

AGM. 2024.

Charles Fear – Chairman
9.30 am WST
28 November 2024

The Swift logo is displayed in white lowercase letters within a large blue circle. The circle has a gradient from light blue at the top to dark blue at the bottom. A thin, light blue curved line extends from the top and bottom of the circle towards the right edge of the frame.

swift

Agenda.



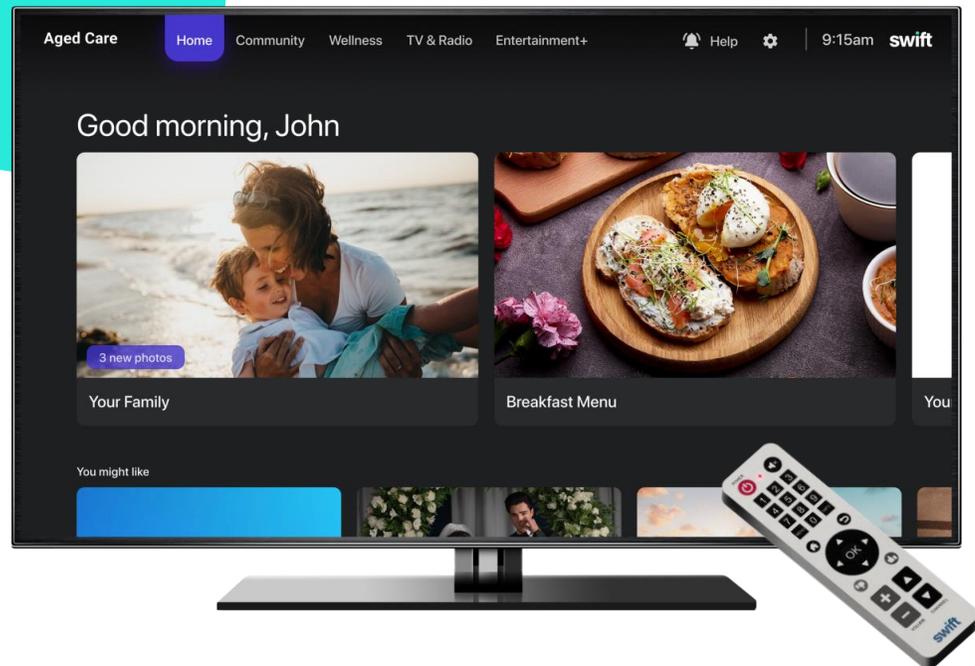
- Welcome: Chairman Charles Fear
- Board Introductions
- Resolutions 1 – 6
- CEO Presentation: Brian Mangano

CEO. Presentation.

Brian Mangano
28 November 2024

The Swift logo is centered within a large, circular graphic. The circle has a blue-to-purple gradient and is partially enclosed by a light blue arc at the top and bottom. The word "swift" is written in a bold, white, lowercase sans-serif font.

swift



Building Communities by Revolutionising TV.

Premium enterprise entertainment and communications platform for communities delivered through the preferred in-room device—the **Connected TV**.

An unmatched solution on the cusp of faster growth.

A proven technology company with **\$15.0 million** in annualised subscription revenue, poised for accelerated growth in significant health and mining markets and beyond.



Years of expertise with our unique, best-in-class integrated platform



Innovative product roadmap unlocking new growth markets



Blue-chip clients in mining and aged care



Subscription revenue mostly from long-standing clients



Profitable and cash-sustaining business

Best-in-class all in one solution.



Innovative, scalable technology adapting to each community's evolving needs.

Swift Solution



Connected TV Device
Plugs into existing hardware (TV) + High-capacity, high-powered tech hub

