# k2fly

Leading technology for asset management

REVERSE TAKEOVER AND ASX LISTING

ASX: K2F

**JULY 2016** 



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#### **HIGHLIGHTS**





Proven suite of enterprise asset management and enterprise mobility solutions



Developed products ready for market and commercialisation



Highly experienced management team



Key business partnerships in place



Expanding business with a proven track record of delivering solutions for blue chip clients



Low operating cost business model with opportunity to convert existing client trials to long term commercial licences



Marketability across all asset intensive industries seeking increased productivity and operational efficiencies

#### RTO THROUGH POWER RESOURCES LIMITED (ASX:PWW)



#### **Transaction**

Change of control transaction where all of K2fly assets are acquired by PWW

#### **Capital Raise**

15 – 25 million shares issued via a Prospectus to raise \$3-5 million at \$0.20 per share

#### **Capital Structure**

Existing PWW shares on issue (post-consolidation)

Shares issued pursuant to K2fly assets acquisition

Shares issued to K2 Technology Pty ltd

Shares issued to Kalgoorlie Mines Management Pty Ltd

Shares issued to Advisors

Shares issued pursuant to Convertible Note

Shares issued pursuant to Capital Raise under Prospectus

5,019,947

16,000,000

4,500,000

1,250,000

937,500

15,000,000 – 25,000,000

Total shares on issue

Market capitalisation \$8.8 - 10.8 million

Enterprise value \$5.8 million

#### **Indicative Timetable**

Announce transaction
Dispatch Notice of Meeting
Lodge Prospectus
Hold General Meeting
Completion & issue of shares
PWW to recommence trading

May Late-July Late-August Late-August Mid-September

New ASX Code:

K2F

44,207,447 - 54,207,447

#### RTO THROUGH POWER RESOURCES LIMITED (ASX:PWW)



#### Use of funds

Funds available	Minimum Subscription (\$3,000,000)	Percentage of Funds (%)	Maximum Subscription (\$5,000,000)	Percentage of Funds (%)
Development of ADAMLITE	\$180,000	5.97%	\$225,000	4.49%
Development of additional partnering agreements	\$100,000	3.32%	\$150,000	2.99%
Employment of business development personnel and technical personnel	\$250,000	8.30%	\$350,000	6.98%
Cloud supported product development	\$100,000	3.32%	\$200,000	3.99%
Research and development and evaluation of additional technologies for acquisition	\$200,000	6.63%	\$400,000	7.98%
IT infrastructure and product support	\$100,000	3.32%	\$150,000	2.99%
Development of additional mobility asset management solutions	\$215,000	7.13%	\$350,000	6.98%
Investments in the upgrades to ADAM	\$125,000	4.15%	\$250,000	4.99%
Expenses associated with the Acquisition and Capital Raising	\$870,027	28.86%	\$996,661	19.87%
Working capital	\$859,973	29.02%	\$1,928,339	38.75%
TOTAL	\$3,000,000	100.00%	\$5,000,000	100.00%

K2fly provides leading asset management solutions across a diverse range of industry sectors delivering supply chain visibility integrating the latest in RFID and GPS technologies.

#### **EXPERIENCED BOARD & MANAGEMENT**





# GINO D'ANNA Non-Executive Director

Extensive primary and secondary capital markets experience

Co-Founder of Atrum Coal NL (ASX:ATU). Founder of MetalsTech Limited



# NOEL BONNICK Non-Executive Director

Mechanical engineer with 25 years experience in asset management

Founder and Executive Chairman of K2 Technology Pty Ltd





30-year veteran of the IT sector, having worked in Australia, US, UK, Europe, Asia and the Middle East



# RUSSELL MORAN Non-Executive Director

Entrepreneur with background in strategic business development

Founder of Atrum Coal NL (ASX:ATU)

Director of K2 Technology Pty Ltd



MARJAN RAFATI

Software Developer

www.k2fly.com





The global Enterprise Asset Management (EAM) Market is predicted to grow from \$2.48 Billion to

\$4.23 Billion in 2019

- Reuters News; Worldwide Forecasts and Analysis



**CONNECTIVITY** 

**VISIBILITY** 

**CONTROL** 

#### **ENTERPRISE ASSET MANAGEMENT SOLUTIONS**



- Enterprise Asset Management (EAM) software enables holistic viewing of company or project assets
- Managers are able to control and pro-actively optimise operations for quality and efficiency
- Algorithms allow asset managers to predict future failure rates from delayed equipment maintenance and analyse in 'real-time'

# **Higher asset productivity** Reduced maintenance costs Unify processes for wide-ranging Increased visibility of operations & asset performance asset management functions across multiple sites

