

Prophecy International Holdings Ltd

FY18 AGM Investor Presentation



Prophecy

ASX : PRO

FY18 Highlights

eMite

- Doubled sales transactions 47 to 110
- Sales contracts increased from \$1.016M to \$3.092M (mainly SaaS subscriptions)
- Contact Centre Agents licensed grew from 1,340 to 6,060
- Revenue grew from \$2.058M to \$3.267M – 58% growth
- Significant new product releases
- New partners signed
- Genesys AppFoundry Partner of the Year for PureCloud

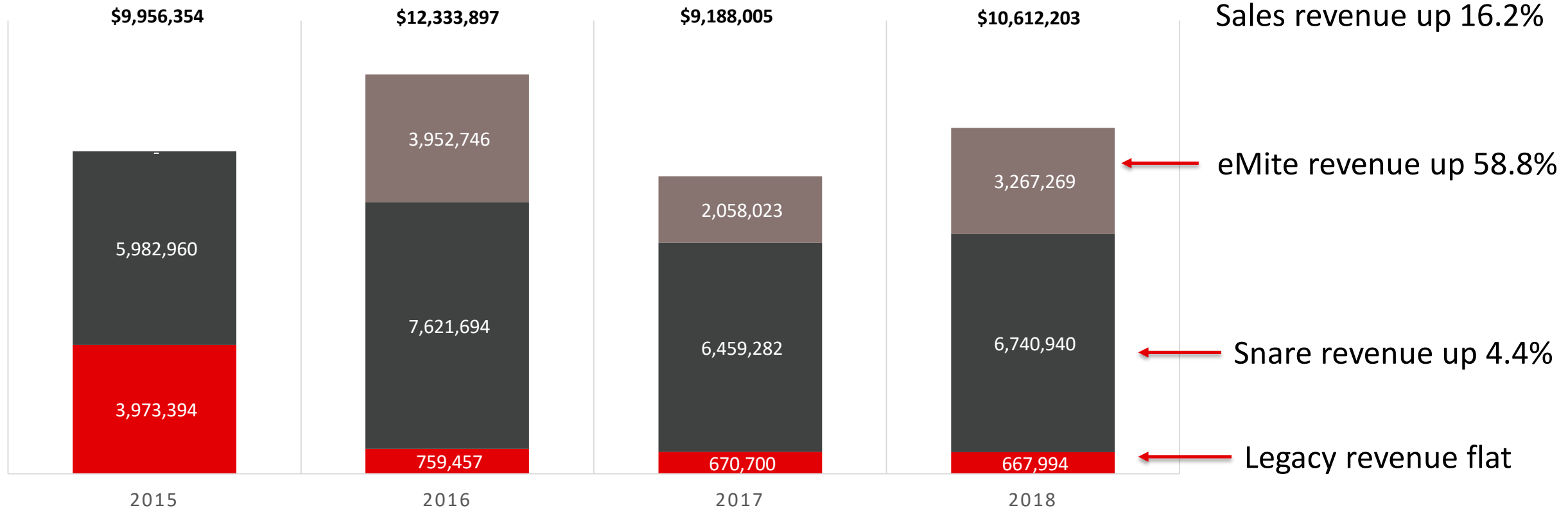
Snare

- Sales transaction from 462 to 547
- Sales contracts from \$4.658M to \$4.748M
- MSSP (Managed Security Service Provider) revenue increased by 65%
- Significant new product releases
- New partners signed

