

Annual General Meeting

28 October 2020

Acumentis
DECISION CERTAINTY

Agenda

1. Welcome
2. Chairman's Address
3. CEO's Address
4. Notice of Meeting & Proxies
5. Financial Statements & Reports
6. Resolutions
7. Voting Instructions
8. Other Business
9. Formal Meeting Close
10. General Questions



Chairman's Address

Keith Perrett

Acumentis
DECISION CERTAINTY

Chairman's Address

- Growth from a position of renewed strength
- New brand
- Board renewal
- Thanks



CEO's Address

Tim Rabbitt

Acumentis
DECISION CERTAINTY

CEO's Address

- New brand
- Continued investment in IT
- Our people
- Diversification
- Expansion of coverage
- FY20 performance
- Market Outlook
- FY21 outlook



decision certainty.

New Brand



decision certainty.



Continued Investment in IT

- Ongoing certification under ISO27001 (International Standard relating to Information Security)
- Provisional certification under IRAP (Information Security Registered Assessors Program)
- Launched our internally developed valuation management system “Accuity”
- Reduced number of valuation management systems from 3 to 2 with a further rationalisation planned for 2021




Our People


- Over 300 staff nationally
- Located in 40 offices across Australia
- Exceptionally hard working and loyal
- Invested in and supporting the local communities they service




