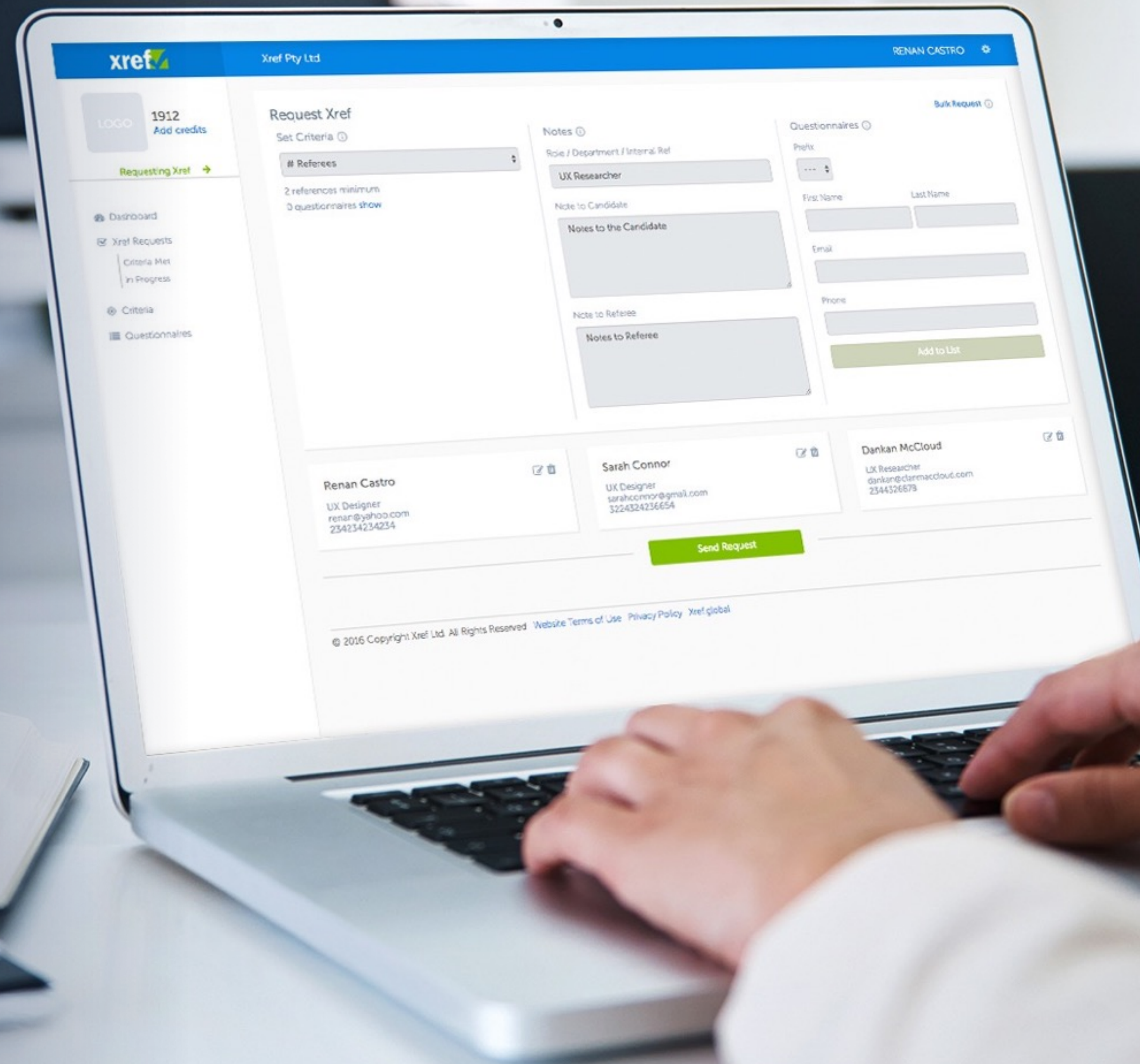


Today, 600 companies in 7 countries make better hiring decisions because of Xref.



Xref automates a business critical task, provides meaningful data and protects companies from fraud, discrimination and privacy breaches.



“ Our recruiters love Xref because of the ease, efficiency and thoroughness with which it allows them to do this very critical task.

