Thorney Technologies Ltd

ABN 66 096 782 188

ASX Announcement: **20 November 2019** ASX Code: **TEK**

THORNEY INVESTMENT FORUM – COMPANY PRESENTATIONS

Please find attached a company presentation from Skyfii Ltd [ASX:SKF] being presented at today's Thorney Investment Forum in Melbourne.

Details:

Date	Wednesday 20 November 2019
Location:	Ernst & Young
Address:	Level 23, 8 Exhibition Street, Melbourne
Time:	9.30am for 9.45am, concluding by 1.00pm

A video recording of the presentations will also be uploaded to the respective websites a few days after the forum concludes.

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skyfii IO

We exist to help physical venues use data to better understand visitor behavior

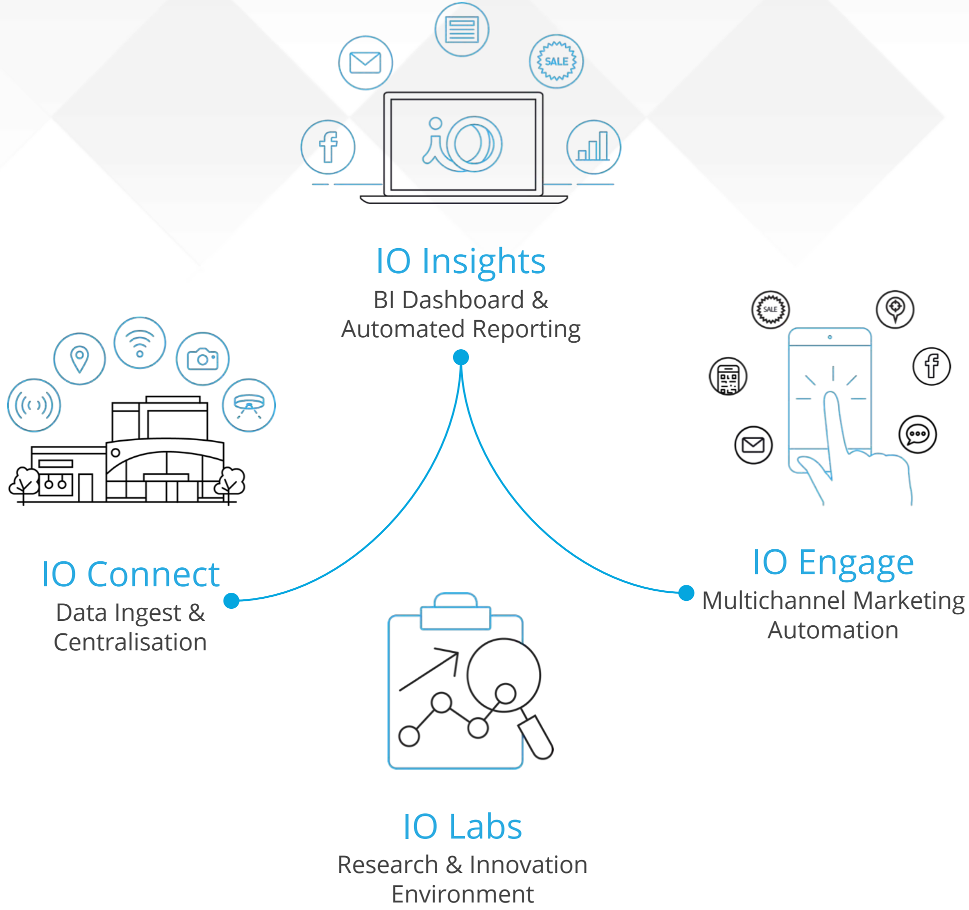
THORNEY TECHNOLOGIES AGM 2019

Data Intelligence Platform built for Physical Venues

IO 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.

Intelligent Technology

- **IO Connect** automates the collection, storage and processing of data from a wide variety of sources including; CRM, Survey, WiFi, Camera, BLE / Mobile Apps, Weather, POS / Sales, ERP / , Car Park, Accounting and Finance.
- **IO Insights** automates reporting of data collection in real time including: social, visitor, behavior, opportunity, sales, people counting and WiFi.
- **IO Engage** provides marketing tools to deliver & automate content across a number of channels including; Email, SMS, Mobile Push, WiFi Captive Portal and OOH Digital Screens.
- **IO Labs** is a research and innovation environment where Skyfii's data science & strategy teams build the products of tomorrow and support custom client needs.