Diversification

 Residential Property Valuations


 Government Services


 Commercial Property Valuations

 Insurance Valuations

 Rural & Agribusiness

 Property Advisory Services

 Quantity Surveying


 Buyers Agency

 Illicit Substance Screening

 Projects Division

 SMSF Property Assessment

 Stamp Duty Assessments

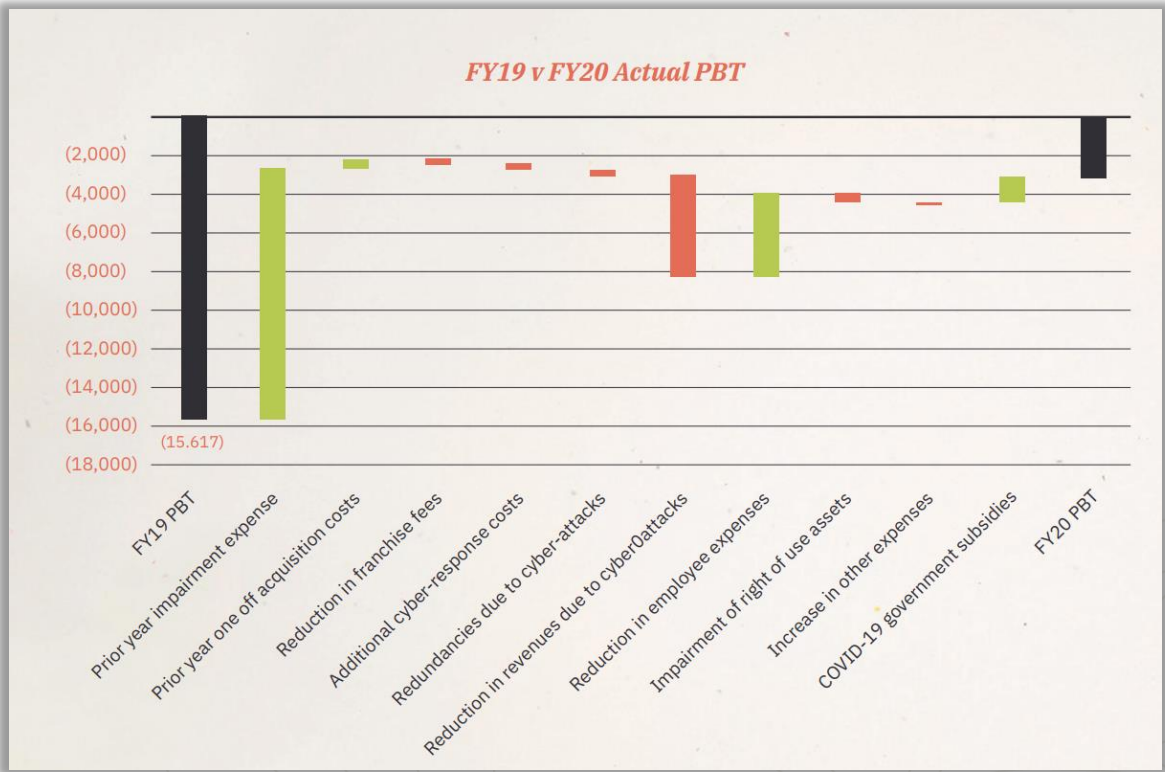
 Family Law & Litigation

 HomeBuilder Grant Valuations

Expansion of Coverage



FY20 Performance



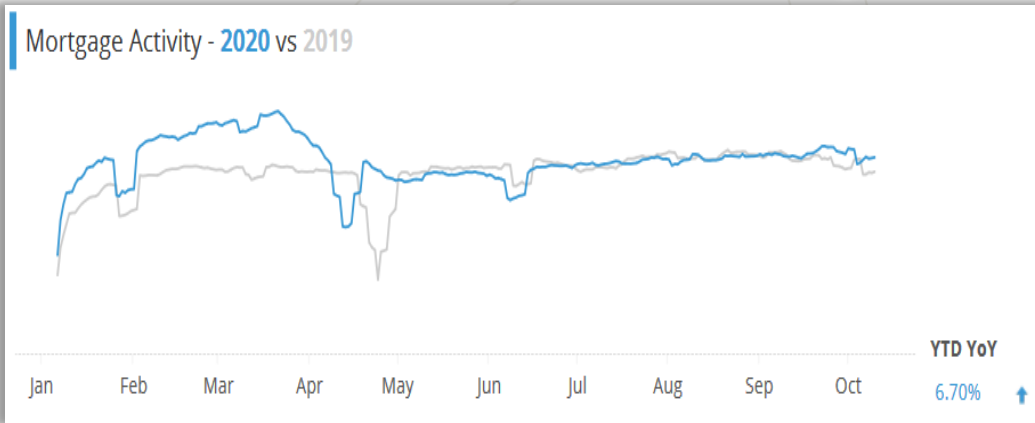
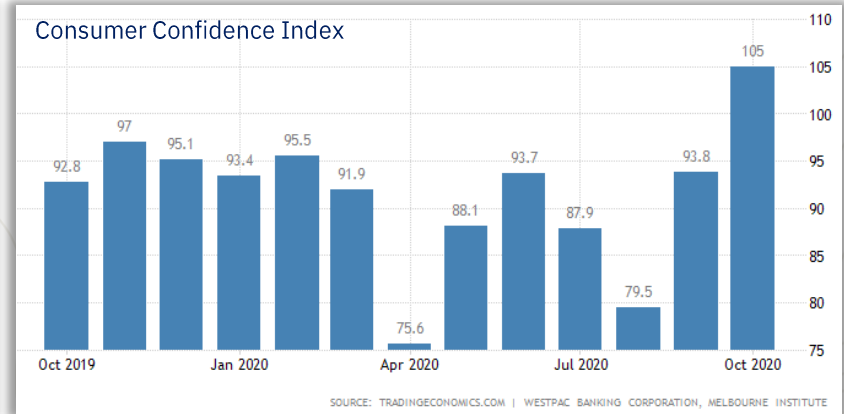
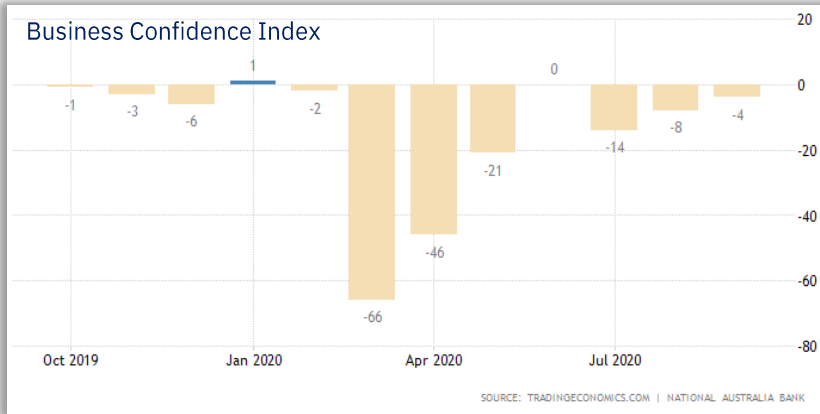
Heavily influenced by one off factors

