



AGM Presentation

30 November 2017



Nic Lim – Executive Chairman

Items of Business

1. Consideration of Financial Report
2. Resolution 1: Adoption of Remuneration Report
3. Resolution 2: Approval of 10% Placement Capacity
4. Resolution 3: Re-election of Mr Grant McCarthy
5. Resolution 4: Re-election of Mr Adrian Bunter
6. Resolution 5: Re-election of Mr Nyap Liou “Larry” Gan
7. Resolution 6: Re-election of Mr Zoran Grujic
- A. Executive Chairman Presentation



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Items of Business – Resolution 1

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Items of Business – Resolution 2

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Items of Business – Resolution 3

1. Consideration of Financial Report
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3. Resolution 2: Approval of 10% Placement Capacity
4. Resolution 3: Re-election of Mr Grant McCarthy
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- A. Executive Chairman Presentation

Items of Business – Resolution 4

1. Consideration of Financial Report
2. Resolution 1: Adoption of Remuneration Report
3. Resolution 2: Approval of 10% Placement Capacity
4. Resolution 3: Re-election of Mr Grant McCarthy
5. Resolution 4: Re-election of Mr Adrian Bunter
6. Resolution 5: Re-election of Mr Nyap Liou “Larry” Gan
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- A. Executive Chairman Presentation

Items of Business – Resolution 5

1. Consideration of Financial Report
2. Resolution 1: Adoption of Remuneration Report
3. Resolution 2: Approval of 10% Placement Capacity
4. Resolution 3: Re-election of Mr Grant McCarthy
5. Resolution 4: Re-election of Mr Adrian Bunter
6. Resolution 5: Re-election of Mr Nyap Liou “Larry” Gan
7. Resolution 6: Re-election of Mr Zoran Grujic
- A. Executive Chairman Presentation

Items of Business – Resolution 6

1. Consideration of Financial Report
2. Resolution 1: Adoption of Remuneration Report
3. Resolution 2: Approval of 10% Placement Capacity
4. Resolution 3: Re-election of Mr Grant McCarthy
5. Resolution 4: Re-election of Mr Adrian Bunter
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Nic Lim – Executive Chairman

Highlights Lowlights

Expense8 continues to grow strongly

Travel platform implementations gathering momentum

Card application platform enquiries building up

Completion of 10% divestment of Realtors8

Perform8 under review

Access to technical talent



1. FY17 Performance

2. FY18 Outlook

3. Strategic Review

FY17 Financials: Full Year Review



	FY 2016 (\$)	FY 2017 (\$)
Revenue	3,680,907	3,676,754
Receipts from operating activities	4,157,513	4,003,039
Cash at end of year	331,558	382,562
Cash flow from operating activities	(979,417)	14,496
Cash flow from investing activities	(288,757)	(47,712)
Cash flow from financing activities	1,020,748	78,846
Net Profit Before Tax	(1,384,248)	(1,238,878)
Net Profit / (Loss) After Tax	(1,352,636)	(1,320,540)
EBITDA	(706,917)	(581,022)

- EBITDA when adjusted for the impairment of Perform8 goodwill (\$540,000) would have been a loss of \$41,022
- Expense8 SaaS revenue up 40%
- More than 80% of clients have agreed to or migrated to Expense8
- Completed 10% divestment of Realtors8 for approximately \$445,000

Operational Review



Expense8

- Revenue up 13% to \$2,038,761 (FY16: \$1,807,969)
- SaaS revenue up 40% to \$1,028,956 (FY16: \$735,086)
- Successful customer wins include the Federal Department of the Prime Minister and Cabinet, Australian Communication & Media Authority and NSW Department of Industry;
- Existing customer migrations to expense8 include but not limited to Programmed, Agrium Landmark, Amcor, Roche Diagnostics, Boral Timber, NSW Department of Finance, Federal Department of Finance and Cushman & Wakefield;
- Federal Treasury and Expense8 shared services offering to other Federal Government agencies gaining momentum; and
- NSW Department of Education goes live with the Card Application and Maintenance module for their Westpac Visa corporate credit cards.

Perform8

- Revenue of \$80,833 (FY16: \$162,912)
- Upon assessing the business, the Board decided to impair the Perform8 goodwill, writing-down the Goodwill by \$540,000 to a \$nil value. The Perform8 business will undergo a strategic review as the reseller partnerships have not yielded the expected results.

Realtors8

- Revenue of \$1,557,190 (FY16: \$1,705,578)
- Revenue was down 5.8% on a FX adjusted basis
- Completed divestment of 10% of Realtors8 to Clouaron Pte Ltd for approximately \$445,000

Summary



1. Strong growth in client base
2. Clear monetisation strategies across 3 platforms within Expense8
3. Long term contracts with high level of recurring monthly platform and usage fees
4. Good opportunities to further develop financial technology products
5. Completion of 10% divestment of Realtors8

1. FY17 Performance

2. FY18 Outlook

3. Strategic Review

Key Opportunity Drivers

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

2. Grow existing Expense8 platforms
 1. Expense
 2. Travel
 3. Card Application & Management

3. Next:
 - Procure to pay
 - Transaction applications
 - Transaction currencies

Opportunity & Priorities for 2018



1. Expense8
 - Accelerate engagement with Government
 - Monetise Travel and Card application platforms
 - Develop new product opportunities

2. Realtors8
 - Complete divestment process

3. Perform8
 - Strategic review

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