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Business Snapshot

Types of Revenues

1. Multi-year SaaS subscriptions
2. Data & Marketing Services
3. Non-recurring

Types of data points

>25 different capture points that analyse billions of data points monthly

Verticals

10 key verticals
Focus on Enterprise

Customers

900+ customers
10,000+ venues

Addressable Market in Targeted Geographies

4,700
Stadiums

1,279
Airports

134,385
Malls

22,442
Universities

161,642
Gyms

4,050
Smart Cities

2,750
Casinos

25,862
Cultural Centres

11.3m
Retail Outlets

40,163
Hospitals

Financial Highlights

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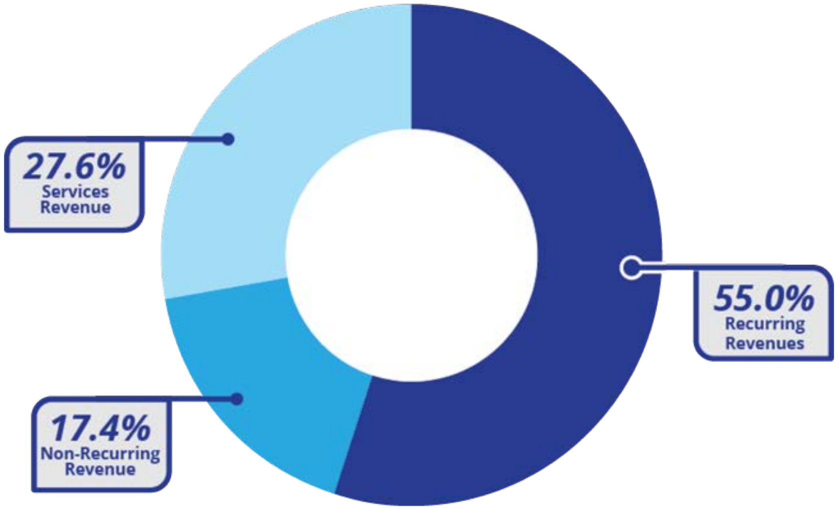
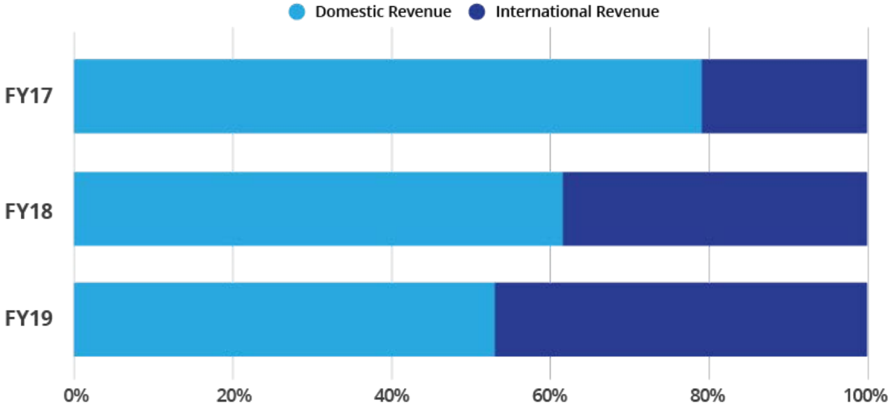
Diversification of Revenue Mix and Operating Markets

FY19 REVENUE MIX



- Strong growth in Recurring Revenue, up 50% YoY
- Recurring revenues deliver 85% gross margin with a blended average of 71% across all three revenue types

OPERATING MARKETS



- Continued investment and expansion into international markets
- International revenue contributed 47% of total operating revenue in FY19 compared with 38% in FY18

