Macquarie Australia Conference 2017

Paul Koppelman, CFO

Paul Perrett, COO

4 May 2017

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Project name: Cathay Pacific Air Cargo Terminal, Hong Kong International Airport

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Agenda

1. About Aconex
2. Recap of 1H FY17 financial results and outlook
3. Strategy and operations

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Project name: Burns & McDonnell Engineering Company | Industry: Construction, Infrastructure, Energy & Resources | Location: North America

Project name: Marina Bay Sands | Hospitality & Community Singapore

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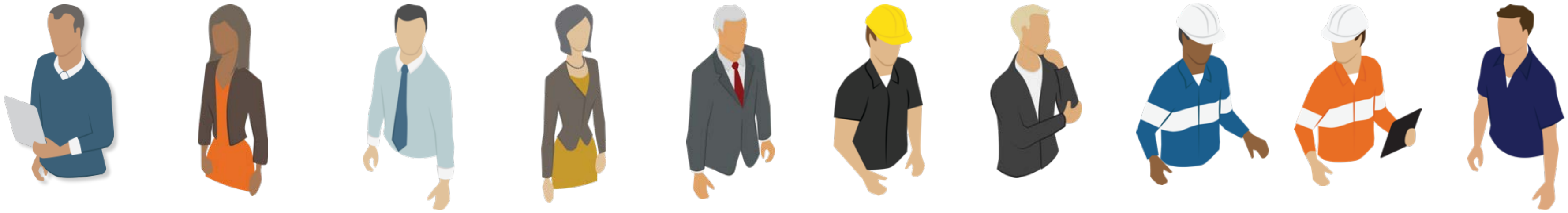
Connecting teams to build the world

Project name: Panama Canal Expansion Project | Aviation & Port US$3.2 billion | Panama

Aconex enables teams to collaborate across the project lifecycle from any place, at any time, with any device

Plan → Design → Bid → Construct → Operate



Dashboards & Reporting | Document Control | BIM Collaboration | Workflows & Approvals | RFIs & Change Orders | Bidding & Tenders | Submittals | Cost Management | Field Inspections | Handover to Operations

Investment overview

Driving growth in three focus areas – geography, customer and product

- Aconex is the leading collaboration platform for the global construction industry.
- Large addressable market with low penetration and increasing adoption.
- Global sales, service and operations.
- Significantly differentiated product solution.
- Market leading customer base.
- SaaS subscription-based model delivering recurring revenue stream with high degree of future predictability.

Balancing profitability and long term growth

Investment in:
- Product & engineering
- Sales, marketing and customer service
- Scaling our operating systems

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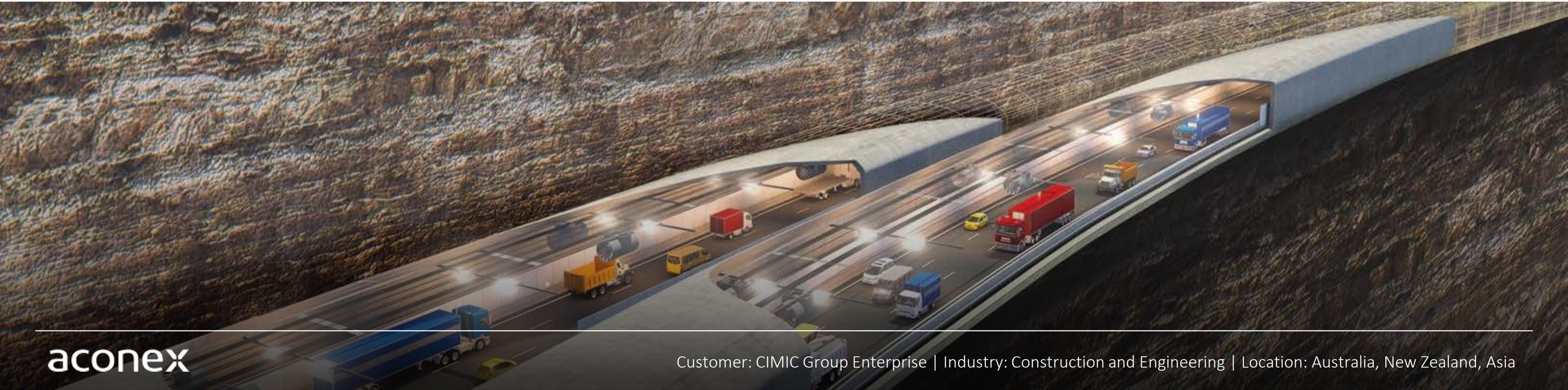

