

ASX Announcement

2017 AGM Presentation Amendment

MELBOURNE, Australia, 8 November 2017 – Aconex Limited (ASX: ACX), provider of the #1 global platform connecting teams on construction and engineering projects, advises that the Middle East revenue and contribution figures on slide 12 of the 2017 AGM presentation lodged earlier today should have read \$24.9 million and \$11.9 million respectively.

The amended 2017 AGM presentation is attached.

About Aconex

Aconex provides the #1 cloud and mobile collaboration platform for the global construction industry. This platform connects owners, contractors and their project teams in the construction, infrastructure, and energy and resources sectors, providing project-wide visibility and control between the many different organisations collaborating across their projects. With more than 70,000 user organisations and over \$1 trillion of project value delivered in more than 70 countries, Aconex is the industry's most widely adopted and trusted platform. Founded in 2000, Aconex has 47 offices in 23 countries around the world. The company's ordinary shares are traded on the Australian Securities Exchange (ASX) under the ticker code ACX and are included in the S&P/ASX 200 Index.

Supporting Resources

For more information on Aconex, please visit:

- Investor Centre: <http://investor.aconex.com>
- Website: <http://www.aconex.com>

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Aconex 2017 Annual General Meeting

Adam Lewis, Chairman and Leigh Jasper, CEO

8 November 2017



Important notice

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Agenda

① FY17 results review

② Business performance

③ Strategy and outlook



FY2017 highlights

#1

Strengthened global leadership position



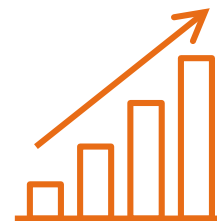
Delivered financial results in line with guidance



Conject integration complete



Connected Cost launch



Investment for growth



Delivering growth in line with guidance

Revenue¹
\$161.2m
+31% YoY

- \$163.0m @ 31 Dec 16 fx²
- +36.4% @ constant fx¹.

EBITDA³
\$15.0m
+10% YoY

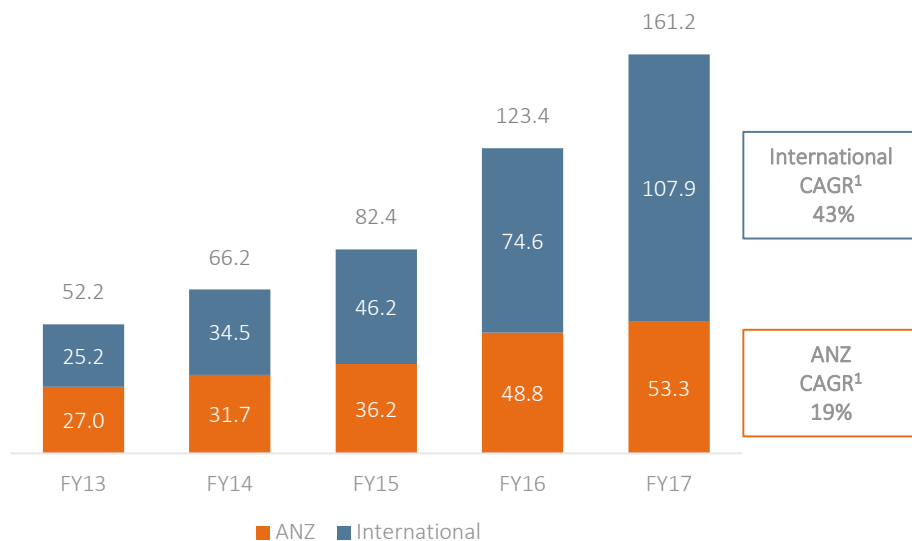
¹ Statutory actual revenue of \$161.2m. Revenue at constant currency FY16 to FY17 was \$168.4m.

² Revenue of \$163.0m at H1 FY17 actual plus H2 FY17 at 31 Dec 16 fx rates.