Kimberley Hubble - Global Head of RPO,
HUDSON

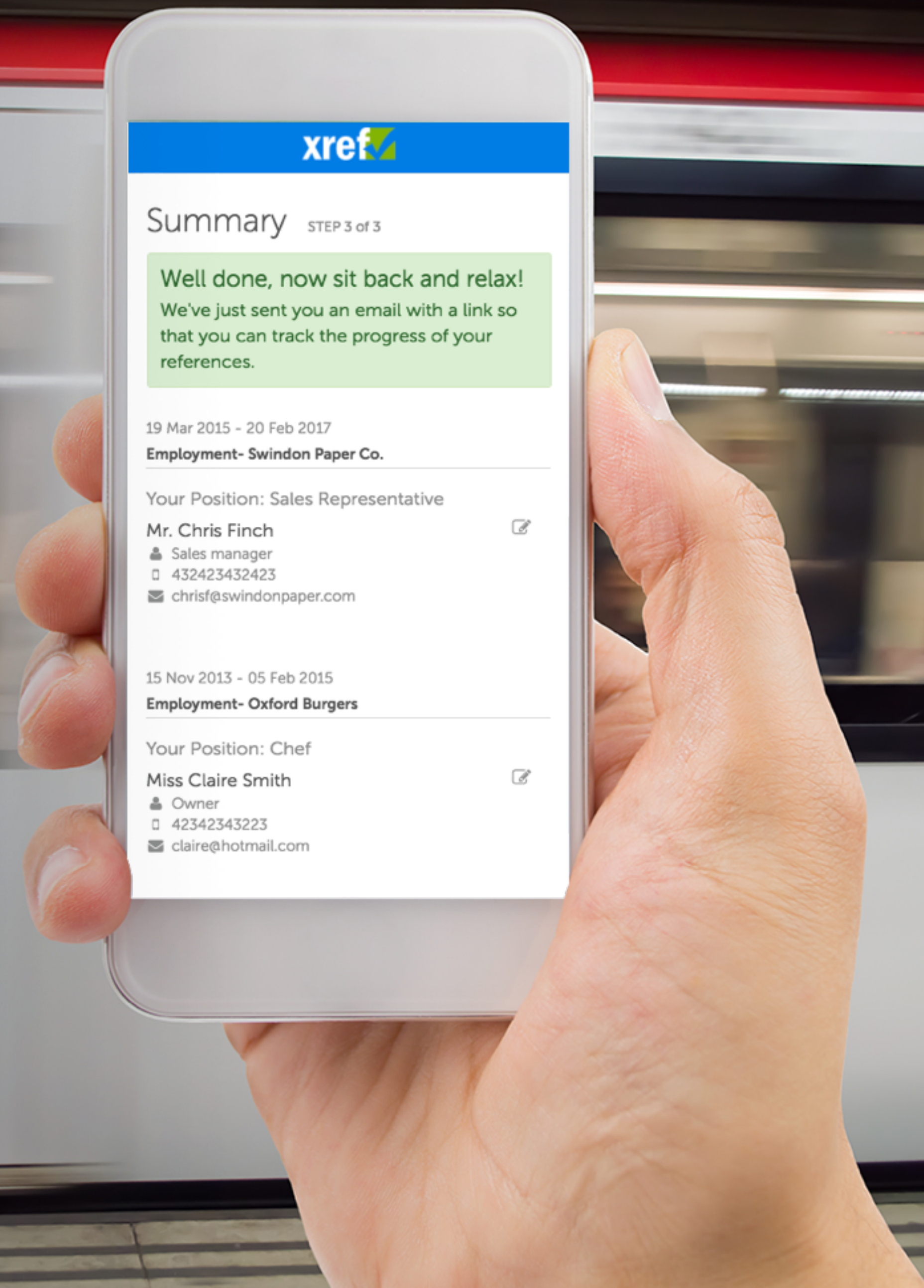


[SEE MORE TESTIMONIALS](#)



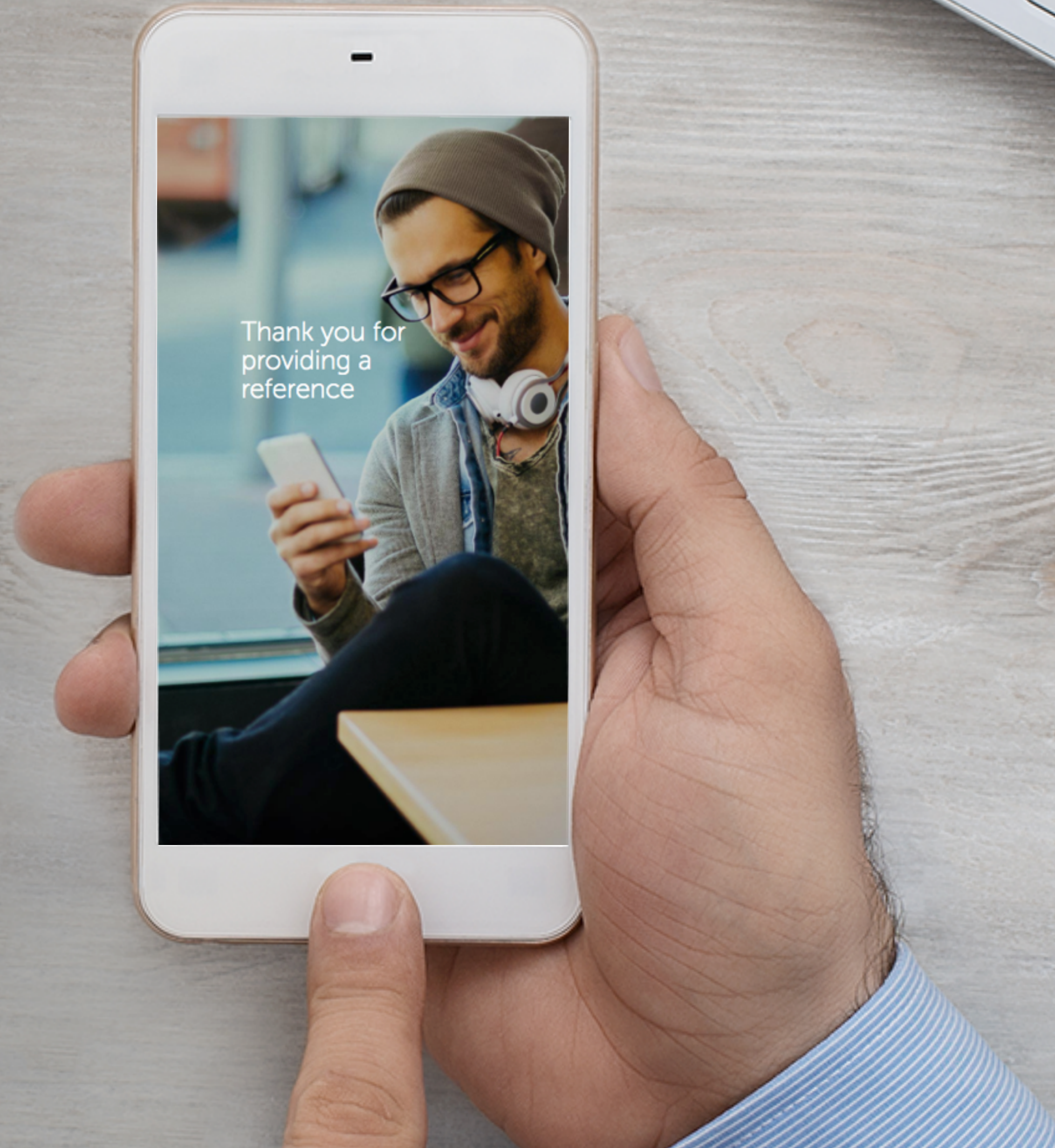
An unparalleled user
experience already enjoyed
by over 140,000 candidates
worldwide on any device...