Premium Entertainment and educational content tailored for each community

Connect and inform with tools for better inclusivity and well being

Comprehensive support, training, and infrastructure for long-term client loyalty



MINING

HEALTH

Market Potential



Mining & Resources
150,000 room market



Aged Care
220,000 room market



Retirement Living
260,000 room market



Global Aged Care Potential
2,600,000 beds



In-Home Care
818,200 people
CHSP
235,599 people

Product Launch

New User Interface FY25

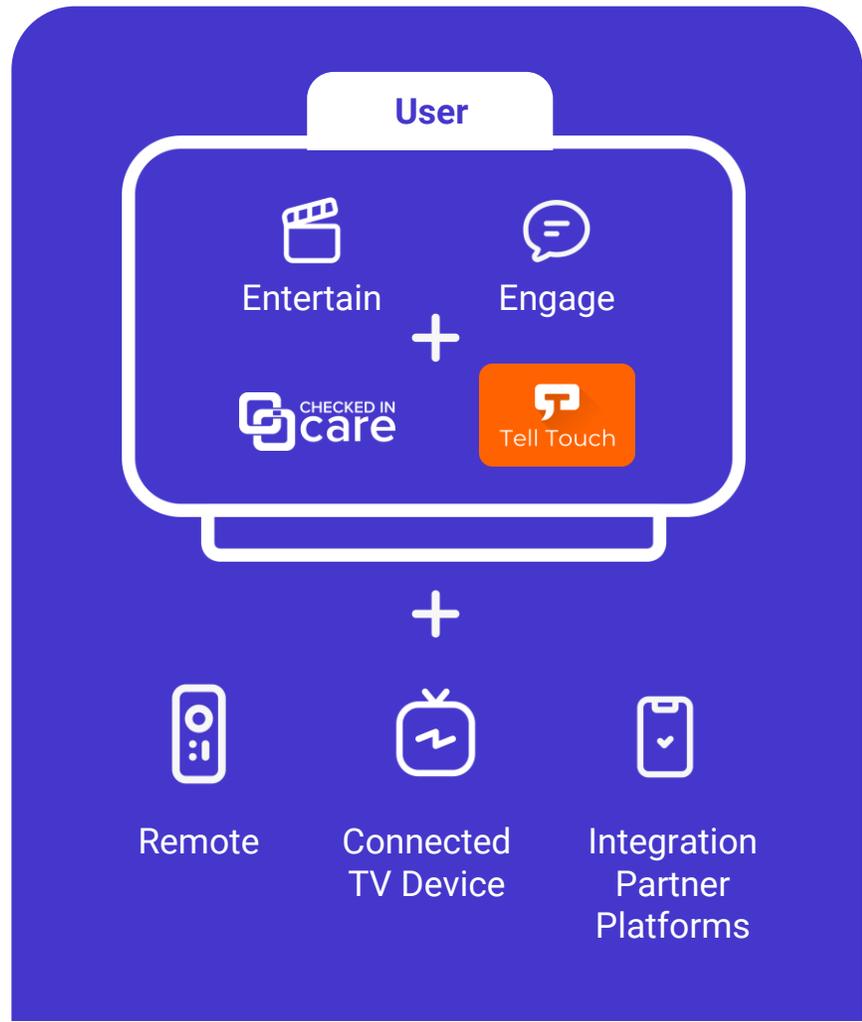
New TV Device FY26

Cloud Based System FY27

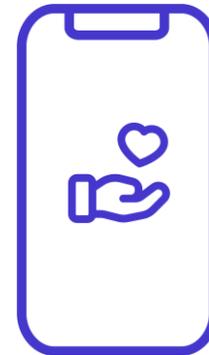
Swift Aged Care ecosystem.



Swift Access



Family



Family App

Families, friends and carers can share photos and videos to a user's TV and get facility notifications and updates



Support Services

Facilities are supported with R&D, low band width technology, a Content Management System (CMS), network design, installation, training, 24/7 support, performance metrics and more



Key client challenges.

Manage the well-being of communities under their care. While generating additional revenue, lowering costs, mitigate risks and improve business and resident outcomes.

-  Financial impact to Revenue due to changes in the regulatory environment with the introduction of the changes to additional service charging.
-  High Bandwidth costs and lost revenue opportunity of residents relying on personal streaming services.
-  Reliable and supported service delivery, minimising costs associated with services disruption or infrastructure upgrades.
-  Traditional manual communication processes, inefficient and costly. Demand for information - employees, residents, regulatory reporting result in escalating operational costs.
-  Corporate accountability for poor psychosocial outcomes for company's responsible for managed communities – regulatory and compliance risk.

The Swift solution.

