



Identify . Acquire . Grow
Global Software Products, Capturing Asian Growth

AGM Presentation

27 November 2015



Grant McCarthy—Non-Executive Chairman

Items of Business

A. Chairman and CEO Presentations

1. Consideration of Financial Report

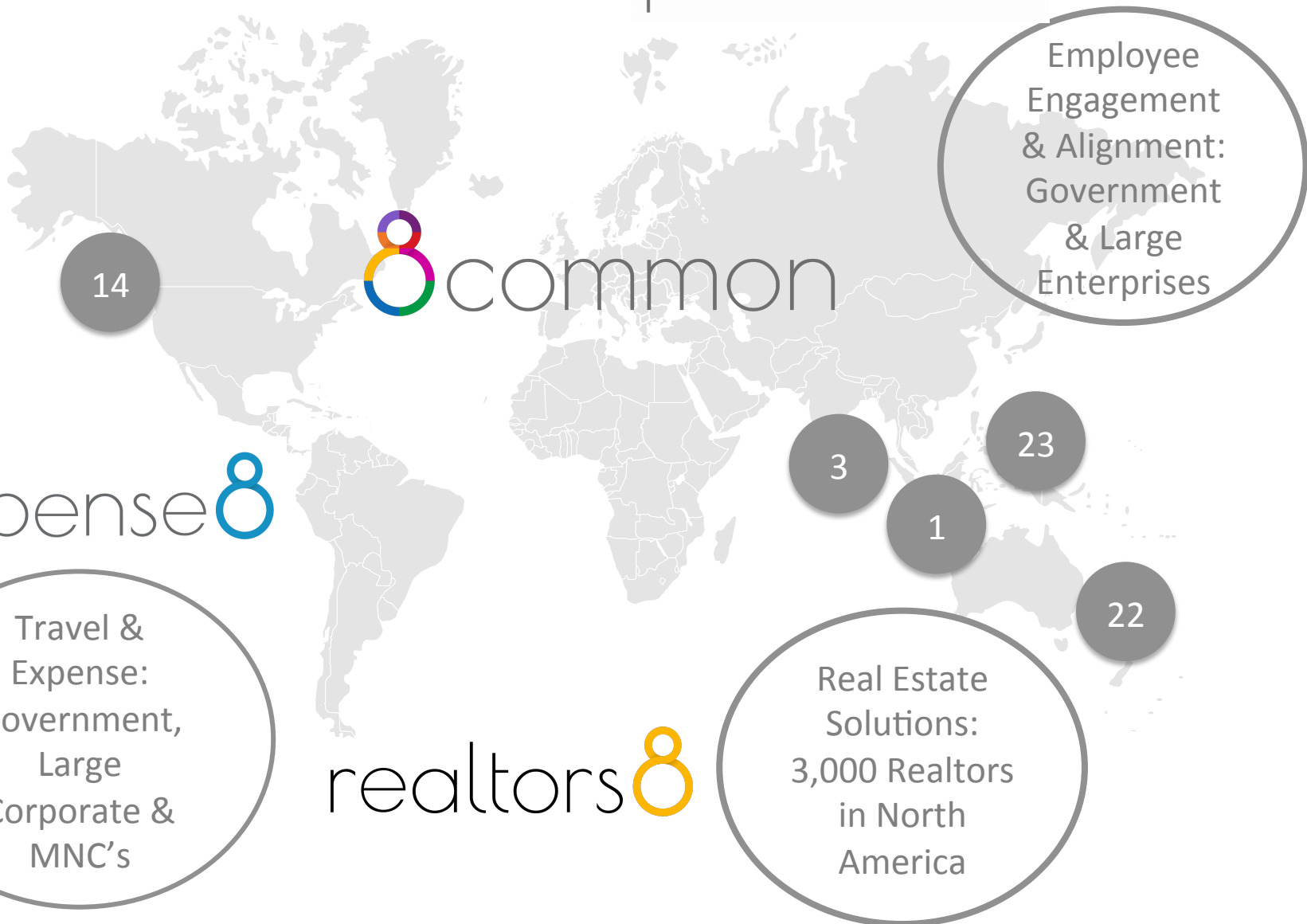
2. Resolution 1: Adoption of Remuneration Report

3. Resolution 2: Approval of 10% Placement Capacity

4. Resolution 3: Approval conversion of Convertible notes to Ordinary Shares for related parties

Review

perform 



Employee Engagement & Alignment: Government & Large Enterprises

expense 

Travel & Expense: Government, Large Corporate & MNC's

realtors 

Real Estate Solutions: 3,000 Realtors in North America

Review





Australian Government
The Treasury



UNIVERSITY OF
CANBERRA



Education &
Communities



Productivity, Performance, Alignment



Northern
Territory
Government



Australian Government
Department of Defence

CHOBANI
GREEK YOGURT



George Weston Foods Limited



BROADCAST AUSTRALIA
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Lend Lease