FY20 Performance

	1st Half \$'000	2nd Half \$'000	FY2019 \$'000	1st Half \$'000	2nd Half \$'000	FY2020 \$'000
Revenue	23,844	19,151	42,995	16,832	21,138	37,970
Government grant income	-	-	-	-	1,315	1,315
	23,844	19,151	42,995	16,832	22,453	39,285
Operating profit / (loss)	522	(2,574)	(2,052)	(4,247)	1,715	(2,532)
Acquisition costs expensed	-	(528)	(528)	-	-	-
Impairment charges						
- Investment in Associates	-	(753)	(753)	-	-	-
- Intangible assets	-	(12,284)	(12,284)	-	-	-
- Right of use assets	-	-	-	(182)	(315)	(497)
Profit before tax	522	(16,139)	(15,617)	(4,429)	1,401	(3,029)
Tax benefit			469			474
Net profit after tax			(15,148)			(2,555)

Second half revenues up 26% and profitable

Market Outlook



Source: CoreLogic Early Market Indicators

- Impacts of COVID-19
- Sentiment continues to improve
- Mortgage activity reasonably strong
- Non-mortgage revenues

FY21 Outlook

- Q1 revenues were \$13.4M compared to prior year of \$8.4M
- Q1 PBT was \$1.6M compared to prior year loss of \$2.2M
- The performance benefited from JobKeeper subsidies received
- The company does not qualify for JobKeeper 2.0
- Provided the economy continues to improve as the impacts of CIVCD-19 recede, we anticipate revenue and profits to continue to improve.



Notice of Annual General Meeting & Proxies

Acumentis
DECISION CERTAINTY

Financial Statements & Reports

Acumentis
DECISION CERTAINTY

Resolutions

Acumentis
DECISION CERTAINTY

Resolution 1

Adoption of Remuneration Report

“That, for the purpose of Section 250R(2) of the Corporations Act and for all other purposes, approval is given for the adoption of the Remuneration Report as contained in the Company’s Annual Financial Report for the financial year ended 30 June 2020.”

Proxy & Direct Votes (combined)

For
42,362,360
66.9%

Against
19,893,768
31.4%

Open
1,042,700
1.7%

Abstain
90,000

Resolution 2

Re-election of Stephen Maitland as Director

"That Stephen Maitland, a Director who retires by rotation in accordance with the Company Constitution and ASX Listing Rule 5, and being eligible offers himself for re-election as a Director of the Company, effective immediately."

Proxy & Direct Votes Combined)

