

FY2014 Results

Investor Presentation

Company

ASX: RFL - Rubik Financial Limited

Group CEO
Group CFO

Mr. Niek Hoogenhout
Mr. Darius Coveney

Date

29 August 2014

Rubik

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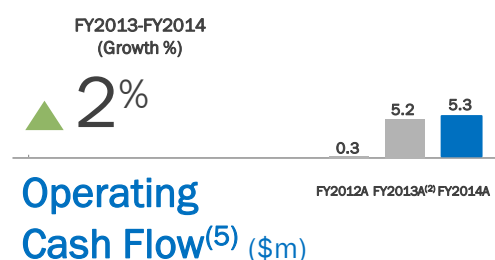
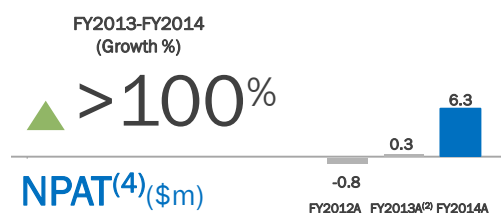
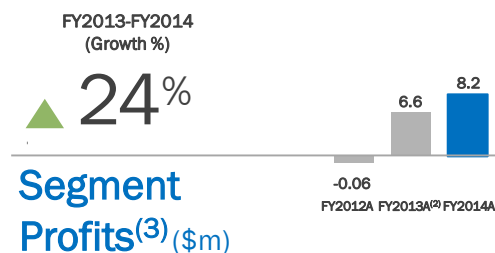
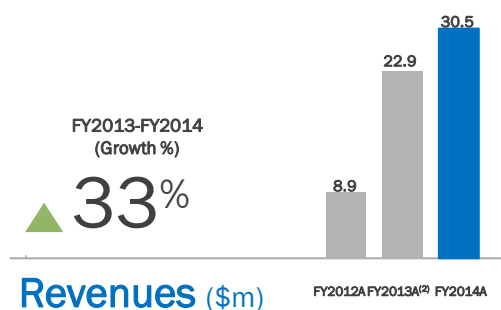
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SUMMARY: GROWING AND GROWING UP



FY2014 Financial Results⁽¹⁾



Growing

- › EPS⁽⁶⁾ accretive growth (up 9% yoy)
- › Recurring revenues up 46% yoy
- › 2 Mortgage acquisitions completed

Growing Up

- › Stronger Management Team
- › Stronger Operational Capabilities
- › Clear Strategy

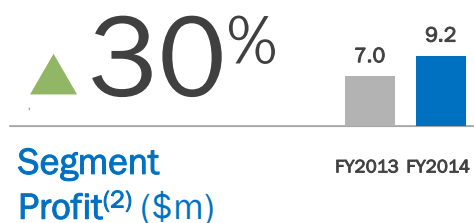
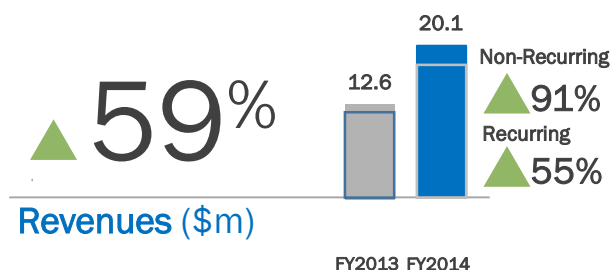
Consistent Growth Record

GROWING

FY2014 Results – Wealth



FY2014 Financial Results⁽¹⁾



Delivering on our Promises

Strategic Imperative	Promises ⁽³⁾	Progress	Delivery
Product Renewal	<ul style="list-style-type: none"> Introduce entirely new GUI Integrate existing smart capabilities and refresh where appropriate 	<div>✓</div> <div>✓</div>	<ul style="list-style-type: none"> COIN Connect development in train (Phase 1 – Nov 2014, Phase 2 – Mar 2015) Insurance module refurbishment 50% completed
Product Augmentation	<ul style="list-style-type: none"> Product enhancement Scaled and scoped advice Hosting and system integration 	<div>✓</div> <div>✓</div> <div>✓</div>	<ul style="list-style-type: none"> Largest COIN Institutional client converted to Rubik hosting Provisio, Revex and Stargate (phase 1) integrated to COIN
Customer Acquisition & Retention	<ul style="list-style-type: none"> Enhanced sales & marketing Greater service in training, education, compliance management and reporting 	<div>✓</div> <div>✓</div>	<ul style="list-style-type: none"> Head of Sales and new sales team established to drive IFA sales IFAs converted to new rate card All Institutional clients retained Establishing training profit centre
Carefully Pursue Adjacencies	<ul style="list-style-type: none"> Mortgage market opportunities Self managed super fund opportunities Asian opportunities (long-term i.e. post FY16) 	<div>✓</div> <div>✓</div> <div>Not a priority – Australian Focus</div>	<ul style="list-style-type: none"> 2 Mortgage acquisitions completed SMSF opportunities being assessed

