



4QFY22 Results Presentation

Spacetalk Ltd.
(ASX:SPA)

July 2022



CONNECTED FAMILIES • CONFIDENT KIDS • SAFE SENIORS



Important notice

This presentation has been prepared by Spacetalk Ltd. (“Spacetalk,” or “Company,” or “SPA”).

Information contained in this presentation:

- is intended to be general background information only, and is not intended that it be relied upon as advice to investors or potential investors and is not an offer or invitation for subscription, purchase, or recommendation of securities in Spacetalk
- should be read in conjunction with Spacetalk’s financial reports and market releases on ASX
- may include forward-looking statements about Spacetalk and the environment in which Spacetalk operates, which are subject to significant uncertainties and contingencies, many of which are outside the control of Spacetalk – as such undue reliance should not be placed on any forward-looking statements as actual results or performance may differ materially from these statements
- includes statements relating to past performance, which should not be regarded as a reliable guide to future performance
- includes certain financial information which Spacetalk considers useful to assist in evaluating Spacetalk’s performance, however, such information has not been subject to audit or review in accordance with Australian Auditing Standards

All dollar values are in Australian dollars (A\$) unless otherwise stated.

Definitions:

- FY = full financial year ended 30 June



Hello

1 Results Summary

2 Business Update

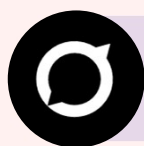


1

Results Summary



4QFY22 Financial Highlights



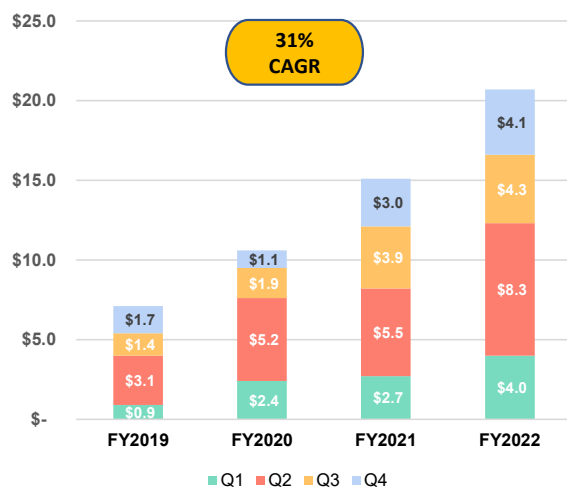
GROUP REVENUE

▲ **\$4.1m**

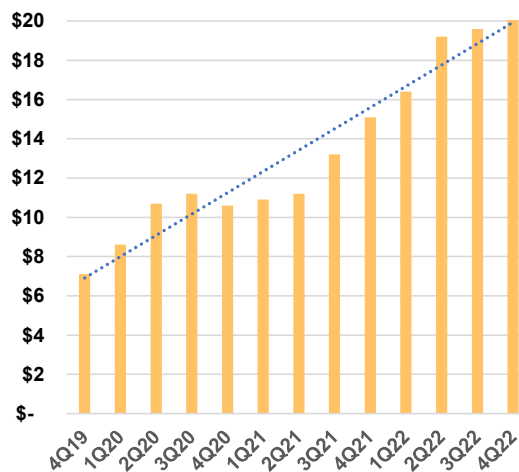
+40.9% pcp

4Q2021: \$2.9m

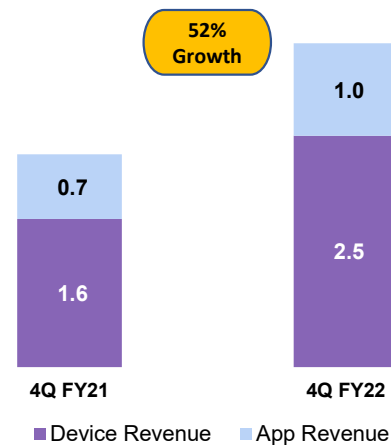
GROUP REVENUE BY QUARTER



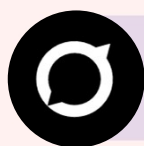
