

SWIFT

FY2021 Swift
Appendix 4C
Investor Update
July 2021

Improvement in Key Operational Metrics

Cash

\$3.9m

↑ 58% YoY

Q4 Revenue

\$4.9m

↑ 29% YoY

Core Revenue FY21

\$17.6m

↑ 15% YoY⁽¹⁾

Net Debt

\$4.1m

↓ 26% YoY

Q4 Customer Receipts

\$5.0m

↑ 4% YoY

Core Recurring Revenue
FY21

\$11.5m

↑ 10% YoY⁽¹⁾

Unaudited results for continuing operations

(1) Total revenue for Mining and Aged Care excluding divested Living Networks business and Medical Media business.

Highlights – Foundation for Growth



Solid year-end cash
of **\$3.9 million**
Plus \$235,000 restricted cash



Divested Medical
Media business



\$2.5 million holding in
ASX listed investment



Strong **94%** customer
retention rate



Cleared residual issues in
the business



Substantial **reduction**
of **\$1.2m** in the business
overhead base

Appendix 4C – Operational Cash Improvement

Appendix 4C	Q4 FY21 \$000	FY21 \$000	Q4 FY20 \$000	FY20 \$000
Opening Cash	4,229	2,448	1,895	423
Operating Activities	83	(40)	(1,518)	(4,350)
Investing Activities	(248)	(1,465)	223	(2,709)
Financing Activities	(187)	2,934	1,848	9,084
Closing Cash	3,877	3,877	2,448	2,448

FY21 Delivering On Strategy

MINING

- ✓ Hired **new sales team** including Commercial Director
- ✓ Tender activity increased **24-28%**
- ✓ **94% retention rate of** contracted revenue
- ✓ Improved pipeline to **2 x budget**
- ✓ Adapted Swift Plus for mobile, road and rail camps and quarantine camps
- ✓ Delivered **\$4.1m of projects** including Atlas Iron, Rio Tinto, Howard Springs
- ✓ Onboarded new client Mineral Resources with **TCV of \$1.7m**
- ✓ Refocused delivery team winning additional variations contributing 9% to the total project revenue result

AGED CARE

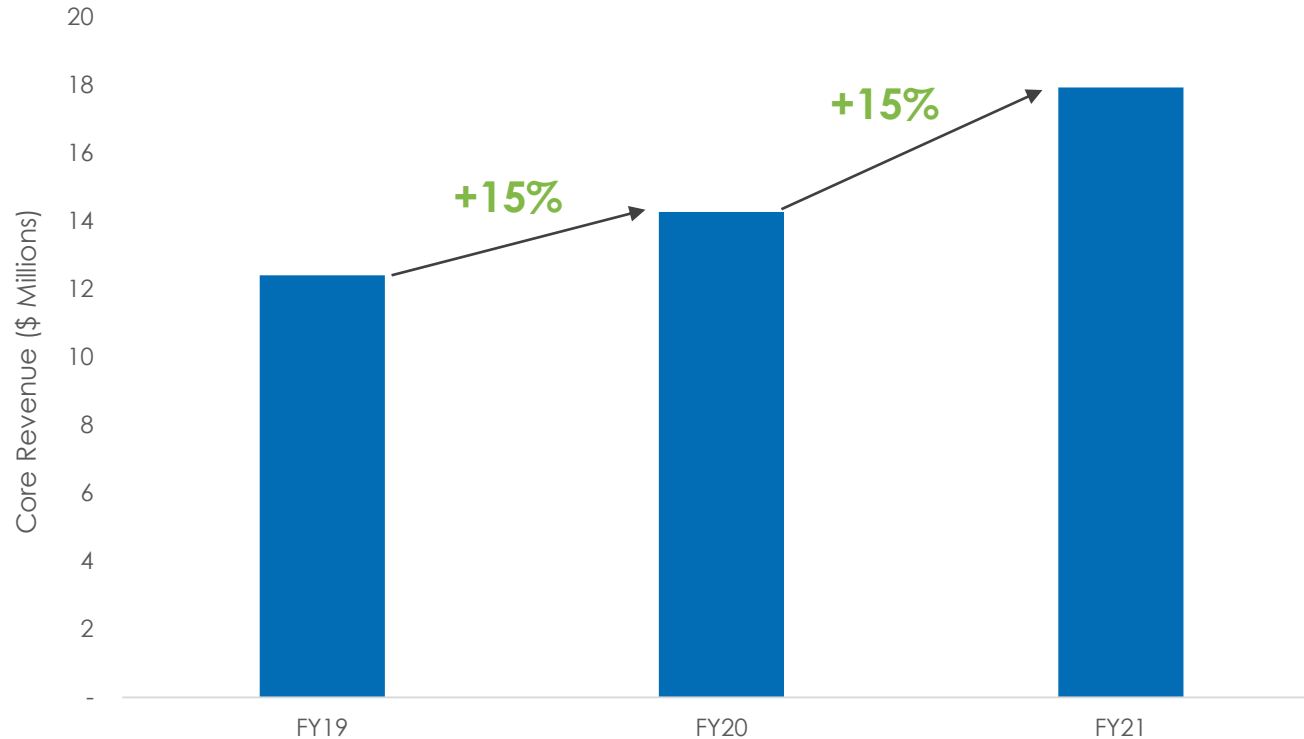
- ✓ Won new contracts in Aged Care totaling **4,400 rooms**
- ✓ Partnered with Uniting NSW.ACT to roll out Swift Plus into **1,986 rooms** across 25 residential Aged Care homes
- ✓ McKenzie contract extension across **17 sites in 1,883 rooms**
- ✓ Announced launch into Retirement Living. Fourth client signed, taking total to **900 rooms**
- ✓ Pilots launched with **Japara, Aegis and Allity**
- ✓ Adapted **My Family My Community** app for COVID conditions

