

# FY2019 HALF YEAR REVIEW

SIX MONTHS TO 31 DECEMBER 2018

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# 2019 FIRST HALF FINANCIAL SUMMARY

- Net Revenue increased by 13% year-on-year. The Company's revenue is historically skewed to the second half of the financial year.
- Whilst Advisory Revenue grew by 3% on the previous corresponding period, the contribution from this division decreased by \$0.9m due to (a) higher than usual levels of leave taken in Q1 after a very busy Q4-2018; (b) hiring of new consultants who take time to become fully productive; and (c) a \$0.4m doubtful debt provision for a Chinese Advisory customer for which the Company is now pursuing legal recovery. The kick-off of two large Advisory projects in January 2019 should see H2 utilisation levels increase and margins improve as they did in the second half of last financial year.
- Net revenue from the Software Division grew by 20% with all revenue lines improving year-on year (License 6%, Subscription 167%, Maintenance 14% and Consulting 24%). Both Subscription and Maintenance revenue lines recorded their highest ever six-month result and the Software Consulting result was the best since the second half of 2012.
- The Company's Annual Recurring Revenue (ARR) from Software Subscriptions has increased to \$2.2m from \$1.3m at 30 June 2018. Projecting this over a five year horizon would see the Company receive \$11.0m in cumulative subscription income.
- Operating costs increased by 10% due to the purchase of the MinVu business and the hiring of additional Advisory and Software consulting staff.
- Research and Development spend dropped 6% to \$6.8m from the prior six month period.
- The Company reported a \$1.0m improvement in Operating EBITDA to \$0.9m for the half year (1H18: \$0.1m loss).
- On 31 December 2018 the Company had \$19.9m in cash (and no debt).
- Pleasingly there was only a \$0.6m cash outflow from Operations in H1 2019 which is a positive result given most annual Maintenance receipts are received in the second half year. The Company also made \$2.0m in earn out payments to the vendors of iSolutions in the first half.

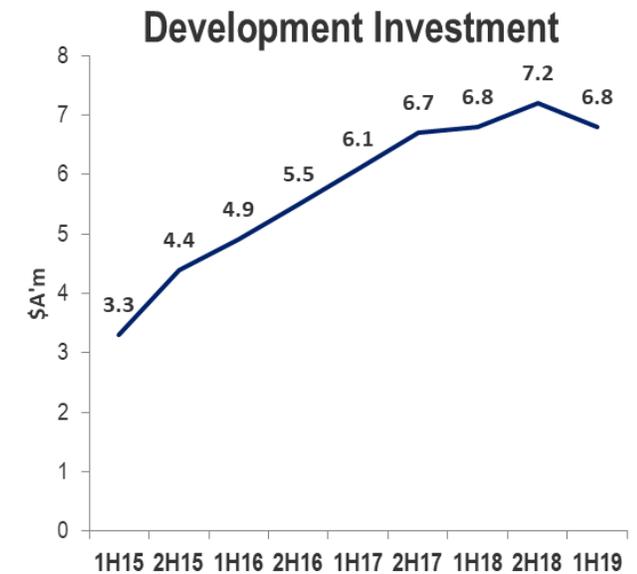
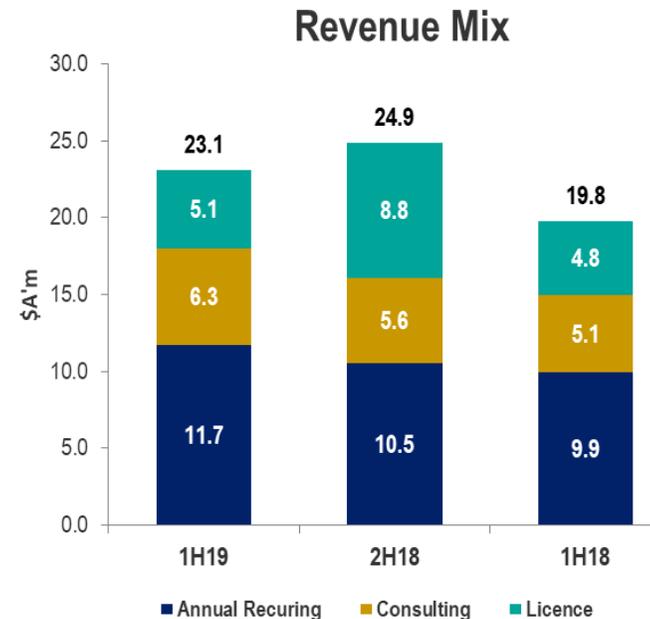
# MANAGEMENT COMMENTS

