



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

CONTINUING TO GROW CUSTOMER FOOTPRINT

- Total Operating Revenues for Q3 FY23 of \$6.2m, up 8% pcp
- YTD net operating cash inflow from operations of \$1.8m
- \$11.4m in new business Total Contract Value (TCV) secured YTD
- Strong demand for LiDAR solutions, and growing momentum in global airports vertical
- Post quarter end secured \$1.8m TCV contract expansion with London Heathrow

SHORT TERM OPERATING CHALLENGES

- Experiencing project delivery delays as a result of internal resourcing bottlenecks
- Production & delivery delays from hardware supply chain partners
- The delays have resulted in commencement of ARR from recent contract wins being pushed in to 1H FY24.

RESPONSE TO ADDRESS CHALLENGES

- Ramp up of offshoring strategy to ensure recruitment and availability of staff
- Working closely with supply chain partners to ensure better logistic management of key hardware packages
- Prioritising internal resources towards high margin projects with blue-chip customers

OUTLOOK

- Increasing adoption of LiDAR technology continues to drive significant pipeline growth and conversion across all regions
- Company is revising ARR guidance for FY23 to \$17m-\$18m (was \$20m).
- Given the focus on higher quality earnings, coupled with our continued cost and efficiency initiatives, the Company maintains guidance to deliver a positive EBITDA in 2HFY23

SKYFII Company Overview

Skyfii is a publicly traded company on the ASX, with 97 employees globally and we serve over 14,000 venue partners in 35 countries.

Core verticals:

- Retail
- Transport (Airports, Transport hubs)
- Stadiums & Entertainment
- Quick service restaurants

Core regions:

- APAC
- EMEA
- Americas

10B+

data points processed everyday

100K+

connected IoT devices

14K+

venues served

200+

data integrations

35

countries




OUR BLUEPRINT

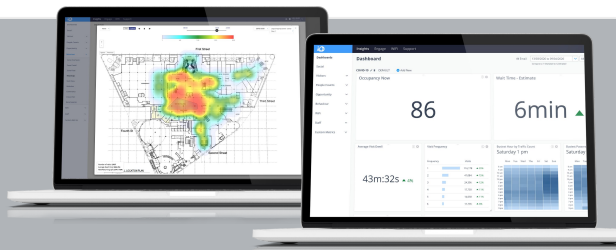
Turn-Key Business Intelligence

REQUIRED


OPTIONAL



Technology Solutions
WiFi / People Counting / Cameras / IoT
/ LiDAR / POS / CRM / BMS etc.



AI Driven Business Intelligence
Cloud based
Software-as-a-Service



Professional Services
Enhancing our customers use
of our SaaS platform

Solution Design
Project Management
Systems Integration
Managed Services

Historical, Realtime and Predictive Analytics
AI Powered Automation & Alerting
Data Driven Marketing

Digital Strategy
Data Strategy
Data Science
Digital Marketing

Right Data

Scalable & Secure Data

Data Domain Expertise

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



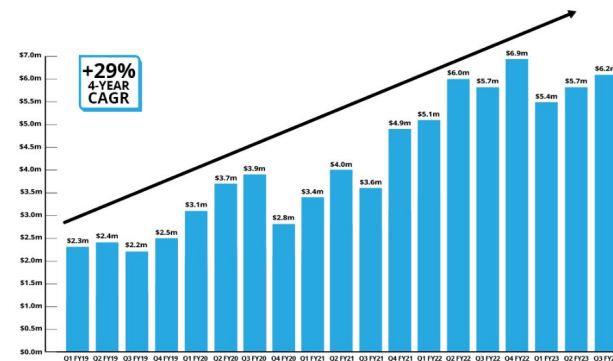
- Real-time whole of restaurant monitoring
- Service efficiency analysis
- Food preparation optimisation
- Customer Sentiment & Satisfaction