and they love it.



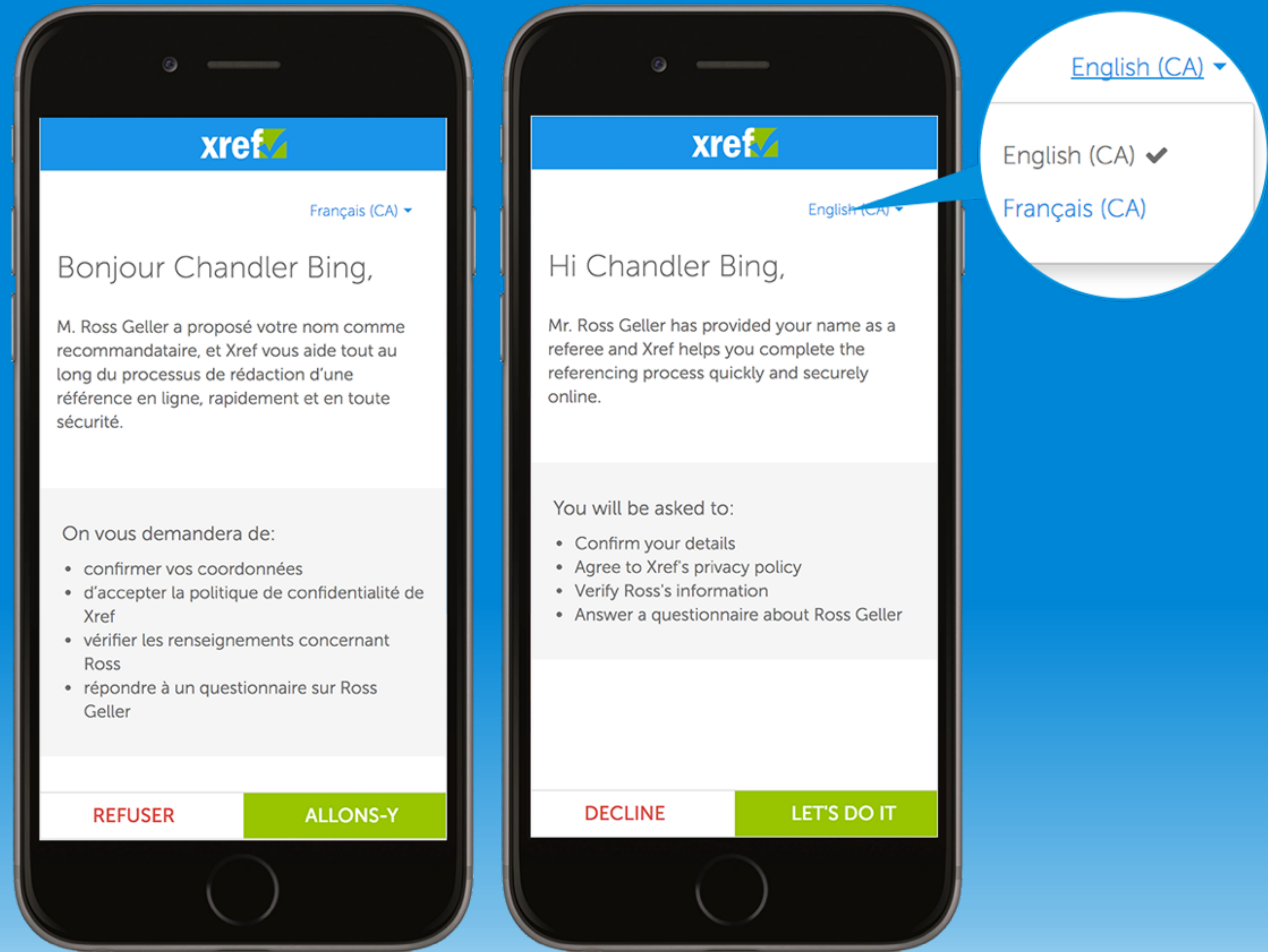
**Over 280,000 referees
have provided feedback
- 50% out of business
hours and on mobile
devices.**

