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# FFT Who are we?



Future First Technologies (FFT) is a digital technology company

Ownership, development and commercialisation of digital assets in significant growth markets

Highly experienced technology and commercialisation team

Well capitalised to pursue a number of organic and acquisitive growth opportunities



farmbuy.com™

**IDERFUL** 

ASX TICKER	FFT
MARKET CAPITALISATION (UNDILUTED)	\$23.43m
SHARE PRICE (31 AUGUST 2021)	\$0.055
OPTIONS	44m
OPTION CONVERSION AVERAGE PRICE	\$0.08
SHARES ON ISSUE	426m
TOP 20 SHAREHOLDERS	67.82%
STAFF SHAREHOLDING	~54.5%
CASH (30 JUNE 2021)	5.9m

# History and evolution





#### Dec 2013 – ASX Listing \$50.5m market cap.

Information, communications technology professional services company

**8 acquisitions** – 1x 2014, 1x 2015, 1x 2016, 3x 2017, 1x 2018, 1x 2019

Revenue base – circa \$89m

Nov 2018 – sells Allcom Networks \$3.2m cash

Oct 2019 - sells Security Segment to ASX:TNT -\$10.0m cash & 100m TNT shares

**Dec 2019** – sells Glass & Co \$1.6m cash

Jan 2020 - In Specie distribution of TNT shares to shareholders

**Apr 2020** – acquires Respring (farmbuy.com)

Jun 2020 – Announces change in strategic focus to build shareholder value through ownership of IP

Jul 2020 – Invests \$1.25m in fin-tech start-up 1derful via convertible note

Oct 2020 – sells Melbourne Consulting Business \$23m cash

Oct 2020 - Change Name to Future First Technologies

#### **Investor Deck**

August 2021

### FUTURE FIRST TECHNOLOGIES

#### Oct 2020 – Future First Technologies

Direct ownership and commercialisation of digital assets in significant growth markets

Nov 2020 – acquires Asset Vision

**Nov 2020** - executive Team appointments

Nov 2020 – creates employee share trust

**Dec 2020** – returns \$7.5m to shareholders via selective share buy-back

Feb 2021 – invests a further \$1.25m in fin-tech start-up 1derful via convertible note

May 2021 – wins \$2.0m Ventia contract

Jun 2021 – converts 1derful convertible notes to equity representing an 8.8% holding

Jul 2021 – acquires EagleSoft, adding intelligent data capture to Asset Vision

Aug 2021 – farmbuy.com signs partnership agreement with Farm Gate Auctions

**Aug 2021 – New strategy in place** 

### **FY21 Results**



# **Key Achievements** across FY21

Successful divestment of Melbourne Consulting Business for \$23m cash

Returned \$7.5m to shareholders by way of a selective share buy-back

Strengthen Board and senior executive levels to align capabilities to new strategy

Completed the acquisition of Asset Vision and grew ARR by 30% in first six months of ownership

Asset Vision won multi-year, multi-million dollar, deal with Ventia

farmbuy.com audience numbers grew by >100% YoY and launched marketing services sales program signing first ongoing paid advertising partnership

Secured \$2.5m strategic investment in fin-tech start-up 1derful representing an 8.8% equity stake

Finished the financial year with \$5.9m in cash and zero debt on Balance Sheet

### **FY21 Results**



FY21 Summary Financials (continuing operations)			
Revenue			
Asset Vision	\$1,412,626		
farmbuy.com	\$69,797		
Other	\$1,060,757		
Total Revenue	\$2,543,140		
EBITDA	-\$3,566,060		
Employee Benefits	\$3,519,681		
	\$2,322,248		

-\$1,665,969 6

\$5,932,518

**Underlying (continuing operations) EBITDA** 

Cash Balance 30 June 2021

- 1. \$923,776 ARR (growth of 30% post acquisition)
- 2. Revenue generated in backend of FY21 (FY20 Revenue \$2,282)
- **3.** Includes JobKeeper Scheme payments of \$780,000 and interest of \$227,757
- **4.** Includes \$2,048,910 of one-off and non-cash items:

Employee share scheme and Options-\$1,870,920 Staff Redundancies - \$177,990

- 5. Operating expenses were considerably reduced in the period in line with change in strategic direction and includes \$466,436 one-off corporate restructuring costs
  - Also includes \$387,500 of transaction costs
- **6.** Excludes one-off, non-recurring revenues and expenses plus transaction costs
- 7. Strong cash position at 30 June 2021 with zero debt on balance sheet and trade creditors at 30 June 2021 of \$415,243

Notes: All key employees hold shares in FFT as part of overall retention strategy; All R&D expensed through P&L

# FFT Leadership Team



Experienced technology focused Board of Directors and Senior Leadership Team.



