swift tv

Professional TV technology built to scale

Commercial rollout underway across workforce accommodation, aged care and hospitality



AGM Presentation – 27 November 2026

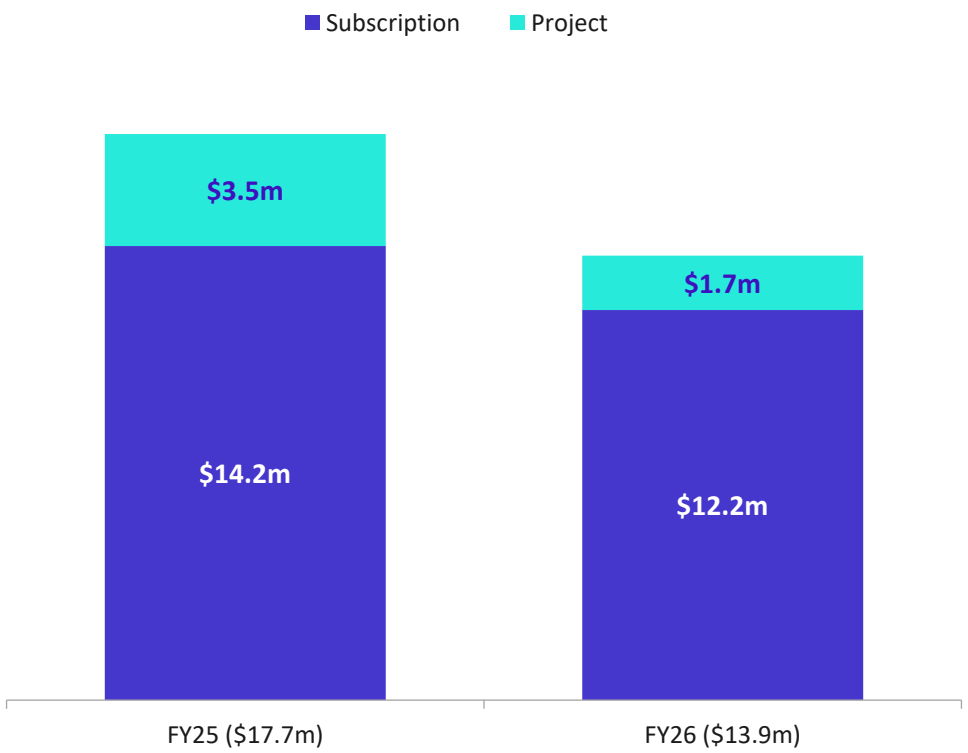
Brian Mangano – CEO/MD

ASX: STV

FY26 Results - Financial snapshot

FY26 revenue reflects legacy roll-off; subscription revenue is 88% of the base that Swift TV builds on

Revenue by type (A$m)



A$m	FY25	FY26
Total revenue	17.7	13.9
Subscription revenue	14.2	12.2
Project revenue	3.5	1.7
Subscription share of revenue	80%	88%
EBITDA (approx.)	1.0	0.8
Product enhancement investment	–	1.6

Revenue drivers	Direction	Indicative impact
Mineral Resources wind-down FY27	Headwind	c.–$2.1m
Resales of low margin legacy PayTV (FY26-FY27)	Neutral	c.–$1.0m
Multiple Mine site network upgrades (FY27–FY29) (*Proposals and in Negotiation*)	Tailwind	$35.3m
New Swift TV subscriptions and site expansion (*In Negotiation*)	Tailwind	$2.1m

Swift in transition

From Swift Networks to Swift TV: an established subscription business adding a scalable platform

Revenue line	What it is	FY26 position	Outlook
Legacy subscriptions	Entertainment, connectivity and content services across existing enterprise sites	31,112 existing screen subscriptions; FY26 subscription revenue $12.2m (incl. early Swift TV sales)	Migration to Swift TV; Mineral Resources wind-down (c.$2.1m FY27 impact) Mineral Resources working capital Cash flow impact of $618,000 now behind us.
Swift TV platform	Google-certified, Netflix-approved connected-TV platform sold on multi-year subscriptions to business	7,642 rooms won to November 2026; revenue starts on commissioning	Primary growth engine across workforce accommodation, aged care and hospitality
Network & ICT projects	Network design, installation, upgrade and support for remote sites	FY26 project revenue $1.7m	Multiple mine site network upgrade proposals/negotiations for $35.3 million in market - to be delivered over FY27–FY29