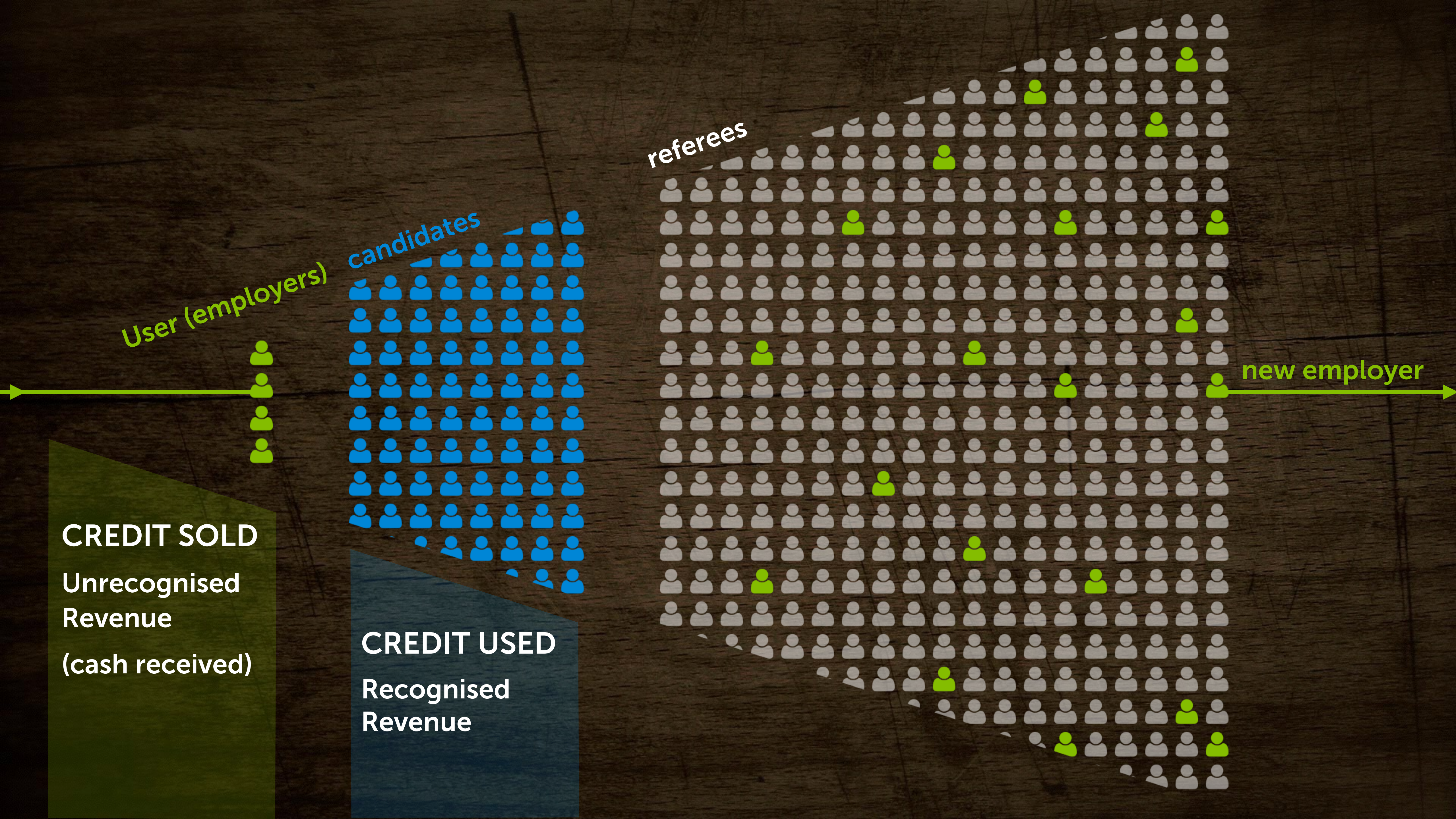
**Xref collects 60% more
data 5 times faster than
traditional methods.**



Multi-language services support the global growth of Xref's platform.

The company's cloud-based software platform includes a multi-language library and tailored questionnaires which allow employers to ask referees questions in these languages. This provides flexibility for referees who may not share the same mother tongue. Users can 'toggle' between languages and nominate the languages they will accept for candidate references, or 'lock in' a language to ensure same language responses.





