

## ASX / Media Release

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ASX code: **K2F**

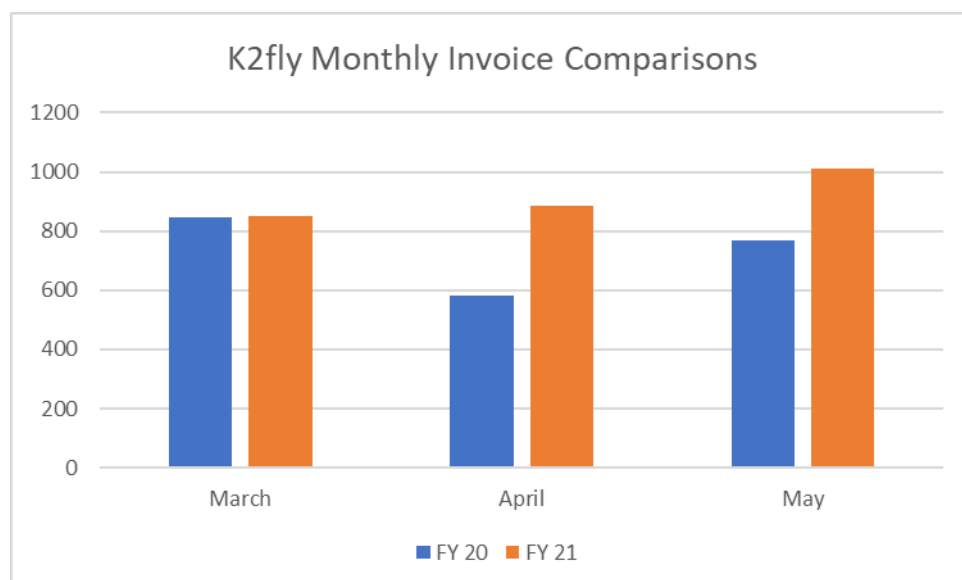
### K2F Sales Invoicing and Partnership Update

#### Highlights:

- **May invoicing exceeds \$1m (\$1.011M FY21 compared to \$769k FY20, 31% increase)**
- **Follows consecutive sales invoicing records for respective months in March \$851k and April \$887k**
- **K2fly and Descartes Labs (DL) have signed a reseller agreement whereby K2fly will resell DL Deformation solutions**
- **Descartes Labs is a geospatial intelligence company based in Santa Fe, USA**
- **Initially K2fly will bundle DL SaaS based Deformation systems into K2fly's Tailings and Rehabilitation solutions with the intention of expanding the offering across multiple solutions**
- **Partnership further strengthens K2fly's position in support of Global Industry Standard on Tailings Management (GISTM)**
- **The companies have already joint bid on several advanced tailings opportunities with tier 1 and 2 global miners**

#### Sales Update

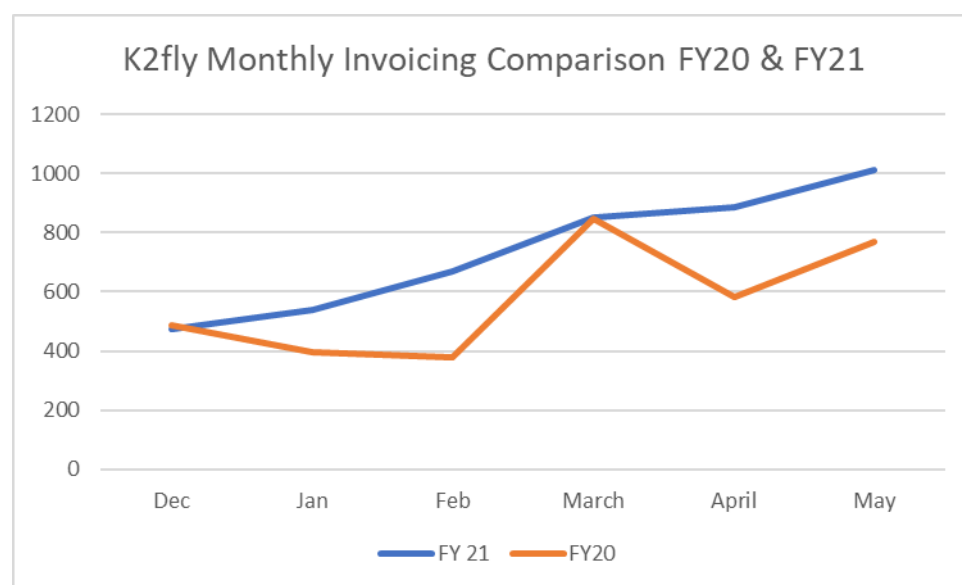
K2fly Ltd (ASX: K2F) (**K2F, K2fly or the Company**) has recorded three consecutive months of record sales invoicing leading to a strong finish for FY21.



K2fly is pleased to announce record breaking invoicing totals in the last 3 months. The total for March was \$851k (prior year was \$846k), April's result was \$887k (prior year was \$581k) and May saw the first ever

invoicing total above one million dollars, with a result of \$1.01M (prior year was \$769k). K2fly had produced its first ever \$2M+ quarter in Q3 FY2021 in sales invoices and anticipates that the Q4 total will comfortably exceed this figure.

