


June Quarterly  
Q4 FY2018  
Investor Presentation





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# COMPANY OVERVIEW

A network diagram is overlaid on a blue gradient background. The diagram consists of several nodes (represented by small circles) connected by thin lines. The nodes are arranged in a somewhat circular pattern, with lines connecting them to form a network. The lines are in various colors, including yellow, green, and blue. The background is a smooth gradient from light blue at the top to a darker blue at the bottom.



# First

full year profit at an  
**EBITDA level\***

# +52%

increase in **share price**  
between EOFY 2017  
and EOFY 2018

# \$6.17m

in **operating**  
revenue for FY2018\*

# skyfii



**35** employees across 5 countries



**4500** venues with active deployments



**16** countries globally with active deployments



**115** global channel partners

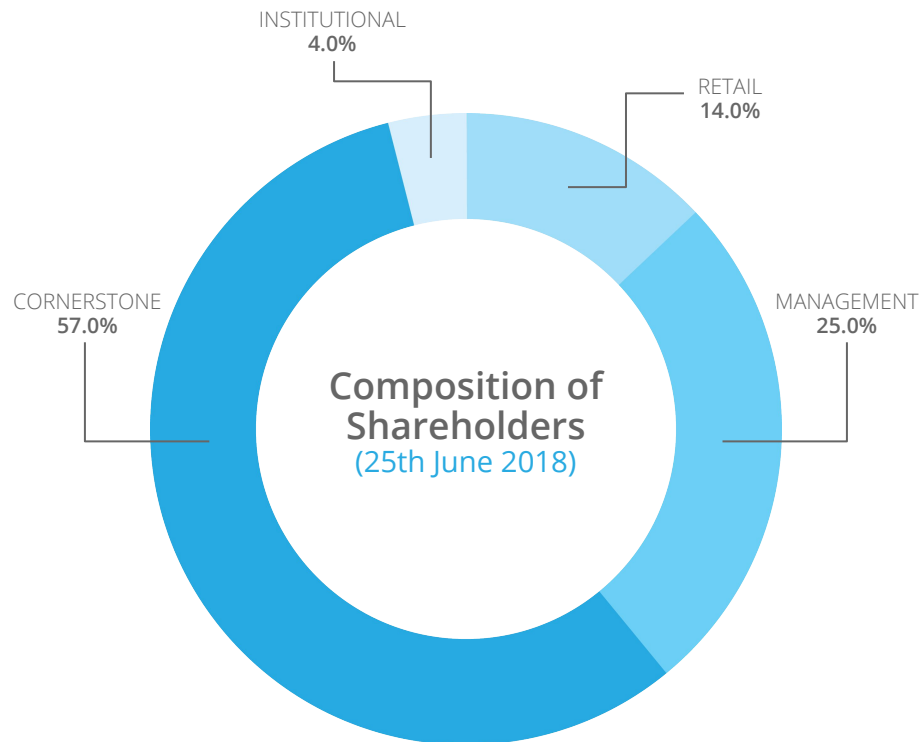
# Company Overview

## KEY MARKET STATISTICS

ASX code	SKF
Share price (25th June 2018)	A\$0.15
Market capitalisation (25th June 2018)	<b>A\$45.1 million</b>
Total shares outstanding	300.92 million
Cash balance 30th June 2018	<b>A\$1.47 million</b>

## KEY SHAREHOLDINGS

	Shares Held (Rounded)
White Family	34,394,920
Socialbon Inc	25,000,000
Bruce Gordon	23,268,756
Shaun Bonétt	22,015,874
Jan Cameron	18,053,011



- Tightly held – Top 20 shareholders hold ~74%



## FOUNDATION DATA LAYER

+18.7m unique registered users / +213 billion visits analysed



# Client snapshot



Brookfield



BLACKSTONE  
PROPERTIES



SCENTRE  
GROUP

Cincinnati Bell<sup>SM</sup>



ONE  
FINE  
ONE  
PROPERTY



NZ RETAIL  
PROPERTY  
GROUP  
MADE FOR NZ



OPTUS



Westfield



city of  
CINCINNATI



Barangaroo



MCARTHUR GLEN<sup>™</sup>  
DESIGNER OUTLETS



LEWIS  
LAND  
GROUP

# Pathway To Enhanced Shareholder Returns

## ESTABLISH A DOMESTIC PLATFORM

Focus product, technology & sales in delivering growth in ANZ



**FY2014**

## BUILD A MARKET-LEADING TECHNOLOGY STACK

Build a scalable platform to service the needs of contracted enterprise customer



**FY2015**

## ESTABLISH AN INTERNATIONAL PLATFORM

Establish a presence in the US & UK markets to drive international expansion



**FY2016**

## EXPAND SALES & MARKETING CAPABILITY

Invest in sales and marketing capability to aggressively grow revenues in ANZ, UK & US markets.