2009
Swift founded by the Sofoulis family

FY26
$1.6m invested in Swift TV product enhancement

Q4 FY26
Google certification and final Netflix approval achieved

FY27
Commercial rollout as Swift TV Ltd across three core markets

Swift TV – The Four Elements

Professional TV User Interface and Experience UI/UX



- Purpose-built for Business accommodation environments
- Highly customisable UI/UX
- Familiar residential style interface and feel with full Business functionality
- Centralised system/content management across multiple sites
- One platform supports multiple UI/UX designs/functions for specific sectors

Latest Hardware Technology



prime video

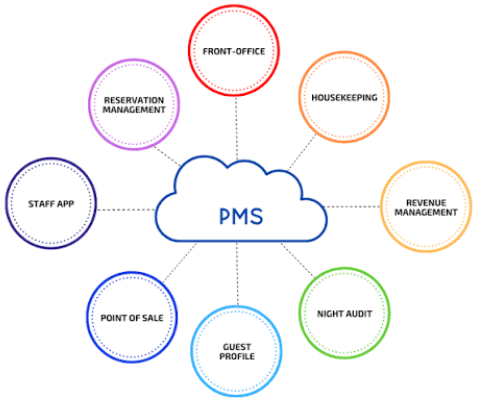
swift

Google TV

NETFLIX

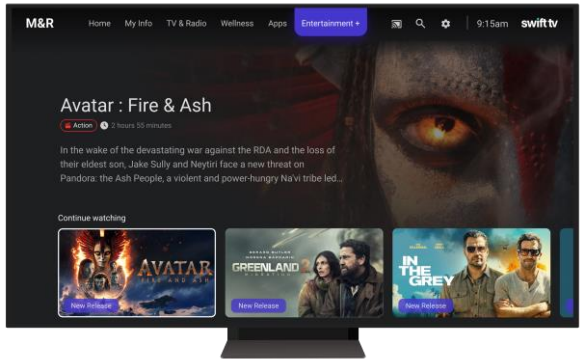
- Google-certified hardware
- Final Netflix approval achieved
- Direct access to all Google Android TV Apps
- Secure integrated Casting Tech
- Plug and play deployment for easy installation
- No need to buy an expensive Hospitality TV – use any TV
- Access to Google Gemini AI

Business System Integration



- Property Management System (PMS) integration – Hotels, Mine sites and Aged Care
- Point of Sale integration (POS) purchase via the TV
- Customer experience can be tailored without developing a new platform for each sector
- Entertainment, communication and engagement delivered through one platform

Premium New Release Content



- New release movie content
- Premium TV content
- Release window before major streaming services
- Long-standing premium content relationships
- Curated sector specific content – training and EAP videos
- Customer Revenue generation through guest Movie sales

How Swift TV makes money

Contracted rooms convert into multi-year recurring subscriptions once devices are commissioned

1 Contract signed

Multi-year enterprise agreement, typically 3–5 years

2 Devices delivered

Plug-and-play install on existing TVs, including self-installation

3 Commissioning

Subscription revenue starts as each device is commissioned

4 Expand and upsell

More sites and rooms; movie sales, content and integrations

Unit economics	Value	Basis
Typical contract term	**3 – 5 years**	Typical contract term across sectors
Implied Swift TV TCV per pipeline room	**$800 - $1,100**	$42.4m TCV / 39,335 rooms on 36-month term (qualified to negotiation)
Subscription per room per month	**$15 - $35**	Dependent upon content and support options
Gross margin after content and product support	**$10 - $25**	Weighted Average room direct margin per month
Upfront hardware and installation per room	**$250 - $500**	Average customer cost of device and headend hardware dependent upon site size and self installation options
Renewal / retention experience	**3 - 15 years**	Legacy system contract history with long term clients

