

# RPM AGM Presentation

24<sup>th</sup> November 2016



Runge Pinco ck Minarco





# Allan Brackin

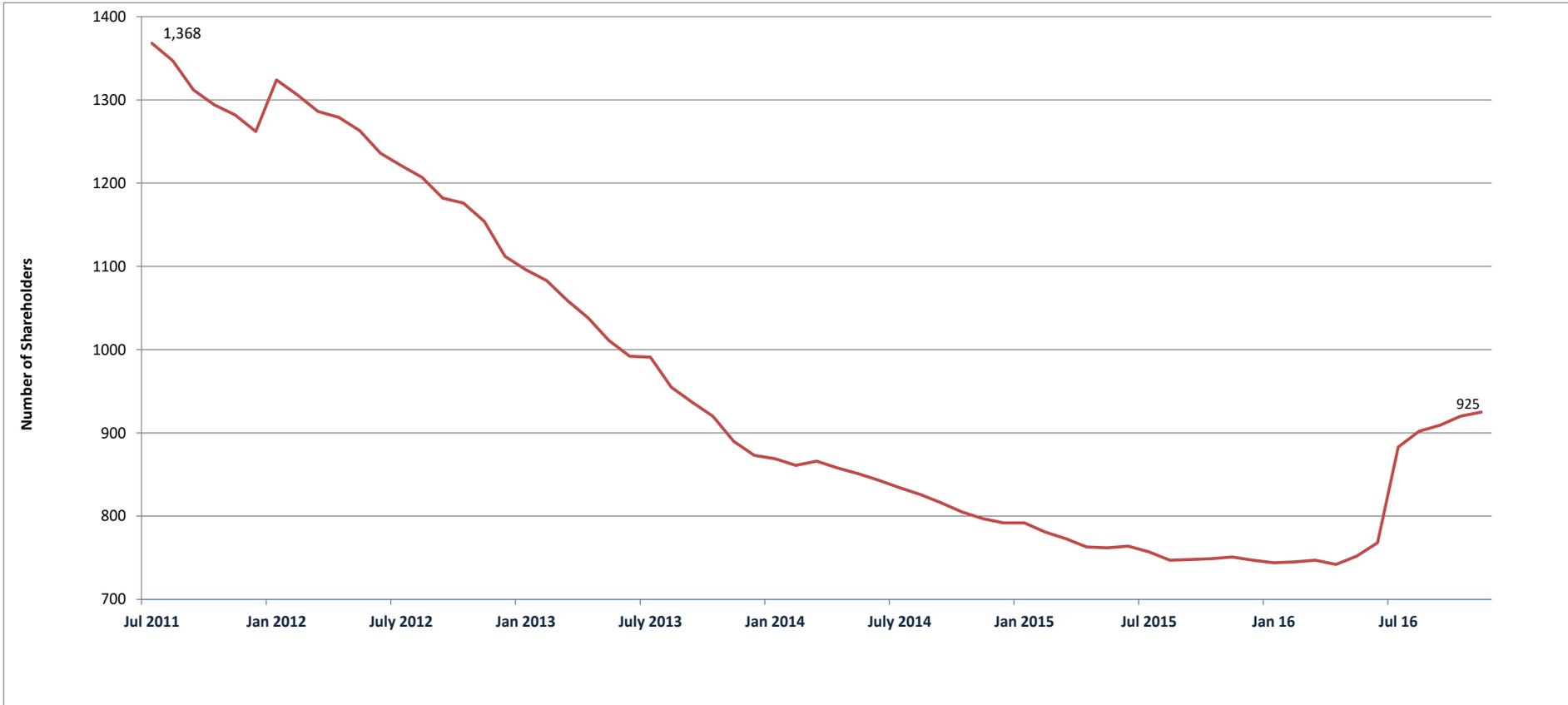
## Chairman Address



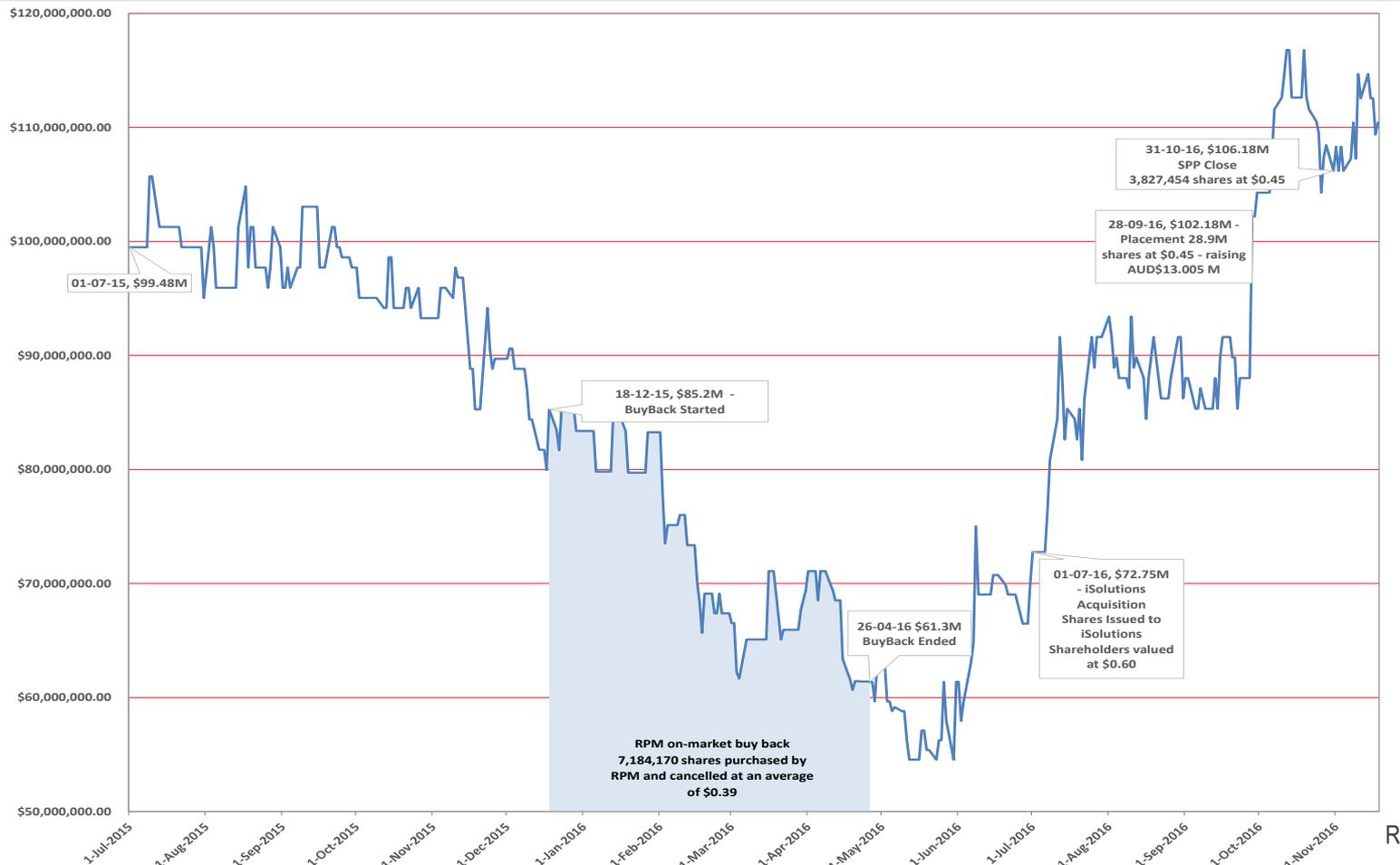
# Richard Mathews

## CEO Address

# Number of Shareholders



# RPM Market Cap Change (July 2015 – November 2016)



# 2016 Financial Year Summary

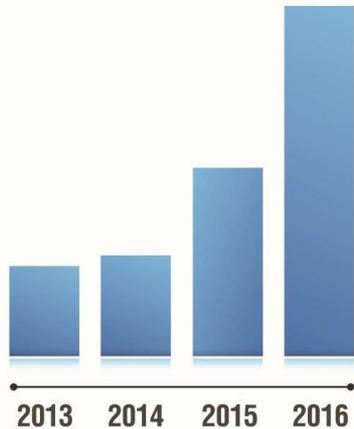
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- Total software license sales from all customers (other than one - which dropped by \$4.1m) rose by 9% year on year. Software annuity revenue increased by 9% to \$15m - our highest ever full year result.
- Investment in Research and Development increased by 35% to \$10.4m.
- Operating expenses (excluding development costs) decreased by 12% (\$6.2m) year on year.
- Five (5) new software products were released during the financial year (SIMULATE, XERAS Enterprise, Plan Manager, Open Cut Phosphate and Stratigraphic Metals). The Company also released major functional upgrades to seventeen (17) other products including Open Cut Coal.
- Global Strategic Partnership Agreements were entered into with Schneider Electric and Modular Mining - two of the largest suppliers to the industry.
- In July 2016 the Company received an unexpected adverse court judgement against it in the Arbitration court of Moscow relating to recovery of USD\$0.99m in professional fees, disbursements and interest for work performed in 2014 which resulted in this debt being fully provided for in the FY2016 accounts.
- On the 1<sup>st</sup> of July 2016 the Company acquired iSolutions, the pre-eminent supplier of mobile equipment asset maintenance software to the mining industry. This Transaction is expected to provide RPM with annual revenue of \$10m, of which \$4.8m is recurring in nature, and an EBITDA of \$4.8m in FY2017.
- The Company had a positive operational cashflow of \$0.4m for FY2016.

