

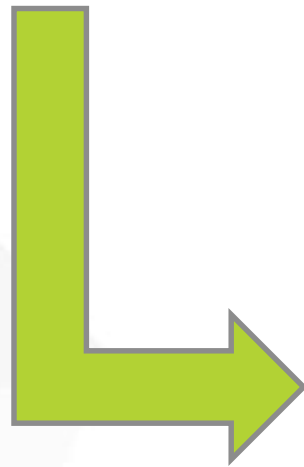


RXP Services – our journey continues

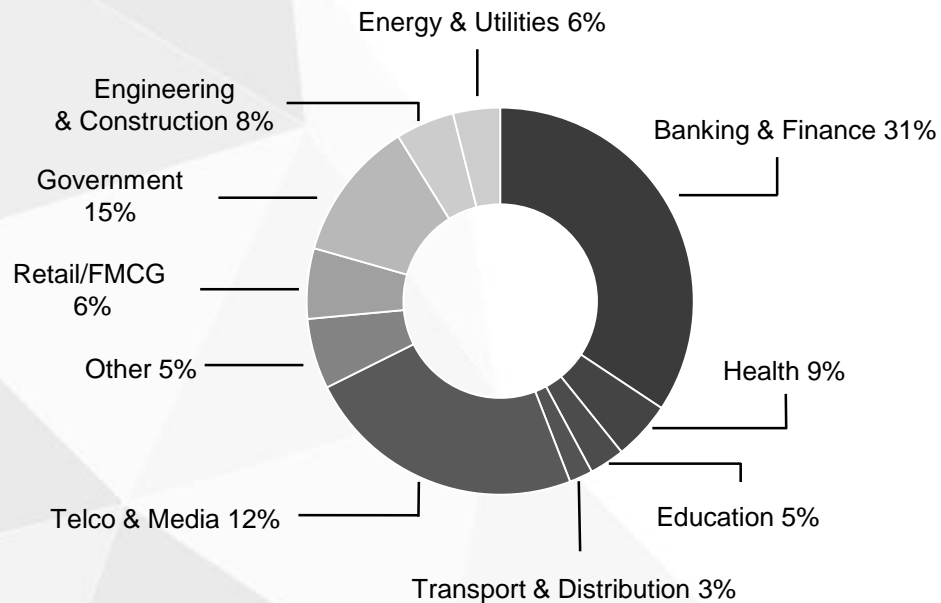
Emerging Leaders, 23 March 2016

RXP – an overview

- Technology Services company that makes a real and positive difference to the people who work for us, the clients who we deliver outcomes to and the Partners with whom we work
- Play a key role in helping clients leverage today's technologies and plan for tomorrow as they strive for excellence in their business
- Focussed on growth areas - Digital & Cloud; Information, Analytics and Insights; Efficiency, Scalability & Flexibility; Innovation
- Committed to the OneRXP operating model bringing together our specialisations and focussed on “delivering outcomes together”



Diverse range of clients



- Drivers for growth in our industry remain strong
 - Digital & Cloud
 - Customer knowledge and insights
 - Productivity, Scalability, Flexibility
 - Innovation
- Strengthened our position with many clients
 - Telco & Media
 - Banking & Finance
 - Health
 - Government
 - Energy & Utilities
- Client retention and attraction remains strong
 - OneRXP driving teamwork and cross-sell, delivering outcomes for clients