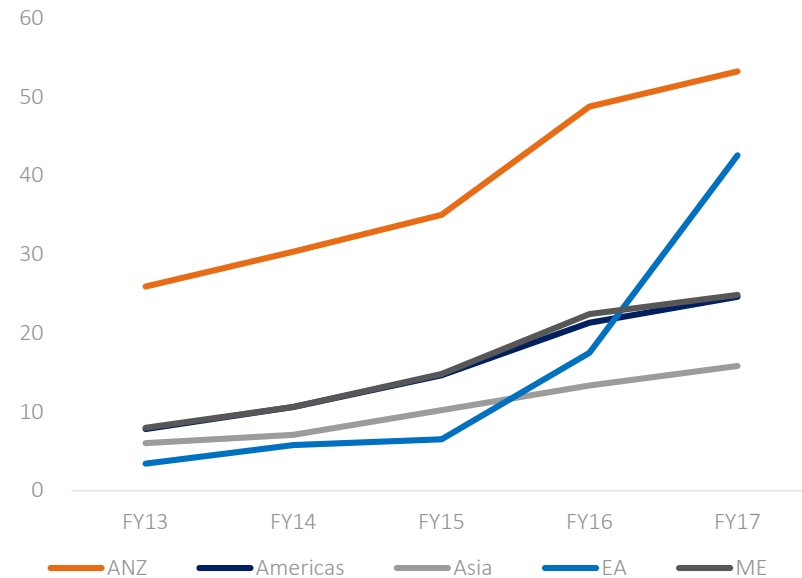
³ For a full reconciliation of statutory results to NPAT from core operations please refer to Slide 19.

International revenue increasing in line with growth strategy

Revenue - ANZ and International
\$ millions



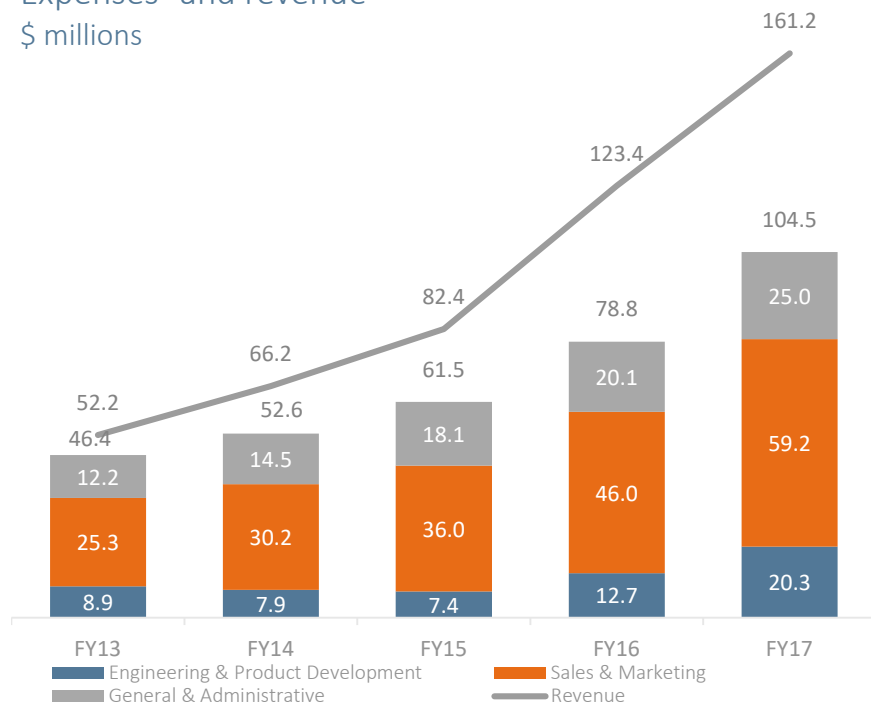
Revenue by region
\$ millions



¹ CAGR: Compound Annual Growth Rate FY13 to FY17.

Ongoing investment to support growth

Expenses¹ and revenue
\$ millions



¹ Excluding FX, depreciation and amortisation, acquisition and integration costs.