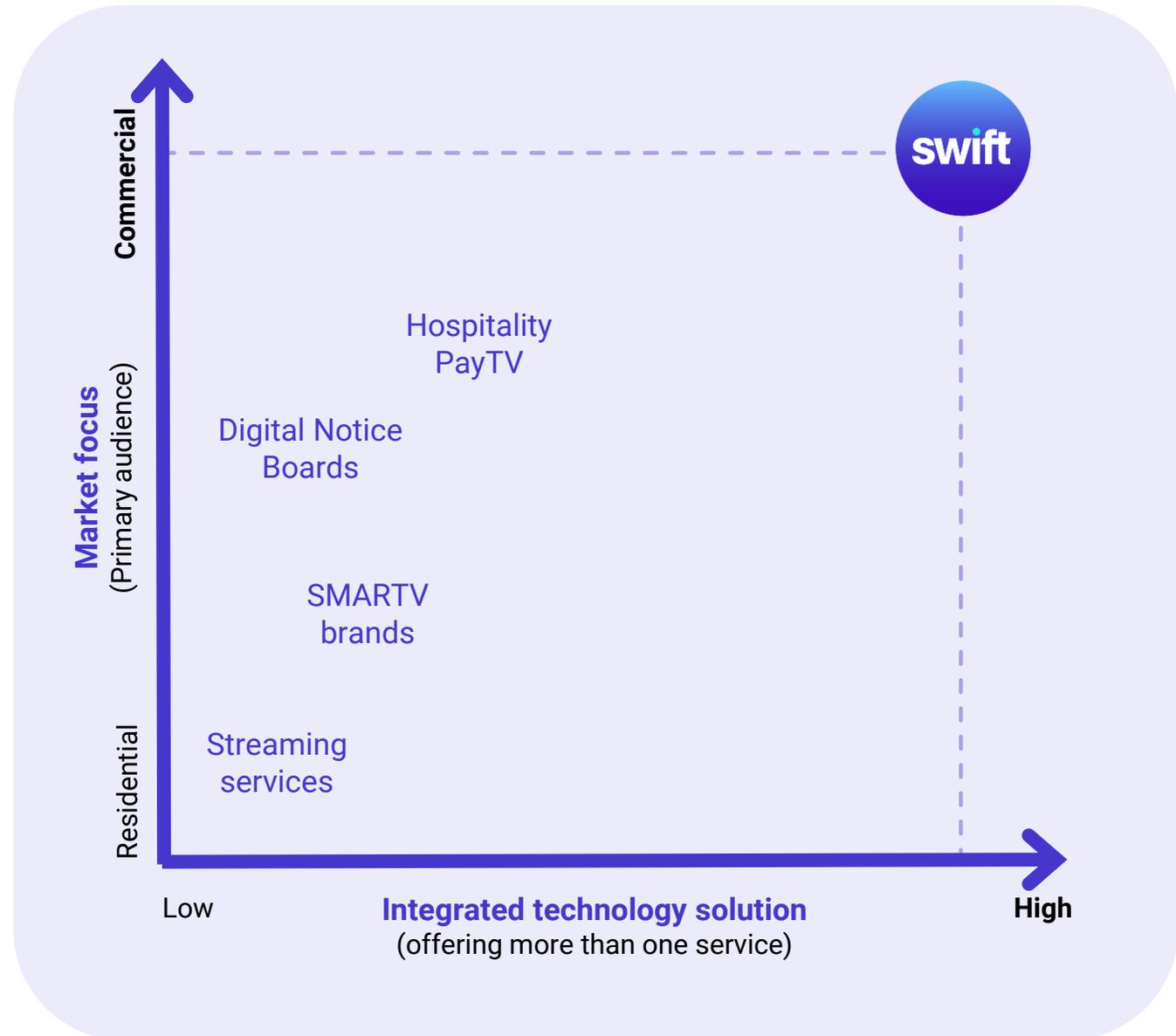
Innovative integrated technology that delivers additional revenue opportunities, an exceptional user experience, improve operational efficiency and ROI.

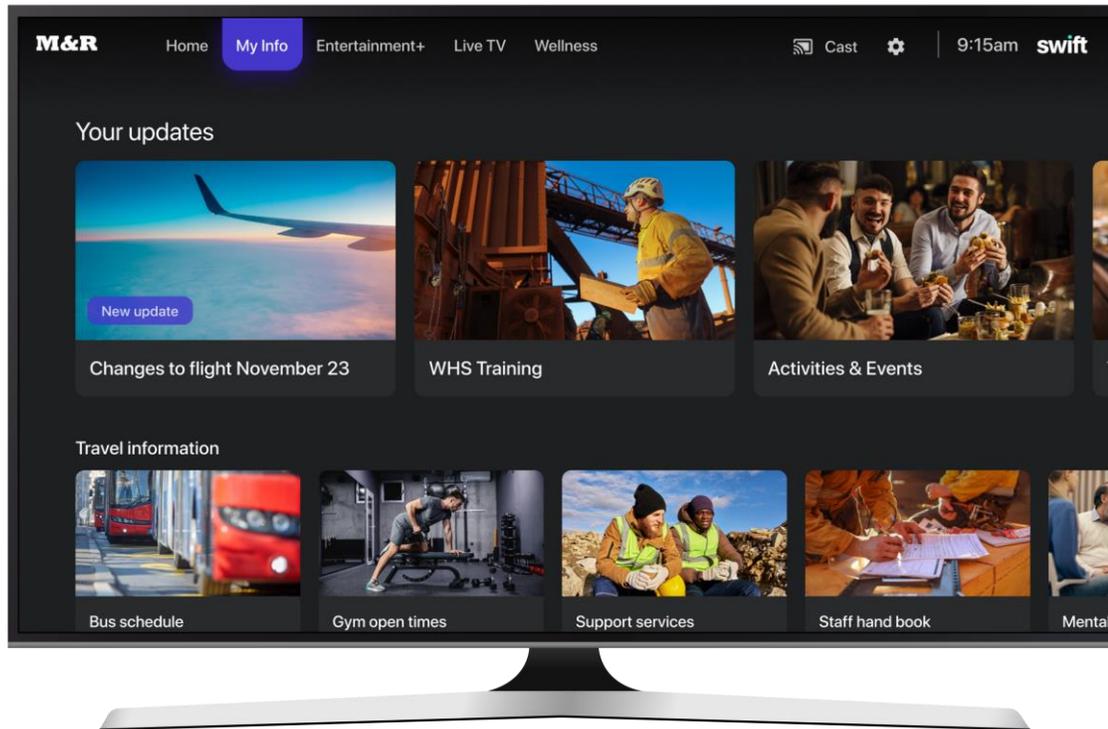
-  Flexible Revenue generation opportunities from Swift Platform for the ordering of additional goods and services by Residents and their Families.
-  Proprietary low-bandwidth tech for faster speeds, more reliable service, and deliver install and operational cost savings. Swift curated entertainment offering provides opportunity to generate revenue.
-  In house R&D and third-party integrations to enhance user experience, and managing governance, and compliance. Technical Helpdesk and Client Success to support customers in maximising ROI.
-  Features and tools that streamline internal and external communications with proven time/costs savings.
-  Curated evidence-based content and tools to support better mental health and wellbeing outcomes + integrated AI to aid accessibility.