**Renata Sguario**Chairman



Nick Chan
Non-Executive Director



Nicole Ferro
Non-Executive Director



Keith Falconer
CEO & Executive Director



**Vesna Jelesic**CFO & Company Secretary



**Damian Smith**Asset Vision CEO



**Royce Zygarlicki**Farmbuy Head Of Sales



**Lucas Murtagh** Head Of Strategy



**Chris Wignall**Asset Vision Head Of Sales



**Paul Fielding**Mergers & Acquisitions





# Asset Vision – An Intelligent Asset Management Platform



#### **Platform Benefit**



Intelligent
Data Capture
(AI/ML)







Highly efficient, effective and safe capture of asset inventory and pavement defects through video and AI/ML Centralised Asset
Register, integrated GIS,
Maintenance and Capital
Work Management

Integrated Mobile app for internal teams or Contractors with rich user experience and offline capability Real time dashboard and analytics, condition modeling and KPI compliance reporting

### **Asset Vision Cloud and Data Services Layer**

**Investor Deck** August 2021

- Highly Scalable SaaS Platform
- Significant time and cost savings related to time spent inspecting roads across the state
- to empower network owners and maintainers to make better investment and planning decisions
- Registers means all stakeholders responsible for maintaining and operating the network are on the one page
- Out of the Box Contract Management and Compliance reporting significantly reduces the cost of compliance
- Plug and play with existing systems made simple via our Cloud and Data Services layer

## Intelligent Data Capture (AI/ML)

ASSET VISION®

Highly efficient, effective and safe capture of asset inventory and pavement defects through Artificial Intelligence and Machine Learning techniques.

Asset Vision has recently acquired EagleSoft, an Australian company which has applied their deep cross industry experience in major infrastructure and heavy industrial sectors to develop a technology solution that automatically detects road defects and asset inventory using Artificial Intelligence (AI), Machine Learning (ML), Deep Learning (DL) and Neural Network (NN) techniques from video footage.

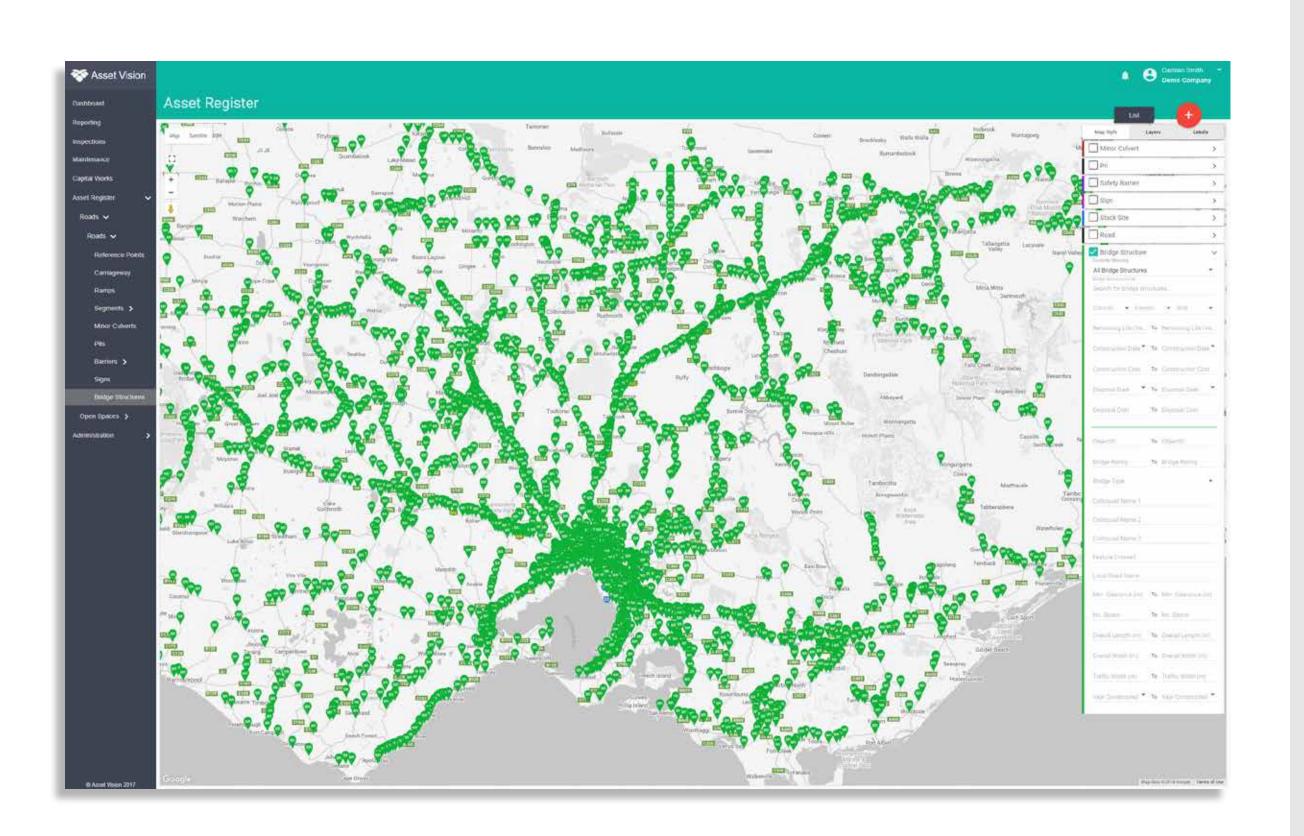




- → Automatic detection of road pavement defects such as potholes, cracking and rutting through analysis of HD video
- → Discovers road asset inventory such as signage, safety barriers, light poles, ITS and vegetation

# Enterprise Asset Management (EAM)

Centralised Asset
Register, Integrated
GIS, Maintenance
and Capital Work
Management



