

FY2021 Swift Annual Results Presentation

Pippa Leary, CEO and Managing Director
Brian Mangano, CFO and Director

The New

swift

technology forward

We create premium accommodation experiences through superior communication and entertainment solutions.

Swift is uniquely positioned as Australia's largest digital media platform to provide simple and effective entertainment, communications and network solutions across the Mining, Aged Care and Government sectors.

It's not simply the commitment to research, the in-house development, operations and support teams, but the breadth of products and services that have the potential to provide unparalleled value to our clients. Mature relationships with suppliers and decades of industry knowledge fuel our commitment to see our client facilities become **premium accommodation experiences.**

CEO MESSAGES.

FY21 saw Swift continue to streamline and strengthen the business by growing high quality recurring revenue streams in its core verticals.

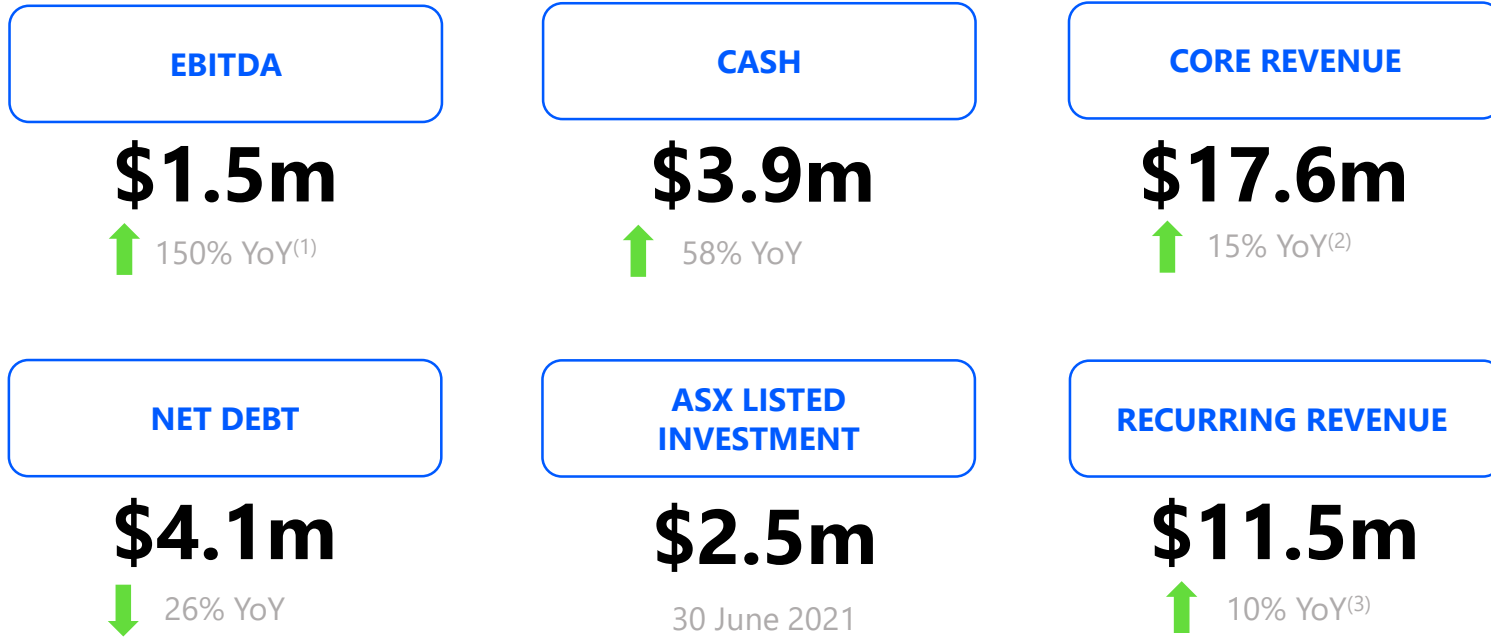
- Grew EBITDA to \$1.5m in FY21 vs (\$3.0m) in FY20 an increase of 150%
- Strengthened the balance sheet: December 2020 successful placement raises \$5m (before costs)
- Used proceeds of capital raise to strengthen balance sheet and build sales capabilities: Hired new Commercial Director in Mining March 2021, new sales team in Aged Care April 2021
- Divested loss-making Medical Media business in return for 30 million shares in ASX listed health media business, Motio (MXO)
- Grew revenue in core verticals of Mining and Aged Care (15%)
- Strategic expansion into adjacent vertical of Retirement Living (Aegis, 900 rooms) and Government (Howard Springs quarantine camp, 980 rooms) to increase addressable market
- Continued cost control removing a further \$1.2m in overheads

CEO MESSAGES.