These improved invoicing totals reflect the success of K2F's "land & expand" strategy whereby it seeks to successfully deliver its range of software solutions to major resources companies. K2F now has more solutions, more clients and more staff to help grow the business, and in part this reflects the successful integration of acquisitions such as SATEVA and Decipher. K2fly CEO Brian Miller said, "The growing client base for K2F solutions has allowed us to generate more invoices across the full range of solutions. In the last few months we have won deals for all of our solutions, including: Land Management and Heritage (Rio Tinto, Fortescue Metals Group, The Keeping Place and Griffith University), Reserves Reporting (Alcoa and Couer), Decipher (South African Energy Coal and a BHP pilot) and SATEVA (Roy Hill)."



## K2fly and Descartes Labs Reseller Partnership

K2fly and Descartes Labs (**Descartes Labs** or **DL**) have signed agreements that will allow K2fly to resell DL SaaS based Deformation solutions bundled with K2fly Solutions.

Descartes Lab is a geospatial intelligence company based on Santa Fe, New Mexico, USA. It was launched out of Los Alamos National Laboratory in 2014.

The risk from surface deformation and movement presents significant challenges for mining companies, especially when operating in remote areas without reliable access to survey crews. Diverse assets with aging infrastructure, including unstable pit walls and insecure tailings dams, can quickly generate additional risk to companies, their employees, and the communities in which they operate.

Companies can easily be overwhelmed with multiple sources of data from satellite (InSAR) and ground-based sensors such as LiDAR, piezometers etc. with little actual meaningful intelligence or improvements to operational performance or safety.

The combination of the DL spatial intelligence solutions integrating these data sources with the K2fly solution will further accelerate and complete the full end to end K2fly Tailings solution such that mining companies can better manage their tailings facilities in support of their GISTM commitments.

“The Descartes Labs Global Deformation Systems (GDS) is a first of its kind planetary scale deformation model”, said James Orsulak, Descartes Labs head of Mining & Metals. “Leveraging our history in high performance computing (HPC), geospatial data, and machine learning, we’ve created the world’s first automated, low-cost subsidence and deformation system that can be deployed anywhere in the world at any scale.”

GDS is an ideal fit for the K2fly Dams & Tailings solution, where the deformation outputs can be operationalized and interpreted in the context of all available data. “We believe this will be the beginning of a long and successful partnership with Descartes Labs that will enable K2Fly to deliver world class remote sensing products and analytics workflows to the mining industry with seamless integration into dam management programs” said Orsulak.

Nic Pollock, K2F’s Chief Commercial Officer commented, “We have met with stakeholders from many mining companies that are awash with expensive data that they cannot adequately turn into intelligence. Other mining companies have very little at all. All of them need to turn the multiple sources of data into useable and actionable intelligence, which is what the K2fly solution provides as well as supporting their path towards GISTM compliance.”

Nic Pollock added, “We were really drawn to the Descartes Labs solutions for a number of reasons. It’s affordable and simple pricing model. It’s fast, and customers get measurements within hours of analysis and it’s fully transparent so the data can be made easily available for customer interpretation. Finally, we found that both companies shared a mutual passion for sustainability in the mining industry. We see Tailings as just the first of many joint solutions, in K2F’s suite of solutions, we can offer to the market.”

Announcement released with authority of K2F board.

## **ENDS**

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## About K2fly

K2fly Ltd (K2F) is an ASX listed technology company providing enterprise-level technical assurance and reporting solutions across all aspects of the Environmental, Social and Governance functions.

Servicing the mining, oil & gas, utilities and agriculture sectors, K2fly delivers a suite of solutions in governance and compliance, stakeholder engagement and permits and obligations services for clients covering:

- Land Access
- Community and heritage
- Rehab
- Dams & Tailing
- Resources Inventory and Mine Geology Systems
- Ground Disturbance

Underpinning K2fly's Software as a Service (SaaS) offering are its proprietary technologies: RCubed, Infoscope, the SATEVA Suite and Decipher.

K2fly has strategic alliances with global technology companies such as Esri (USA), SAP (Germany) and Hitachi-ABB (Japan).

In addition, K2fly provides cutting edge business consultancy services with subject matter experts across Rail, Electricity, Gas, Water, Mining, Oil & Gas, and Facilities Management.

## About Descartes Labs

Descartes Labs is a geospatial intelligence company that performs scientific analysis of geospatial, remote sensing, and diverse complementary data sets to enable sustainable sourcing best practices, commodity price forecasting, and efficient mineral exploration for leading CPG, Agriculture, and Mining companies. Our SaaS platform automates the analysis of geospatial imagery for our users, enabling planetary scale analysis through artificial intelligence and machine learning. The company also supports a diverse set of federal government efforts to curate, analyze, and provide unique actionable insights from geospatial data. For more information visit [www.descarteslabs.com](http://www.descarteslabs.com) or follow us on [Twitter](#) or [LinkedIn](#).