ROLLING 12 MONTH REVENUES



TOTAL WEARABLES REVENUE



FY2022 Financial Highlights



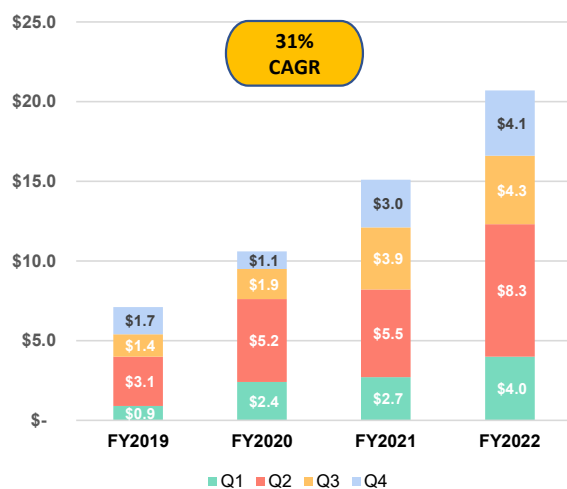
GROUP REVENUE

▲ **\$20.7m**

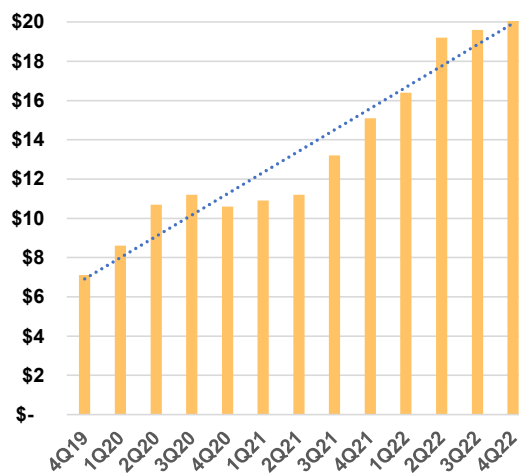
+37.1% pcp

FY2021: \$15.1m

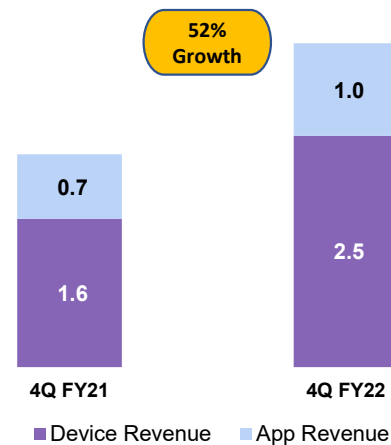
GROUP REVENUE BY QUARTER



ROLLING 12 MONTH REVENUES



TOTAL WEARABLES REVENUE



4QFY22 Wearables Summary

DEVICE SALES

▲ **\$2.5m**

+55% pcp

4Q2021: \$1.6m



WEARABLES REVENUE

\$3.5m

▲ +52% pcp

APP REVENUE

▲ **\$1.0m**

+43% pcp

4Q2021 : \$0.7m



APP ARR¹

▲ **\$3.8m**

+41% pcp

4Q2021 : \$2.7m



Marketing Expenditure

▲ **\$0.5m**

108% pcp

4Q2021 \$0.3m



FY2022 Wearables Summary

DEVICE SALES

▲ **\$14.9m**

+41% pcp

4Q2021: \$10.6m



WEARABLES REVENUE

\$18.3m

▲ +44% pcp



APP ARR¹

▲ **\$3.8m**

+41% pcp

4Q2021 : \$2.7m



APP REVENUE

▲ **\$3.4m**

+55% pcp

4Q2021 : \$2.2m



Marketing Expenditure

▲ **\$2.1m**

40% pcp

4Q2021 \$1.5m



2

Business Update





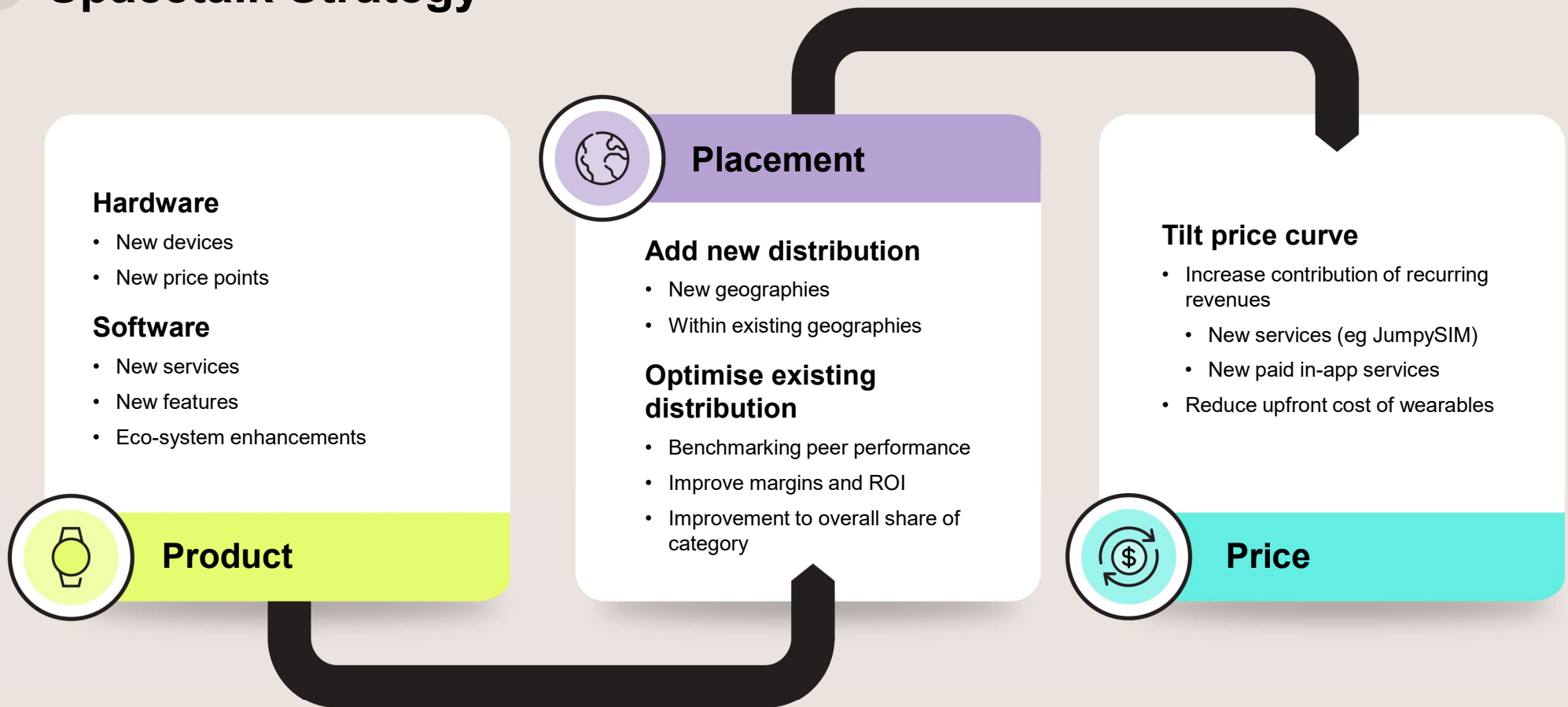
Connections for families

Spacetalk is the developer of a technology platform providing child safety and development tools to support wellness.

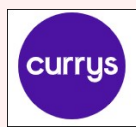
We provide to families the tools experience the benefits and wonders of smart mobile technology while maintaining control and security.



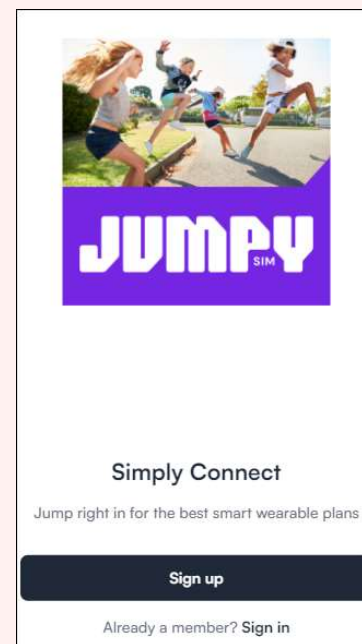
Spacetalk Strategy



Distribution Partners and Gateways



JumpySIM Mobile Service for Smart Wearables



Report Card

Enhanced Corporate Governance

Expand Distribution

Additional Recurring Revenues

Improve Operating Cost Efficiencies

Product Development and Innovation

New Independent Chairman and Director

Audit & Risk, and Remuneration & Nomination Committees

Best Buy US and Verkkokauppa Finland

Additional US, Canada and UK online distribution

JumpySIM launched in USA

JumpySIM to launch in Australia in 1QFY23