#### **International Partnering Agreement Executed**



- K2fly recently executed its first major international Partnering Agreement for the sale of its asset management and maintenance technology across Europe, including the United Kingdom.
- The Partnering Agreement provides K2fly with the ability to rapidly grow revenue from a deep base of European markets with large scale clients across the utilities, infrastructure, transport, aviation and defence industries, with minimal operational and capital cost.
- The major distribution partner ("Distributor") is a FTSE-100 company and has worked in the infrastructure and energy industries since 1990, leading the adoption of Enterprise Asset Management software in asset intensive industries.
- The Distributor has been servicing major organisations in the infrastructure and energy industries for over 25 years with clients including Thames Water, United Utilities, Western Power, National Grid, Centrica, London Underground Limited, Network Rail and The National Health Service.
- Trusted partners of the Distributor include global leaders in the Enterprise Asset Management sector including an NYSE listed Fortune 500 company ranked in the top 25. The Distributor has in excess of 1,000 business development executives operating across Europe with direct relationships with some of the world's largest multinational organisations operating in asset intensive industries.
- The Partnering Agreement also allows K2fly access to proprietary technology developed by the Distributor which can then be implemented across new and existing clients retained by K2fly.

#### **Additional International and Distribution Channel Partners Targeted**



- As part of the software distribution strategy being developed, K2fly is targeting the execution of additional value-add partnering agreements aimed at servicing different industry sectors and focused on mobility solutions.
- Targeted partners include a major mobility and app solutions developer and re-seller operating across Australia and the United States of America, as well as a risk management software developer for the asset management sector operating across Ireland and a mobility solutions and app software developer operating across the Asia-Pacific region, including Indonesia, Singapore and Vietnam.
- The execution of these additional partnering agreements will provide K2fly with the critical mass required to build its brand profile across the globe.

#### **OUR CURRENT KEY CLIENTS AND PARTNERSHIPS**



• K2fly is currently working in partnership with:









K2fly is currently providing technology services and support to:

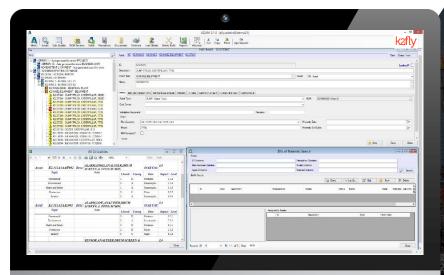








# adam.



# ASSET DATA ANALYSIS MANAGEMENT

# EAM - SaaS

- Multi-user
- Web-Enabled and Cloud Supported
- Real-time Visibility
- Highly configurable
- Robust Networking
- Light-weight, reliable
- Integrated solution
- (SAP, Maximo, JDEdwards, CMMS, Reliabuilder)

#### **ENTERPRISE ASSET MANAGEMENT DATA SOLUTIONS**





#### **Capital Projects**

Handover of information and data at the completion of capital projects and is typically an area where improvements can be made and consequently cost savings realised



#### **Asset Maintenance**

For asset intensive industries maintenance activities can result in significant changes to asset data requiring the EAM system to be updated efficiently



#### **Mergers and Acquisitions**

Efficient incorporation of newly acquired capital asset data is critical to seamless future operations, maintenance execution, reporting and regulatory compliance



#### **Operational Excellence**

A strategic review of the EAM system and master data can deliver significant value to the organization





#### **EAM Technology**

- ADAM is a single-source integrated technology for the development and optimisation of asset management information, including data capture, maintenance analysis and build, spares identification, which is configurable for upload to any asset management system.
- Meta data captured during a maintenance build is exported as a loadsheet and uploaded into any CMMS, making ADAM software agnostic.
- The technology incorporates a web-enabled client-server system that can be run autonomously allowing clients to capture, manipulate and prepare asset, spares and maintenance information from anywhere in the world.
- Cloud Supported

#### **Industry Accolades**

 Successfully used by strategic partner K2 Technology to achieve Gold Asset Management Award and Engineers Australia Nominee Award from Asset Management Council for Operational Readiness project

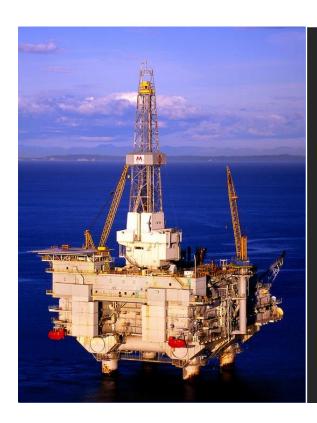
#### **Market Ready**

 Set for commercialisation and marketable to all asset intensive industries

# (Brownfield data) e.g. SAP, Maximo New Data Assets Maintenance plans, QA/QC reports ADAM task lists, procedures (built-in and custom) Bill of Materials Data Analysis (Criticality, RCM, FMECA, RBI, SIL, GM) CMMS/EAM

