

Announcement

Update on Total Contracted Value (TCV) and Annual Recurring Revenue (ARR) derived from Software Subscriptions

19 November 2019

RPMGlobal Holdings Limited (ASX: RUL) [RPM®] is pleased to provide the following update on the Total Contracted Value (TCV) and Annual Recurring Revenue (ARR) derived from its software subscriptions.

The Total Contracted Value (TCV) of committed new software subscription revenue entered into by RPM during this financial year to-date (1 July 2019 to 19 November 2019) is currently \$10.4M. This is more TCV than RPM sold for the full 2019 financial year (AUD\$10.3M).

As at the date of this announcement, RPM's ARR from software subscriptions has also increased to just over AUD\$8.0m per annum.

Commenting on the result, Chief Executive Officer Richard Mathews said "We remain excited with the momentum of new software subscription revenue. We had hoped to better last year's full year subscription TCV in the first half of the 2020 financial year (which finishes at the end of December 2019), but we have achieved that goal with the busiest six weeks of the calendar year still to go. This is immensely pleasing."

"Continued growth of annual recurring revenue remains a key strategic objective for the Board and management and is something we know is important to our shareholders. The Total Contracted Value (TCV) milestone however is in many respects a more strategically important achievement as it records the committed revenue RPM has locked-in to be recognised during this and future financial years. The standard subscription term for new sales finalised by RPM is between three to five years and locking in this revenue now provides the company with a good foundation for further growth in the years to come."

Mr Mathews concluded by saying, "We look forward to growing both the Annual Recurring Revenue and Total Contracted Value of software subscriptions over the remaining seven-and-a-half months of FY2020."

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About RPM:

RPMGlobal Holdings Limited (ASX: RUL) [RPM] is a global leader in the provision and development of mining software solutions, advisory services and professional development. With history stretching back to 1968, RPM's experienced global team are the largest publicly traded independent group of technical experts in the world.

Listed on the Australian Securities Exchange on 27 May 2008, RPM is a global leader in the provision of software solutions, advisory consulting and professional development solutions to the mining industry. We have global expertise achieved through our work in over 118 countries and our approach to the business of mining is strongly grounded in economic principles.
