

AGM. 2023.

Charles Fear – Chairman
9.00 am WST
16 November 2023



swift

Agenda.



- Welcome: Chairman Charles Fear
- Board Introductions
- Resolutions 1 – 5
- CEO Presentation: Brian Mangano

CEO. Presentation.

Brian Mangano
16 November 2023



swift

What is Swift.

Swift is a Tech company that delivers



Swift began by providing communications solutions to remote Mining Villages and has recently entered Aged Care

entertainment-information-education-enable-inclusivity-engagement-communication-training-acknowledgement-support-safety-security-news-sport-wellbeing-knowledge-accessibility-enlightenment and much more.



We deliver.

Swift's three E's position us to deliver a truly customer-centric end-to-end solutions by transforming the Television from a passive entertainment device into an interactive experience at the heart of a community.

The Swift Access device can take any TV beyond the "Smart" TV of today to the next level.



Entertain

Better than at home. **Content** specifically created for the **Mining** and **Aged Care** sectors.

[+ more](#)

Engage

Customisable **personalised** communications. Features and tools to improve inclusivity and belonging. Facility **integration**.

[+ more](#)

Enable

ICT services, network **infrastructure** and **support**. Product adaptations for accessibility and inclusivity. State of the art user interface.

[+ more](#)

Our products.

Swift's three E's come to life with Swift Access across different managed communities

Mining.

Create a **resort style** experience

Powered by proprietary **low bandwidth** technology

Easy-to-use **content management** system for site and company information

Ability to interrupt viewing to **deliver alerts and messages**

Specialist content to support mental health and wellbeing in a physically isolated environment



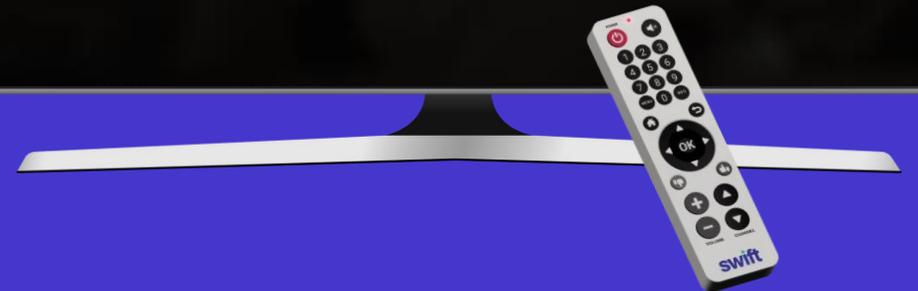
Aged Care.

Create a **personalised** experience

Platform to **share** information and **build community** to reduce isolation

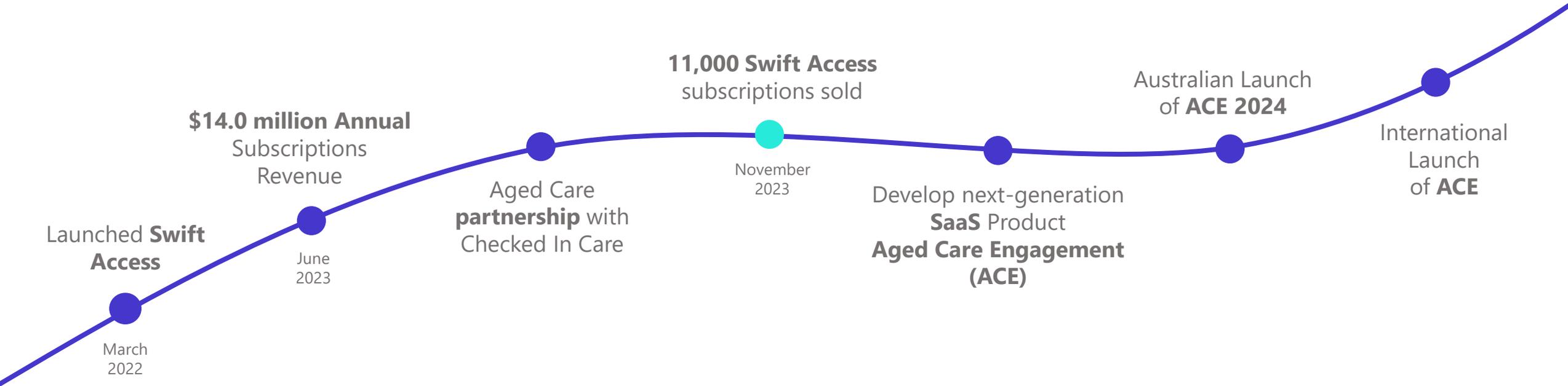
Unique features and tools for **inclusivity** and communication

