



Investor Presentation  
FY2015

# FY15 Financials

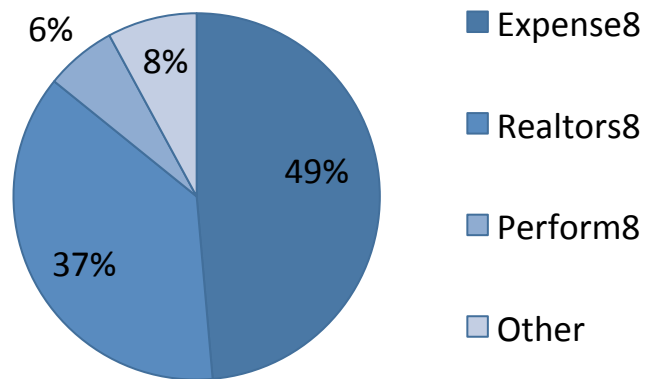


	(\$)
Revenue	3,439,548
Receipts from operating activities	3,209,387
Cash at end of year	565,067
Nett Profit Before Tax	18,540
Nett (Loss) After Tax	(10,851)
EBITDA	514,707
EPS (cents)	0.0
Convertible Note Raised (up to \$1,200,000)	900,000

# Financials at a glance

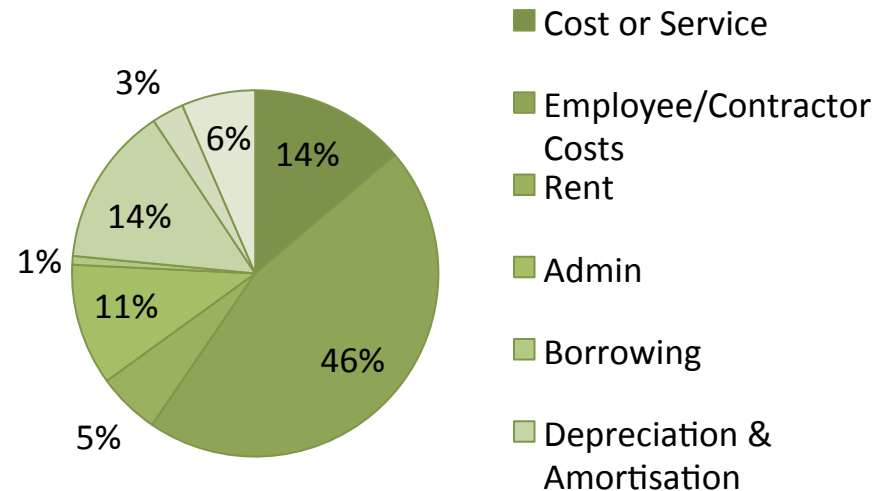


**Operating Revenue**  
**\$3,439,548**



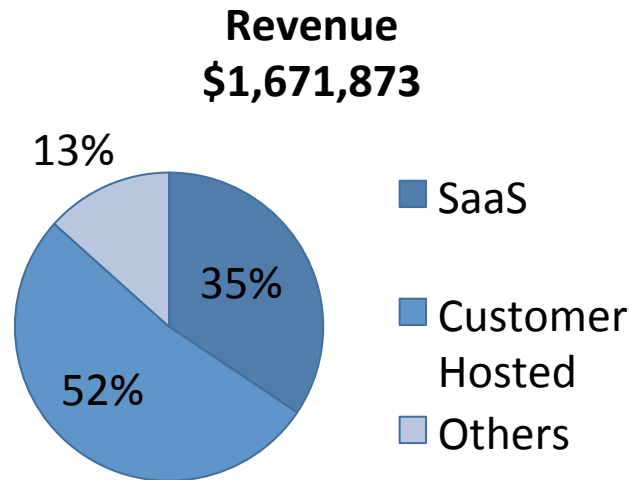
- Full year contributions from Perform8 and RPM/Clicksold will deliver stronger results in FY16. Both acquisitions expected to be yield accretive
- 86% recurring revenue
- NSW Department of Education contract win will deliver Expense8 revenue boost

