

ASX / Media Release

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K2Fly Executes Reseller Agreement with smart energy leader AMT-SYBEX

Highlights:

- K2fly to partner with technology leader AMT-SYBEX, part of Capita plc, for its Affinity Meterflow®, Affinity Marketflow® and Affinity Networkflow® products.
- The Meterflow, Marketflow and Networkflow products are market leaders in the European energy sector and cite some of the world's largest energy companies as users.
- Enhances the K2F sales and distribution strategy of partnering with organisations that have trusted adviser status with Tier 1 companies.

Enterprise asset management technology company K2fly Limited (**ASX: K2F**) is pleased to announce that it has entered a partnership and signed a Reseller Agreement (**Agreement**) with AMT-SYBEX, part of Capita plc. K2fly sees the Agreement as delivering significant revenues in 2018 and beyond. This partnership will see K2fly well positioned as the "industry experts" in a fast-moving field within the Australian marketplace, and represents a major coup for the company.

Under the terms of the Agreement, K2fly will target clients within the energy retail sector, who have a need for software solutions that support innovation in customer acquisition as well as smart metering. This partnership will allow K2fly to offer a range of solutions to address some of the biggest challenges currently facing energy companies and how they interact with their customers. This partnership, and those already signed with OBI Partners, Pointerra, Kony and GE allows K2fly to have an increased presence within the Australian utilities' sector. K2fly is being viewed as an industry expert by clients and partners as it grows its footprint with leading edge solutions sourced from around the world which help companies optimise their assets.

Developed over the past 20 years, the Affinity Suite products provide powerful industry data management as well as meter and networks data management. Marketflow was developed to manage the complex business processes related to retail customers switching from one energy provider to another. Meterflow controls the extensive data transfers from the roll-out

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of smart meters and is securely integrated with the SAP offerings deployed by many major energy companies. Networkflow is used for active network management and smart meter visibility, and integrates with asset management, outage management and GIS systems.

AMT-SYBEX is a leading supplier of enterprise software solutions to the Utilities and Infrastructure sectors. Their Affinity Suite of products has been implemented in such organisations as: Scottish Power, British Gas, Gazprom and Thames Water.

Commenting on the partnership, K2fly CEO and Executive Chairman, Brian Miller stated,

"AMT-SYBEX has a great reputation in Europe for successful implementations of complex business solutions. Some of the world's largest energy companies use these technologies and AMT-SYBEX has delivered this award winning software to some of the biggest and the best. Australia is facing the "perfect storm" at the moment. The combined impact of deregulation, changing legislation and market uncertainty has led to the electricity and gas industries becoming a political football. Thankfully, the Affinity Suite products have a great track record in this space and we are delighted to be able to import these market leading software platforms."

Commenting on the execution of the Reseller Agreement, John McKeown, CEO of AMT-SYBEX stated:

"AMT-SYBEX has delivered great benefit to UK and European energy clients, and we feel confident that the combination of our innovative software platforms and the K2Fly subject matter expertise will lead to many new and successful projects for us in the Australian marketplace in 2018 and beyond."

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About K2fly

K2fly Limited is an ASX listed technology company, which targets Tier 1 clients in the asset intensive industries. It has the people, products and strategic alliances focused on solving problems for clients.

K2fly owns the following technologies for use in Tier 1 companies:

INFOSCOPE : A Data Collaboration solution
ADAM Asset Data Analysis Management
NovIn Real Time Asset Inspection Management App
DocMan Mobility Solution: Task Management App
TagMan Mobility Solution: Asset Verification App
HandoverNotes Mobility Solution: Electronic Information Sharing App
PropertyInspector Mobility Solution: Asset Inspection App

K2fly also re-sells market leading software which has been developed by industry leaders in Australia, USA and UK. These solutions come from Capita plc (UK), OBI Partners (USA), Kony (USA), and Pointerra Limited (Aus) where they have an outstanding track record of delivering benefits to clients.

Finally, K2fly provides cutting edge advice, consultancy and services when it deploys its subject matter experts who have extensive domain knowledge in such areas as Rail, Electricity, Gas, Water, Mining, Oil & Gas, Facilities Management, Aviation and Defence.

ABOUT AMT-SYBEX

AMT-SYBEX is part of Capita plc.

AMT-SYBEX creates enterprise software and delivers associated services to the infrastructure and energy industries. AMT-SYBEX provides solutions in three key areas:

- Mobility – they have been leaders since 1999 in the infrastructure and utility sectors, with in excess of 50,000 licenses sold
- Smart Energy – their products manage market data flows for 35 million electricity and gas customers and provide meter data management for over 20 million meter points and growing
- Enterprise Asset Management – they have implemented [ABB's Ellipse](#) in almost half of the UK's large electricity, water and transport infrastructure organisations.

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