Why it matters for investors

- **Each won room becomes recurring revenue once it is live**
- **7,642 rooms won to November 2026**
- **Room-level economics let investors value the contracted base and the pipeline**

Deployment tracker

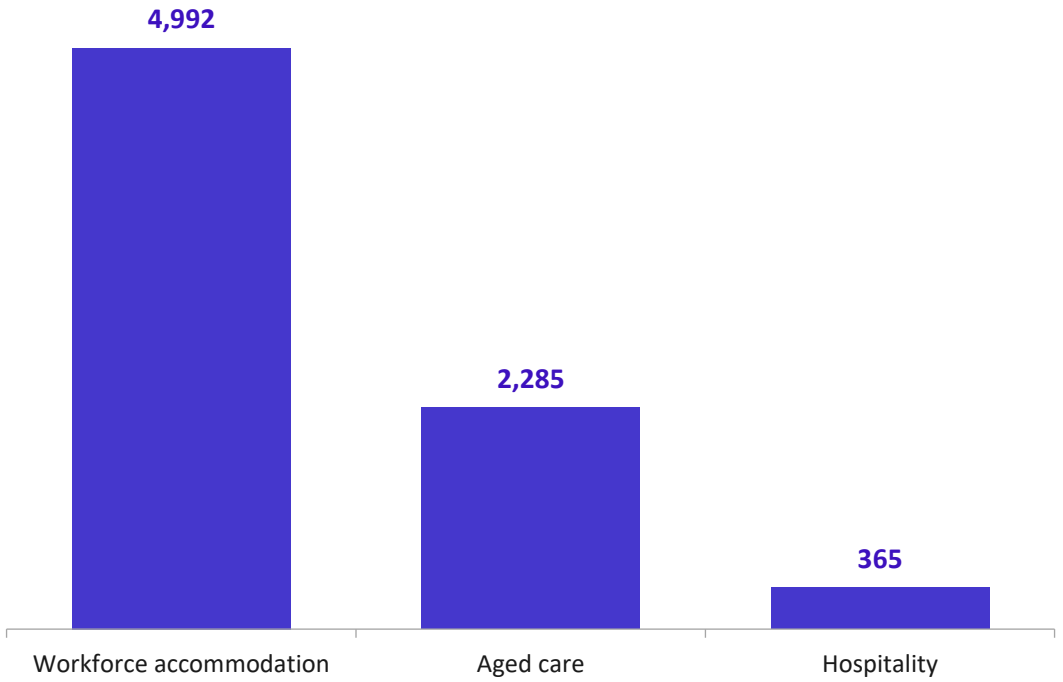
Commissioning the contracted base is the near-term driver of recurring revenue

Metric	30 Jun 2026	Nov 2026
Swift TV enterprise customers	13	15
Customer sites contracted	24 of 171 (14%)	27 of 174 (16%)
Rooms contracted / won	7,190	7,642
Rooms deployed and live	3,736	6,347
Share of contracted rooms live	52%	83%

Key rollouts

- Chevron: ~3,900 devices, including 1,900 for Barrow Island and Wheatstone Offshore (Installation delivered ahead of schedule)
- Aged care: more than 1,000 contracted subscriptions with Australia's largest provider, now across 7 of its 148 communities
- Hospitality: Daydream Island and Seashells (two properties, four-year term)

Swift TV rooms won by market, Nov 2026



Swift TV Current Sales Pipeline

Swift TV Screens/Rooms	Workforce Accommodation	Hospitality	Aged Care Health	Total
Identified	124,500	109,314	58,007	**291,821**
Qualified	6,085	549	11,769	**18,403**
Proposals in Market	7,174	2,388	9,561	**19,123**
Negotiation	1,257	-	552	**1,809**
Won	**4,992**	**365**	**2,285**	**7,642**
Existing Swift subscriptions	*13,899*	*8,273*	*8,940*	*31,112*

Total Contract Value Pipeline of ~$79.2m

Swift	Networks *Existing Customers* $000	Networks *New Customers* $000	Swift TV $000	Total TCV $000
Qualified	1,475	-	18,249	**19,724**
Proposals in Market	5,896	29,295	22,266	**57,457**
Negotiation	145	-	1,924	**2,069**
Total TCV	*7,516*	*29,295*	*42,439*	*79,249*

