Beonic tracks and analyses how people engage with retail venues, including

stores, malls and airports

increasing profits for the people who run them.

MEET THE PRESENTERS

The people behind the transformation, presenting today.

OPENING REMARKS

MM

Michael McConnell

Chair

Joined Board 2024

Global investor and director with thirty-plus years in public markets. Former Managing Director of Shamrock Capital Advisors; began in investment banking at Merrill Lynch and Kidder Peabody. Interim CEO of four public companies; sixteen listed directorships across the US, Australia, NZ, Israel and Ireland, today including OneSpan, SPS Commerce, PowerFleet and QuickFee.

RESULTS & STRATEGY

BT

Billy Tucker

Chief Executive Officer

Joined 2023

Transformation specialist with twenty-plus years across technology, startups and listed companies. Previously CEO of Oneflare, which grew revenue threefold before its sale to Airtasker (ASX: ART); almost a decade in global product and corporate development at Microsoft; founder and CEO of Cudo; digital adviser to Kmart, QBE and American Express.

PLATFORM & VISION

MT

Marc Thompson

Chief Product & Technology Officer

Joined Board 2025

Technology executive with a track record delivering large-scale digital products, with leadership roles across media, fintech and RegTech including NewBook, CompliSpace, Coates Group and Fairfax Media. At Beonic, led the replatform onto one unified spatial stack and the launch of Beonic Vision. BSc (Hons) Information Systems, University of Leeds.

Three years of transformation, delivered. Now set up to scale.

Oct 23
Rebrand to Beonic: clearer value proposition

Nov 23
New CEO · ticker becomes BEO

Jan 24
Legacy lender replaced, covenants lifted

Jun 24
CFO joins · A$5.0m placement · McConnell joins the board

Feb 25
Chief Product & Tech Officer joins

Jul 25
Morocco: 7 airports, A$7.3m

Dec 25
VP Customer Success joins

Apr 26
Vision launches · PTE London

May 26
Replatform complete: one spatial stack

Jul 26
Record FY26 · legacy debt retired

Dates per ASX announcements (October 2023 to July 2026) and company records.

FY26 AT A GLANCE

Once unhealthy, loss-making business, now profitable and ready to scale.

A$4.00m

FY26 EBITDA

From a A$4.9m loss in FY24: an **A$8.9m** improvement

17.2%

FY26 EBITDA margin

Up 532bps on FY25

78.4%

FY26 gross margin

From 56.0% in FY23

A$0.6m

Operating cash inflow

A A$1.4m turnaround on FY25

The legacy USD$3.1m secured facility was retired in full in January 2026, materially reducing the interest burden.

FY26 figures per the audited FY26 financial statements. FY24 per FY24 ASX filings.

FY23 TO FY27

The turnaround is in the results.

	FY23 · Skyfii	FY25	FY26 · Beonic	FY27 target
Revenue	A$23.5m	A$22.0m	**A$23.2m**	**A$25.3m**
EBITDA	(A$1.7m)	A$2.6m	**A$4.0m**	**A$4.8m**
EBITDA margin	(7.2%)	11.9%	**17.2%**	**19.0%**
Gross margin	56.0%	77.3%	**78.4%**	**79.8%**
Exit ARR	A$17.0m	A$17.1m	**A$17.3m**	**~A$20.0m**
Borrowings	Covenant-bound	USD facility drawn	**Retired · A$5.9m repaid**	**Settle $1.2m facility**

GROSS MARGIN: A CLEAR HEALTH SIGNAL

56.0%	68.5%	77.3%	78.4%	79.8%
FY23	FY24	FY25	FY26	FY27 target

Public SaaS median ~75% (KeyBanc 2025 survey). Beonic sits in the best-in-class 75–80% band, above Salesforce (~77%).

