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June Quarterly
Q4 FY2018
Investor Presentation



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COMPANY OVERVIEW

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

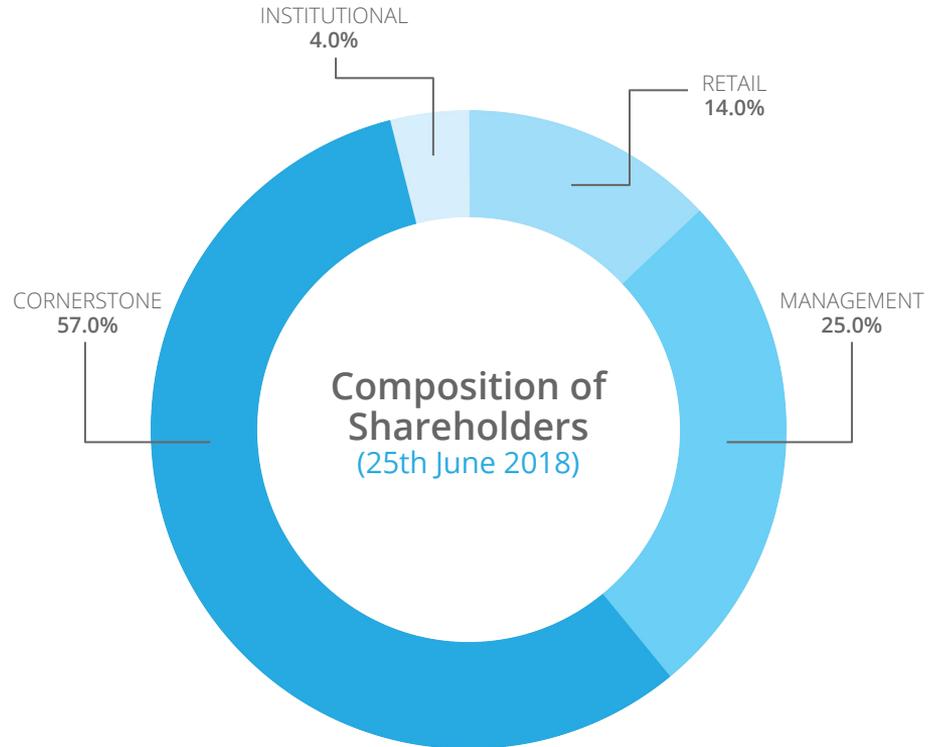
Company Overview

KEY MARKET STATISTICS

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

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 |

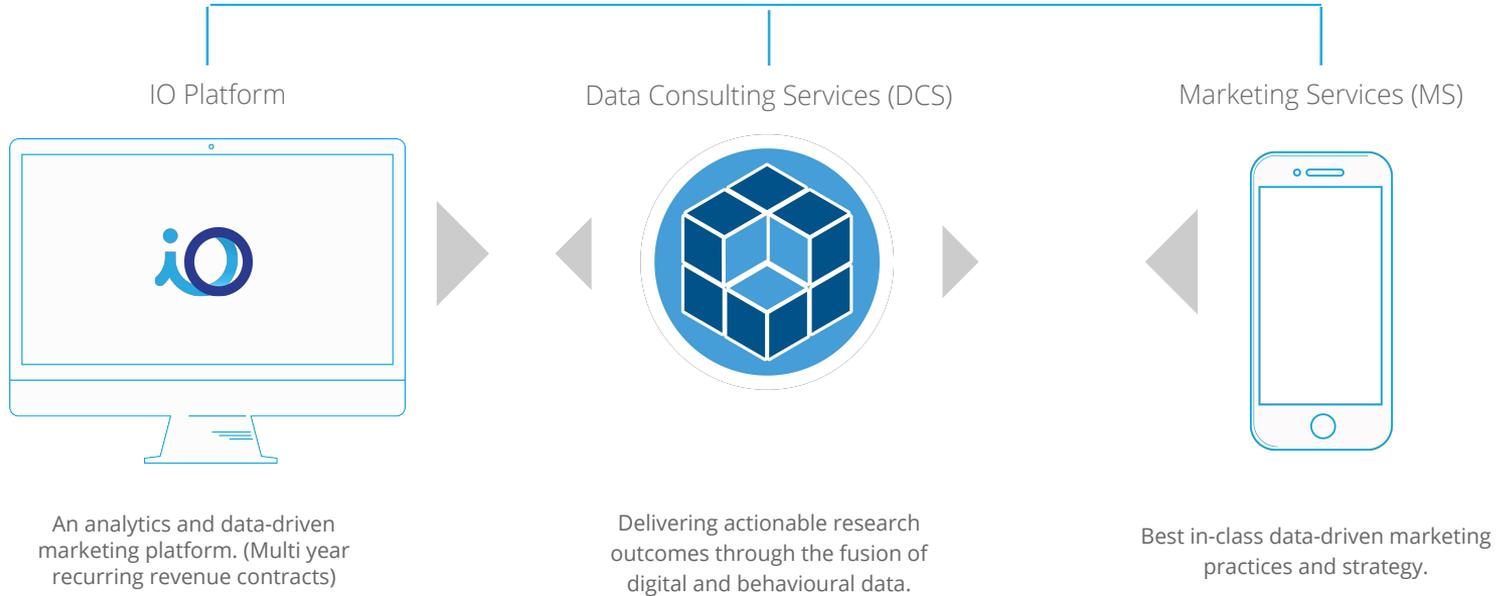


- Tightly held – Top 20 shareholders hold ~74%



FOUNDATION DATA LAYER

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



Client snapshot

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Brookfield



BLACKSTONE PROPERTIES



SCENTRE GROUP

Cincinnati BellSM



ONE FINE ONE PROPERTY



NZ RETAIL PROPERTY GROUP MADE FOR NZ