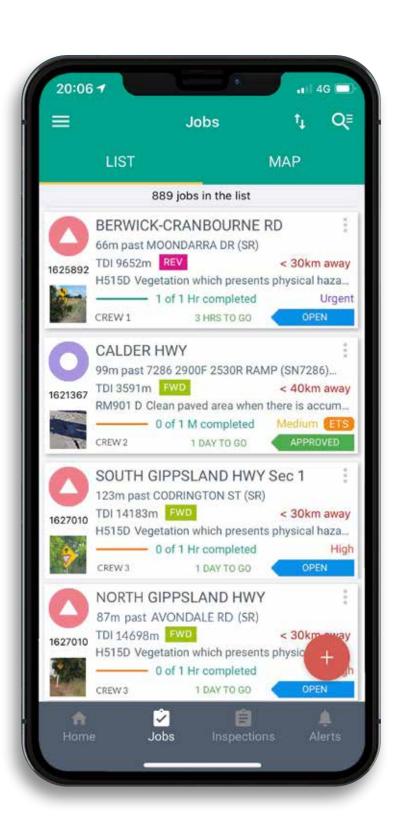


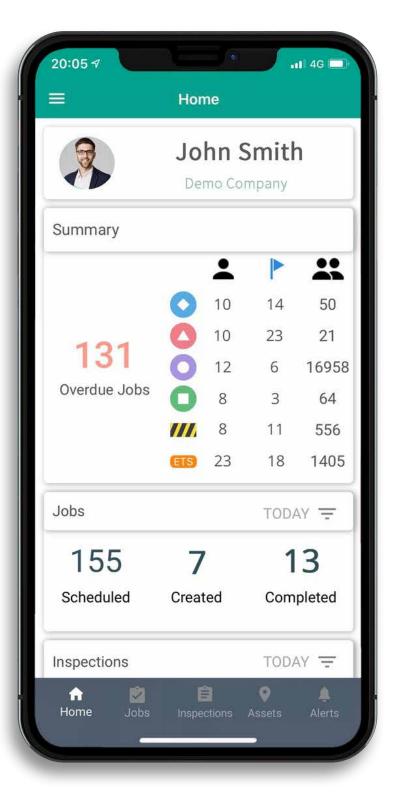
- → Maintenance and Capital work management
- → Provides collaboration between Asset Owners, Contractors and Sub Contractors.
- → Comprehensive data model with granular group-based permissions.
- → Built-in and integrated document, photo and video storage.
- → Zero customisation approach ensures supportability and upgradability.

# Field Service Management (FSM)

Integrated Mobile app for internal teams or Contractors with rich user experience and offline capability







