Market Eye – virtual conference

The World's First Omnidata Intelligence Company

About Skyfii

Our vision is to improve visitor experience by understanding behaviour.

Skyfii is a global technology company that transforms the way organisations collect, analyse and extract value from data.

We process billions of data points monthly, captured in the physical & digital world to help businesses better understand and improve the experiences of millions of customers every day.

OMNIDATA INTELLIGENCE

The practice of analysing multiple data sets to create a complete understanding of experiences across the physical and digital world.

- Offices in 7 countries
- 64 staff globally
- Portfolio of 10,000+ venues across 35 countries

- Right Data
- Intelligent Technology
- Experienced People

Data Intelligence Platform built for Physical Venues

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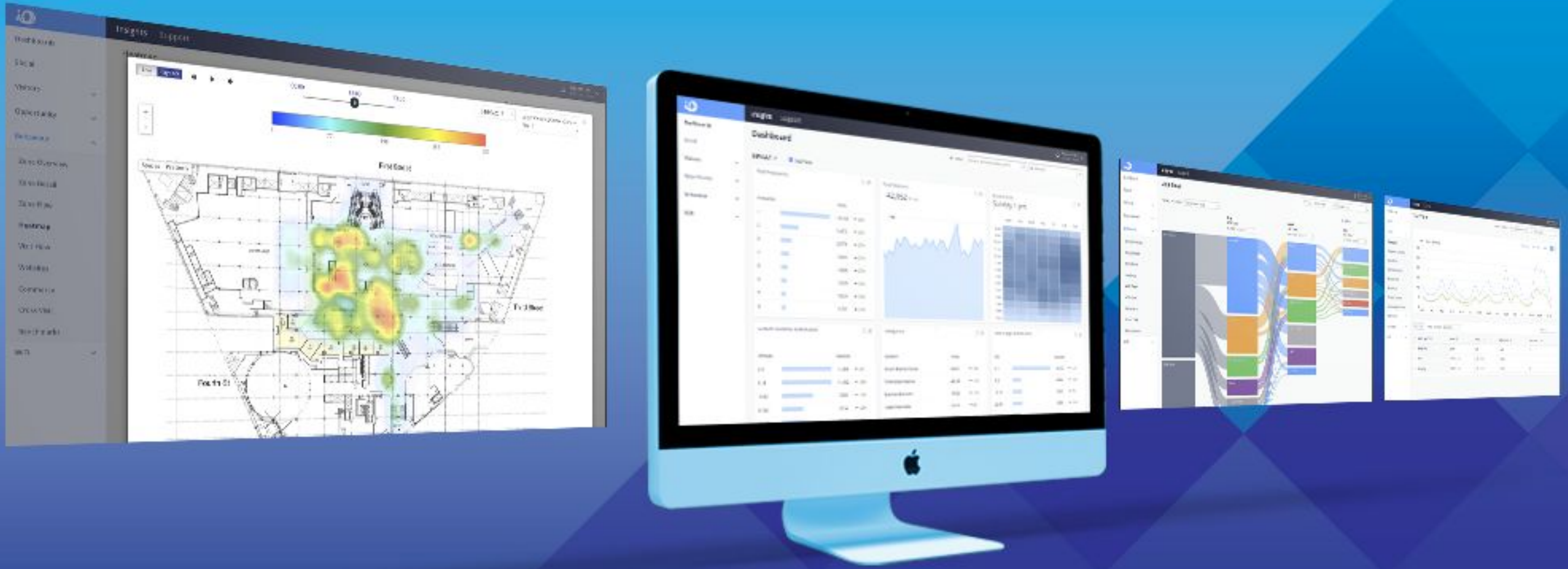