FY18 Revenues

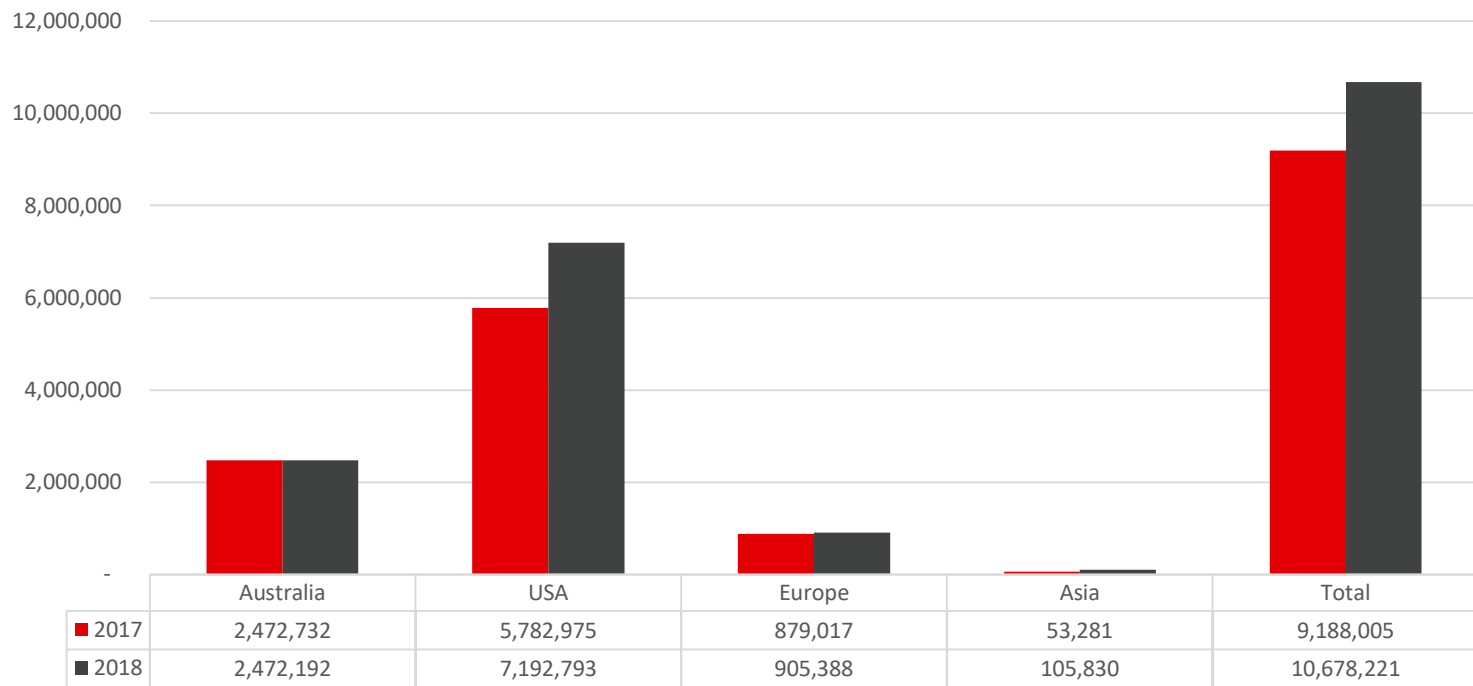
ANNUAL SALES REVENUE

■ Legacy ■ Snare ■ eMite



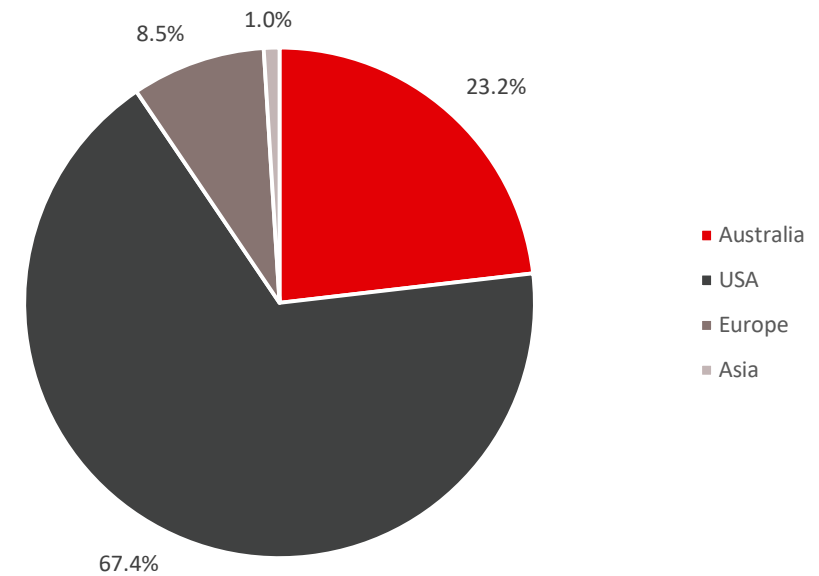
Revenue by region

Revenue by Geography



2017 2018

Revenue by region



Markets



Cloud Contact
Centre Market
USD\$19.5B
Market by 2019
CAGR of 21.3%

- Global Contact Centre marketplace
- **Contact Centre software growing to USD\$47.77B by 2025**
- **Cloud contact centre market growing at 21.3% CAGR**
- **Growing to AUD\$11.65B by 2019**
- **Contact Centre Analytics Market to grow to USD\$1.483B by 2022**