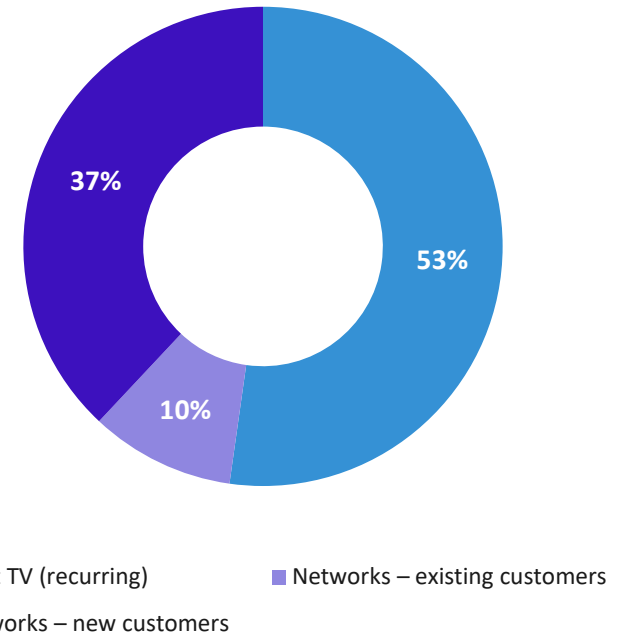
Reading the pipeline

Stages are point-in-time and mutually exclusive; recurring Swift TV value is shown separately from network projects

Stage	Definition	Rooms	Swift TV TCV $000
Identified	Addressable market with an identified need or commercial opportunity; no active engagement	291,821	–
Qualified	Potential product requirement, commercial fit, decision-making process and indicative purchase timeframe	18,403	18,249
Proposal	Formal commercial proposal or tender response submitted for consideration	19,123	22,266
Negotiation	Commercial terms, scope and conditions under negotiation	1,809	1,924
Won	Contracted Swift TV rooms, deployed or awaiting commissioning	7,642	–

- Historical stage conversion and typical time to close 6 -12 months
- Partner-sourced opportunities (50,000+ rooms) are excluded: they are not contracted pipeline or revenue
- Existing Swift subscriptions (31,112) are the legacy migration opportunity, shown separately

TCV pipeline by type, November 2026 ($79.2m)



Networks new-customer proposals ($29.3m, 37%)

Enterprise customers provide a pathway to further scale

Swift's enterprise model provides two avenues for growth for Swift TV

Expand within existing customers

- Successful initial deployments can extend across additional customer sites and rooms
- Chevron's expansion from Wheatstone Village to Barrow Island and Wheatstone Offshore demonstrates this potential
- Australia's largest aged care provider has expanded its initial Swift TV deployment to more than 1,000 contracted subscriptions

Add new Swift TV enterprise customers

- Established relationships across workforce accommodation and aged care for legacy systems
- Relationships through Swift providing Network support and Project services
- Hospitality opened as a third core market during Q4 FY26
- Prospective channel relationships provide additional routes to market

Near-term catalysts

Swift TV is focussed on delivering on its pipeline through the next 18 months.

Timing	Catalyst	Status
27 Nov 2026	Annual General Meeting, including any approvals relating to the Pure warrants	**Scheduled**
30 Nov 2026	Pure facility extension conditions satisfied; maturity moves to 31 March 2028	**Completed**
30 Nov 2026	Chevron: 1,900 devices for Barrow Island and Wheatstone Offshore delivered and commissioned – Ahead of Schedule	**Contracted/Delivered**
FY27	Commission remaining contracted rooms	**Contracted**
FY27–FY29	Multiple Mining network upgrade projects as existing systems reach end of life	**Pipeline**
FY27	Conversion of Large Mining client to Swift TV and portfolio adoption of Swift TV	**Pipeline**
FY27	Conversion of 1,809 rooms in negotiation and 19,123 at proposal stage	**Pipeline**
FY27	International: Commercial discussions, US testing laboratory and partner NDAs	**In progress**
FY27	International: Presented Swift TV to Google Android TV summit – numerous follow up meetings scheduled	**In progress**
FY27	International: Licensing of Swift TV intellectual property to TV providers	**Target**
FY27+	Aged care expansion beyond 7 of the largest provider's 148 communities	**Target**
FY27+	Mining Tier-One Swift TV opportunity across 17,500+ screens	**Target**
FY27+	Grow and convert Hospitality Pipeline into contracts wins	**Target**
FY27	Mineral Resources wind-down (c.$2.1m revenue impact)	**Headwind**

