



SWIFT

ASX: SW1

Coffee Microcaps

November 5, 2020

Pippa Leary, CEO

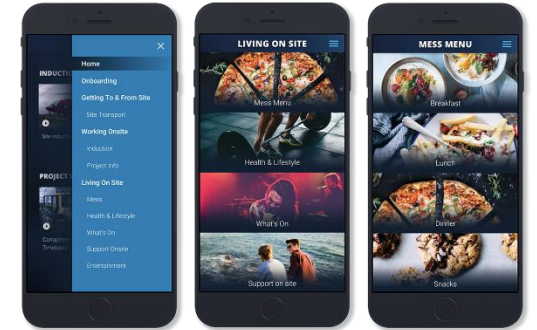
SWIFT

Swift is a specialist technology company that provides entertainment and communication solutions to connect and engage communities

- Closed loop environments like remote mines, residential aged care and GP surgeries – high barriers to entry
- 70% recurring revenue on typically 3-5 year contracts
- Strong reputation in reliable communications infrastructure designed and delivered by experienced and efficient engineers and project managers
- Tech is in our DNA – unique solutions to meet different customer needs in each vertical
- Clever tech that enables premium on demand content in remote locations without the high bandwidth price tag
- Early release Hollywood blockbuster film content in Mining and Resources
- Curated content delivered via simple to use technology in Aged Care



Cloud and on-premises in room entertainment and communications



Communication Apps



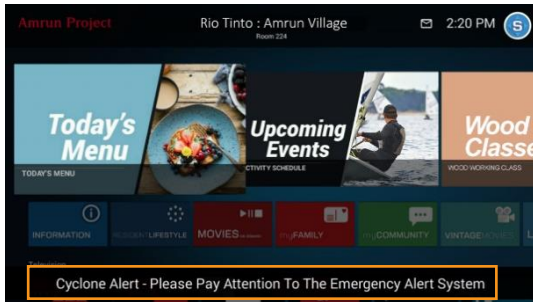
Design and construct of reliable communications distribution infrastructure



On the ground local and remote technical support 24/7

MINING & RESOURCES

Delivering secure closed networks with customised communications and content.



- Design and construction of networking infrastructure in remote locations
 - Site managed communications system delivered via TV and smart device applications
 - Movies, TV on Demand, Sport (Foxtel partnership)
 - Indigenous, mental health, wellbeing content
 - 24/7 remote and onsite technical support
 - Solution for exploration, mobile, rail/road camps
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- **67% of rooms are remote. Streaming-level bandwidth is impossible via satellite* and extremely expensive to install via fibre for a standard sized camp in a remote location.**

AGED CARE

Making life better by helping residents and their carers engage, communicate and belong.



- Time saving, facility managed communications, noticeboard and live streaming system delivered via TV
 - Aged Care specific relaxation and exercise content to improve quality of life, reduce isolation and support dementia sufferers
 - In-room access to premium entertainment curated specifically for Aged Care
 - Family mobile-to-tv application to stay connected with loved ones
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- **Alternatives are free-to-air TV which lacks the communications capabilities, or are tablet based which is a challenge for 85+ year olds**

