

23 November 2022

FY23 interim results and business update

Investor presentation



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Agenda

1. H1 financial results (with *Nicole Robinson, CFO*)
2. Underlying progress
 - a. Technology platform (*Dr Daniel Milligan, CTO*)
 - b. Brand & positioning
 - c. Life sciences
 - d. Culture
3. Q & A

H1 results overview

NZD \$m	H1 FY22	H2 FY22	H1 FY23
Revenue	20.4	13.4	9.0
Gross profit	11.1	5.7	2.8
<i>Gross margin %</i>	<i>54%</i>	<i>42%</i>	<i>31%</i>
Total expenses	8.0	8.7	9.5
NPBT	3.2	(2.8)	(6.5)
EBIT	3.6	(2.4)	(6.1)

Other financial/customer highlights

Semiconductor

- All Micron instruments now operational in fab monitoring
- Verbal confirmation that we've won another 2 semiconductor customers

Other

- Services revenue of \$3.9m* (+123% vs H1 22) and profitable
- US/EU H1 revenue stable vs last year – pipeline + seasonality suggest significant growth in H2
- Advertising tactics delivering thousands of additional contacts with highly targeted audience (website, webinars, eDMs, etc)

Key issues

What is happening with Samsung?

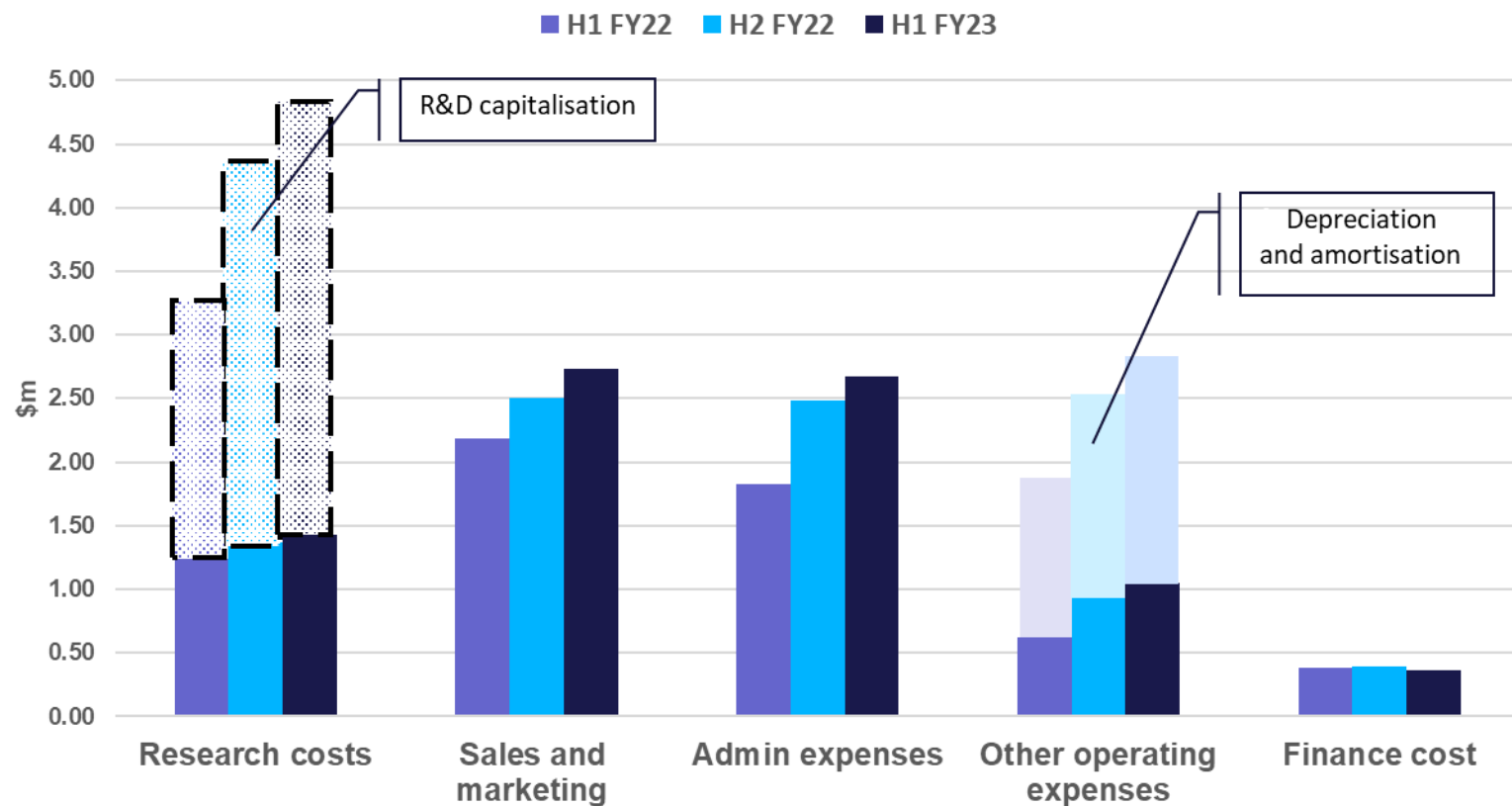
- Samsung is one of the most sophisticated manufacturers, with the highest standards.
- They've expanded how they use our product and lifted expectations. Orders have slowed while we work with them to advance the product.
- Latest developments now testing in the fab. Cautiously positive outlook.