Global deployment of channel partner program



**FY2017**

## ACCELERATE REVENUE GROWTH

Accelerate revenue growth through strong market position with global channel partners & clients direct

Deliver pathway to EBITDA breakeven



**FY2018**

FY18 revenue forecast exceeded and first full year EBITDA profit delivered

## ENHANCE SHAREHOLDER RETURNS

Harvest revenue pipeline from international operations

Build and consolidate market leading position by vertical/country

Optimise shareholder returns



**FY2019**



# OPERATING HIGHLIGHTS

# Operating Highlights

## Q4 FY18

- Continued international expansion with the acquisition of Causely and subsequent team growth in North America
- Delivery of strong revenue growth venue contracts signed on multi-year terms
- Marquee QSR\* client established with Nando's
- Compliance with European GDPR (implemented 25th May 2018)
- Total registered user base **up 12.6%** on previous quarter reaching **18.7 million unique users** (growth of 98% when compared to Q4 FY2017)
- 517 new venues contracted in Q4 FY2018
- Significant new contract wins during and post quarter



# Material New Contracts

Strong deal activity in the Australian and United Kingdom markets

## DURING THE QUARTER - Q4 FY2018



- Three-year term
- Five shopping centres
- Full suite of 'IO Platform' services

### Italian Service Station Group

- Initial one-year contract
- 210 service stations
- IO Connect & IO Insight



- Three-year term
- Two large open plan shopping centres
- IO Connect & IO Insight



CITY OF COVINGTON

- Three-year contract
- Smart Cities Deployment
- In partnership with Cincinnati Bell



VERSACE

- Initial one-year contract
- 45 retail venues
- IO Connect



- Three-year contract
- Additional 72 sites with total deployment at 142
- IO Connect & IO Insight

## DURING & POST QUARTER



# Nando's

### Nando's 520 Restaurant Deployment

Following a two-year contract for 120 restaurants in Australia, Skyfii secured a three-year contract for 400 global restaurants. Both contract provisioning access to IO Connect and IO Insight



# Dr David Morgan

## Senior Independent Advisor

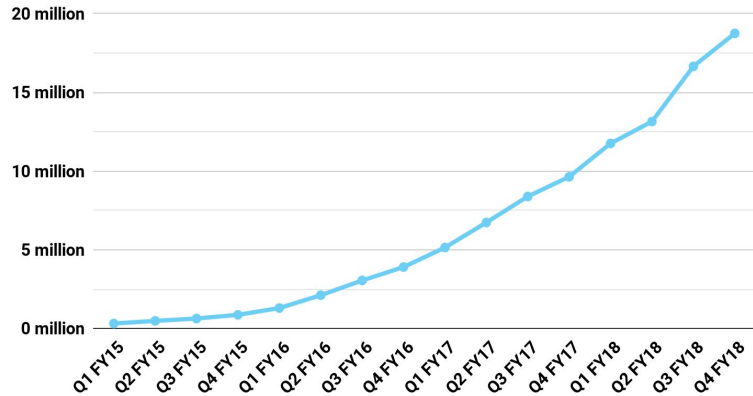
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- David Morgan AO appointed as a Senior Independent Board Adviser to the Skyfii board
- Dr. Morgan is a former CEO of Westpac and current Managing Director of J.C. Flowers & Co
- Dr. Morgan will support Skyfii's push into the global financial services sector



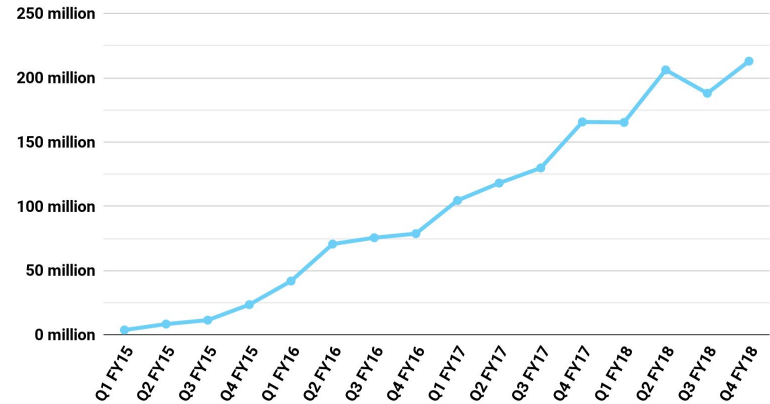
# Key User Operating Metrics

## TOTAL USER REGISTRATIONS



Total registered user base increased by **+12.6%** qoq from **16.6 million** to **18.7 million** unique users.

## QUARTERLY CUSTOMER VISITS



Quarterly customer visits increased by **13.3%** qoq from **188 million** to **213 million**.

