

Thorney Technologies Ltd

ABN 66 096 782 188

ASX Announcement: 14 May 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 Sydney.

Details:

Date: Tuesday 14 May 2019
Location: Australian Securities Exchange Centre
Address: 20 Bridge Street, Sydney
Time: 9.00am for 9.15am, concluding by 1.00pm

For those unable to attend in person, shareholders will be able to view the forum by clicking [here](#).

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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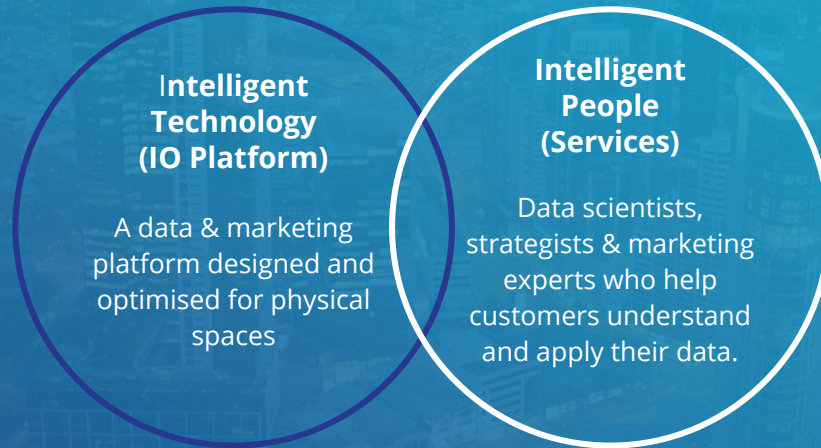


Thorney Investment Forum

14th May 2019

ASX: SKF

Omndata intelligence is the practice of analysing multiple data sets to create a complete understanding of behaviour and experiences across the physical and digital world.



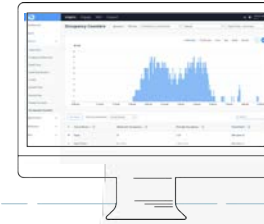
Intelligent Technology

Skyfii IO provides businesses with a suite of tools that helps them analyse, predict, and influence customer behaviour across digital and physical experiences.

SaaS Recurring Revenue model:

- Enterprise customers
- Multi-year contracts
- Global client base in over 10 verticals

IO Platform



IO Insight

BI Dashboard &
Automated
Reporting



IO Connect

Data Ingest &
Centralisation



IO Engage

Multichannel
Marketing
Automation

Intelligent People

Skyfii's experienced team of Digital Strategists, Data Scientists, Marketing Experts and Engineers help our customers achieve their strategic objectives through;

- Venue performance measurement & optimisation
- CX program design and management
- Digital to physical attribution
- Behavioural segmentation & persona design
- Digital, marketing & media strategy
- Market research & satisfaction scoring

Services



Strategy

Our strategists are experts in data and digital transformation for physical venues



Research

Our data scientists can help you solve complex challenges with data



Marketing

Our marketing experts can plan, execute and optimise every campaign.



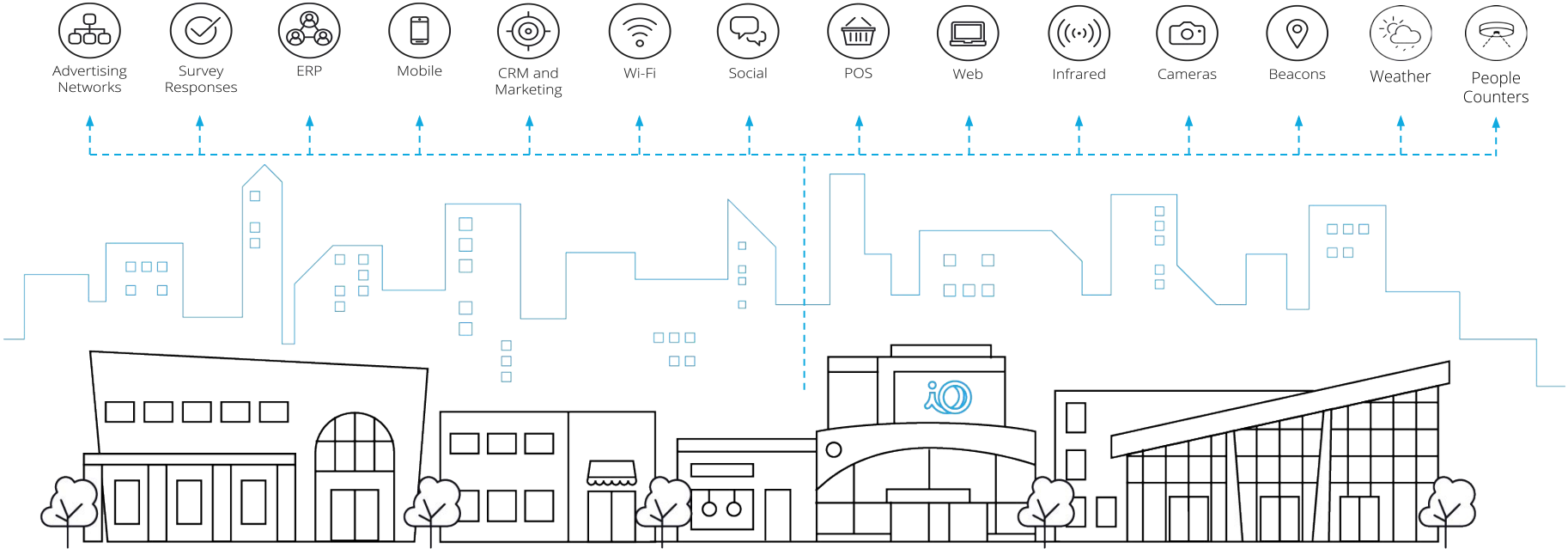
Engineering

Our engineers can automate and integrate our solution to your needs

* Revenues generated from Services are received as either recurring or fixed fee projects.