**Operating Costs**  
**\$3,421,008**

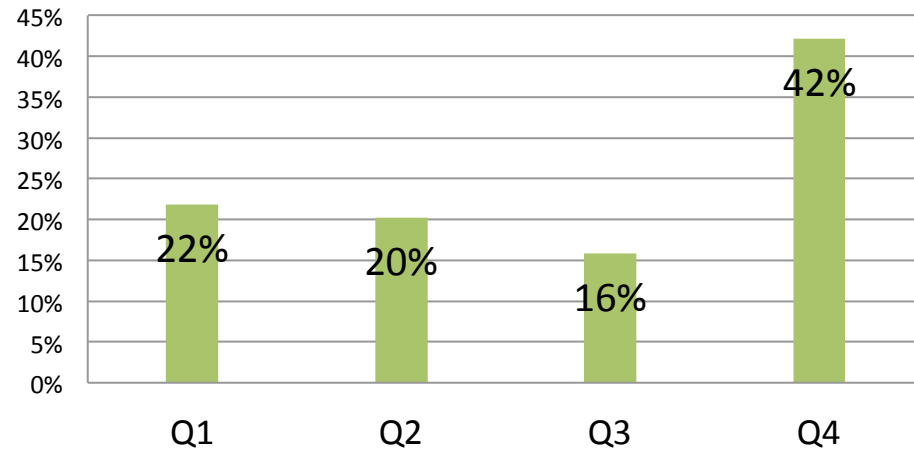


- Costs includes \$96,883 in acquisition costs
- Majority of investments in product have been made
- Investments made to boost marketing
- Management team in place to deliver growth

# FY15 Review: Expense8

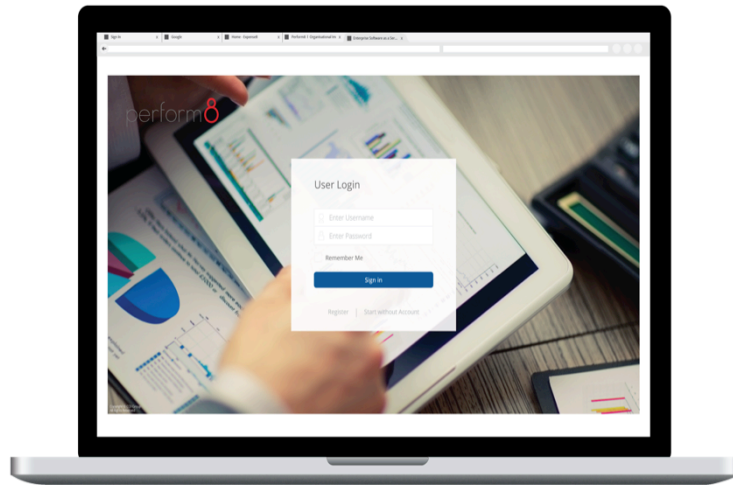


**Revenue Contribution by Quarter**



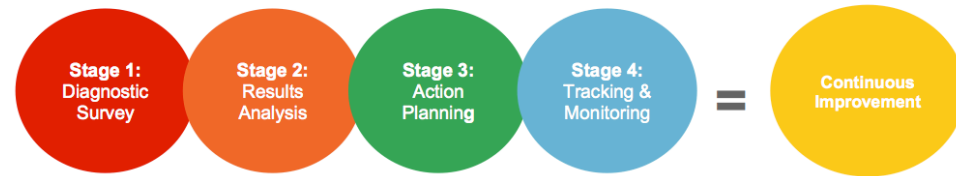
- 87% of revenue is recurring or transaction based
- SaaS revenue up 8.6% to \$574,936 (adjusted FY14: \$529,365 – on a like for like basis)
- Won NSW Department of Education and Communities Tender
- Woolworths first to move to new Expense8, Amcor expands to Singapore
- Completed client seminars together with strategic partners including Amadeus in Melbourne, Sydney, Singapore and Malaysia

# FY15 Review: Perform8



Diagnostic Surveys “modules” are used with our Results Analysis and Action Planning Platform

Perform8 Modules  
**Engagement & Alignment**  
Fastrack Leadership  
Relationship Management  
Sales Team Effectiveness  
Project Management  
Risk Management