2014

AUSTRALASIAN USER BASE



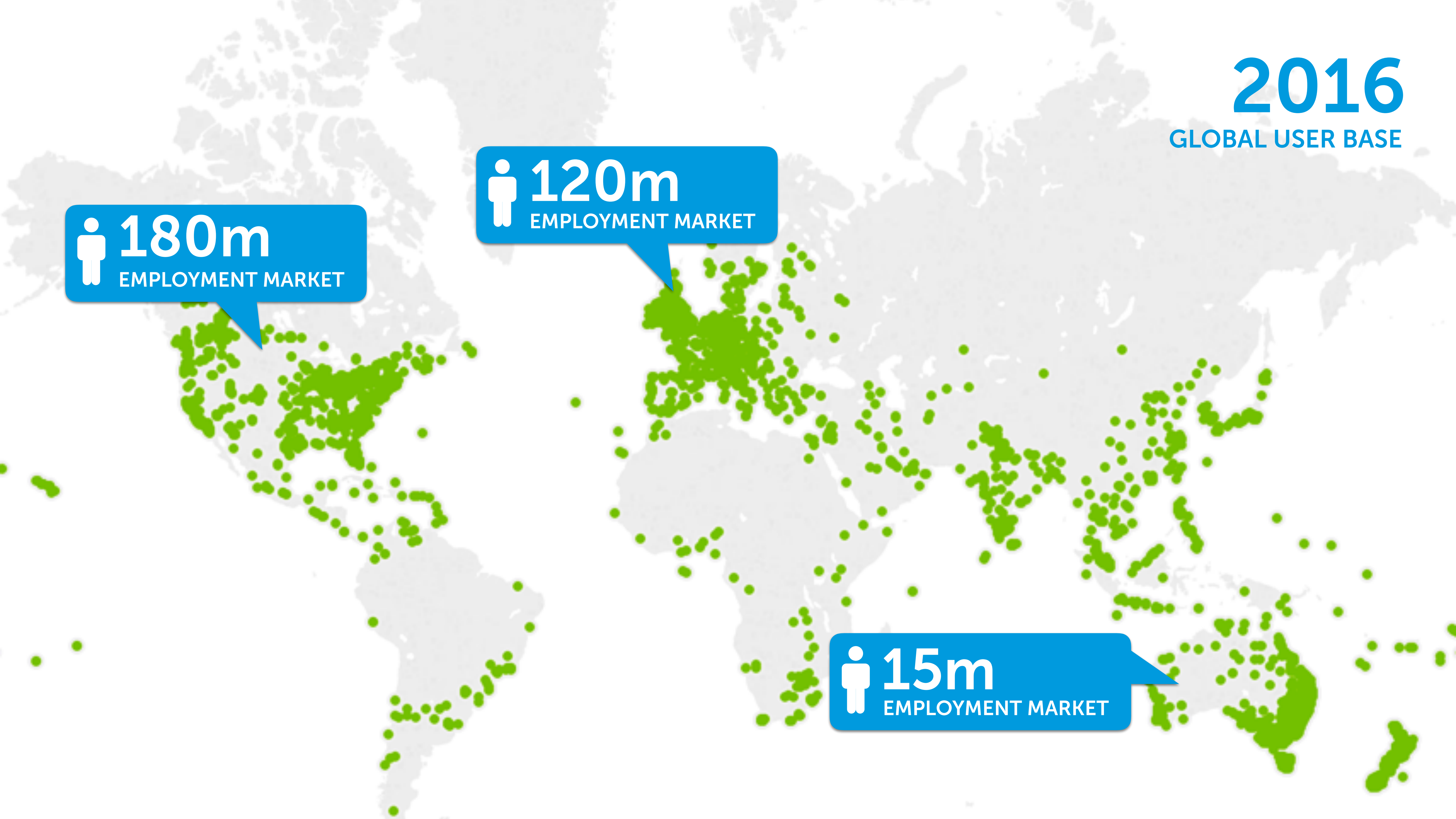
2016

GLOBAL USER BASE

 **180m**
EMPLOYMENT MARKET

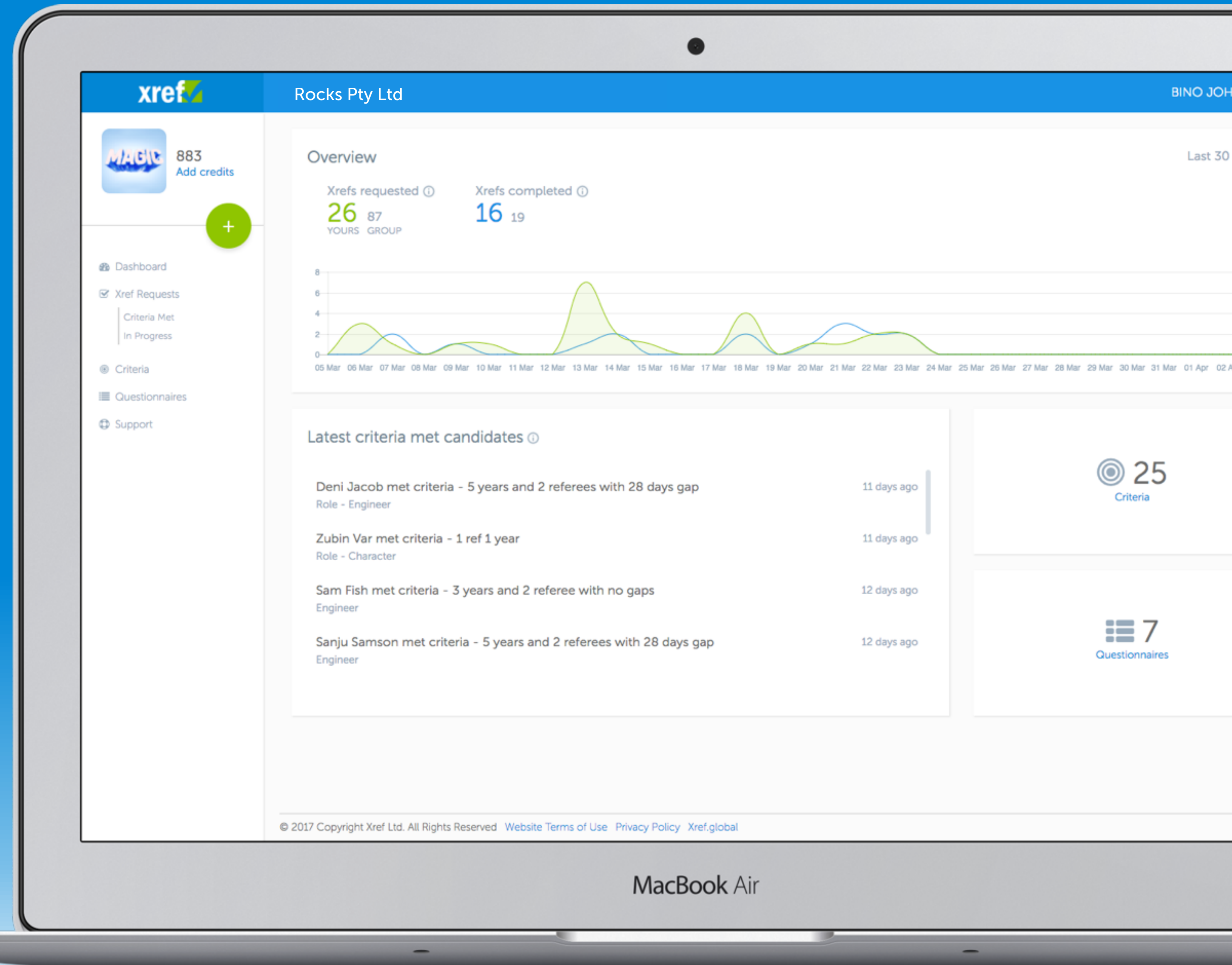
 **120m**
EMPLOYMENT MARKET

 **15m**
EMPLOYMENT MARKET



We hit sales targets, we get paid, people love what we do and our investment in growth is well managed.

- Quarterly sales record : \$1m
- Monthly sales record (March) : \$0.4m
- Quarterly cash receipt record: \$1m
- Quarterly usage record: \$0.55m