FY23 per Skyfii FY23 results (gross profit A$13.2m on A$23.5m). FY24 per FY24 ASX filings. FY25/FY26 per the 30 July 2026 release. FY27 column: ARR and EBITDA margin are guidance; revenue, EBITDA and gross margin are targets per the FY27 budget. Benchmarks: KeyBanc Capital Markets 2025 SaaS survey; Bessemer Cloud Index.

THE MARKET

Retail is a very large and highly fragmented market.

Physical retail, malls and airports are among the largest commercial arenas in the world, and among the least data driven.

Most venues still cannot answer basic questions such as earnings per visitor/minute, /SQM or rate of abandonment. Beonic brings insights.

The category is compounding

18.9% a year

Spatial analytics, US$1.7bn in 2025 to US$9.4bn by 2035.

And no scaled incumbent

The field is single-sensor specialists and point solutions. They are focused on stores, malls or airports, unable to serve all three.

Category growth per published third-party research. Detailed market sizing available in the appendix.

WHAT BEONIC DOES

We turn how people move through a venue into decisions that make visitor journeys more profitable.

Sensors already in the venue

WiFi · people counters · LiDAR · CCTV · Thermal

▶

One unified platform

Movement, dwell and flow, measured & benchmarked live*

▶

Decisions the operator makes

Staffing, layout, leasing, experience, offers

TWO LEVERS THAT MOVE VENUE PROFIT

More revenue-generating dwell

1% more dwell is worth about 1.3% more sales.

A lower cost to serve

Labour is 10–20% of retail sales. Matching staffing to real demand takes cost out, not service.

Customers mostly keep the hardware they already own. Nothing to rip out, and no capital case to argue.

Dwell elasticity: Path Intelligence. Labour share of retail sales: published industry benchmarks.

**currently in 10,678 venues for benchmarking purposes*

THE PLATFORM

We are the intelligence layer above every sensor, focused on sensor unification with own AI layer.

WiFi | People counting | LiDAR | Cameras & Vision | PFMS

ONE UNIFIED, SENSOR-AGNOSTIC PLATFORM

Low barrier in

Easy to start with a single venue. No rip and replace, and no capital case to win.

High barrier out

Very hard to remove once a portfolio benchmarks itself on our data.

PFMS: passenger flow management systems.

BEONIC VISION

We rebuilt the Beonic platform. Vision is the first new product, it’s live and growing fast.

Launched 2026

Already shipped to customers

Built on fifteen years of computer vision

Denver · Best & Less

Live proof points

Airport and retail, in production today, 6 more customers at deployment stage

A$6.7m+

Qualified pipeline

Sold into venues that already trust the platform, 10k existing venues as pipeline

Hardware agnostic, sold into our existing installed base:

10,678 existing venues…the lowest cost of sale available to us.

AIRPORTS ARE RETAIL

Airport’s are commercially attractive malls, 40% of airport revenue is non-aeronautical, pressure to grow

1% → 1.3%

Dwell converts to sales

Better than one for one

3.3x

Airport vs mall yield

Tenant sales per square foot

+23%

Changi retail revenue

Linked to AI commercial management

EXISTING AIRPORT CUSTOMERS

JFK · Heathrow · Abu Dhabi · Denver International · Charlotte Douglas · Seattle-Tacoma · Phoenix Sky Harbor · Baltimore/Washington · Nashville · Austin-Bergstrom · Bradley · Richmond · Tulsa · Narita · Wellington · the Moroccan national network · London City Airport · Aberdeen · Miami · Queenstown · Adelaide

Dwell elasticity: Path Intelligence. Airport and mall yield: Beonic benchmark study, June 2026. Changi: public disclosure.

