



UNSURPASSED PRODUCTIVITY

# FY2022 AGM CEO presentation

24 August 2022

Confidential and Proprietary

# Agenda

- I. FY22 Financial results
- II. Near-term financial outlook
- III. Underlying progress
- IV. Q&A





# I. FY22 Financial results

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# FY2022 OVERVIEW

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## REVENUE

**\$33.7m**  
Up 17%

## GROSS PROFIT

**\$16.7m**  
Up 28%

## TOTAL EXPENSES

**\$16.7m**  
Up 25%

## NPBT

**\$0.4m\***  
(FY21: \$1.1m)

## EBITDA

**\$4.0m**  
Up 36%

## HIGHLIGHTS

- Consolidated key customer relationships
- Instrument revenue up 75% in US & Europe
- Built out our support capability across all regions
- Increased R&D capacity

\* Includes other income \$0.46m



# FY2022 FINANCIAL RESULTS



NZD \$m	Fiscal Year ending 31 March			
	FY2022	FY2021	Change	% Change
Revenue	33.8	28.8	5.0	17%
Gross profit	16.7	13.1	3.6	28%
Gross margin	50%	46%	4%	9%
Other income	0.5	1.4	(0.9)	(66%)

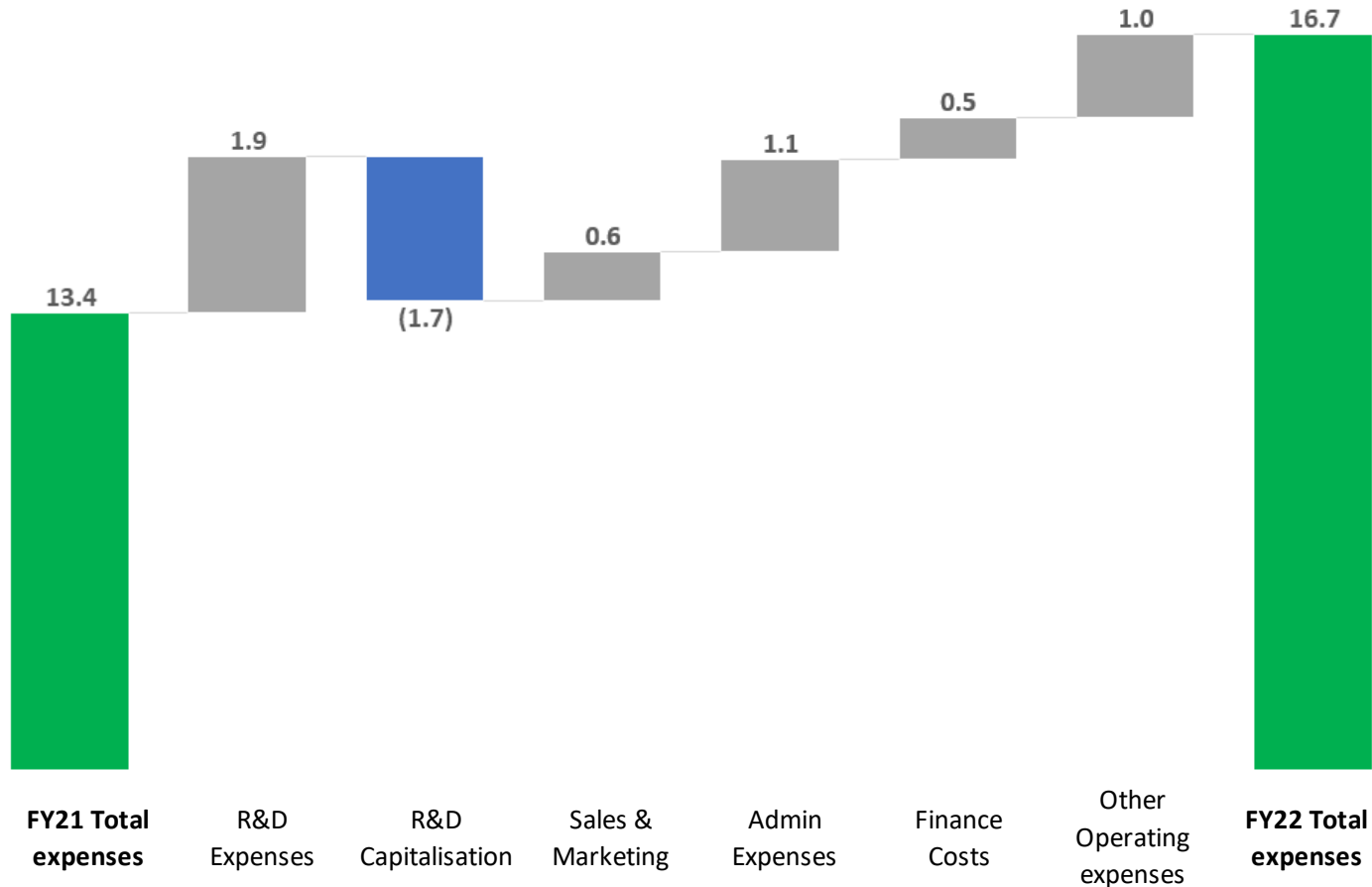
## Commentary

- Total revenue up 17% YoY
- Gross Margin 50% driven by product mix and increase in service contracts
- FY2021 Other Income high due to COVID-19 response wage subsidies



