



Annual General Meeting

24 October 2022

Acumentis
DECISION CERTAINTY

Acumentis acknowledges the Traditional Custodians of the lands where we live, learn and work and their connections to land, sea and community throughout Australia. We pay our respect to their Elders past, present and emerging and extend that respect to all Aboriginal and Torres Strait Islander people we work with and walk beside today.

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.

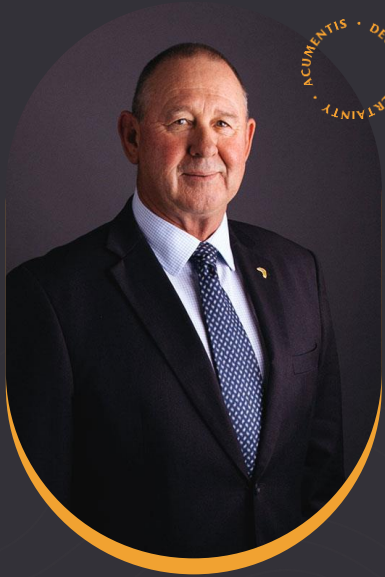
The information is supplied in summary form & is therefore not necessarily complete. Also, it is not intended that it be relied upon as advice to investors or potential investors, who should consider seeking independent professional advice depending upon their specific investment objectives, financial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



Keith Perrett
Chair of Board

Acumentis Chairman's Address



Chairman's Address

- Successfully completed acquisition of WA and SA businesses
- Navigated challenges of COVID & East Coast flooding events
- Restructured underperforming businesses
- Invested in IT&T
- Focus on consolidation & EBITDA improvements
- Thanks



Tim Rabbitt
Chief Executive Officer

Acumentis CEO's Address

CEO's Address

- Acquisitions
- Migration of IT&T Managed Service Provider
- COVID & East Coast Flooding
- Restructure of Commercial & Government Services
- Diversification of Services
- FY22 Performance
- Expectation for FY23
- Market Outlook





Acquisitions

	ACU WA \$000	ACU SA \$000	Total \$000
Revenue	7,583	780	8,363
Net profit before tax	857	57	914



Migration of IT&T Managed Service Provider

- Most significant cost after staff and insurance
- 2021 RFP between incumbent & alternative known supplier
- Migration commenced in early 2022 and completed in September 2022
- Some transition costs & overlapping costs incurred
- Reduced costs in FY23 and beyond

ACUMENTIS · DECISION CERTAINTY





COVID-19 & East Coast Flooding

- Lockdowns now in the past but impacted performance through 2021
- East coast flooding events in SEQ, Northern NSW and the Sydney basin impacted travel and inspections
- Acumentis worked with local communities to assist in recovery

ACUMENTIS
DECISION
CERTAINTY





Restructure of Commercial & Government Services

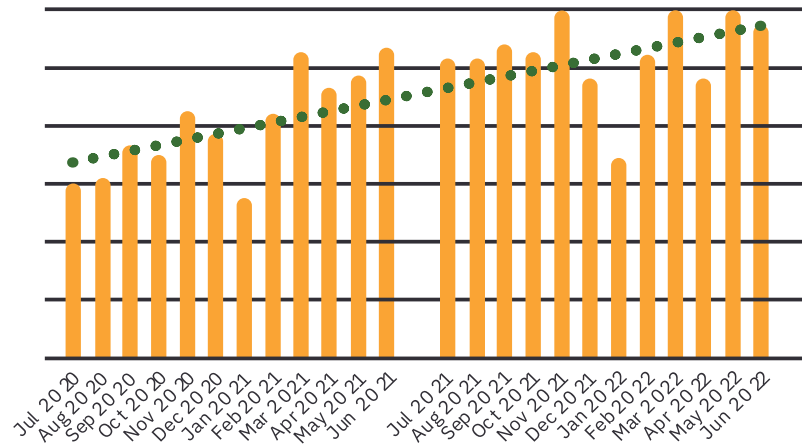
- Commercial & government businesses have been restructured with a greater focus on business development
- Significant opportunities have been identified, particularly in State & Federal Government
- Acumentis anticipates continued success in winning business in this sector