What indications can you give of second half results?

- Results remain dependent upon large customers (see above).
- US/EU have seasonal increase in H2 due to December financial year - ordering before year end and after new budgets approved.
- Strong pipeline across the business, but timing not certain.

Expenses

TOTAL EXPENSES



Comments

- Capital raise allowed to invest through revenue volatility but have moderated.
- Continued investment in product development, which has increased \$1.5m on a total basis compared to H1 FY22, offset by R&D capitalisation for the period.
- Investment in market capability and in market presence is the driver of the 25% increase in sales & marketing (H1 FY22 v H1 FY23).
- Administrative and other operating expenses have increased, largely driven by increased headcount, depreciation and amortisation.

Balance sheet

CASH
\$13.4m
UP \$13.0m

DEBT
\$3.6m
DOWN \$1.0m

INVENTORY
\$8.3m
UP \$2.7m

**DERIVATIVE
LIABILITIES**
\$5.5m
UP \$5.5m

**INTANGIBLE
ASSETS**
\$10.6m
UP \$2.6m

Key comments

- Ampersand capital of \$22.8m received April 2022
- Increase in inventory relating to additional stock held for long lead and short supply items
- Intangible assets increased \$2.6m over the period driven by investment in product development
- Current tax asset of \$1.2m relates to tax estimate for the period
- Overall borrowings reduced by \$1m over the last 12 months (HY22: \$4.6m)
- Effective hedge accounting implemented during the period, increasing derivative liabilities to \$5.5m

Underlying progress

Recap on strategy

Applications

Win in Semi

Build in life sciences

Tactical
adjacencies

eg
environmental

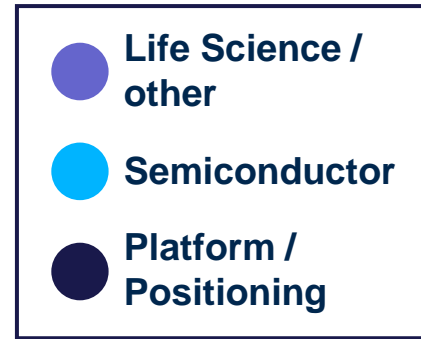
Brand

Position as the game changer

Tech platform

One stable, flexible platform

Pathway to leadership



“Consolidate”

US/EU sales
+ define 2nd scale mkt

Korea revenue
+ stabilise Micron

Consolidate hardware +
digital platform

Last 6 months

“Build”

Life sciences product –
initial release, beta
customers

Scaling (especially Asia)
+ new semi product

Platform stability + new
messaging, marketing
capability

This 12 months

“Scale”