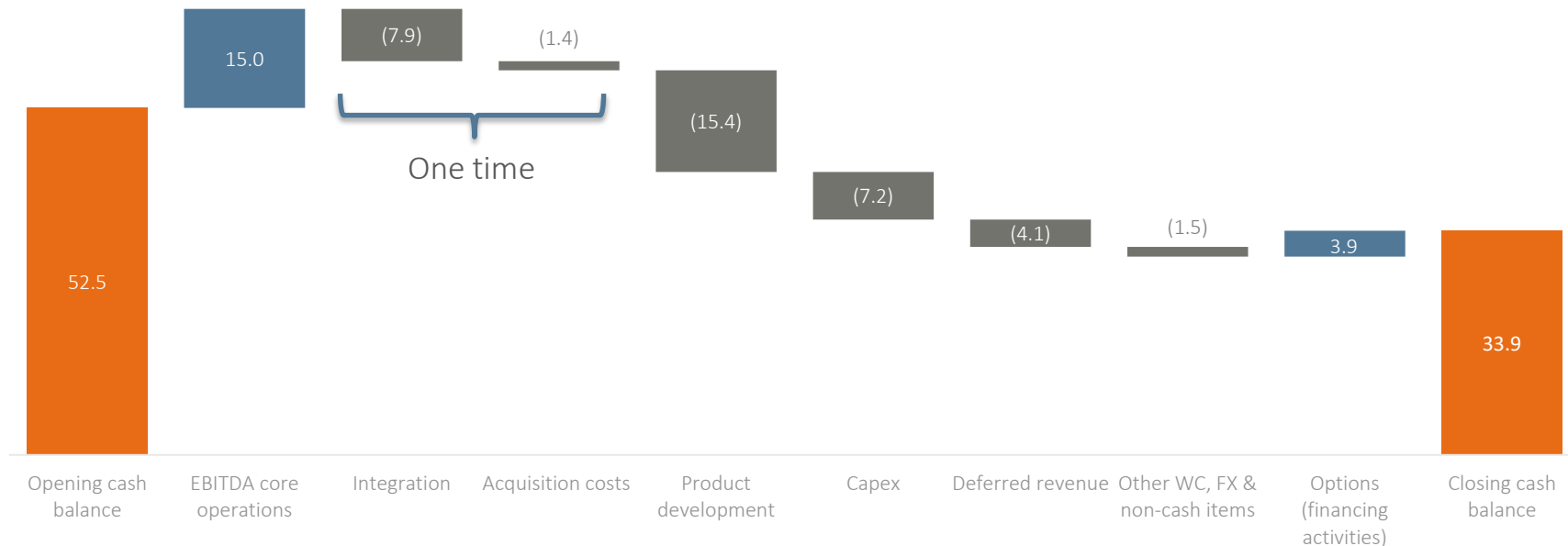
Expenses grew 33% YoY to \$104.5m:

- Increased investment in sales and marketing by 29% to \$59.2m, to support growth.
- Engineering and product development increased 60% due to the addition of the Worksite and Conject engineering teams and subsequent product investment.
- G&A costs increased 24% YoY due to the Conject acquisition, key head office appointments and investment in operating systems to support management of growth.