OPTUS



Westfield



Barangaroo



MCARTHUR GLEN[™] 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

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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



Nuffield Health

- 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

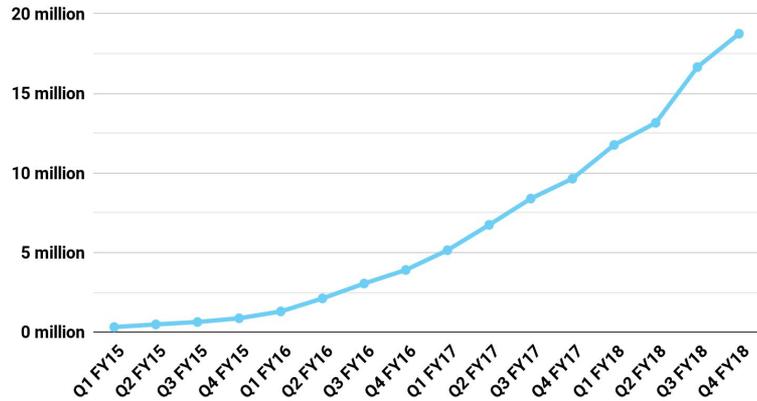
Senior Independent Advisor

- 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

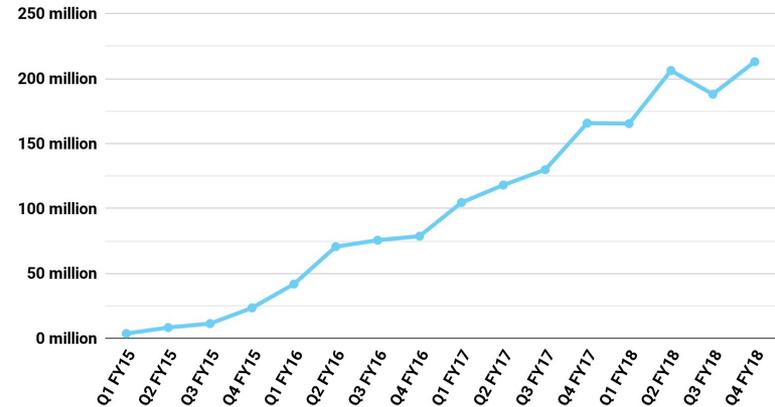
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TOTAL USER REGISTRATIONS



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**.

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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

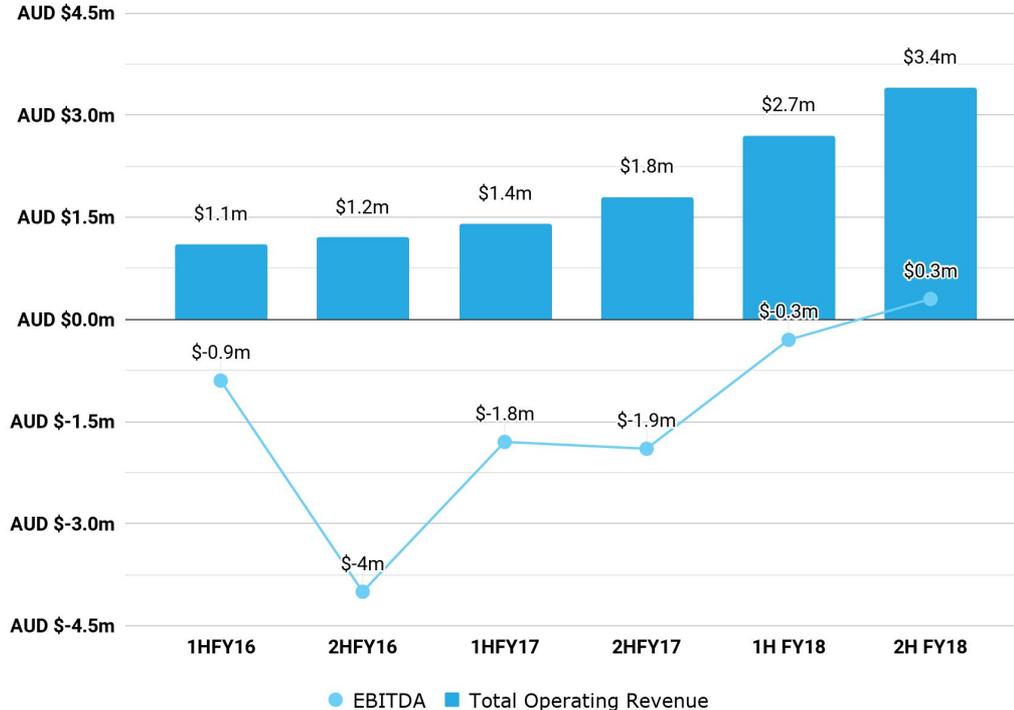
FULL-YEAR HIGHLIGHTS (unaudited)