Fully compliant life
sciences product +
broader product/GTM

Scaling globally

Next gen platform
+ accelerating
awareness

12-24 months

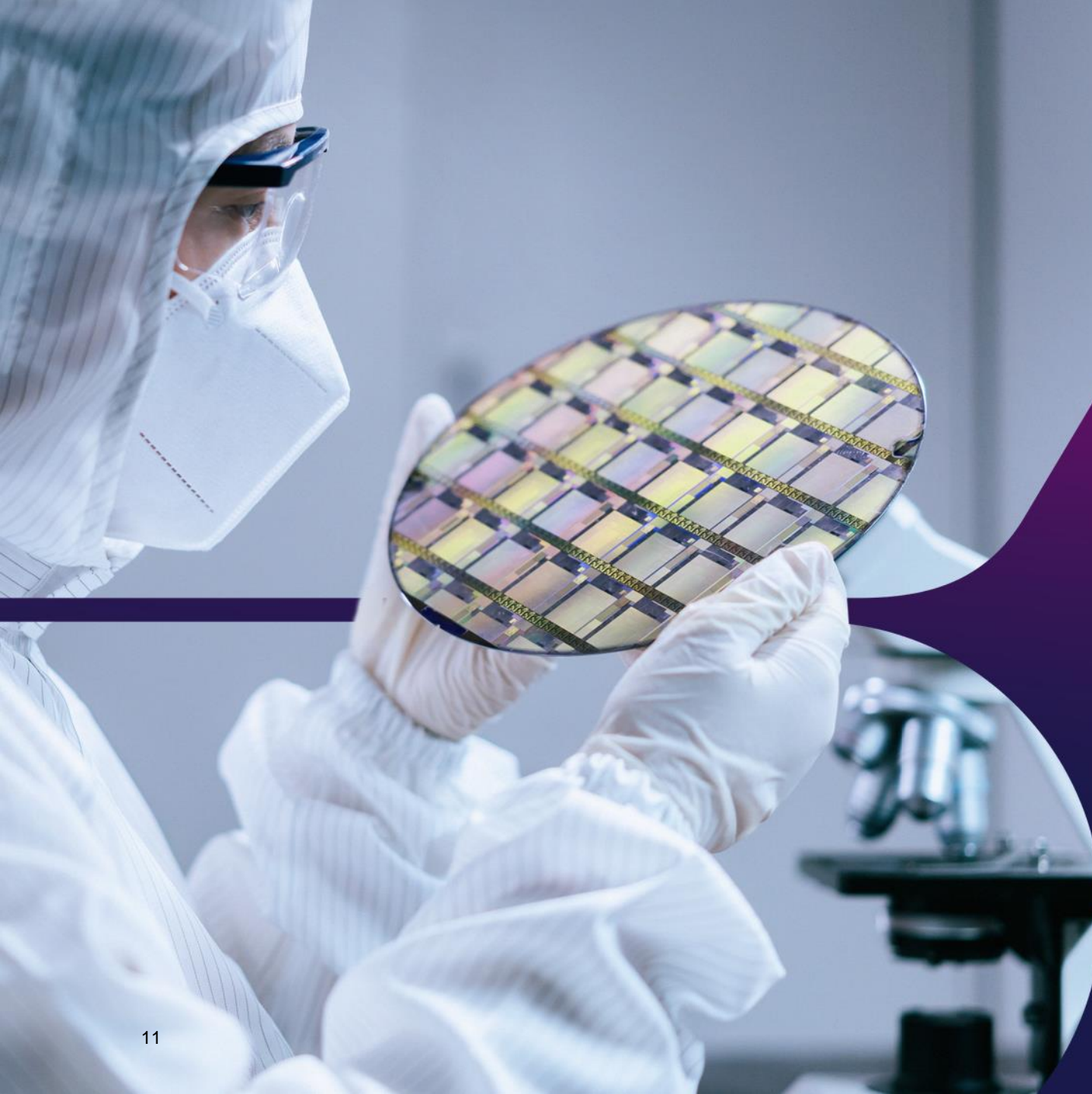
“Lead”

Life sciences
accelerating
+ new emerging market

Clear market leader, with
moats

Innovation and brand
leader

2-5 years



Technology platform

The stability imperative

Using analytical instruments for 24/7 monitoring requires stability and consistent data quality, even without trained oversight.

Stability delivers customer value directly and improves performance parameters like sensitivity and LOD.

For Syft, it also reduces servicing requirements. This improves margins and makes it easier to scale.

Overview of improvements

Comprehensive upgrade across hardware, software, architecture and compliance.

>40% of top level systems improved in the last 12 months.