HEALTH & WELLBEING

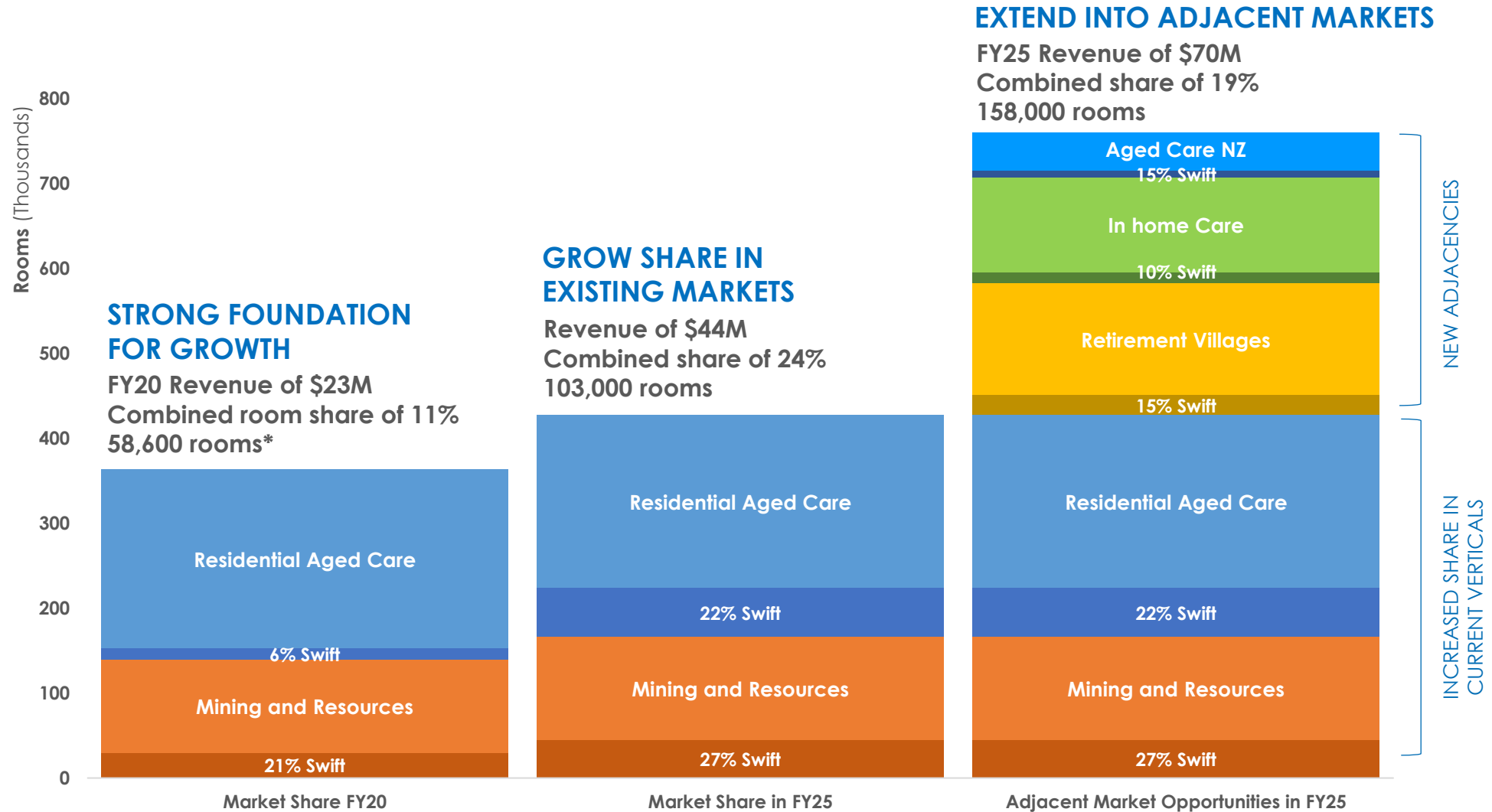
Australia's leading DOOH health & wellbeing network in contextually relevant, captive audience environments.



- Digital Out of Home advertising
 - Standards' compliant communication tool
 - Health & Wellbeing content designed to inform, educate and entertain patients at the point of care
 - Following strategic review, the Health & Wellbeing network has been significantly restructured to reduced costs
 - Partnership with XTD to drive national advertising growth
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- **Cost effective solution for clients whose only alternatives are expensive mass advertising and social media or hiring inhouse marketing capabilities**

GROWTH TARGET: TRIPLE ORGANIC REVENUE IN 2025

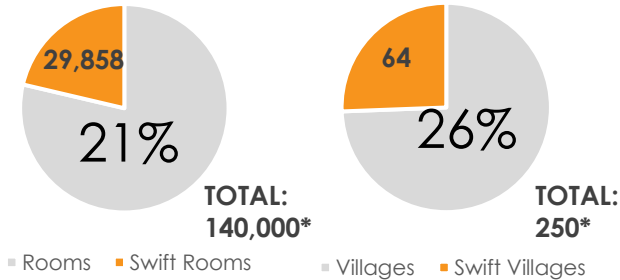
Swift has a strong foundation from which to expand market share and extend into adjacent markets



