

FY2022 Swift Annual Results Presentation

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Entertain. Engage. Enable.

We create premium accommodation experiences through superior entertainment, and engagement solutions enabled by our proprietary technology and expertise.

Swift is uniquely positioned as Australia's largest specialist technology company offering an end-to-end solution encompassing an entertainment, and engagement platform and the in-house expertise to design and implement network infrastructure solutions for the Mining & Resources, Aged Care and Government sectors.

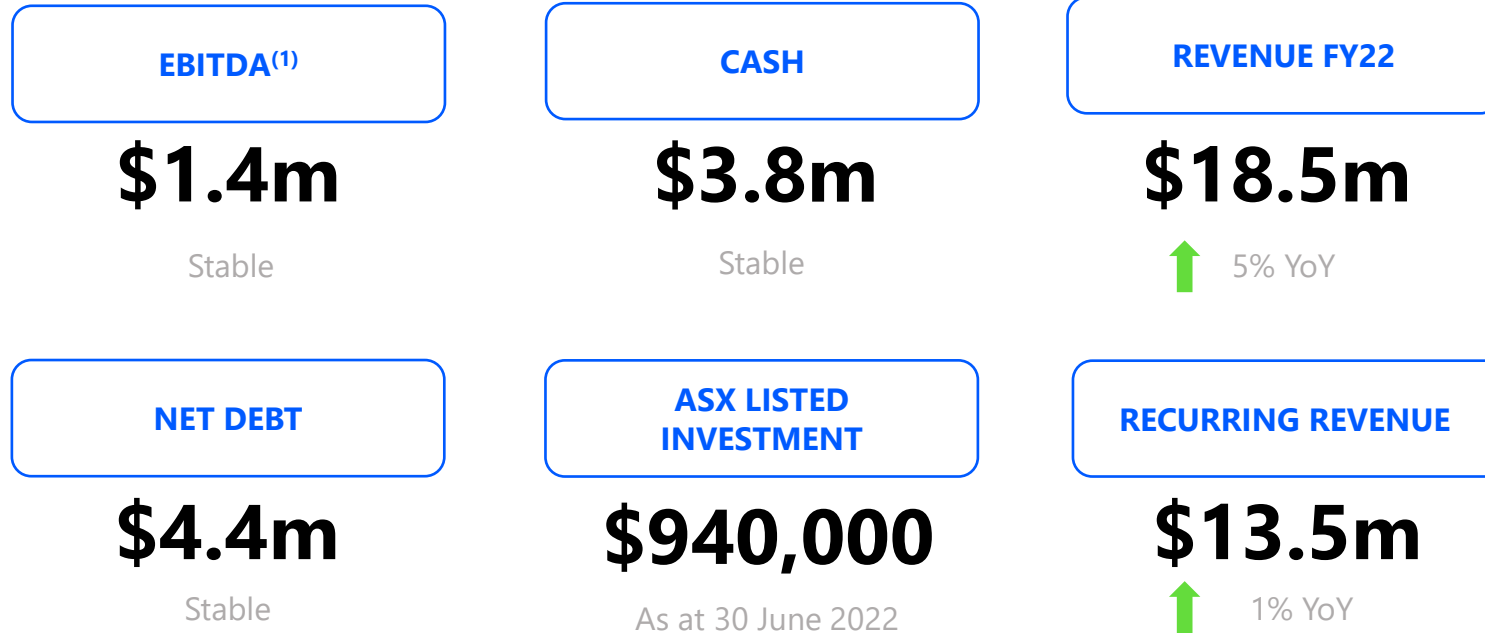
It's our ability to deliver Australian based world-class, in-house knowledge and expertise across the full spectrum of research and development, operations, and customer support in addition to a suite of innovative and evolving products, that differentiates us. With a customer centric focus, we have built strong relationships with suppliers and customers. At Swift we are committed to helping our partners turn their facilities into highly engaged communities.

HIGHLIGHTS.

FY22 saw the **revitalisation** of Swift with **new products, services and a new growth outlook**. Swift has also continued to expand its **quality recurring revenue** streams in core verticals with **contracted future revenue** increasing by **15% to \$17.9 million**.

