



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

## POSITIVE CASHFLOW DELIVERED

- Quarterly Cash Receipts from customers of \$9.5m, up 49% qoq with a net cash inflow from operations of \$3.1m
- Strong cash receipts driven by collections of outstanding renewals across EMEA and North America and \$1.1m in upfront payments for non-recurring capital works
- 1H FY22 positive operating cash flow of \$2.2m
- Cash at bank of \$6.6m, up 55% qoq (\$4.3m as at 30 September)

## GROWING RECURRING REVENUE

- Total Operating Revenues for Q2 FY23 of \$5.7m, up 5% qoq (Q1 FY23)
- Recurring Revenues for Q2 FY23 of \$4.0m, up 4% qoq
- \$2.2m in incremental Annualised Recurring Revenue already contracted in 2H FY23

## POSITIVE OPERATING ENVIRONMENT

- Increasing adoption of LiDAR technology continues to drive significant pipeline growth and conversion across all regions
- Continued cost management and efficiency initiatives, including further offshoring and improved pricing margins
- Continued strong demand from global travel vertical and building momentum in Quick Service Retail vertical

## STRONG GROWTH OUTLOOK

- Company remains on track to deliver >\$20m ARR by the end of FY23
- The Company expects to deliver positive EBITDA in 2H FY23

# DATA INTELLIGENCE FOR PHYSICAL SPACES, ALL ON ONE PLATFORM



AODB



SOCIAL



WI-FI



LIDAR



COMMON USE  
EQUIPMENT



MOBILE/APP



POS



THERMAL



WEATHER



CAMERAS



SMS



CARPAK  
DATA



CRM



FIDS



SURVEY



WEB



PEOPLE  
COUNTERS



BLE



BEACONS



EMAIL

## 11 Billion

data points processed  
everyday

## 90,000+

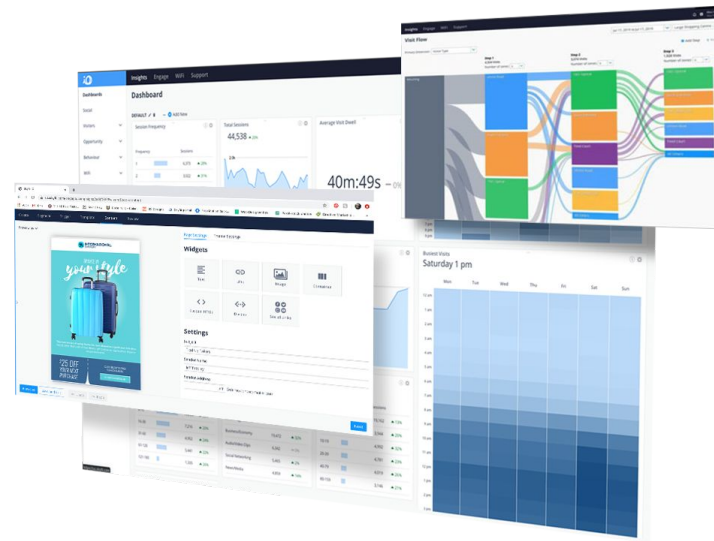
connected IoT devices

## 14,000+

venues served

## 200+

data integrations



# USES FOR SKYFII ACROSS KEY VERTICALS

We provide data analytics solutions to over **14,000+ venues** in **3 core regions: APAC, EMEA, AMERICAS**