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Customer: CIMIC Group Enterprise | Industry: Construction and Engineering | Location: Australia, New Zealand, Asia

Revenue increase reflects Conject acquisition and international growth

Revenue [1]	Operating Contribution	EBITDA[3]
$77.0m ↑38%	$34m ↑30%	$7.4m ↑9%

Revenue up $21.4m

- 45% growth on a constant currency basis ($4m currency impact)[2]
- Acquisition of Conject ($16.8m)
- International growth (ex Conject) of 11%, 18% on a constant currency basis
- ANZ growth of 6%, following two very strong years (+25% CAGR)

Operating contribution up $7.9m

- High gross margin of 73%
- High operating leverage as company scales
- Positive and growing contribution from all regions

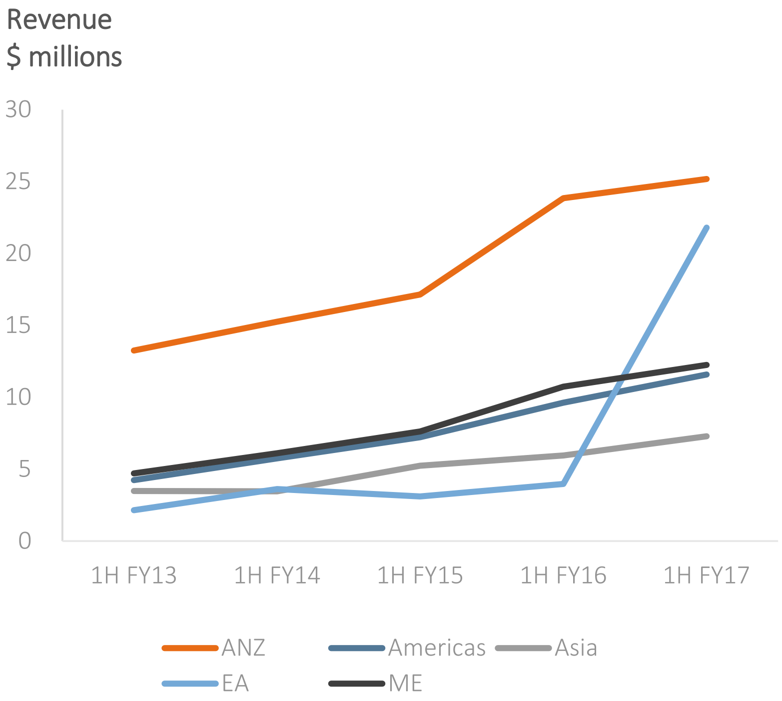
EBITDA up $0.6m

- Continued investment in sales, marketing and product
- Increasing leverage on G&A
- Fixed cost structure

[1] Statutory actuals. $81.0m on a constant currency basis.
[2] Constant currency is calculated by using the weighted average exchange rate for the six months ended 31 December 2016 to translate the revenue for the six months ended 31 December 2016.
[3] EBITDA from core operations, excluding acquisition and integration costs. Refer to Slide 25 for a full reconciliation of financial results.

Solid international revenue growth. High margin ANZ business.