Data Sources

Skyfii IO supports data collection from a growing number of sources. It gives venues the ability to build a holistic view of the visitor experience and the factors that influence it.



Enterprise Client Snapshot



CASE STUDIES



SHOPPING CENTRES

Building a Robust Database of 1st Party Data

A shopping centre needed better data on who their shoppers were, and how they were interacting with the centre.



SHOPPING CENTRES

Omnicdata Solution:



Deployed WiFi to measure experiences and build a customer database

Outcome:

Increased customer database to over **300,000 (+500%)**, providing the centre with rich profiles of their customers and their behavior over a 3 year period.



Quick Service Retail

Increasing Revenue through Targeted Engagement

A QSR chain was looking for ways to increase the average ticket size in its restaurants.

QSR

Omnidata Solution:



Deployed WiFi to understand customer behavior and preferences



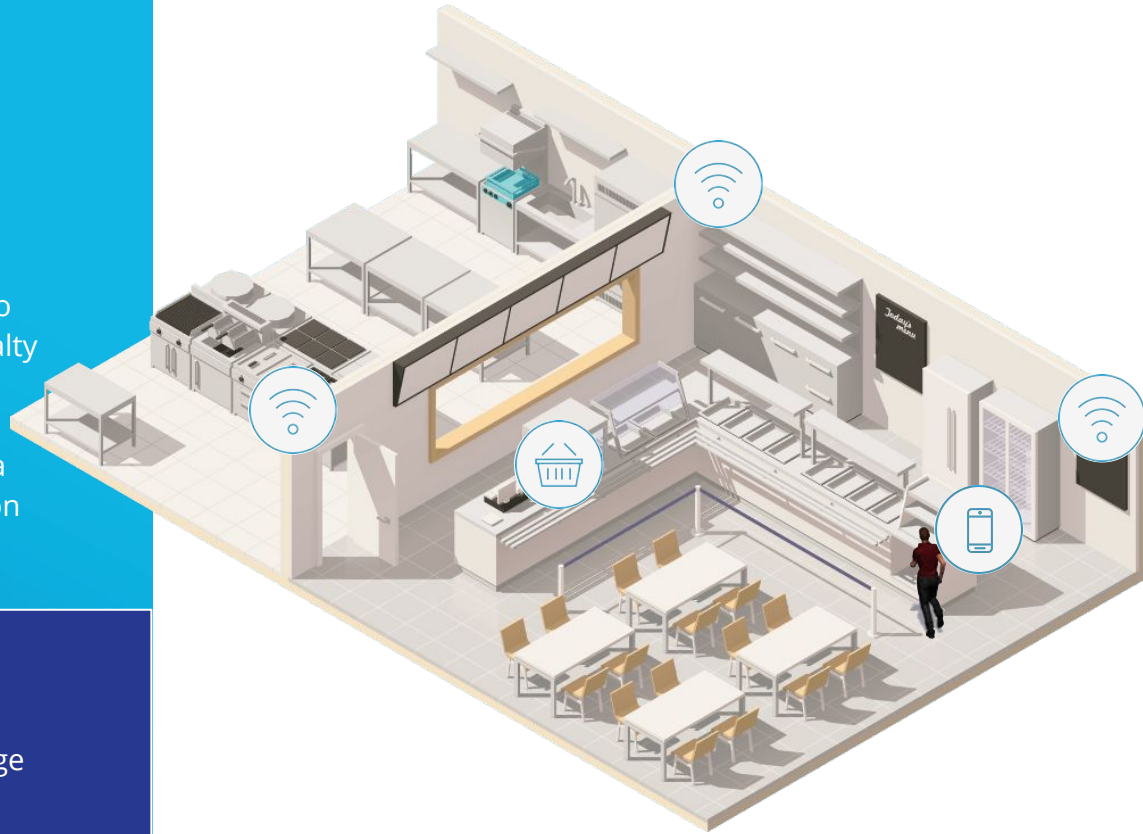
Integrated with POS and existing CRM to understand purchase behavior and loyalty



Automated, targeted offers can be delivered to customers in-restaurant via WiFi, SMS, or push notifications based on preferences and purchase history

Outcome:

Client has a better understanding of which offers drive conversions, and expects to increase average sales ticket by up to 40%



UNIVERSITIES

Measuring Student Attendance with WiFi Intelligence

A leading Australian University needed a better system for tracking attendance.



UNIVERSITIES

Omnidata Solution:



Leveraged existing WiFi network to measure student behavior



Correlated WiFi analytics with student timetables to understand which students attended classes they were scheduled for

Outcome:

University has a clearer understanding of how different subjects perform for attendance over time, and which behaviors are correlated with poor attendance.