ACUMENTIS • DECISION CERTAINTY

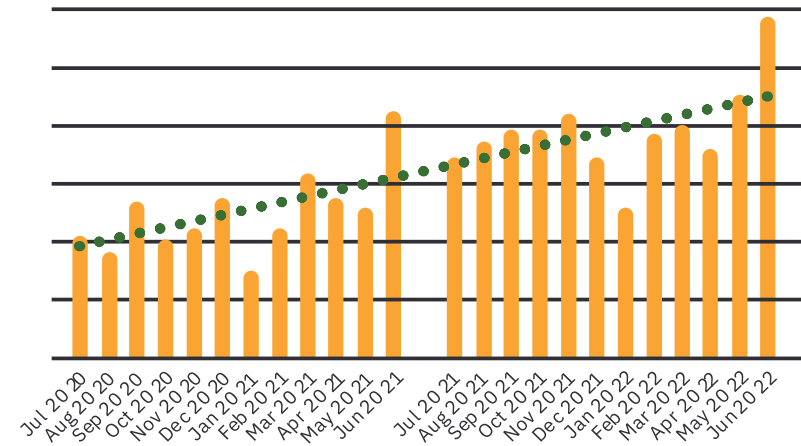


Diversification of Services

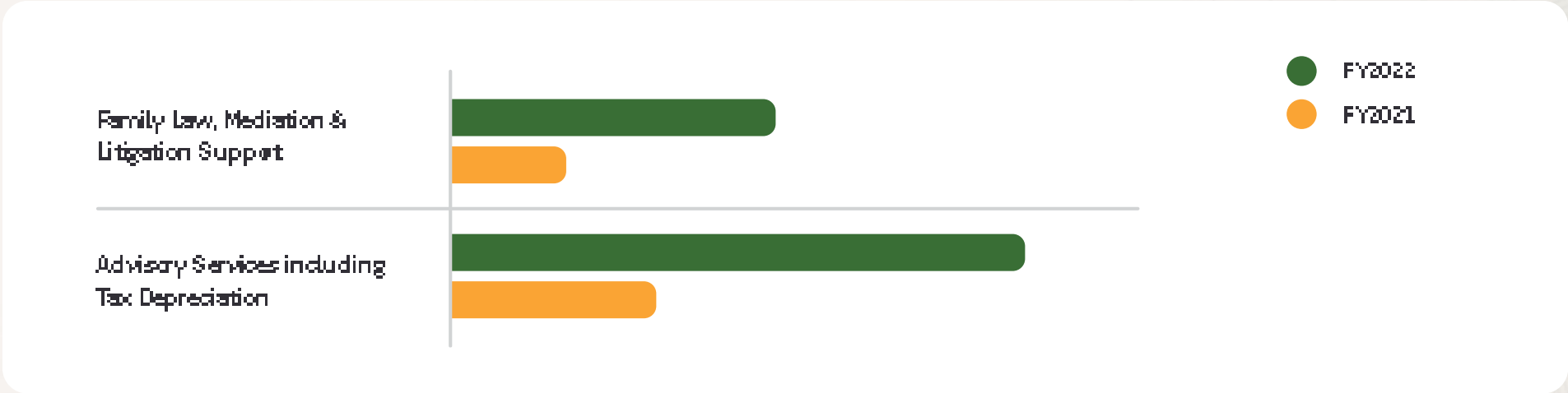
FINANCIAL INSTITUTION REVENUES



CORPORATE & PRIVATE REVENUES



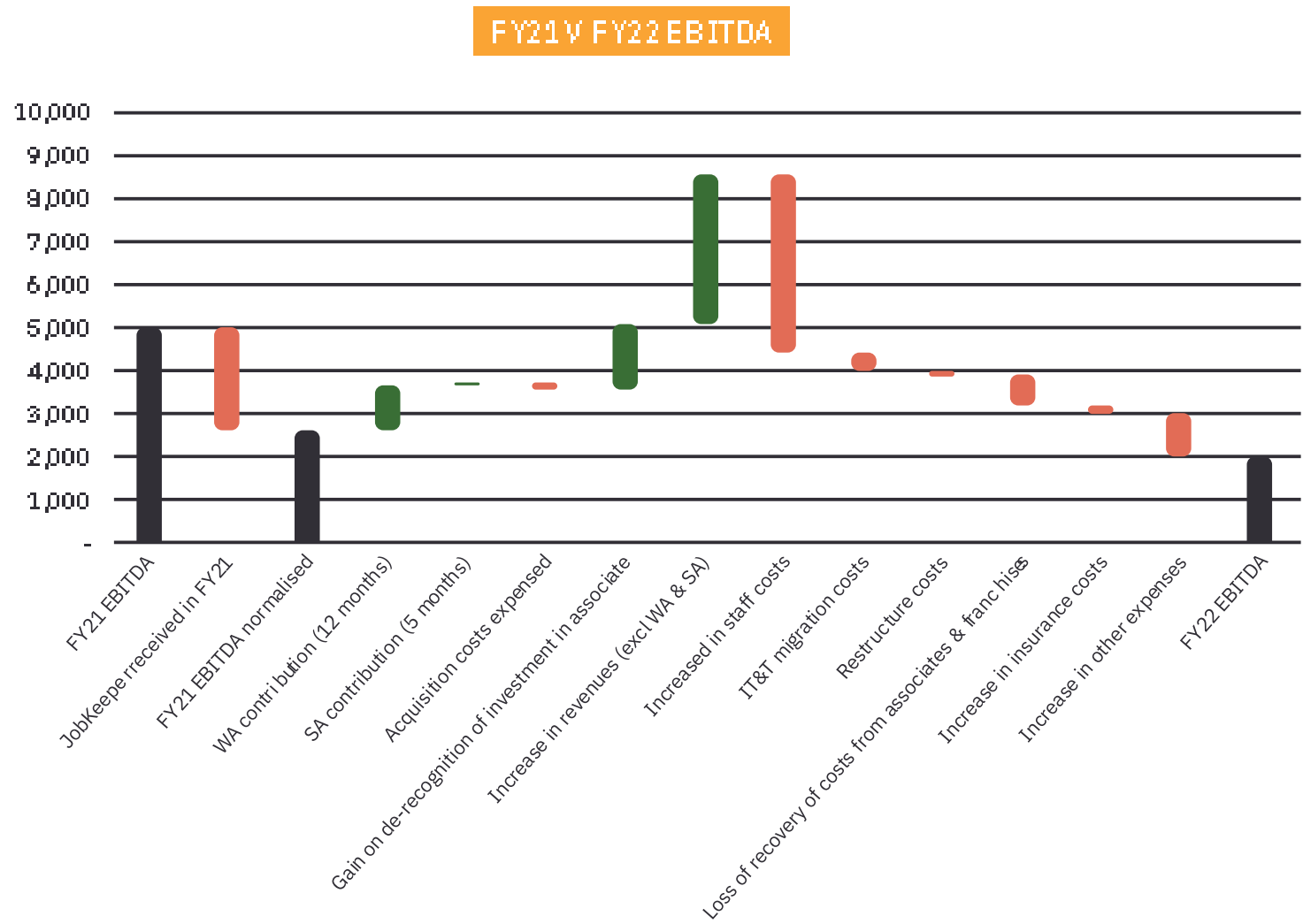
Diversification of Services



FY22 Performance

	1st Half \$'000	2nd Half \$'000	FY2021 \$'000	1st Half \$'000	2nd Half \$'000	FY2022 \$'000
Revenue	20,678	23,371	44,049	27,426	27,943	55,369
Government grant income	2,320	-	2,320	-	-	-
Gain on de-recognition of investment in associated entity	-	-	-	1,539	-	1,539
	22,998	23,371	46,369	28,965	27,943	56,908
EBITDA	2,852	2,103	4,955	1,101	934	2,034
Operating (loss) / profit	1,596	913	2,509	252	(214)	38
Gain on de-recognition of investment in associated entity	-	-	-	1,539	-	1,539
Impairment charges	-	-	-	-	-	-
Acquisition costs expensed	-	(5)	(5)	(138)	(18)	(156)
Impairment charges	-	-	-	-	-	-
- Intangible assets	-	(11,904)	(11,904)	-	-	-
- Right of use assets	(131)	-	(131)	-	-	-
Profit / (loss) before tax	1,465	(10,996)	(9,531)	1,653	(232)	1,421