Region	Revenue $ millions	YoY revenue growth (%) [1]	YoY revenue growth (%) (constant currency)	Contribution $ millions	Contribution % margin
ANZ	25.3	6%	6%	17.9	71%
Americas	11.6	16%	20%	1.4	12%
Asia	7.3	18%	23%	1.4	19%
EA	20.6	369%	430%	7.9	38%
ME	12.2	9%	14%	5.3	44%
Total	77.0	38%	45%	34.0	44%

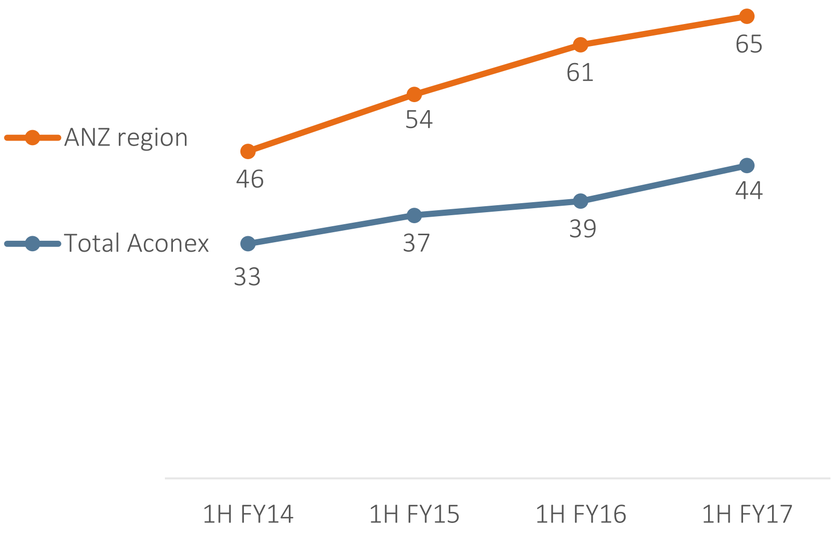


[1] Statutory actuals comparison.

Revenue from enterprise agreements is increasing, particularly in ANZ, as more customers standardise on Aconex.

Enterprise revenue by engagement type

% of revenue



Benefits of enterprise agreements:

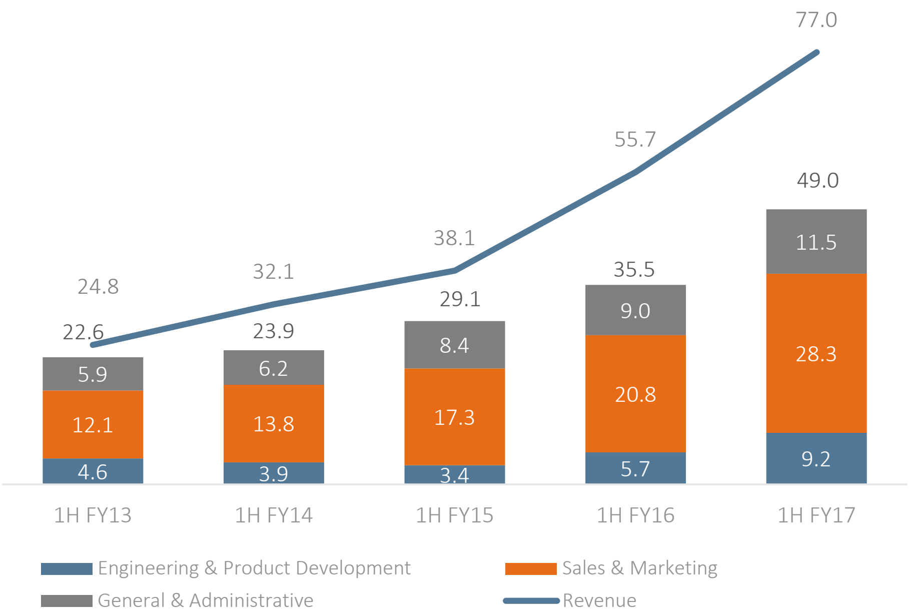
- Standardisation on Aconex
- Increased network effects
- High customer retention
- High and growing recurring revenue

[1] Aconex only.