FY19 Financial Highlights

Revenue
$9.4m (FY19 v FY18)
↑ **52%**

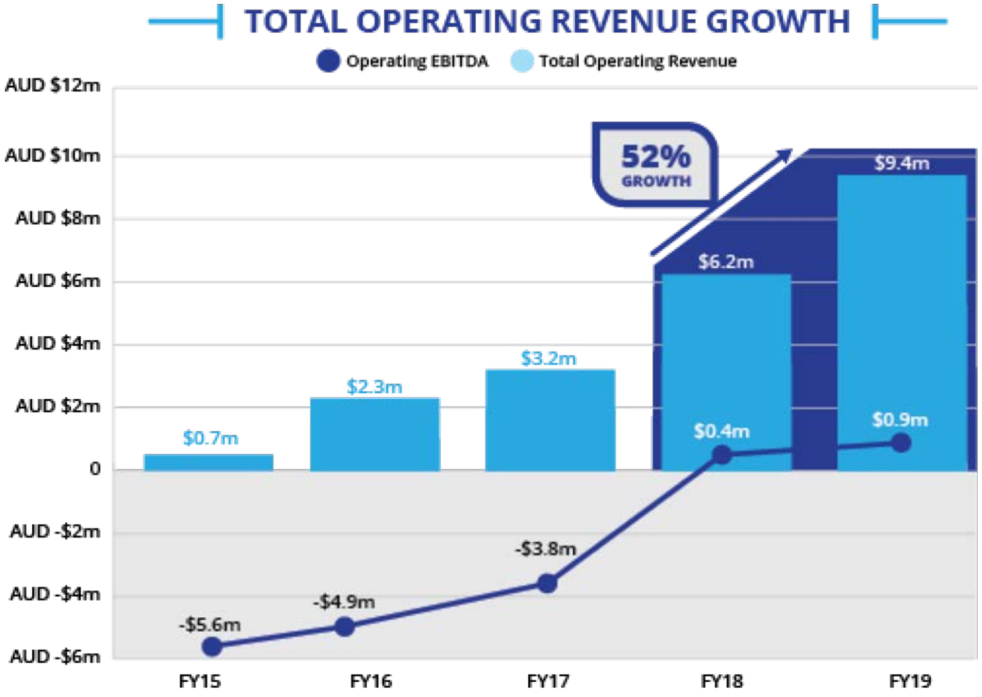
5-Year CAGR Total Operating Revenues
192%

Operating EBITDA
$0.88m (FY19 v FY18)
↑ **150%**

Recurring Revenues
$5.4m (FY19 v FY18)
↑ **50%**

Churn Rate
<1%

Cash at Bank as at 30 June
$1.33m



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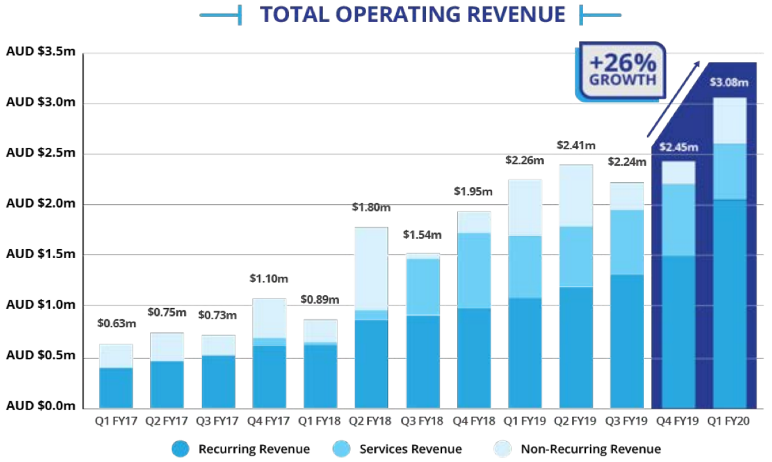
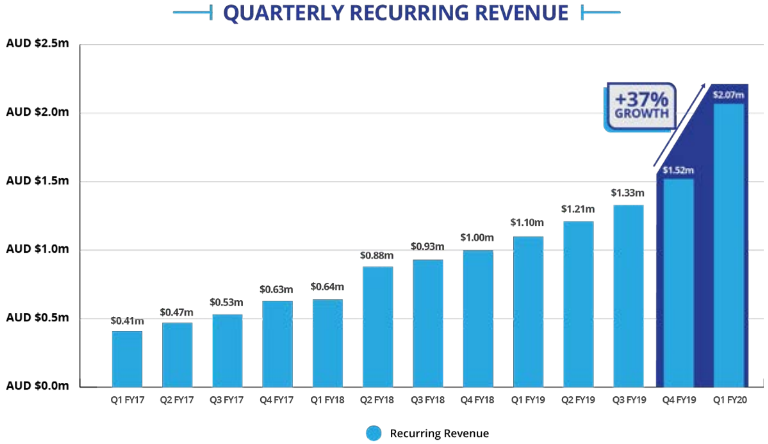
Q1 FY2020 Results

Revenue
$3.08m
(Q1 FY2020)
26%

Recurring Revenues
$2.07m
(Q1 FY2020)
37%

ARR*
$9m
50%





* Revenue inclusive of Beonic Transaction which completed on 9 July
* Annual Recurring Revenue (ARR) based on contracted recurring revenues as at the end of Q1 FY2020