- Q4 cash outflow reduced



In 2016 we positioned for global scale, 2017 is about building on a strong foundation.

In 2016 we re-visited every corner of our business. People, processes, product and partners were positioned in readiness for growth.



In Q3 overseas sales contribution grew to 10% of the total, a 250% increase on Q2.

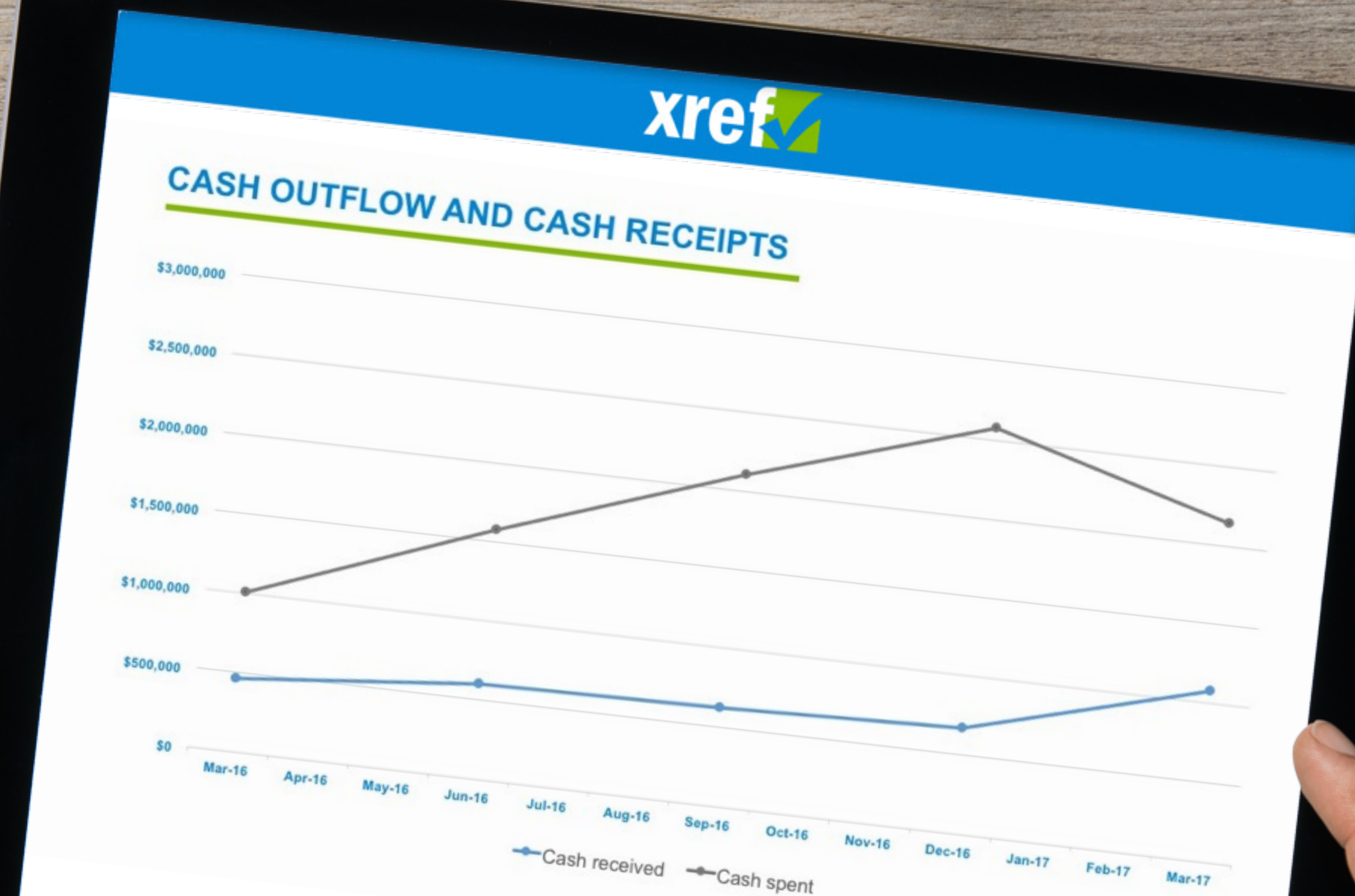
March sales from North America and Europe rose 116% on the preceding month to 15% of global sales (\$401,000).