Ongoing investment in product and sales. Margin leverage on G&A.

Operating Expenses and Revenue[1]

$ millions



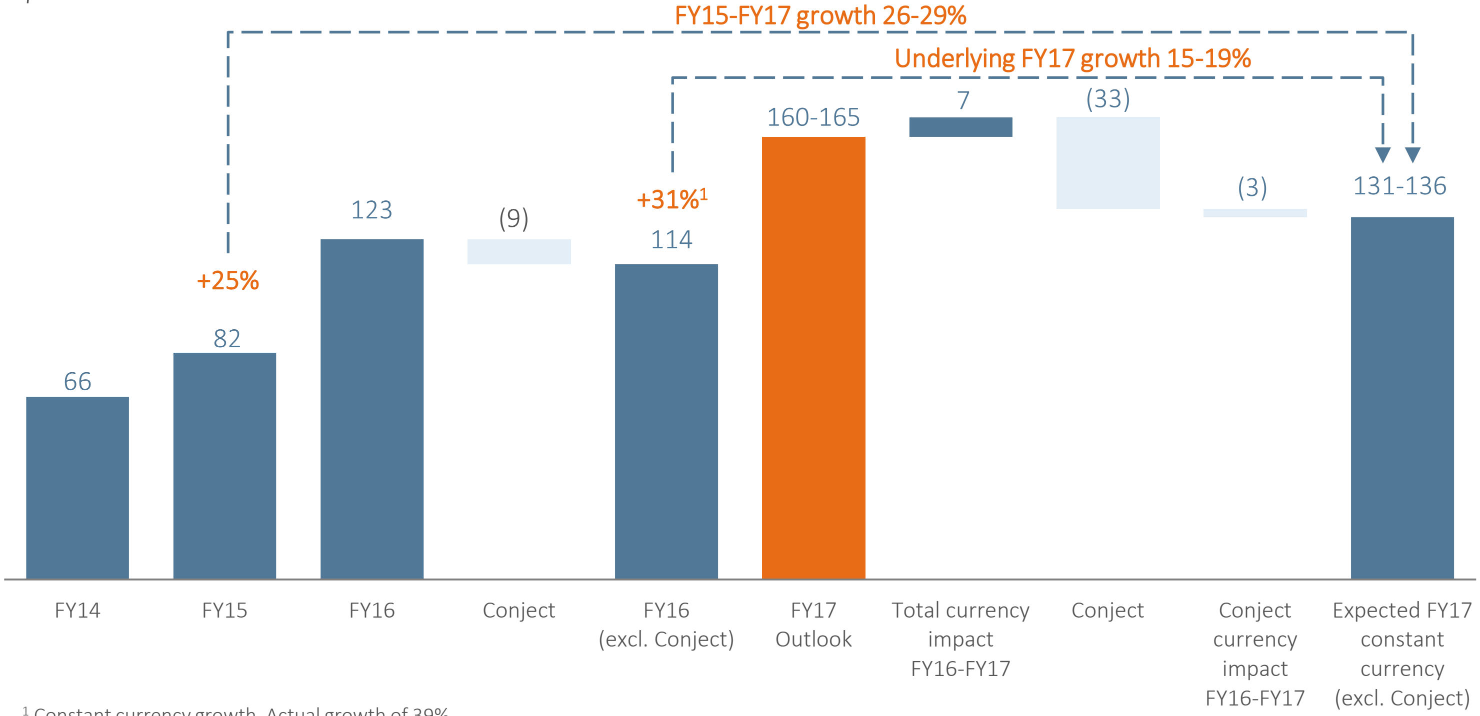
- Increased expenses largely related to Conject acquisition
- Increased investment in product, engineering and development
- Sales and marketing investment increased 35% YoY, in line with revenue
- Continued leverage on G&A, reducing to 15% in 1H FY17 from 22% pre-IPO

R&D cash spend	1H FY16	1H FY17
R&D expense (excluding D&A)	5.7	9.2
Capitalised R&D (per cash flow statement)	3.6	7.8
Total cash spend on R&D	**9.3**	**17.0**
% of revenue	*17%*	*22%*

[1] Excluding acquisition and integration costs, depreciation and amortisation.