Competitive landscape.

A highly differentiated solution for business, provides clear space within the markets it operates.

- Single platform addressing multiple business requirements.
- Platform designed to be easily customised for the needs of a community by the client or Swift.
- Flexible subscription packages to support client business model i.e. 'Additional Services' packages in Residential Aged Care sector.





Mining solutions.

A premium, resort-style experience, improving well-being in remote transient Fly-In Fly-Out (FIFO) communities.

Supporting recruitment, retention, and overall staff satisfaction for blue-chip mining companies.



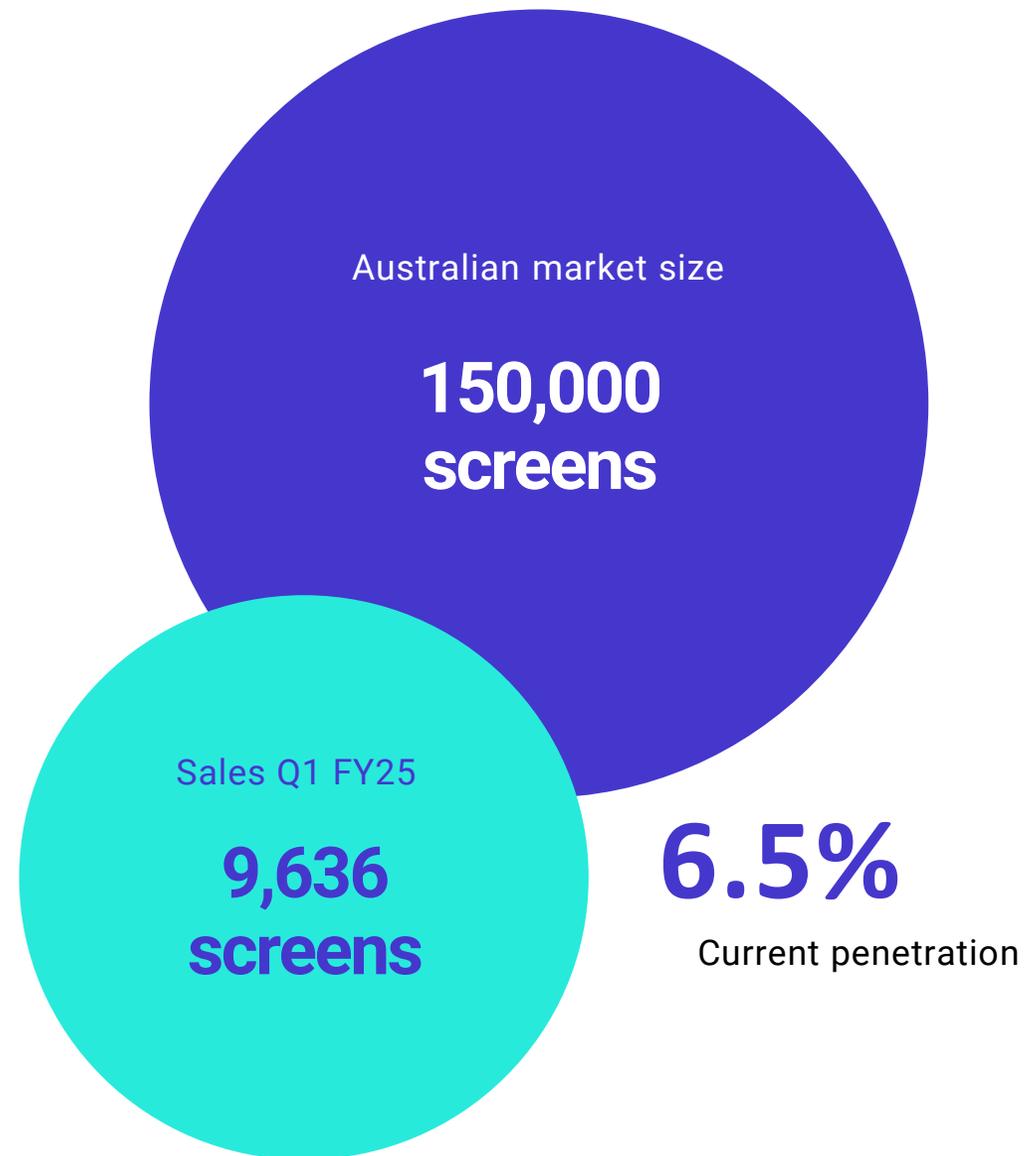
[Watch our Mining & Resources Demo](#)



Mining: Strong growth still ahead.

Mining sales have more than doubled in two years.

Further growth is expected through site expansions, transition from traditional pay TV, long-term client partnerships, and targeted sales efforts of new user interface.