FY22 will see Swift focus on strong growth in Total Contract Value using the following drivers:

- 1** Swift Access: next generation casting and bandwidth management technology will be launched into current extensive client base
- 2** Further aggressive expansion into Retirement Living through strategic partnerships
- 3** Leverage experience in successful Howard Springs quarantine camp to explore new camp builds and other Government contracts throughout Australia
- 4** Explore inorganic growth options in both Mining and Aged Care

STRONG EBITDA IMPROVEMENT.



(1) EBITDA is a non-IFRS measure

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

(3) Recurring revenue from Mining and Aged Care excluding Web2TV and Living Networks business

HIGHLIGHTS – FOUNDATION FOR GROWTH.



14.6% Enterprise EBITDA on Revenue Before Corporate Costs



85% Improvement to Cash Flows from Operating Activities



Core Revenue in Mining & Aged Care **Up 15%**



Acquired Exclusive Rights to Streamvision **streamCAST Technology**



Divested Medical Media business



58,961 Rooms with Swift Systems



\$1.2 Million Reduction in Business Overhead Base in Lead Up to FY22



Strong Balance Sheet with **\$5.0 million** of Capital Raising in FY21

RESULTS SUMMARY.

\$ millions	FY21	FY20	%
Project Revenue	4.2	3.9	8%
Recurring Revenue	13.4	14.2	(6%)
Total Revenue	17.6	18.1	(3%)
Operating Expenses	(15.1)	(20.1)	25%
Corporate Costs	(1.0)	(1.0)	-
EBITDA	1.5	(3.0)	150%

KEY POINTS

- 3% Decrease in total Revenue was largely driven by the discontinuance of the Web2TV product in Aged Care. The introduction of the new Swift Plus product into Aged Care was affected by COVID and access to clients' premises
- EBITDA has increased 150% as a result of a significant reduction in general operating expenses
- Enterprise EBITDA \$2.5m
- Enterprise EBITDA 14.6% on Revenue

(1) Adjusted for non-recurring licensing revenue in the prior year

(2) EBITDA (earnings before interest, income tax expense, depreciation and amortisation) is a financial measure which is not prescribed by Australian Accounting Standards ('AAS') and represents the profit/(loss) under AAS which has been adjusted to eliminate the effects of tax, depreciation and amortisation, fair value adjustments, impairment expenses, loss on disposal of assets and other one-off items including restructuring costs. In the prior year, underlying EBITDA has also been adjusted to exclude the impact of non-recurring license revenues. See appendix for a reconciliation of EBITDA to statutory net loss after tax.

BALANCE SHEET.

\$ millions	FY21	FY20
Cash	3.9	2.4
Receivables	3.1	3.7
Other current assets	1.4	2.0
Total current assets	8.4	8.1
Intangible assets	1.7	4.8
Other non-current assets	4.4	7.2
Total non-current assets	6.1	12.0
Total assets	14.5	20.1
Trade and other payables	6.2	8.6
Other current liabilities	1.3	2.9
Total current liabilities	7.5	11.5
Non-current borrowings	6.6	6.9
Other non-current liabilities	0.1	2.4
Total non-current liabilities	6.7	9.3
Total liabilities	14.2	20.8
Net assets	0.3	(0.7)
Total equity	0.3	(0.7)

KEY POINTS

- Cash balance increased from \$2.4m to \$3.9m
- Receivables balance in line with continuing operations
- Intangible assets reflect continuing operations current technological investment
- 35% Improvement on current liabilities owing as at 30 June 2021
- Total Equity improved by 143% over FY20
- Total liabilities decreased by \$6.6m
- Return to positive group equity position

CASH FLOW SUMMARY.