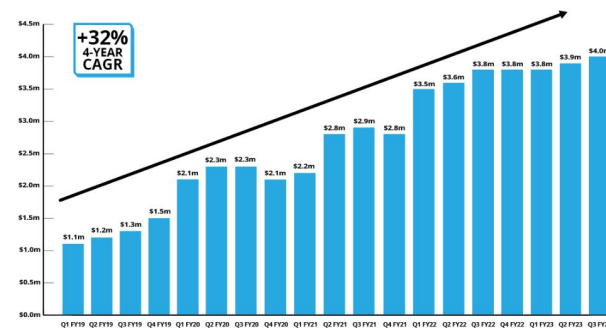
FINANCIAL & OPERATING HIGHLIGHTS

QUARTERLY PERFORMANCE SUMMARY

	Q3 FY23 ¹	Q2 FY23 ¹	QoQ	PCP ³
Total Operating Revenue	\$6.2m	\$5.7m	9%	8%
Recurring Revenue	\$4.0m	\$4.0m	stable	6%
ARR ²	\$16.0m	\$16.0m	stable	4%
Cash at Bank	\$5.4m	\$6.6m	-18%	8%
Net Operating Cash Flow	-\$0.5m	\$3.1m	nm	23%
Cash Receipts	\$6.0m	\$9.5m	-37%	-3%
Churn	<2.5%	<2.0%	-	-



Total Operating Revenue



Recurring Revenue

¹ Q3 FY23 financial results unaudited

² Annual Recurring Revenue (ARR) based on monthly contracted recurring revenues as at 31 March 2023 multiplied by twelve months

³ PCP is Previous corresponding period which is Q3 FY22

KEY PERFORMANCE METRICS

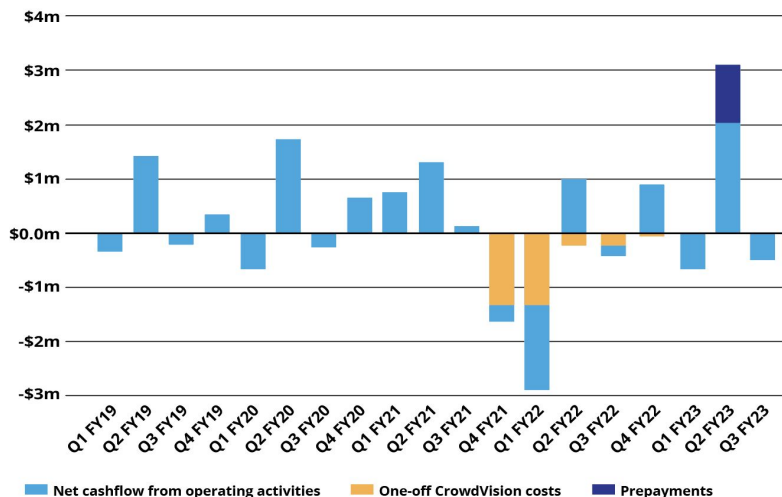
	FY20	YoY	FY21	YoY	FY22	YoY	YTD FY23 ¹	PCP
Total Operating Revenue	\$13.5m	+44%	\$15.9m	+18%	\$23.6m	+49%	\$17.3m	+3%
Recurring Revenue	\$8.8m	+72%	\$11.3m	+27%	\$14.6m	+30%	\$11.8m	+9%
ARR	\$10.0m	+67%	\$14.0m	+40%	\$16.0m	+14%	\$16.0m	+4%
True Gross Margin²	66%	-	64%	-	58%	-	58%	-
Churn	2%	-	4%	-	4%	-	5%	-

¹ Q3 FY23 financial results unaudited

² 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 Q3 FY23 the Company experienced a cash outflow from operating activities of \$0.5m, which was exclusive of the impacts of capitalisation of employee, contractor and other expenditure attributable to software development.

The cash outflows in Q3 is a result of a seasonally lower number of projects billed during the quarter.

YTD, the Company has generated a net operating cash inflow from operations of \$1.8m a significant improvement on the cash outflow of (\$2.5m) for the same period in FY22.