Over the long term, Aconex has delivered consistently strong growth

Revenue bridge FY14-FY17
$ millions



Current revenue visibility is **90%** of FY17[2] outlook

[1] Constant currency growth. Actual growth of 39%.
[2] Includes Aconex and Conject committed contracts.

Outlook

FY17 Outlook[1]	
Revenue	$160-$165m
EBITDA[2]	$15-$18m

FY17 outlook takes into account:

- Impact of currency on revenue (natural hedge at EBITDA)
- Ongoing sales momentum across all regions
- Reduced uncertainty in the UK, Europe growing
- Improved conditions in US and increasing infrastructure investment
- Stabilisation of oil price and return to growth in Middle East
- Investment in sales, marketing, product and key operational systems to support growth

Aconex expects revenue growth of 20%+ over the medium to long term.

[1] FX rates at 31 Dec 2016 to AUD of GBP 0.5871, EUR 0.6886 and USD 0.7190.

[2] Excludes integration costs.

Project name: Al Zorah | Industry: Residential & Commercial | Project size: US$1.6 billion | Location: Ajman, U.A.E.

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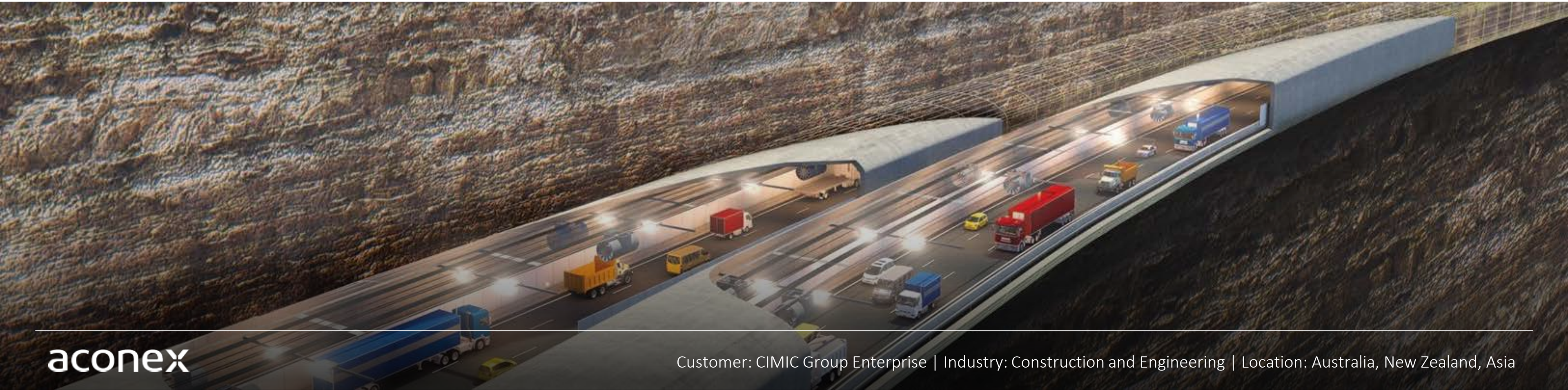

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Growing the network, increasing customer value and driving performance

