%	-	4%	-	4%	-

# INVESTING FOR GROWTH

## Net cashflows from operating activities



Skyfii has grown significantly in scale and breadth over the past two years via a deliberate and stated strategy of investment in sales resource, technology development and complementary, accretive acquisitions to drive long term, sustainable growth.

The investment for growth, coupled with the completion of the CrowdVision acquisition, led to a reduction in cash in FY22

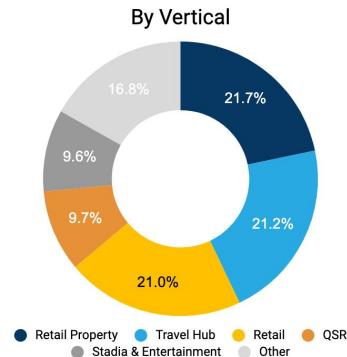
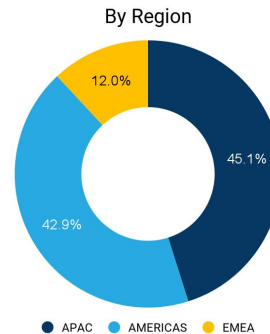
Despite the cash burn in the quarter, the strong growth pipeline, growing ARR based, cost saving initiatives and the recent contract wins ensure Skyfii remains confident of achieving sustainable positive cash flow generation in 2H FY23.

<sup>1</sup> Settlement of CrowdVision Acquisition: As part of the completion of the CrowdVision acquisition, a total of \$3.1m in non-recurring payments were required to settle CrowdVision's legacy net debts (including aged payables). The \$3.1m cost was offset against the total purchase price paid to the vendors of CrowdVision. However, under the accounting standards, these payments were required to be classified as cash outflows from operating activities. The outflows of \$3.1m have to date been settled/paid as follows: \$1.3m in Q4 FY21, \$1.3m in Q1 FY22, \$220k in Q2 FY22, \$210k in Q3 FY22 and \$70k in Q4 FY22.



## GROWING CUSTOMER BASE DELIVERING GLOBAL SCALE

- Our investment for growth has considerably increased the scale and breadth of our operations.
- During FY22 we converted over \$15.8 million of Total Contract Value (TCV) via a range of new contracts and contract extensions.
- The Americas and EMEA accounted for over 54% of the TCV converted during the year reflecting the opportunity that these regions represent



# \$15.8m

TCV Contracted in FY22

# >54%

of new contract wins  
secured from the Americas  
and EMEA

# 38%

of deals closed won were  
CrowdVision-related  
products

Heathrow

## FY22 KEY CONTRACT WINS & RENEWALS



# SECURITY

## DATA SECURITY & PRIVACY IS AT THE CORE OF OUR BUSINESS

Our ability to safeguard the data we capture and analyse for our venues is at the heart of what we do and is critical to maintain the longstanding trust of our customers.

Skyfii has taken the necessary steps to ensure that security is embedded in our operations and technology.

Our systems are designed to enable customers to protect their data and support compliance with privacy legislations such as the General Data Protection Regulation (GDPR) within the EU or the California Consumer Privacy Act (CCPA) within the USA.

Skyfii encrypts data at rest and in transit for all our customers and our platform is built on secure and highly resilient infrastructure and in line with industry best practices.

In conjunction with our tier one global partners, we can protect assets, withstand and recover from sophisticated attacks.

With the growing emergence of cyber criminals across the globe and the ever evolving threat landscape, we continue to invest, adapt and advance our protections against the most sophisticated forms of cyber threats.

# 11 Billion

**data points processed  
everyday**

# 90,000+

**connected IoT devices**

# 13,000+

**venues served**

# 0

**data breaches**

# PRODUCT DEVELOPMENT

## PRODUCT CONSOLIDATION

**BLIX**

**100%**

Feature Parity

**100%**

Accounts Migrated

**CROWDVISION**

**97%**

Feature Parity

**5%**

Accounts Migrated

**Beonic**

**95%**

Feature Parity

**90%**

Accounts Migrated



# LiDAR TECHNOLOGY

## Accuracy

LiDAR has a larger field of view, maps a 3D object and is not affected by illumination conditions. Thereby removing issues that often affect traditional computer vision enabled camera or people counter accuracy.

## Safety, Privacy & Compliance

LiDAR cannot be used to recognize an individual, therefore it is low risk technology from a privacy legislative reform perspective.

Class 1 Eye Safe per IEC/EN 60825-1:2014

## Cost & Aesthetics

LiDAR has a larger field of view than traditional cameras or people counters. It is therefore often more cost effective at scale.