\$ millions	FY21	FY20
Cash receipts from operations	22.2	24.5
Cash payments for operations	(22.6)	(28.5)
Finance costs	(0.8)	(0.7)
Interest received	0.1	0.1
Government grants	0.4	0.1
Cash used in operations	(0.7)	(4.5)
Purchase of property, plant and equipment	(0.1)	(1.7)
Product development payments	(1.2)	(0.7)
Proceed from sale of listed shares	0.5	-
Cash placed on deposit	-	(0.3)
Cash used in investing activities	(0.8)	(2.7)
Net proceeds from issue of shares	4.8	5.1
Net proceeds from borrowings	-	5.7
Repayment of lease liabilities	(1.8)	(1.6)
Cash provided by financing activities	3.0	9.2
Net increase/(decrease) in cash	1.5	2.0
Cash at beginning of the year	2.4	0.4
Cash at end of the year	3.9	2.4

KEY POINTS

- Cash from operations has improved by \$3.8m from FY20
- \$5.9m reduction in payments for operations
- Increased investment in product development by 71%
- Sold \$500,000 worth of ASX Listed Motio shares
- Net proceeds of capital raising of \$4.8m strengthened the balance sheet during the year
- Cleared lease liabilities from the balance sheet
- Cash increase by 58% to \$3.9m

PROFIT AND LOSS.

\$ millions	FY21	FY20	Δ	KEY POINTS
EBITDA	1.5	(3.0)	4.5	Significant reduction in direct and overhead operating costs
Depreciation & amortisation	(2.2)	(2.1)	(0.1)	Stable and reflective of continuing operations
Amortisation right of use assets	(0.3)	(0.7)	0.4	Due to reduction in occupancy costs
Impairment expenses	(1.3)	(10.9)	9.6	FY20 impairment of goodwill across the business
Share based payment	(0.4)	(0.1)	(0.3)	Employee related share-based payments
Restructuring/acquisition costs	(0.5)	(0.9)	0.4	FY20 reflects significant restructuring activities in FY20
Net (loss)/gain on financial assets	(0.1)	7.0	(7.1)	Performance rights written back in FY20
Net finance costs	(0.9)	(1.6)	0.7	Refinancing loan with reduction in interest rate
Loss before income tax	(4.2)	(12.3)	8.1	66% improvement in operational result

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, mobile 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**



A next-generation entertainment and communications solution.



**CASTING
CAPABILITY**

Next generation casting Technology allows people to bring their own device and cast to the TV, whether that's live sport or your favorite saved TV series



**PREMIUM ON-
DEMAND CONTENT**

Swift provides the latest premium movies which are locally cached to provide instant download for everyone on site.



**SMART BANDWIDTH
MANAGEMENT**

Swift's unique platform allows bandwidth to be managed across any site, thereby allowing everyone to watch what they want when they want.



**EASY TO USE
COMMUNICATIONS**

Swift's platform provides a communications platform throughout a site, keeping everyone connected.



**TAILORED TO
YOUR FACILITY**

Swift's system and content can be tailored to suit the needs of any facility.

GROWTH OPPORTUNITIES.

Mining & Resources

Market Size

140,000+

Rooms in Villages

Swift Presence

30,748

Rooms in Village

- 22% of addressable market, scope to grow by disrupting current competitors with new technology
- Sites competing for personnel - facility communications and entertainment increasingly important to retention and attraction
- Strong positions in high demand commodities: Iron Ore, Gold, Lithium & Copper
- Scope for increased market share growth with next generation Swift Access technology

Aged Care

Market Size

223,000

Residential Aged Care Places

Swift Presence

12,022

Rooms in Facilities

- 5% of addressable market, large scope for growth through new sales
- Swift Plus now installed in 3,500 rooms across Residential Aged Care
- Successful launch into Retirement Living (900) rooms open larger addressable market (170,000 rooms)
- Exploring strategic partnerships – Nurse call, personal emergency response (PER), falls detection and wearables to enter Home Care market (200,000 rooms)

Other

Market Size

Infinite

Continued Growth Opportunities Over Time

Swift Presence

16,191

Rooms

- Hibernated Hospitality and negotiating strategic partnership to profitably manage remaining 14,786 rooms
- Leverage experience in highly successful Howard Springs to explore other state-based quarantine facilities currently under construction
- Near term opportunity of 71 remote government facilities in FY22/FY23

GROWTH OPPORTUNITIES.



Execution

- 1 Expand usage among existing customers by supplying a superior casting solution (Swift Access) and bandwidth management tools
- 2 Target new revenue opportunities to grow market share: Disruptive nature of Swift Access makes another 75,000 rooms in Mining and 170,000 rooms in Retirement Living addressable to Swift
- 3 Bundle Support services with Swift Access to create operational efficiencies and an end to-end competitive advantage
- 4 Strategic partnership opportunities in new verticals (Retirement Living, Government)
- 5 M&A opportunities in both the Aged Care and Mining sectors which can be progressed as Swift strengthens its share price

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.