THE TEAM

A rebuilt team, delivering and scaling market-leading solutions

48% of the Beonic team joined since November 2023

50 of the people exited pre-dated the transformation

1 senior role being recruited currently

The new leadership team

Billy Tucker	CEO · strategic and leadership transformation	2023
Michael Pearce	CFO · financial rigour and efficiency	2024
Marc Thompson	CPTO · product innovation and acceleration	2025
Kylie Mansfield	Global VP CS · retention and expansion	2025
Elizabeth West	VP P&C · culture through the rebuild	2022
Cesar Lomeli	Global VP Operations · operational continuity at scale	2022
Pete Mycock	Global VP, Sales ·Sales methodology and direction	2026

Recruiting now

VP, Marketing

Along with the Marketing Agency The Garden, the VP Marketing will deliver on our strategy in FY27

Headcount and tenure per the Beonic HR system as at 10 August 2026. Year shown is year of joining.

We reallocated the cost base and rebuilt the balance sheet.

The cost base, reallocated

23% to **~50%**

R&D share of labour spend. A significantly smaller company, with solutions previously spread across disparate platforms now unified on one stack.

The balance sheet, rebuilt

- A$5.9m of borrowings repaid in FY26, and the USD$3.1m legacy facility retired in full
- FY26 entitlement issue of A$3.0m, fully subscribed: existing holders backed the plan
- Cash flow positive from operations in FY26, a A$1.4m turnaround on FY25

Why this shows up in the P&L

- A thin equity base had to fund the transformation, retire legacy debt and fund growth like Morocco, all at once
- Consolidating disparate platforms on to one stack is why 5.5% revenue growth produced 53% earnings growth
- The operating leverage is structural, margin has compounded from (7.2%) to 11.9% to 17.2% TO 19%*

FY26 figures per the Appendix 4C and Quarterly Activities Report, 30 July 2026. Legacy debt figure subject to CFO confirmation.*FY27 GUIDANCE

FY27 GUIDANCE

From remediation to conversion.

~A$20.0m	A$25.3m	~19%
Exit ARR	Revenue	EBITDA margin

How we get from A$17.3m to the range

Morocco	+A$0.4m to full contribution. Two sites already in build.
Beonic Vision	A$6.7m qualified pipeline, generally available, live at Denver and Best & Less.
Airports & channel	A$37.1m qualified pipeline overall. Partners extend reach we cannot hire.
Retention	A 5% churn allowance, against net revenue retention of 110%.(GPT renewed, 5 year TCV $6.5m 18th August 26)

The basis

Stated on reported ARR at 30 June 2026 rates, the same basis as the FY26 exit figure, so the comparison is like for like.

What it adds up to

Revenue +9.1%, EBITDA margin up 180bps, and a Rule of 40 score moving to the mid thirties.

FY27 targets per the Beonic FY27 budget, restated against FY26 actuals as reported on 30 July 2026. Forward-looking statements; actual results may differ.

THE ARC

Three years ago we started a transformation. It shows up in the accounts now.

We proved it

A loss-making company became a record-profit company on the same revenue, with the debt retired and cash flow positive.

We rebuilt it

New leadership, one unified platform, half the company new, and R&D from 23% to ~50% of labour spend.

Now it converts

Vision into the installed base, Morocco to full contribution, a A$37.1m pipeline, and guidance of ~A$20.0m exit ARR.

Thank you. Questions.

THE TURNAROUND IS IN THE RESULTS

Compounding margins, with FY27 guided higher again.

EBITDA

FY24
(A$4.9m)
Loss year

FY25
A$2.6m
11.9% margin

FY26
A$4.00m
17.2% margin

FY27 TARGET · GUIDANCE
A$4.8m
~19% margin

GROSS MARGIN

Best-in-class SaaS band is 75–80%.

56.0%	**68.5%**	**77.3%**	**78.4%**	**79.8%**
FY23	FY24	FY25	FY26	FY27 target

FY23 per Skyfii FY23 results. FY24 per FY24 ASX filings. FY25 and FY26 per the audited FY26 financial statements. FY27: EBITDA margin per FY27 guidance; EBITDA and gross margin are targets per the FY27 budget. Forward-looking statements; actual results may differ. Full FY23–FY27 table in the appendix.