Correlating Data from Contact Centre Software, Service Desk, CRM, NPS, Amazon Lex etc

Cyber Security
USD\$90.0B
Market by 2018
CAGR of 11%



- Global Cyber Security & compliance marketplace
- Built on Snare logging >1.2M downloads
- **SIEM (Security Incident & Event Management) Market USD\$2.17B growing at 8% YoY**
- **Log Mgmt Market USD\$1.2B and growing at 12%**

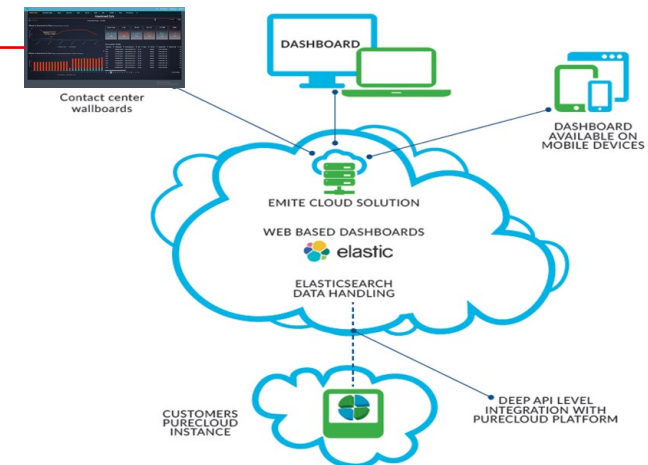
Collecting, correlating, analysing and storing data from Log Management, Patch Management, Directory, Back Ups, Threat Data (STIX), Cloud (AWS) etc

Our Locations



eMite CX Intelligence platform

- Big Data/Advanced Analytics Platform & Dashboards
- 80+ connectors to different systems and data-sources
- Powerful correlation engine
- Unique value
 - Data onboarding framework/SDK
 - Big Data Analytics and indexing engine
 - Out of the Box (OOTB) and customisable Visualization layer & Dashboards = no coding
 - Build your own KPI's and Algorithms = no coding
 - Out of the Box IP – “No toolkits”
- Gartner Hype Cycle vendor for Business Value Dashboards (BVD)
- SaaS - Hosted on AWS (Amazon Web Services) globally, also available on premise or hybrid
- Built on Elastic Search/no database/data warehouse or schema required
- HTML 5 for desktop or mobile devices – supports all browsers



powered by aws

eMite Genesys Partnership

Genesys is the market leader in Contact Centre Infrastructure and outright leader in Gartner Magic Quadrant



eMite has a strategic alliance and is a Gold Technology Partner of Genesys for all 3 solutions

- ❑ PureCloud – SMB/Mid Market cloud solution
- ❑ PureConnect – Mid Market On premise solutions
- ❑ PureEngage – Tier 1 Enterprise & Government Solutions

eMite is sold by Genesys through their global sales org and their channel partners as a Genesys solution on their contracts and their pricelist.

Genesys

- > 10,000 customers globally
- > 1,000 reseller partners
- > 500 direct sales representatives
- ✓ eMite dashboards & analytics fully integrated into Genesys solutions delivering real time operational insight.
- ✓ Sold through Genesys and their partners on Genesys contracts.



Winner



Partner of the year

for PureCloud 2018

eMite becomes Genesys Premium App

- Launched October 2018 by Genesys
 - Top application partners for Genesys
 - Click to Install
 - Single Sign On
 - Auto install
 - Invoiced by Genesys

 GENESYS | AppFoundry

PureCloud / Featured / eMite



eMite

eMite is an advanced real-time and historical OOTB Analytics Dashboard and Wallboard specifically designed for PureCloud and PureConnect. eMite also has integrated with third-party solutions, such as Salesforce, ServiceNow, MS Dynamics, SQL, Oracle, etc. to correlate and present data from multiple different systems in a single, real-time dashboard.