Our Mining clients.

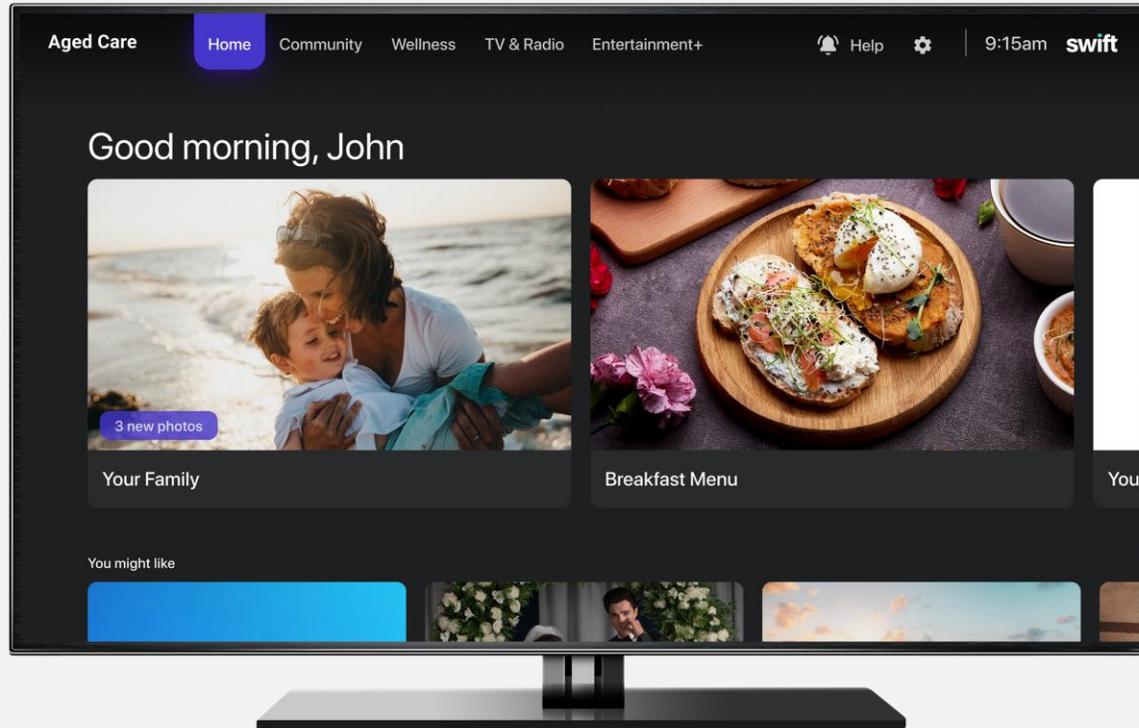
We partner with market leaders who have strong growth potential with the expansion of new and existing sites. Many of these clients have trusted us for years.



RioTinto

INPEX **BHP**





Aged Care solutions.

AI drives a personalised experience for residents to aid accessibility, inclusion, and social connection.

Boosts profitability, compliance, oversight, improvement, and feedback for providers.



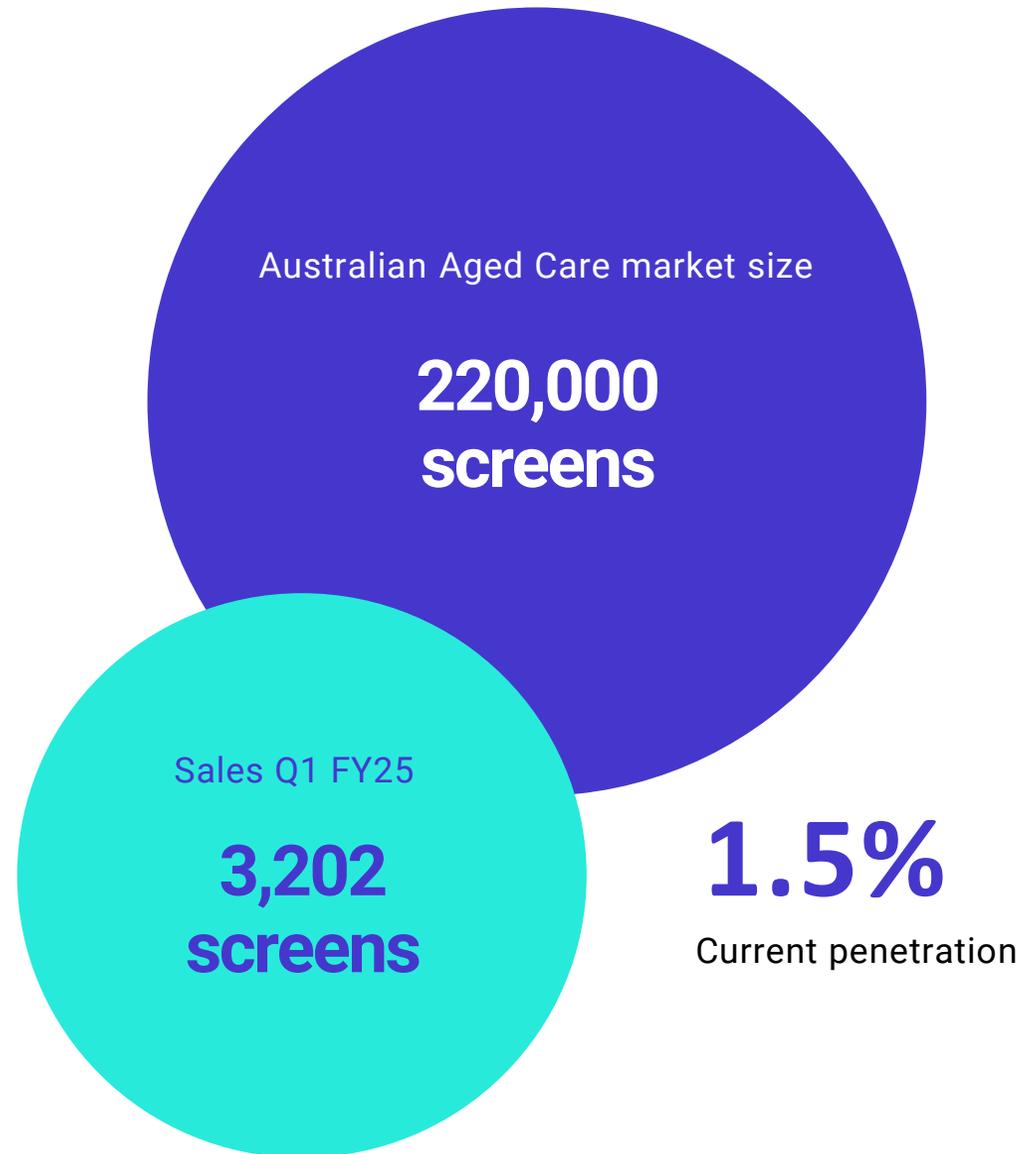
[Watch our Aged Care Demo](#)