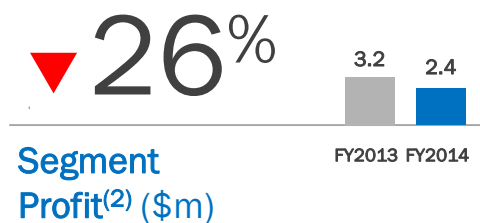
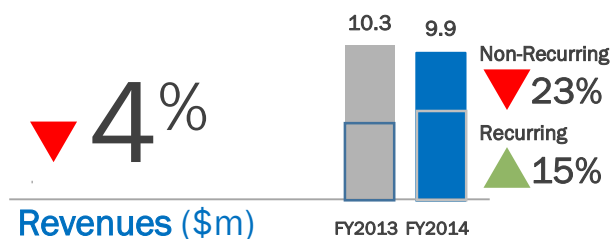
Continuing to Grow

GROWING

FY2014 Results – Banking



FY2014 Financial Results⁽¹⁾



Delivering on our Promises

Sub-Segment	Promises ⁽³⁾	Progress	Delivery
Core Banking	<ul style="list-style-type: none"> Enhanced value proposition- lead on hosted, pay as you go systems Enhanced proactive sales effort to identify and stimulate new entrants 	<p>✓</p> <p>✓</p>	<ul style="list-style-type: none"> Temenos exclusivity extended to 2016 UFS T24 successfully implemented Invested in 4 major tenders
Channels and Origination	<ul style="list-style-type: none"> Careful product investments- assess partnership opportunities 	<p>✓</p>	<ul style="list-style-type: none"> Solid performance across the channel product portfolio Healthy sales and portfolio pipeline, in excess of 40 opportunities Rubik is servicing 64% of all Australian ADIs Further investment into channel software required to retain key clients
Collections and Payments	<ul style="list-style-type: none"> Review options for enabling focus across geographies Review credit analysis module (buy/partner/likely not build) 	<p>✓</p> <p>✓</p>	<ul style="list-style-type: none"> Continued focus and growth in Asian markets Retained existing clients, while developing new clients and channels through partnering Ongoing effort in terms of enhancing Rubik's credit analysis module

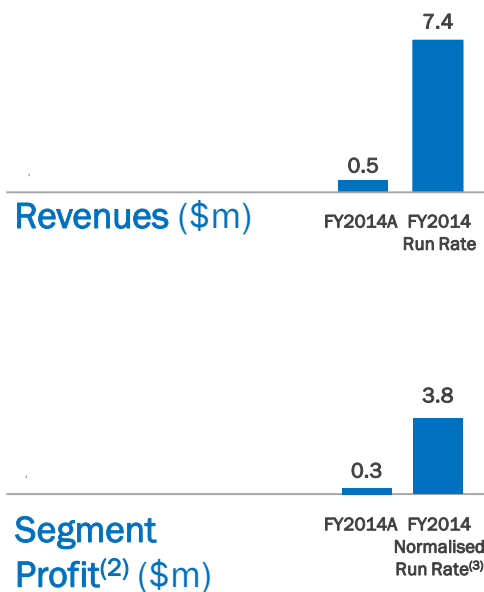
Growing our Pipeline

GROWING

FY2014 Results – Mortgages



FY2014 Financial Results⁽¹⁾



Mortgages Business Overview

Value Chain	Systems	Overview
Origination Systems	<ul style="list-style-type: none"> World Originate 	<ul style="list-style-type: none"> Credit decision engine and origination loan management Currently used by RAMS
Mortgage Gateway	<ul style="list-style-type: none"> eLodge+ 	<ul style="list-style-type: none"> 1 of only 2 application hubs (gateways) between banks and mortgage broking systems Key customers include CBA, Westpac, NAB, ANZ, Macquarie Bank
Front End Systems	<ul style="list-style-type: none"> Symmetry Spectrum 	<ul style="list-style-type: none"> CRM, Serviceability, broker tools and product comparisons Key customers include Mortgage Choice, Vow Financial, Loan Market (Ray White Group)

Growing our ‘Third Leg’

