

Annual General Meeting

28 October 2021

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. Other Business
8. Formal Meeting Close
9. General Questions



Disclaimer

The material contained in this presentation is intended to be general background information on the Acumentis Group, its performance & its activities.

The information is supplied in summary form & is therefore not necessarily complete. Also, it is not intended that it be relied upon as advice to investors or potential investors, who should consider seeking independent professional advice depending upon their specific investment objectives, financial situation or particular needs.

The material contained in this presentation may include information derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, completeness or reliability of the information.

The financial information contained in this presentation should be read in conjunction with our financial statements filed with the Australian Stock Exchange.

This presentation contains statements that constitute “forward-looking statements”. The forward-looking statements include statements regarding our intent, belief or current expectations with respect to our business and operations, market conditions & results of operations & financial condition, including, without limitation, future trading outlook, medium term revenue growth & forecasted economic indicators.

These statements reflect our current views with respect to future events & are subject to certain risks, uncertainties and assumptions. We use words such as ‘may’, ‘expect’, ‘indicative’, ‘intend’, ‘forecast’, ‘estimate’, ‘anticipate’, ‘believe’, or similar words to identify forward-looking statements. Should one or more of the risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from the expectations described in this presentation. When relying on forward-looking statements to make decisions with respect to us, investors & others should carefully consider all such risks & other uncertainties & events. We are under no obligation, & do not intend, to update any forward looking statements contained in this presentation.

Chairman's Address

Keith Perrett

Acumentis
DECISION CERTAINTY

Chairman's Address

- Growth & Diversification
- Continued Investment in IT, Security & Privacy
- Our Employees
- The Path Forward
- Thanks



The background is a dark charcoal grey. In the top-left and bottom-right corners, there are intricate, light grey line art patterns resembling topographic map contour lines or organic, swirling shapes.

CEO's Address

Tim Rabbitt

Acumentis
DECISION CERTAINTY

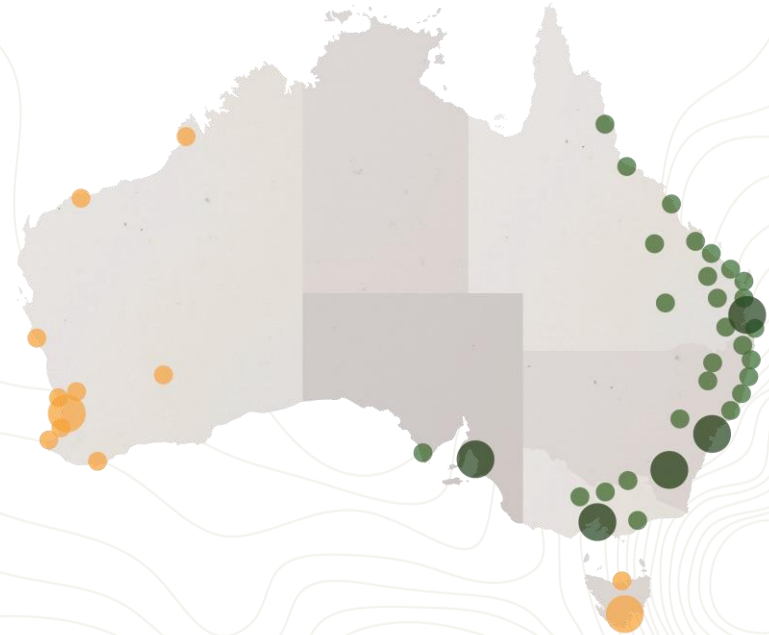
CEO's Address

- Geographical Expansion
- Single National Business
- Our People
- FY21 performance
- Market Outlook
- FY22 – Our Strategy Delivers



Geographical Expansion

- Saunders & Pitt (Tasmania) acquisition with offices in Hobart & Launceston
- Acquisition of balance of Acumentis WA
- Opened offices in Shepparton and Gippsland
- Expectation of establishing additional offices and continuing to recruit across all locations through FY2022



Single National Business

- Moving towards 100% ownership of all businesses
- Servicing all regions throughout Australia
- Established sub-contract arrangements with remaining non-owned Acumentis branded businesses
- Clients can now contract to a single legal entity



Our People

- We have over 40 office locations and 300+ property professionals servicing Australia
- With a presence in every State and the Australian Capital Territory, our team are experts in their local markets, providing services across rural and metropolitan Australia
- Our team are incredibly hard working, resilient and 100% focussed on delivering the highest quality services