- The momentum and move across to Subscription Software licensing is starting to build. While the upfront approval and contracting processes inside our customers for these types of deals tend to take longer, the ease with which follow on deals can be executed should be beneficial to both RPM and its customers. The Company has now built a strong pipeline of potential Software Subscription deals.
- The Company added eight (8) new Software customers during the half year and expects that number to increase strongly in the second half of the financial year.
- The Software Division is particularly pleased with the momentum of its Short Interval Control (XECUTE and MinVu) products which are starting to gain traction.
- Over the next six months the Company will release the final three planned Mine Scheduling Solutions (Underground Coal, Potash and Alloys) and what should be the third and last major release of XERAS Enterprise. These releases will bring to an end six years of “new” development effort for both suites of products.
- RPM has now established a wholly owned subsidiary in Colombia due to the amount of current and projected work the Company expects to complete in that country.

# SOFTWARE DIVISION

A\$m	1H19	2H18	\$ Var	% Var	1H18	\$ Var	% Var
Consulting	6.3	5.6	0.7	13%	5.1	1.2	24%
Subscriptions	0.8	0.5	0.3	60%	0.3	0.5	167%
Licence	5.1	8.8	(3.7)	(42)%	4.8	0.3	6%
Maintenance	10.9	10.0	0.9	9%	9.6	1.3	14%
<b>Software Revenue</b>	<b>23.1</b>	<b>24.9</b>	<b>(1.8)</b>	<b>(7)%</b>	<b>19.8</b>	<b>3.3</b>	<b>17%</b>
Direct Expenses	(1.2)	(0.9)	(0.3)	33%	(1.5)	0.3	(20)%
<b>Net Revenue</b>	<b>21.9</b>	<b>24.0</b>	<b>(2.1)</b>	<b>(9)%</b>	<b>18.3</b>	<b>3.6</b>	<b>20%</b>
Operating Expenses	(11.9)	(11.3)	(0.6)	5%	(9.7)	(2.2)	23%
<b>Gross Contribution</b>	<b>10.0</b>	<b>12.7</b>	<b>(2.7)</b>	<b>(21)%</b>	<b>8.6</b>	<b>1.4</b>	<b>16%</b>
Software Development	(6.8)	(7.2)	0.4	(6)%	(6.8)	-	0%
<b>Contribution</b>	<b>3.2</b>	<b>5.5</b>	<b>(2.3)</b>	<b>(42)%</b>	<b>1.8</b>	<b>1.4</b>	<b>78%</b>

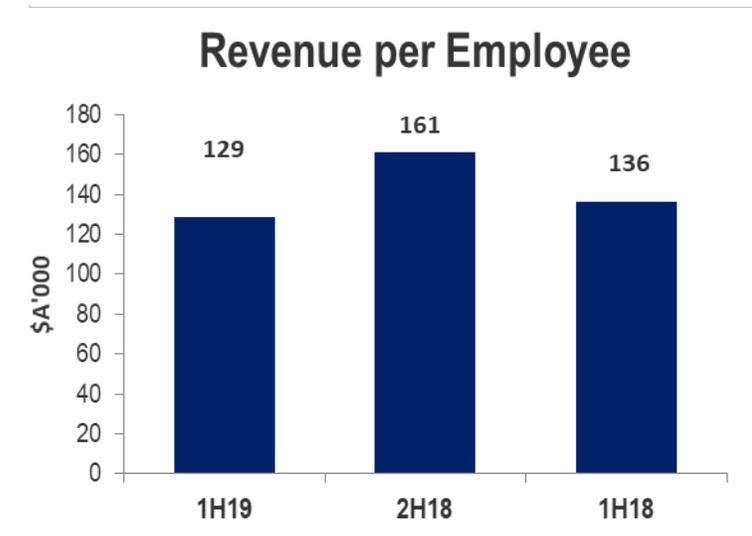
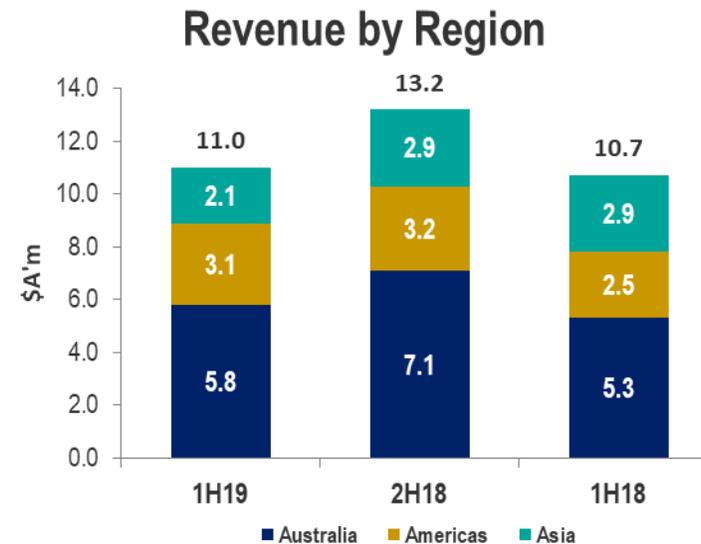
- All revenue lines grew in the half year compared against the prior corresponding half.
- Annual Recurring Revenue from subscriptions now sits at \$2.2m, up \$0.9m from June 2018.
- Both Subscription and Maintenance recorded their highest ever six-month result.
- The Software Consulting result was the best since the second half of 2012.
- Operating expenses increased due to the MinVu acquisition in 2H18.
- R&D investment peaked in 2H18 and is now expected to fall.