# FY2022 FINANCIAL RESULTS CONTINUED

## TOTAL EXPENSES YoY (\$m)



### Commentary

- Total Investment in R&D increases 38%, expense offset by increase in capitalisation
- Administrative and other operating expenses have increased, largely driven by increased headcount, depreciation and amortisation



# FY2022 FINANCIAL RESULTS CONTINUED



NZD \$m	Fiscal Year ending 31 March			
	FY2022	FY2021	Change	% Change
Total Assets	47.0	40.4	6.5	16%
Total Liabilities	23.3	19.3	4.0	21%
Net working capital	7.6	5.8	1.8	32%

## Commentary

- Ampersand capital of \$22.8m received after balance date
- Property, plant & equipment increase of \$2.6m is attributable the new facility and demo units
- Capitalisation of R&D drives the increase in intangibles
- Term loan drawn in April 2021 is reflected borrowings under current & non current liabilities
- Increase in share capital due to the sale of shares issued under the previous CEO share scheme



## II. Near-term financial outlook

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# JULY TRADING UPDATE – KEY POINTS



- "FY2023 sales have got off to a slower start than anticipated. H1 revenue is projected to be similar or slightly lower than the \$13.4m revenue achieved in the last half year (H2 of FY2022).
- We anticipate stronger sales in H2, and remain optimistic for positive revenue growth in the full year."
- "The primary driver for the slow start has been slower than expected demand from our two major Semiconductor customers."
- "Broader sales momentum is strong.. expect another material step up in [US/Europe] in FY2023."
- "As a result of the lower than expected short-term sales, Syft expects to report a net loss in the first half. The balance sheet remains strong, bolstered by the \$23m capital raised in April this year.
- We are managing costs prudently, while continuing to invest in product innovation and customer-facing teams to drive growth and build a more resilient business."

- H1 revenue will be lower than H2 of FY22 (as foreshadowed in July update)
- We remain optimistic about H2 but timing of instrument sales (inc major semiconductor customers) is uncertain and may fall into next year
- In Semiconductor:
  - Major improvements in product/service offering noted by major customers, but expectations also rising
  - Advanced conversations on several opportunities beyond two major customers – optimistic about converting to sales in FY23
  - No major reduction in customer capex budgets
- In US/Europe (outside semiconductor):
  - Growing pipeline, with many positive opportunities well advanced
  - Customers exercising caution around final purchasing decision. Some budget cuts
- Mitigating risks by further containing costs, and focusing product development on immediate major customer needs

