



AGM 2022

Charles Fear - Chairman
17 November 2022



Agenda

- Welcome – Chairman Charles Fear
- Board Introductions
- Resolutions 1 – 11
- CEO Presentation – Brian Mangano





CEO Presentation

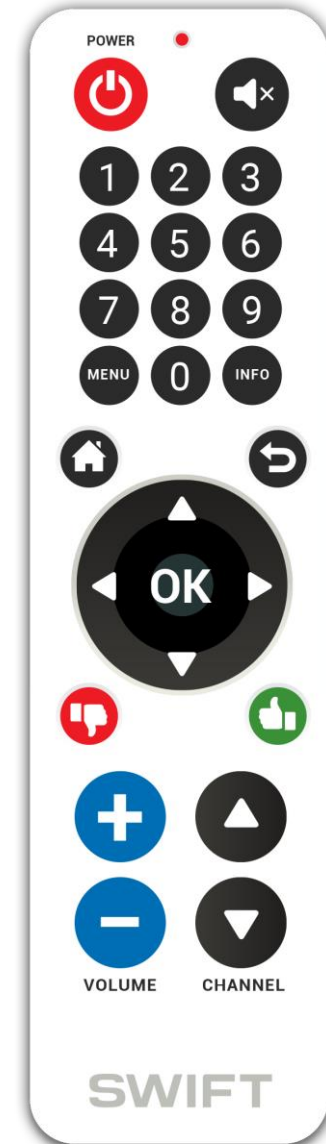
Brian Mangano
17 November 2022



Swift

Swift is a **Technology** company that offers a premium **entertainment** and **engagement** solution powered by our proprietary platform.

Our Goal is to be the product of choice in the markets in which we operate.





Enabling our partners to thrive



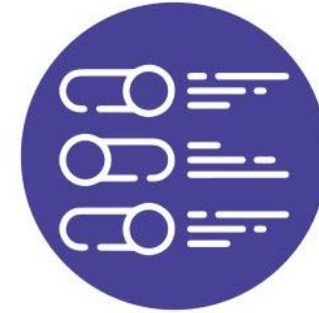
Entertain

1400+ Movies On-Demand
Bespoke Channels
TV and Radio
Secure Casting



Engage

On-Site Information
Training
Health & Safety
Mental Health & Wellbeing
Indigenous Culture



Enable

End-to-End Solution
Network Installation
Managed Data / Low Bandwidth
In-House Team R&D + install
24/7 Local Customer Support