# ADVISORY DIVISION

- Advisory Revenue for the first half grew 3% over the corresponding half year.
- First quarter (Q119) revenue was down due to leave taken after a very busy second half of FY18.
- The new employees hired during the period have lower utilisation as they come up to speed.
- Operating expenses includes a \$0.4m receivable impairment for a Chinese customer for which the company is now pursuing legal recovery.
- Two large projects were finally kicked off in January 2019.

A\$m	1H19	2H18	\$ Var	% Var	1H18	\$ Var	% Var
<b>Advisory Revenue</b>	<b>11.0</b>	<b>13.2</b>	<b>(2.2)</b>	<b>(17)%</b>	<b>10.7</b>	<b>0.3</b>	<b>3%</b>
Direct Expenses	(1.8)	(2.2)	0.4	(18)%	(1.6)	(0.2)	13%
<b>Net Revenue</b>	<b>9.2</b>	<b>11.0</b>	<b>(1.8)</b>	<b>(16)%</b>	<b>9.1</b>	<b>0.1</b>	<b>1%</b>
Operating Expenses	(8.7)	(9.5)	0.8	(8)%	(7.7)	(1.0)	13%
<b>Contribution</b>	<b>0.5</b>	<b>1.5</b>	<b>(1.0)</b>	<b>(67)%</b>	<b>1.4</b>	<b>(0.9)</b>	<b>(64)%</b>



# FINANCIAL RESULTS SUMMARY

A\$m	1H19	2H18	\$ Var	% Var	1H18	\$ Var	% Var
<b>Revenue</b>	<b>36.9</b>	<b>40.6</b>	<b>(3.7)</b>	<b>(9)%</b>	<b>33.1</b>	<b>3.8</b>	<b>11%</b>
Direct Costs	(3.0)	(3.0)	-	0%	(3.1)	0.1	(3)%
<b>Net Operating Revenue</b>	<b>33.9</b>	<b>37.6</b>	<b>(3.7)</b>	<b>(10)%</b>	<b>30.0</b>	<b>3.9</b>	<b>13%</b>
Field Expenses	(21.8)	(22.4)	0.6	(3)%	(18.6)	(3.2)	17%
Development Expenses	(6.8)	(7.2)	0.4	(6)%	(6.8)	-	0%
Corporate Expenses	(4.4)	(3.5)	(0.9)	26%	(4.7)	0.3	(6)%
<b>Operating EBITDA</b>	<b>0.9</b>	<b>4.5</b>	<b>(3.6)</b>	<b>(80)%</b>	<b>(0.1)</b>	<b>1.0</b>	<b>-</b>
Depreciation & Amortisation	(2.0)	(1.9)	(0.1)	5%	(1.5)	(0.5)	33%
Net Finance and Fair Value Costs	(0.1)	(0.2)	0.1	-	0.1	(0.2)	-
<b>Operating Profit/(Loss) Before Tax</b>	<b>(1.2)</b>	<b>2.4</b>	<b>(3.6)</b>	<b>-</b>	<b>(1.5)</b>	<b>0.3</b>	<b>-</b>
<b>Significant One-off Items:</b>							
Russian litigation	-	(0.3)	0.3	-	-	-	-
<b>Loss before Tax</b>	<b>(1.2)</b>	<b>2.1</b>	<b>(3.3)</b>	<b>-</b>	<b>(1.5)</b>	<b>0.3</b>	<b>-</b>
<b>Net Loss After Tax</b>	<b>(1.7)</b>	<b>2.0</b>	<b>(3.7)</b>	<b>-</b>	<b>(1.8)</b>	<b>0.1</b>	<b>-</b>