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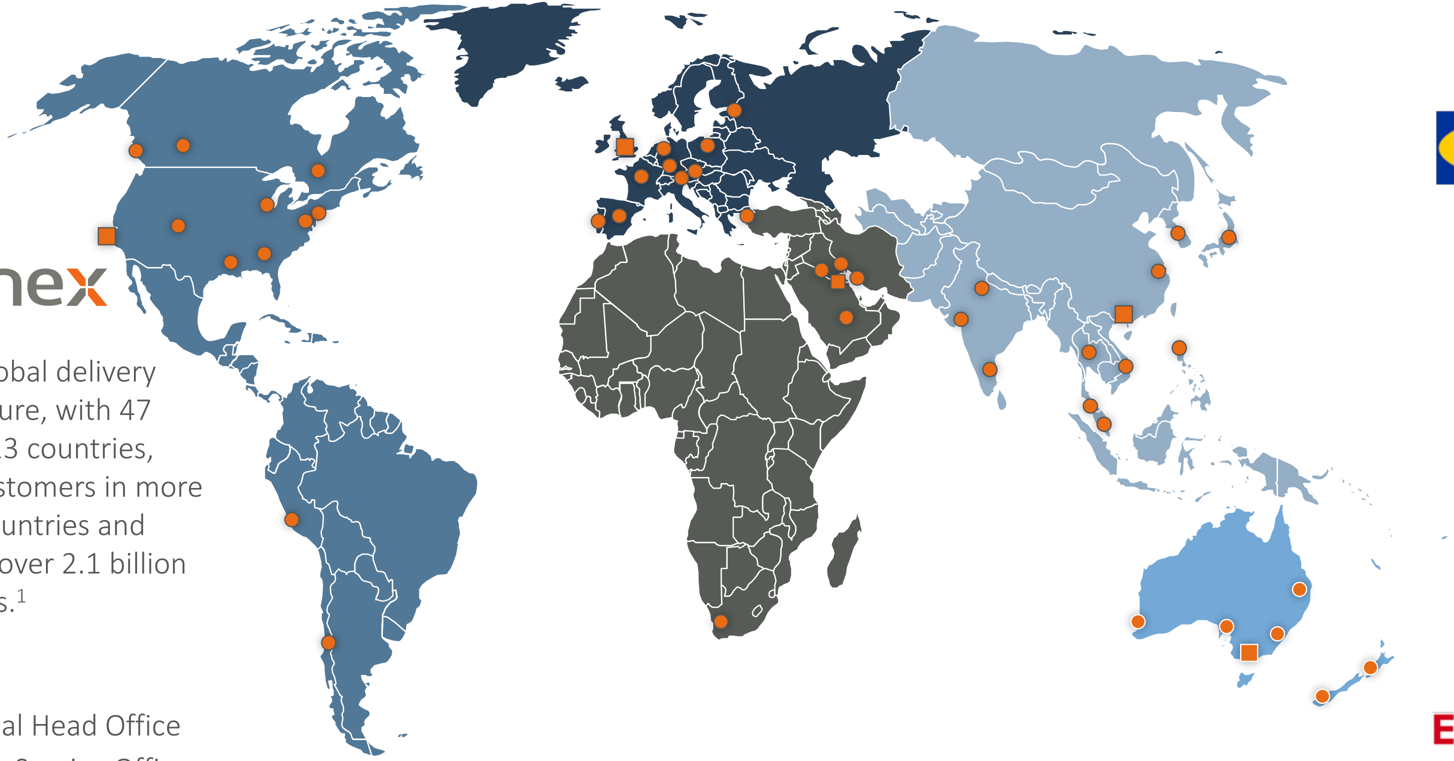
Leading global delivery infrastructure, with 47 offices in 23 countries, serving customers in more than 70 countries and managing over 2.1 billion documents.[1]



■ Regional Head Office
● Sales & Service Office

中國建築 CHINA STATE CONSTRUCTION

IKEA

TESLA

mace

FLUOR

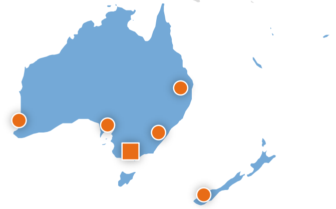
ArcelorMittal

ExxonMobil

[1] As at 1 September 2016. Includes correspondence received, documents/files registered, workflow document transmittals, and tenders raised.

ANZ – Increasing standardisation as network grows

- Continued standardisation and increase in enterprise agreements
- Deepening key account relationships
- Significant progress in penetration of infrastructure sector
- Growth through new products: Connected Cost, Field, Packages
- New business opportunities leveraging installed network and data



Europe & Africa – Strengthening customer base. Integration tracking well.