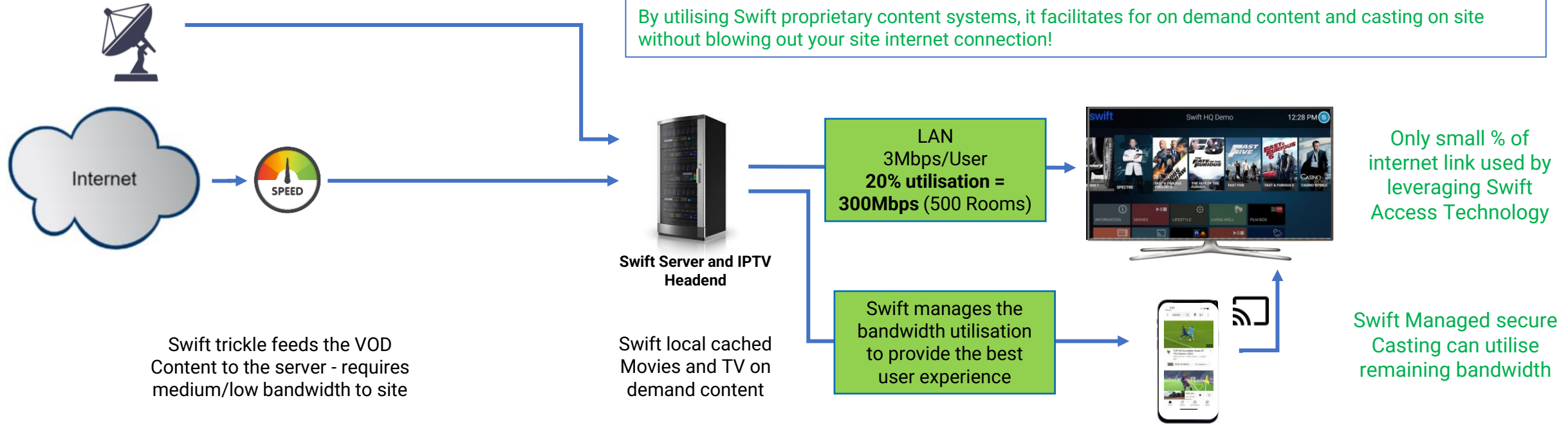




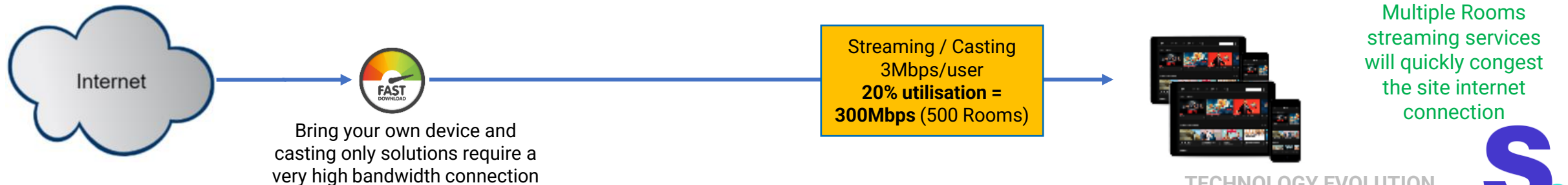
Swift Access - How it works

Swift technology can deliver on-demand content in mining camps without need for expensive fibre install or high streaming internet costs

Swift Access with Secure Casting Solution

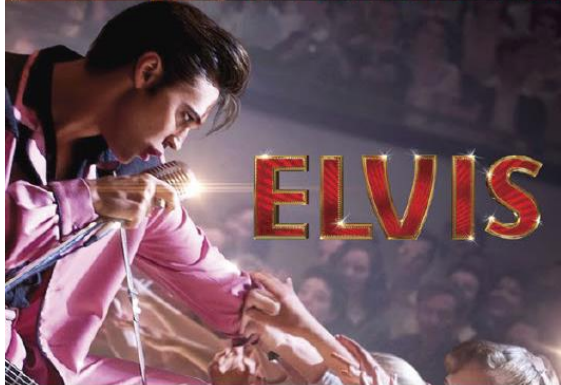


Bring Your Own Device / VOD Streaming on Solution





Partnerships with global studios and distributors





More than entertainment.

Swift's proprietary platform adds value beyond Entertainment. Your HQ and site-based teams across HR, People & Culture, Internal Comms, and Facilities Management can use the engagement platform to deliver training and share information, and alerts to the entire site, specific groups, or individual TVs.

A world of entertainment and information on demand.



On-site information

Easily update information about on-site services, menus, events, bus and flight schedules. Update from HQ or site.

Movies

1400+ Movies On-Demand. Early release window on new movies. Plus, Swift curated movie channels (Swift Action Movies, Swift Comedy Movies, and more) for an advertising-free, uninterrupted viewing experience.



Living Well

Through our collaboration with Beyond Blue, we provide a selection of content to support mental health and wellbeing. Potential to provide additional support for people living on-site with content created by your in-house teams.



Indigenous TV

We offer a selection of movies showcasing indigenous creative talent and stories. You also can expand the range of content available to help achieve your People and Culture objectives.



Live TV

Combine your Free-To-Air channels, Satellite TV, Site-Created content and Pay TV channels into one simple channel plan.



Secure Casting

In addition to the quality entertainment content you provide your team, our platform also includes secure casting for those who want to access their own paid subscriptions to services such as Kayo, Binge, Netflix, and more.





A product portfolio tailored for the audience. Adding value beyond a mass market offering.

swift broadcast swift access

Aged care specific remote controller

With easy-to-use large buttons and white in colour to assist the visually impaired.