Specialist **content curated** for residential aged care

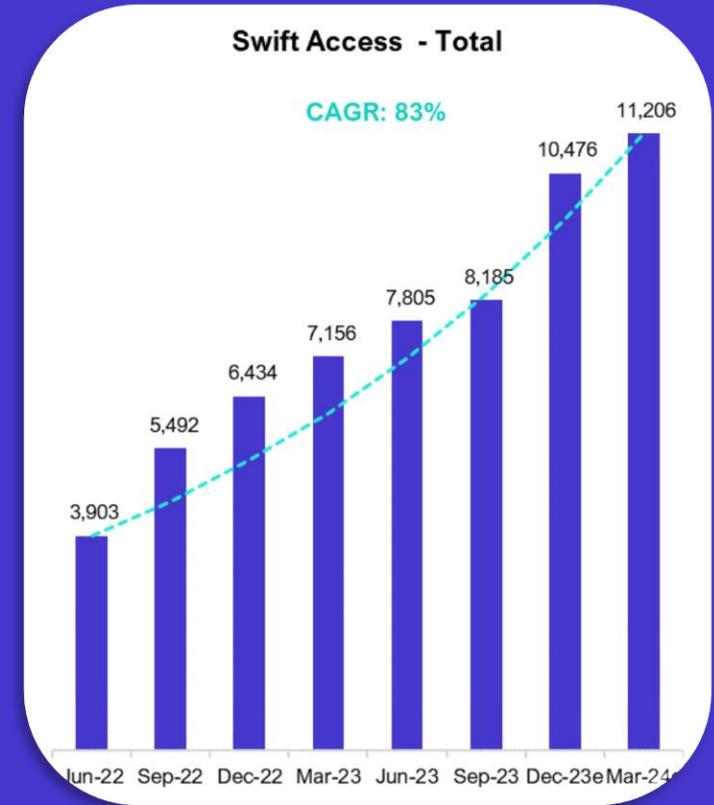
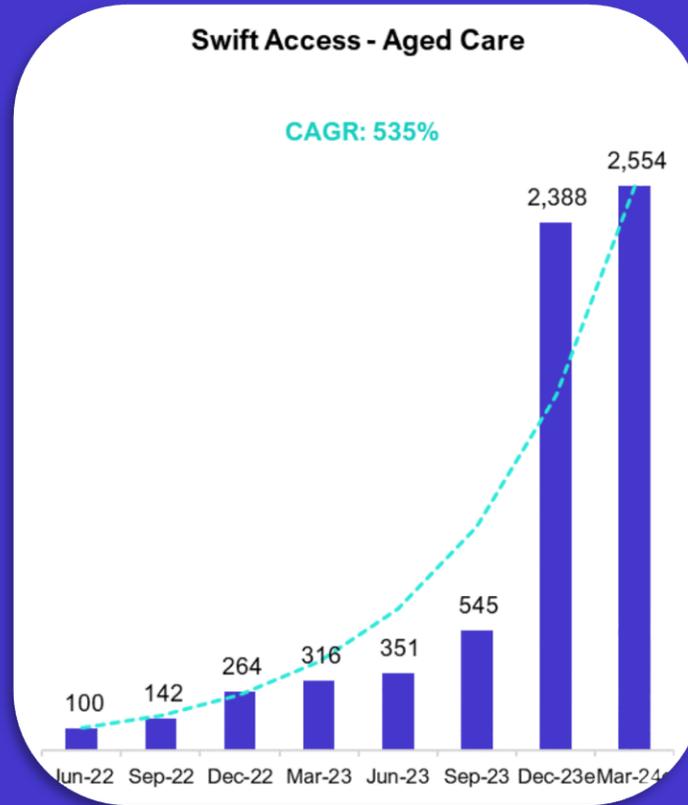
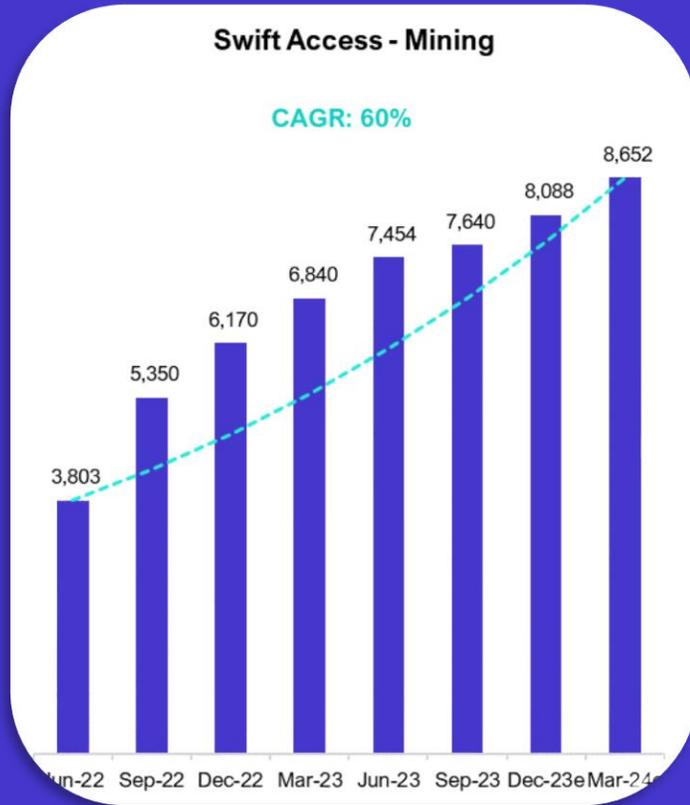