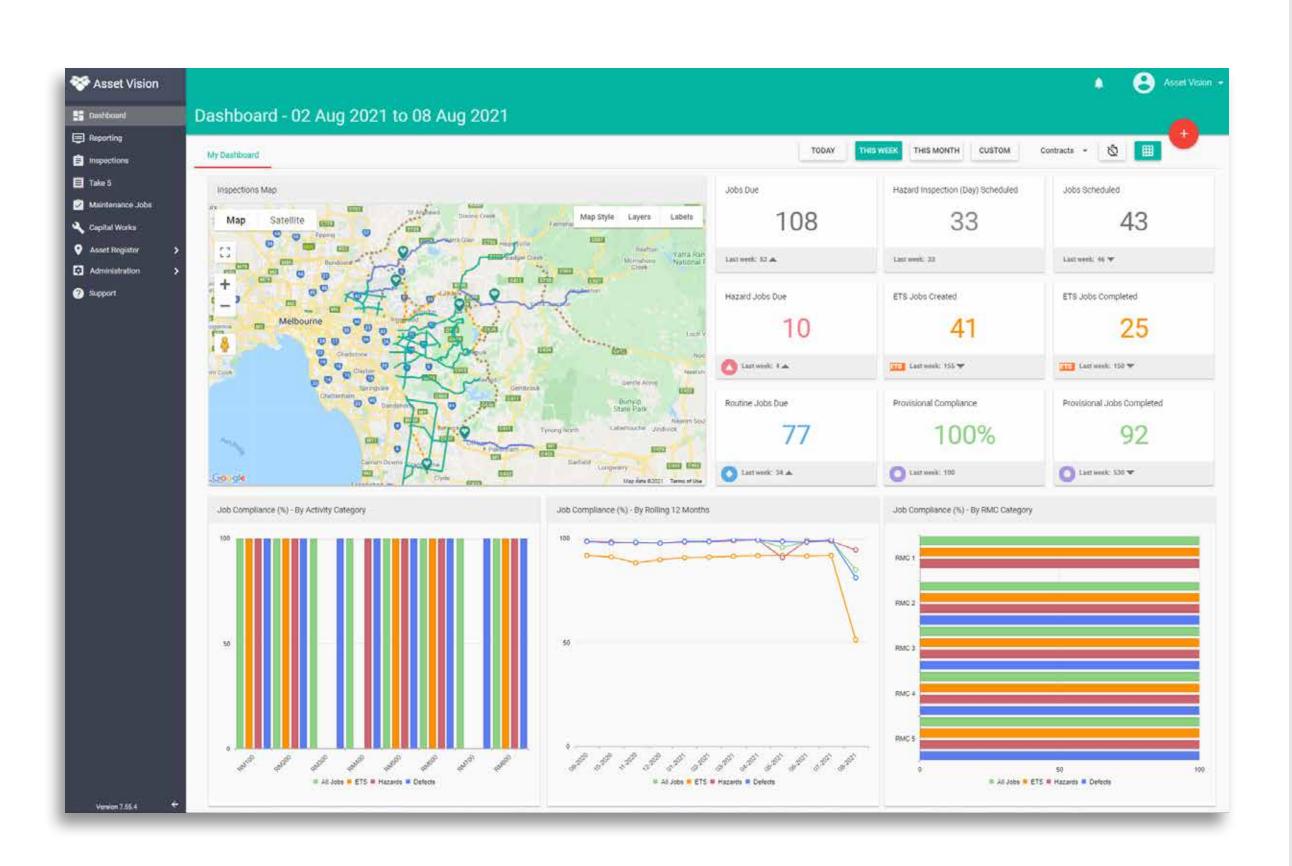




- → Maintenance and Capital work management.
- → Latest Smart Device Technology to enable easy and effective field-based data capture.
- → GPS capture of location data, visualised using Google Maps.
- → Full offline capability with intelligent sync.

# Business Intelligence (BI)

# Real time Dashboard and Analytics, Condition Modelling and KPI Compliance Reporting





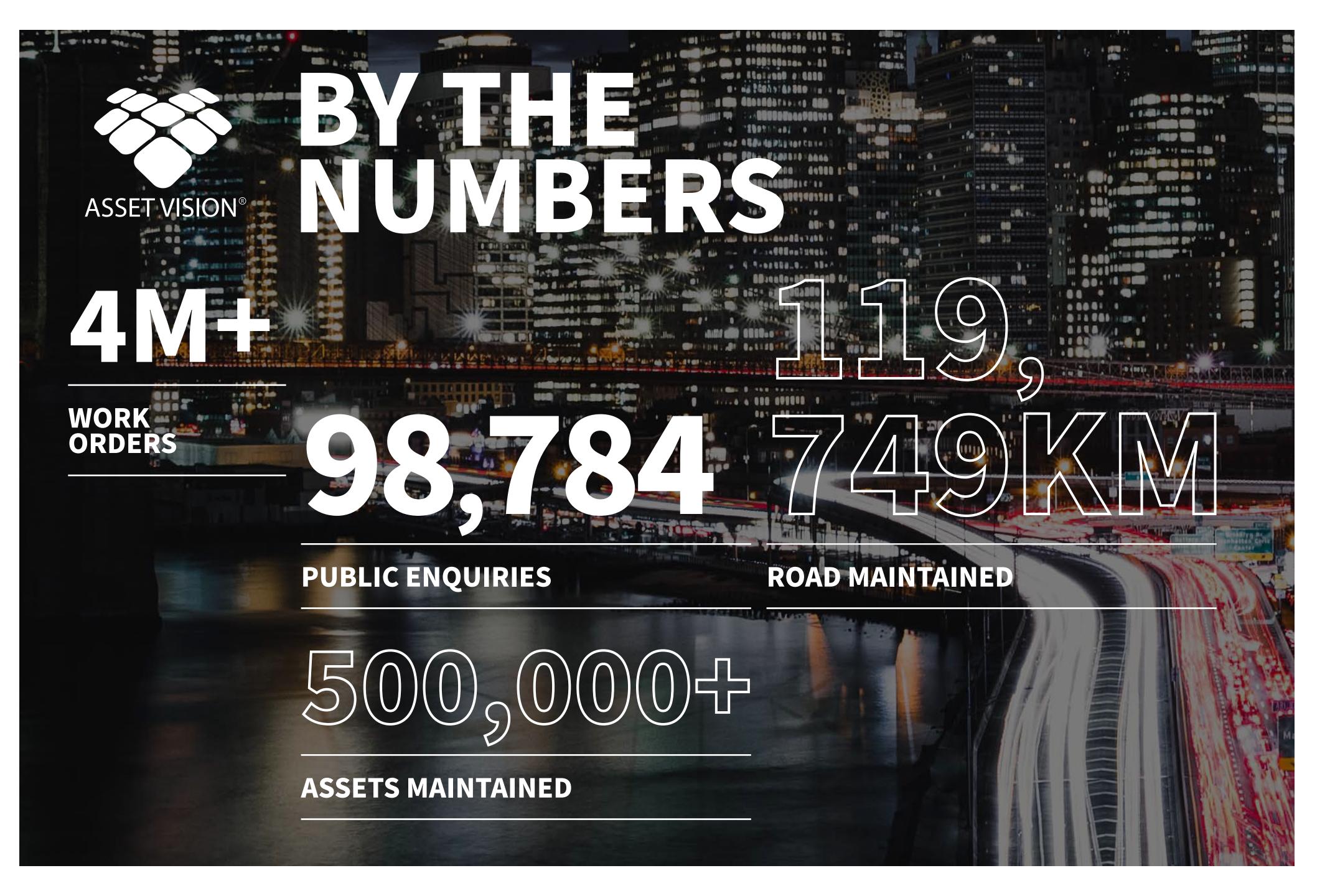








- → Web based application to access Asset Vision data in real time.
- → Mission critical information is available through simple and Live KPI Dashboards.
- → View entire network compliance at a glance.
- → Reporting and data analysis help make informed decisions.
- → Integrates to other systems through Asset Vision Cloud Services and Asset Vision Data Services.