- Revenue grew 5% to **\$18.5 million**
- **\$13.5 million** of recurring revenue
- **\$20.2 million** of customer receipts
- Group **EBITDA** of **\$1.4 million**
- Enterprise **EBITDA** of **\$2.4 million**
- In excess of **\$15.0 million** in **new** contracts signed
- Stable **cash flow** with **\$3.75 million** cash
- **Completed sale** of loss-making Medical Media business
- **Grew revenue** in core verticals of **Mining, Oil & Gas and Aged Care**
- Secured **five year** expanded content **license agreement**
- **Successful** development, launch, sales and installation of **Swift Access** and **Swift Broadcast**
- Relocation of Perth and Sydney offices realising **annualised savings of \$500,000**
- Secured **\$7.7 million** long-term finance facility

EBITDA STABILITY.



(1) EBITDA (earnings before interest, income tax expense, depreciation and amortisation) is a financial measure which is not prescribed by Australian Accounting Standards ('AAS') and represents the profit under AAS which has been adjusted to eliminate the effects of tax, depreciation and amortisation, fair value adjustments, impairment expenses, loss on disposal of assets and other one-off items including restructuring costs.

RESULTS SUMMARY.

\$ millions	FY22	FY21	%
Project Revenue	5.0	4.2	19%
Recurring Revenue	13.5	13.4	1%
Total Revenue	18.5	17.6	5%
Operating Expenses	(16.1)	(15.1)	7%
Corporate Costs	(1.0)	(1.0)	-
EBITDA⁽¹⁾	1.4	1.5	(7%)

KEY POINTS

- 5% Increase in total Revenue was largely driven by the introduction of the new Swift Access and Broadcast products into Mining/Oil & Gas and Aged Care. Take up in Aged Care was again delayed due to Covid site access issues preventing installation works.
- Project revenue includes installation and upgrades to Swift Access and Swift Broadcast that will see an increase in the generation of recurring revenue.
- EBITDA has been stable despite an increase in operating expenses due to R&D cost and wage pressure.
- Enterprise EBITDA \$2.4m
- Enterprise EBITDA 13% on Revenue

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BALANCE SHEET.

\$ millions	FY22	FY21
Cash	3.8	3.9
Receivables	2.5	3.1
Other current assets	1.5	1.4
Total current assets	7.8	8.4
Intangible assets	2.0	1.7
Other non-current assets	2.5	4.4
Total non-current assets	4.5	6.1
Total assets	12.3	14.5
Trade and other payables	5.3	6.2
Current borrowings	7.2	-
Other current liabilities	1.9	1.3
Total current liabilities	14.4	7.5
Non-current borrowings	-	6.6
Other non-current liabilities	0.8	0.1
Total non-current liabilities	0.8	6.7
Total liabilities	15.2	14.2
Net assets	(2.9)	0.3
Total equity	(2.9)	0.3

KEY POINTS

- Cash balance was stable for the financial year.
- Receivables balance in line with continuing operations
- Intangible assets reflect continuing operations and current level of technological investment
- Inventory levels remain high to circumvent supply chain delays
- 15% Improvement on current trade liabilities owing as at 30 June 2022
- Borrowings temporarily reclassified to current prior to new facility being finalised subsequent to year-end

CASH FLOW SUMMARY.

\$ millions	FY22	FY21
Cash receipts from operations	20.2	22.2
Cash payments for operations	(20.0)	(22.6)
Finance costs	(0.9)	(0.8)
Interest received	0.1	0.1
Government grants	0.1	0.4
R&D Income	1.5	-
Cash from / (used in) operations	1.0	(0.7)
Purchase of property, plant and equipment	(0.3)	(0.1)
Product development payments	(1.0)	(1.2)
Proceed from sale of listed shares	0.4	0.5
Cash used in investing activities	(0.9)	(0.8)
Net proceeds from issue of shares	-	4.8
Repayment of lease liabilities	(0.2)	(1.8)
Cash provided by financing activities	(0.2)	3.0
Net increase/(decrease) in cash	(0.1)	1.5
Cash at beginning of the year	3.9	2.4
Cash at end of the year	3.8	3.9

KEY POINTS

- Cash from operations has improved by \$1.7m from FY21
- \$2.6m reduction in payments for operations
- Investment in product development remained stable
- Sold \$450,000 worth of ASX Listed Motio (MXO) shares
- Cash balance stable for the year

PROFIT AND LOSS.