Company Overview

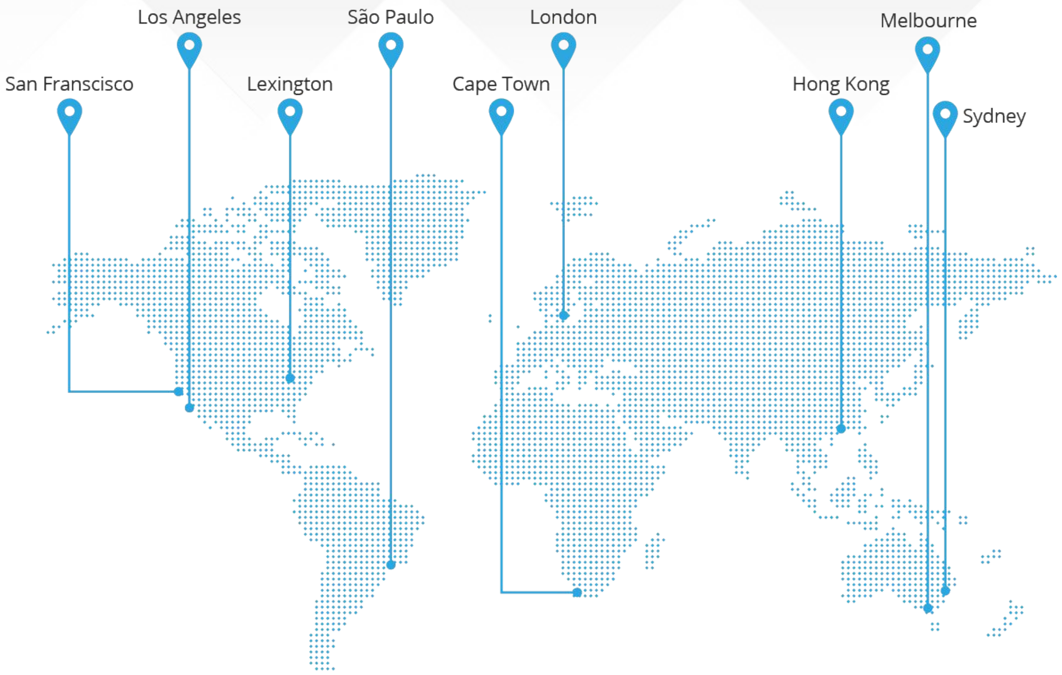
35 countries in which SKF operate across 5 continents

+900 number of customers SKF provide services to across 10,000 physical venues

3 year average contract length

>60 % of revenues generated from recurring revenue streams

72% Increase in recurring revenues in Q3 FY20 to $2.3m



Financial Highlights

Diversified Revenue Model

RECURRING REVENUES
are generated from ongoing subscription fees for access to Skyfii's 'IO' data intelligence platform. Recurring revenues are charged on a fixed fee per venue per month basis and not volume based on traffic. The majority of our recurring revenues are typically contracted on 3-5 year terms with a monthly subscription fee

SERVICES REVENUES
are generated from the payment of projects undertaken by both Data Consultancy Services (DCS) and Marketing Services (MS) divisions. Revenues generated from Services are received as either monthly, 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, including installation of Wireless Access Points, 2D and 3D cameras, People and Vehicle Counting technology.

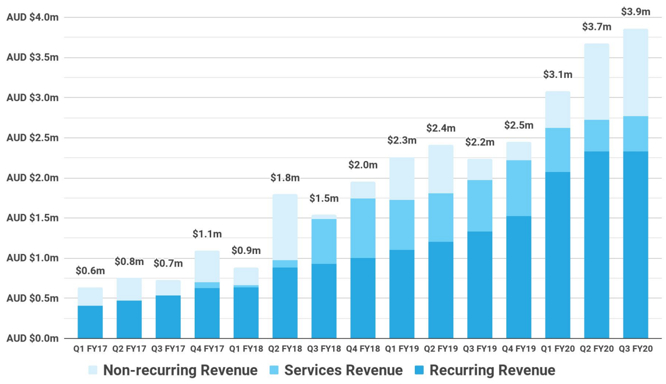
MS= Marketing Services
DCS= Data Consultancy Services

Q3 FY20 Results[1]

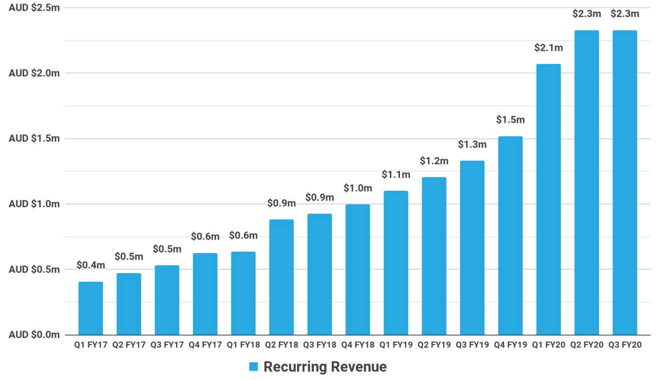
Operating Revenue $3.9m	↑ 72%[2]
Recurring Revenues $2.3m	↑ 75%[2]
ARR[3]	$10m
Cash at Bank @ 31st Mar 2020	$2.5m
Debt Facility $2m	$1.9m Undrawn