Our Journey & Plan.

We have created a solid foundation to enable a new growth phase by developing new products and markets.

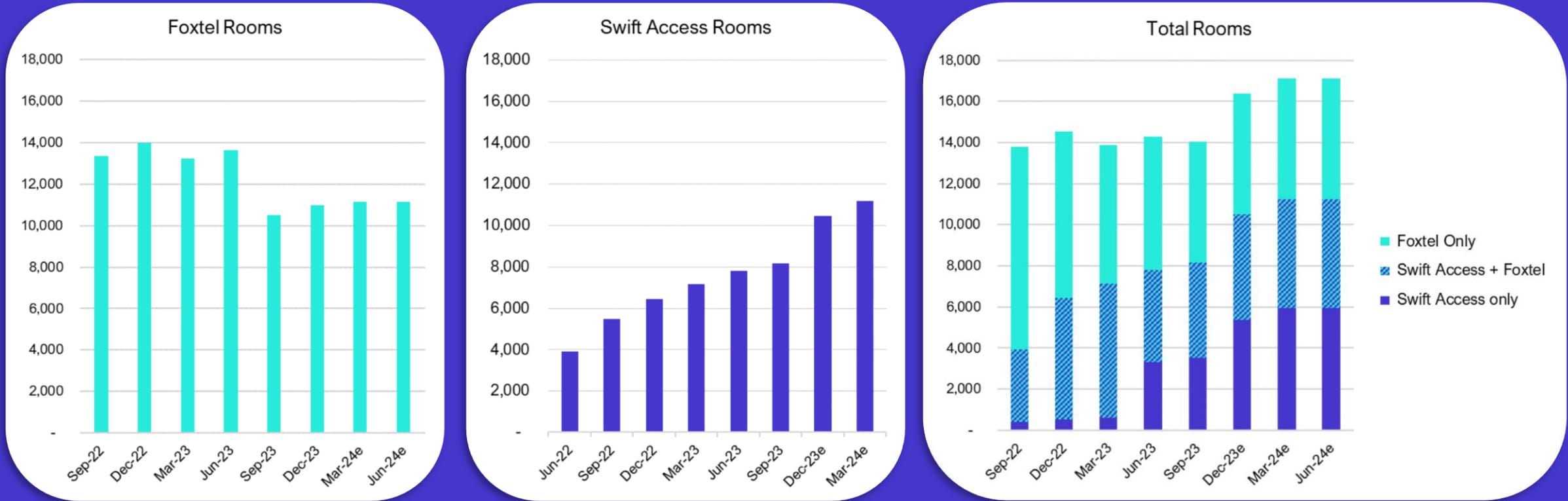


Swift Access sales.



We are growing Swift Access sales in both our target markets, with Mining sales growing steadily to 7% of the market. Aged Care sales growth is accelerating following the Covid shutdowns as the market responds to new Aged Care Quality Standards regulations. Total room sales will continue to grow as new verticals are introduced to Swift Access.

Evolving Product mix.



We are evolving the product portfolio from reselling only Foxel to many clients, to a combined Swift/Foxel offering and Swift Access as a stand alone product.

