

ASX / Media Release

ASX code: **K2F**

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Sibelco Signs 3 year SaaS Resource Governance contract with K2fly

Highlights:

- Sibelco has signed a 3 year contract with K2fly for its RCubed Resource Governance solution across 60 global sites commencing in April 2020
- Sibelco is a Belgium-based global material solutions company founded in 1872
- Total Annual Recurring Revenue (ARR) for K2F's Software as a Service (SaaS) as at April 2020 is now \$1.9m*
- Total K2fly TCV for its SaaS solutions has increased to >\$5m* as more customers take up three and five year contracts

K2fly Limited (K2F or the Company) is delighted to announce that SCR-Sibelco N.V. (Sibelco) has signed a 3 year RCubed Resource Governance SaaS contract to roll out to 60 sites globally. Sibelco is a Belgium-based global material solutions company founded in 1872 and operating in 174 production sites in more than 30 countries with a team of over 8,500 people. Nic Pollock, K2fly's Chief Commercial Officer, said that "We are delighted to be working with our second industrial minerals customer in Western Europe. What is especially pleasing is that as a private company Sibelco's motivations are not regulatory driven, but by business improvement and improved governance."

While the annual contract value is not material in this instance it demonstrates continued demand for K2fly's SaaS solutions during challenging macro-economic conditions and further validates our position in the industrial minerals sector.

K2fly's Total Contract Value (TCV) for its own SaaS solutions (RCubed and Infoscope) has risen to more than AUD\$5m* as the contract terms extend. This trend is expected to continue with further multi-year contractual negotiations in the pipeline. Although these potential contracts are still in negotiations and until complete there are no guarantees. K2F will update the market in due course.

Announcement released with authority of K2fly Board.

*ARR and TCV may be affected by exchange rate variations

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About K2fly

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

K2fly owns the following Software Solutions:

- **Mineral Resource Governance - RCubed** a resource and reserve reporting solution that supports reporting codes such as JORC, NI43101 and SAMREC across the major stock exchanges – including NYSE, LSE, TSX, ASX and JSE; and
- **Natural Resource Governance - Infoscope**, an Enterprise Land Management, Natural Resource Governance and Stakeholder Relations solution for the Energy and Resources market.

K2fly has strategic alliances with global technology companies such as: GE(USA), Esri (USA) and SAP (Germany).

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), Totalmobile (UK) and Capita plc (UK), where they have an outstanding track record of delivering benefits to clients.

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, and Facilities Management.

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