Cost out program to reduce operating expenses

Focus on accelerating pathway to cash-flow positivity

New features to support children's wellness

New kids' wearables

Thank You



Connecting families | safe | engaging | reliable

This announcement has been authorized by Spacetalk CEO Mark Fortunatow.

Spacetalk Ltd. (ASX:SPA) is a global technology provider of secure communication solutions for families to stay connected and protected.

Spacetalk's range of all-in-one smartphone GPS watches for children (Spacetalk KIDS and Spacetalk ADVENTURER) and seniors (Spacetalk LIFE) are purpose built with tailored features, design qualities and best practice data encryption, security and privacy technologies, for families to stay confidently connected. Fun, fashionable, secure and technologically advanced, Spacetalk devices deliver confidence for the child and senior wearer, enhanced controls for the guardian, and engaging functionalities for the whole family to stay connected.

The Spacetalk App is designed to provide a family environment for fun, engaging and secure media consumption beyond its device control functionalities for the guardian. Every linked contact – parents, grandparents, extended family members and friends – regardless of whether they are Android or iOS users, can interact with linked Spacetalk devices and each other through the Spacetalk App.

Spacetalk was founded in 2001 and listed on the ASX in 2003 as MGM Wireless Limited, which developed the world's first SMS student absence notification platform for schools and went on to become Australia's most successful school messaging company. On 12 November 2020 the Company changed its name to Spacetalk Ltd.

Investor Centre: <https://investors.spacetalkwatch.com/>

Investor Enquiries

Dimitri Burshtein
Investor Relations and Corporate Development
+61 493 041 751
dburshtein@spacetalkwatch.com





spacetalkwatch.com