#### Our Clients

**Asset Owners** 











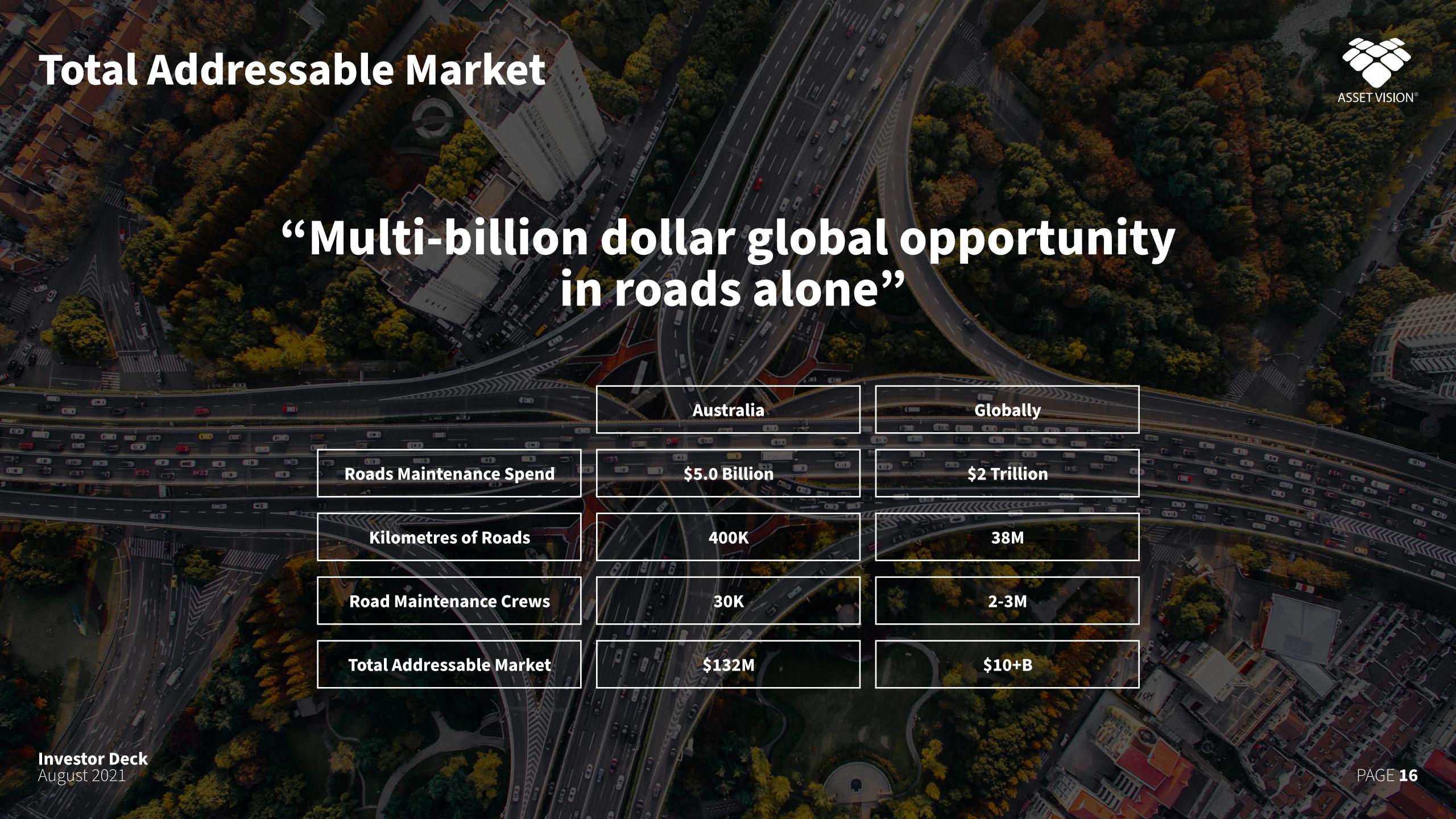
Asset Operators & Maintainers











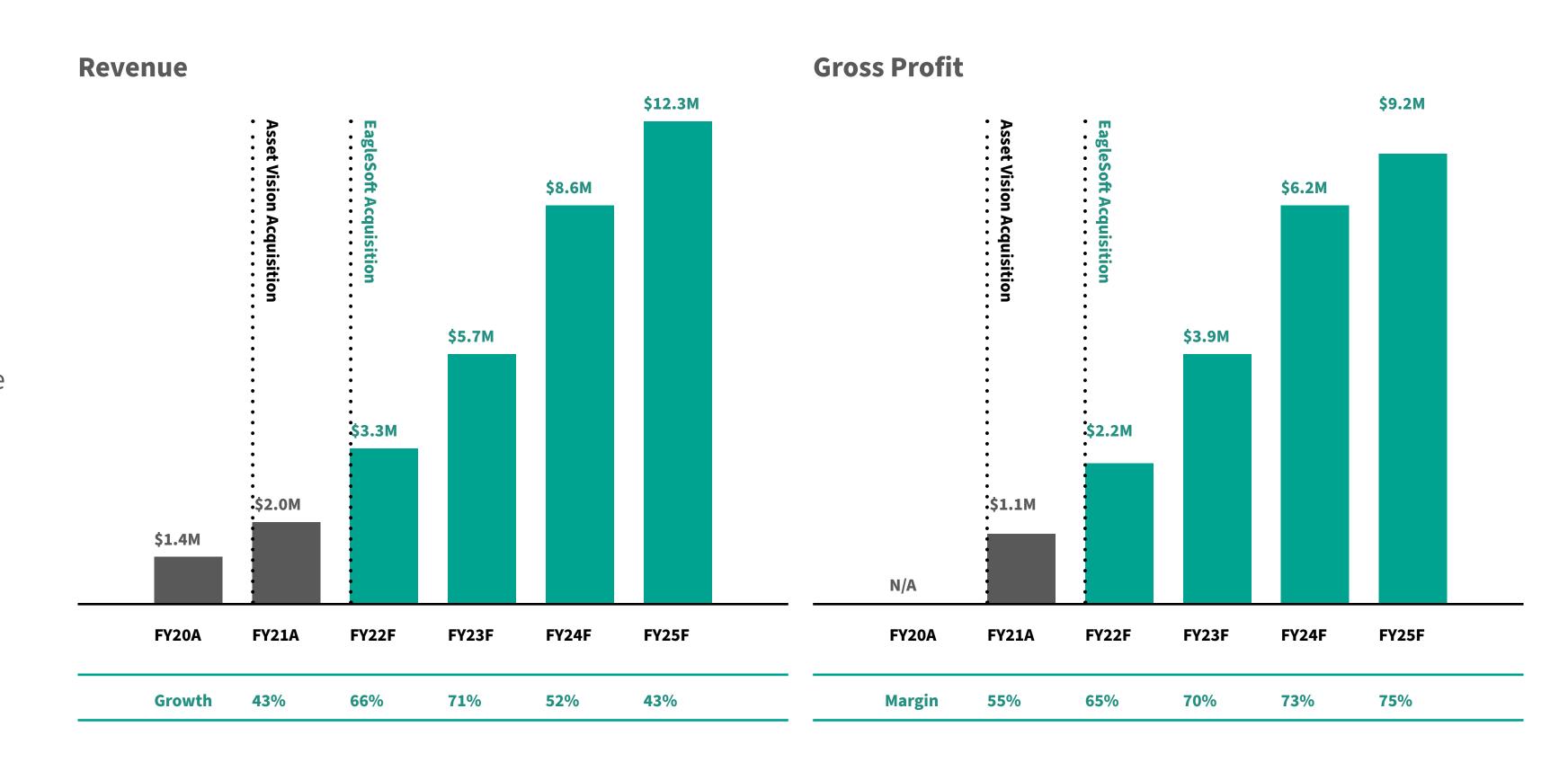
# Organic revenue growth will drive margin expansion.



Annual Recurring Revenue (ARR) base with lockedin multi-year contracts with large government departments and public companies

### Organic growth based on current clients and functionality:

- Cross selling IDC into existing Asset Vision client base
- Cross Selling Asset Vision into EagleSoft client base
- Expansion of current footprint outside of Australia



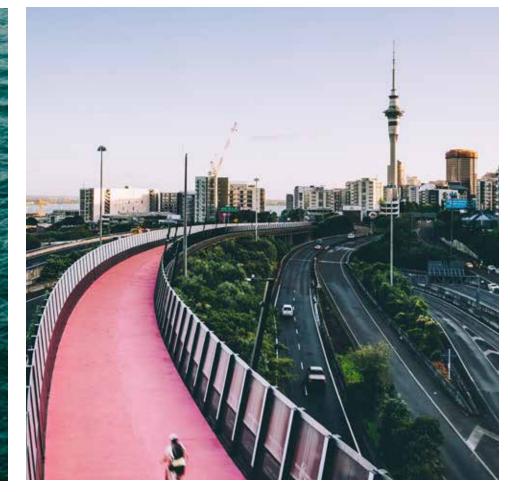
# **Accelerating Growth**



Additional capital will accelerate growth through organic and inorganic, product-focused investments.









Current Clients	Adjacent markets	Global Markets	Acquisitions
"Land and Expand" strategy within existing clients	Expand platform delivery to new verticals (eg, maritime/rail/airports)	Expand geographically through existing clients.	Focused M&A strategy to add complimentary technology
EV22 Foreset	Evicting clients leading us into	EV22 focus is Aug and N7	

FY22 Forecast 66% revenue growth YoY **Existing clients leading us into new verticals today** 