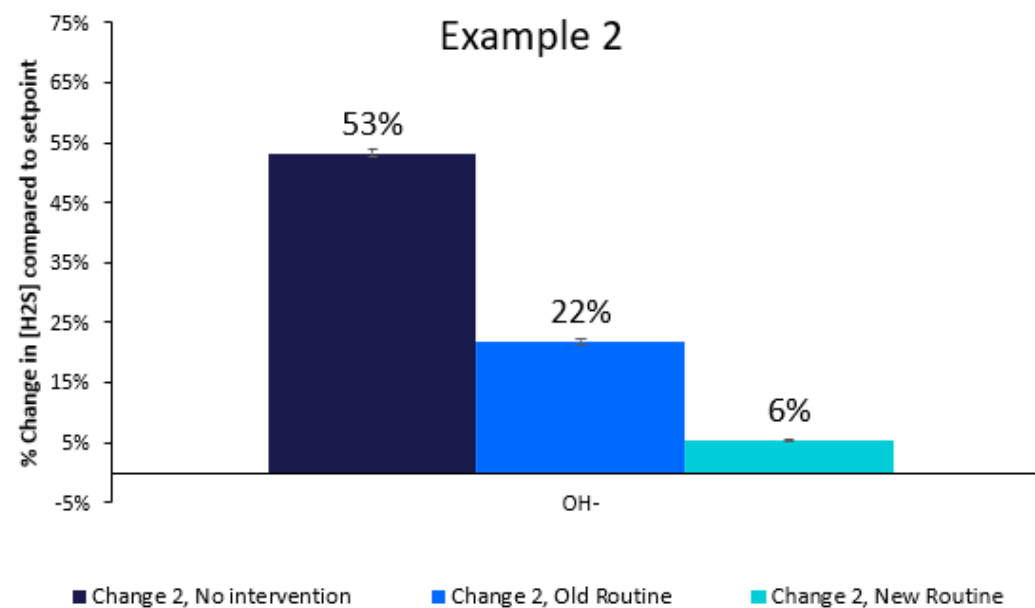
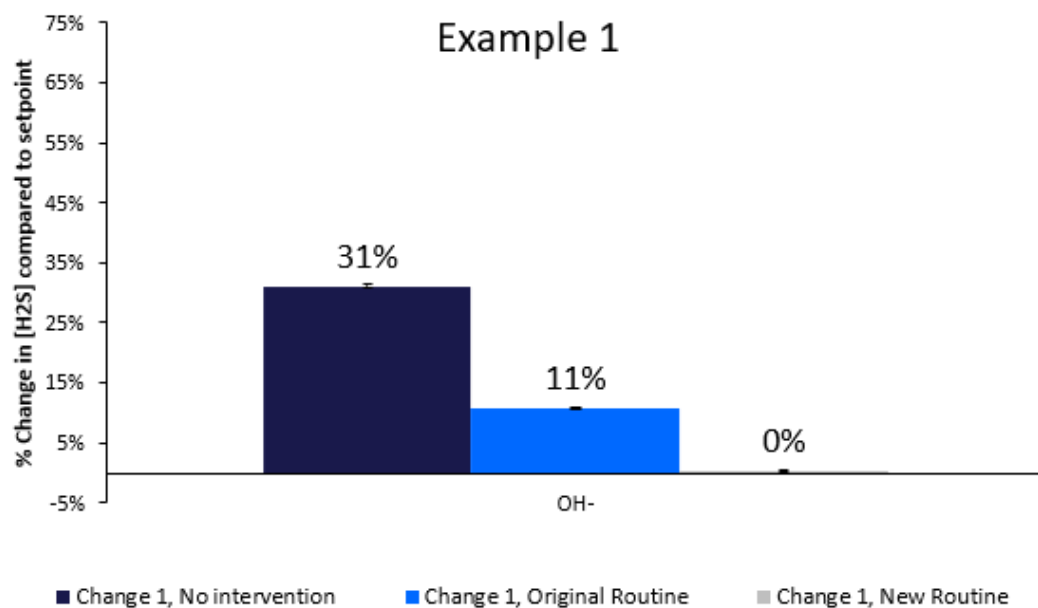
Major benefits

- Consistent performance in each instrument, and at fleet level
- Better control and performance for ion generation
- Greater accuracy of HF concentration (key semiconductor compound)
- More intelligence and automation of performance maintenance
- Broadened and updated compliance, and set foundations for future additions
- Increased sensitivity