A very strong first half of FY16 - overview of financials

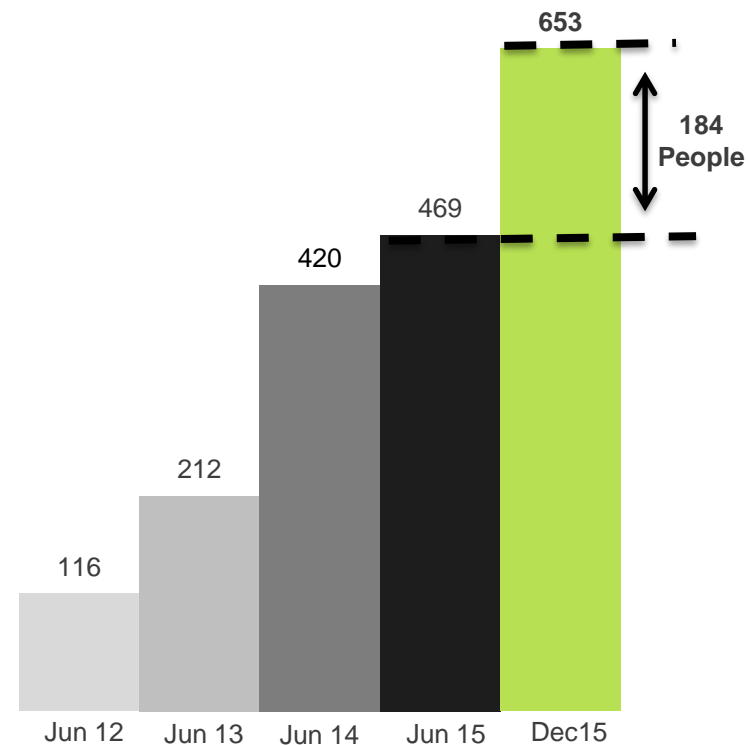
- **Strong sales pipeline driving continued growth at the top-line**
 - Revenue \$56m - up \$19.4m (+53%) on pcp
 - Organic growth of \$7.1m (+19%) on pcp
- **Strong management of key business levers continues to drive growth in revenue and profit, with underlying EBITDA margins at 13.9%**
 - Utilisation, Cost per billing day and Revenue per billing day all in line with expectations
- **EPS of 4.0 cents (167% growth)**
- **Strong cash position (\$9.7m) and underlying cashflows**
- **Interim 1.0 cent fully franked dividend (follows on from 1.25cent full year dividend in FY15)**

	1H16 \$'000	1H15 \$'000	Movement
Revenue from ordinary operations	55,813	36,398	53%
Underlying EBITDA	7,774	2,860	172%
Underlying EBITDA margin (%)	13.9%	7.8%	6.1%
Basic EPS (cents)	4.0	1.5	167%

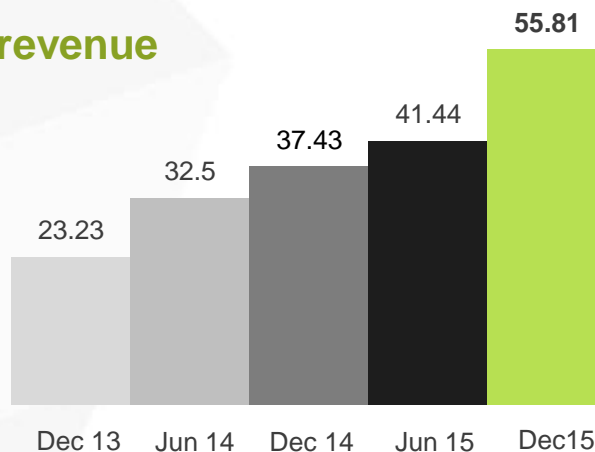
Growth has continued

People.....

- **Our team has grown and continues to do so**
 - Ongoing organic growth validates our focus on specialisation and cross-sell within the OneRXP model
 - Momentum has continued in 2H16
- **Focus on our people is a key to performance**
 - Staff training programs are part of our DNA
 - RXP Agile now delivered to 145 staff
 - RXP Habits now delivered to 173 staff
 - introduction of “RXP eXclerate” aimed at broadening the leadership base (Class of 2015 has 88 participants)
- **Continue to evolve our “Consultant Pyramid”**
 - 22 Associates introduced in the program
 - Targeting a further 40 over next 9 months