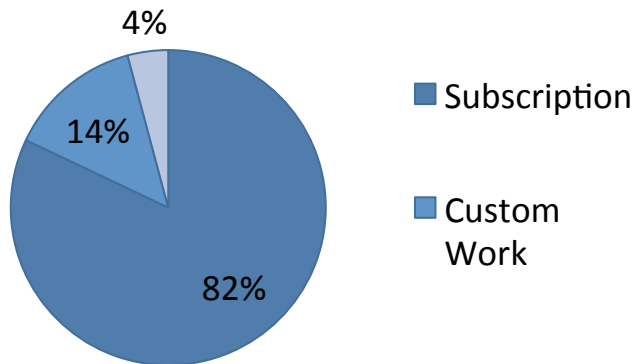


- Acquisition of COI completed on 31 January 2015
- Revenue at \$215,894
- Core product revamp completed
- Client wins and implementations included 7-Eleven, Sydney Airports, Chobani and Brother

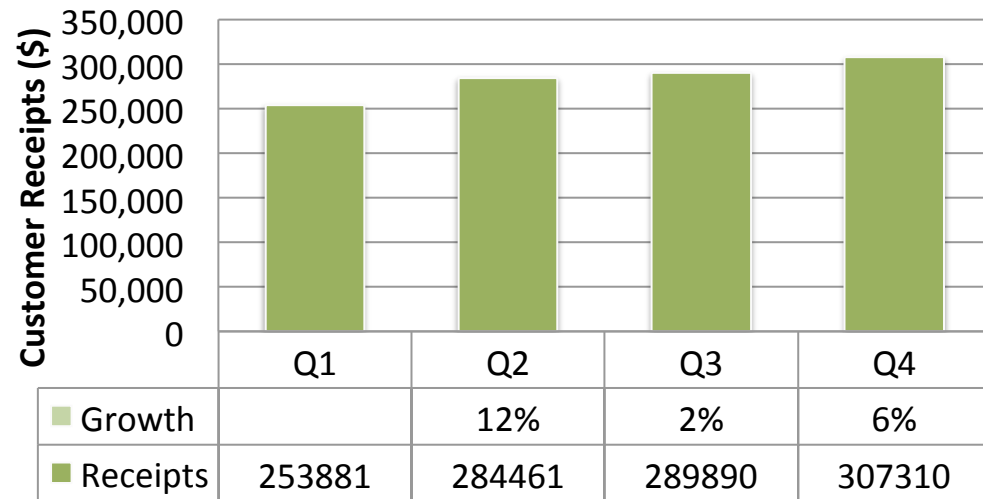
# FY15 Review: Realtors8



## FY15 Revenue \$1,279,878



## Q1 vs. Q4 Existing Customer Receipts Grew 21%



- Revenue up 25% to \$1,279,878 (FY14: \$1,023,658)
- Existing business customer receipts grew 21% between Q1 (\$253,881) to Q4 (\$307,310)
- Acquisition of RPM and Clicksold completed on 6 May 2015
- Product suite significantly enhanced via the acquisition
- Asian based revenues have begun

# FY15 Financials: Full Year Review



	FY 2014 (Part Year: 25 Feb – 30 June) (\$)	FY 2015 (\$)	Change (%)
Revenue	1,147,501	3,439,548	+200%
Receipts from operating activities	875,756	3,209,387	+366%
Cash at end of year	356,163	565,067	+59%
Cash flow from operating activities	239,292	312,703	+31%
Cash flow from investing activities	(1,658,451)	(2,136,568)	+29%
Cash flow from financing activities	1,800,000	2,024,957	+12%
Nett Profit Before Tax	212,830	18,540	-91%
Nett Profit / (Loss) After Tax	127,933	(10,851)	-108%
EBITDA	320,685	514,707	+61%
EPS (cents)	0.36	0.0	

- Loss included \$96K in acquisition costs
- Expense revenue dip during transition and product development and deployment
- EBITDA affected by acquisition, transition and administrative infrastructure costs
- COI and RPM acquisitions to contribute
- Management team in place
- Optimised balance sheet and cash management
- Sales pipeline promising across the board

# Summary



1. Good financials with positive EBITDA and cash flow from operations
2. Strengthened management team to execute growth ambitions and future acquisitions
3. Initial core products Expense8 and Realtors8 performing well post product revamp
4. New acquisitions have been integrated and revamped quickly to capture opportunities and synergies with existing products
5. Balance sheet and cash flow optimised given strong cash flow generative assets



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