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27 August 2021

Skyfii Delivers 40% Annualised Recurring Revenue growth in FY21

FY21 Full Year Highlights[1]

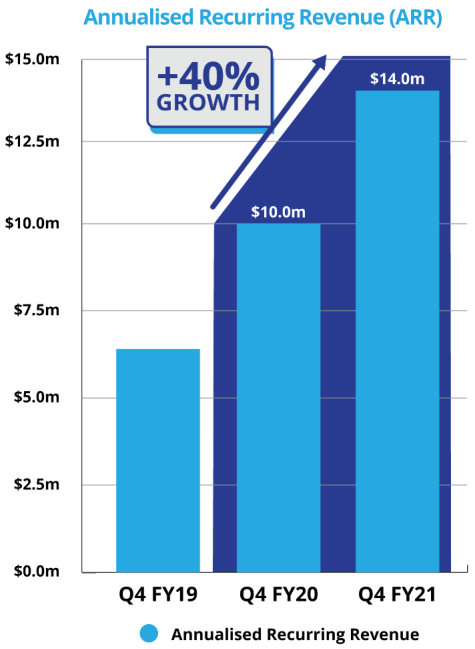
- **Annualised Recurring Revenue (ARR)** of $14m up 40% vs FY20
- **Total Operating Revenues** of $15.9m up 18% vs FY20
- **Recurring Revenues** of $11.3m up 28% vs FY20
- **Operating EBITDA** of $1.64m down 22% vs FY20 but in line with expectations and incorporating working capital investment into CrowdVision
- **Cash at bank** of $8.6m (as at 30 June 2021), with additional access to a $2m loan facility that remains undrawn

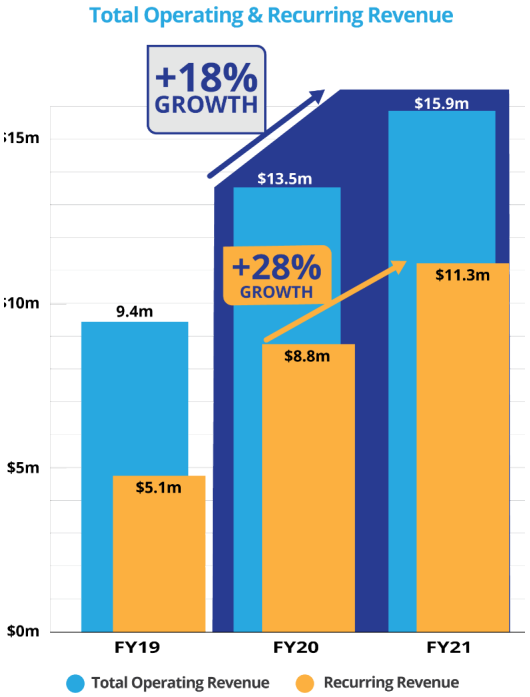
FY21 Operational Highlights

- Completed the **acquisition of CrowdVision,** a highly complementary Computer Vision and AI driven video analytics company
- **Successful completion of A$10.0m Placement** in April 2021 to fund the CrowdVision acquisition and other growth initiatives
- **Skyfii completed the acquisition of Blix**, an Australian based venue analytics business servicing small and medium format retail venues including auto dealerships
- **Signed a strategic partnership** agreement with NASDAQ listed WiFi provider Boingo (WIFI: NASDAQ)
- **Strong international and domestic growth** securing new contracts with Omaha Zoo, Mark Anthony Group, Trent University, Virgin Hotels (North America); Land Securities (EMEA); Pareto / Leap Serve (South Africa) and National Gallery of Australia (APAC)
- **Strong customer retention** with key renewals completed with GPT (APAC), Nando's (EMEA). David Jones (AU), The Kooples (FRA), McArthurGlen Retail Outlets (UK), SFMOMA (USA)

Outlook

- Improving economic conditions in the northern hemisphere are delivering new opportunities and increased customer demand for our analytics platform and driving an expanding business development pipeline





[1] Annualised Recurring Revenue (ARR), Total Operating Revenue, Recurring Revenue and Operating EBITDA are inclusive of CrowdVision from 6 April 2021.

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- Skyfii will focus on an accelerated investment into growth in FY22 via an expanded business development team, a focus on developing the cross-sale opportunities from the CrowdVision acquisition and new product development to drive revenue growth into FY22 and beyond
- With improving business sentiment, strong macro-tailwinds for venue analytics, computer vision and people counting technology across airports, stadiums, offices, universities, smart cities and commercial real estate, Skyfii remains focused on organic growth and new product development. The Company is anticipated to deliver another year of double-digit recurring revenue growth in FY22

Commenting on FY21, Skyfii CEO and Managing Director Wayne Arthur said:

"Skyfii has exited FY21 in an exceptionally strong position. Our ARR of $14m, up 40% over the past 12 months, highlights the growth in our core business and our cash position of $8.6m provides a strong and flexible balance sheet to support future growth activities.