# FINANCIAL HIGHLIGHTS





### RECURRING REVENUES

are generated from ongoing subscription fees for access to Skyfii's 'IO' data analytics platform.



### SERVICES REVENUES

are generated from the payment of projects undertaken by both DCS and 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.

# skyfii IO

## Revenue Definitions



# Financial Highlights

## QUARTERLY HIGHLIGHTS (unaudited)

- Revenue from operations for **Q4 FY2018 was \$1.95 million, up 26%** on the previous quarter
- Recurring revenues for **Q4 FY2018 was \$1m, up 8%** on the previous quarter (**up 60% compared to Q4 FY2017**)
- Strong revenues generated from services (DCS & MS) in **Q4 FY2018 of \$746k, up 33%** on the previous quarter
- The Company's cash receipts from customers for **Q4 FY2018 was \$1.7m, up 4%** on the previous quarter

## FULL-YEAR HIGHLIGHTS (unaudited)

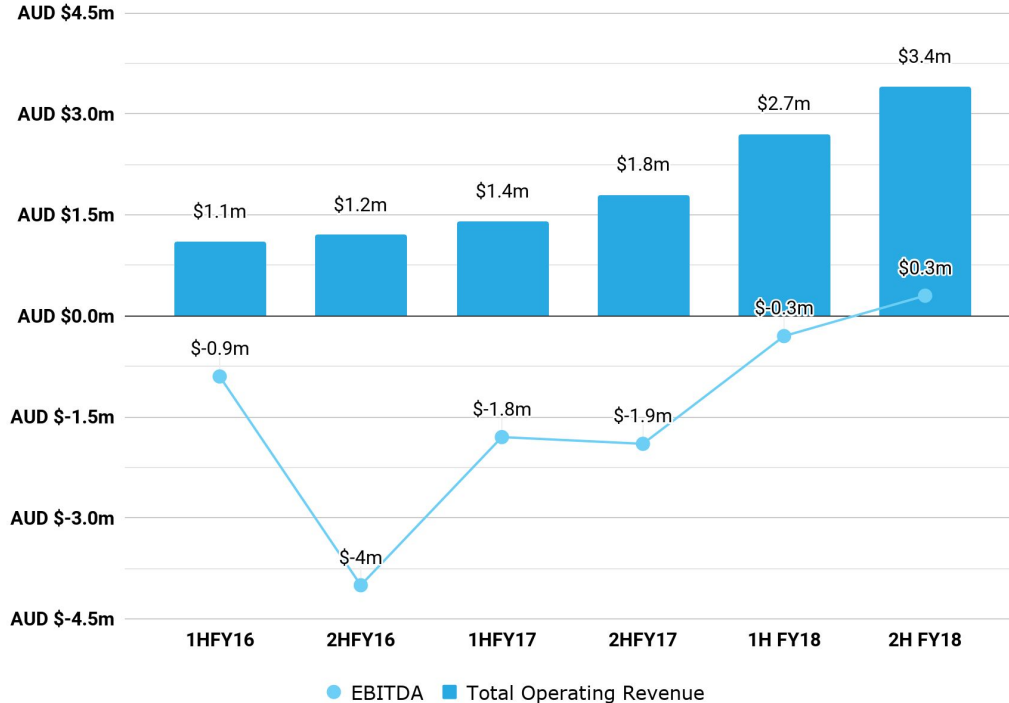
- Full year FY2018 maiden profit delivered at an EBITDA level.
- Full year FY2018 total operating **revenues to exceed \$6.17m**, representing a 92% increase when compared to Full Year FY2017.
- Full year FY2018 recurring revenues of **\$3.4m**, representing a **+68% growth** compared to FY2017.
- A **254% reduction** in net cashburn year on year to an average of \$130k per month in FY2018 from \$330k per month in FY2017.

## CASH POSITION & COST MANAGEMENT

- The Company maintained a **cash position of \$1.47m, down from \$2.1m** at the end of the previous quarter (31 March 2018). Skyfii expects to receive \$800k in June billings payable in July (current quarter).