For

Against

Open

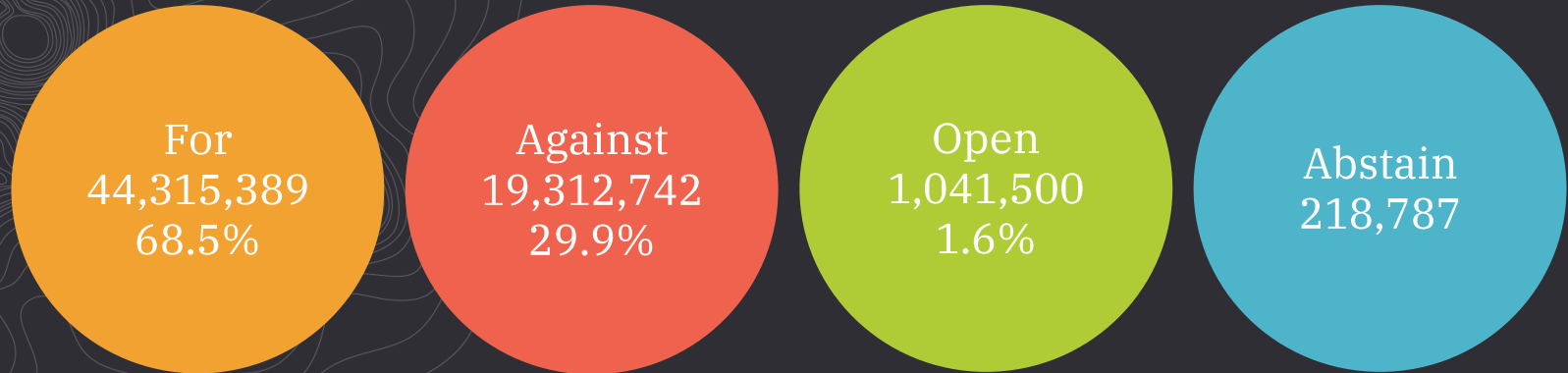
Abstain

Resolution 3

Re-election of Keith Perrett as Director

“That Keith Perrett, a Director who retires by rotation in accordance with the Company’s Constitution and ASX Listing Rule 14.5, and being eligible offers himself for re-election as a Director of the Company, effective immediately.”

Proxy & Direct Votes (combined)

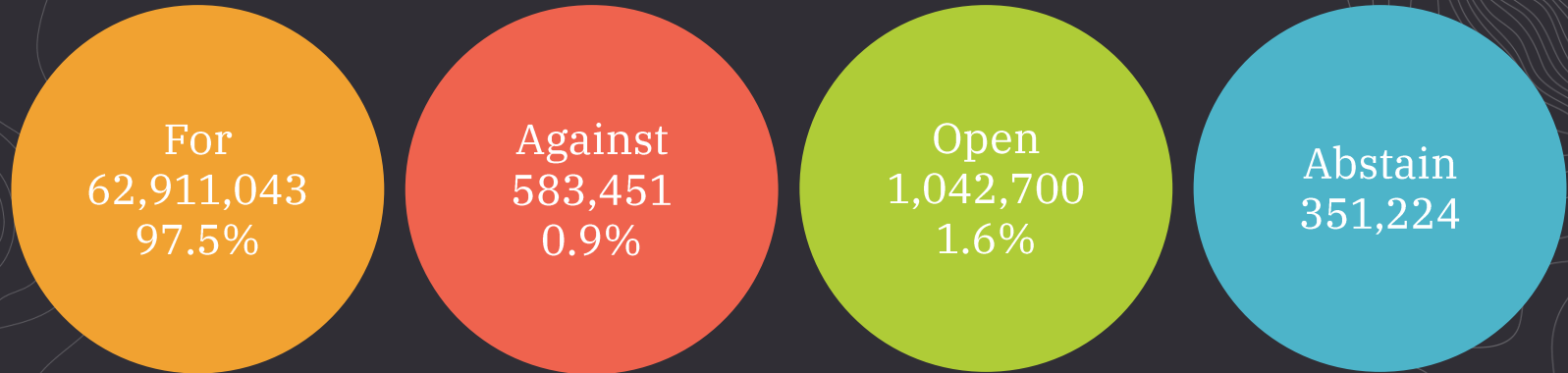


Resolution 4

Adoption of New Constitution

“That, for the purposes of section 136(2) of the Corporations Act and for all other purposes, the constitution of the Company be repealed and replaced with a constitution in the form of the document tabled at this Meeting and signed by the Chair for the purposes of identification, effective immediately.”