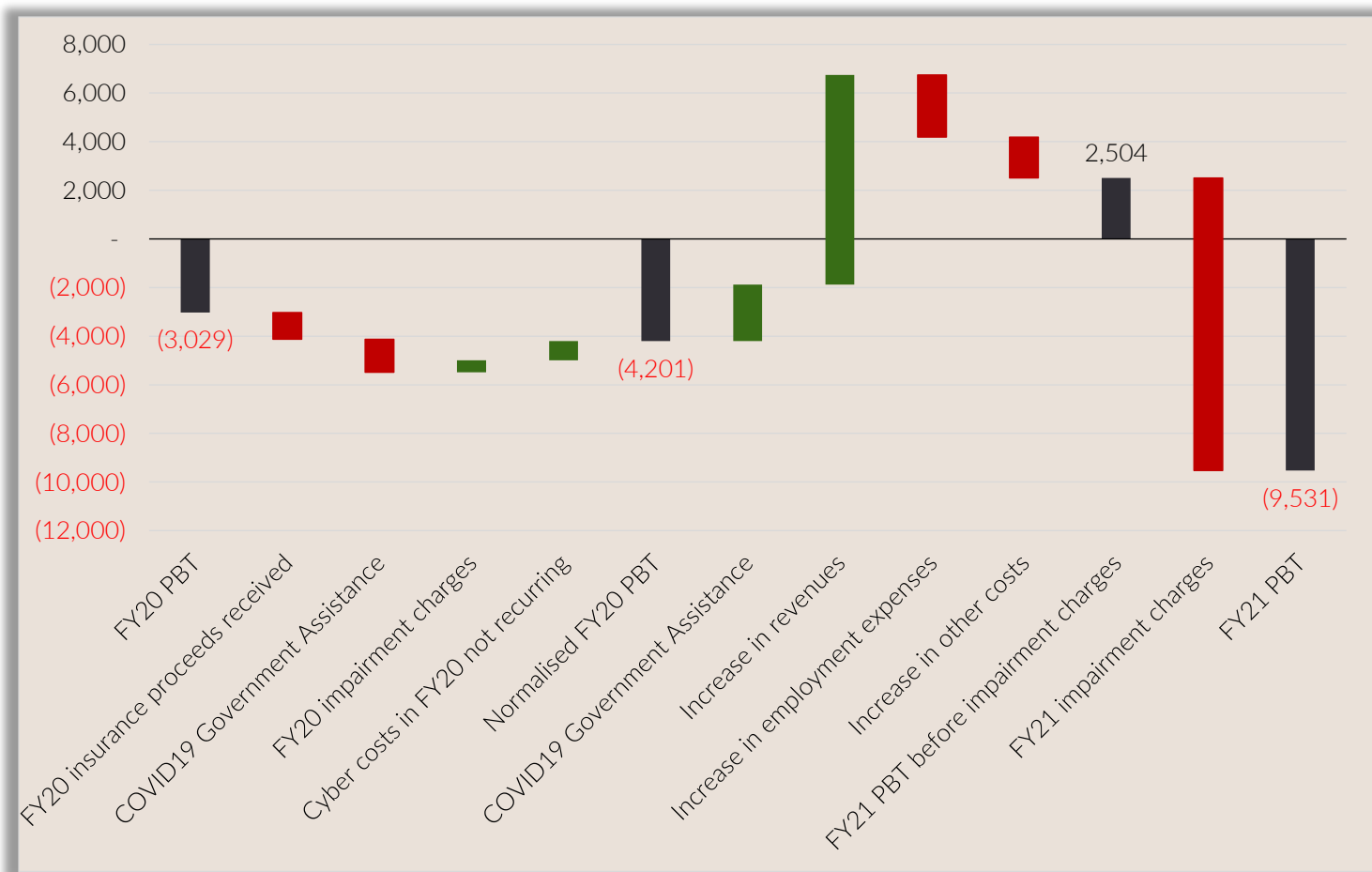


FY21 Performance

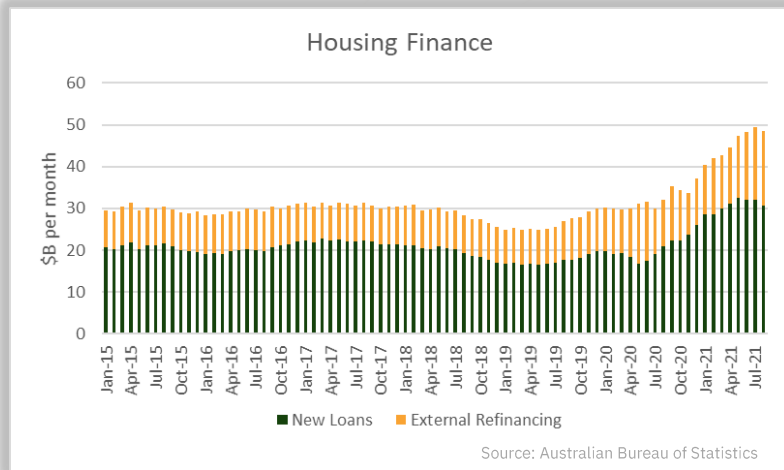
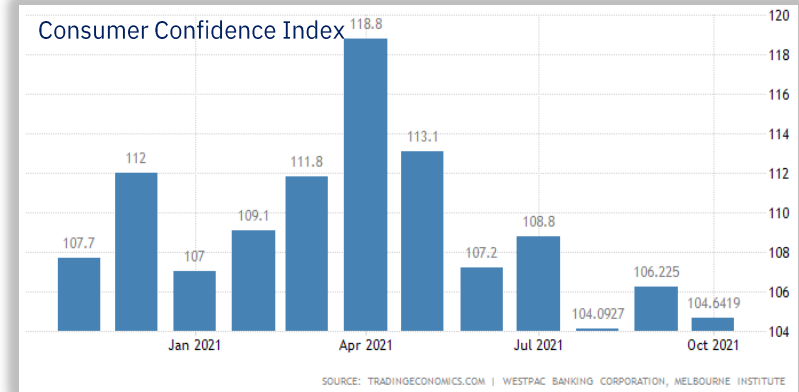
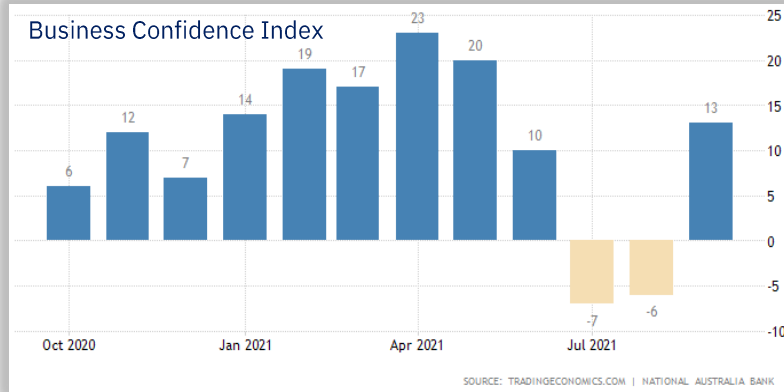
	1 st Half \$'000	2 nd Half \$'000	FY2020 \$'000	1 st Half \$'000	2 nd Half \$'000	FY2021 \$'000
Revenue	16,832	21,138	37,970	20,678	23,371	44,049
Government grant income	-	1,315	1,315	2,320	-	2,320
	16,832	22,453	39,285	22,998	23,371	46,369
EBITDA	(2,983)	2,947	(36)	2,852	2,103	4,955
Operating (loss) / profit	(4,247)	1,715	(2,532)	1,596	913	2,509
Acquisition costs expensed	-	-	-	-	(5)	(5)
Impairment charges						
- Intangible assets	-	-	-	-	(11,904)	(11,904)
- Right of use assets	(182)	(315)	(497)	(131)	-	(131)
(Loss) / profit before tax	(4,429)	1,401	(3,029)	1,465	(10,996)	(9,531)