- 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).

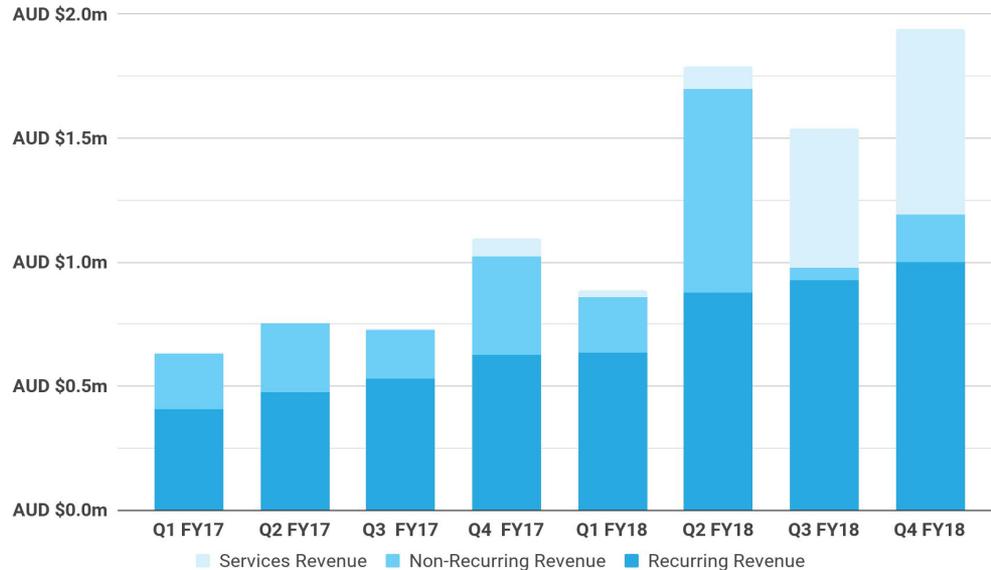
Half-Year Revenue & EBITDA



- 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**

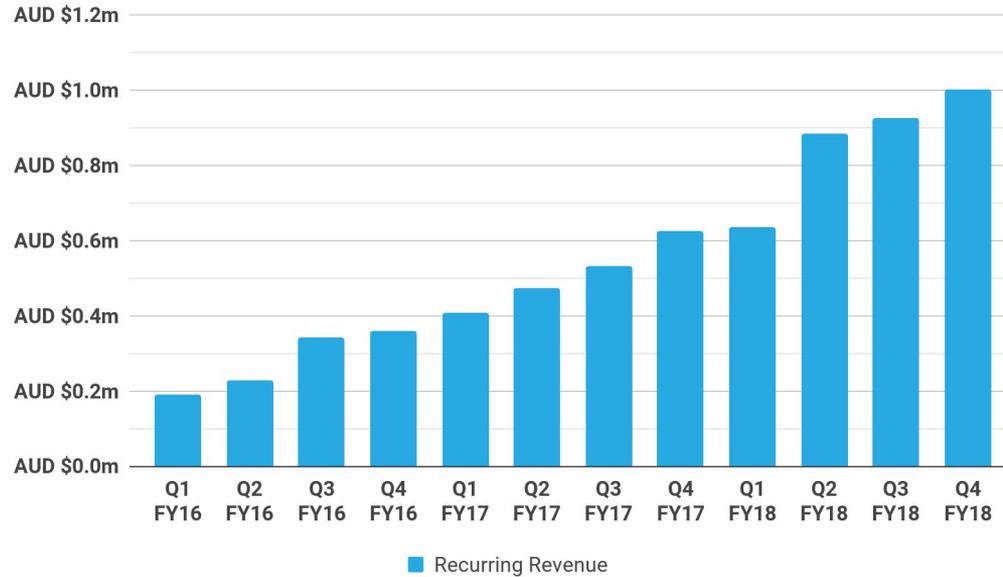
Total Operating Revenue

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- 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.

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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

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Outlook

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