Concentration stability

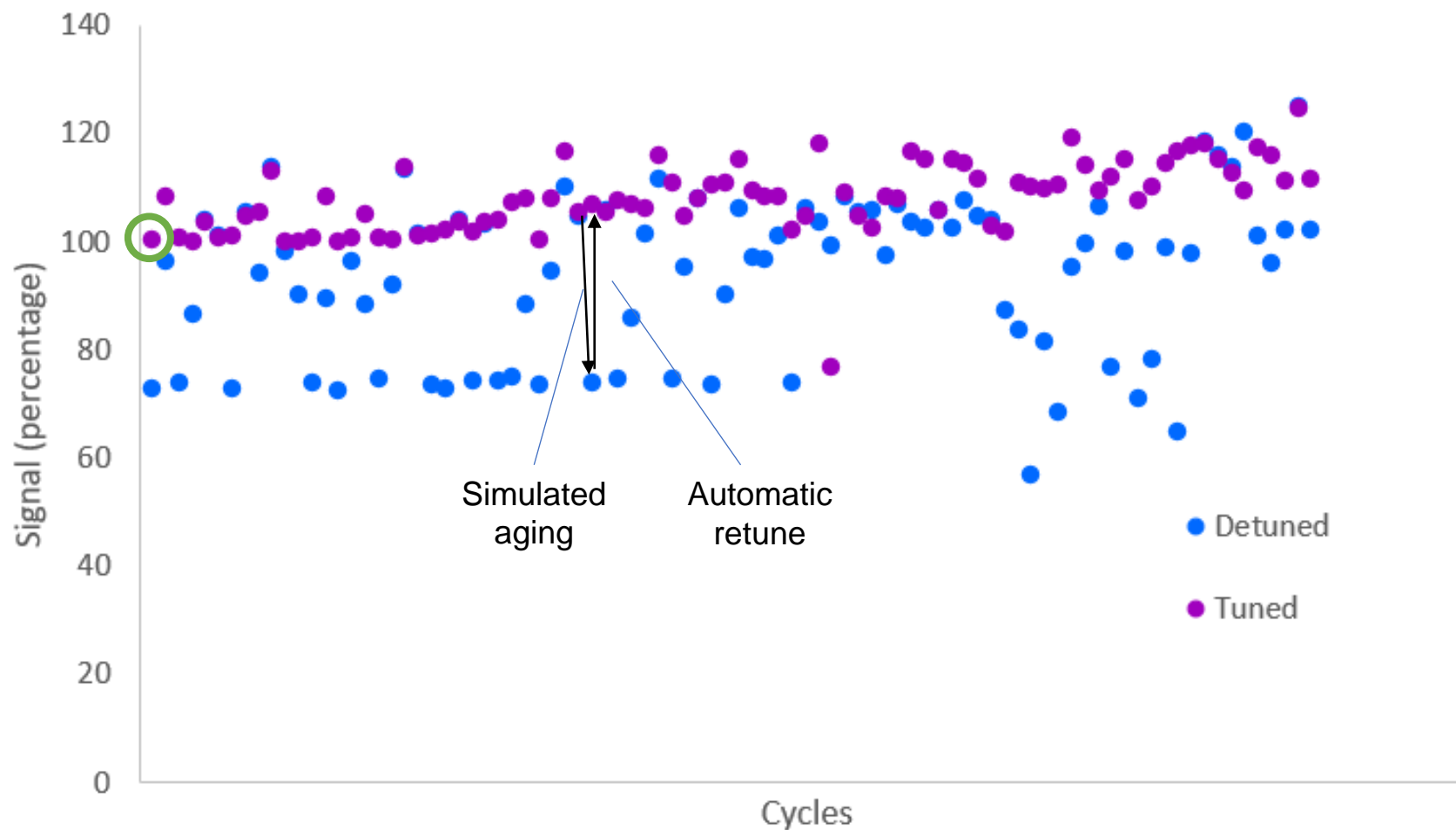
For a process instrument it is critical that the results be able to be automatically corrected for any instrument changes.

Certain extreme changes can cause these results to change and Syft uses the Syft Standard to return the instrument to accurate measuring.