Australia: Growth is just beginning.

Strong sales in aged care, our first health segment, are expected following the launch of our new sector specific user interface at Australia's largest aged care conference.

This entry into aged care, alongside ongoing innovation, positions us to expand into related health markets through existing provider relationships.



Our Aged Care clients.

A strong portfolio of Private and Not for Profit Providers. Many with significant portfolios in adjacent verticals, Retirement Living and Home Care.



Riverview
Lutheran Rest Home Inc



HALL & PRIOR
Health & Aged Care Group





Global aged care market opportunity.

We plan to expand internationally with the development of our relationships of blue-chip domestic health partners who have a global footprint.

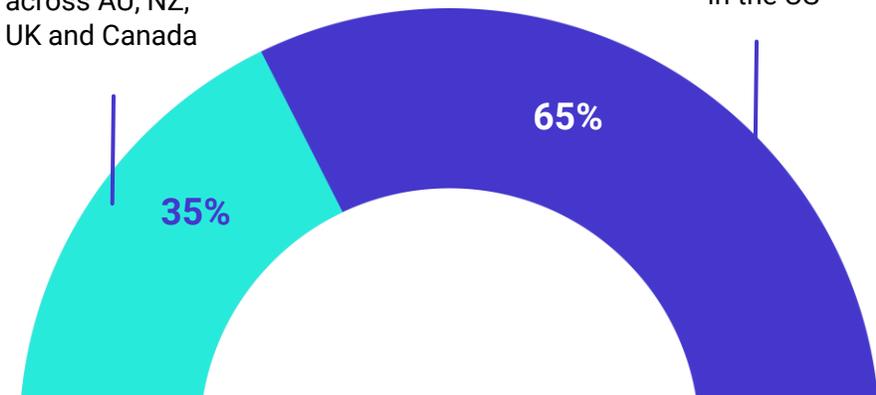
The global elderly care services market was valued at US\$1.1 trillion in 2022 and is projected to reach US\$1.8 trillion by 2030, growing at a compound annual growth rate (CAGR) of 6.5% from 2023 to 2030.

The **Intergenerational Report** predicts by 2062, the population aged **65 and older** will more than **double**, while the number of people **over 85** will more than **triple**.

2.6m aged care beds opportunity

0.9m beds
across AU, NZ,
UK and Canada

1.7m beds
in the US



FY24 financial highlights.

Strong results highlighting our effective cost management strategies, operational efficiencies, and improved margins.