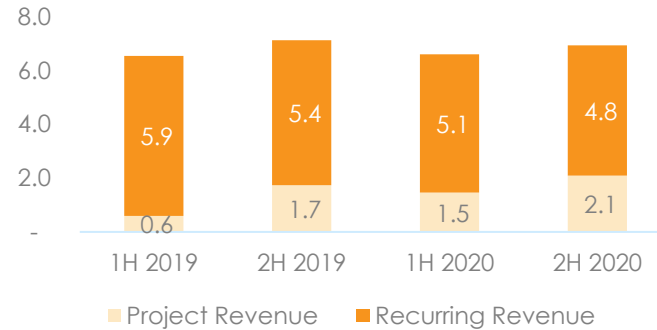
*Swift has 16,000 rooms/screens in other verticals of the 58,600 rooms. Combined room share is based on core markets shown in the graph. Source: Management estimates, AMMA, Australian Resources and Energy Group; Gen Aged Care Data. All future figures are aspirational targets and management estimates.

GROWTH OPPORTUNITIES: MINING AND RESOURCES

SHARE OF ADDRESSABLE MARKET



REVENUE IN A\$M



OPPORTUNITY

Leverage and grow market leadership position to increase room share and build recurring revenue

EXECUTION

- 1 Innovate product offering to better meet customer needs and changing behaviour
- 2 Target new revenue opportunities in Tier 2-3 mines to grow market share
- 3 Partner with facility managers, builders and miners to win construction jobs with recurring revenue
- 4 Productise Design/Construct and Support Services to create an end to-end competitive advantage and operational efficiencies

KEY CLIENTS



DYNAMICS

- Strong growth in revenue increasing 50% over Q4 FY20, and 30% over the prior corresponding period.
- 200% growth in project revenue, leads to recurring revenue. 100% retention of customers, with 12 new contracts worth \$1.2m in Q1.
- Delivered \$1.8m worth of jobs for Atlas Iron, Rio Tinto and Howard Springs
- 28% increase in tenders year on year due to re-focus
- Well placed to capitalise on \$40bn Capex boom
- Strong positions in high demand commodities: Iron Ore and Gold
- Scope for increased market share growth
- Swift – solution to social isolation. Communication requirements around OHS, indigenous traditional owners and miner mental health increasing in importance
- Swift Plus for Mining: mobile, rail, exploration camps – opportunities earlier in mine lifecycle

MINING CLIENT CASE STUDY: ATLAS IRON



CLIENT PROBLEM

Provide essential services to workers for a new 136 room (usually 600-5,000+) remote village, located 240km from Port Hedland, WA

- **Wireless internet** for work emails, calling home and recreational use
- **On Demand movie entertainment and TV services** to engage, attract and retain workers
- **Way to communicate to workers** about mine life, like events in the Wet Mess, bus schedules as well as important OHS and compliance issues
- **Future proofed, reliable and scalable** up to 180 rooms

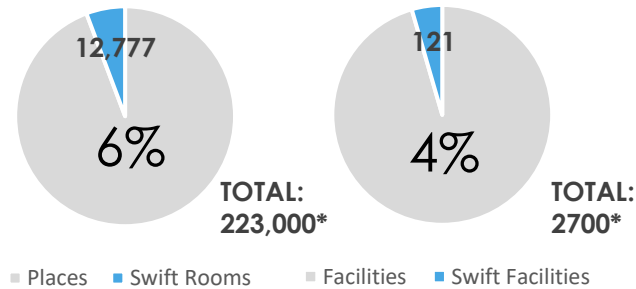
PROBLEM SOLVED

- Competitive pitch – won on reputation and flexibility
- Designed and delivered in 5 months, ahead of schedule and under budget
- Third Atlas village Swift has delivered in 12 months
- Ongoing upsell and variation opportunities

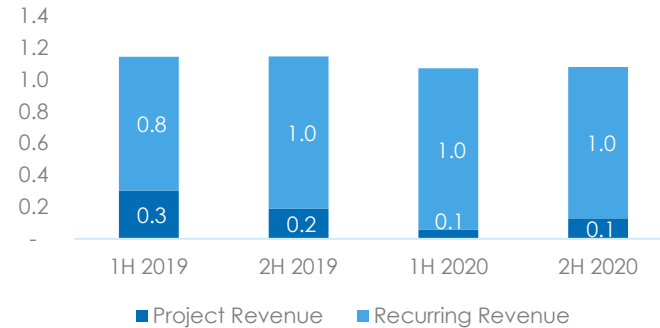


GROWTH OPPORTUNITES: RESIDENTIAL AGED CARE

SHARE OF ADDRESSABLE MARKET



REVENUE IN A\$M



OPPORTUNITY

Leverage structural growth trends to drive sales growth and recurring revenues

EXECUTION

- 1 Continue to evolve product suite to become vital for providers
- 2 Expand usage among existing customers
- 3 Target and convert new prospects to grow market share