FY22 focus is Aus and NZ

Fragmented industry ripe for consolidation



# farmbuy.com

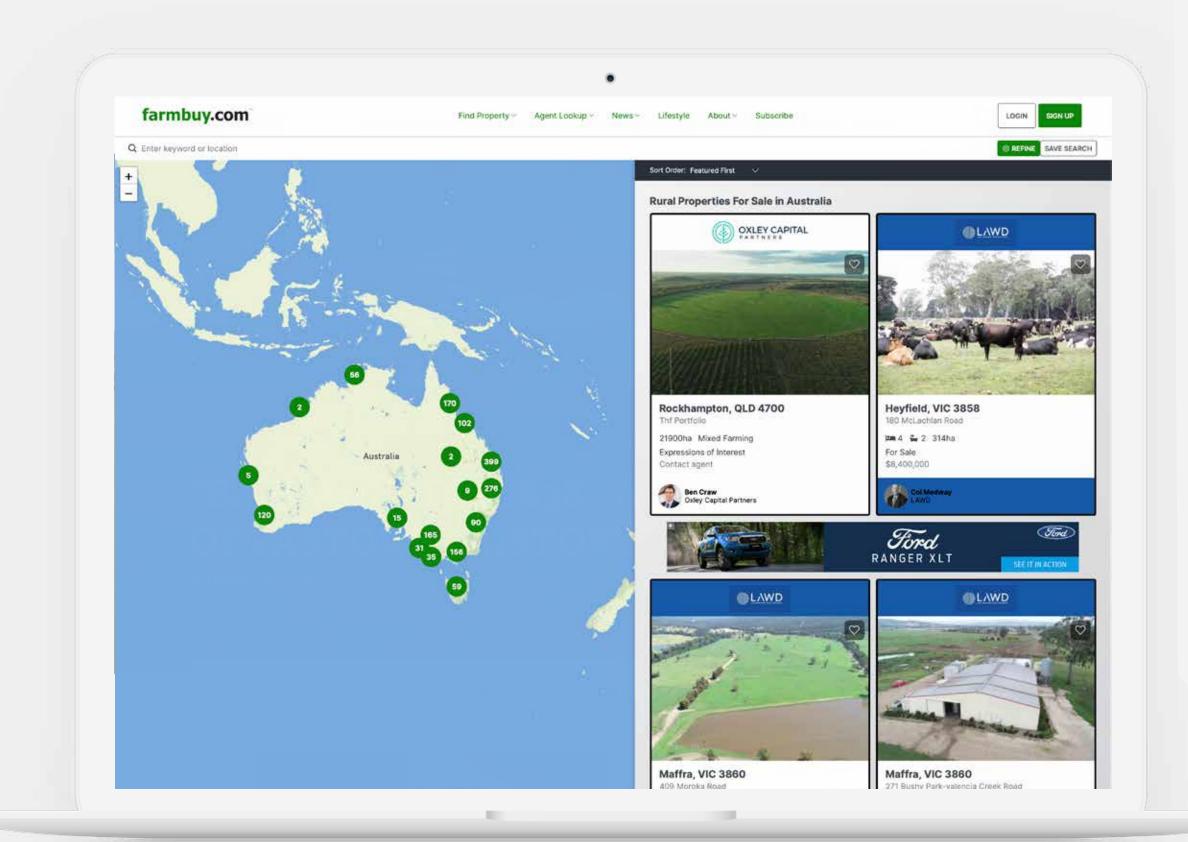


# "Opportunity to build Australia's premier agricultural marketplace"

There is no Australian marketplace that provides the farmer with a "One Stop Shop" for all their agricultural needs

Market fragmented with several dominant players across multiple verticals

Expand the current farmbuy.com platform so Farmers (users) can find all their agri needs in one place through caputuring the attention of the entire rural audience



farmbuy.com

# BYTHE NUMBERS

**SUBSCRIBERS** 

Australia's number one dedicated rural property real estate web portal

160,000

**USERS PER MONTH** 

310,000

**SESSIONS PER MONTH** 

**AGENCIES JUL 2021** 

26,000

**SOCIAL FOLLOWERS** 

Currently ranks #1 in key google farm search terms



**PROPERTIES** 

2.44

LEADS PER MONTH

Our Clients



McKean McGregor









# **The Opportunity**

### "New verticals"

#### **Current Platform**



Real Estate Market Size 60M



Livestock
Market Size
\$50M



**Future Platform** 

Clearing Sales
Market Size
\$20-30M



Farm Machinery
Market Size
\$\$\$M



Supplies
Market Size
\$\$\$M

 100%

#### farmbuy.com™

# Building Australia's premier agricultural marketplace









**Audience** 

- 2.0M unique users p.a.
- 3.8M user sessions p.a.
- 9.6M page views p.a

#### BRAND EFFICACY

Continue YoY growth in FY22

#### **Agent Relationships**

- 420 agents
- 25% rural listing market
- >25,000 leads p.a.

#### **BRAND LOYALTY**

Continue YoY growth in FY22

#### Commercialisation

- Strong sales capability
- Listing revenue growth
- Advertising revenue

#### **BRAND MONERTISATION**

Increase sales conversion

#### **Scalable Solution**

- Technology stack
- FarmGate Auctions
- Management team

#### **BRAND GROWTH**

Livestock Auction launch planned for spring 2021

# Partnership with FarmGate Auctions

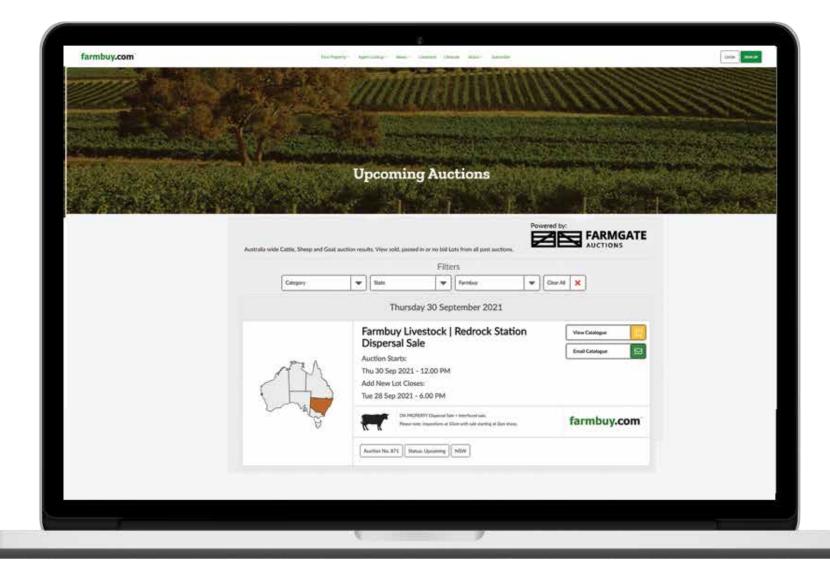
farmbuy.com<sup>™</sup>

~6% of livestock sales through online platforms - dominated by AuctionsPLus - Growth >100% YoY

farmbuy.com provides – audience, industry relationships, brand equity, marketing power, sales capability