Description Pricing

If you are looking for a truly advanced OOTB Analytical Contact Center Dashboard solution, where users can view multiple dashboards and wallboards throughout the organization, with no development and up and running in less than 2 weeks, the solution. If you would like to correlate and present data from other solutions in the same dashboard, or if you want to present advanced KPI's across the organization in real-time, eMite is the Solution.

- Already being used by over 40 PureCloud Customers Globally
- Recognize and respond to shifting call volumes – as they occur
- Improve customer experience, reduce call wait times
- Manage intra-day queue volumes

[Read More](#)

GENESYS™ MARKET PLACE



Advanced Analytics for PureCloud

- Average of 65 seats
- USD\$10.5 per seat per month (AUD\$14.50)
- USD\$3,600 set up fee
- Average deal size \$11,790 year 1 (AUD\$16,375)
- 12, 24 or 36 month contracts



Advanced Analytics for PureConnect

- Average of 250 seats
- USD\$10.5 per seat per month (AUD\$14.50)
- USD\$9,000 set up fee
- Average deal size \$40,500 year 1 (AUD\$56,250)
- 12, 24 or 36 month contracts



Advanced Analytics for PureEngage

- Average of 500 seats
- USD\$10.5 per seat per month (AUD\$14.50)
- \$20,000 set up fee
- Average deal size \$83,000 year 1 (AUD\$115,278)
- 12, 24 or 36 month contracts

- Genesys has an Install base of 1,200 accounts
- Growing at 200% YoY

- Genesys has an Install base of 4,000 accounts

- Genesys has an Install base of 5,000 accounts

CX Intelligence

- 83 New customers in FY18
- Pipeline has grown to over \$10.0M
- Approaching 10,000 seats sold
- Averaging 9.5 new customer adds per month
- New Integrations with other contact centre management apps:
 - Salesforce
 - Voci
 - Survey Dynamix
 - Verint
 - Call Journey
 - Plantronics