The impact of COVID-19 has provided a strong macro-tailwind for our business delivering a significant opportunity to accelerate our growth efforts. The increasing global focus on venue density, crowd management and occupancy is driving elevated interest in our people counting & venue analytic products. We are taking advantage of this increased demand to fast track our growth initiatives by investing in our people, our products and our channel partnerships. The investment will drive an increased pipeline of opportunities, particularly internationally, delivering a step change in our recurring revenue base.

The recent acquisition of CrowdVision has provided a counter-cyclical ability to grow further in the lucrative airports, stadiums, transportation hubs, event centres and casinos verticals. The cross-sell of products and services between Skyfii and CrowdVision's customer base provides further avenues for growth in our recurring revenues.

With a strong balance sheet, and a market leading product offering, we expect to accelerate our growth efforts to deliver a significant uplift in revenues in FY22 and beyond with the aim of returning to a positive EBITDA position in FY23.

I look forward to updating you on our growth in coming quarters".

Outlook

The FY22 will be a year of investment into our operating model in order to drive organic growth in all markets which will be a catalyst for significant YoY revenue growth in FY22 and into FY23 and beyond. The key areas of focus for Skyfii's management team during FY22 include:

- Continued investment into marketing activities to drive quality leads across all markets and products
- Increased investment into Sales, Support and Services headcount to drive additional revenue growth in all regions
- Focus on near-term conversion across CrowdVision and Skyfii sales pipelines
- Expansion of our reach into the UAE region
- Significant focus on key verticals including Airports, Stadiums, Grocery, Corporate Offices, Universities, Schools and Municipalities
- Integration of the CrowdVision technology solution into the Skyfii offering and retirement of the legacy platform

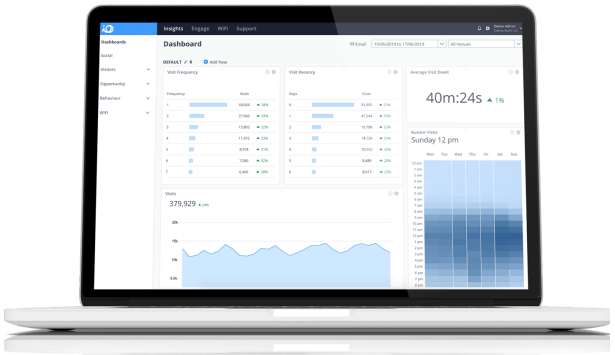
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About Skyfii



As the world's most trusted omnidata intelligence company, Skyfii collects and analyses billions of data points each month from a range of venue types across five continents.

Our SaaS cloud-based solution, the IO Platform, helps venues visualise, measure, predict, and influence customer behaviour, creating better experiences for their visitors and customers.

The IO Platform provides location and behaviour based communications software and tools to manage guest Wi-Fi, 2D and 3D cameras, people counting technology, weather and social media data across multiple locations.

Skyfii further augments insights generated by the IO Platform with its Data & Marketing Services offering: a team of data science and marketing consultants who help clients effectively gain more value from their data.

This announcement has been approved by Skyfii Limited's CEO.

Learn more at www.skyfii.io

Follow Skyfii updates at https://au.linkedin.com/company/skyfii

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Appendix 4E
Preliminary final report

1. Company Details

Name of entity:	Skyfii Limited
ABN:	20 009 264 699
Reporting period:	For the year ended 30 June 2021
Previous period:	For the year ended 30 June 2020

2. Results for Announcement to Market

			$
Revenue from ordinary activities	up	18.3%	16,111,777
(Loss) from ordinary activities after tax attributable to the shareholders	up	105.4%	(7,018,913)
(Loss) for the year attributable to shareholders	up	105.4%	(7,018,913)

Dividends

No dividends have been declared for the reporting period.

Comments

The loss for the group after providing for income tax amounted to $7,018,913 (30 June 2020: loss of $3,417,000).

3. Net tangible assets

	2021 cents per share	2020 cents per share
Net tangible asset backing per share	0.14	0.14
Net assets per share	4.09	2.36

4. Audit qualification or review

Details of audit/review dispute or qualification (if any):

The financial statements have been audited and an unqualified opinion has been issued.

5. Signed



Date: 27 August 2021

Wayne Arthur
Chief Executive Officer

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