CMMS/EAM





#### **Profile**

Energy Industry / Oil and Gas Operator

#### Challenges

Solution required to integrate multiple existing systems and provide intuitive interface

Users dispersed between different companies and geographic locations

Stringent Quality Assurance (QA) and Quality Control (QC) requirements from Client side

#### **ADAM Solution**

Single source management and data collation and analysis tool

Advanced configurable reporting

Built in maintenance and spares modules

Web enabled systems access for project teams, client and suppliers

#### **Project Outcomes**

Asset register, hierarchy and critical maintenance data for 35,000 tags

Significant improvement in efficiency

Compliance to client QA/QC requirements





Global market opportunity is expected to be

\$140 billion by the year 2020

growing at a compounded annual growth rate of 15%

APAC predicted to be the fastest growing at a CAGR of 21%



- Deloitte; National Association of Software and Services Companies (Nasscom)

CONNECTIVITY

**VISIBILITY** 

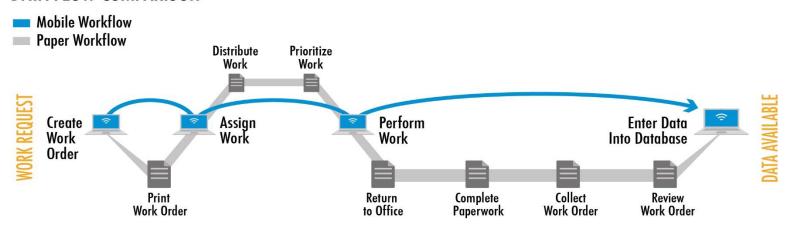
**CONTROL** 

#### **ENTERPRISE MOBILE SOLUTIONS**



- Enterprise mobility is rapidly moving from being a tactical benefit to a strategic imperative
- Consumerisation of technology (e.g. smartphones and tablets) in and out of the workplace is accelerating the trend
- Increasingly dominant feature of cost reduction and productivity improvement initiatives amongst business
- Growing trend of being "accessible at all times" means that personnel need to have access to all pertinent data and information wherever they are

#### DATA FLOW COMPARISON





### **ENTERPRISE MOBILITY SOLUTIONS**

# SUITE OF (EM) SOLUTIONS

K2fly software technologies can improve efficiency, productivity and communication across any organization, in any industry

## tagman.

Asset verification

Stand-alone or ADAM add-on

## docman.

Work-order based activities

## property inspector

Building and asset inspection

## handover notes

Issue tracking and shift change handover Human resource management

K2fly software technologies will improve efficiency, productivity and communication across your organisation, no matter what your industry

# tagman.

#### MOBILE ASSET VERIFICATION SOLUTION

Mobile asset verification simplifying the asset verification process

Leveraging the capabilities of mobile devices and tablets

Interface with Computerised Maintenance Management Systems (CMMS)

Verify and add data, view schematics, mark-up and photograph assets

Resilient connectivity for uninterrupted availability – online, offline and occasionally connected

GPS interface and barcode technology

Ability to integrate with ADAM

Web portal for progress reporting and remote task management

## CMMS/EAM

(Brownfield data)



e.g. SAP, Maximo

Upload finalised data

QA/QC analysis custom reporting



Upload verified data, marked-up documents, photos & GPS positioning



Download existing data, attachments & photos









Bluetooth Sync









#### **Profile**

Defence / Maintenance & Service

#### Challenges

Audit of 700 residential assets quickly

Stocktake of assets and report on current condition and include supporting evidence where required

Interface with pre-existing asset database and asset tagging system

Compliance to Defence industry security requirements

#### **TagMan Solution**

TagMan combined with a ruggedized iPad tablet

Automated asset tagging and verification against master asset database

Customised condition assessment fields include photographic evidence

Web management portal

#### **Project Outcomes**

Fast mass asset audit

Continuous Bluetooth connectivity

Web portal with remote and real-time work assignment and tracking

# docman.

#### MOBILE WORK ORDER EXECUTION SOLUTION

Simplifies steps and personnel required to perform routine tasks

Concept originally developed for energy sector for field maintenance activities

Use in challenging environments with intrinsically safe hardware

Using WiFi and 4G capability, work packs can be assigned and instantly downloaded

Progress against assigned activities, can be relayed back to management or a centralised project function for live management reporting