GROWTH STRATEGY

ORGANIC

▶ Direct Sales Team

ORGANIC

- ▶ Direct Sales Team
- ▶ Channel Partnerships

ORGANIC

- ▶ Direct Sales Team
- ▶ Channel Partnerships
- └─○ Managed Service Provider

ORGANIC

- ▶ Direct Sales Team
- ▶ Channel Partnerships
 - Managed Service Provider
 - Value Added Reseller

ORGANIC

- ▶ Direct Sales Team
- ▶ Channel Partnerships
 - Managed Service Provider
 - Value Added Reseller
 - Tech Partners

KEY CHANNEL PARTNERSHIPS



(Cincinnati Bell)



STRATEGIC ACQUISITION

Highly Fragmented Industry

Beonic
TECHNOLOGIES™

*

* Intention to acquire Beonic announced on 14 May 2019

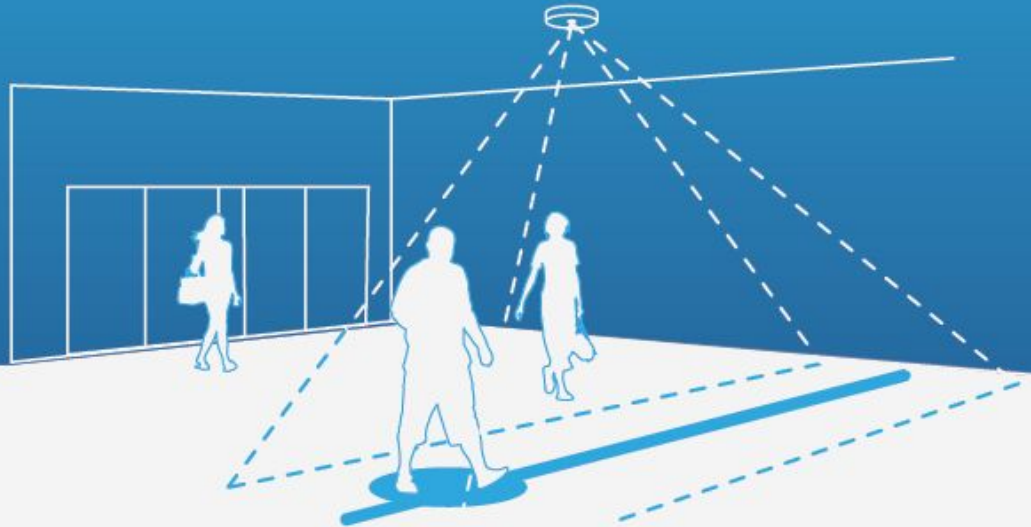
skyfiio

SKYFII TO ACQUIRE BEONIC TECHNOLOGIES -
STRENGTHENING ITS OMNIDATA
INTELLIGENCE CAPABILITY

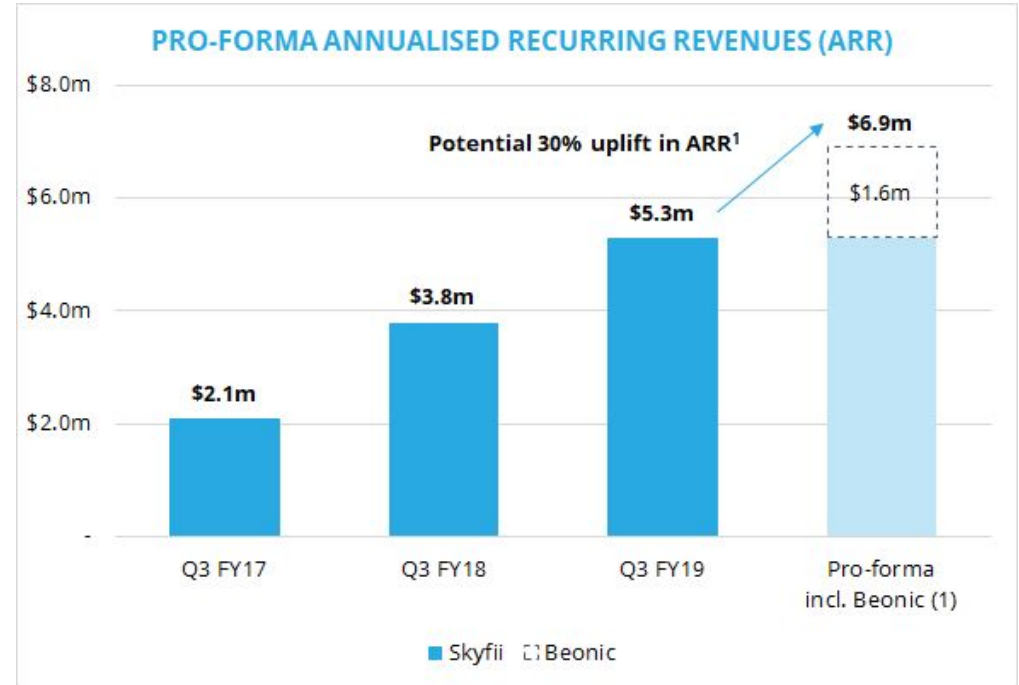
OVERVIEW OF BEONIC TECHNOLOGIES



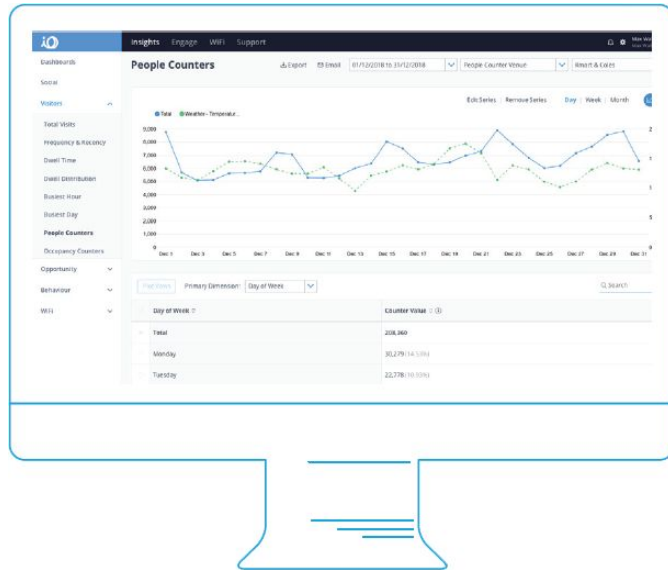
- Beonic Technologies has a long history in providing foot traffic counting and workforce optimisation reporting to the retail, shopping centre and sectors in Australia, New Zealand and Asia
- Beonic installs 3rd party sensors in premises to collect traffic counts that push data back to their proprietary “Traffic Insights” reporting platform
- Similar to Skyfii, Beonic’s revenue model involves one-off installation and implementation fees and recurring fees for platform, remote management & support
- Currently servicing a portfolio of blue chip customers with ~ 300 – minimal customer crossover provides significant cross-sell potential
- Beonic is based in Melbourne, employees or contracts ~12 FTEs
- Additional resellers based in Hong Kong covering the Asian markets



- **Portfolio of blue chip customers:** Further extends our customer base into retail, municipality and retail property in the Australian, New Zealand and Asian markets
- **Technology/data diversification:** increases the number of represented data sources available in the platform
- **Extends current capability:** Skyfii already has 3,000 people counters deployed, reporting functionality available
