

## ASX / Media Release

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ASX code: **K2F**

### Chairman's Address at the 2017 AGM

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Please find following the Chairman's Address made at the Annual General Meeting of K2fly Limited (ASX: K2F) in Perth today.

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#### About K2fly

K2fly Ltd is an ASX listed Technology company which targets asset intensive industries. It supplies people and products, and has strategic alliances focussed on solving problems for clients.

K2fly owns the following technologies for use in Tier 1 companies:

**Infoscope:** A Data Collaboration solution  
**ADAM:** Asset Data Analysis Management  
**NovIn:** Real Time Asset Inspection Management App  
**DocMan:** Mobility Solution: Task Management App  
**TagMan:** Mobility Solution: Asset Verification App

K2fly also re-sells market leading software which has been developed by industry leaders in the USA, Australia, Europe and the UK. These solutions come from OBI Partners (USA), Kony (USA), Pointerra Limited (Aus), ABB (Switzerland) and Capita plc (UK), where they have an outstanding track record of delivering benefits to clients. K2fly has strategic alliances with global technology companies such as: GE(USA) and SAP (Germany).

In addition, K2fly provides cutting edge advice, consultancy and services when it deploys its subject matter experts who have extensive domain knowledge in such areas as Rail, Electricity, Gas, Water, Mining, Oil & Gas, Facilities Management, Aviation and Defence.

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## 2017 ANNUAL GENERAL MEETING – K2FLY LIMITED CHAIRMAN'S ADDRESS

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Ladies and Gentlemen, welcome to the 2017 Annual General Meeting of k2fly Limited. My name is Brian Miller, the Executive Chairman and CEO of the Company.

K2F has undergone a significant transformation since its listing on the ASX only 12 months ago and a great deal has occurred in the last year. I'd like to update shareholders on some of the progress that has been made. As the CEO and Executive Chair, I saw my role as focusing on three aspects of our Company's development. During the last year we have made significant progress in all three areas and few start-up technology companies could have matched our achievements.

It was critical to acquire Tier 1 clients, Tier 1 partners and at the same time, build a team which would be capable of delivering high quality services to the asset intensive industries in which we operate.

Tier 1 clients were targeted in our strategy due to the potential for us to grow our business organically alongside them and tier 1 partners were targeted due to the potential to leverage their relationships and reach for the benefit of our Company.

K2F has delivered software and/or services to a number of Tier 1 clients, including; Western Power, Fortescue Metals Group (FMG), API, Westgold Resources Group, Mineral Resources, Woodside, Programmed, Horizon Power, and Public Transport Authority.

We have leveraged previous experience and connections with a number of significant technology partners, including; SAP, ABB, Capita, GE Capital, Kony, Pointerra, Archer, Mitrais, Cosol, K2Technology, and OBI Partners.

We are also building a team of highly motivated professionals who are delivering excellent outcomes with these partners, to our clients. We have a bright future ahead of us in 2018 and beyond.

A dimensional shift occurred with our Board changes in February when Neil Canby and James Deacon joined as Non-Executive Directors and again in September with Jenny Cutri joining us as a Non-Executive Director. I am grateful for their support, guidance and counsel and look forward to working with them in the future as we build K2F. We have a strong team in place.

In July, K2F acquired Infoscope, a company specialising in data collaboration and visualisation. This acquisition aligned with all three of my focus areas by bringing to k2fly: tier 1 clients; attractiveness to tier 1 partners; and a strengthening of the team's capabilities in line with our strategy. The Infoscope software solution works in a number of areas but has an especially strong reputation in land, tenement, environment and heritage management. The Infoscope software has been successfully deployed in FMG and other mining companies. It is also the key component of a major project known as The Keeping Place, which sees FMG, BHP and Rio working alongside the National Trust (WA) to build a system for the management of heritage and native title.

K2F currently has Infoscope bids in to several new entities in Queensland, New South Wales, Victoria and Western Australia.

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Arguably the most exciting news is that K2F has signed an agreement with SAP which sees our Infoscope solution being ported to the SAP Cloud Platform (SCP) and their S4 HANA ecosystem. This development is of great significance to K2F as, once completed in early 2018, will provide opportunities to sell Infoscope alongside SAP account executives. SAP is a dominant force in the Mining and Milled Product arenas with 770 clients worldwide, and we will work in partnership with SAP to promote Infoscope to these organisations.

K2F has won a number a number of consultancy and advisory contracts in clients such as Western Power and Programmed, as we work hard to fulfil our mission of becoming a “go-to”, trusted advisor and solution provider for organisations looking to optimise their physical and data assets through the integration of a range of innovative and tailored technology. We are expanding our consultancy footprint within a number of Tier 1 clients, and although we remain committed to being a software-focused supplier, this work is especially important as more clients and prospective clients move in to digital transformation.

K2F has also been successful in delivering upon its Mobility service offering. We have a mixture of our own mobile software (Novin, Tagman and Docman), and we also resell two very successful third-party solutions from Kony (USA) and Capita (UK). There are a number of commercial bids underway in this arena and the mobilisation of workers in the field looks as if it will be a lucrative market for K2F.

I'd like to close this brief operational update by saying that K2F is now achieving good growth in terms of both revenue and the number of opportunities becoming available to us. Merely having opportunities is not a guarantee of success of course, but in the last 6 months our “pipeline” of sales activity has nearly quadrupled. We have added additional business development capability in that period and this is now starting to bear fruit. November is a busy period, and by the end of this month we will have exhibited at three separate conferences in the Mining, Rail and Utility sectors in Melbourne and Brisbane. In addition, we are involved in a SAP conference this week on the Gold Coast, and in 2018 we will be supporting our SAP colleagues in a range of their national and international conferences.

We would like to thank our shareholders for their continued support during the year and look forward to delivering on our strategy and corporate focus.

Regards,

Brian Miller  
Executive Chairman