FarmGate Auctions provides - best of breed technology, livestock knowledge & experience, outstanding customer service and support

Provides opportunity to add clearing sales







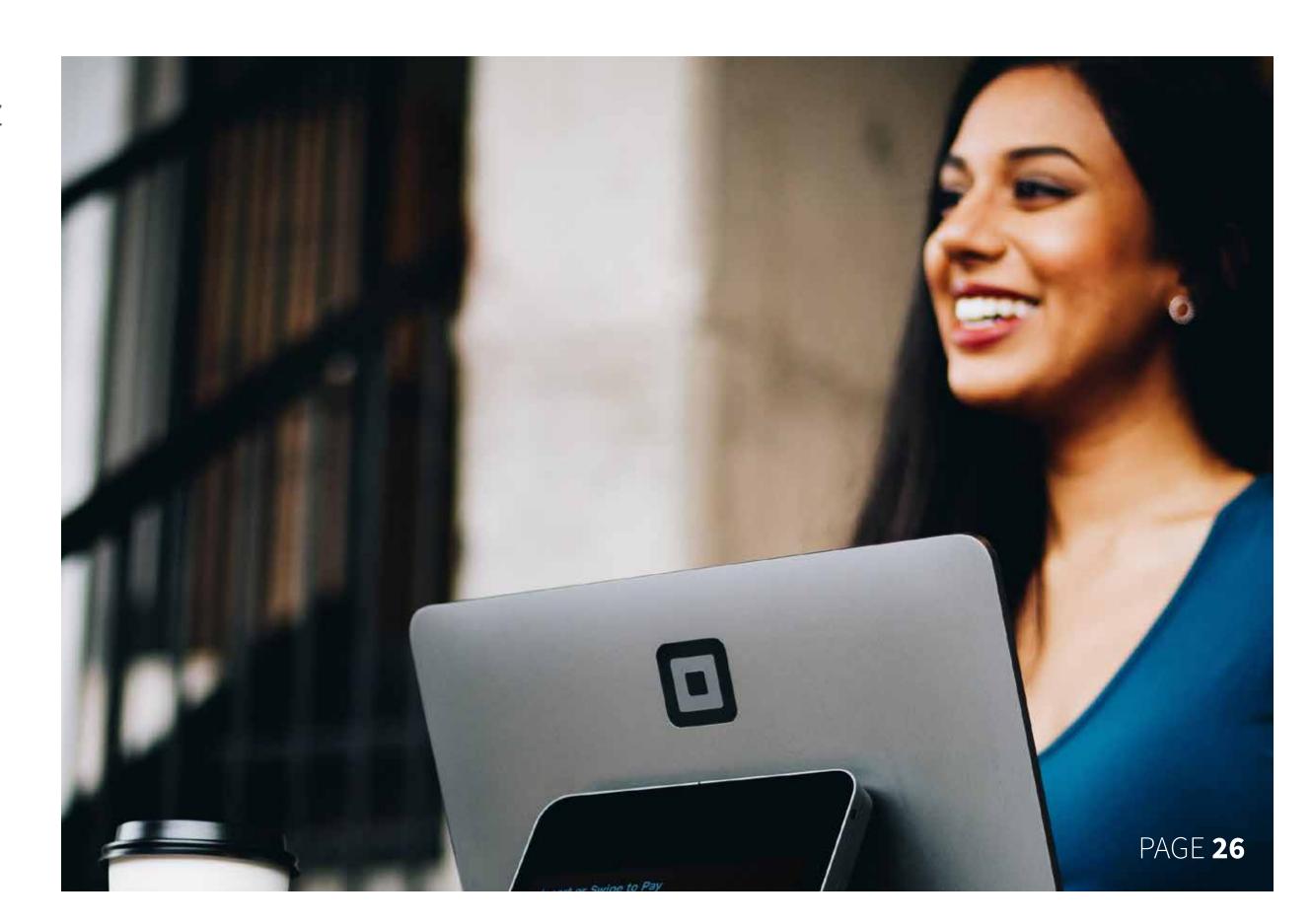




# "A new way of banking, one account for everything optimised autonomously"

- Total product solution that will reframe the way consumers manage their day-today banking and finances
- Continues to make steady progress towards market launch of transaction product
- Key partners have been selected supporting product, operations and go to market

- Phase 2 product design and build is well progressed and preparation for NZ market entry has commenced
- Recruitment of key staff, board and advisory board members is occurring



# **Equity Conversion**

**1DERFUL** 

2.5 million Convertible Notes, plus accrued interest, converted to shares in 1derful Group Pty Ltd, representing ~8.8% equity interest at time of conversion

Early Stage Innovation Company (ESIC) investment pursuant to Australian Taxation Office Private Ruling (Authorisation Number 1051804000929)

Conversion timing ahead of anticipated Series A raising as 1derful nears commercial launch of their disruptive banking platform

Series A raising to fund expansion in AU and opening in new priority markets

Timing of Series A is expected to be undertaken in second half of calendar 2021