GROWING UP

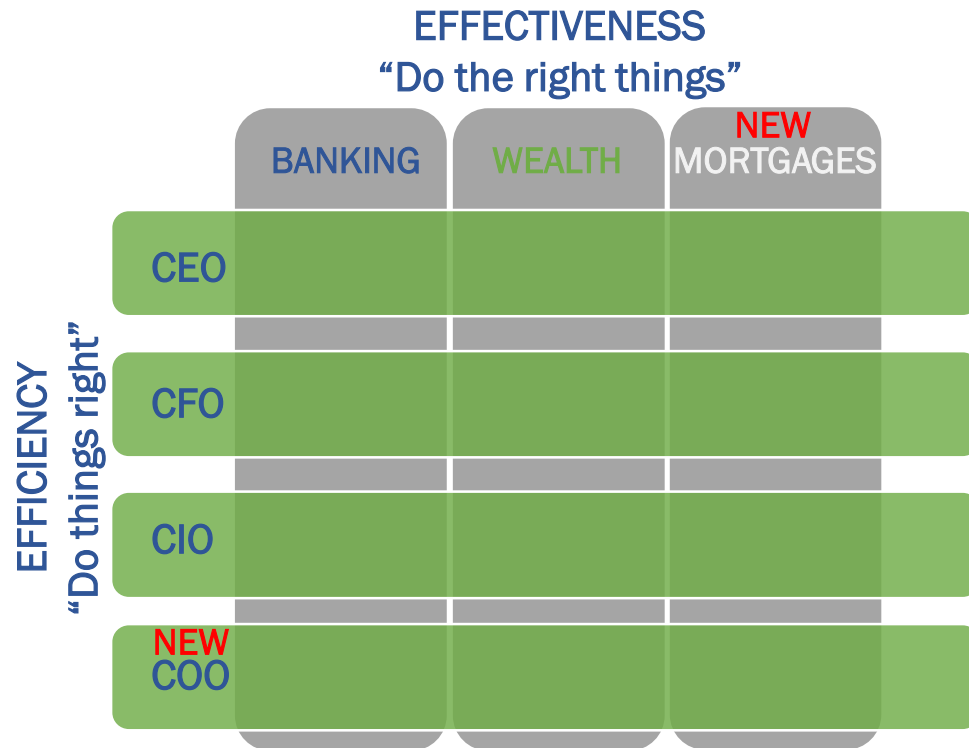
Our Vision



Clear and Consistent Vision

GROWING UP

Our Evolution



Building new Segments

- › Acquired Mortgages software
- › Acquired Equipment Finance software
- › Expanded M&A function

Strengthening Operational Capabilities

- › Strengthening the Management Team
- › Pooling operational resources
- › Implementing Enterprise Architecture

Structured for **Scalable Growth**

GROWING UP

Our Team



Wayne Wilson
MD Wealth



David Spreadbury
Group COO



Darius Coveney
Group CFO



Niek Hoogenhout
Group CEO



Bodo Mann
MD Banking



Brett Spencer
MD Mortgages



Andrew Roberts
Group CIO



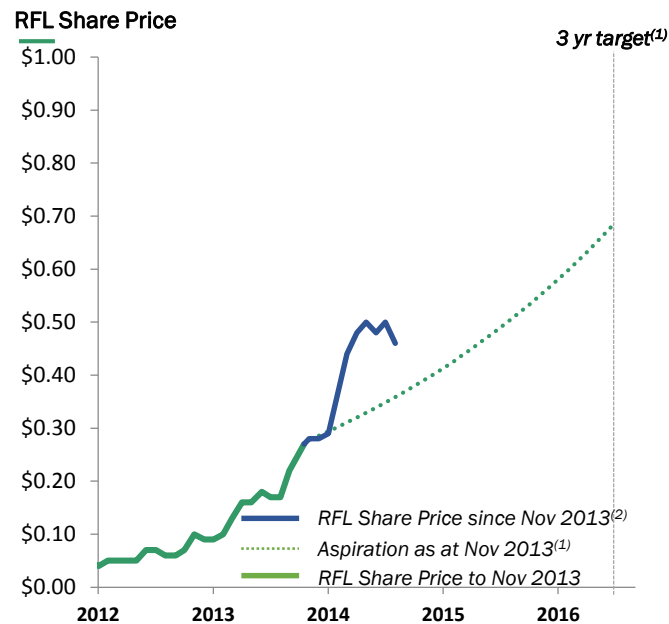
Top Tier Experience

GROWING UP

Our Ambition



Nov 2013 Aspiration⁽¹⁾:
3 yr ~40%pa TSR, RFL share price of 69c



- › Continue to focus on expansion – build the ‘4th leg’
- › Maintain profitable growth trajectory
- › Inclusion in ASX 300 index