- **Hard synergies** identified including increase in recurring revenue, EBITDA improvement, engineering and technical support efficiencies
- **Attractive valuation multiple** compared to current SKF trading—acquisition multiple of ~1.05x recurring revenues



A MARKETING LEADING DATA INTELLIGENCE PLATFORM FOR PHYSICAL VENUES



SKYFII IO: A SINGLE PLATFORM FOR UNDERSTANDING & ENGAGING VISITORS

Skyfii IO is a cloud-based customer analytics and engagement platform that enables venues to analyze, predict, and influence visitor behavior:

- **Correlate people counting data** with other data sources from your venue, like weather data, POS transactions, WiFi analytics, and marketing campaigns.
- **Easily benchmark performance** with detailed people counter reports that allow you to compare dimensions like time of day, days of the week, month, and year across time periods.
- **Accurate, real-time reporting** enables you to measure people counting data down to 5-min intervals.

BENEFITS OF PEOPLE COUNTING SOLUTIONS FOR YOUR VENUE

Improve Queue Times

Monitor how much time visitors spend waiting in-line at security checkpoints, retail checkout, or in hotel lobbies, and then measure how improvements impact wait times.

Optimize Traffic Flow

Identify hot spots, cold spots, and congestion issues in your venue, and measure how changes to layout, signage, and staffing affect traffic to those areas.

Improve Retail Tenant Mix

Identify high-traffic areas in your venue, and use that data to attract desirable brands and inform rental premiums.

Improve Conversions

Compare how venues across your portfolio are performing for metrics like conversions or total visits, and which marketing campaigns are most effective.

Optimize Staffing

Identify factors that are correlated with changes in traffic volume, and plan staffing to accommodate. Decrease staff during low-traffic periods to save costs, and increase staff during high-traffic periods to increase efficiency and improve the customer experience.