# BALANCE SHEET

A\$m	Dec-18	Jun-18	\$ Var	% Var
Cash	19.9	23.3	(3.4)	(15)%
Receivables and WIP	18.9	24.5	(5.6)	(23)%
Property, Plant and Equipment	1.8	1.9	(0.1)	(5)%
Intangibles	35.8	37.1	(1.3)	(4)%
Deferred Tax	9.2	9.1	0.1	1%
Prepayments, Deposits, etc	2.2	1.9	0.3	16%
<b>Total Assets</b>	<b>87.8</b>	<b>97.8</b>	<b>(10.0)</b>	<b>(10)%</b>
Trade Payables	(4.4)	(7.5)	3.1	(41)%
Provisions - Employees	(5.0)	(5.1)	0.1	(2)%
Provisions - Other	(0.7)	(0.8)	0.1	(13)%
Contingent Consideration	(3.1)	(4.9)	1.8	(37)%
Unearned Income	(10.6)	(13.6)	3.0	(22)%
Lease Straightlining, etc	(0.6)	(0.5)	(0.1)	20%
<b>Total Liabilities</b>	<b>(24.4)</b>	<b>(32.4)</b>	<b>8.0</b>	<b>(25)%</b>
Share Capital	87.8	87.7	0.1	0%
Reserves and Retained Earnings	(24.4)	(22.4)	(2.0)	9%
<b>Total Equity</b>	<b>63.4</b>	<b>65.3</b>	<b>(1.9)</b>	<b>(3)%</b>

# CASH FLOW

<i>\$'m</i>	1H19	2H18	1H18
Net Cash Opening	23.3	20.7	20.3
<b>Cash from Operations</b>	<b>(0.6)</b>	3.9	3.1
Payments for:			
Restructure and Non-Recurring	(0.8)	(0.1)	(0.1)
Property Plant & Equipment	(0.3)	(0.2)	(0.3)
Software Acquisitions	(2.3)	(1.1)	(3.0)
	<b>(3.4)</b>	<b>(1.4)</b>	<b>(3.3)</b>
Proceeds from:			
Exercise of Options	0.1	-	0.3
<b>Net Increase in Cash</b>	<b>(3.9)</b>	2.5	0.2
FX Restatement	0.5	0.1	0.2
<b>Net Cash Closing</b>	<b>19.9</b>	<b>23.3</b>	<b>20.7</b>

# SOFTWARE STRATEGY - STANDARDISE, SIMPLIFY & INTEGRATE

*Deliver a complete **Commercial off the Shelf (COTS) Enterprise planning platform** built on open industry standards.*

*Release a suite of **simplified, standardised and integrated scheduling solutions** for different commodities and mining methods built on the same product architecture.*

*Provide software solutions that **deliver a step change** in mine planning, execution and value chain optimisation through **investments in innovation**.*



# NEW PRODUCT ADOPTION THIS FINANCIAL YEAR

	 Chain Valley Colliery		 GAC UNE FILIALE D' EGA	 
			<b>DETOUR GOLD</b>	
<b>HAULSIM</b>		<b>YAMANAGOLD</b>	 FOUSIERE PART OF FORNER APPROACH	
<b>SMS   XPAC SOLUTIONS</b>			 eraMET	 GAC UNE FILIALE D' EGA
<b>OPMS   XPAC SOLUTIONS</b>				
<b>OCCS   XPAC SOLUTIONS</b>				<b>Teck</b>
<b>SDCS   XPAC SOLUTIONS</b>				
<b>MinVu</b>				

# OUTLOOK

With commodity prices expected to remain strong, the Company's Board and Management feel confident that the group will deliver a strong second half of this financial year across all revenue lines (Advisory, Software and GeoGAS).

The Company's Board and Management remain excited about the momentum of the Software Division and in particular the number of new customers (eight in 1H19) who have purchased RPM's software for the first time. We believe that as these customers become more familiar with our software products and the value they can extract from them they will look to roll these products out across the rest of their business operations.

Whilst mining companies are looking for productivity improvements through the use of technology their approval, procurement and contracting (legal) processes remain cautious and often protracted. As a result, suppliers to the mining industry are experiencing longer than usual sales closure cycles.

Mining companies who are benefiting from stronger commodity prices are continuing to invest in equipment maintenance and maintenance strategy software such as AMT. These companies are actively investigating the use of real time data to measure and manage the actual performance data from their mining equipment. This requirement demands enterprise integration – an area that RPM is clearly the leader in.



*The material in this presentation is a summary of the results of RPMGlobal Holdings Limited (RPM) for the six months ended 31 December 2018 including historical financial information from prior half year's results as announced to the market and an update on RPM's business and activities and is current at the date of preparation, 25 February 2019. Further details are provided in RPM's Appendix 4D - Half Yearly Results - 31 December 2018 released to the market on 25 February 2019 and RPM's Appendix 4E and Annual Report for the full year ended 30 June 2018 released on 30 August 2018.*

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