More consistent operating profits

FY21 Performance



Market Outlook

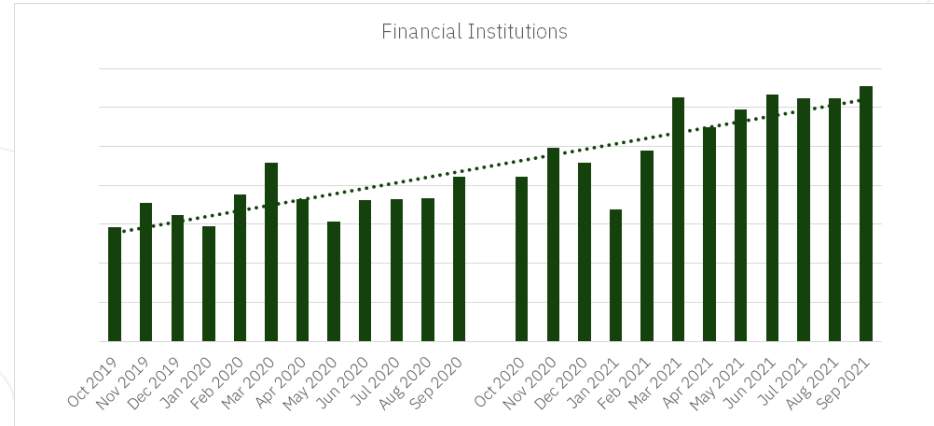


- Impacts of COVID-19 lessening
- Business confidence rebounding as lockdowns lift
- Consumer confidence expected to follow suit
- Mortgage activity remains strong
- Non-mortgage revenues growing

FY22 – Our Strategy Delivering

Diversification of revenues

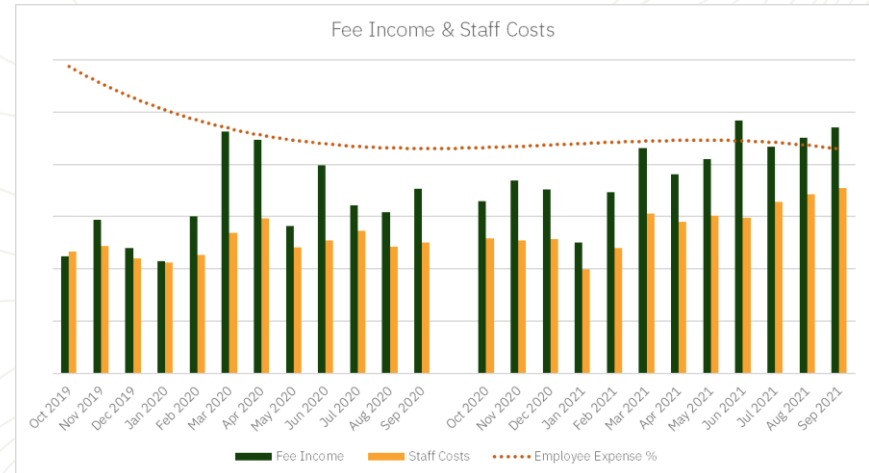
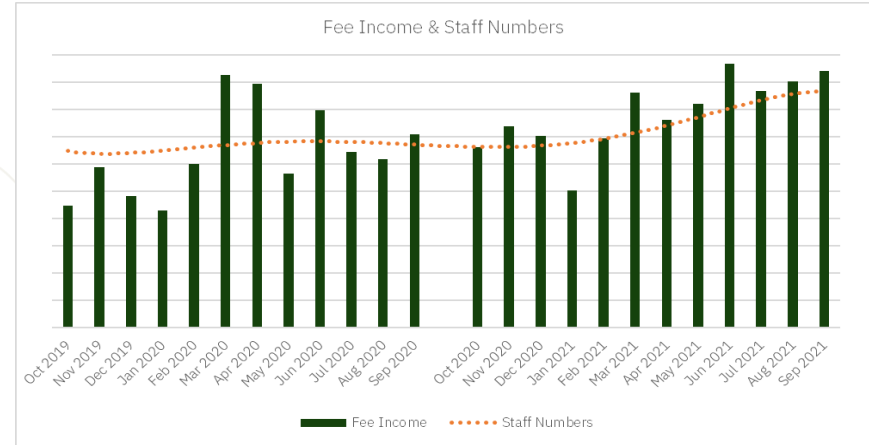
- Reinstatement on the majority of financial institution panels
- Geographical expansion of panels
- Marketing to corporate & privates with core valuation services & additional advisory services