FY22 Performance

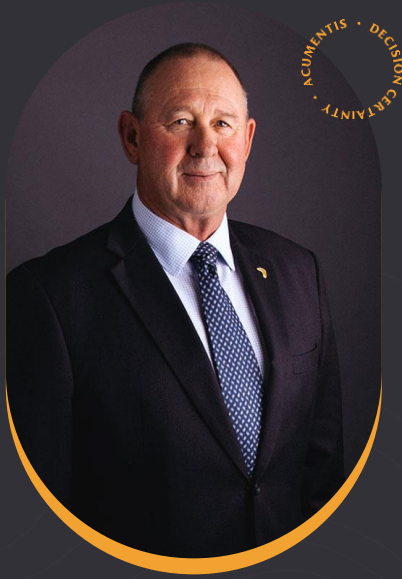




Expectation for FY23

- Interest rate tightening cycle
- Mortgage valuations slowed significantly
- Re-financing work has not yet increased
- Loan defaults & receiverships remain subdued but may increase
- Downturn expected to extend well into calendar 2023
- Restructures undertaken in FY22 and diversification of revenue streams buffer Acumentis
- FY23 no longer expected to reach \$60M





Keith Perrett
Chair of Board

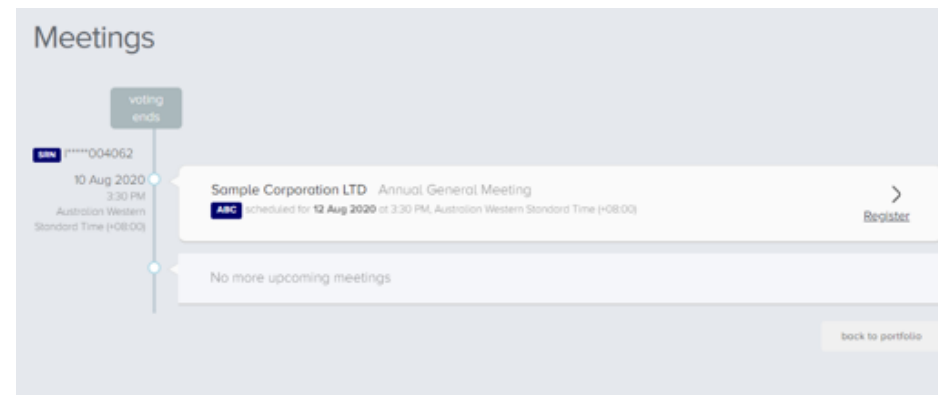
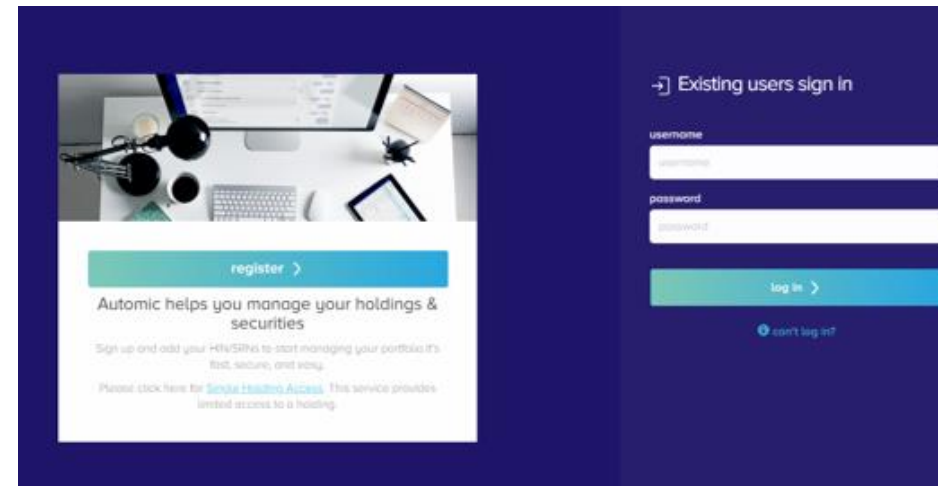
Acumentis

Notice of Annual General Meeting & Proxies



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

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.



