

### **Investor Presentation**

November / December 2014 Re-Compliance Listing

To be acquired by Q Limited (ASX: QXQ)



# **Highlights**

# CrowdMobile

# Q Limited to acquire Crowd Mobile

- Crowd Mobile is global mobile entertainment and mobile focused cloud micro job company
- Q Limited (ASX: QXQ), has signed a binding term sheet to acquire the 100% of the Crowd Mobile Australia Pty Ltd group of companies ("Crowd Mobile")
- Crowd Mobile Financials in FY14 were \$9.84m revenue and \$2.189m EBITDA (audited normalised accounts)
- Q Limited is acquiring Crowd Mobile for a consideration of 2,444,000,000 shares at 0.5 cents (\$12,220,000) which values the transaction at < \$5.6x FY14 EBITDA.
- Re-Listed Group is expected to re-list with an EV of circa \$15.5 million (excluding cash) based on a circa 7x FY14 EBITDA multiple
- ▶ Business led by leading internet entrepreneur Domenic Carosa who will become Managing Director

#### **Crowd Mobile**

## Company financial overview



A global multi platform SMS, mobile app and micro job Company FY14 Sales AUD\$9.84M

FY14 EBITDA AUD\$2.189M

Q Ltd Re-Listing on an FY14 EBITDA multiple of circa. 7x

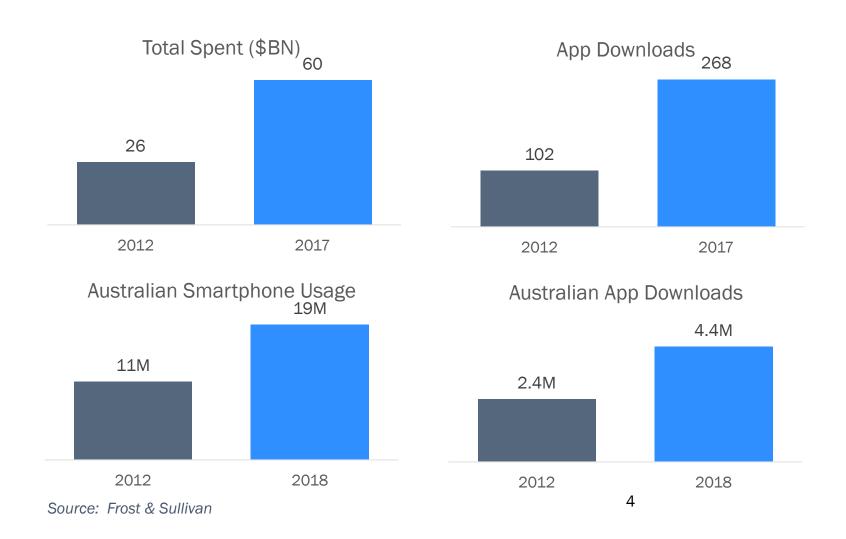
Over 3.4 million AQA messages in FY14

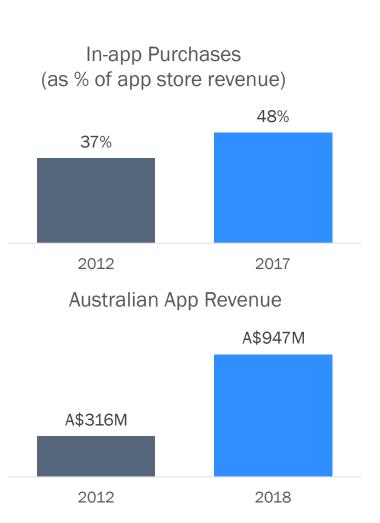
Planning entry onto the ASX

<sup>\*</sup> Based on FY 2014 Audited Accounts.

# Global & Australian App Trends Significant growth forecast







## Vision

# CrowdMobile

## A Global, mobile focused, micro job platform

- To build a global cloud based micro job workforce (jobs that take less than 5 minutes)
- Targets the growing app info and entertainment usage markets globally
- Over 3.4 million AnyQuestion Answered (AQA)messages in FY14