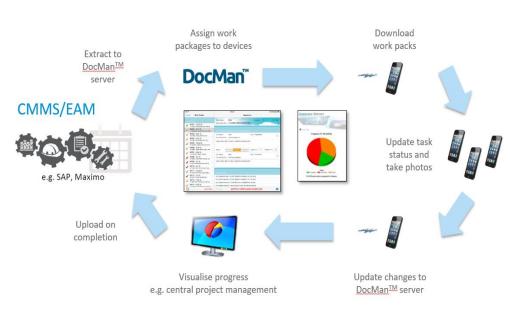
New work orders can be efficiently assigned to individuals driving productivity

Auditable process with timestamps and GPS locations

Resilient connectivity for uninterrupted availability - online or offline

Rapid and low risk deployment









#### **Profile**

Energy / Shutdown & Maintenance

#### **Challenges**

Mobile solution required to replace faceto-face work orders

System had to be simple and intuitive

Hazardous area classification required optimisation of hardware and intrinsically safe cases

#### **DocMan Solution**

DocMan combined with a ruggedized Android tablet

Work orders could be issued and monitored remotely

Promoted information flow between field, supervision and management

#### **Project Outcomes**

System provided management instantaneous feedback

Significant productivity improvements due to remote issue of work orders

handover notes

#### **ELECTRONIC NOTES ARE HERE**

Simplifies workplace handover process

Promotes workplace communication and streamlines information sharing

Intuitive interface allow users to easily record information as situations occur and then pass on notes along with supporting photographs electronically

Instantaneous management and stakeholder reporting

Rapid and low risk deployment which is easily configurable to customer requirements

Developed with project partner:









#### **CASE STUDY**





#### **Profile**

Energy / Shutdown & Maintenance

#### Challenges

Mobile solution required to replace manual shift handover notes

The system had to be simple and intuitive

Hazardous area classification required optimisation of hardware and intrinsically safe cases

#### **HandoverNotes Solution**

HandoverNotes combined with iPad hardware and intrinsically safe case

Shift handover notes could be written throughout shift, appended with supporting photographs and data

Web portal for information sharing and data backup

#### **Project Outcomes**

Live data capture leading to greater accuracy of information

Reduced handover times and increased productivity

property inspector

**BUILDING / ASSET INSPECTION SOLUTION** 

Simplifies routine inspection tasks

Marketable to any industry undertaking routine inspections (i.e. hire cars, health and safety audits, etc.)

Mobile application with web portal

User customisable interface to input assessment data and generate reports

Resilient connectivity for uninterrupted availability – online, offline and occasionally connected

Rapid and low risk deployment which is easily configurable to customer requirements









#### SUBSCRIPTIONS UNDER A PURE SAAS MODEL



User software subscription fee with multi user discount system

Monthly recurring income streams

#### CLIENT REQUESTED CONFIGURATION



Configuration and usability enhancements to suit project requirements

Upfront at Implementation Stage

#### CLIENT REQUESTED SUPPORT



Ad hoc support and pre-paid support packages

Upfront at Implementation Stage and Ongoing

#### **Industry Wide Enterprise Asset Management Solutions**





Asset Management and the Public Sector

Increasing regulatory requirements, audit scrutiny, and the need for transparency with all stakeholders has put even more pressure on public sector organisations. Smarter, more-informed choices in fund allocation are essential for sustainability.



Asset Management for the Water Industry

The water industry is responsible for the maintenance of essential infrastructure on which we all rely, and faces increasing pressure to demonstrate operational efficiency. Globally, water and sewer infrastructure is aging, and the cost to rebuild is staggering.



Asset Management for the Facilities Industry

Facilities
management applies
across a wide range of
industries including
higher education,
community housing,
government-managed
facilities, and
stadiums, and many
more. Responsibilities
cover an equally
broad.



Asset Management for Port Facilities

Ports facilities are critical asset infrastructure, essential for economic communities to remain competitive as they deliver business inputs and take exports to the global market. Characterised by growing trade, aging infrastructure and economic pressures.



Asset Management for the Rail Industry

The rail industry is heavily assetintensive Millions of dollars are invested annually in procurement and management of a range of physical assets including rolling stock, track, signals, switches, platforms and overhead wiring. Rail organisations will have to deliver more and more, often with less and less.

#### **RESEARCH & DEVELOPMENT**



K2fly is engineering new asset tagging functionality including Bluetooth LE (low energy). This wireless technology allows active tracking of assets via mobile enterprise solutions.

Active wireless tag with operating range of up to 70 metres

Speeds up asset verification and accurately keep track of parts via alerts

Very small Bluetooth beacons and location devices that aid in tracking, monitoring, and interacting with items.

Strong engineering and technical capabilities, manufacturing scale and a very exciting solution roadmap

Latest wireless technology enabling ADAM and EM Products to penetrate new markets







# Leading technology for asset management

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