Growing into an ASX300 Company

SUMMARY AND OUTLOOK



Growing

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Growing Up

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Outlook

- › Solid start to FY2015 with contracted revenues of \$34m
- › Full benefit of recent acquisitions yet to flow through
- › Expect further revenue uplift from recent organic growth
- › Further guidance at AGM in November 2014

Strong Revenue & EBITDA Growth into FY2015



QUESTIONS

APPENDIX



Important notice re non-AIFRS information

Rubik's Preliminary Final Report for the year ended 30 June 2014 is presented in accordance with Australian Accounting Standards. The financial information contained in this presentation is based on that report, however Rubik has chosen to include certain Non-AIFRS items of financial information. These measures are used by management and the Board to assess performance and make decisions on the allocation of resources and have been included in this presentation to allow investors to better understand the performance of the business.

A reconciliation between preliminary statutory results and non-AIFRS financial information is included on slide 16. Non-AIFRS financial information has not been subject to audit or review.

APPENDIX

Financial Highlights



Unaudited Results <i>Continuing operations</i>	Percentage Change %	30 June 2014 \$'000	30 June 2013 (restated) ¹ \$'000
Revenue	Up 33%	30,466	22,898
Segment profits (Underlying Operating EBITDA)*	Up 24%	8,164	6,567
Net profit after tax attributed to members	Up >100%	6,346	310
Significant items*	Up >100%	6,657	(2,171)
Earnings per share – basic (segment profits)*	Up 9%	2.91 cents	2.67 cents
Earnings per share – basic (NPAT)	Up >100%	2.26 cents	(0.08) cents
Net tangible assets per share	Up >13%	(3.56) cents	(4.09) cents

* = Non-AIFRS item

Note: Preliminary Final FY2014 Results (source: RFL Preliminary Final Report and Appendix 4E)

(1) FY2013 results have been restated for an error in the treatment of bonus expenses as well as the finalisation of provisional purchase price allocations.

APPENDIX

Segment Results



Review of Operations - Segment Analysis	Full Year Revenue			Segment Profits (Underlying EBITDA)		
	FY14	FY13	Var %	FY14	FY13	Var %
Banking	9,859	10,258	-3.9%	2,385	3,218	-25.9%
Wealth	20,099	12,640	59.0%	9,168	7,047	30.1%
Mortgages	508	-	-	265	-	-
SBU Results	30,466	22,898	33.1%	11,818	10,265	15.1%
SBU Segment Profits/Revenue Margin %				38.8%	44.8%	
Corporate & Shared Services Expenses	-	-		(3,654)	(3,698)	-1.2%
Consolidated Segment Results	30,466	22,898	33.1%	8,164	6,567	24.3%
Segment Profits/Revenue Margin %				26.8%	28.7%	

Note: Preliminary Final FY2014 Results (source: RFL Preliminary Final Report and Appendix 4E)

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APPENDIX



Reconciliation of Non-AIFRS Financial Results

Performance (A\$ 000's)	FY14	FY13 (restated) ¹	Var %
Recurring revenues	24,063	16,501	↑ 45.8%
Non-recurring revenues	6,403	6,397	↑ 0.1%
Total operating revenues	30,466	22,898	↑ 33.1%
Segment profits (underlying EBITDA) *	8,164	6,567	↑ 24.3%
R&D expensed *	(3,125)	(1,281)	↑ >100%
Investment amortisation	(4,017)	(2,089)	↑ 92.3%
Share based payment expense	(287)	(11)	↑ >100%
Depreciation and operating amortisation	(529)	(348)	↑ 51.7%
EBIT before significant items *	206	2,838	↓ 92.7%
Net interest income/(expense)	(859)	(358)	↑ >100%
Profit/(Loss) before tax and significant items *	(653)	2,480	↓ >100%
Income tax benefit – current year	342	1	↑ >100%
NPAT before significant items *	(311)	2,481	↓ 59.9%
Significant items:			
- Income tax benefit on initial recognition of DTA	9,691	-	n/a
- Transaction costs	(2,329)	(1,887)	↑ 23.4%
- Transition costs *	(705)	(787)	↓ 10.4%
- Profit on disposal of Shelf business	-	503	n/a
NPAT as reported	6,346	310	↑ >100%

* = Non-AIFRS item

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