KEY CLIENTS



DYNAMICS

- While COVID-19 highlights the need for communication and social isolation solutions, access restrictions continue to be a challenge due to bio security risks
- Ensure we are well placed to drive new sales growth when access restrictions to facilities begin to lift, ongoing sales discussions at enterprise level
- Onboarded Swift Plus in 800 rooms across five Aged Care facilities – generating recurring long term revenue – including Applewood, Rivervue, Adventist Care Rossmoyne Waters, IRT and Andrew Kerr
- Positive structural trend of ageing population and Royal Commission raising standards
- Multiple adjacent growth opportunities over time

NEW PRODUCT IN AGED CARE

SWIFT PLUS IS AN IN-HOUSE TV SERVICE CUSTOM BUILT FOR THE AGED CARE SECTOR



Why Swift Plus is needed in Aged Care

- Average age is 85 – primary device is TV
- 85% of rooms not serviced by anything other than free to air TV*
- Carers are time poor with just 8 minutes per resident per day on average and have high turnover
- c.50% residents suffer dementia, depression and isolation**
- 80% of Aged Care homes do not have good internal networks*
- Royal Commission focus on resident wellbeing and engagement
- Excellent value for money – affordable option for all homes

Simple to use

- Deep understanding of 85 years+ Aged Care residents
- Simple to operate – channel up, channel down

Curated Content

- Specific Aged Care content
- Dementia, low stimulus and mobility exercise content

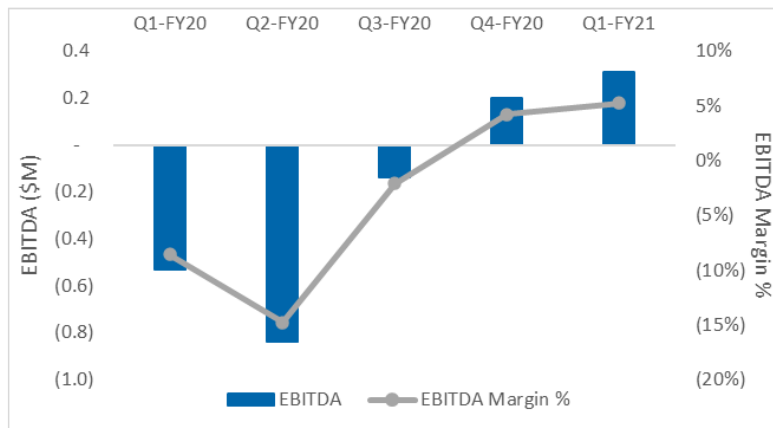
Communication & Entertainment

- Enables facility to communicate with residents via TV
- Enables providers to communicate across multi sites

Q1 FY21 FINANCIAL HIGHLIGHTS

EBITDA Growth of 160% vs prior year

- Strategies to streamline Swift beginning to drive margin expansion as EBITDA margin of 5% in Q1-FY21 reflects a continuing and positive trend
- Operating cash flow improvement - \$0.1m used versus \$1.5m in the prior quarter
- Prudent management of cash resources, ending the quarter on \$1.9m in net cash reserves



Revenue up 23% quarter on quarter

- 70% of revenue long-term and contracted
- 200% growth in project revenue with \$1.2m of new contracts won and \$1.8m delivered in Mining and Resources over Q1
- Tender requests up 28% year on year – encouraging lead indicator of sales growth for 2021
- 100% retention of Mining and Resources customers

Financial highlights (unaudited)

(\$M)	Q1- FY20	Q4- FY20	Q1- FY21	Vs Q1 FY20	Vs Q4 FY20
Revenue	6.1	4.8	5.9	(3%)	23%
EBITDA	(0.5)	0.2	0.3	160%	50%
EBITDA Margin %	(9%)	4%	5%	+14 pp	+1 pp



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