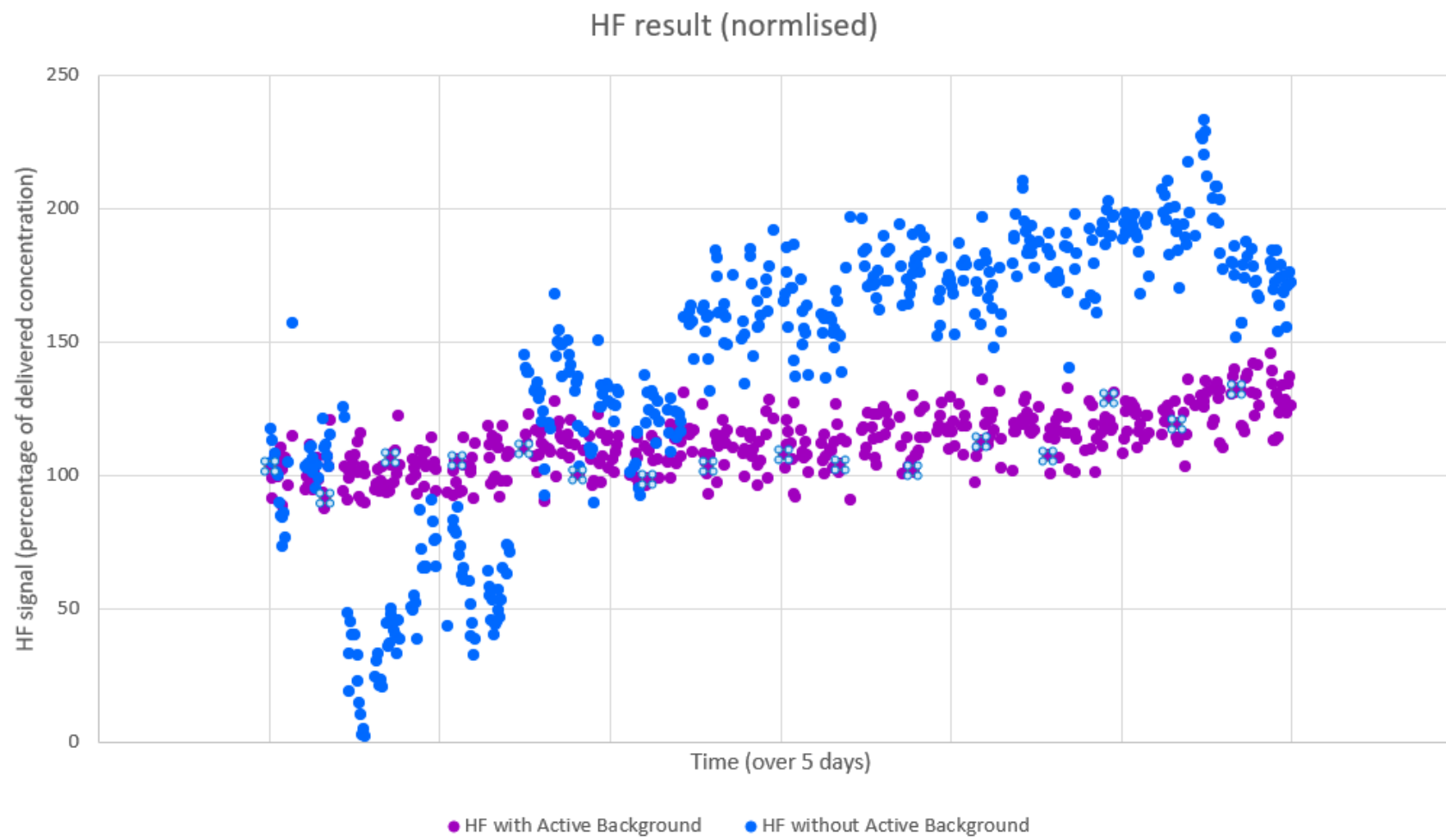


Ion Stability

Automated ion signal maintenance routines.



Active background



In Semiconductor air monitoring, Syft can measure the most comprehensive range of organic and inorganic compounds.

We are the standard for organics and now, in comparison to the industry standard technique for the key inorganics, we match within 5-17%.

For key inorganic compounds, the improvements have also doubled sensitivity.