FY22 – Our Strategy Delivering

Increased Headcount Drives Income & Economies of Scale

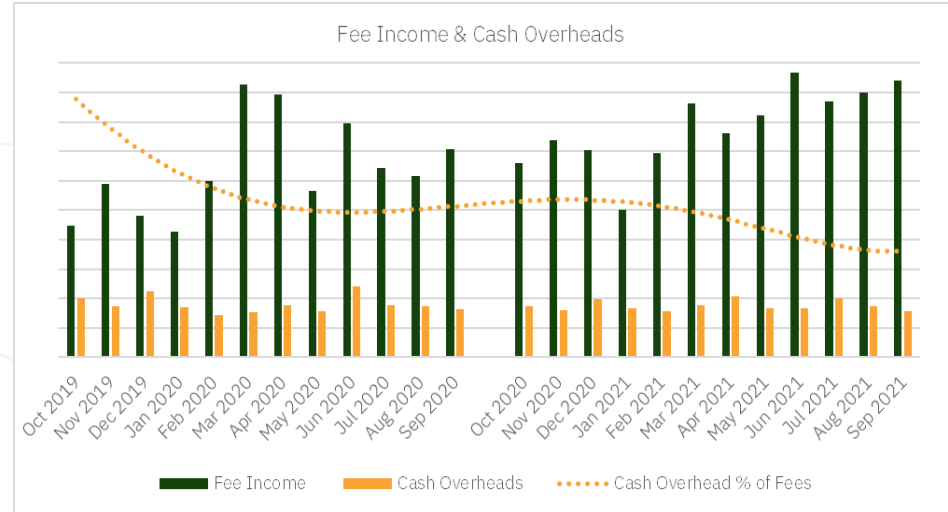
- Headcount increased 31% over last 12 months
- Staff costs as a percentage of income falling as economies of scale achieved



FY22 – Our Strategy Delivering

Control of Overheads as Business Grows

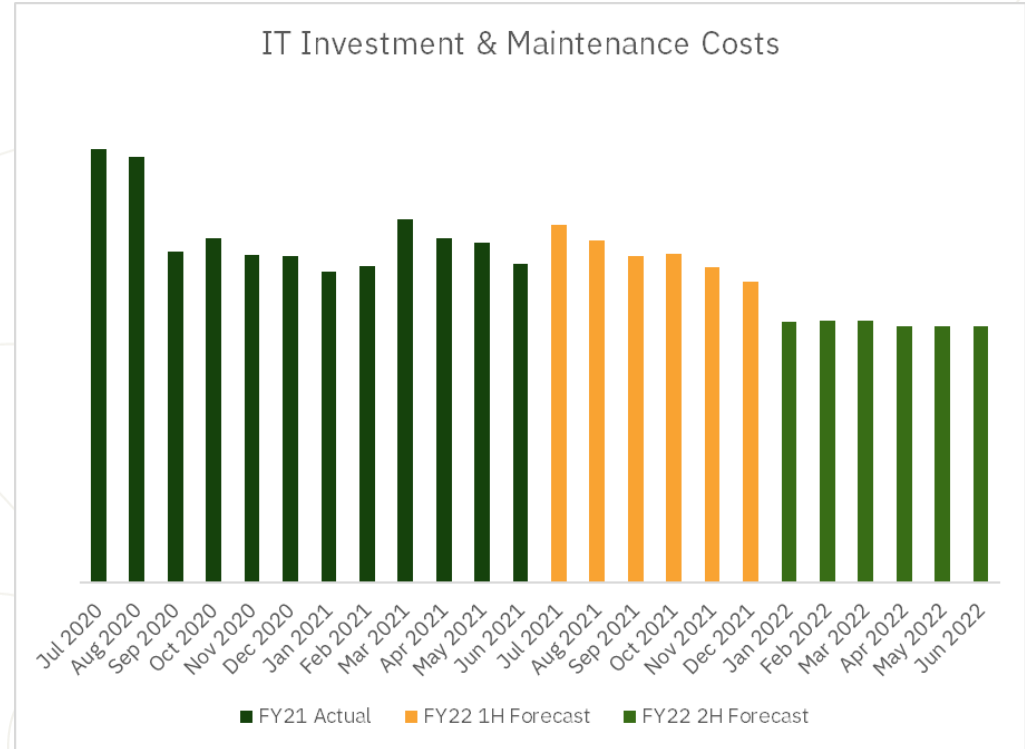
- Cash overheads have not increased as the business grows
- Overheads continue to fall as a percentage of income
- Further growth available without increasing overheads