# Product Suite



RPM PRODUCT DEVELOPMENT STAFF



ENTERPRISE



# New Product Adoption - 2016 Financial Year Only

Global Framework Agreement

GLENCORE

Enterprise Planning Framework



GLENCORE



ArcelorMittal



GLENCORE



GLENCORE



DE BEERS GROUP OF COMPANIES

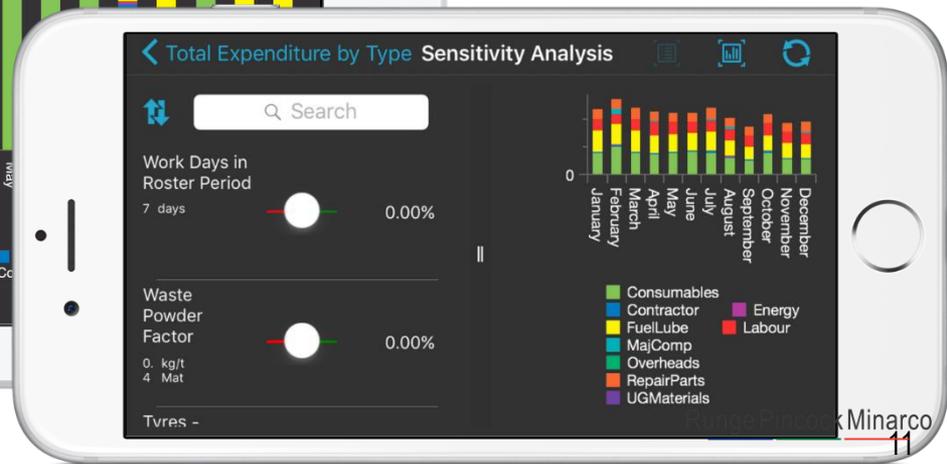


DE BEERS GROUP OF COMPANIES

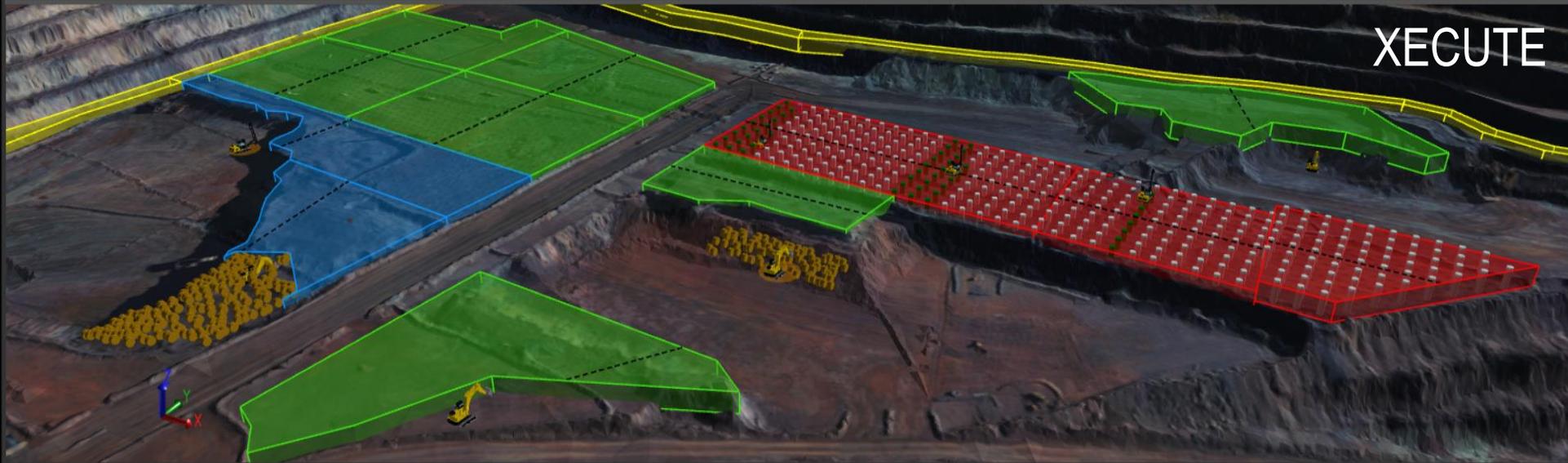




# XERAS Enterprise Mobile



# XECUTE



Gantt 1 10/11/2016 5:03 PM

Name	Start	Shifts	Finish	Daily rate	Nov 07 2016					Nov 14 2016							
					T	F	S	S	M	T	W	T	F	S	S	M	T
Drill	10/11 5:02 PM		11/01 5:40 PM														
DL01	10/11 5:02 PM	59	09/12 2:49 PM	10000													
DL02	10/11 5:02 PM	122	11/01 5:40 PM	10000													
DL03	10/11 5:02 PM	68	14/12 2:23 AM	10000													
Excavator	10/11 5:02 PM		15/12 4:04 AM														
EX12	10/11 5:02 PM	58	08/12 6:36 PM	19200													
EX10	10/11 5:02 PM	70	15/12 4:04 AM	19200													
Shovels	10/11 5:02 PM		04/12 2:07 AM														
LD01	10/11 5:02 PM	47	03/12 3:45 PM	24000													
LD02	10/11 5:02 PM	41	30/11 7:19 AM	24000													
LD03	10/11 5:02 PM	48	04/12 2:07 AM	24000													



# Outlook for FY2017

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- Since the middle of October we have seen a marked increase in debt funding enquiries, merger and acquisition requests and project studies, along with an increase in coal exploration testing. This bodes well for our Advisory and GeoGAS businesses which have the capacity to increase revenue without increasing their cost base.
- The Company has invested heavily in Research and Development over the last two years and the fruits of this labour are now there for the industry to see. With seventeen new software products and an experienced enterprise sales force we are looking forward to the year ahead.
- The Kazzinc project will propel the company into the Underground Metals market.
- The response and early market acceptance to the recent release of Open Cut Coal by two of the largest coal miners in the industry leads the Company to believe that this product could over time be universally adopted by the industry.
- The positive momentum built by the new business partners in Russia and Turkey is continuing as they become more familiar with RPM's products and services.
- The customer and partner reception to the iSolutions acquisition has been exceptionally positive. Management remain extremely enthusiastic about the opportunities unlocked by this transaction and look forward to releasing its first integrated RPM and AMT products in Q3.
- Management intends to use the strength of the Company's balance sheet to expand its software product offering in FY2017.