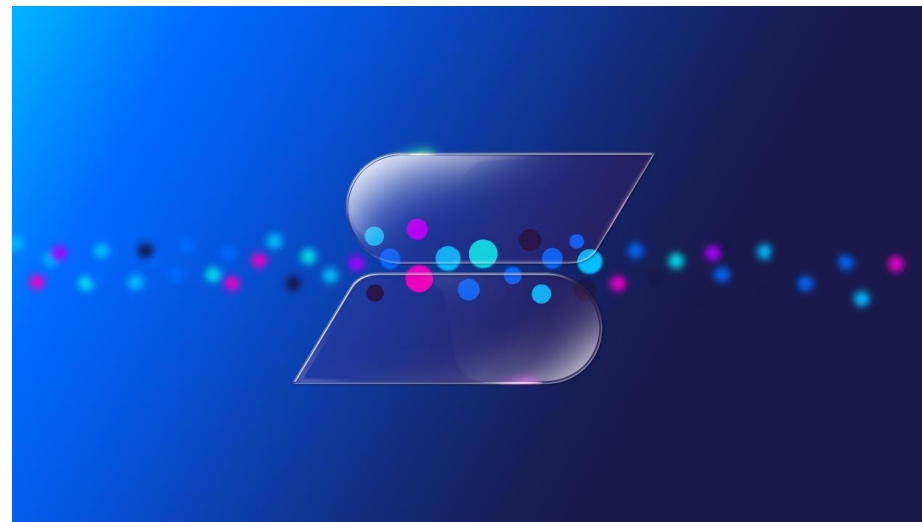
Brand & positioning

Where we've been

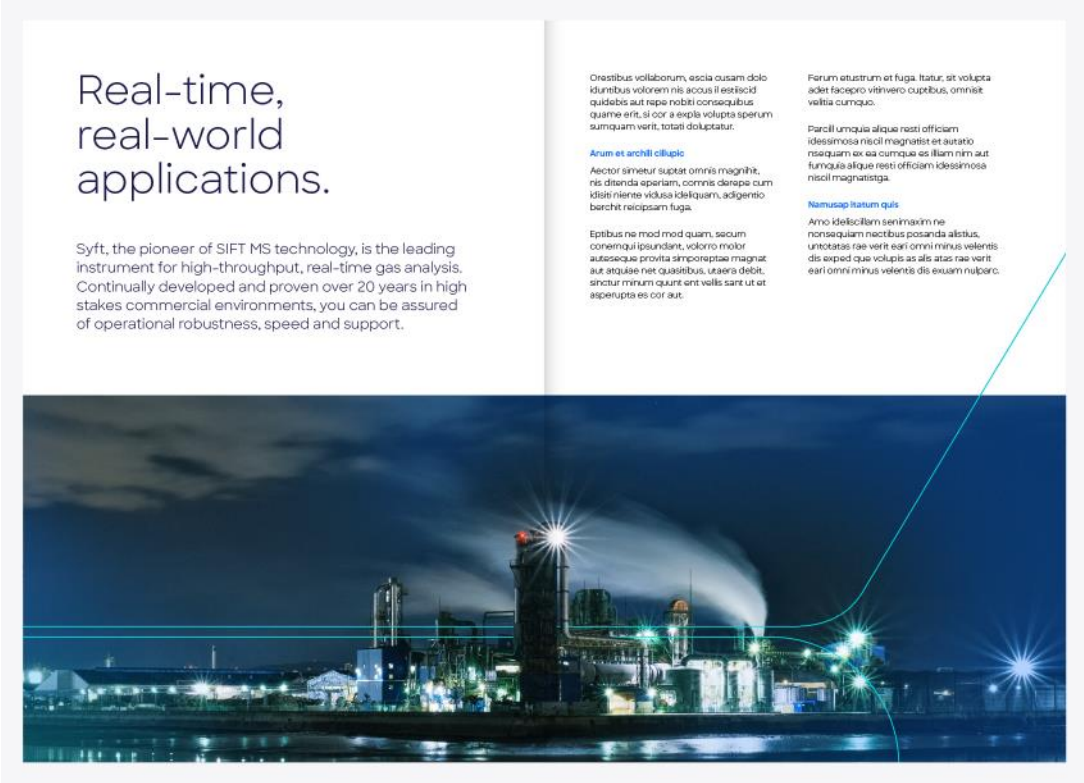


New brand assets

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Brochures





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Faster trace gas measurement.

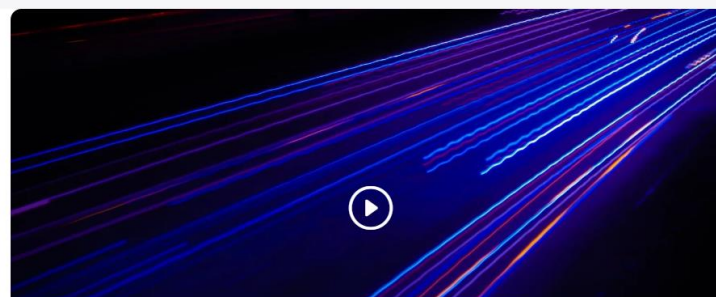


How fast is Syft analysis?

SIFT-MS provides real-time trace gas detection of a broad range of compounds all at the same time. Watch this 2-minute demonstration of real-time data collection with a method targeting benzene, ethylene oxide, formaldehyde, hydrogen sulfide and toluene.

[Learn more about SIFT-MS](#)

[Download technology overview](#)



MacBook Pro

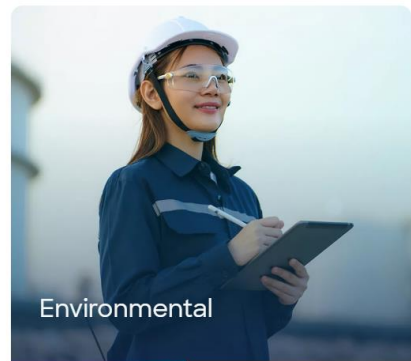


Industries



Semiconductor

Online AMC monitoring solutions for semiconductor fabrication environmental control. Detect volatile



Environmental

The sensitive, selective and real-time analysis of SIFT-MS provides simple and continuous monitoring of trace VOCs



Pharmaceutical

Real-time VOC analysis for pharma and CDMO applications. SIFT-MS delivers high-throughput solutions that





Life sciences



Opportunity in pharma/consumer goods

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Business

Many Dry Shampoos Contain Cancer-Causing Agent, Study Shows

Benzene levels found in dry shampoos are significantly higher than what was found earlier in sunscreens and hand sanitizers, according to a study from Valisure.



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Dry shampoo Source: Valisure

By [Anna Edney](#)
November 1, 2022 at 4:00 AM PDT Updated on November 1, 2022 at 6:49 AM PDT