NEW CONTRACT WINS

>54%

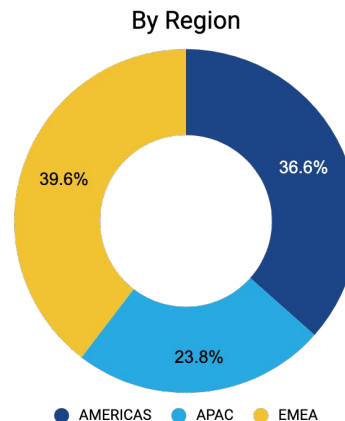
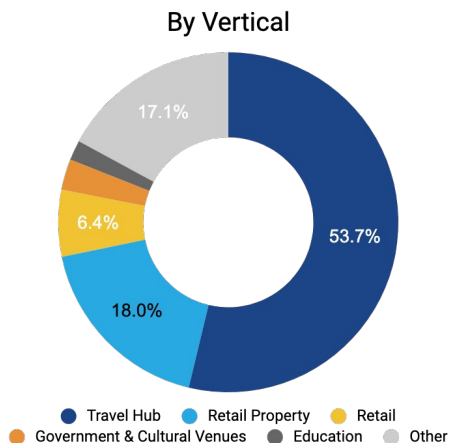
TCV Contracted in
Airports

\$4.7m

TCV Contracted in
Q3 FY23

76%

TCV Contracted outside
of APAC



SKF extends partnership with London Heathrow

Contract secured for the upgrade and expansion of Skyfii's **industry-leading LiDAR technology at London Heathrow Airport** on a multi-year contract.

The **total contract value in excess of A\$1.8m** presents an expansion to existing services provided across London Heathrow Airport

The contract with London Heathrow Airport will see the deployment of bleeding edge **LiDAR sensor technology across T2 Check-In, T4 Check-In and T5 Immigration.**

Skyfii's technology will allow London Heathrow to leverage advanced capabilities including ultra-live people flow mapping, auto queue detection and integration with multiple third-party data sets, including Heathrow's own flight database.

London Heathrow is ranked **number one in Europe** by number of passenger journeys.



Increasing Demand in the Global Airport Sector

Improved Experience, Safety and Security

- Predict and respond to congestion
- Identify, validate and remediate zones with low passenger sentiment
- Maintain compliance with policy, regulatory and legislative controls
- Real-time staff alerting for efficient incident response

Increase revenue, decrease operating costs

- Demand forecasting & capacity planning (workforce and asset)
- Increase Advertising yield with rich audience data
- Move passengers efficiently through the terminal into retail zones

Significant global demand

Significant upside from the Company's existing airport portfolio as Skyfii's technology deployments have to date been limited to one or a select number of terminals, check-in halls or security checkpoints.

The addressable market within the existing customer base is highly material as airports look to improve passenger flow analytics to measure and manage the entire passenger 'curb to gate' experience.



Key contract wins

Notable new contracts this quarter

- London Heathrow Airport (EMEA)
- Mount Auburn Cemetery (USA)
- JFK Airport new checkpoint(USA)
- Long Island Rail Road (Penn station) (USA)
- Ashfield Mall (APAC)
- Sicredi (Brazil)
- Central Park Mall (APAC)

Notable renewals this quarter

- London Stansted Airport (EMEA)
- ISPT (APAC)
- Boingo (Brazil)
- London City International Airport
- Orlando International Airport (USA)
- Trafford Centre (EMEA)



FUTURE OUTLOOK

\$28m IN ADVANCED STAGE DEAL PIPELINE

- 61% of sales opportunities in the pipeline are outside of APAC
- >25% of pipeline has been generated in the last 3 months
- \$17.1m in TCV converted from pipeline to contracts in past 12 months
- Airports and retail property vertical make up 58% of the pipeline

12-Month Rolling Pipeline



¹ 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

² Contract Negotiation - sales have firming 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

³ Committed - the customer has committed to the commercial terms in writing but is not ready to be invoiced yet

OUTLOOK

Specific areas of focus for the Skyfii team throughout the remainder of FY23 include:



Continued business development focussed on key verticals, specifically airports, stadiums, retail and quick service restaurants



Ongoing cash management and efficiency initiatives, including continued offshoring of certain functions, to deliver material cost savings throughout FY24 and improved margins



Focus on improving internal resourcing allocations to remove bottlenecks in project delivery and revenue commencement



Working with key suppliers to ensure improved supply chain management to deliver better alignment on project commencement



Delivery and billing of contracted recurring revenue from the high level of implementation revenue in previous quarters

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