MARKET OPPORTUNITY

Diversified Product & Service Offering with Global Application



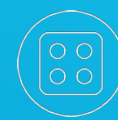
Shopping Centres



Retail Outlets



Universities



Casinos



Airports



Gyms



Hospitals



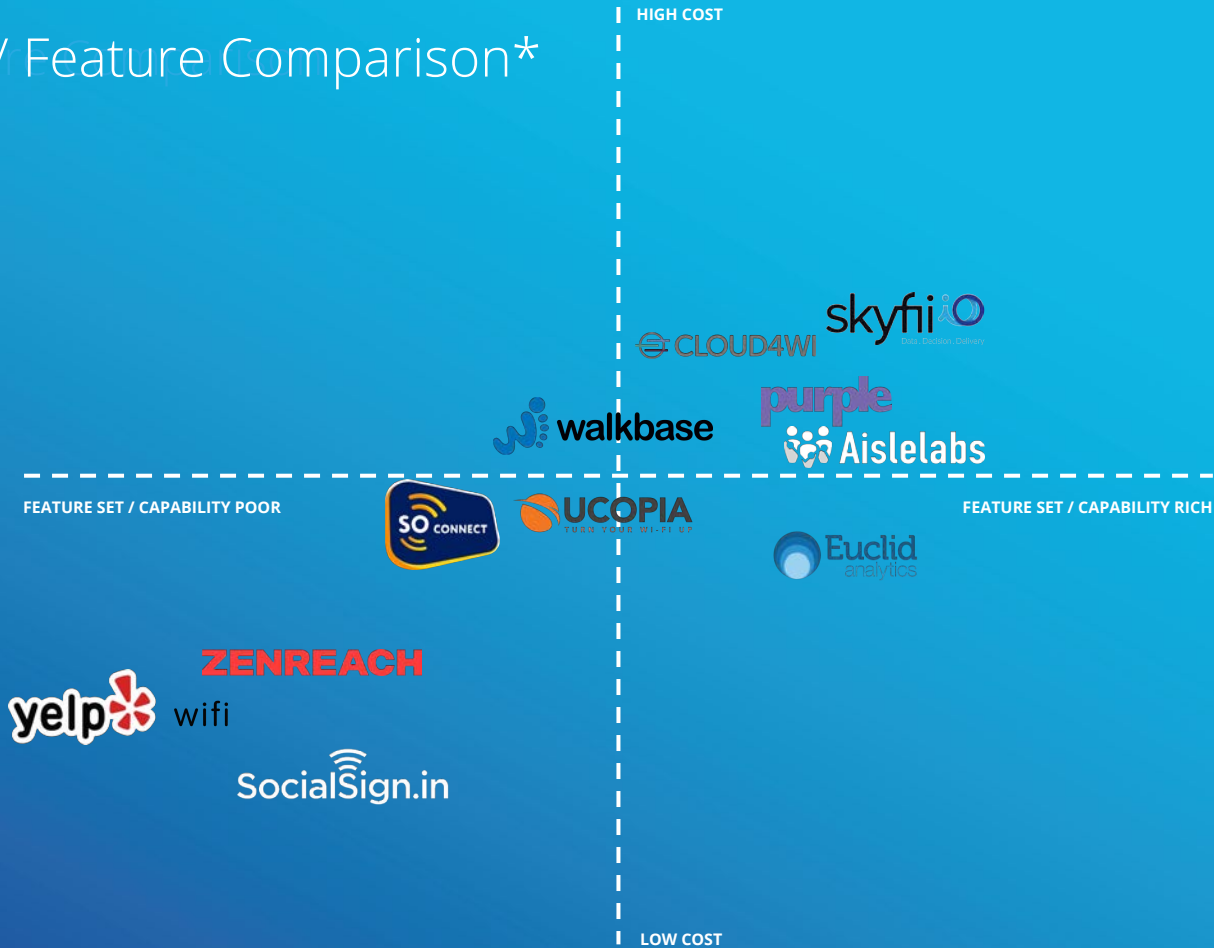
Restaurants



Enterprise Client Snapshot

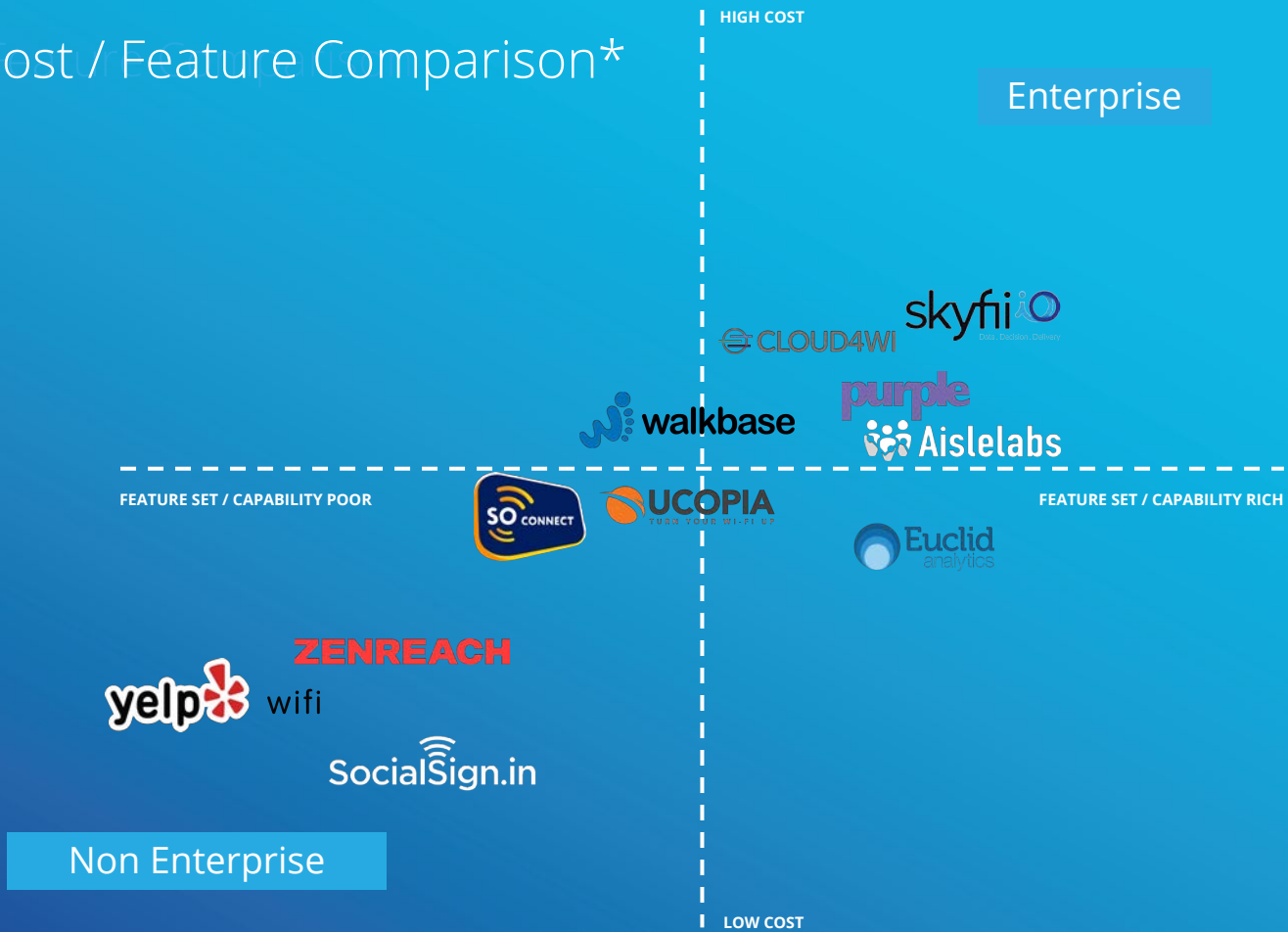


Peer/Cost / Feature Comparison*



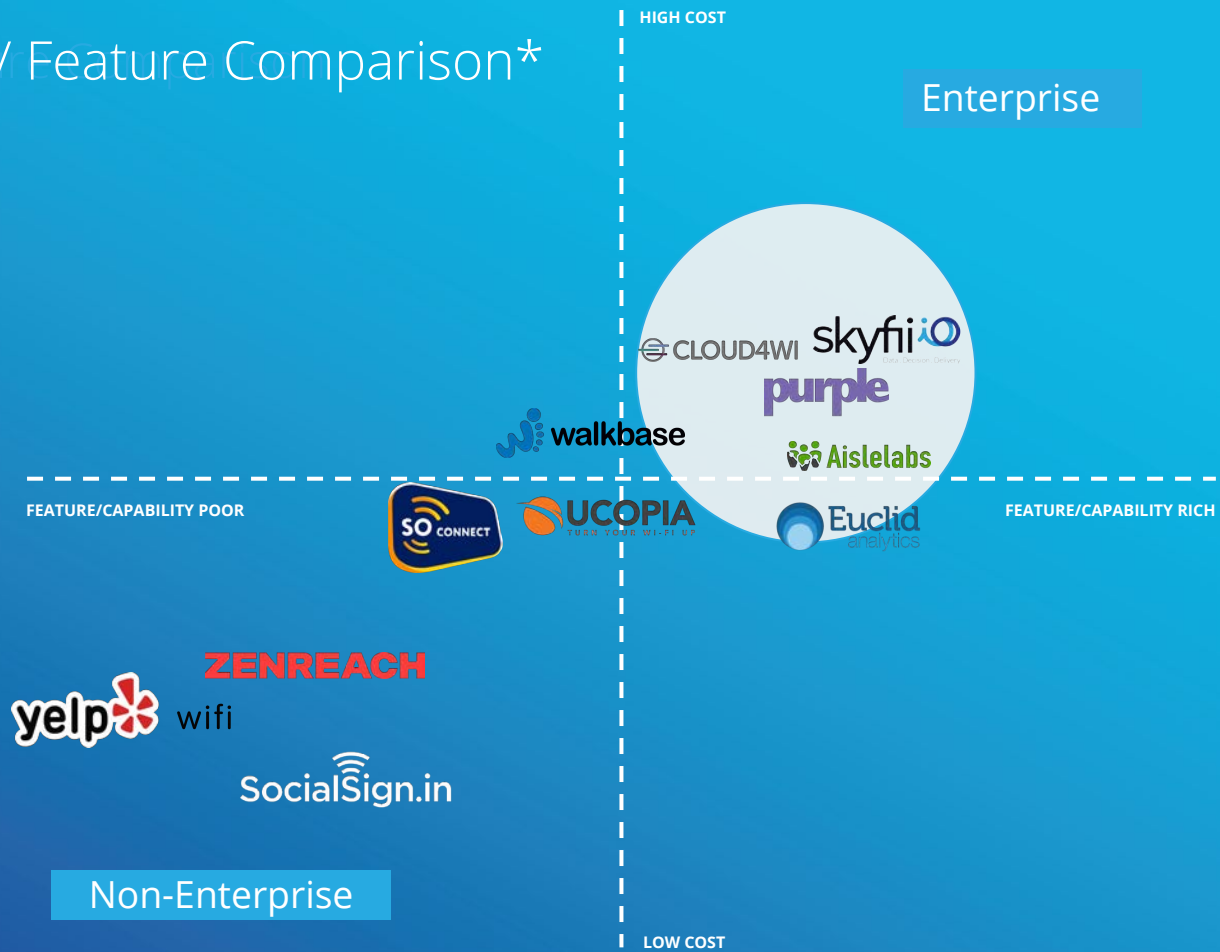
* All peers are privately owned companies.

Peer/Cost / Feature Comparison*



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Peer/Cost / Feature Comparison*



* All peers are privately owned companies.

Enterprise Software Competitors

skyfii

Aislelabs

CLOUD4WI

purple

	skyfii	Aislelabs	CLOUD4WI	purple
Guest Wifi	✓	✓	✓	✓
Location analytics	✓	✓	✓	✓
Omnichannel marketing tools	✓	✓	✓	✓
Other data sources (People Counting)	✓			
Data Services	✓			

PATHWAY TO NUMBER ONE

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

Deliver pathway to EBITDA breakeven



FY2018

DIVERSIFIED PRODUCT AND SERVICE OFFERING

Harvest revenue pipeline from ANZ & International operations

Continued topline and recurring revenue growth

Maintain full year positive EBITDA



FY2019

ENHANCE SHAREHOLDER RETURN

Consolidate market leading position

Expand data source aggregation



FY2020

#1 GLOBAL PROVIDER

To become the leading omnidata intelligence provider to physical venues globally.