## COMMERCIAL PROPERTY



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



## TRANSPORTATION HUBS



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

## GOVT. & CULTURAL INST.



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

## RETAIL & RETAIL PROPERTY



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

## SPORTING STADIA & EVENTS



AUSTRALIAN TURF CLUB



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

## QUICK SERVICE RESTAURANTS



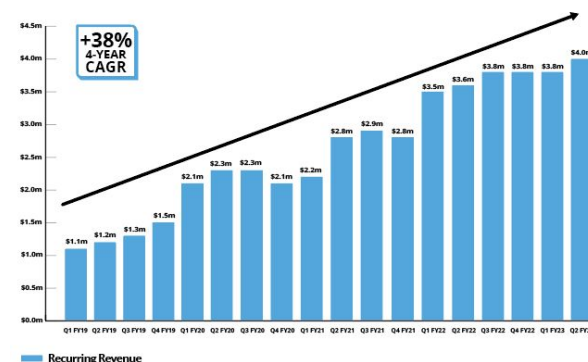
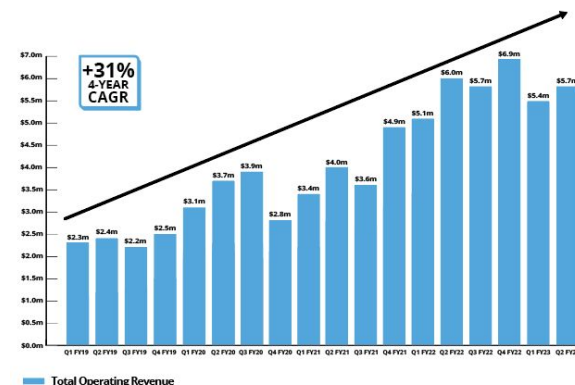
- Real-time whole of restaurant monitoring
- Service efficiency analysis
- Food preparation optimisation
- Customer Sentiment & Satisfaction



# FINANCIAL & OPERATING HIGHLIGHTS

## QUARTERLY PERFORMANCE SUMMARY

	Q2 FY23 <sup>1</sup>	Q1 FY23 <sup>1</sup>	QoQ	PCP <sup>3</sup>
Total Operating Revenue	\$5.7m	\$5.4m	5%	-5%
Recurring Revenue	\$4.0m	\$3.8m	4%	10%
ARR <sup>2</sup>	\$16.0m	\$15.7m	2%	6%
Cash at Bank	\$6.6m	\$4.3m	55%	23%
Net Operating Cash Flow	\$3.1m	-\$0.9m	nm	309%
Cash Receipts	\$9.5m	\$6.4m	49%	38%
Churn	<2%	<3%	-	-



<sup>1</sup> 1H FY23 financial results unaudited

<sup>2</sup> Annual Recurring Revenue (ARR) based on monthly contracted recurring revenues as at 31 December 2022 multiplied by twelve months

<sup>3</sup> PCP is Previous corresponding period which is Q2 FY22

## KEY PERFORMANCE METRICS

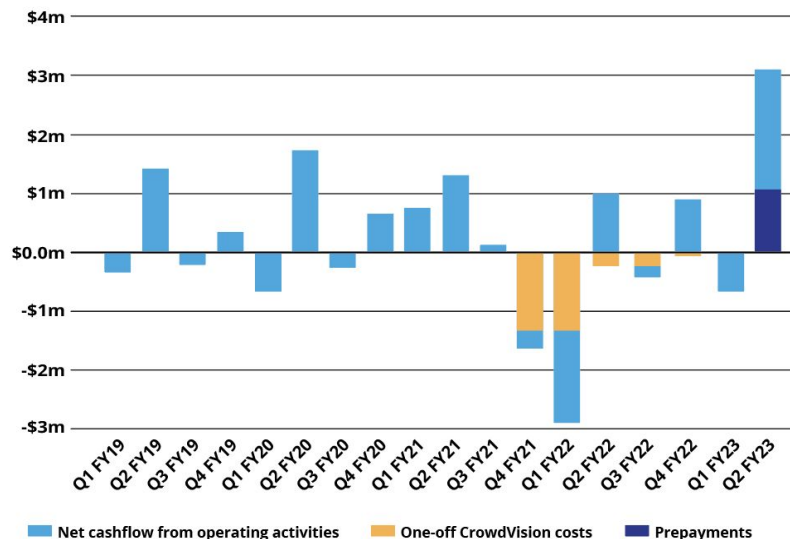
	FY20	YoY	FY21	YoY	FY22	YoY	1H FY23 <sup>1</sup>	PCP
<b>Total Operating Revenue</b>	\$13.5m	+44%	\$15.9m	+18%	\$23.6m	+49%	\$11.1m	0%
<b>Recurring Revenue</b>	\$8.8m	+72%	\$11.3m	+27%	\$14.6m	+30%	\$7.8m	+10%
<b>ARR</b>	\$10.0m	+67%	\$14.0m	+40%	\$16.0m	+14%	\$16.0m	+11%
<b>True Gross Margin<sup>2</sup></b>	66%	-	64%	-	58%	-	58%	-
<b>Churn</b>	2%	-	4%	-	4%	-	3%	-

<sup>1</sup> 1H FY23 financial results unaudited

<sup>2</sup> True Gross Margin is inclusive of both cost of sales and project delivery team labour cost

## NET CASH FLOW FROM OPERATING ACTIVITIES

Net cashflows from operating activities



In Q2 FY23 the Company generated cash inflow from operating activities of \$3.1m, which was exclusive of the impacts of capitalisation of employee, contractor and other expenditure attributable to software development.