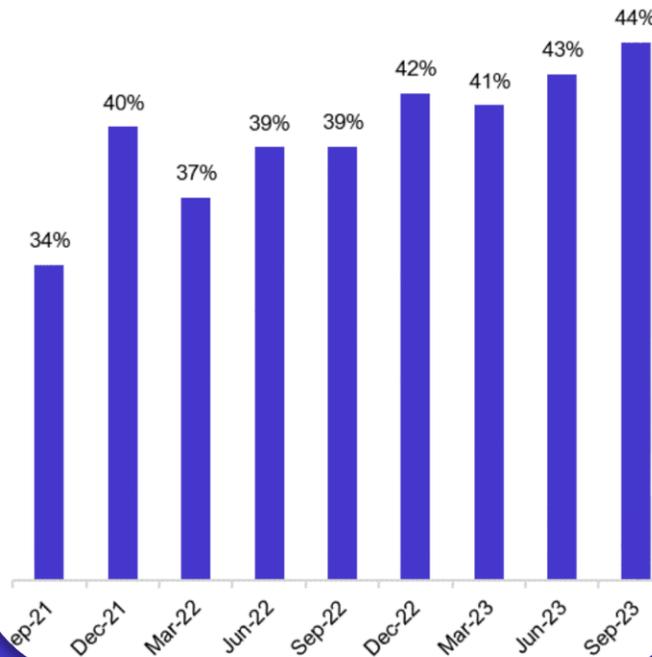
Note: The above room numbers only include new Swift Access rooms contracted since product launch in March 2022, and rooms with Foxel content provisioned. Legacy Swift systems and content only provision rooms are not included.



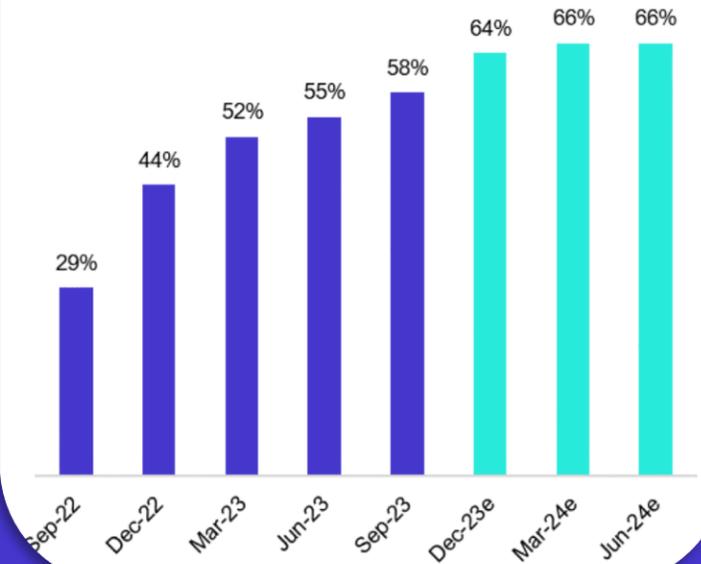
Margin Improvement.

- As Swift Access sales increase to become a larger share of total room sales, Subscription Margin is trending higher.
- We expect the trend to Swift Access to continue.
- Continue to resell Foxtel in conjunction with Swift Access based on client requirements.

Subscription Gross Margin



Swift Access as % of All Rooms



Market opportunity.

The global elderly care services market size was evaluated at US\$1.1 trillion in 2022 and is slated to hit US\$1.8 trillion by the end of 2030 with a CAGR of nearly 6.5% between 2023 and 2030

New Swift Access Aged Care Engagement (ACE) product to be launched in Aged Care across Australia in 2024 (220,000 beds)

US Launch of ACE (1.7 million beds)

UK Market (457,000 beds)

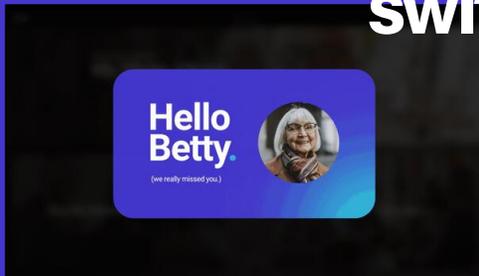


The recently released **Intergenerational Report** forecasts that by 2062, the number of people over the age of **65** is expected to more than **double**. The number of people over the age of **85** will more than **triple**.

Swift benefits.



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Internal Communications

Events, Menus, Events, etc.

External Connections

Communication with Family & Friends, i.e., Pictures & Videos on TV, Live Stream events.

Wellbeing & Specialist Content

Content curated for Aged Care – low sensory, age-appropriate exercise.

Premium Entertainment

Movies and TV shows on demand, Branded Channels.

Broadcast

FTA TV and radio English and International language.

Engagement metrics

Data and Insights for better customer experiences and satisfaction metrics.

Resident Services

Integration with services, i.e., Summary Care Plans, invoicing, and additional services.

Non-critical support

Housekeeping call function integration for non-critical services.