- Strengthening customer base – building on Conject customer network
- Conject integration on track – leveraging product and operational synergies
- Good momentum in the mainland European business

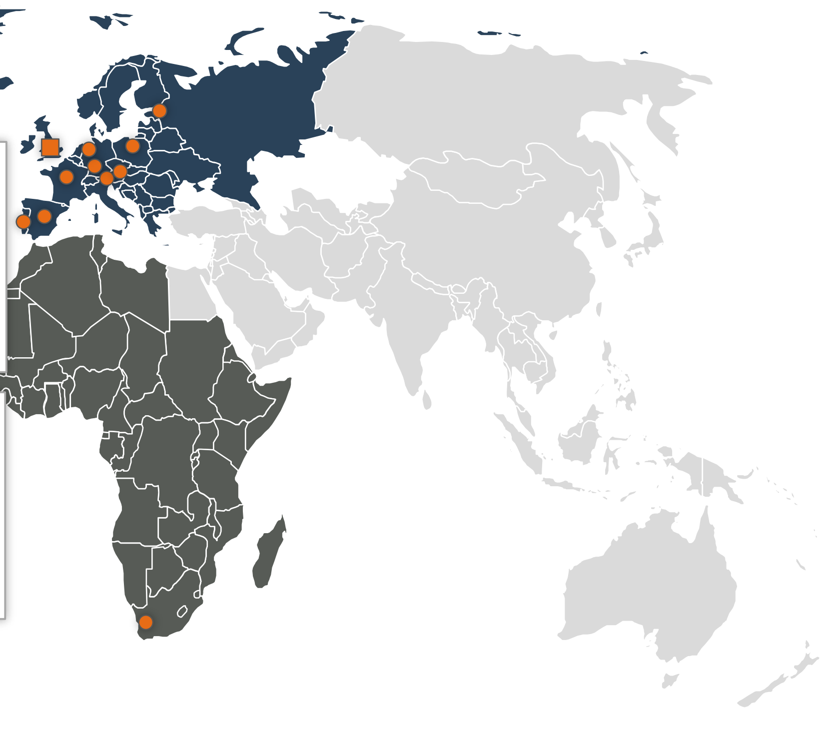
Hammerson

VINCI

ZÜBLIN

CRAIGEWAN

BNP PARIBAS



Americas – Strong growth – increasing adoption in the region

- Ongoing investment to scale sales and marketing
- Solid opportunity pipeline
- Accelerating momentum in tier 1 heavy engineering
- Expansion into tier 1 vertical building

AECOM
ConocoPhillips
Turner Building the Future
TESLA
CH2MHILL
THERMON

Middle East – Improved stability has supported growth

- Stable oil price and reduced volatility has supported growth
- Great success in airports – Kuwait, Dubai & Bahrain
- Well positioned to leverage ongoing investment in infrastructure

Dubai Airports
Connecting the World

هيئة الطرق والمواصلات
ROADS & TRANSPORT AUTHORITY
RTA

manateq
شركة المناطق الاقتصادية، قطر
ECONOMIC ZONES COMPANY, QATAR

حكومة دبي
GOVERNMENT OF DUBAI

ميرال
MIRAL

Asia – Well positioned in the infrastructure sector

- Executing targeted sales initiatives to build the network
- Well positioned to leverage investment in mega-infrastructure projects
- Large long-term market opportunity
- Increasing adoption off a low base