International growth: Strategy & Progress

Driving revenue growth through entry into new international markets and commercialisation of Swift TV and Intellectual Property

- **Market Expansion -** Establish partnerships with local operators offering established routes to market, sales, marketing, deployment and on-going product support



Progress - Advancing new international relationships into commercial discussions, with prospective international licensees and distribution partners.

- **Product & Market Readiness –** Develop the technical capabilities and local delivery infrastructure required to enter new markets to meet local TV tuner standards



Progress – Sourced a US testing laboratory and signed two NDAs covering prospective deployment, support and content partnerships.

- **Revenue Expansion –** Grow the international customer base and recurring revenue through licensing, and distribution.



Progress – Continuing to expand the partner pipeline through industry engagements in Asia.

PILLAR 1

International Market Expansion

Expand Swift TV's geographic reach and customer base by securing strategic partners with established local market presence, customer relationships and distribution capabilities.

Scalable, capital-efficient geographic growth

PILLAR 2

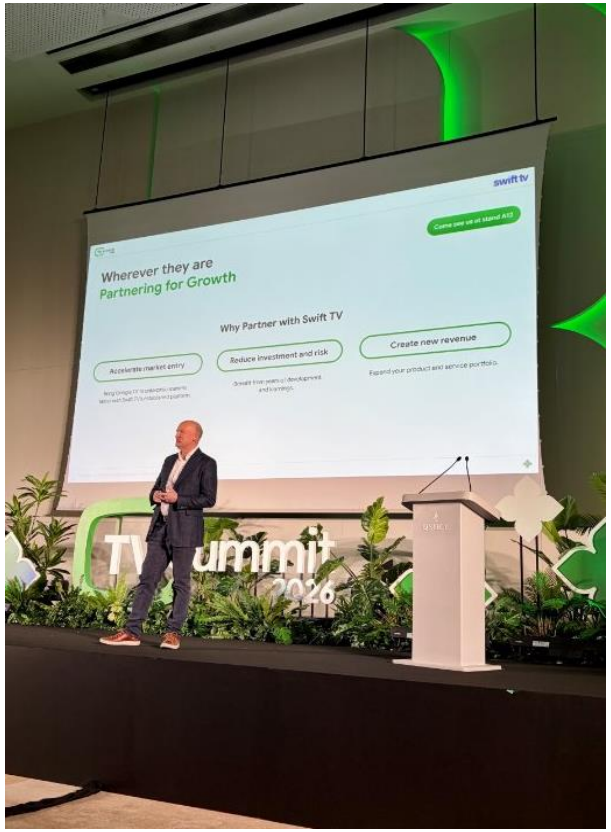
Technology & Intellectual Property Monetisation

Generate incremental international revenue by licensing selected Swift TV technologies and platform capabilities through strategic partnerships, leveraging the Company's existing technology investment.