Canon



VicSuper
Get Super Active

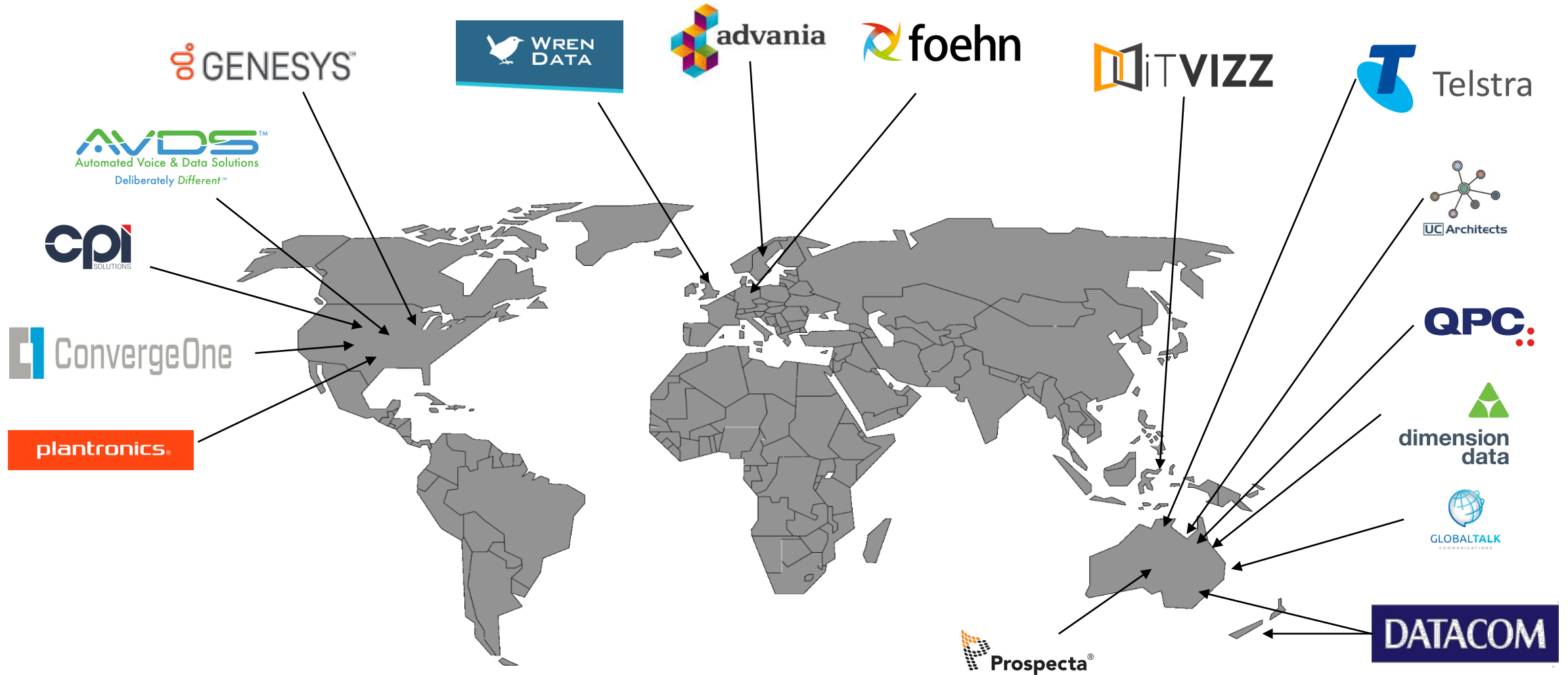


LibertyPower™
Powerful Together



NOVARTIS

Other eMite Partners



Snare Product Suite



Multiple Data Sources
Advanced Threat Detection
Real Time Analytics

Snare Advanced Threat Intelligence

Advanced Logging Analytics
Just Syslog data

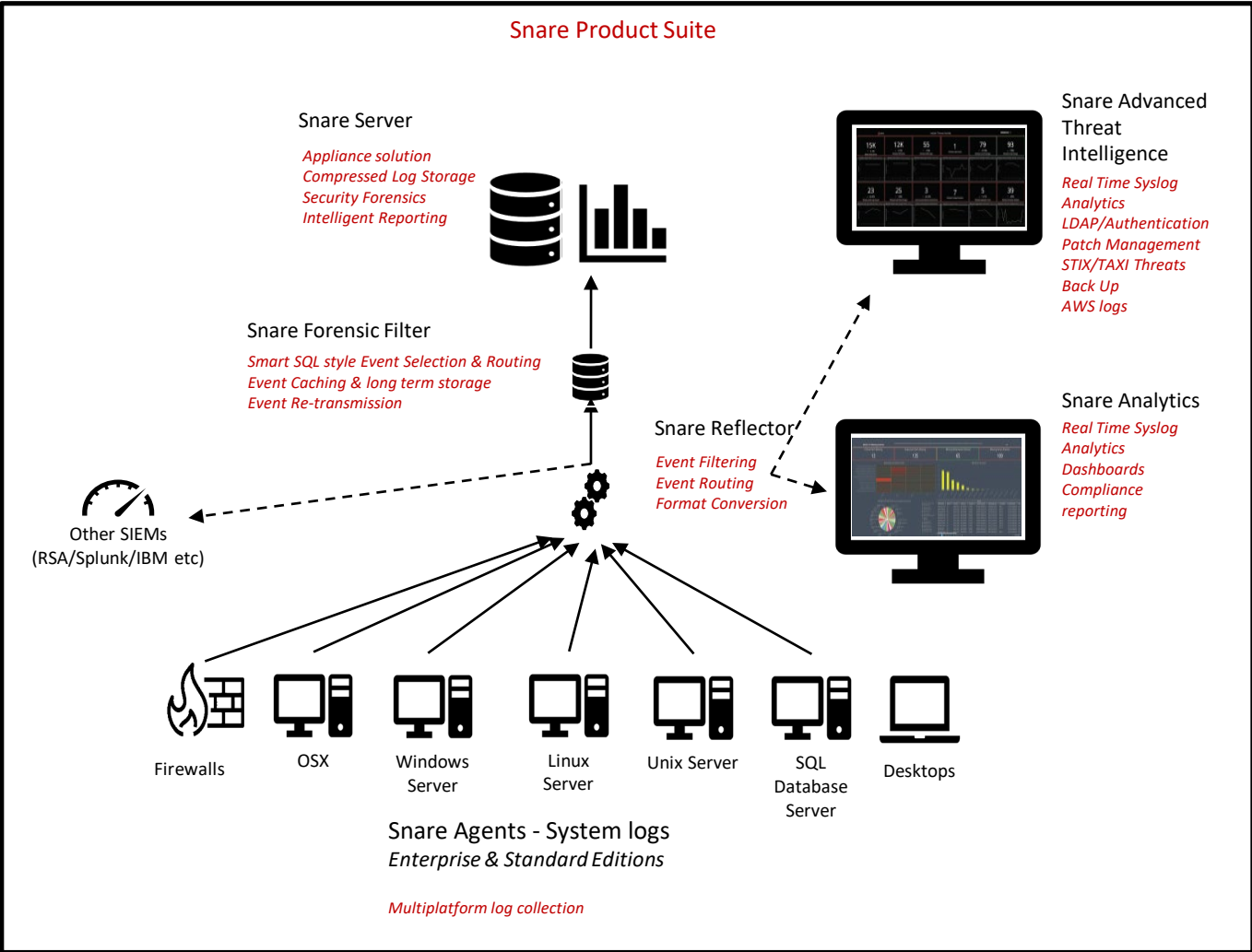
Snare Analytics

Advanced Functionality
FIM/WEC Compliance

Snare Agents – Enterprise

Open source entry level
Log Transport

Snare Agents



Snare Partners





Reseller Agreement Expansion

- North America centric
- Now includes
 - NTT Germany
 - NTT France
 - NTT UK
 - NTT japan
 - NTT Sweden
 - NTT Norway
 - NTT Hong Kong
 - NTT Australia
 - NTT Singapore
 - NTT Austria
 - NTT Switzerland
 - NTT Netherlands
 - NTT India
 - NTT Philippines
 - NTT Thailand

New Snare customers in FY18

547 Sales representing over 170,000 software agents



Product Highlights

Product Updates

- FIM (File Integrity Monitoring)
- Binary Distribution