Cash impacted by investment for growth

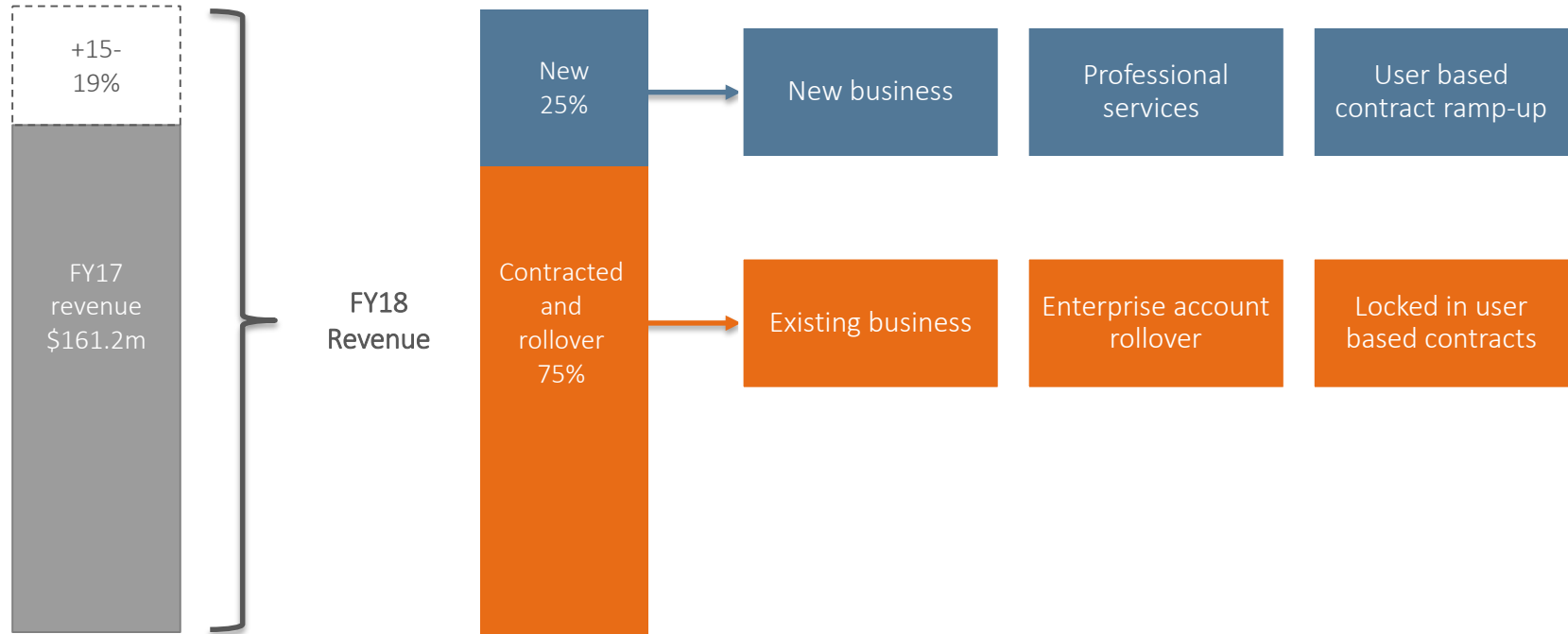
Cashflow bridge¹

\$ millions



¹ Including restricted cash of \$2.9m.

Forward revenue visibility is high at 75%



Agenda

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FY17 results review

②

Business performance

③

Strategy and outlook



Growing our global customer network



- Over one trillion dollars in project value across 70 countries.
- 5.4 million project users managing 2.6 billion documents¹.
- More successful projects, controlling more data than any other platform.



¹ Documents and correspondence as at 1 November 2017.

Strong performance in all regions

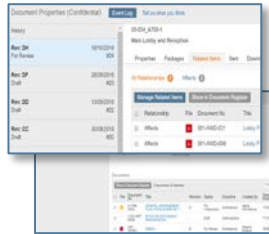


Investing in new modules and functionality to drive yield

Connected
Cost



Packages



Field



Insights



Security



Agenda

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Strategy and outlook



Large, underpenetrated market with growing adoption

Large and growing market



- The construction market is ~US\$9.5T¹
- By 2030 construction will account for ~14.7% of global GDP¹.

Positive industry dynamics



- Growing project size and complexity, e.g. mega projects 21% in 2014 from 4% in 2005²
- Delivery methods are changing e.g. D&C, PPPs, IPD
- Increasing compliance requirements
- Industry consolidation

Increasing technology adoption



- Move to cloud / SaaS
- Mobility/ field enablement
- BIM & model management
- Increasing security
- Connected devices (IoT)
- An explosion of data and insights

Significant opportunity



The #1 cloud collaboration platform for digital project delivery.