Sales and credit usage at record levels whilst cash outflow reduced.

Cash outflow for the third quarter reduced to \$2.3 million, compared with \$2.8 million that was anticipated at the end of the previous quarter. This reflected lower than expected development and marketing costs, and compares with cash outflows of \$2.5 million for the second quarter.

During Q3, Xref collected more than \$1 million in cash, up 61% compared to Q2, and at 31 March 2017 Xref held \$5.7 million cash.



Capital structure

\$118M

Current Shares on Issue

\$53M

Issued Share Capital

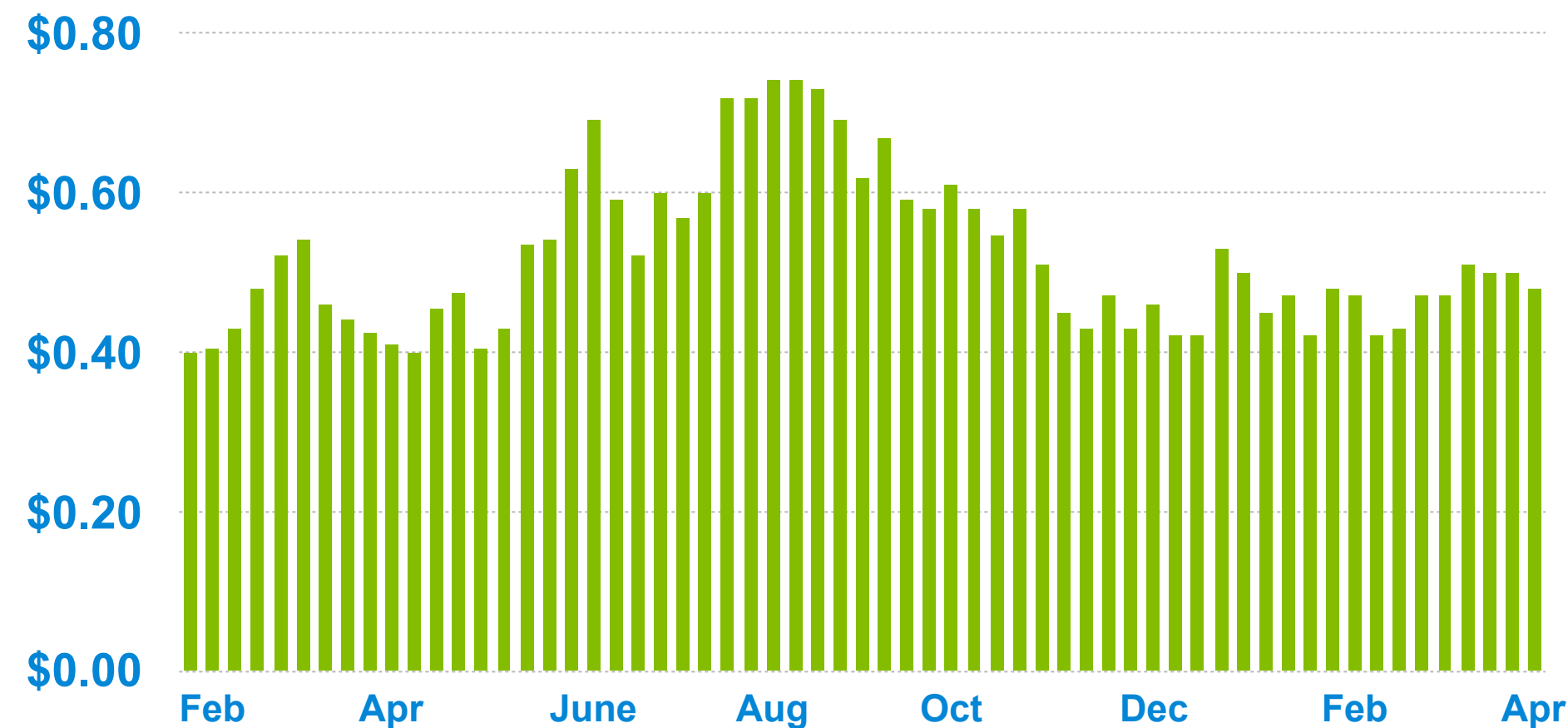
\$65M

Includes Escrowed
Shares Issued to
Vendors

\$57M

Market Capitalisation
at 48c (as at 4 April)