\$ millions	FY22	FY21	Δ	KEY POINTS
EBITDA	1.4	1.5	(0.1)	FY21 EBITDA includes \$1.0 million receipt from legal action
Depreciation & amortisation	(1.3)	(2.2)	0.9	Further reductions that are reflective of continuing operations
Amortisation right of use assets	(0.2)	(0.3)	0.1	Slight change due to continuing reduction in occupancy costs
Impairment expenses	(0.2)	(1.3)	1.1	FY22 related to impairment of old office fit out, FY21 related to Medical Media disposal
Share based payment	(0.4)	(0.4)	-	Employee related share-based payments
Restructuring/acquisition costs	(0.4)	(0.5)	0.1	Reduced restructuring activities in FY22
Net (loss)/gain on financial assets	(1.1)	(0.1)	(1.0)	Revaluation of Motio (MXO) shares at reporting date
Net finance costs	(1.4)	(0.9)	(0.5)	Capitalised interest from FY21 realised in FY22 and reduction in interest income related to deferred payment arrangements with customers in FY22.
Loss before income tax	(3.6)	(4.2)	0.6	14% improvement in loss before tax



A next-generation entertainment and engagement solution.



CASTING CAPABILITY

Next generation casting Technology allows people to bring their own device and cast to the TV, whether that's live sport or your favorite saved TV series



PREMIUM ON- DEMAND CONTENT

Swift provides the latest premium movies which are locally cached to provide instant download for everyone on site.



SMART BANDWIDTH MANAGEMENT

Swift's unique platform allows bandwidth to be managed across any site, thereby allowing everyone to watch what they want when they want.



EASY TO USE COMMUNICATIONS

Swift's platform provides a communications platform throughout a site, keeping everyone connected.



TAILORED TO YOUR FACILITY

Swift's system and content can be tailored to suit the needs of any facility.

GROWTH OPPORTUNITIES.

Continued execution of strategy

- 1 Expand usage among existing customers by upgrading to the Swift Access platform, which incorporates secure casting and low bandwidth management capabilities
- 2 Target new revenue opportunities to grow market share by utilising Swift Access' low bandwidth capability, across another 75,000 rooms in Mining and Oil & Gas where low bandwidth prohibits competing casting and on-demand content availability.
- 3 Bundle Support services with Swift Access to create operational efficiencies and an end to-end competitive advantage
- 4 Strategic partnership opportunities in Aged Care and retirement living
- 5 Development of premium content offering package
- 6 Increase capability and market penetration in network installation and support

ACHIEVEMENTS & OUTLOOK.

FY22 Achievements.

- ✓ Launched Swift next generation technology in Mining and Aged Care with Swift Access and Swift Broadcast
- ✓ Completed sale of loss-making Health & Wellbeing business
- ✓ Built core capabilities in R&D, sales, product and delivery
- ✓ Recurring revenue growth in Total Contract Value (TCV) increased 15% to \$17.9 million in TCV as at 30 June 2022.
- ✓ Cost discipline to maintain cash with cash balance stable year-on-year at \$3.75 million

Focus for FY23.

1. Increase recurring revenue and project installation revenue in both Mining, Oil & Gas and Aged Care as new and existing clients upgrade to Swift's platform
2. Develop premium product offering package
3. Increase marketing presence across both verticals to promote Swift's Technological offer in Product, Installation and Support
4. Partnerships/Acquisitions growth in Aged Care and retirement living
5. Control cost base and increase cash generation to pay down debt

swift

Providing Technology and Communication Solutions to Connect and Engage Communities



Growing market share in high barrier to entry environments



Bespoke content solutions for Mining



Bespoke content solutions for Aged Care



70% recurring revenue



Smart tech without the high bandwidth price tag



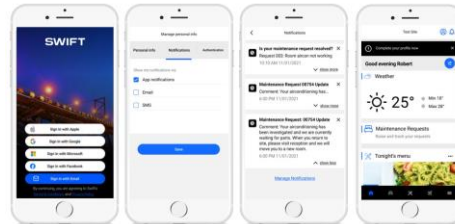
Premium early release Hollywood movies on-demand



Strong reputation in communications infrastructure



Cloud and on-premises entertainment and engagement



Communication apps



Design and construct of reliable communications distribution infrastructure



On the ground local and remote technical support 24/7



Entertain. Engage. Enable.

Swift takes every challenge in our stride. The recent difficulties associated with the worldwide pandemic have only strengthened our commitment to providing exceptional services that do the important job of connecting and engaging communities.

We are focused on continuously developing our product suite and innovating in ways that provide value to our clients and ensure Swift remains at the forefront of entertainment and engagement solutions, enabled by reliable and efficient ICT infrastructure.

The Swift values of client first, one team, integrity, be the change and own it drive every decision we make and fosters a culture of value driven innovation and excellence throughout our team.

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