FY22 – Our Strategy Delivering

Investment in Technology

- Higher investment in IT in the first half of FY22
- “Payback” via reductions in cost in the second half of FY22 and beyond
- Establishing a lower ongoing cost base but with improvements to performance



FY22 – Our Strategy Delivering

Full Year Guidance*

- Revenues in excess of \$50M (*FY21 - \$44.0M excluding JobKeeper*)
- EBITDA in excess of \$3M (*FY21 - \$2.6M excluding JobKeeper*)

Medium Term Targets

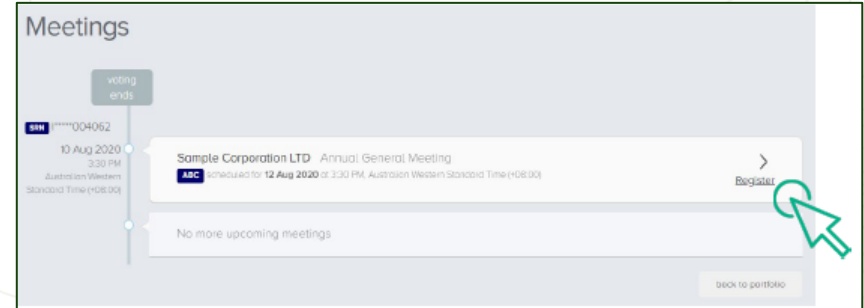
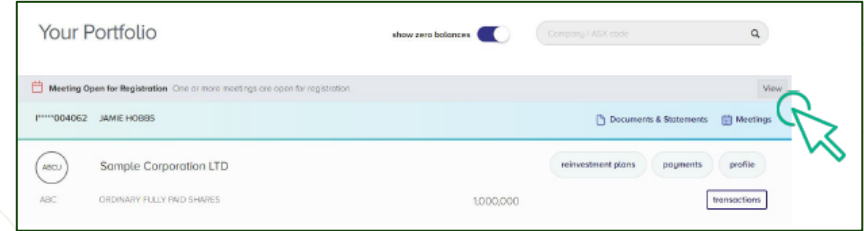
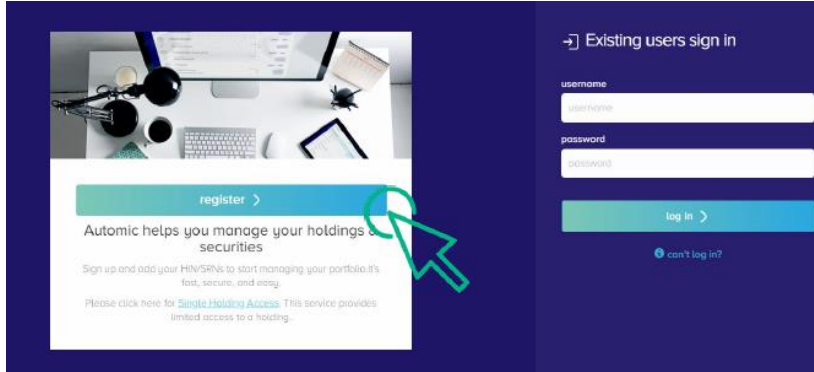
- Revenues in excess of \$60M
- EBITDA of 10-15%

** Assuming current economic outlook unchanged*

Notice of Annual General Meeting & Proxies

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=QTFUU0hpcUJZNGQ2xVWXdIMG9wZz09>

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=QTFUU0hpcUJZNGQ2xVWXdIMG9wZz09>

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.

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 2021.”

Proxy & Direct Votes (combined)

For
58,012,633
82.44%

Against
6,961,376
9.89%

Open
5,395,593
7.67%

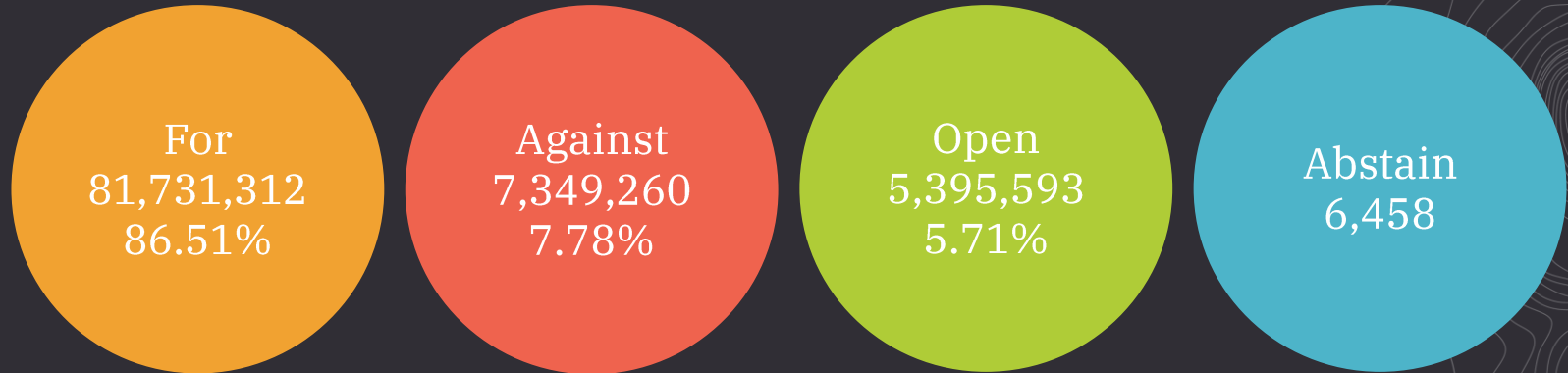
Abstain
3,599,792

Resolution 2

Re-election of Andrea Staines OAM as Director

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

Proxy & Direct Votes (combined)



Resolution 3

Election of Patrice Sherrie as Director

“That Patrice Sherrie, a Director appointed as an additional Director and holding office until the next general meeting of the Company after her appointment in accordance with the Company’s Constitution and ASX Listing Rule 14.4, be elected as a Director of the Company, effective immediately.”