XF1 Share Price 2016



Top 5 Shareholders

32M

SQUIRREL HOLDINGS
AUSTRALIA PTY LTD
Timothy Griffiths

32M

WEST RIDING
INVESTMENTS PTY LTD
Lee-Martin Seymour

8M

HSBC CUSTODY NOMINEES
(AUSTRALIA) LIMITED

2.9M

MORGAN STANLEY
NOMINEES

3M

AUSTRAL CAPITAL PTY LTD

Performance Rights of 33 million will be issued in line with the following milestones:

Milestone 1: 16.6m Performance Rights will vest once Xref achieves annualised revenue of A\$5m within 2.5 years from Listing

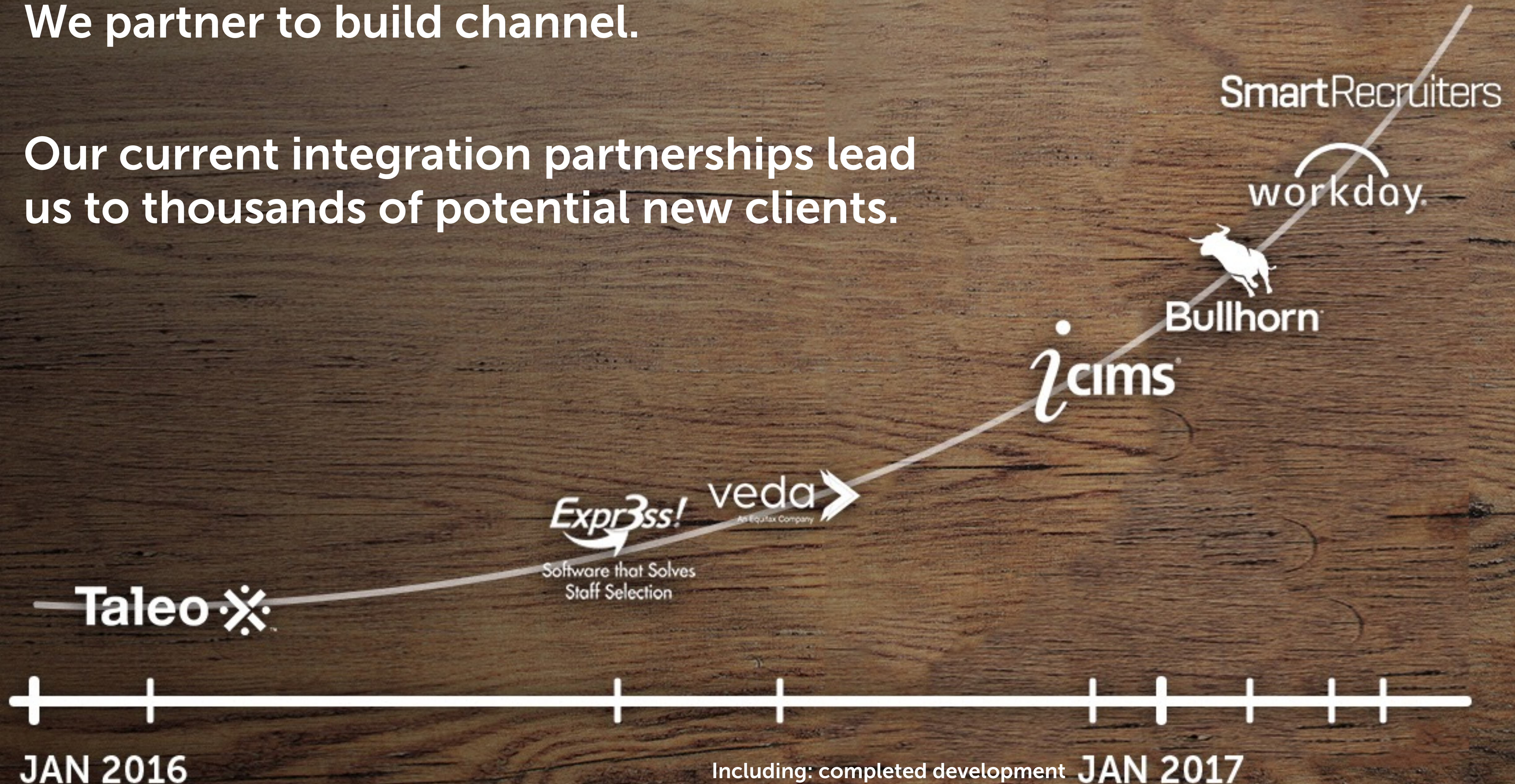
Milestone 2: 16.7m Performance Rights will vest once Xref achieves annualised EBITDA of A\$5m within 5 years from Listing


\$64.9 million vendor shares will be escrowed for 24 months by the ASX until the 8 February 2018.

\$12.4 million options with exercise prices between \$0.23 and \$0.70, which expire between Feb 2019 and Nov 2022.

We partner to build channel.

Our current integration partnerships lead us to thousands of potential new clients.





**We are proven.
We are built for scale.
We are well funded.
We are leading.
We have only just begun.**

We are xref 

And we're having fun...



xref.global/blog



xref.global/investor



[@tweet_xref](https://twitter.com/tweet_xref)

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