- Veracode Certification
 - Certified that no vulnerabilities are present in the software.
- Linux V5 Agents launched
- Combined Epilog/Windows Agent
- Snare for NCR ATMs

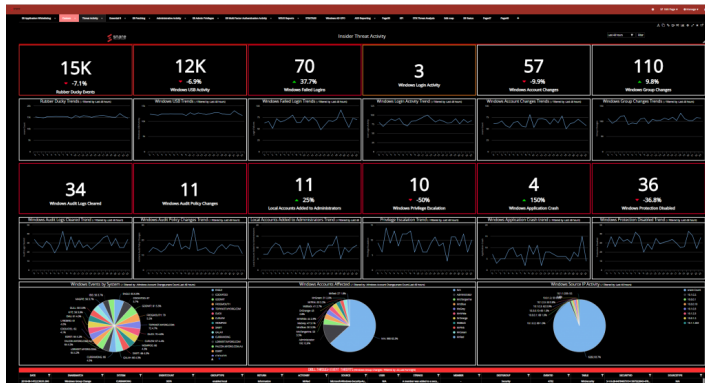
Major Launch

- Snare Analytics/Snare Threat Management (eMite integration)
Snare Server 7.4



Snare Analytics & Advanced Threat Management

A new threat management solution combining eMite and Snare functionality into a new platform



- New \$1M+ Pipeline
- Average deal size of \$70K
- Upsell into Snare installed base

- Multiple data collectors
- Prebuilt dashboards & reports
- Real time analytics
- On Premise, Hosted or SaaS versions available
- Perpetual or Subscription Licensing
- Works across all log sources, including cloud logs like AWS and O365 (MS Office 365)

Initial customer wins

A large Bank in Canada

A Pharmaceutical Company In the USA

A high-tech manufacturing company in Norway

A secure government document production facility in Europe



Thank you