

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 Engage Enable

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

[+ more](#)

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

[+ more](#)

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

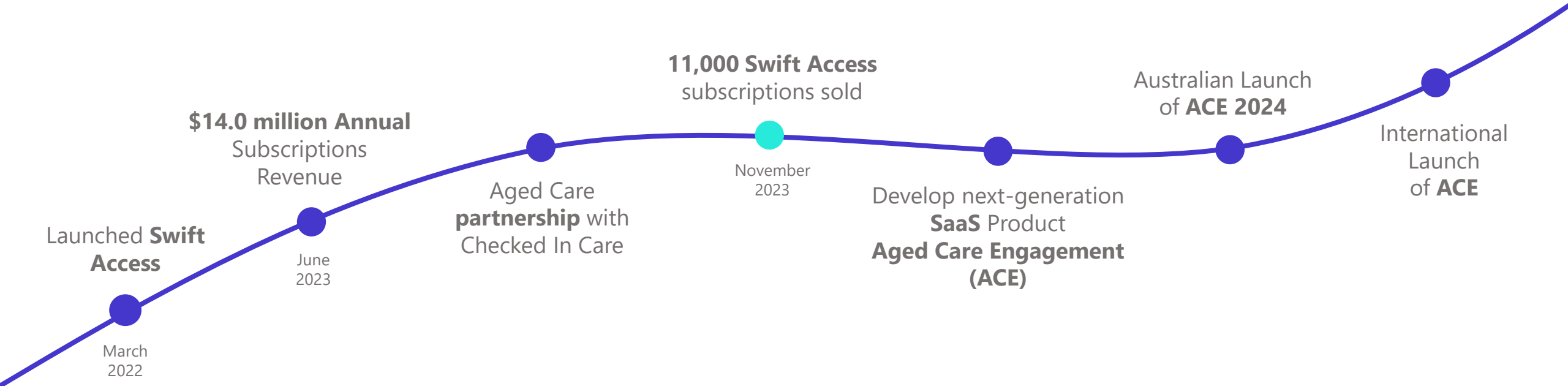
Platform to **share** information and **build community** to reduce isolation

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

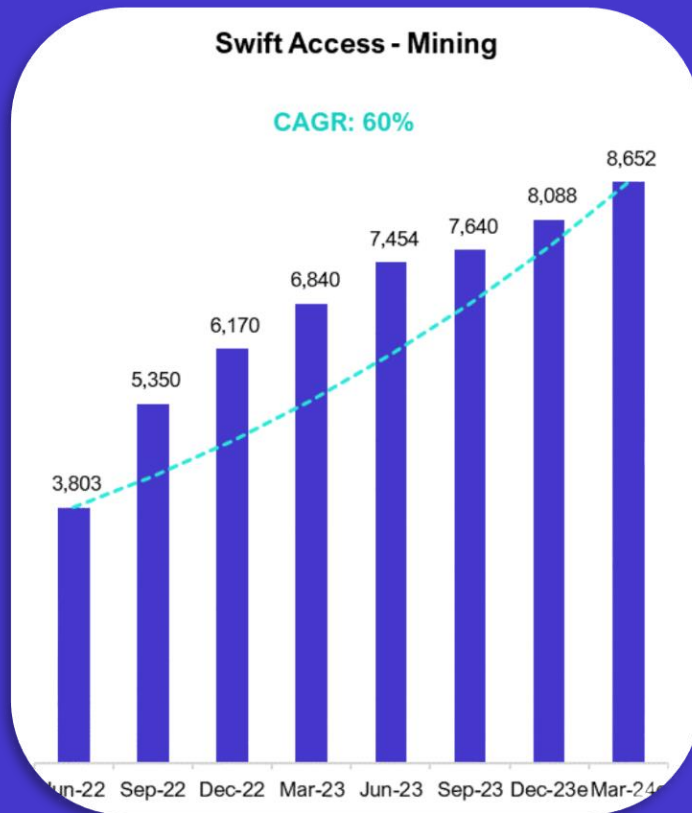
Specialist **content curated** for residential aged care

Our Journey & Plan.