Net cash increased during the quarter primarily due to:

- Collection of outstanding annual renewals across EMEA and North America
- Approximately \$1.1m in upfront payments for capital works received in December

The Company delivered 1H FY23 positive operating cash flow of \$2.2m (inclusive of upfront payments for capital works). Even when the impact of one-off upfront payments are excluded, the Company still delivered positive operating cash flow for the half, reflecting the growing leverage and improved profitability of our business.

## NEW CONTRACT WINS

>65%

TCV Contracted in  
Retail Property

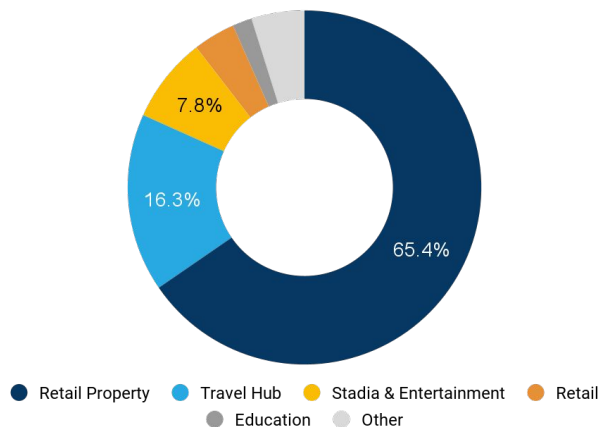
\$3.6m

TCV Contracted in  
Q2 FY23

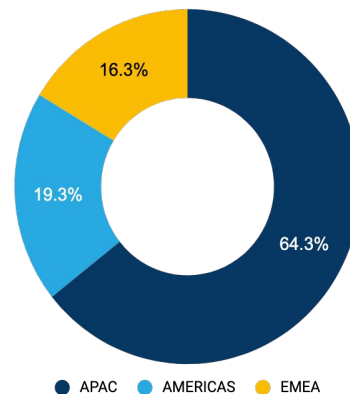
58%

of deals closed won  
were created in the  
last 3 months

By Vertical



By Region



## Key contract wins



### McDonald's

During the quarter the Company announced it had signed an initial three-year contract with McDonald's with Total Contract Value of **\$2 million**

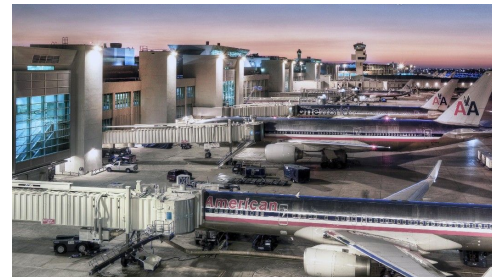
Utilising its LiDAR and thermal imaging technology, Skyfii will provide McDonald's with an industry first real-time whole of restaurant monitoring and analysis solution focused on improving restaurant operations, service efficiency, food freshness and customer satisfaction

Solution is currently live in four McDonald's stores with a further four stores and advanced plans for deployment to a further four stores in H2 FY23

### Continued growth in Airport vertical

Skyfii continues to experience very strong demand for the Company's queue management product for ticketing and security checkpoints through our LiDAR based solutions within the airport and mass transit hub verticals

During 1H FY23 the Company signed several key contracts in the global airports vertical with a combined total contract value of **\$2.8 million** including with Phoenix Sky Harbour International Airport, Newark Liberty International Airport and Miami International Airport



# FUTURE OUTLOOK

## \$26m IN ADVANCED STAGE DEAL PIPELINE

- 59% of sales opportunities in the pipeline are outside of APAC
- >20% of pipeline has been generated in the last 3 months
- \$15.6m in TCV converted from pipeline to contracts in past 12 months
- Retail property and airports continue to represent the majority of the pipeline with 53%

### 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

## OUTLOOK & STRATEGY



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



Achieved positive cash flow in 1H FY23 and will maintain sustainable cash flow breakeven position during 2H FY23

Deliver positive EBITDA in 2H FY23



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



Continued cash management and efficiency initiatives, including offshoring of talent to deliver material cost savings and maintain marins



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

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