香港國際機場 HONG KONG INTERNATIONAL AIRPORT

熔盛重工 RONGSHENG

SINOPEC 中国石化

五礦建設有限公司 MINMETALS LAND LIMITED

中国路桥工程有限责任公司 CHINA ROAD AND BRIDGE CORPORATION

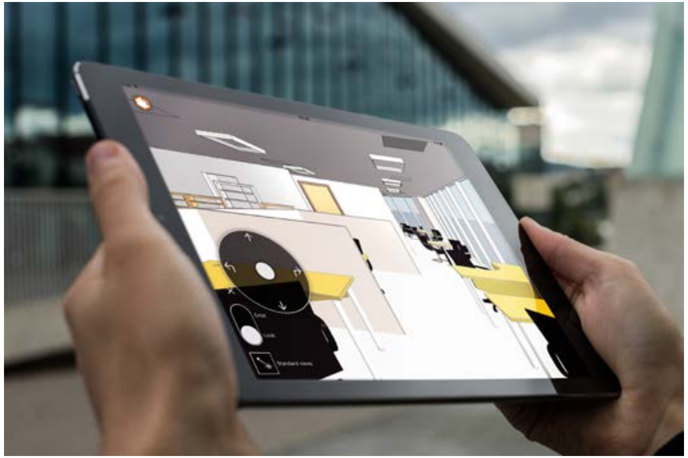
Investing in new and deeper product functionality

Field processes with PDF forms

BIM Mobile

Cost and schedule management

Insights and reporting



Connected Cost released in November 2016

Growth driver for Aconex

- Increases size of addressable market
- Increases Aconex customer yield
- Improves win rates

Positive customer engagement and momentum

- Significant opportunity pipeline and early wins
- Further marketing launches over coming months

Three tier offering tailored to customer needs and maturity

Contracts Administration PMs and GCs	Contracts, Changes, Progress claims & payment, Reporting, Cross organisational collaboration
Project Controls PMs and GCs	**Contracts Administration** plus Budget management, Forecasting, Variance analysis, Project & portfolio reporting
Earned Value Management Tier 1 Owners and GCs	**Project Controls** plus EVM reporting, Rules of credit, percentage complete on earned value

Growing demand for digital construction solutions

Construction is inefficient
- Majority of projects take 20% longer to finish than scheduled[1]
- ~80%+ run over budget[1]

Productivity is poor
- Has declined since the 1990s[1]
- Growth in productivity lags other industries[2]

Industry is among the least digitised
- IT expenditure is less than 1% of revenues[1]
- R&D spending is among the lowest of all industries[1]

Digital construction is gaining momentum

- Digital collaboration and mobility ✓
- Next generation BIM ✓
- Data driven design and construction ✓
- Internet of things (IoT) ✓
- `Digital twin' and virtual handover ✓
- Advanced analytics ✓

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Within 10 years, full-scale digitalisation will lead to annual cost savings of US$0.7-$1.2 trillion (13-21%) in the engineering and construction phases and US$0.3-$0.5T (10-17%) in the operations phase.[3]

[1] McKinsey Global Institute, June 2016 [2] The Boston Consulting Group (BCG), March 2016 [3] Sources: IHS Global Insight; BCG analysis, 2016

Thank you

Customer: Colorado Department of Transportation (CDOT) | Industry: Road & Rail I Project size: US$500 million | Location: Colorado, USA

Reconciliation of results from core operations and non-IFRS measures with the results reported in the financial statements

	Six months ended 31 Dec 2016 $000's	Six months ended 31 Dec 2015 $000's
Reported EBIT	(3,783)	3,645
Add: Business acquisition and integration expenses	3,546	558
Add: Amortisation on acquired intangibles	3,380	312
EBIT from core operations	3,143	4,515
Reported EBIT	(3,783)	3,645
Add: Depreciation and expense	7,648	2,592
Reported EBITDA	3,865	6,237
Add: Business acquisition and integration expenses paid	3,546	558
EBITDA from core operations	7,411	6,795
Reported net (loss) / profit before tax	(3,528)	4,552
Add: Business acquisition and integration expenses	3,546	558
Add: Amortisation on acquired intangibles	3,380	312
Net profit before tax from core operations	3,398	5,422
Reported net operating cash flows	905	2,380
Add: Business acquisition and integration expenses paid	4,470	558
Net operating cash flows from core operations	5,375	2,938