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

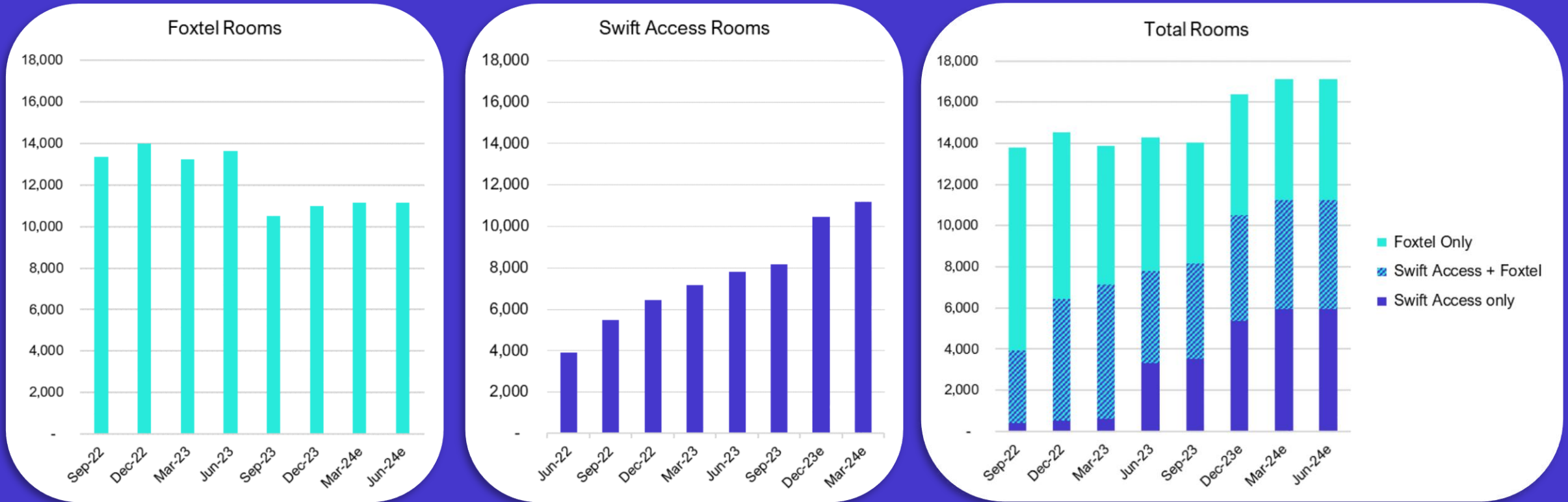


Swift Access sales.



We are growing Swift Access sales in both our target markets, with Mining sale 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.

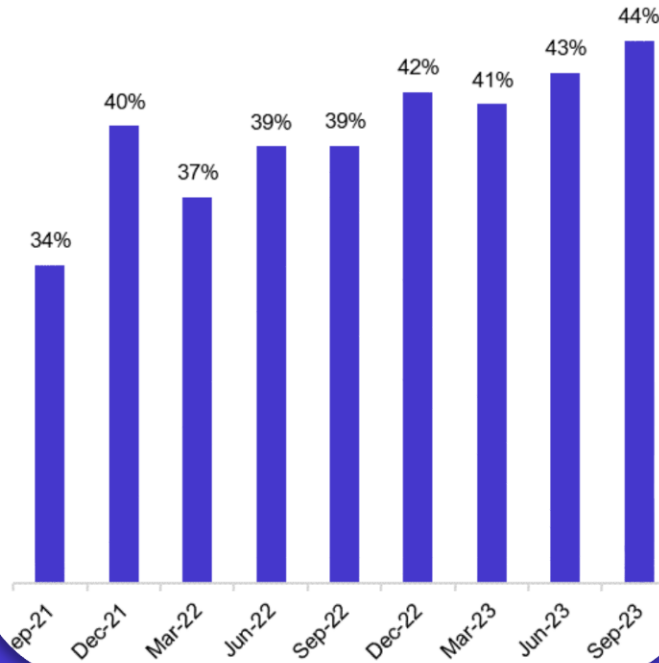
Note: The above room numbers only include new Swift Access rooms contracted since product launch in March 2022, and rooms with Foxel content provisioned. Legacy Swift systems and content only provision rooms are not included.

Margin Improvement.

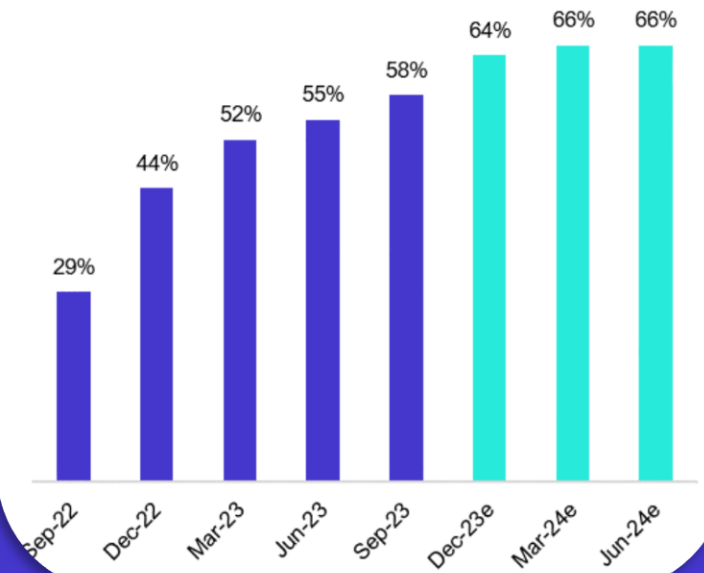


- As Swift Access sales increase to become a larger share of total room sales, Subscription Margin is trending higher.
- We expect the trend to Swift Access to continue.
- Continue to resell Foxtel in conjunction with Swift Access based on client requirements.

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)

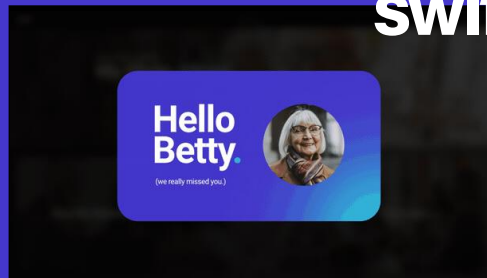
US Launch of ACE (1.7 million beds)

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.



swift

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.

RioTinto

BHP



INPEX



Pilbara
Minerals

Powering a sustainable energy future



OTOC
AUSTRALIA



▲ MINING & RESOURCES
▲ COMMERCIAL
▲ RESIDENTIAL



HALL & PRIOR
Health & Aged Care Group



BARUNGA
VILLAGE INC.

Uniting



ROSEWOOD
welcome home



Bethanie

aêgis
aged care group



Calvary



aveo



Resthaven
Incorporated

BlueCross

Allity

markmoran
group

GOONDEE



CraigCare
LOCAL CARE | COMMUNITY



Our Lady of Consolation
Aged Care & Services



Adventist
Senior Living

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
- ✓ Enviaible 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**



Important notices.



This document has been prepared by Swift Networks Group 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.

Thank you.