1. All revenues are inclusive of Beonic transaction which completed on 9 July 2019
2. Versus Previous Corresponding Period (Q3 FY20)
3. Annual Recurring Revenue (ARR) based on contracted recurring revenues as at the end of Q3 FY2020

TOTAL OPERATING REVENUE - BY QUARTER



RECURRING REVENUE - BY QUARTER



New Product Releases

1 COVID-19 Reporting

Our Data Science team has built a predictive reporting tool to measure the daily impact of COVID-19 on physical venues

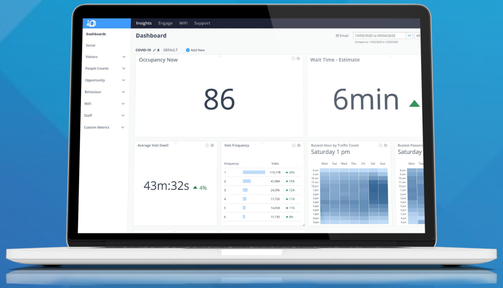
2 Industry Research

Skyfi partnered with leading customer insights firm Brickfields Consulting to help the Australian Retail Property industry better understand and react to changes in shopper sentiment during these challenging market conditions

3 Occupancy*Now*™

Skyfii has recently launched a new product called Occupancy Now ™, an automated occupancy and social distancing management solution, It helps venues:

- Manage venue occupancy in real time
- Optimize cleaning and testing services
- Facilitate contact tracing



Skyfii's Occupancy*Now*™ solution combines automated counting technology, a web-based reporting dashboard, and real-time alerting and monitoring to help you:

- Manage real-time occupancy and social distancing in your venues
- Track and verify COVID-19 compliance
- Optimize staffing and cleaning procedures
- Keep customers informed of COVID-19 initiatives
- Facilitate contact tracing

01

Real-time Occupancy Management

Enable staff to accurately maintain safe occupancy and social distancing guidelines.

Accurate, Automated Counting

Remove human error from the counting process, and help staff more accurately manage the flow of customers into your venues.

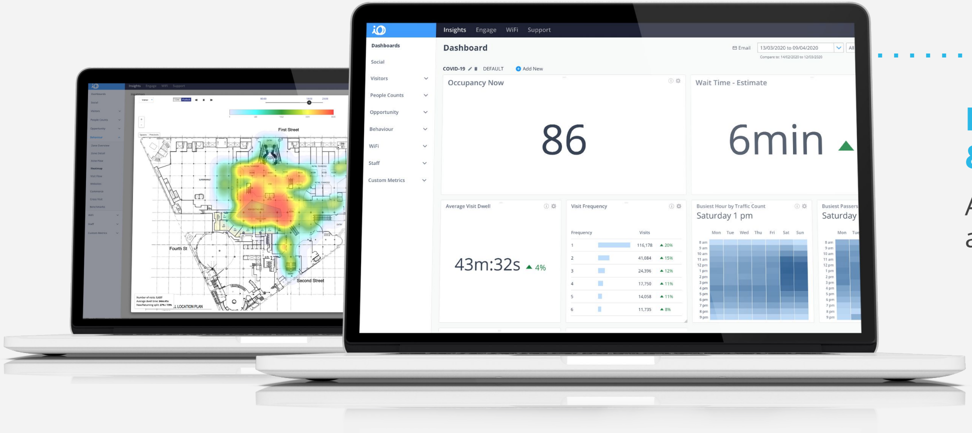
Proactively Manage Congestion

Prevent overcrowding by automatically alerting staff when congestion is detected or occupancy counts cross a threshold.

Provide Customer Assurance

Improve the effectiveness and responsiveness of your COVID-19 countermeasures, and give customers confidence that you're actively maintaining a safe environment.

Real-time Occupancy Management

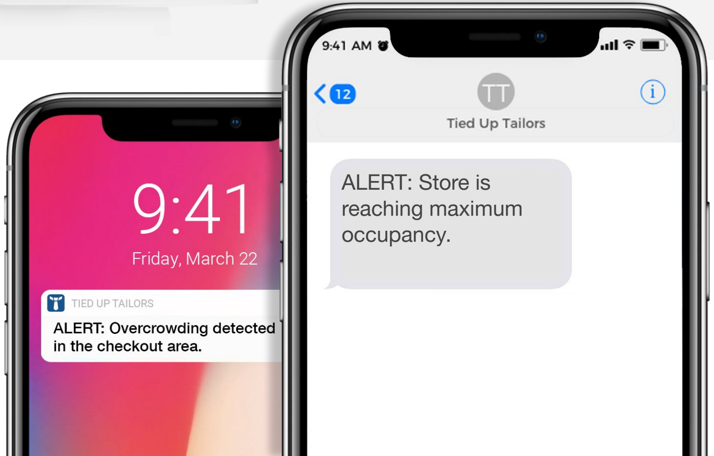


Live Occupancy & Crowd Analysis

Accurately monitor live occupancy and congestion.