¹ Oxford Economics Global Construction 2030.

² Source: McKinsey & Company.

Aconex is #1 and is uniquely positioned for growth

Business model

The industry's most trusted platform – working with the world's leading construction companies

Experienced global team

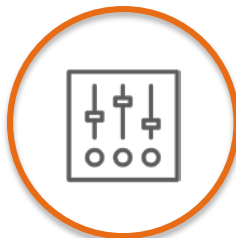


The best at connecting project teams:

- Largest network
- Complete neutrality



Broadest suite of applications



Most easily adaptable



Most secure



Open ecosystem



The leading service partner

Fully connected processes, creating the largest data set, to enable the deepest insights for our customers.

FY18 Outlook – Maximising growth with positive cash



Medium to long term
Revenue growth +20% and increasing EBITDA.

Appendix

Reconciliation of results from core operations to statutory results

\$ millions	2016	2017
Significant items		
Business acquisition and integration expenses	4.1	8.1
Foreign currency (gains) / losses	0.0	(0.7)
Amortisation of acquired intangibles	2.1	7.6
Total significant items (pre-tax)	6.2	15.0
Income tax benefit	(3.4)	0.0
Total significant items (post-tax)	2.8	15.0
Reported EBIT	2.0	(10.5)
Add: Significant items pre-tax	6.2	15.0
EBIT from core operations	8.2	4.5
Add: Depreciation and amortisation expense (excl. acquired intangibles)	5.4	10.5
EBITDA from core operations	13.6	15.0
Reported net profit (loss) after tax	5.7	(10.0)
Add: Significant items post-tax	2.8	15.0
Net profit after tax from core operations	8.5	5.0
Reported net operating cash flows	6.7	2.6
Add: Business acquisition and integration costs paid	2.1	7.9
Add: Payment of assumed Conject liabilities on acquisition	0.6	0.0
Net operating cash flows from core operations	9.4	10.5

Financial summary - Half by Half

H1 results summary \$ millions	H1 FY16	H1 FY17	Change
Revenue	55.7	77.0	38%
Cost of revenues	(13.4)	(20.6)	54%
Gross profit	42.3	56.4	33%
Direct expenses (sales and marketing)	(20.9)	(28.3)	(35%)
Contribution margin	21.4	28.1	31%
Operating expenses	(14.6)	(20.7)	(42%)
EBITDA from core operations	6.8	7.4	9%
Depreciation expense	(0.9)	(1.5)	(57%)
Amortisation of internally generated software (ex acq intangibles)	(1.4)	(2.8)	(100%)
EBIT from core operations	4.5	3.1	(31%)
NPAT from core operations	4.6	3.5	(24%)

H2 results summary \$ millions	H2 FY16	H2 FY17	Change
Revenue	67.7	84.2	24%
Cost of revenues	(17.5)	(21.1)	(21%)
Gross profit	50.2	63.1	26%
Direct expenses (sales and marketing)	(25.2)	(30.9)	(23%)
Contribution margin	25.0	32.2	29%
Operating expenses	(18.2)	(24.6)	(35%)
EBITDA from core operations	6.8	7.6	12%
Depreciation expense	(1.0)	(1.9)	(90%)
Amortisation of internally generated software (ex acq intangibles)	(2.1)	(4.3)	(105%)
EBIT from core operations	3.7	1.4	(62%)
NPAT from core operations	3.9	1.5	(62%)

Long-term operating model.

	FY15	FY16	FY17	Medium-long term growth expectations
Revenue \$ millions	82.4	123.4	161.2	+20%
EBITDA \$ millions	3.0	13.6	15.0	Increasing.
R&D cash spend % of revenue	14%	18%	22%	15-20%
S&M % of revenue	44%	37%	37%	In line with revenue.
G&A % of revenue	22%	16%	16%	Reducing as a proportion of revenue.