Registration

Sample Corporation LTD - Annual General Meeting



Complete - Step 2 of 2



Registration Complete!

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

Refresh

You can join the meeting online using the following link

<https://us02web.zoom.us/j/84996335645?pwd=QTFUUGhjaUZYNGQ2dWVWd0M0aGwZc09>

Voting

Sample Corporation LTD - Annual General Meeting



Poll - Step 2 of 4

You can join the meeting online using the following link

<https://us02web.zoom.us/j/84986335645?pwd=QTFUUGhjaUZYNGQ2dWVWd0M0aGwZc09>

Resolutions

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

1 Remuneration Report

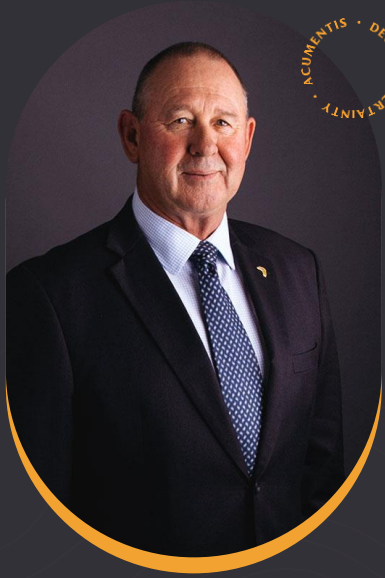
for against abstain

2 Re-Election of Mr Robert Smith as Director

for against abstain

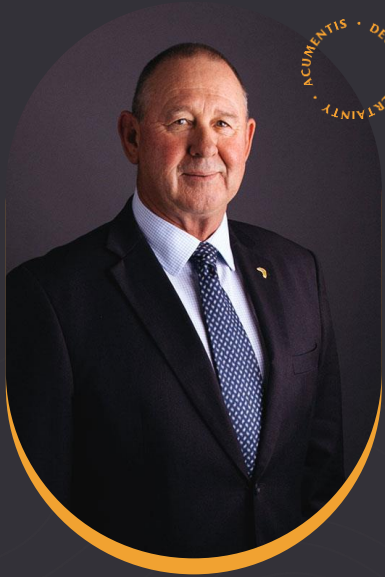
prev

next



Keith Perrett
Chair of Board

Acumentis Financial Statements & Reports



Keith Perrett
Chair of Board

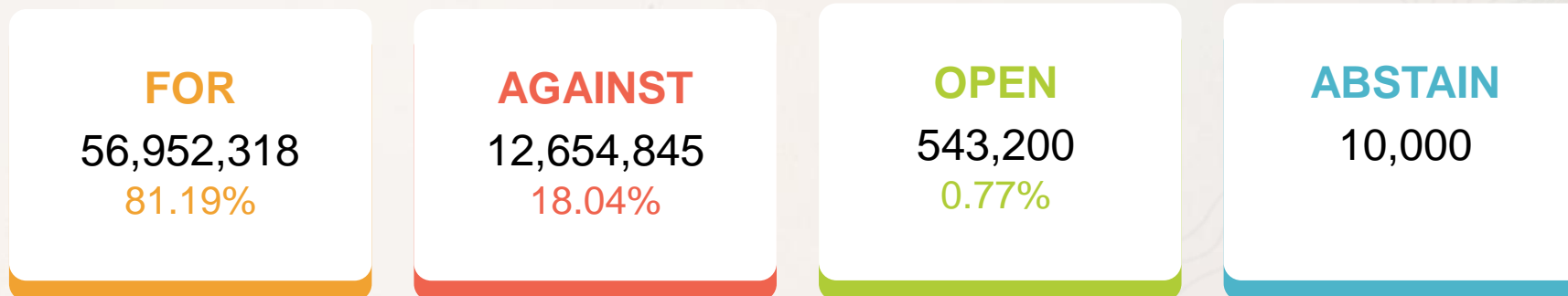
Acumentis Resolutions



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 2022.”