# Allan Brackin

## Chairman

## Resolutions & Voting

# Discussion on Financial Statements & Reports

# Resolution 1: Remuneration Report

Resolution	Vote Type	Voted	%	% of all securities
Remuneration Report	For	134,812,479	99.03	63.48
	Against	1,002,628	0.74	0.47
	Open-Usable	306,785	0.23	0.14
	<i>Board</i>	306,785	0.23	0.14
	<i>Non-Board</i>	0	0.00	0.00
	Open-Cond	0	0.00	0.00
	Open Unusable	0	N/A	0.00
	Abstain	16,000	N/A	0.01
	Excluded	29,423,826	N/A	13.86

## Resolution 2: Re-election of Mr Ross Walker as Non-Executive Director

Resolution	Vote Type	Voted	%	% of all securities
Re-elect Mr Ross Walker	For	164,227,424	99.77	77.33
	Against	61,574	0.04	0.03
	Open-Usable	306,785	0.19	0.14
	<i>Board</i>	306,785	0.19	0.14
	<i>Non-Board</i>	0	0.00	0.00
	Open-Cond	0	0.00	0.00
	Open Unusable	0	N/A	0.00
	Abstain	965,935	N/A	0.45
	Excluded	0	N/A	0.00

## Resolution 3: Ratification and approval of previous allotment and issue of securities under ASX Listing Rule 7.1

Resolution	Vote Type	Voted	%	% of all securities
Ratification and approval of previous allotment and issue of securities under ASX Listing Rule 7.1	For	156,292,756	99.78	73.60
	Against	28,454	0.02	0.01
	Open-Usable	306,785	0.20	0.14
	<i>Board</i>	306,785	0.20	0.14
	<i>Non-Board</i>	0	0.00	0.00
	Open-Cond	0	0.00	0.00
	Open Unusable	0	N/A	0.00
	Abstain	19,140	N/A	0.01
	Excluded	8,914,583	N/A	4.20

## Resolution 4: Ratification and approval of previous allotment and issue of securities under a placement

Resolution	Vote Type	Voted	%	% of all securities
Ratification and approval of previous allotment and issue of securities under a placement	For	49,415,492	99.32	23.27
	Against	29,804	0.06	0.01
	Open-Usable	306,785	0.62	0.14
	<i>Board</i>	306,785	0.62	0.14
	<i>Non-Board</i>	0	0.00	0.00
	Open-Cond	0	0.00	0.00
	Open Unusable	0	N/A	0.00
	Abstain	15,790	N/A	0.01
	Excluded	126,351,123	N/A	59.50

## Resolution 5: Approval of Employee Incentive Scheme

Resolution	Vote Type	Voted	%	% of all securities
Approval of Employee Incentive Scheme	For	126,785,612	99.03	59.70
	Against	939,131	0.73	0.44
	Open-Usable	306,785	0.24	0.14
	<i>Board</i>	306,785	0.24	0.14
	<i>Non-Board</i>	0	0.00	0.00
	Open-Cond	0	0.00	0.00
	Open Unusable	0	N/A	0.00
	Abstain	8,106,364	N/A	3.82
	Excluded	29,423,826	N/A	13.86

## Resolution 6: New Constitution

Resolution	Vote Type	Voted	%	% of all securities
New Constitution	For	160,537,334	99.75	75.60
	Against	100,193	0.06	0.05
	Open-Usable	306,785	0.19	0.14
	<i>Board</i>	306,785	0.19	0.14
	<i>Non-Board</i>	0	0.00	0.00
	Open-Cond	0	0.00	0.00
	Open Unusable	0	N/A	0.00
	Abstain	4,617,406	N/A	2.17
	Excluded	0	N/A	0.00

## Resolution 7: Increase in capacity to issue equity securities

Resolution	Vote Type	Voted	%	% of all securities
Additional capacity to issue equity securities	For	131,598,298	79.49	61.97
	Against	33,634,845	20.32	15.84
	Open-Usable	306,785	0.19	0.14
	<i>Board</i>	306,785	0.19	0.14
	<i>Non-Board</i>	0	0.00	0.00
	Open-Cond	0	0.00	0.00
	Open Unusable	0	N/A	0.00
	Abstain	21,790	N/A	0.01
	Excluded	0	N/A	0.00

# Further Business & Close

THANK YOU



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