



Rein In Receivables

AGM PRESENTATION
21 November 2018

Agenda

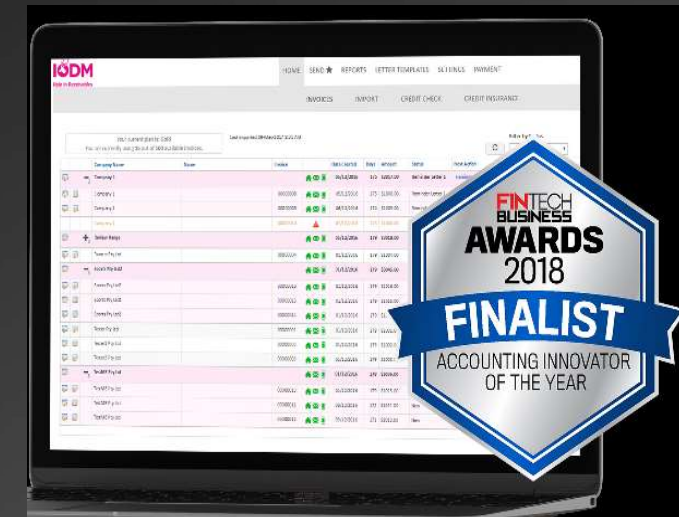
- Board Introduction
- Chairman's Address
- Formal Business
- Managing Director's Presentation
- Questions and Answers



Board Introductions



Chairman's Address



Dr Paul Kasian
Non-Executive Chairman

Formal Business



Proxies

Summary of the 5 Resolutions



| | Resolution | For | Against | Open | Abstain | Total |
|--------------|--|-------------|---------|------------|------------|-------------|
| Resolution 1 | Adoption of the Remuneration Report | 29,582,384 | 118,406 | 17,724,880 | 86,080,619 | 47,425,670 |
| Resolution 2 | Election of a director - Mr David Ireland | 115,752,902 | 11,319 | 17,742,068 | 0 | 133,506,289 |
| Resolution 3 | Election of a director - Dr Paul Kasian | 115,750,814 | 13,407 | 17,742,068 | 0 | 133,506,289 |
| Resolution 4 | Approval of 10% Placement Facility | 115,750,814 | 13,407 | 17,742,068 | 0 | 133,506,289 |
| Resolution 5 | Adopt a new constitution | 115,750,814 | 13,407 | 17,742,068 | 0 | 133,506,289 |

Resolution 1 - Adoption of the Remuneration Report



| Vote | Votes | % |
|---------|------------|-------|
| For | 29,582,384 | 62.38 |
| Against | 118,406 | 0.25 |
| Open | 17,724,880 | 37.37 |
| Abstain | 47,425,670 | |

Resolution 2 – Election of a director – Mr David Ireland



| Vote | Votes | % |
|---------|-------------|-------|
| For | 115,752,902 | 86.70 |
| Against | 11,319 | 0.01 |
| Open | 17,742,068 | 13.29 |
| Abstain | 0 | 0 |

Resolution 3 – Election of a director – Dr Paul Kasian



| Vote | Votes | % |
|---------|-------------|-------|
| For | 115,750,814 | 86.70 |
| Against | 13,407 | 0.01 |
| Open | 17,742,068 | 13.29 |
| Abstain | 0 | 0 |

Resolution 4 – Approval of 10% Placement Facility



| Vote | Votes | % |
|---------|-------------|-------|
| For | 115,750,814 | 86.70 |
| Against | 13,407 | 0.01 |
| Open | 17,742,068 | 13.29 |
| Abstain | 0 | 0 |

Resolution 5 – Adopt a new constitution



| Vote | Votes | % |
|---------|-------------|-------|
| For | 115,750,814 | 86.70 |
| Against | 13,407 | 0.01 |
| Open | 17,742,068 | 13.29 |
| Abstain | 0 | 0 |



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MANAGING DIRECTOR'S PRESENTATION
AGM