Standard TV remote



Aged Care-specific content

Virtual travel, relaxation, chair-based exercises, low sensory, music therapy and more.



Notices

Information for residents e.g. Today's menu, group activities, day trips, changes to visiting hours.



Messages

Send alerts directly to TVs overlaying the content e.g. a fire drill, or birthday celebration.

N/A



Live Streaming

Set up Live Streaming of events from communal/common areas to TVs across your facility.



Subtitles

Subtitled movie content to make content more accessible.



Secure Casting

Stream your subscription services e.g. Netflix, Stan, Kayo, etc. directly to your TV

N/A



Premium Entertainment

Vintage cinema, over 1400 movies, TV series, and Live Music performances, and more.

Pay Per View functionality

Ability to turn on pay-per-view function to provide premium services.

Customisable Channels

Schedule your channels for your residents to enjoy premium content without advertising.

Live TV

Local Live TV Channels across both free-to-air and Pay TV channels.

Radio

English and foreign radio stations.

My Family. My Community App.

Share photos and videos uploaded by families and staff to TVs in your village

swift broadcast swift access

Create your channels (or we can create for you)

Create your own channels + On Demand

N/A



Community channel only.

Direct to resident's TV.





FY22 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 up 5% to **\$18.5 million**
- 🔄 **\$13.5 million** in quality recurring **subscription revenue**
- 💰 Group EBITDA of **\$1.4 million**
- 💰 Enterprise EBITDA of **\$2.4 million**
- ✅ Acquisition of a perpetual license to commercial **casting technology**
- 📄 Integration of casting technology into the Swift Platform, resulting in the creation of our next generation product **Swift Access.**
- 📈 **Swift Access** subscriptions sold into **6,000 rooms** for 3 to 5-year terms
- 💰 Maintained **\$3.7 million Cash** position to 30 June 2022
- 👥 Secured three-year **\$7.7 million** finance facility





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 & Resources and Aged Care. Take up in Aged Care was again delayed in FY22 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

(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.





FY22 Achievements

“Development and introduction of new Swift products”

- Aug 21 – Acquisition of **casting technology**
- Sep 21 – **Mineral Resources** agrees to pilot **Swift Access**
- Jan 22 – First **Swift Access** sale to **Inpex \$2.9 million** TCV over 5 years
- Feb 22 – **\$1.2 million** of Mining project infrastructure work awarded
- Mar 22 – **\$3.5 million Roy Hill** contract for **Swift Access** (1,700 rooms) now at 2,774 rooms as a result of village expansions
- Mar 22 – 5-year expanded entertainment content **licensing agreement**
- Apr 22 – Swift Awarded **\$3.4 million** in project and subscription contracts
- May 22 – **\$1.5 million Aged Care** partnership for **Swift Broadcast** with Hubify over 54 months





FY23 the first half

“Installing Swift Access across Mining & Resources”

- Jul 22
 - **\$1.4 million** awarded in infrastructure projects
- Aug 22
 - **\$7.7 million** long term finance facility secured
- Aug 22
 - Repaid over **\$500,000** of debt
- Oct 22
 - **\$3.4 million** Mineral Resources 3-year agreement for **Swift Access**
- Oct 22
 - **\$900,000** in annualized overhead savings
- Nov 22
 - Nearing completion of first **large-scale Swift Access** installation at Roy Hill for 2,774 rooms
- Dec 22
 - Targeting to complete **\$2.8 million** of project work by 31 December 2022, **47% increase** over prior corresponding period, largely driven by the installation of **Swift Access** systems





Debt facility

“Our goal is to pay down debt”

- Debt Facility with Pure Asset Management
- Pure is Swift’s second largest shareholder group
- Secured new **\$7.7 million** facility with a **3-year term**
- Interest rate fixed at **9.5%** for loan term
- Paid over **\$500,000** toward debt in FY23