Compliance (Aged Care Quality Standards)

Regulatory requirements fulfilled, minimise demands on staff.

Safety and Alert systems

Integration with providers of duress and nurse call systems.

Resident management

Personalises screens & experiences.

Purchase / Request systems

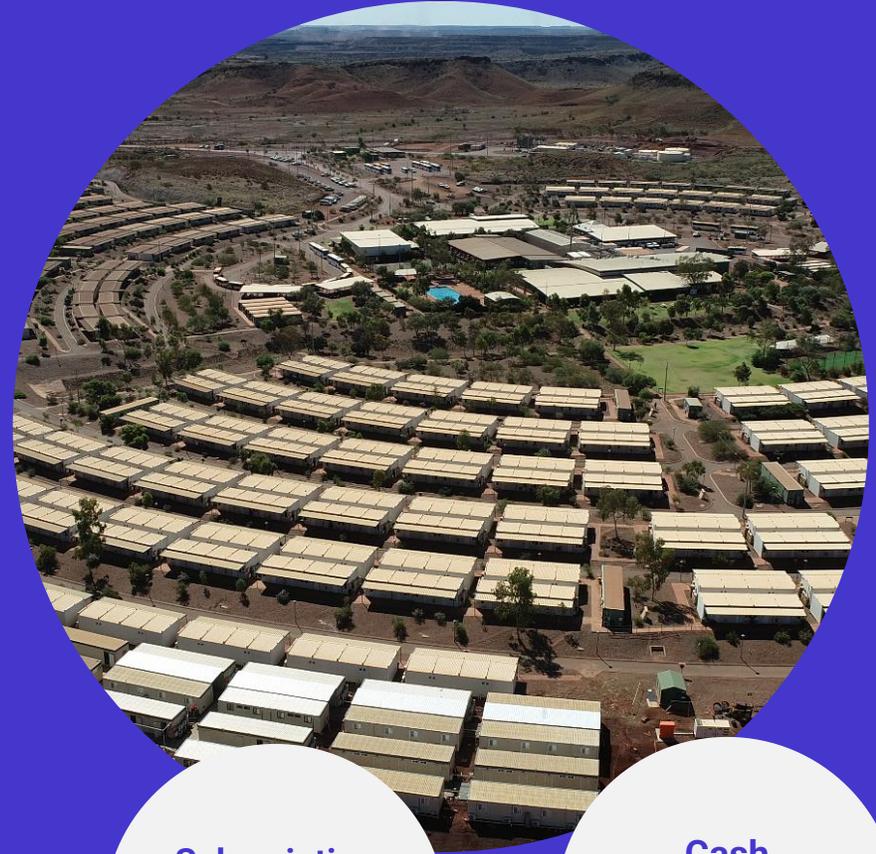
Order additional services via TV and manage billing.

- ✓ Benefits for Residents and Carers
- ✓ Improved Provider profitability
- ✓ Satisfy Government Regulatory Quality Standards





FY23 Financial Highlights.



Revenue
\$19.1m

Enterprise
EBITDA
\$2.0m

Group
EBITDA
\$1.1m

Subscription
Revenue
\$14.0m

Cash
Position
\$1.7m

Achievements & Outlook.

s.

FY24



FY23

Large scale installation of Swift Access in Mining 7% of the market

Margin improved driven by installation of Swift Access to circa 8,000 rooms

Established Partnership with Hubify in Aged Care sector

Commenced Partnership with Checked In Care in Aged Care sector

Invested in brand recognition in Mining and Aged Care

Continued cost discipline throughout FY23

Repaid over \$2.0 million of debt in 18 months

Secured multiple new customers in Mining and Aged Care

Grow subscription earnings

Develop ACE platform

Seek further partnership opportunities

Secure large provider Aged Care subscription contract for Engagement platform

Continue to secure new multi-year subscription contracts in Mining and Aged Care

Continue to pay down debt

Keep costs down



Our clients.

Mining.

Market leaders with significant growth potential – site expansions and new sites.



Aged Care.

A strong portfolio of Private and Not for Profit Providers. Also, with potential expansion into Retirement Living portfolio.

Why Invest.



- ✓ Established Revenue of \$20 million pa
- ✓ Subscription Revenue FY23 \$14 million
- ✓ Sustainable current business
- ✓ Low market cap – 50% of Revenue
- ✓ Turn-around story
- ✓ Inhouse development team
- ✓ Target markets have strong growth
- ✓ Enviable customer base (path to market)
- ✓ New SaaS product under development
- ✓ Worldwide market opportunities for ACE SaaS product

Swift is a Tech opportunity without the capital requirements of a start-up



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Thank you.

