



Identify . Acquire . Grow
Global Software Products, Capturing Asian Growth

AGM Presentation

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Highlights Lowlights

Expense8 product is clearly a leading product in its space

Expense8 Federal Treasury shared services partnership

Migration of existing clients to Expense8 going smoothly

Realtors8 delivered strong growth

Perform8 taking a longer time to gain traction, resellers now engaged

Access to technical talent

Cash flow affected as clients move from annual to monthly billing as part of Expense8 migration



1. FY16 Performance

2. FY17 Outlook

3. Strategic Review

FY16 Financials: Full Year Review



	FY 2015 (\$)	FY 2016 (\$)
Revenue	3,439,548	3,680,907
Receipts from operating activities	3,209,387	4,157,513
Cash at end of year	565,067	331,558
Cash flow from operating activities	312,703	(979,417)
Cash flow from investing activities	(2,136,568)	(288,757)
Cash flow from financing activities	2,024,957	1,020,748
Net Profit Before Tax	18,540	(1,384,248)
Net Profit / (Loss) After Tax	(10,851)	(1,352,636)
EBITDA	514,707	(706,917)

- Record Cash Receipts
- Expense8 product and sales milestones reached
- Strong sales pipeline across Government and Corporates.
- Convertible Note 2 has raised \$1,430,000 to date
- Process to sell Realtors8 has begun

Operational Review



Expense8

- Revenue up 8% to \$1,807,969 (FY15: \$1,671,874)
- SaaS revenue up 28% to \$735,086 (FY15: \$575,936)
- An estimated \$3,000,000 across multi-year deals won (comprised of contracted platform and anticipated transaction revenues);
- Successful implementation of expense8 at the NSW Department of Education;
- New customer wins and existing customer migrations to expense8 include but not limited to ONRSR, Roche, Broadcast, Federal Treasury and Australian Electoral Commission;
- Federal Treasury migrates to expense8 (including Travel) and partners with expense8 to provide a shared services offering to other Federal Government agencies; and
- Partnerships with corporate travel companies across Asia Pacific including QBT (part of Helloworld Ltd), Fortune Travel (Singapore) and Sunway Travel (Malaysia).

Perform8

- Revenue of \$162,912 (FY15: \$215,894)
- Key focus for the year has been on enhancement of the platform
- New perform8 v2.0 platform released; and
- Partnership program launched with several existing and new partners.

Realtors8

- Revenue up 34% to \$1,709,578 (FY15: \$1,279,878)
- RPM and Clicksold fully integrated during the year
- Synergies realised over the year and are now part of the normal business operations

Summary



1. Strong growth in cash receipts
2. Products well received
3. Focus on implementation of Expense8 to new and existing clients
4. Strong sales pipeline which continues to built upon
5. Continue with Capital Raise activities to strengthen the balance sheet

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2. FY17 Outlook

3. Strategic Review

Key Opportunity Drivers

1. SaaS and Enterprise
 - Anytime, anywhere, self served/provisioned
 - Capex to Opex

2. Employee Performance, Productivity & Alignment
 - Efficiency
 - Engagement
 - Culture
 - Happiness

3. Asia
 - Localised Solutions
 - Partnerships

Opportunity & Priorities for 2017



1. Expense8
 - Accelerate engagement with Government
 - SE Asia expansion
 - Virtual credit card partnerships

2. Realtors8
 - Strategic asset review

3. Perform8
 - Development of the Reseller network

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