

# June 2021 Quarterly Activities Report and Appendix 4C - Amended

Swift Media Ltd (“Swift”, “the Company”) is pleased to announce the Activities Report and Appendix 4C Cashflow Report for the quarter ended 30 June 2021.

## Q4 Highlights

- Total FY21 revenue from continuing operations of \$17.6m up 15% from prior year.
- Revenue for the quarter \$4.9m being a 29% increase on the prior corresponding quarter.
- Cash at the end of the quarter \$3.9m up 58% on prior year.
- Net debt reduced 26% from FY20 to \$4.1m.

## Operations

As announced to the market on 23 April 2021 Swift announced it has entered into three new agreements and two contract extensions to deploy the Company’s proprietary communication and entertainment solutions to Mining clients’ sites. These contracts generated up front installation fees and recurring revenues in Q4 FY21 and will generate revenue FY22. The Total Contract Value (TCV) of the agreements is \$2.5m of which 70% is recurring revenue for an initial 12-month period. Swift intends to disclose its business TCV during the course of FY22.

The Company also announced its FY22 Growth Roadmap to the market on 31 May 2021.

## Our priorities

- Focus on top line growth in communications platform, content, network infrastructure and support.
- Next generation product release in FY22.
- Continue to grow long term premium content offering with a focus on increasing Total Contract Value (TCV).
- Targeted consolidation of corporate overheads including \$500,000 in office cost reductions aiming to be cash flow neutral for FY22.
- Strategic partnerships to accelerate growth in core markets.

**Our markets**

We are seeing increased demand for our communications platform, content, network infrastructure and support across the mining sector off the back of significant project spend as companies seek to attract and retain staff. With the availability of the COVID-19 vaccine and increased government Aged Care funding, access for our expanded sales team into Aged Care and Retirement living is expected to drive an increase in revenue throughout FY22.

**Risks**

The global semiconductor chip shortage could impede some scheduled product development and roll out in the later-half of FY22. Chip supply issues are currently expected to continue through at least the first half of 2021 with normal lead times expected toward the end of 2021. Slow pace of vaccination rollout to Australian population could see further lockdowns in Aged Care facilities.

**Corporate**

New Swift executive appointments during the June 2021 quarter included the Director/ CFO Brian Mangano and Commercial Director James Johnson. Change of Company Secretary was announced with Simon Whybrow being appointed on 15 July 2021.

**Cashflow Commentary**

Net cash from operating activities for the June 2021 quarter was \$83,000, compared to cash used in operating activities during the previous quarter was \$1.6m.

This significant increase in operating cash flow from the previous quarter was a result of the normalisation of payments to suppliers and receipts from customers, with no timing differences influencing the movement for the quarter. An increased revenue during the quarter resulting from recent investment in the Aged Care and Mining and Resources verticals.

Net cash used in investing activities for the current quarter was \$0.25 million towards product development activities and the purchase of fixed assets.

Net cash used in financing activities for the current quarter was \$0.2 million which included leased asset retirements relating the Medical Channel business.

Payments to directors for wages, and related parties in respect of an office property leased from a director totalled \$94,000 for the current quarter.

As announced to the market on 31 March 2021, the health and wellbeing business (Medical Channel Pty Ltd formerly trading as Medical Media) was sold to Motio Ltd – with Swift to be issued 30 million shares in Motio. As a result, the Health and Wellbeing segment had no cash impact on the June 21 Quarter result.

The net cash from/ (used in) operating activities by the major operating segments is provided in the following table:

<b>June 2021 Qtr ('000)</b>	<b>Swift</b>	<b>Health &amp; Wellbeing*</b>	<b>Total</b>
Receipts from customers	5,035	-	5,035
Operating expenditure payments	(4,952)	-	(4,952)
Net cash from/ (used in) operating activities	83	-	83

\* Health and Wellbeing business divested 31 March 2021

**END**

### **ABOUT SWIFT MEDIA LIMITED**

Swift Media is a specialist technology company delivering premium entertainment and communications to via 60,000 rooms nationally across Mining and Resources, Residential Aged Care and Hospitality environments. We connect and engage communities through entertainment and communications solutions.

This announcement was approved and authorised for release by the Continuous Disclosure Committee.

#### **FOR MORE INFORMATION, PLEASE CONTACT:**

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