Australian Government
Department of Finance and Deregulation

the fresh food people
Woolworths



NSW Police Force
www.police.nsw.gov.au



Rabobank DuluxGroup

7-ELEVEN®



Justice



Australian Government
Australian Taxation Office



Future

Enterprise

Software as a Service

Employee Productivity, Alignment & Happiness

Employee ecommerce & Benefits

Continue to identify suitable M&A opportunities

Build our own products



Nic Lim – Chief Executive Officer

Highlights Lowlights

Executed on acquisitions and opportunities, getting things done

Smooth ownership transition. Management and operations in place

Very positive existing and new client responses to re-developed products

Clear demonstration of value creation and positioned for growth

Delay in Asia, taking time to identify suitable partners and resellers

Competition for talent

Investor Relations and engagement, management has been very consumed with acquisitions and operations



1. FY15 Performance

2. FY16 Outlook

3. Strategic Review

FY15 Financials: Full Year Review



	FY 2014 (Part Year: 25 Feb – 30 June) (\$)	FY 2015 (\$)
Revenue	1,147,501	3,439,548
Receipts from operating activities	875,756	3,209,387
Cash at end of year	356,163	565,067
Cash flow from operating activities	239,292	312,703
Cash flow from investing activities	(2,136,568)	(1,938,680)
Cash flow from financing activities	1,800,000	2,024,957
Net Profit Before Tax	212,830	18,540
Net Profit / (Loss) After Tax	127,933	(10,851)
EBITDA	320,685	514,707

- 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

Operational Review



Expense8

- 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 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

Perform8

- 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

Realtors8

- 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

Summary



1. Good financials with positive EBITDA and cash flow from operations
2. Strengthened management team to execute growth ambitions and future acquisitions
3. Expense8, Perform8 and Realtors8 products are performing well post redevelopment
4. New acquisitions have been integrated and redeveloped quickly to capture opportunities and synergies with existing products
5. Balance sheet and cash flow optimised given strong cash flow generative assets

1. FY15 Performance

2. FY16 Outlook

3. Strategic Review

Key Opportunity Drivers

1. SaaS and Enterprise
 - Anytime, anywhere, self served/provisioned
 - Capex to Opex

2. Employee Performance, Productivity & Alignment
 - Efficiency
 - Engagement
 - Culture
 - Happiness

3. Asia
 - Localised Solutions
 - Partnerships

Opportunity & Priorities for 2016



1. Expense8
 - Accelerate engagement with Government
 - SE Asia product localisation

2. Realtors8
 - Increase existing customer spend
 - New customer acquisition initiatives
 - Review acquisition opportunities

3. Perform8
 - Development of the Reseller network

4. Benefits8
 - Product release
 - Engage clients

Benefits8 opportunity



Education & Communities



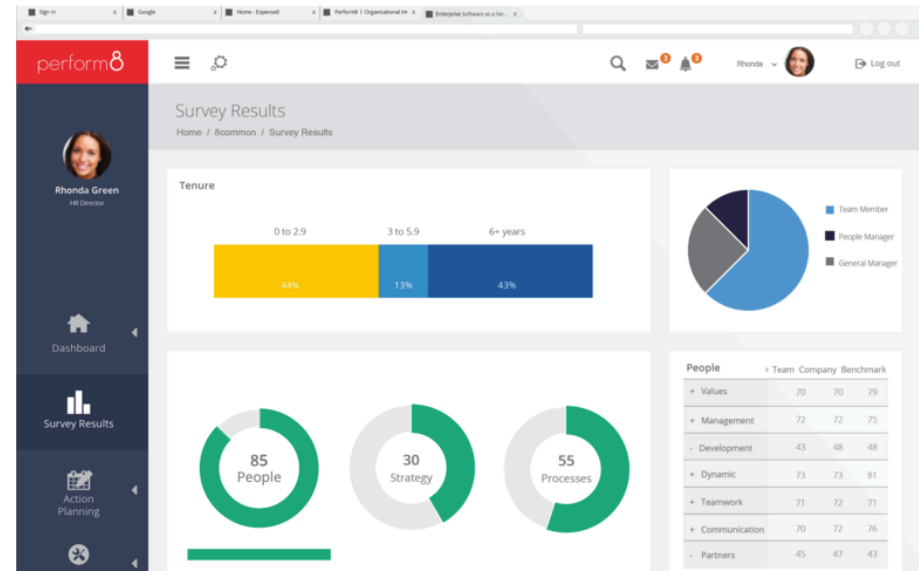
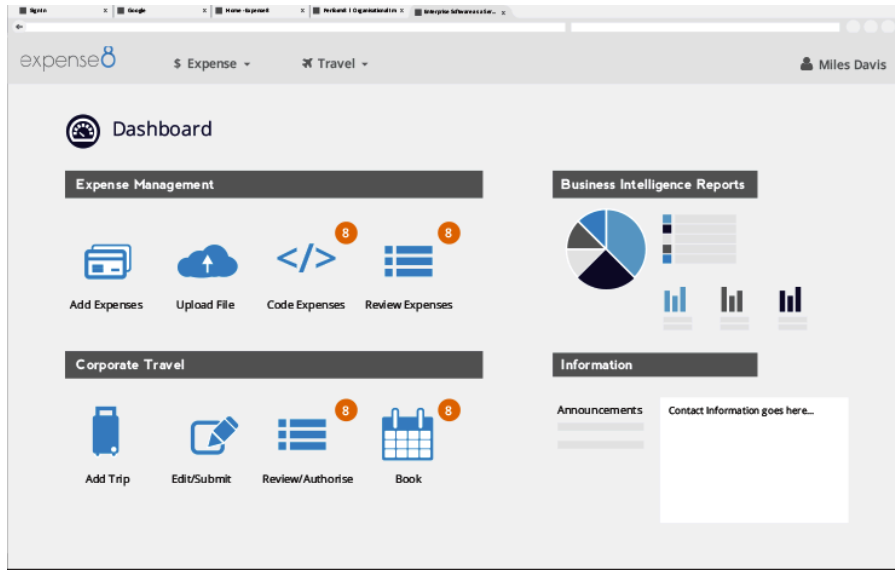
over 1 million employees