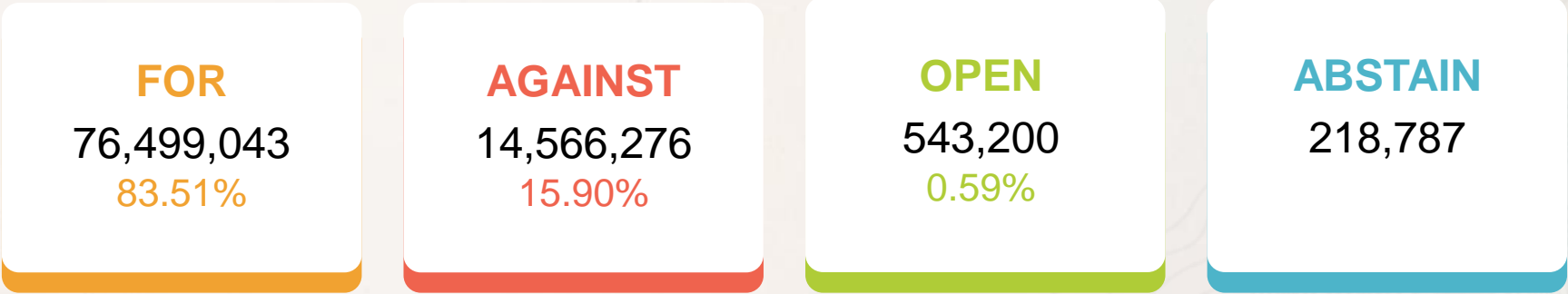
Proxy & Direct Votes (combined)



Resolution 2

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.”



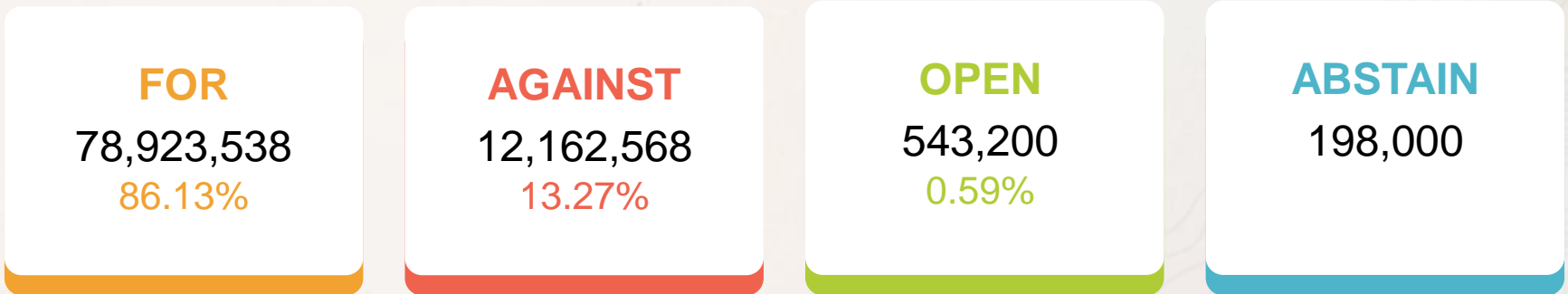
Proxy & Direct Votes (combined)



Resolution 3

Re-election of Patrice Sherrie as Director

“That Patrice Sherrie, 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.”



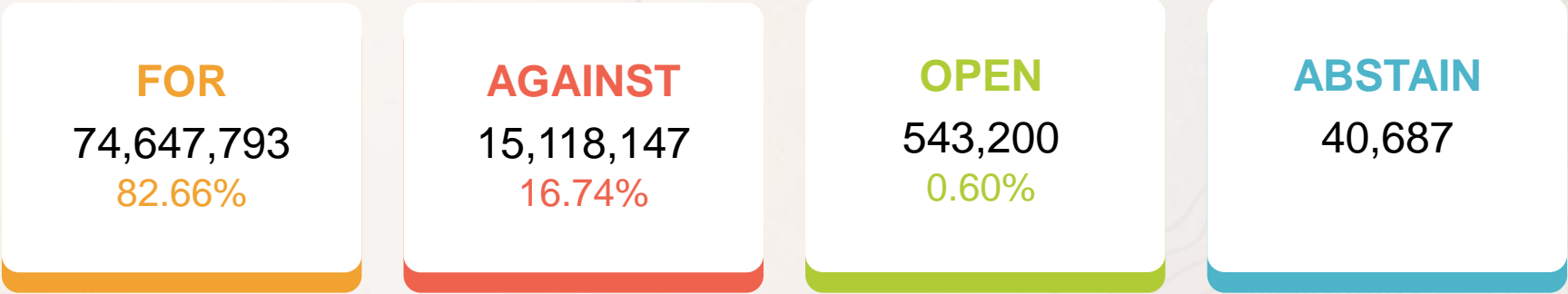
Proxy & Direct Votes (combined)