Revenue
\$18.4m

Enterprise
EBITDA
\$2.4m

Group EBITDA
\$1.4m

▲ **32%**

Subscription
Revenue
\$14.5m

Swift Access
Sales CAGR
65%

Cash Position*
\$1.8m
* \$2.0m as at
30/9/24

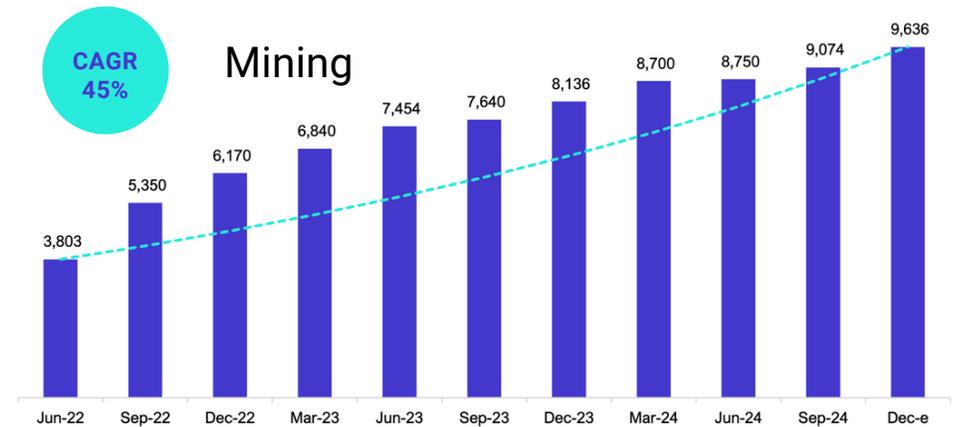
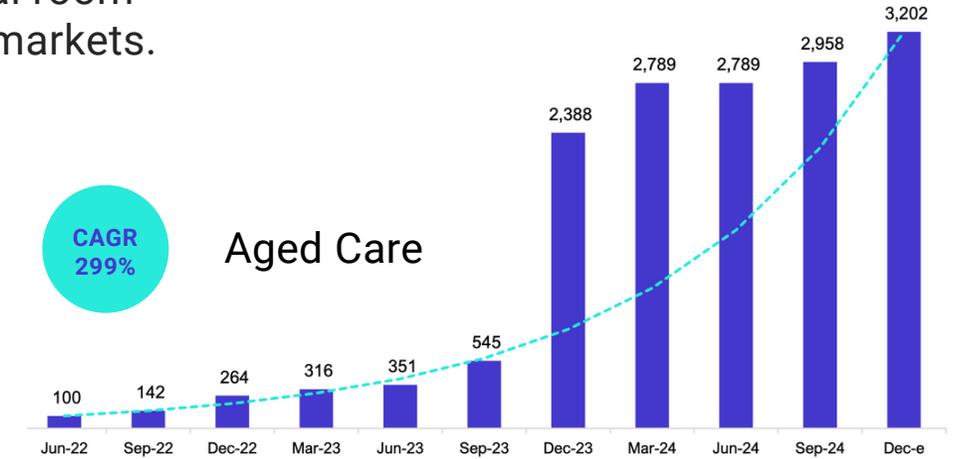
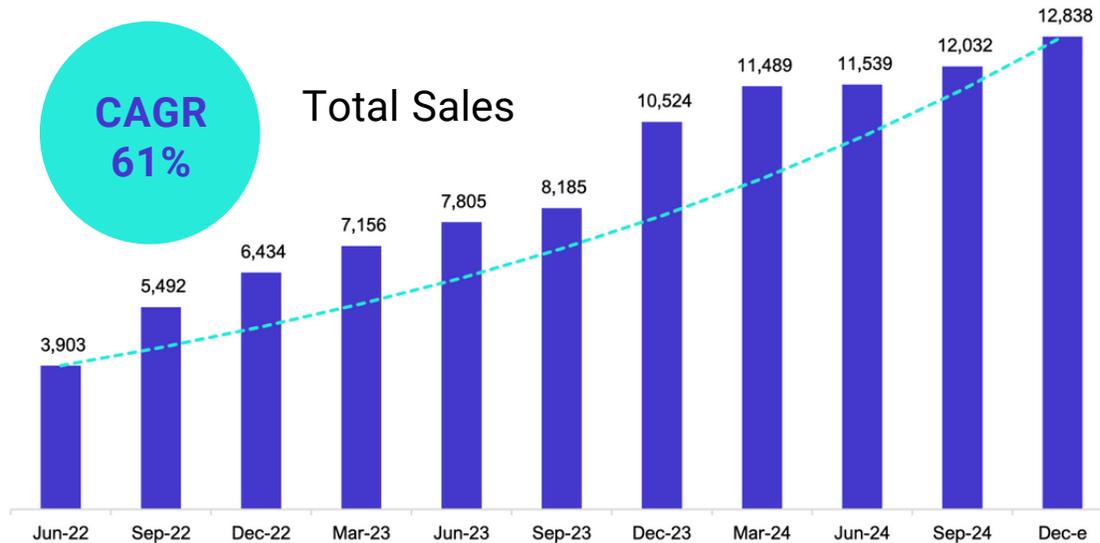


Swift Access sales growing.



In Q1 FY25, we now have 6.5% mining market share and accelerated growth in Aged Care sales due to new Strengthened Quality Regulations. Total room sales are expected to keep increasing as Swift Access enters new markets.