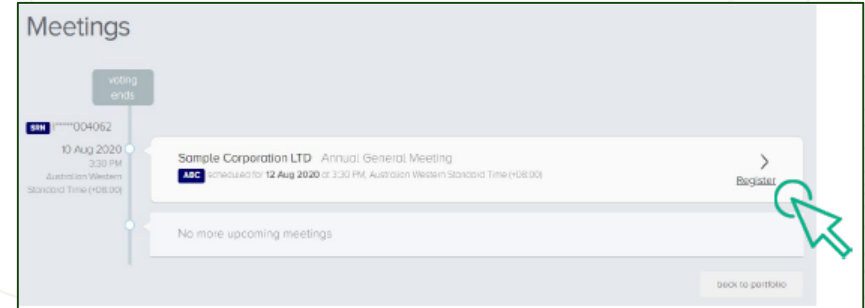
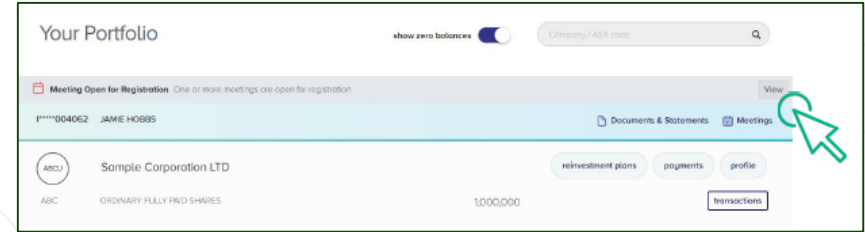
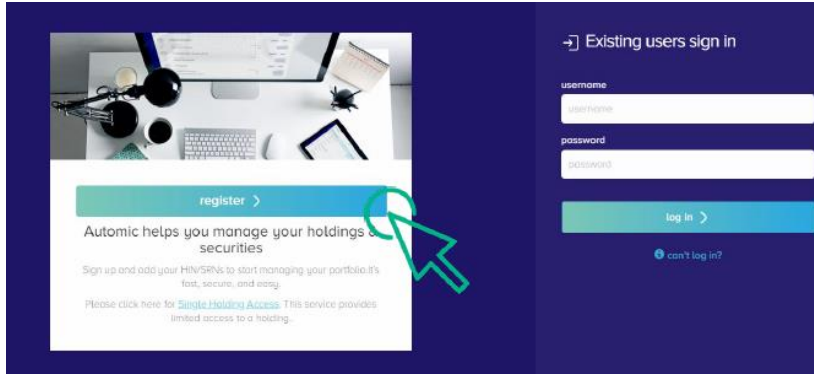
Proxy & Direct Votes (combined)



Voting Instructions

Acumentis
DECISION CERTAINTY

Voting Instructions



1

Go to
<https://investor.automic.com.au/#/home>

2

Once logged in you will see that the meeting is open for registration. Click on “view”

3

Click on “register” to register your attendance for the meeting

Voting Instructions

Registration

Sample Corporation LTD - Annual General Meeting

Registration Complete

Complete - Step 2 of 2

Registration Complete!

The voting is not open yet. Refresh this page or come back here later.

You can join the meeting online using the following link
<https://us02web.zoom.us/j/84986335645?pwd=QTFUU0hpcUJZNGQ2xVWXdIMGowZz09>

Voting

Sample Corporation LTD - Annual General Meeting

Registration Poll Review Complete

Poll - Step 2 of 4

You can join the meeting online using the following link
<https://us02web.zoom.us/j/84986335645?pwd=QTFUU0hpcUJZNGQ2xVWXdIMGowZz09>

Resolutions
 You must vote on all resolutions, except for those marked as withdrawn.

1	Remuneration Report	for	against	abstain
2	Re-Election of Mr Robert Smith as Director	for	against	abstain

4

Once the Chair of the Meeting declares voting open, you must select “refresh”

5

To vote simply select the direction in which you would like to cast your vote, the selected option will change colour.

6

Once voting is declared closed you must select “next” and then “confirm” to submit your vote.

Other Business

Acumentis
DECISION CERTAINTY

Meeting Close

Acumentis
DECISION CERTAINTY

General Questions

Acumentis
DECISION CERTAINTY