..... And the revenue



1H16 – Executing our strategic priorities

- **Successfully completed and integrated Engage Viidacom and 10Collective**
 - Our targeted acquisition strategy within the OneRXP environment continues to fuel growth adding to our “cross-sell” and “cross-practice” opportunities
- **Continued development of RXP Intellectual property and as a service offerings**
 - 1H saw continued focus on our IP-backed Solutions
 - We maintain our focus on identifying opportunities to re-use our IP and to build “as a service” offerings for clients
- **Partner engagement remains a focus and continues to mature and strengthen**
 - Continued execution of our “*mainstream, challenger, disruptive*” strategy

Our “One-RXP” strategy provides our people, our clients and our partners with a cohesive set of go-to market services and solutions

Operations at a glance

Strong demand for our services across clients is being reflected in our financial results

- Utilisation in line with expectations
- Growth in billable staff (organic and acquisition)
- Continued growth in “multi Practice” client engagements (including solution sales)
- Continued growth in project/engagement size

Active management of key business levers is delivering forecasted margins

- Maintaining our focus on value not price
- Constant evolution of our blended “consultant pyramid”

Integration of EV and 10collective has gone well

- Leveraging the “digital” strength that 10collective have brought to RXP
- Leveraging the “program, project and BA” strengths in telco & media that EV have brought to RXP
- Evolving the interaction with clients and partners

We have built a sustainable operating rhythm

Strategic priorities guiding FY16

Our focus remains on executing our strategic priorities:

People	Develop our people, continue to evolve and expand our specialisations
Solutions	Leverage our Intellectual Property, continue to evolve and monetise “RXP Solutions”
Clients	Build on existing and develop new Client Relationships
Partners	Build on existing and develop new targeted Partner Relationships
Brand	Build on our brand and reputation
Consolidation	Strategic mergers and acquisitions

Summary

1H16 results produced significant growth:

- Revenue \$56m (growth of 53%)
- Underlying EBITDA \$7.8m (growth of 172%)
- Strong growth in EPS 4.0 cents (growth of 167%)

The interim dividend of 1.0 cps fully franked demonstrates our commitment to the progressive dividend policy in place

Our focus on “OneRXP” provides our people, our clients and our partners with a consistent approach and a cohesive set of services and solutions

- Easy to understand us; easy to interact and do business with us
- Facilitates cross-practice/cross-sell opportunities

We maintain our commitment to “specialisation wins”

- Working in growth areas that are relevant to clients and continuously evolving these are key to our success

People remain a key driver of our results

- Our team of specialist consultants delivering outcomes together
- Our sales team & delivery executives
- Our people and talent organisation
- Our back-off office administration
- The underlying strength of our expanded executive and leadership teams

We announced an upgrade to full year revenue target (\$120m, up from \$108m)

- Q3 in line with forecast, with the addition of billable staff to meet current demand
- Strong pipeline of work with current projected revenue supporting full year target

EBITDA margin remains in line with guidance of 13-14%

- Labour rates expected to remain within our budgeted levels
- Sell rates across our services and solutions expected to remain within budgeted levels
- Pipeline of opportunities is maintaining utilisation at planned levels

Dividend

- Progressive dividend policy remains in place
- Strong cashflow forecast to continue

Acquisitions

- EV and 10collective acquisitions expected to achieve planned targets
- Expect industry consolidation to continue – we remain well placed to play a key role

We continue to drive sustainable growth across our specialisations and regions

Disclaimer

This presentation was not prepared for and should not be relied upon to provide all necessary information for investment decisions. Some of the information contained in this presentation contains “forward-looking statements” which may not directly or exclusively relate to historical facts. Although great care & diligence has been taken to ensure the accuracy of this presentation, RXP Services Limited gives no warranties in relation to the statements and information contained herein and disclaims all liability arising from persons acting on the information and statements in this presentation.

Due to the dynamics and changing risk profiles of investment markets, RXP Services Limited reserves the right to change its opinion at any time. All investors are strongly advised to consult professional financial advisors whose role it is to provide professional financial advice, taking into account an individual investor’s investment objectives, financial situations and particular needs.



rxp:
SERVICES