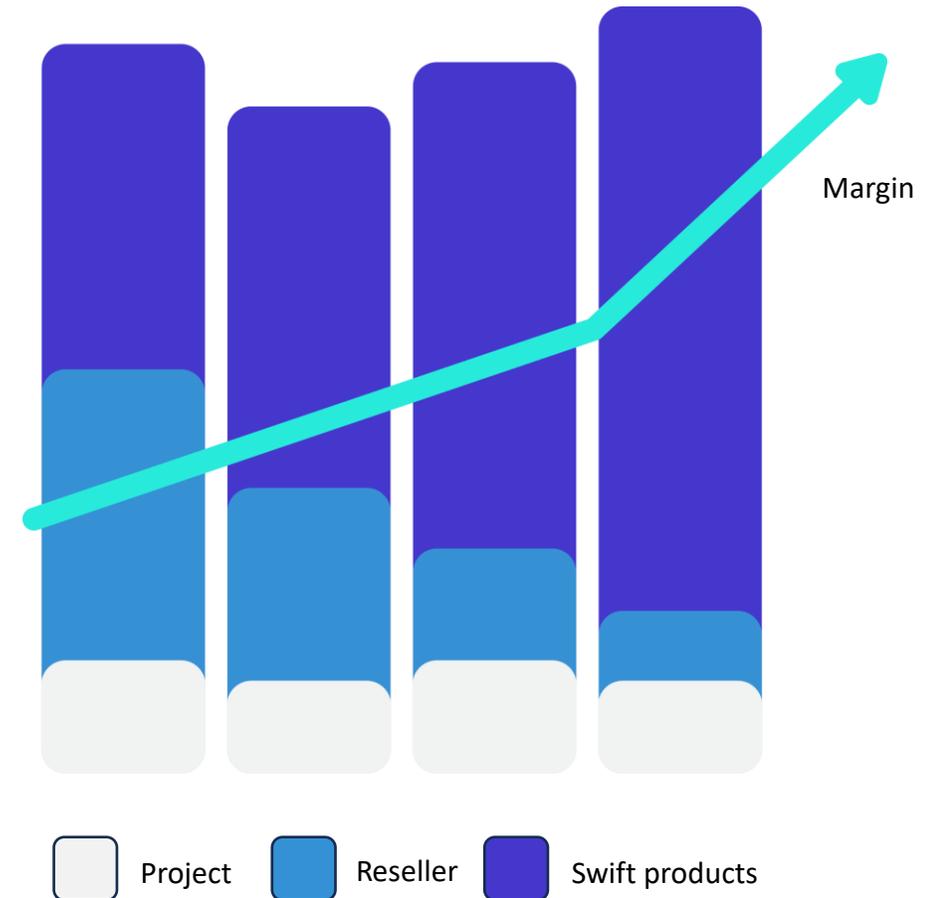
(CAGR: Compound Annual Growth Rate)



Recurring SaaS revenue will keep improving margins.

Evolving product mix from low margin PayTV resales to recurring Swift Access SaaS revenue, driving significant margin growth.

New product technology development will improve scalability – reduce variable costs and allow access to new markets.





Building our competitive edge.

MINING

HEALTH

Market Potential



Mining & Resources

150,000 room market



Aged Care

220,000 room market



Retirement Living

260,000 room market



In-Home Care

818,200 people

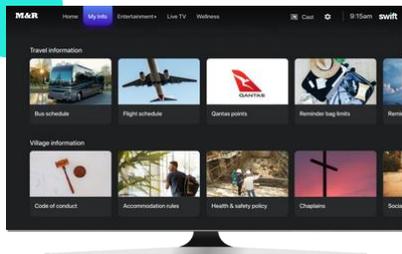
CHSP

235,599 people



Global Aged Care Potential

2,600,000 beds



Enhanced sector-specific value with upgrades in user experience, personalisation, integration, engagement, and content discovery.

A powerful upgrade that further boosts our value and drives cross-selling in health markets, with a more capable and cost-effective device.



Enables global reach with cost-effective cloud servers, eliminating the need for on-site hardware.

Product Roadmap

New User Interface FY25

New TV Device FY26

Cloud Based System FY27

2025 Outlook: Growth & Innovation.



Grow market share in existing markets and accelerate growth into adjacent markets via continued innovation to reduce costs and enhance scalability.

Mining, oil and gas: Factors supporting growth

- Site upgrades and expansions with existing customers.
- Shift away from traditional PayTV entertainment only products
- Swift Access delivers features and functionality designed for mining beyond entertainment.

Aged care market: Our fastest, biggest growth opportunity

- Major Aged Care providers in Australia are currently assessing Swift Access
- Over 11,000 screen inquiries received since Swift Access 2025 launch in October
- New tiered subscription model 'Engagement only' add on 'Entertainment', has generated strong interest from Providers requiring flexibility for new additional services business model as a result of the new Aged Care Legislation commencing 1 July 2025.

Product innovation: The key to successful market entry

- Swift Access 2025 with new user interface and user experience with AI-driven personalisation.
- Fast-track the next-gen Swift TV device with advanced chipset for high-speed and seamless app integration + reduce operational costs and boosting scalability.
- Integration with IoT and apps for enhanced user experience and business efficiency

1

Access to new markets

2

Reduced costs

3

**Best user experience,
responding to new
legislation**



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Thank you.