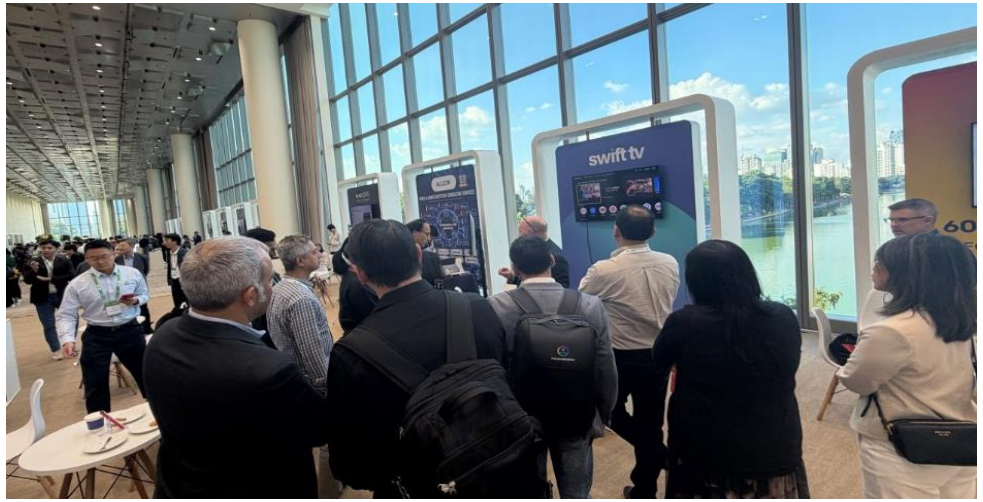
New international revenue streams from existing IP

International growth: Partnerships

Presenting Swift TV at Google TV summit - November 2026



- **World Stage –** Google invited Swift to showcase its new Swift TV product at the annual Google Android TV Summit.
- **Intellectual property –** Discussions initiated with multiple TV manufacturers looking for a Business TV solution.
- **Revenue Expansion –** Grow the international customer base and recurring revenue through licensing, and distribution.





Why Swift TV now

- **Established revenue base -** $13.9m FY26 revenue, including $12.2m subscription revenue
- **Commercially validated platform -** 7,642 Swift TV devices sold to 15 enterprise customers (Nov 2026)
- **Tier-1 customer validation -** Chevron expanded its Swift TV deployment following the initial Wheatstone rollout. Deployment completed ahead of schedule
- **Multiple growth markets -** customers secured across workforce accommodation, aged care and hospitality
- **World Class Technology** – Swift TV showcased at Google's International TV Summit
- **New Markets** – Opportunity to introduce Swift TV into new markets for Student Accommodation and Retirement Communities
- **Recurring revenue opportunity -** Focus on growing Swift TV subscription revenue as the install base expands
- **Enterprise expansion model -** Opportunity to grow within large existing customer estates as well as win new customers
- **Scalable distribution strategy -** Plug-and-play deployment and prospective partner-led channels support broader market reach both Nationally and Internationally

FY27 focus

Deploy contracted devices

Expand existing customers

International partnerships

Win new enterprise customers

Grow recurring subscription revenue

Board and management



Charles Fear
Chairman

Charles Fear is an experienced Non-Executive Director and Chairman of ASX-listed companies, co-founder of Argonaut Limited, with expertise in equity and debt markets, M&A, and resources. He has strong connections with Australian and global institutional investors.



Nick Berry
Non-Executive Director

Nick brings 20+ years of capital markets experience, including roles at ABN AMRO, Nomura and Petra Capital. He is currently a Director at Pure Asset Management, Swift's secured lender and largest shareholder. His expertise in small-cap growth and capital sourcing supports Swift's strategy across high-potential sectors.



Ryan Sofoulis
Chief Financial Officer

Ryan has been the CFO of Swift TV for the last 5 years and has been involved with Swift since its inception in 2009 by the Sofoulis Family. Ryan has previously overseen the establishment of an international structure spanning the USA, UK, Ireland and Australia for various family-owned private businesses.



Brad Denison
Non-Executive Director

Brad is an experienced Non-Executive Director and CEO with a focus on business turnarounds and complex projects. He has strong connections in government, mining, aged care, and commercial sectors. Brad is the founding director of Development Solutions Australia, Chairman of Providence Lifestyle Group, and a Non-Executive Director of prefabAUS.