1. Launch Swift next generation technology in Mining and Aged Care
2. Prioritise recurring revenue to grow Total Contract Value (TCV)
3. Cost discipline to maintain cash
4. 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



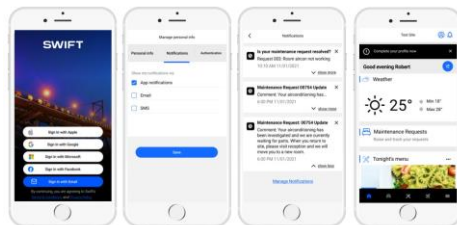
Premium early release Hollywood movies on-demand



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



technology forward.

Swift takes every challenge in our stride. The recent difficulties associated with the worldwide pandemic have only strengthened our commitment to providing exceptional services that do the important job of connecting and engaging communities.

We are focused on continuously developing our product suite and innovating in ways that provide value to our clients and ensure Swift remains at the forefront of entertainment and communications solutions. The Swift values of client first, one team, integrity, be the change and own it drive every decision we make and fosters a culture of innovation and excellence throughout our team.

IMPORTANT NOTICES.

This document has been prepared by Swift Media Limited (ACN 006 222 395) (**Company**) and is current at the date of this document. The information contained in this document is a summary only and does not purport to be all inclusive or to contain all the information that a prospective investor may require in evaluating a possible investment in the Company and should not be relied upon by any person in connection with an offer or sale of the Company's securities. Any securities that may be issued by the company should be considered speculative and there is no guarantee implied or explicit that there will be a return on the capital invested or that any dividend will be paid or that there will be an increase in the price or value of the Company's shares in the future.

To the maximum extent permitted by law, the Company and its affiliates and their directors, officers employees, associates, advisers and agents each expressly disclaims any and all liability, including, without limitation, any liability arising out of fault or negligence, for any loss arising from the use of or reliance on information contained in, or for omissions from, this document including, without limitation, any financial information, any estimates or projections and any other financial information derived therefrom. The release, publication or distribution of this document (including an electronic copy) outside Australia may be restricted by law.

FORWARD-LOOKING STATEMENTS

This document contains certain forward-looking statements with respect to the financial condition, results of operations and business of the Company and certain plans, strategies and objectives of the management of the Company. Forward-looking statements can be identified by the use of forward-looking terminology, including, without limitation, the terms "believes", "estimates", "anticipates", "expects", "predicts", "intends", "plans", "goals", "targets", "aims", "forecasts", "may", "will", "would", "could" or "should" or, in each case, their negative or other variations or comparable terminology. These forward-looking statements are based on the Company's current expectations and beliefs concerning future events at the date of this document and are expressed in good faith as a general guide only and should not be relied upon as an indication or guarantee of future performance.

Whilst the Company believes it has reasonable grounds for making such forward-looking statements, such statements are subject to known and unknown risks, and significant uncertainties and other factors, many of which are outside the control of the Company. Actual results may differ materially from future results expressed or implied by such forward-looking statements. None of the Company, its affiliates or their directors, officers, employees, associates, advisers, agents or contractors makes any representation or warranty (either expressed or implied) as to the accuracy or likelihood of fulfilment of any future looking statement, or any events or results expressed or implied in any forward-looking statement, except to the extent required by law. You are cautioned not to place undue reliance on any forward-looking statement. Other than as required by law, including the ASX Listing Rules, the Company does not intend to update or revise forward-looking statements, or to publish prospective financial information in the future, regardless of whether new information, future events or any other factors affect the information contained in this document.

This document may contain information from third party sources, including industry or general publications, which have not been independently verified by the Company or its representatives. The Company makes no representation or warranty, expressed or implied, as to the fairness, accuracy, correctness, completeness or adequacy of such third-party information or any conclusions reached from such information.

PAST PERFORMANCE

This document contains information as to past performance of the Company. Such information is given for illustrative purposes only and is not — and should not be relied upon as — an indication of future performance of the Company. The historical information in this document is, or is based upon, information contained in previous announcements made by the Company to the market.

NOT FINANCIAL PRODUCT ADVICE

The material contained in this document is not, and should not be considered as, financial product or investment advice. This document is not (and nothing in it should be construed as) an offer, invitation, solicitation or recommendation with respect to the subscription for, purchase or sale of any security in any jurisdiction, and neither this document nor anything in it shall form the basis of any contract or commitment. This document is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor which need to be considered, with or without professional advice, when deciding whether or not an investment is appropriate. You should make your own enquiries and investigations regarding all information in this document, including, but not limited to, the assumptions, uncertainties and contingencies which may affect the future operations of the Company and the impact that different future outcomes may have on the Company.