George Weston Foods Limited

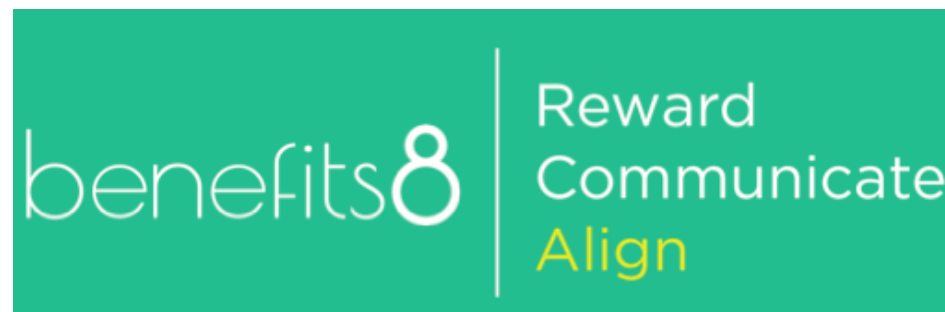


Benefits8 opportunity



Marketplace and platform to manage and deliver:

- Employee benefits
- Communication
- Engagement surveys



Summary



We are ready to accelerate growth having built a core set of businesses with:

- blue chip clients
- well accepted re-developed products
- executing growth strategies

Employee engagement, alignment & happiness becoming a clear opportunity

Benefits8 is a significant opportunity

- leverages existing Perform8 and Expense8 clients
- highly complimentary to Perform8 and Expense8
- diversifies revenue base to include platform, commission and transactional fees



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Items of Business – Consideration of Financial Report

A. Chairman and CEO Presentations

1. Consideration of Financial Report

2. Resolution 1: Adoption of Remuneration Report

3. Resolution 2: Approval of 10% Placement Capacity

4. Resolution 3: Approval conversion of Convertible notes to Ordinary Shares for related parties

Items of Business – Resolution 1

A. Chairman and CEO Presentations

1. Consideration of Financial Report

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Resolution 1: Adoption of Remuneration Report

“That, the Remuneration Report forming part of the Directors Report for the year ended 30 June 2015 is adopted.”

Voting Summary:

For	16,988,178	100.0%
Against	-	N/A
Open usable	-	N/A
Excluded	17,187,338	N/A

Items of Business – Resolution 2

A. Chairman and CEO Presentations

1. Consideration of Financial Report

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4. Resolution 3: Approval conversion of Convertible notes to Ordinary Shares for related parties

Resolution 2: Approval of the 10% Placement Capacity

“That, the application of the 10% Placement Capacity be approved.”

Voting Summary:

For	33,815,516	98.9%
Against	70,000	0.2%
Open usable	290,000	0.9%
Excluded	0	N/A

290,000 open usable proxy votes are available to the Chairman

Items of Business – Resolution 3

A. Chairman and CEO Presentations

1. Consideration of Financial Report

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3. Resolution 2: Approval of 10% Placement Capacity

4. Resolution 3: Approval of conversion of Convertible notes to Ordinary Shares for related parties

Resolution 3: Approval of conversion of Convertible notes to Ordinary Shares for related parties

“That, the application of conversion of Convertible notes to Ordinary Shares for related parties be approved.”

Voting Summary:

For	18,408,178	98.2%
Against	50,000	0.3%
Open usable	290,000	1.5%
Excluded	15,427,338	N/A

290,000 open usable proxy votes are available to the Chairman

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