Brian Mangano
Managing Director

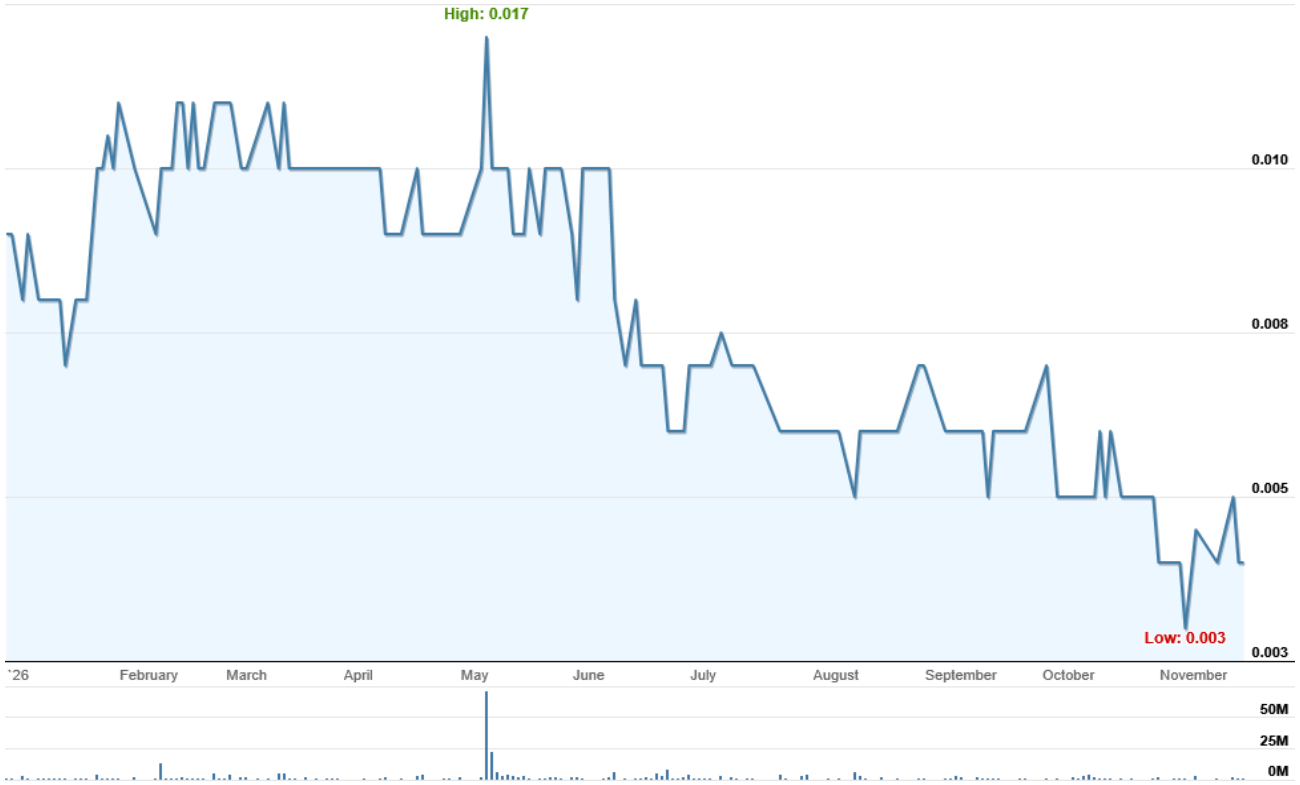
Brian has over 33 years of executive experience with ASX-listed companies in engineering, technology, and investment. Qualified as a Chartered Accountant in 1990, he joined Swift as CFO/Finance Director in 2021 and became CEO/MD soon after. He previously served as CFO of Veris Group and as MD of ASX listed groups AirBoss and Australian Growth.

Corporate Snapshot

Swift TV (ASX:STV) Key Metrics	
Share price – Nov 2026	0.4 cps
Shares on issue	1,450 million
Market Capitalisation	$5.8 million
Cash – 30 Sept 2026	$1.3 million [1]
Debt – principal, 30 Nov 2026	$5.9 million

Major Shareholders	millions
Pure Asset Management	282.1 (19.5%)
Sofoulis Holdings Pty Ltd	103.1 (7.1%)
Krisami Investments Pty Ltd	42.4 (2.9%)
Mr Brian Francis Mangano	38.9 (2.7%)
Onga Investments Pty Ltd	30.0 (2.0%)

12-Month Share Price and Trading Volume



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Thank you

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