Markets

Market Sector	Market drivers
Mining & Resources Australian mining and resources site room numbers currently circa 158,000.	<ul style="list-style-type: none">• Mining & Resources companies continue to focus on worker experience on site. Competition for workers expected to continue.• Bandwidth availability continues to present issues for remote sites as mine production increases bandwidth utilisation.• Demand for engagement on site and further consideration of first nation involvement and content driven by ESG requirements.
Aged Care (Australia) Australian room numbers currently 200,000 residential Aged Care places which is expected to grow to 350,000 over the next 20 years. Aged Care (New Zealand) New Zealand room numbers currently 40,000 places which is expected to double to 80,000 over the next 20 years.	<ul style="list-style-type: none">• Swift effectively relaunched its Swift Access and Swift Broadcast products into the Aged Care sector at a recent ACCPA national conference.• New product installations were delayed in FY22 as a result of COVID related site access issues.• Introduction of a rating system in Aged Care drives the requirement for better resident experience with communications and engagement becoming increasingly important
Retirement Living / NDIS At 30 September 2022, 554,917 Australians were accessing the NDIS	<ul style="list-style-type: none">• Move toward in home care in both aged and disability support sectors drives demand for curated content, engagement, access to support services and communications with friends and family.
Other (Defence, Hospitality etc)	<ul style="list-style-type: none">• Recovery of hospitality sector post covid will drive growth in this sector• Increased defence spending and base expansions.





Growth opportunities

Monetise Swift Access and Swift Broadcast products in our existing markets

- 1 Expand usage among existing customers by upgrading to the **Swift Access** platform, which incorporates secure casting and low bandwidth management capabilities to become the industry system of choice
- 2 Target new revenue opportunities to grow market share by utilising **Swift Access'** low bandwidth capability across another 75,000 rooms in Mining & Resources, where low bandwidth prohibits competing casting and on-demand content availability
- 3 Bundle full client Support services with **Swift Access** to create operational efficiencies and an end-to-end competitive advantage
- 4 Strategic partnership opportunities for **Swift Broadcast** in Aged Care and Retirement Living
- 5 Development of premium content offering package
- 6 Increase capability and market penetration in network installation and support
- 7 Develop cloud service for consumer home-based markets in retirement living and disability support



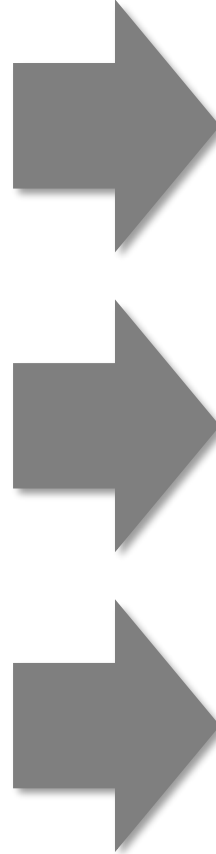


Technology evolution

Business to Business

- Mining & Resources
- Aged Care
- Retirement Living (Village)
- Government

***Closed Loop environments
Successful sales history and scope
for growth***



Business to Consumer

- Retirement Living (Home)
- NDIS Disability at home care sector

***Cloud-based service delivery
Content tailored to the customer
Large-scale market opportunity***





Achievements and outlook

FY22 Achievements

- ✓ Launched Swift next generation technology in Mining and Aged Care with **Swift Access** and **Swift Broadcast** with over 6,000 rooms sold on 3 to 5-year contracts.
- ✓ Completed sale of loss-making Medical Media business. Fixed the issues of the past.
- ✓ 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 & Resources and Aged Care as new and existing clients upgrade to **Swift Access** and **Swift Broadcast** platforms.
2. Develop premium product offering package.
3. Increase marketing presence across verticals to promote Swift's Technological offer in Product, Installation and Support.
4. Continue partnerships to drive growth in Aged Care and Retirement Living.
5. Control cost base and increase cash generation to pay down debt.



More than entertainment.

Our tailored solutions enable you to deliver a premium entertainment and engagement platform. Turning your facility into a community.



swift



WHO WE ARE

HEALTH AND SAFETY

DRE-TASK WARM UP
AND STRETCH GUIDE



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