Largest provider by revenue and market capitalisation globally



FY2021

FINANCIAL HIGHLIGHTS



Types of revenues generated by the Skyfii business model



RECURRING REVENUES

are generated from ongoing subscription fees for access to Skyfii's SaaS 'IO' platform.



SERVICES REVENUES

are generated from the payment of projects undertaken by both Data Consultancy Services (DCS) and Marketing Services (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.

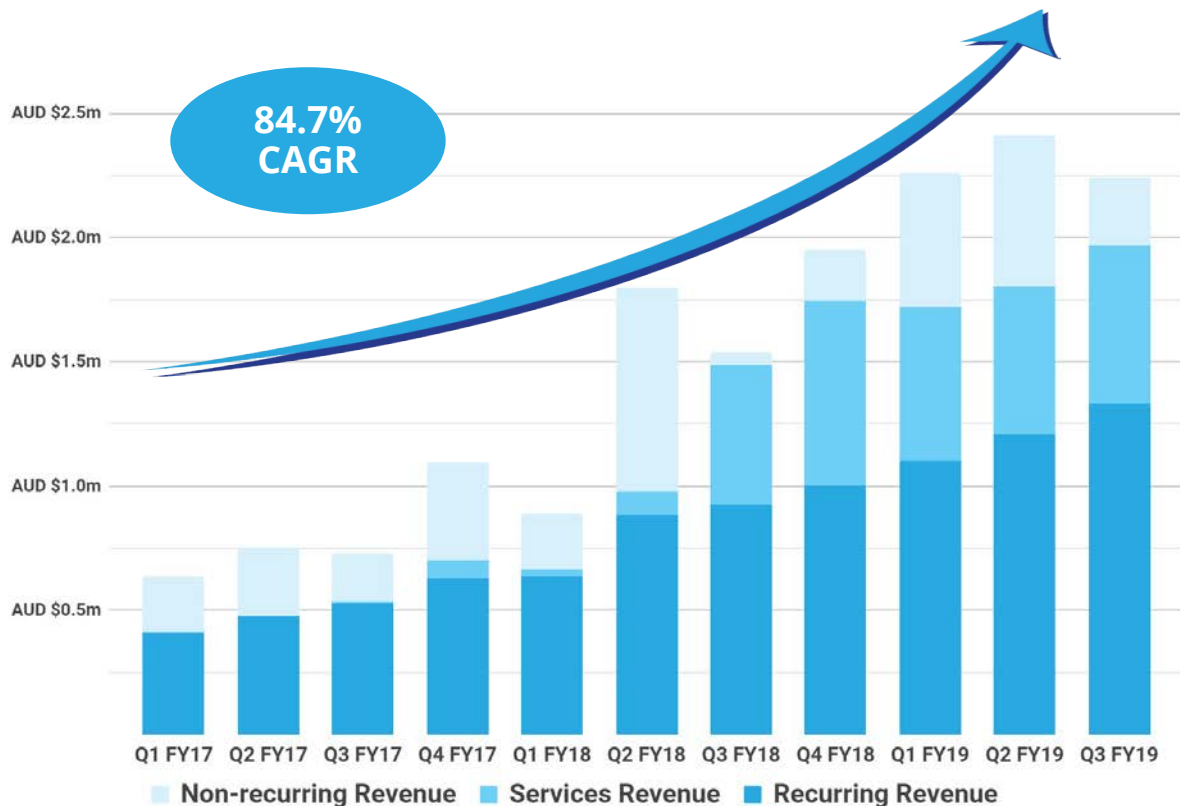


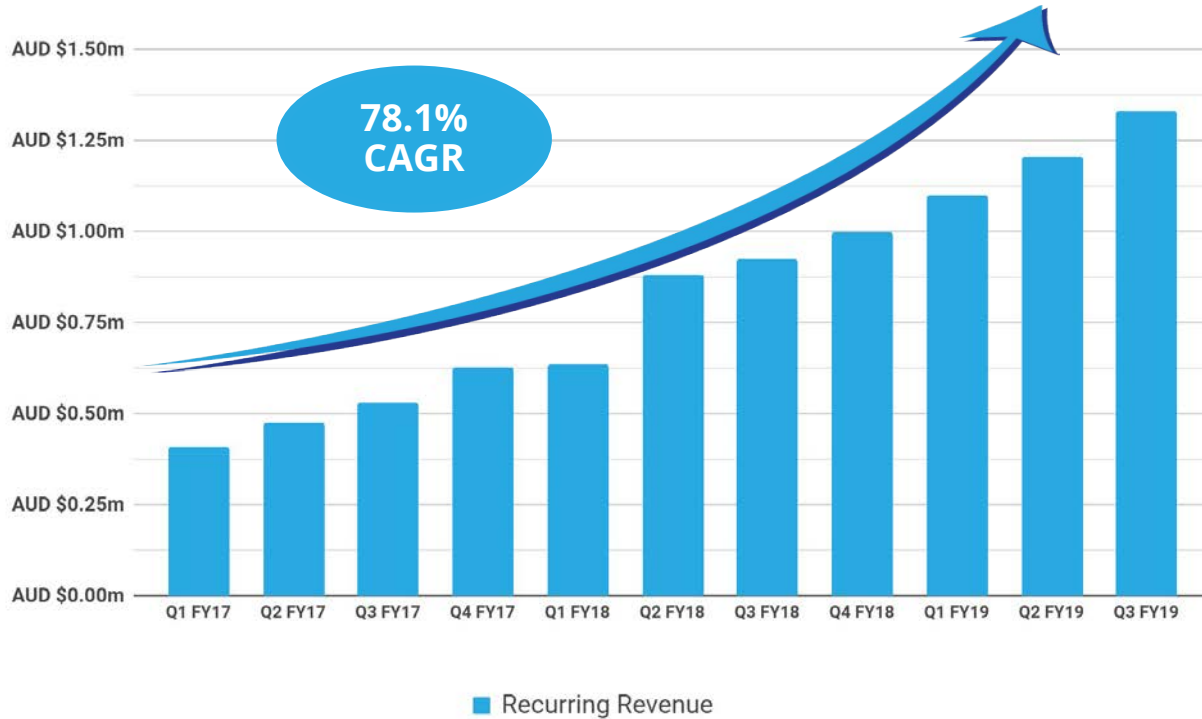
NON-RECURRING REVENUES

are generated from the deployment of hardware and infrastructure, implementations and upfront setup fees, which underpin recurring revenues, including installation of Wireless Access Points, 2D and 3D cameras and People Counting technology.

Diversified Revenue Mix

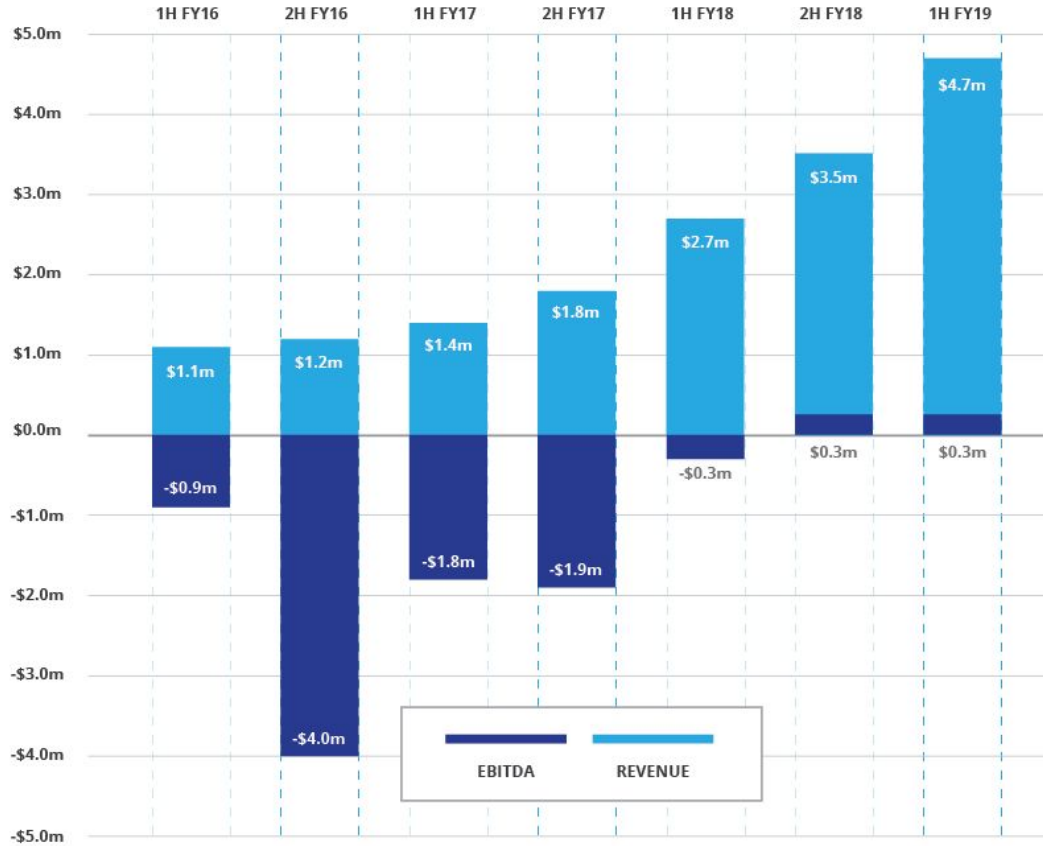
- Total Revenue 84.7% CAGR over 4 years: 2H FY2015-1H FY2019.
- Total Operating Revenues at **A\$2.24m for Q3 FY2019**, up 46% YoY from Q3 FY2018





Subscription Revenues

- Recurring Revenues are typically contracted on 3-5 year contract terms.
- Recurring Revenue 78.1% CAGR over 4 years: 2H FY2015-1H FY2019.
- Recurring Revenues of A\$1.33m for Q3 FY2019, an increase of 44.2% year on year



Strong EBITDA Performance

- Targeting continued top line revenue growth.
- Stated strategy to maintain EBITDA positive FY2019.
- Continued investment into the operating model.

OUTLOOK

Operational Focus Areas

1.



Innovation and expansion of our global IO Platform

2.



Increase share of wallet from existing customer base

3.



Increase new customer subscriptions to the IO Platform

4.



Expand our services offering into international operations

5.



Accelerate organic growth through acquisition

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