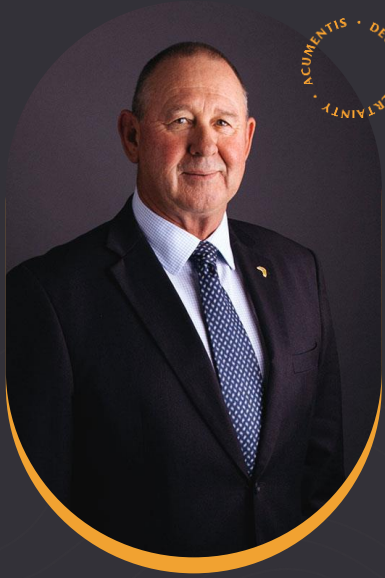
Resolution 4

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 2023 LTIP which may entitle Mr Rabbitt to be issued a maximum number of 1,215,000 performance rights on terms set out in the Explanatory Memorandum to this Notice of AGM.”

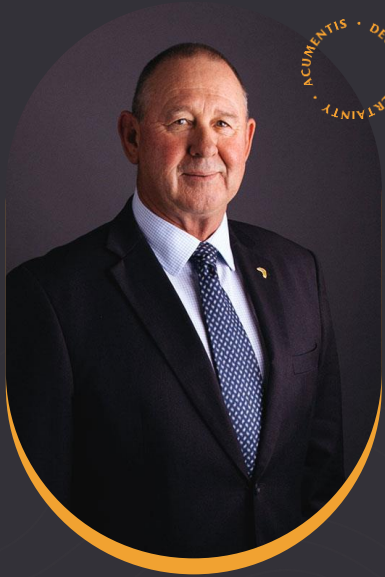


Proxy & Direct Votes (combined)



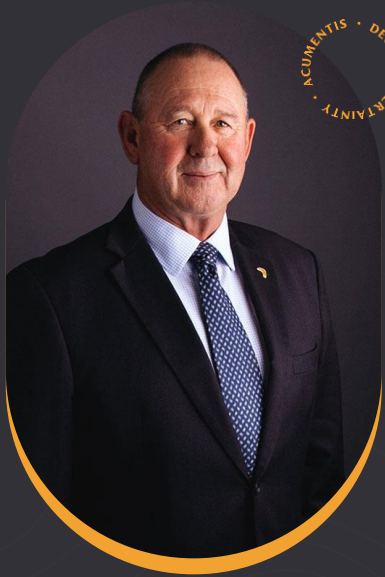
Keith Perrett
Chair of Board

Acumentis Conducting the Poll



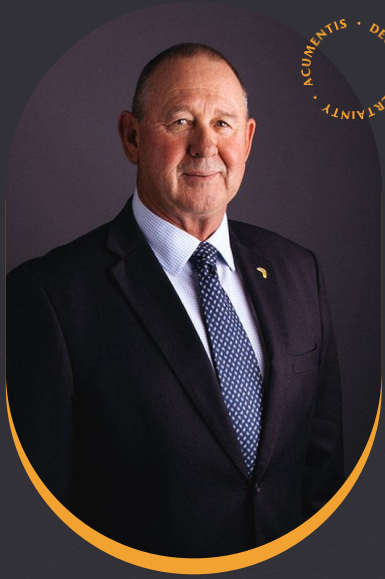
Keith Perrett
Chair of Board

Acumentis Other Business



Keith Perrett
Chair of Board

Acumentis Meeting Close



Keith Perrett
Chair of Board

Acumentis General Questions



Thank you for your attendance &
support for Acumentis

Acumentis