

## K2Fly Limited

ASX:K2F

### Interview with CEO Brian Miller

Technology

Australia

Risk: High

We recently sat down with Brian Miller, CEO of K2Fly Limited (ASX:K2F). In addition to discussing the company's product portfolio and the substantial cross-sell opportunities in industry verticals such as Mining, Infrastructure and Utilities, we also spoke about the recent integration with SAP's S/4 HANA. Following the porting to SAP, the world's largest player in Enterprise Resource Planning (ERP) software, K2F is highly optimistic SAP will be a significant revenue driver going forward.

K2Fly Limited (ASX:K2F) provides SaaS-based software and consultancy services aimed at helping asset-intensive enterprise clients, such as Mining and Utility companies, manage their assets and land tenements more efficiently.

WATCH THE FULL INTERVIEW WITH CEO BRIAN MILLER BELOW



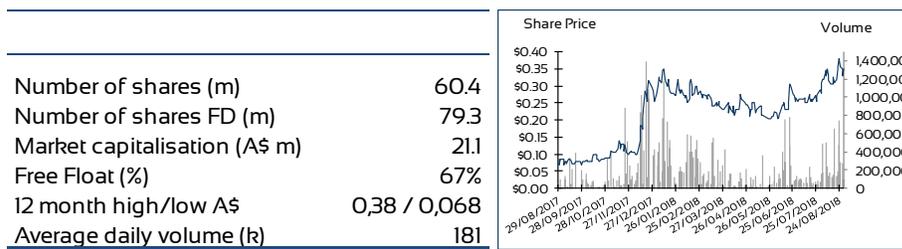
### Partnership with ESRI further leverages SAP integration

On 29 August K2F announced a partnership with Esri, a global player in Geographic Information System (GIS) software with revenues in excess of US\$ 800M. K2F's Infoscope land management solution for asset intensive industries will be made available in the Esri ecosystem, which will expand Infoscope's exposure to existing Esri customers.

In addition to new Infoscope license revenues, K2F anticipates it will be able to generate consultancy revenues on the back of this integration as well, specifically from integration work around Esri's ArcGIS solution for new and existing K2F customers. Furthermore, we expect positive effects from Esri brand association for K2F, given that Esri is one of the world's leading GIS firms.

We reiterate our Buy recommendation and A\$ 0.58 price target for K2F. Our research initiation on K2F from 16 August 2018 can be found [HERE](#).

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**BUY**

Current price: A\$ 0.35

Price target: A\$ 0.58

30 August 2018

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