Proxy & Direct Votes (combined)

For
79,304,978
87.03%

Against
6,307,260
6.92%

Open
5,515,593
6.05%

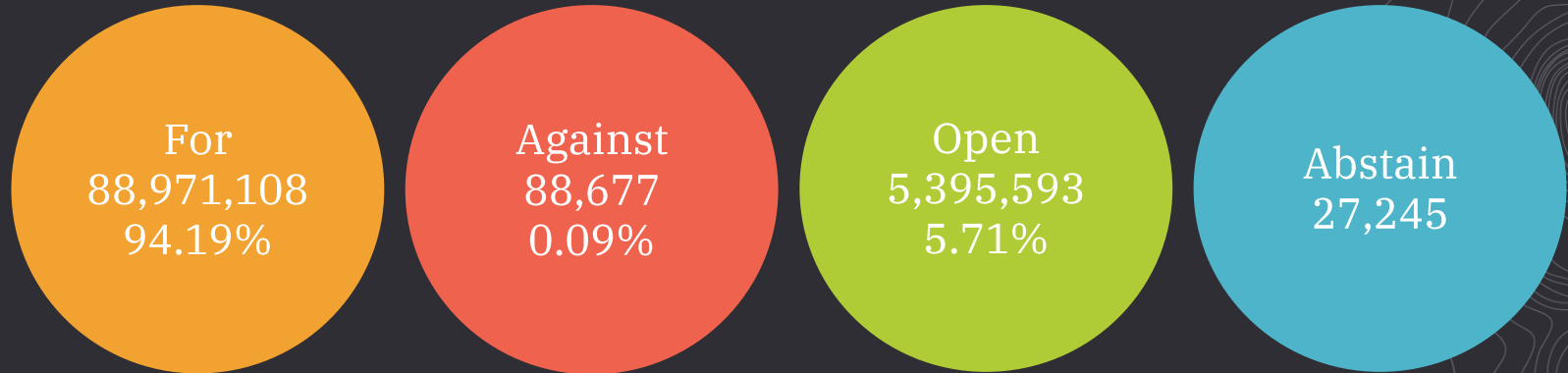
Abstain
3,354,792

Resolution 4

Election of Les Wozniczka as Director

“That Les Wozniczka, a Director appointed as an additional Director and holding office until the next general meeting of the Company after his appointment in accordance with the Company’s Constitution and ASX Listing Rule 14.4, be elected as a Director of the Company, effective immediately.”

Proxy & Direct Votes (combined)



Resolution 5

Ratification of Issue of 3,325,223 shares on 1 April 2021

“That, in accordance with ASX Listing Rule 7.4, this meeting ratifies the issue of 3,325,223 ordinary fully paid shares in the Company on 1 April 2021 on the terms and conditions in the Explanatory Memorandum.”

Proxy & Direct Votes (combined)

For
78,599,196
87.03%

Against
6,315,832
6.99%

Open
5,395,593
5.97%

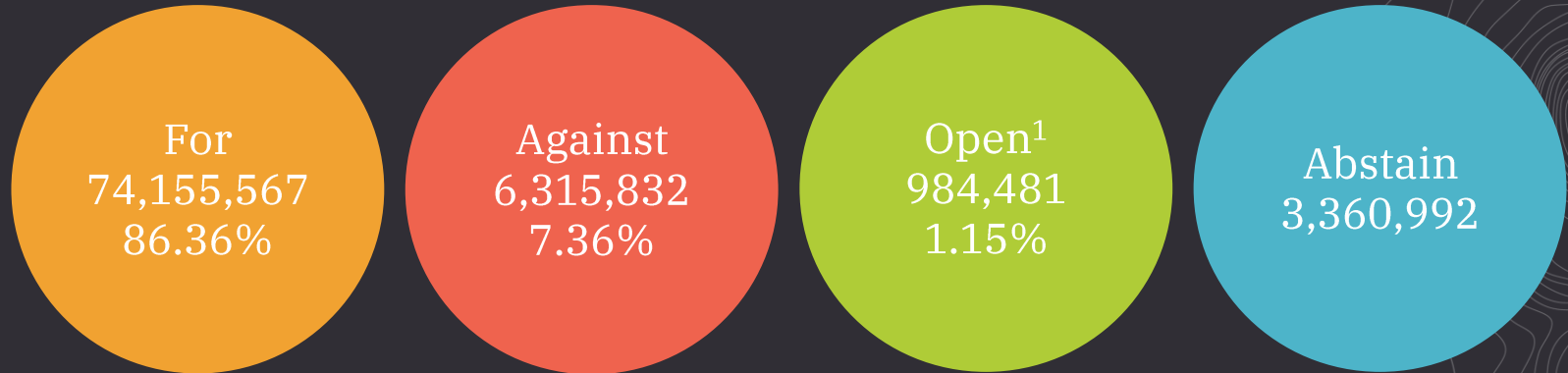
Abstain
3,360,992

Resolution 6

Ratification of Issue of 14,787,339 shares on 23 July 2021

“That, in accordance with ASX Listing Rule 7.4, this meeting ratifies the issue of 14,787,339 ordinary fully paid shares in the Company on 23 July 2021 on the terms and conditions in the Explanatory Memorandum.”