Automated Staff Alerts

Proactively manage and respond to congestion and overcrowding.



OccupancyNow™

02

Historical Occupancy Reports

Streamline operations and verify COVID-19 compliance in each location with historical, web-based reports.

Optimize Staffing Costs

Reduce operational costs, and minimize the risk of exposure for customers and staff by more accurately adjusting staff levels to meet demand.

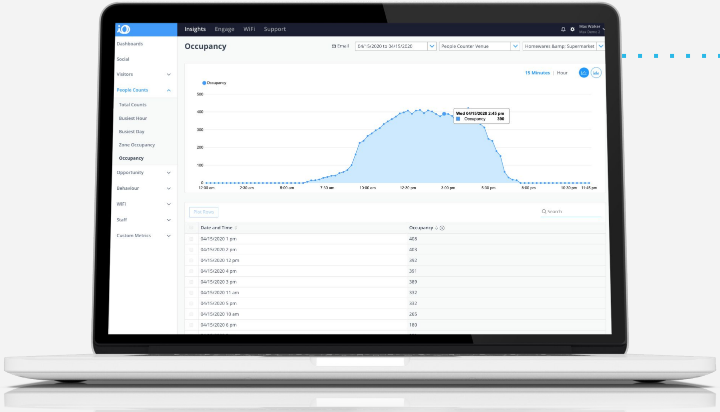
Optimize Routine Cleaning Schedules

Understand the best times to schedule routine cleaning and sanitization procedures, and track whether staff are performing them.

Verify COVID-19 Compliance

Review occupancy counts in each venue to ensure compliance with company policies and COVID-19 regulations.

Historical Occupancy Reports

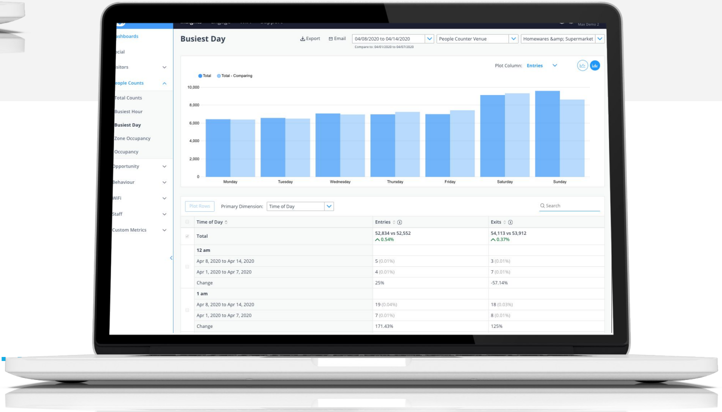


Understand Occupancy Trends

Understand how occupancy changes by the minute, and align staff scheduling to more accurately meet demand.

Busiest Hour and Day Report

Understand your busiest hours of the day and days of the week, and optimize scheduling of routine cleaning and sanitization procedures.



OccupancyNow™

03

Data-Driven Communication Tools

Easily subscribe and inform customers of the COVID-19 countermeasures you have in place.

Inform Staff and Customers

Setup automated multichannel communications to keep staff and customers informed of updates to your COVID-19 countermeasures.

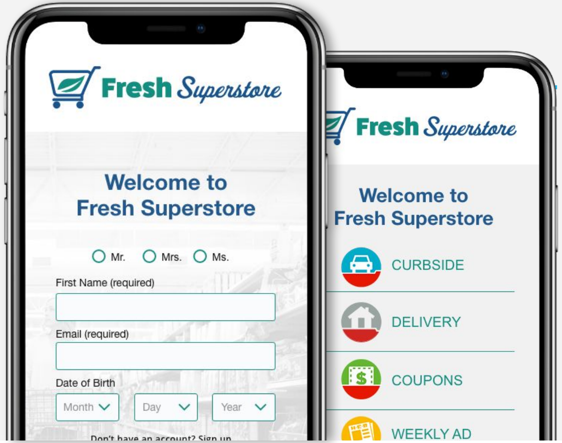
Optimize your Communication Strategies

Reach customers on multiple channels, and determine their impact on customer sentiment and visitation.