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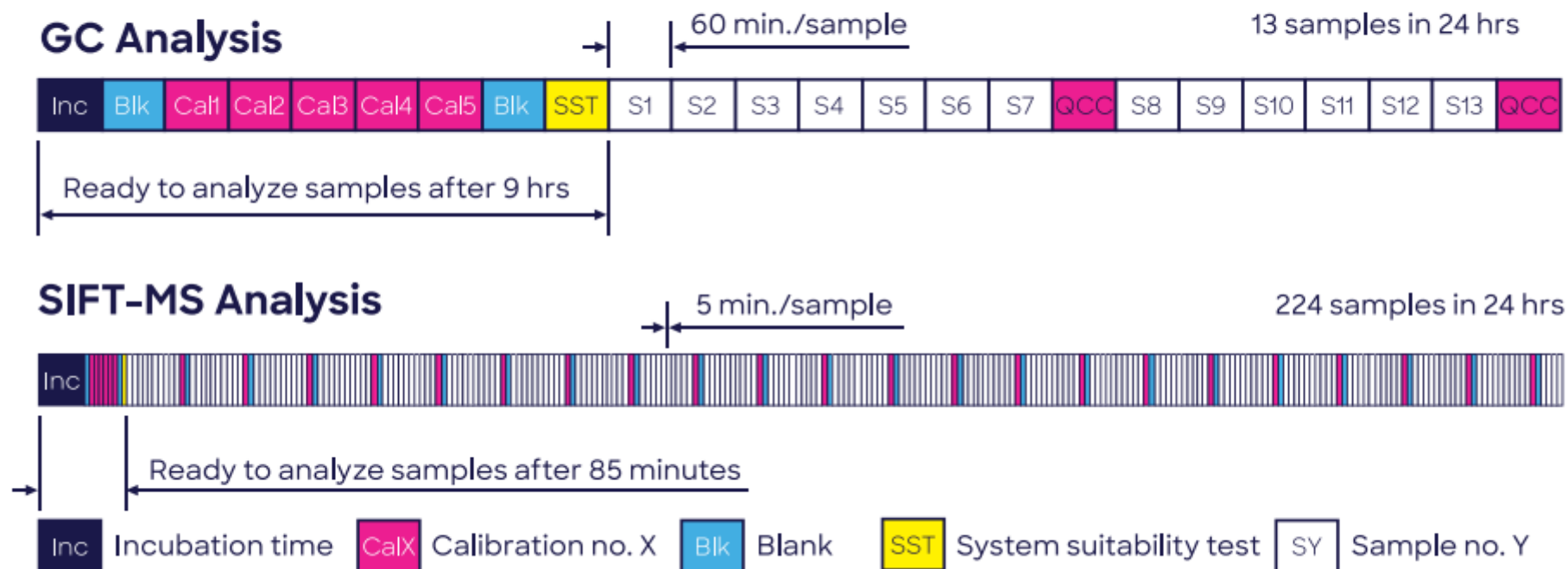
Top-selling dry shampoos including Not Your Mother's and Church & Dwight Co.'s Batiste contain high levels of benzene, the cancer-causing chemical that led Unilever to yank its product from shelves earlier this month, according to a new independent study.

"[Valisure] partnered with Syft Technologies, a company that designs and sells trace gas analysis equipment, to conduct direct air-measurement tests, which can more precisely capture benzene levels."

"Using Syft's data, Valisure determined it's possible the actual benzene levels in spray-on dry shampoo could be 10 times to 50 times higher than what standard testing reveals"

Residual solvents example

Figure 1. Daily sample schedules for gas chromatography and SIFT-MS analysis of Class 2 residual solvents. The SIFT-MS schedule applies to any headspace sample.



Culture



We need to **SHYFT**
the way we think
and operate

At the same time leveraging our successful
heritage and DNA (mass x acceleration!)

The background is a dynamic, abstract composition of light streaks and curves. A bright, glowing orange and yellow light trail curves from the bottom left towards the center. Above it, several blue and purple light streaks curve in the opposite direction, creating a sense of motion and depth. The overall color palette is dominated by deep blues and purples, with the bright light trails providing a strong contrast.

Our daily actions must build
on our **problem-solving DNA**
to deliver **excellence**
at **speed and scale.**

Centred on our customers, when we sign up to Syft, we commit to these operating principles...

1 Start with the customer.

Our value is judged by our customers. We strive to reach global standards. We often consider different perspectives, but nothing else matters unless we solve the customer's problem. Start with that.

2 Use good judgment.

There are few simple answers. We allow autonomy to make decisions and expect humility to ask for help. We reward risks taken for the right reasons, even if they have unfavourable outcomes. In the short run, we evaluate judgment on the speed and rigour of decisions. In the long run, we evaluate a track record of results.

3 Never compromise safety.

Innovation and urgency are valuable but should never compromise our team's or our customers' safety. This is a red line that we do not cross.

1

2

3



7

Enjoy the journey.

We take our work seriously, but not ourselves. We celebrate each other's successes. We encourage connecting as people, not just professionals.

6

No passengers.

We expect everyone to take ownership of problems, and drive to solutions and action.

5

Assume good intent.

We trust our people so we bias towards transparency and sharing. When we disagree, we seek first to understand each other. We balance our high standards with flexibility in how people mesh their work with their personal life.

4

Win together.

We always act in the overall company's best interests. We are inclusive. We seek out all voices and cut across silos to bring the best of Syft to solving a problem. We work flexibly to collaborate across time zones. We enthusiastically respond to requests for help.

Thank you

Simply. Faster.