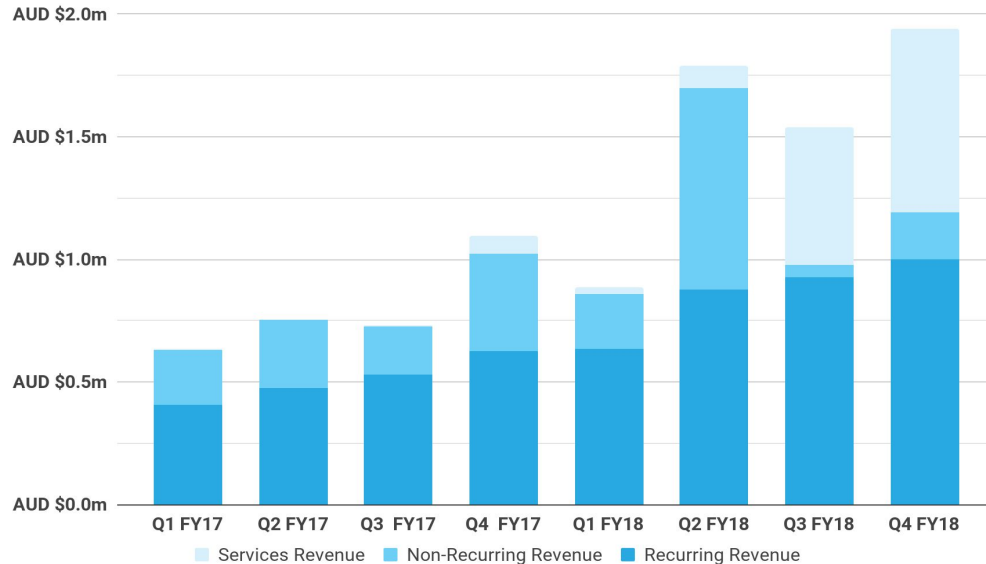


# Half-Year Revenue & EBITDA



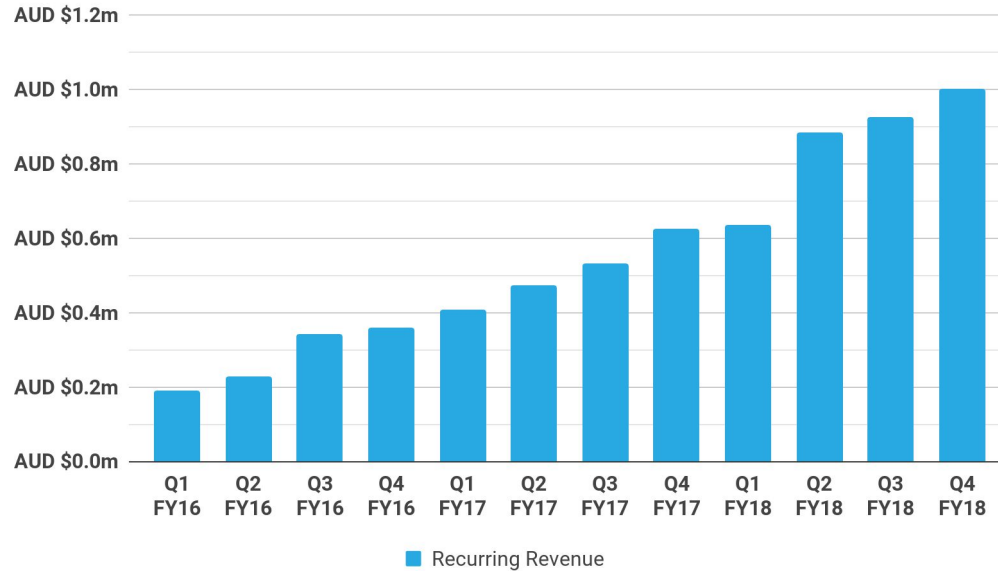
- 2H FY2018 profit to **exceed \$300k**, at an EBITDA level.
- 2H FY2018 total operating revenues to exceed **\$3.4m**, representing an **91% improvement** when compared to 2H FY2017.
- 2H FY2018 revenues generated from services of **\$1.3m**

# Total Operating Revenue



- Total operating revenues at **A\$1.95m for Q4 FY2018**, up **26%** from the prior quarter —
- Full year Total Operating Revenues of **\$6.17m**, representing a **92% growth** compared to FY2017.
- Services revenues for the quarter of **\$746k**, up **33%** on the previous quarter.

# Quarterly Recurring Revenue



- Recurring revenues of **A\$1m for Q4 FY2018**, increase of **8%** quarter on quarter; another key milestone delivered by the Company.
- Full year FY2018 recurring revenues of **\$3.4m**, representing a **68% growth** compared to FY2017
- Recurring revenues are typically contracted on 3-5 year terms.

The background is a solid blue color with faint, light blue wireframe patterns. These patterns consist of various geometric shapes, including triangles, rectangles, and lines, some of which are arranged in a grid-like fashion, suggesting architectural or technical drawings. The patterns are semi-transparent and blend into the blue background.

STRONG OUTLOOK



Following a very strong year of financial results in FY2018, Skyfii enters the FY2019 year with **\$5.9m in forward contracted revenues** that will be recognised over the FY2019 year, including a recurring revenue run rate of over \$1m per quarter.

#### Key focus areas for Q1 FY2019

- Continue growth in both topline and recurring revenue to enhance shareholder return.
- Consolidate and continue strong market position within the ANZ retail vertical
- Build continued growth within the Americas and EMEA regions
- Prudent management of cash flow and operating costs and a focus on building a positive EBITDA

# skyfii

## Outlook

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