21 November 2018

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Executive Summary

| | 1H FY17 | 2H FY17 | FY17 | 1H FY18 | 2HFY18 | FY18 |
|---------------------------------|---------|---------|-------|---------|--------|-------|
| Revenue | 0.04 | 0.07 | 0.11 | 0.09 | 0.13 | 0.22 |
| Loss from continuing operations | -1.02 | -0.84 | -1.86 | -0.39 | -0.49 | -0.88 |
| Cash Receipts | 0.03 | 0.08 | 0.11 | 0.09 | 0.15 | 0.24 |
| Cash Payments | -1.31 | -1.14 | -2.45 | -0.94 | -0.54 | -1.48 |
| Cashflow | -1.28 | -0.8 | -2.08 | -0.42 | -0.41 | -0.83 |
| R&D Tax Offset | 0.25 | | 0.25 | 0.43 | | 0.43 |
| Annualised Revenue | 0.07 | 0.16 | 0.16 | 0.17 | 0.29 | 0.29 |

Revenue up
90%

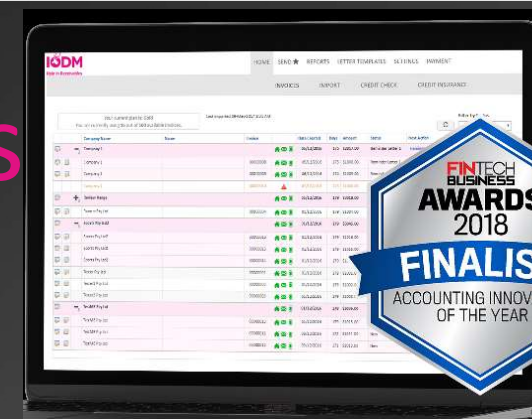
Loss down
53%

Cash Burn
reduced by 60%



Revenue Performance Indicators

| | 1H17 | 2H17 | FY17 | 1H18 | 2H18 | FY18 |
|---------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Opening Subscription AV | 0 | 0.07 | 0 | 0.16 | 0.17 | 0.16 |
| New Subscription AV | 0.07 | 0.1 | 0.17 | 0.01 | 0.08 | 0.09 |
| Opening Licence AV | 0 | 0 | 0 | 0 | 0 | 0 |
| New Licence AV | 0 | 0 | 0 | 0 | 0.05 | 0.05 |
| Churn | 0 | -0.01 | -0.01 | 0 | -0.01 | -0.01 |
| Annualised Revenue | 0.07 | 0.16 | 0.16 | 0.17 | 0.29 | 0.29 |
| Implementation Revenue | 0.01 | 0.01 | 0.02 | 0.01 | 0.03 | 0.04 |
| Reported Revenue | 0.04 | 0.11 | 0.11 | 0.09 | 0.13 | 0.22 |



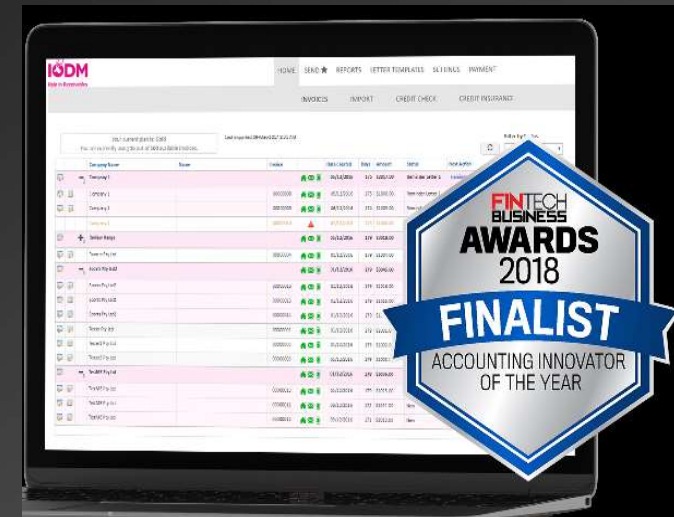
Subscription Revenue is paid monthly and recognised as Revenue on each monthly invoice

Licence Revenue is paid yearly and recognised over the life of the contract. Contract length is 1 to 3 years

Implementation Revenue is invoiced at point of completion and receipted before client can use the system

Update

- Continued signings from our Strategic Partnerships, corporates and SME's
- New proposals out for tender at record levels
- Currently employing three new sales staff aimed at the high end corporate market which will see results in March quarter
- Early identification of Collaboration and Strategic Partnerships in the high end corporate market



Questions?





What **we** can
do for **you**

"Implementing IODM will increase cash collections, streamline the collection process for the SME ledger and ensure that we don't have to increase our headcount when we acquire more businesses."

NARELLE CIRILLO
Security Group Credit Manager
Wilson Security



Rein In Receivables

Mark Reilly
Managing Director