FY2020 Outlook

47%

of revenues generated from international markets

+86%

International revenues FY19 v FY18

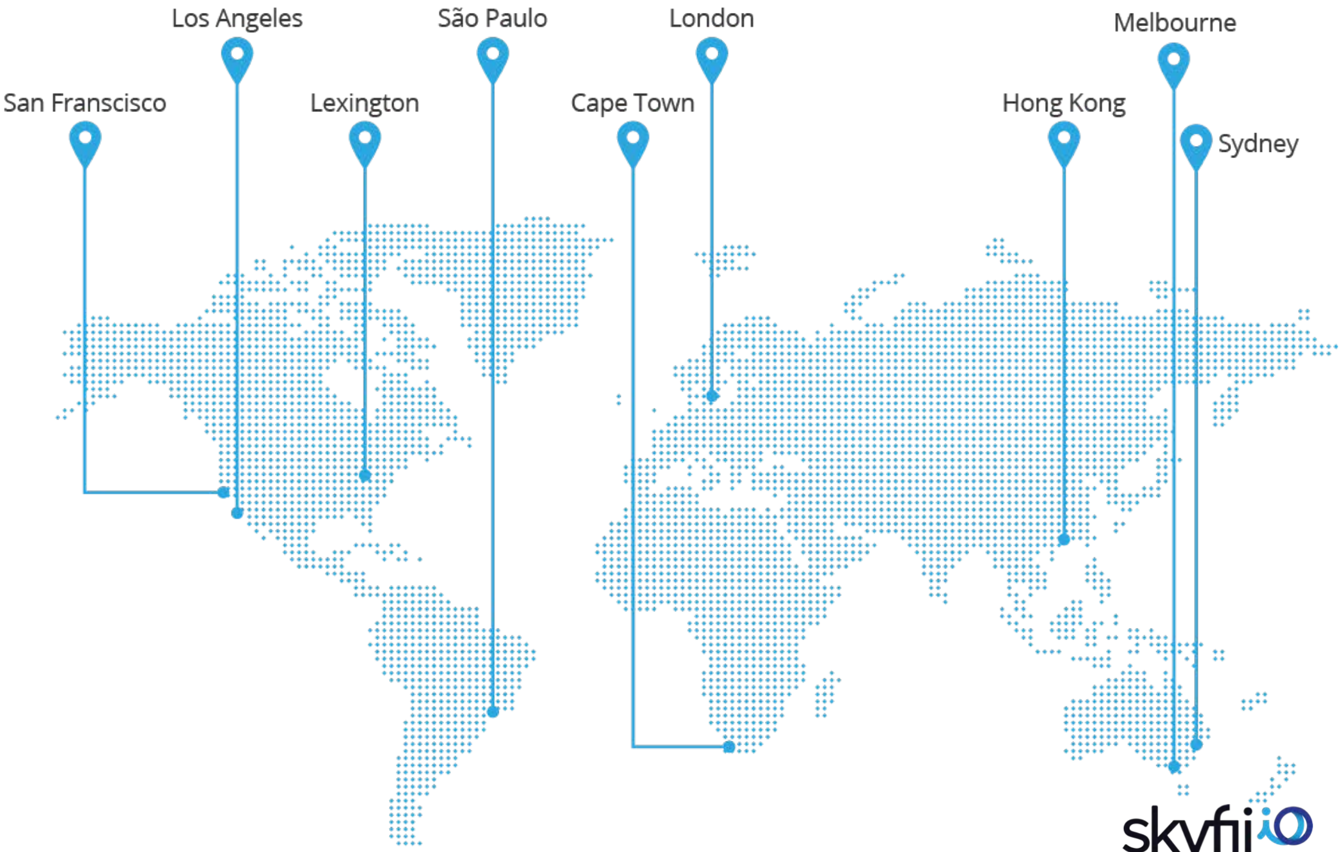
30

countries across 5 continents

61

Headcount

Global Footprint



Qualified Sales Pipeline Snapshot

FY20 qualified advanced stage pipeline of

~$25m

~45%

of pipeline in international markets

Exit Q1 with

$9m ARR

FY20 PIPELINE

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Outlook

SKF:ASX

KEY FOCUS AREAS OF FOCUS FOR FY2020

- Conversion of key contracts within our International markets
- Deliver strong topline and recurring revenue growth across all regions
- Maintain focus on cash management and maintaining a positive EBITDA position
- Integrate the Beonic (people counting) business and expand offering into the UK, USA and Brazil
- Increase the number of datasets represented in the IO platform
- Further build out our partnership with global ecosystem partners

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