### III. Underlying progress

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Applications

**Win in Semi**

**Build in life  
sciences**

*Opportunistic  
adjacencies  
e.g.  
environmental*

Tech  
platform

**One stable, flexible platform**

Brand

**Position as the game changer**



# PATH TO LEADERSHIP



- Life Science / other
- Semiconductor
- Platform / Positioning

## “Consolidate”

US/EU sales  
+ define 2nd scale mkt

Korea revenue  
+ stabilise Micron

Consolidate hardware +  
digital platform

## “Build”

Life sciences product –  
initial release, beta  
customers

Scaling (especially Asia)  
+ new semi product

Platform stability + new  
messaging, marketing  
capability

## “Scale”

Fully compliant life  
sciences product +  
broader product/GTM

Scaling globally

Next gen platform  
+ accelerating awareness

## “Lead”

Life sciences accelerating  
+ new emerging market

Clear market leader, with  
moats

Innovation and brand  
leader

FY22

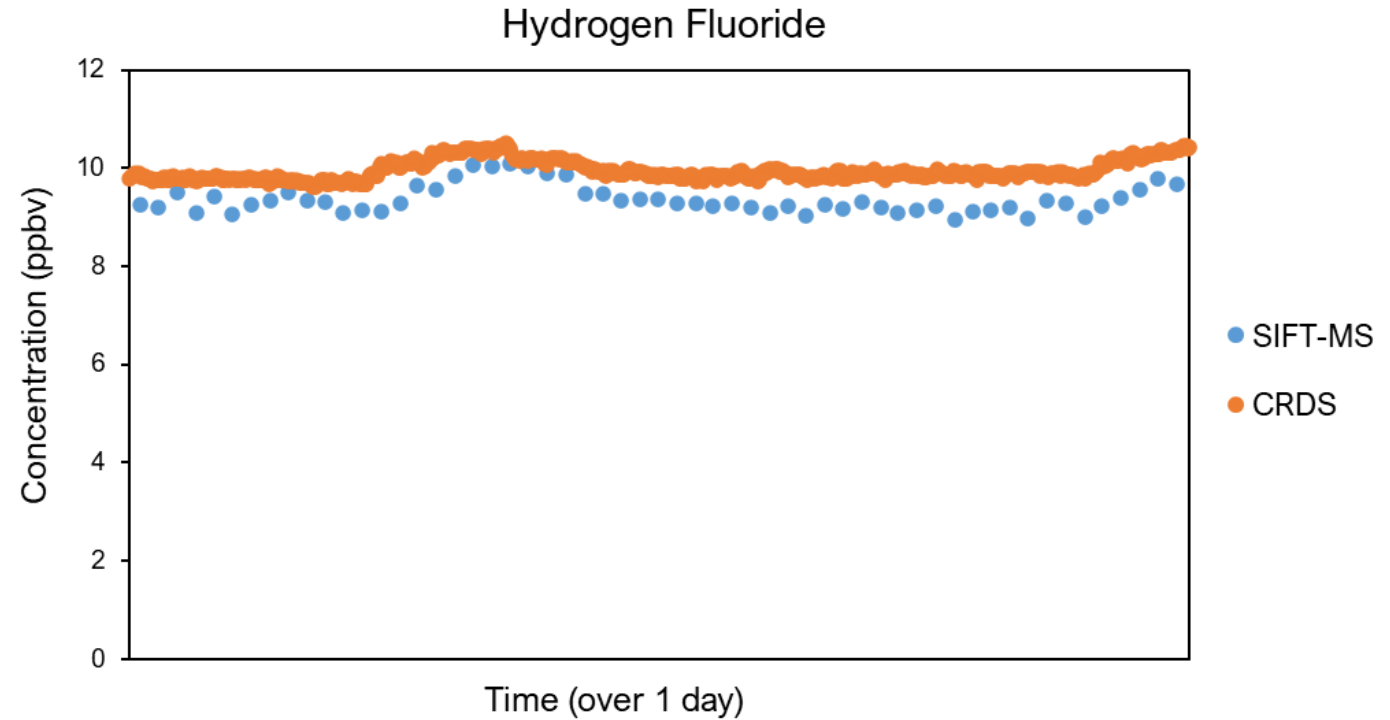
Current

From next year

Beyond next year

# Platform & positioning

- Consolidated hardware platform, and major hardware upgrades
- Measurement of inorganic compounds near-equivalent to specialists (all-in-one instrument, without downside)
- New tuning approach delivered up to 60% increase in sensitivity
- ~80% reduction in drift (key indicator of instability and service load)



- Platform improvements impressed major customers
- All Micron instruments operational, final site acceptances nearly complete
- Added SK Hynix as 3rd semiconductor customer
- Advanced conversations in several opportunities beyond two major customers
- Taiwan distributor appointed



***"My team has never been so excited about a game-changing piece of kit as the Syft system.***

***In one box, it does the work of 70% of our other instruments and in 30% of the time.***

***Once fully developed, this has the potential to be a gold standard for a number of assays across our industry"***

***Anonymous Beta customer***

- +75% YoY growth in US/Europe instrument sales
- 3x growth in sales pipeline through increased presence and activity



- Enhanced support processes; 60% faster to close formal corrective actions to customer
- Secured key components for production (including high risk electronics) for rest of this year
- Health & Safety prominence lifted – injury incidents 35% lower than manufacturing benchmark



- Positive engagement survey results
  - Proud to work at Syft **up 8 points**
  - Recommend Syft as an employer **up 13 points**
  - Motivated by Syft to do best work **up 10 points**
- VP appointments in Operations and People & Capability.
- Marketing capability through US based hire + agency support
- Built out Taiwan support to serve customer and mitigate COVID restrictions





## Ampersand

- \$22.8m investment in Syft
- Dave Patteson appointed to the Board – mass spec, life sciences background
- Founded in 1988. US\$3b assets under management
- Deep expertise in life sciences, healthcare

## Platform & positioning

- Next tranche of product improvements
  - Autotune functionality (instrument health metrics currently in beta)
  - Software/analytical improvements to deliver more valuable measurement and better user experience
- New brand + website, refresh of Syft culture

## Semiconductor

- New semiconductor product (release early FY24)
- SEMI tradeshow (eg Taiwan in September)

## Life sciences & other

- Life sciences product – initial product release and promotional activities



# QUESTIONS