## OBJECT DETECTION & ANALYSIS

Transforming venue operations to improve visitor safety & experiences



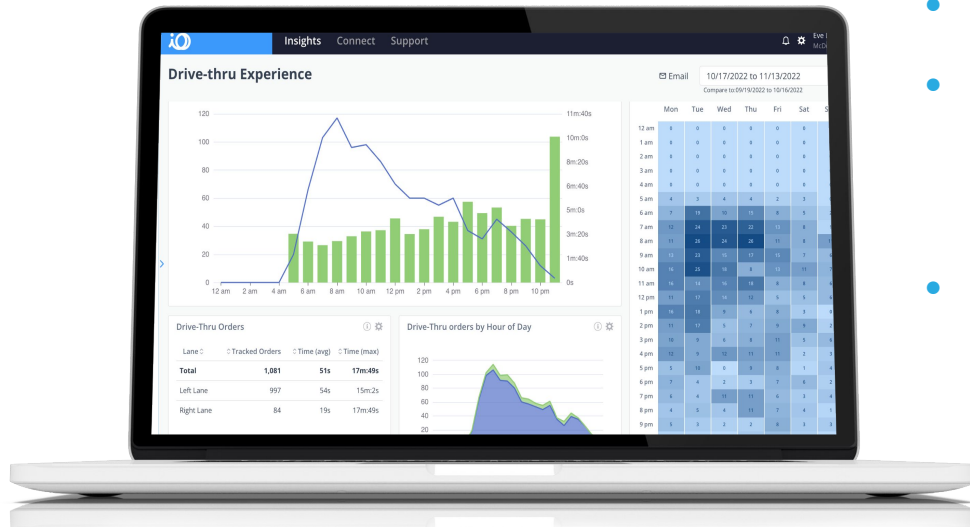
- Real-time queue management at airport taxi ranks



- Detecting unattended baggage to alert security teams

# FUTURE OUTLOOK

## \$2m CONTRACT SIGNED WITH MCDONALDS USA

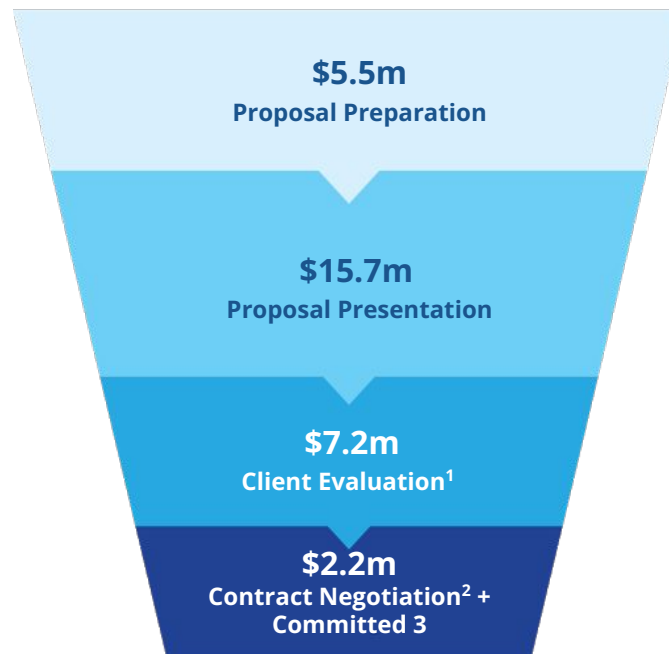


- Initial three-year contract with Total Contract Value of \$2 million
- Skyfii will provide McDonald's with an industry first real-time whole of restaurant monitoring and analysis solution focused on improving restaurant operations, service efficiency, food freshness and customer satisfaction
- Solution is currently live in four McDonald's stores with a further four to follow under the initial contract

## \$31m IN ADVANCED STAGE DEAL PIPELINE

- 61% of sales opportunities in the pipeline are outside of APAC
- >22% of pipeline has been generated in the last 3 months
- Promising pipeline contribution from emerging verticals: commercial office towers (6%) and government and cultural venues (5%)
- \$15.6m in TCV converted from pipeline to contracts in past 12 months
- Core verticals of retail property and airports continue to drive new contract wins

### 12-Month Rolling Pipeline



<sup>1</sup> Client Evaluation - a proof of concept, the customer understands the value proposition of the offering and is expressing interest to proceed but requires more time to evaluate or requires internal budget approval on the proposal before proceeding any further.

<sup>2</sup> Contract Negotiation - sales have firmed up pricing and issued it to the customer, the customer has provided an indication that they wish to proceed and we are in the process of negotiating the final commercial terms.

<sup>3</sup> Committed - the customer has committed to the commercial terms in writing but is not ready to be invoiced yet.

# FY23 - Q1

## POSITIVE CUSTOMER MOMENTUM

### STRONG MACRO TRENDS

- Increasing global focus on crowd analytics and occupancy management
- Growing demand for our industry leading technology and data solutions
- Strong customer focus on LiDAR technology

### GROWING RECURRING REVENUE

- Q1 FY23 total recurring revenue up of \$3.8m +11% vs pcp
- Quarterly Cash Receipts from customers of \$6.4m, up 49% on pcp with a net cash outflow from operations of \$0.9m
- Pro forma Annualised Recurring Revenue (ARR) exited Q1 FY23 at \$15.7m, negatively impacted by higher rate of customer contraction and churn

### THE OPERATING ENVIRONMENT

- Despite the headwinds experienced during Q1, due to slower than expected customer activity and a slowdown in closing out of key projects due to the supply chain impacts we have a high conviction in the near term pipeline and we expect to have a stronger Q2

### STRONG GROWTH OUTLOOK

- \$31m in advanced stage deal pipeline
- The Company expects to grow ARR to >\$20m during FY23 and achieve a sustainable cash flow breakeven position during 2H FY23





## OUTLOOK & STRATEGY



The Company expects to deliver another year of strong revenue growth and expects ARR to grow to >\$20m during FY23



Resolution of supply chain issues and delivery challenges that have carried over from 2H FY22 and recognition of delayed project revenues



Focus on revenue conversion in the rapidly growing North America and EMEA region



Continued business development focussed on key verticals including airports, stadiums, retail properties and also quick service restaurants



Achieve a sustainable cash flow breakeven position during 2H FY23



Costs rationalisation and efficiency initiatives, including offshoring of talent, to deliver material cost savings and maintain margins

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