CORPORATE

- ✓ Appointed **new CFO**
- ✓ Appointed **new board members**
- ✓ **New technology** Swift Plus now adapted and rolling out to 5,600 rooms across aged care, retirement living, rail, road and mobile camps and quarantine camps
- ✓ **Divested** Medical Media business
- ✓ **\$2.5m investment funds** available
- ✓ **\$5.0m** fully subscribed capital raise completed
- ✓ Removed **\$1.2m** in overhead costs
- ✓ Settled **DXC case**

Mining & Aged Care Revenue Growth

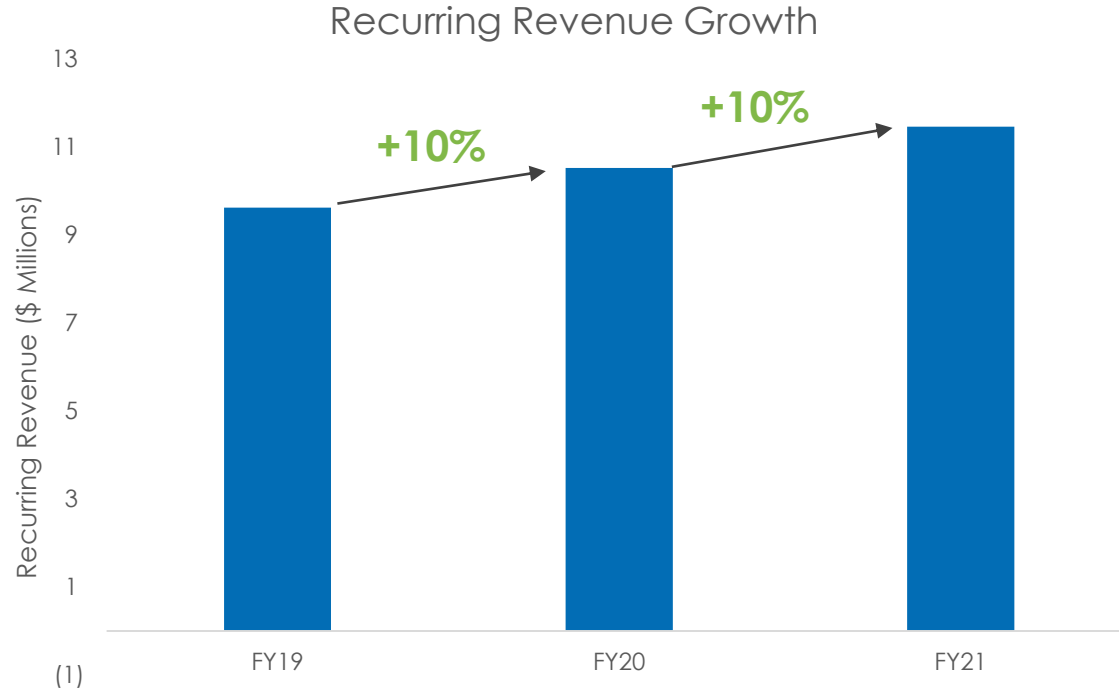
Up 30% in 24 Months - Strong Positive Trend



NB. Total revenue for Mining and Aged Care excluding divested Living Networks business and BHP contract lost in FY18

Mining & Aged Care Recurring Revenue Base

\$11.5m Up 20% in 24 months



Key Points

- Solid 3-5 year contracts
- 94% retention rate in FY21
- Targeting 99% retention for renewals in FY22

NB. Recurring revenue for Mining and Aged Care excluding divested Living Networks business and BHP contract lost in FY18

Achievements & Outlook

FY21 Achievements

Streamlined to focus on core verticals of Mining and Aged Care

Divested loss-making Health & Wellbeing business

Built core capabilities in sales, product and delivery

Focus for FY22

Prioritise recurring revenue to grow TCV (Total Contract Value)

Cost discipline to maintain cash

Launch Swift next generation technology in Mining and Aged Care

Partnerships/Acquisitions

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 communications**



Communication apps



**Design and construct of
reliable communications
distribution infrastructure**



**On the ground local and
remote technical support
24/7**

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