Proxy & Direct Votes (combined)



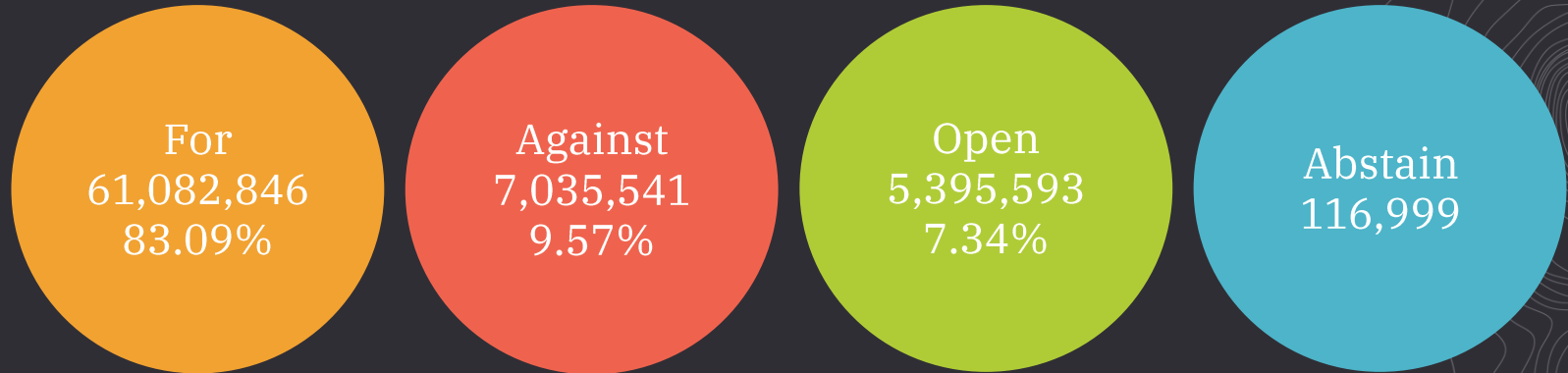
Note 1: A further 4,411,112 open proxy votes were received, representing 5.14% of votes, however these were unusable due to voter exclusions.

Resolution 7

Renewal of All Employee Share Plan

“That, for the purposes of ASX Listing Rule 7.2 (exception 9(b)), and for all other purposes, the Shareholders of the Company approve the renewal for a further 3 years of the All Employee Share Plan, on the terms and conditions set out in the Explanatory Statement which accompanies and forms part of this Notice of Meeting.”

Proxy & Direct Votes (combined)

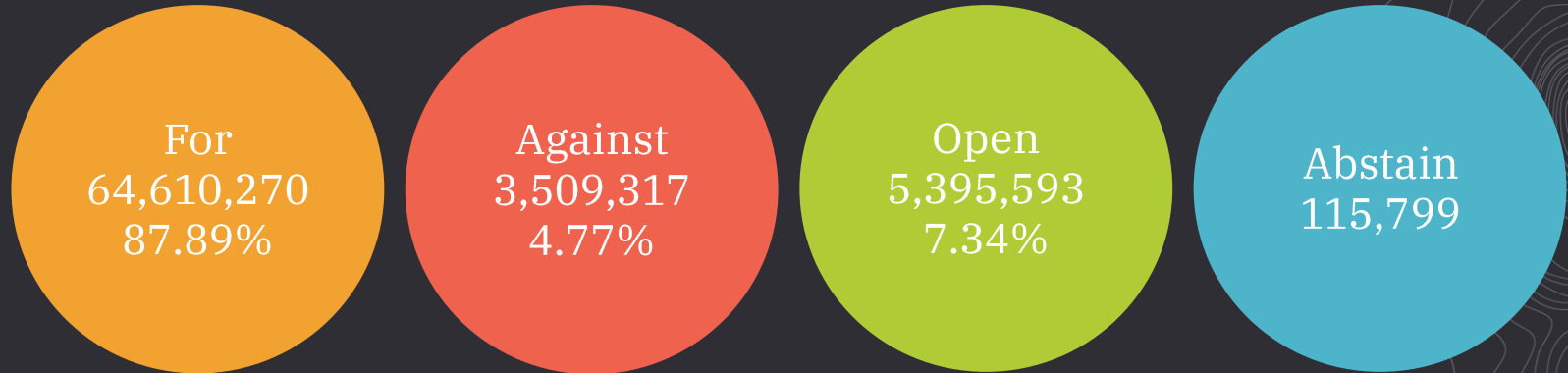


Resolution 8

Renewal of Salary Sacrifice Employee Share Plan

“That, for the purposes of ASX Listing Rule 7.2 (exception 9(b)), and for all other purposes, the Shareholders of the Company approve the renewal for a further 3 years of the Salary Sacrifice Employee Share Plan, on the terms and conditions set out in the Explanatory Statement which accompanies and forms part of this Notice of Meeting.”