Tina wants
goss on her
friend



Bongo SMS has a micro jobber to answer the question





John ask for relationship advice from WWJD



What would Jesus do would answer with the help of a religious person





Kelly wants some advice on a dress she is about to buy



Passion for Fashion has a fashion expert answer



## Micro Job Cloud Platform





### **Current Products & Brands**

# CrowdMobile

Over 3.4m million questions answered in FY14

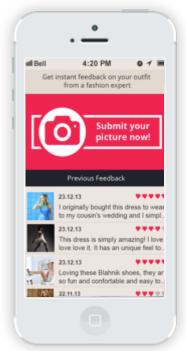
#### Bongo **Thinks**







**Passion For** Fashion



**What Would** Jesus Do



AskBongo.com

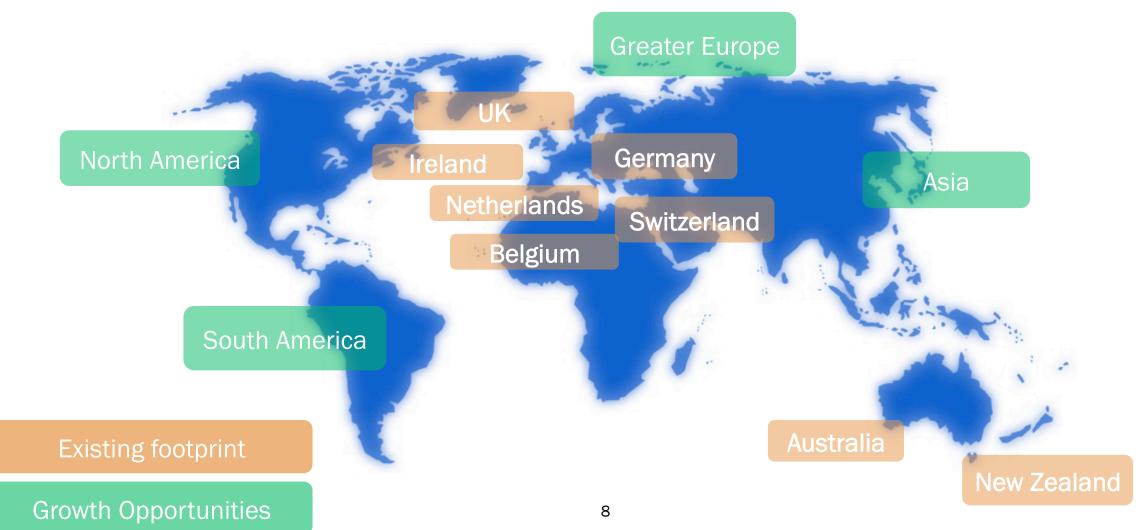


WhatwouldJesusDoapp.com

# **Global Footprint**

# CrowdMobile

## Significant Potential

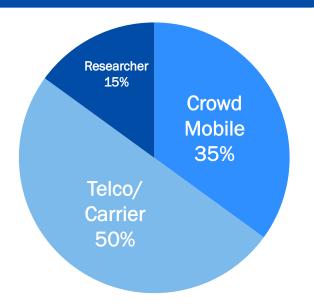


# Who we get paid from

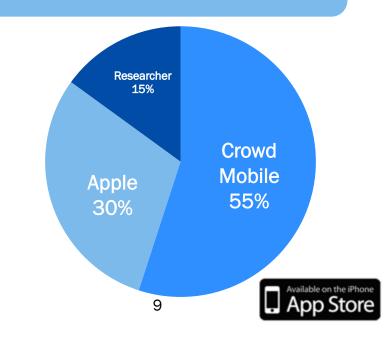


Bluechip upstream providers & revenue splits

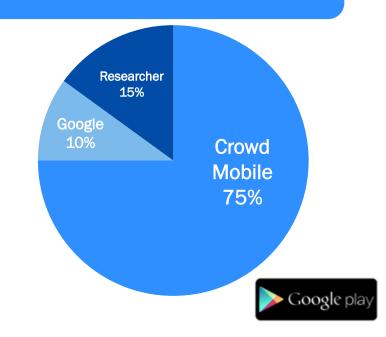
# Revenue Split Telco/Carrier



# Revenue Split Apple



# Revenue Split Google



### **Global Executive Team**

## **Experience and Expertise**

# CrowdMobile



Domenic Carosa CEO

Extensive experience in technology and ASX listed companies including growing destra to revenues to over \$100M. (Location: Melbourne)



Bill Kyriacou CFO

Managed company during growth phase over last 5 years. Bill has extensive SME and ASX company experience.

(Location: Melbourne)



Tobias Schlitzke COO

Manages the growth and operations of the company across multiple countries and time zones. Significant start-up and growth focused roles Including Swisscom (Location: Europe)



lain Clark CTO

Ensures that Crowd
Mobile's core technology
platforms globally are
running and that new
products are released on
time. Previously with with
Goldman Sachs.
(Location: Melbourne



Gregor Cooney
International
Marketing Manager

Responsible for Crowd Mobiles global expansion strategy including establishing relationships with MTV and other key partners. (Location: Europe)

# **Mobile Apps**

# App Store



# CrowdMobile

## Product roadmap

























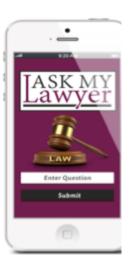


















Prospectus Lodgement	20 November 2014
General Meeting date	17 December 2014
Close Prospectus (may be closed earlier)	19 December 2014
Complete acquisition	24 December 2014
ASX Re-compliance	14 January 2014





# **Final Capital structure**

# CrowdMobile

Current QXQ shareholders
Vendor and Selldown Shares
Conversion Shares
Offer Shares (Maximum subscription)
Professional Advisor fees
Director fees and Performance shares
Total

Shares	%
3,964,648	5.1%
61,100,000	78.6%
2,602,738	3.3%
5,000,000	6.4%
4,000,000	5.1%
1,050,000	1.35%
77,717,386	100%





# Comparable Assets Strong financial position vs peers



	CrowdMobile	Moko Mobile	Mobile Embrace	Freelancer
Ticker	CRO (Pending)*	MKB**	MBE**	FLN***
Description	Mobile job platform and mobile apps	Mobile social advertising platform	Integrated mobile payments/marketing	Online outsourcing marketplace
FY14 Revenue	9.84	8.2	19.3	22.0
FY14 EBITDA	2.189	-10.2	3.15	-1.60
Share Price (\$)	\$0.20 relisting	0.14	0.21	0.52
Market Cap (\$M)	15.5m	84m	79m	226m
EBITDA Multiple*	7x	N/A	25x	N/A

Note: All share prices as at 21 November 2014

<sup>\*</sup> Based on Crowd Mobile Audited 2014 Accounts

<sup>\*\*</sup> MKB and MBE results annualised FY14 Annual Report

<sup>\*\*\*</sup> FLN results annualised from 1H FY14 Results presentation (11/08/14)

# **Investment highlights**



Right customer demographic – technology take-up and spend

Large brand portfolio and proprietary IP

Proven profitable business model with solid margins

Global growth opportunities

Globally experienced team driving growth

# CrowdMobile

### Disclaimer

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## **Next Steps**

# CrowdMobile

## Participate in the future of mobile



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