Facilitate Contract Tracing & Testing

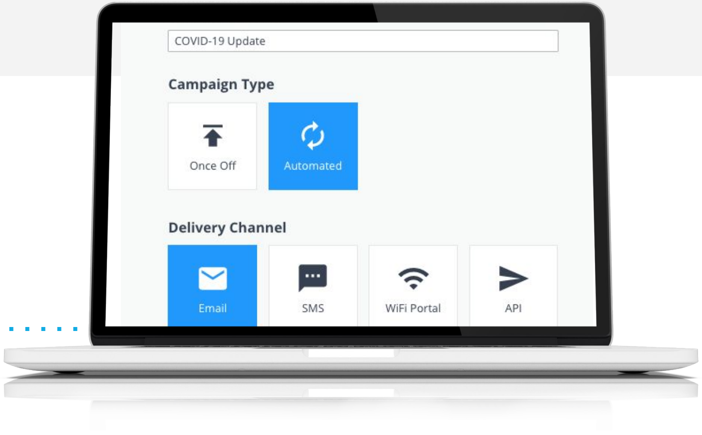
Segment customers and staff by visitation history, and inform those that might have come into contact with a confirmed COVID-19 case while in your venue.

Data-Driven Communication Tools



Register Customers through WiFi, App or Web

Collect customer contact and profile information, and allow them to easily opt-in to COVID-19 related communications.

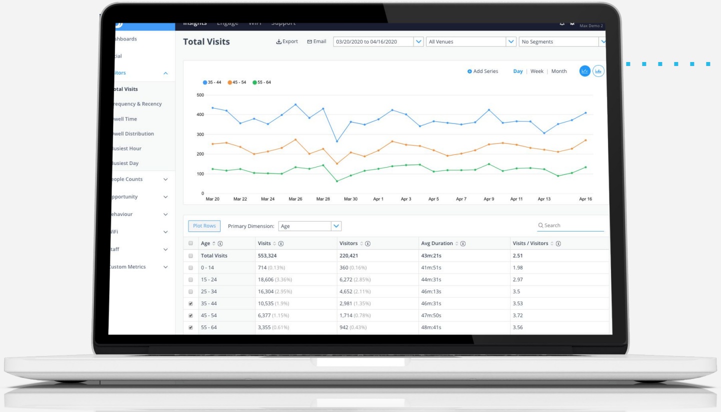


Multichannel Communications

Reach each customer segment on the most effective channel – including email, SMS, and mobile apps.

OccupancyNow™

Data-Driven Communication Tools

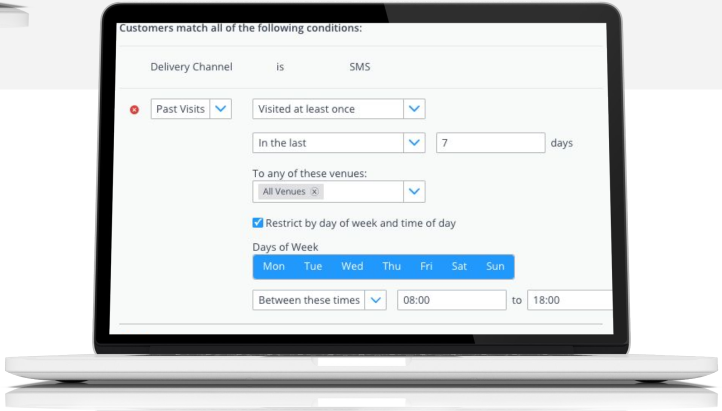


Understand the Impact of Communications

Attribute communications to in-venue visits, and understand their impact on visitation, visit frequency, and sentiment.

Contact Tracing: Inform Relevant Contacts About Possible Exposure

Segment contacts by their visitation history, and inform those who were present, during or after, a visit from a confirmed COVID-19 case.



OccupancyNow™

Outlook

Outlook

The Company recognises that our track record of quarter on quarter growth momentum may be challenged in Q4 FY20.

However, the strong Q3FY20 performance allows the Company to re-confirm it will maintain a positive full-year operating EBITDA for FY2020.

Key areas of focus for the remainder of the year include:

- Ongoing development and rollout of new analytic products
- Strong focus on Marketing to drive new lead generation
- Maintain focus on cash preservation inline with market conditions
- Continue to support current customers with business critical insights
- Convert new business leads within Grocery, Municipalities and Healthcare
- Deliver a positive EBITDA positive for the full year FY20

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