Proxy & Direct Votes (combined)

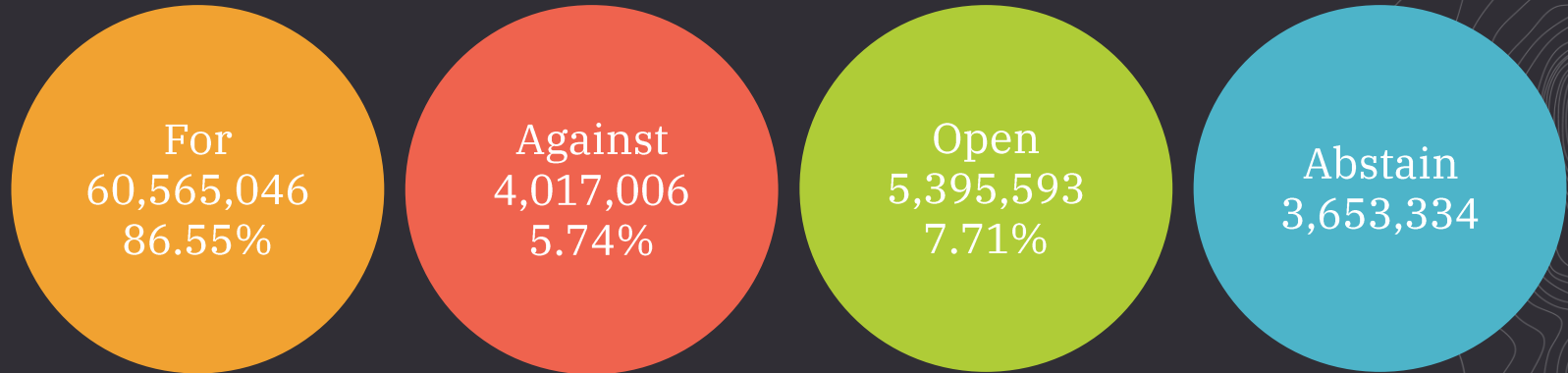


Resolution 9

Renewal of Employee Share Option Plan

“That, for the purposes of ASX Listing Rule 7.2 (exception 9(b)), and for all other purposes, the Shareholders of the Company approve the renewal for a further 3 years of the Employee Share Option Plan, on the terms and conditions set out in the Explanatory Statement which accompanies and forms part of this Notice of Meeting.”

Proxy & Direct Votes (combined)

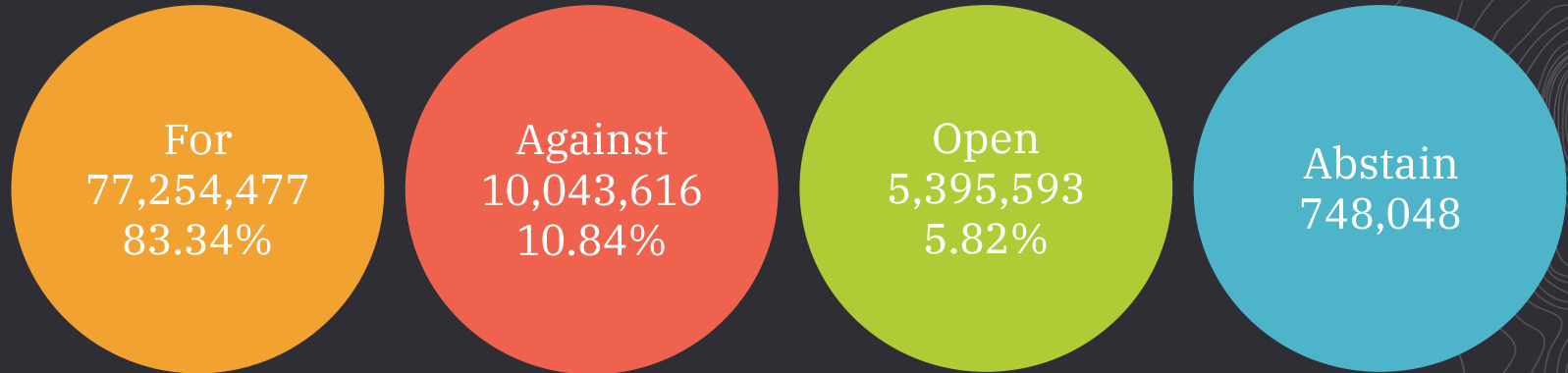


Resolution 10

Approval for CEO & MD to participate in ESOP & LTIP

“That, for the purposes of ASX Listing Rule 10.14 and all other purposes, the Company be authorised to offer the Chief Executive Officer and Managing Director (Mr Timothy Rabbitt) participation in the ESOP in order to facilitate participation in the 2022 LTIP which may entitle Mr Rabbitt to be issued a maximum number of 240,000 performance rights on terms set out in the Explanatory Memorandum to this Notice of AGM.”

Proxy & Direct Votes (combined)



Conducting the Poll

Acumentis
DECISION CERTAINTY

Other Business

Acumentis
DECISION CERTAINTY

Meeting Close

Acumentis
DECISION CERTAINTY

General Questions

Acumentis
DECISION CERTAINTY

The background of the slide is a dark charcoal grey. It features decorative white topographic contour lines that swirl and flow across the upper left and right corners, creating a sense of depth and movement.

Thankyou for your attendance
& support for Acumentis

Acumentis
DECISION CERTAINTY