



RPM AGM Presentation 23 October 2015

Runge Pincock Minarco

Agenda

1. **Chairman's Address** Allan Brackin
2. **CEO's Address** Richard Mathews
3. **Formal Business** Allan Brackin
 - Financial Statements and Reports
 - Resolution 1: Director's Remuneration Report
 - Resolution 2: Re-election of Dr Ian Runge as Director
 - Resolution 3: Increase in capacity to issue equity securities
5. **Close Meeting**

Allan Brackin

Chairman Address



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Richard Mathews

CEO Address



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FY2015 Business Highlights

Software revenue now represents 58% of total revenue and as such Standard and Poor's changed RPM's GICS classification from "Commercial Services and Supplies - Industrial" to "Software and Services - Information Technology".

Software license sales grew 63% to \$15.9m including enterprise product sales of \$9.6m

Maintenance revenue grew 9% to \$13.7m

Advisory division achieved a positive contribution of \$0.9m despite very difficult trading conditions

GeoGAS made a \$1.3m contribution - up 21% on FY2014 despite lower revenues

The Company made 3 software source code acquisitions, released two new software products and increased the size of its software development team by 60%

The Company completed a 3 year employee downsizing programme at a total cost of \$4.8m for annual savings of \$14.8m

A 2 year office downsizing programme has now been completed at a total cost of \$6.2m (includes accelerated depreciation, lease incentives, onerous leases etc.) which achieved an annual savings of \$3.1m

The Company achieved an Operating Profit (before one-offs and tax) of \$0.3m (2014: loss \$4.4m)

On the 30th September 2015, the Company had \$22.4m cash in the bank and no debt

Revenue By Division

Net revenue up 3% to \$62.0m

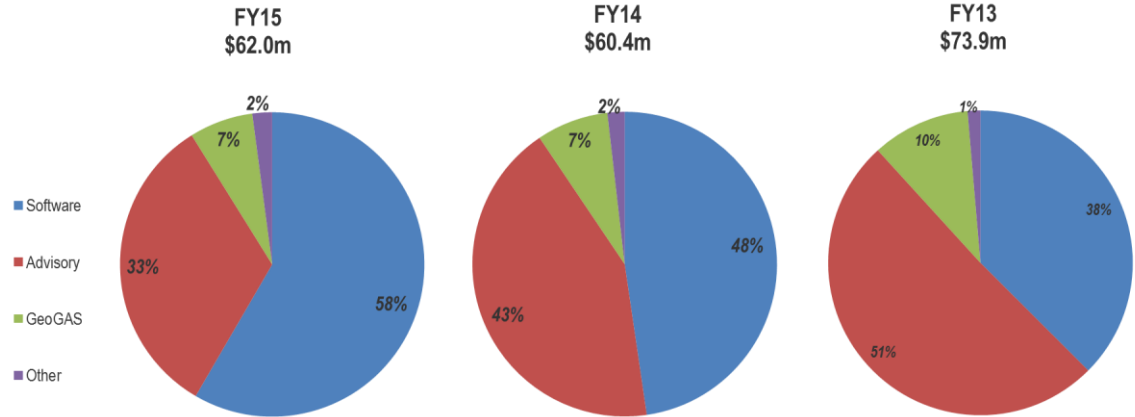
Software revenue up 26% to \$36.2m

- License sales up 63% to \$15.9m (best result in Company's history)
- Maintenance revenue up 9% to \$13.7m (best result in Company's history)

Advisory revenue down 22% to \$20.3m

GeoGAS revenue down 9% to \$4.2m

Software revenue now accounts for 58% of total revenue (2014: 48%, 2013: 38%)



Division	FY15	FY14	\$'var	% 'var	FY13	\$'var	% 'var
Software	36.2	28.8	7.4	26%	27.7	8.5	31%
Advisory	20.3	25.9	(5.6)	(22)%	37.5	(17.2)	(46)%
GeoGAS	4.2	4.6	(0.4)	(9)%	7.7	(3.5)	(45)%
Other	1.3	1.1	0.2	18%	1.0	0.3	30%
Net Operating Revenue	62.0	60.4	1.6	3%	73.9	(11.9)	(16)%

Software Division

Software revenue up 26% to \$36.2m

License sales up 63% to \$15.9m

- New commodity solutions and simulation product sales up 4% to \$2.4m
- New enterprise product sales up 554% to \$9.6m

Maintenance revenue up 9% to \$13.7m

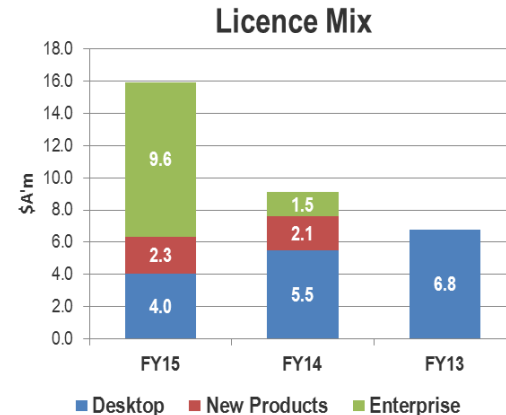
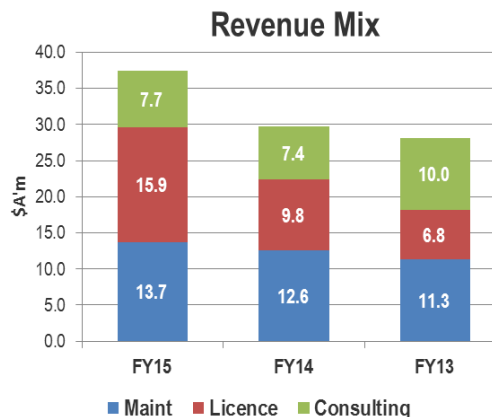
Consulting revenue up 5% to \$7.7m

Increased operating investment

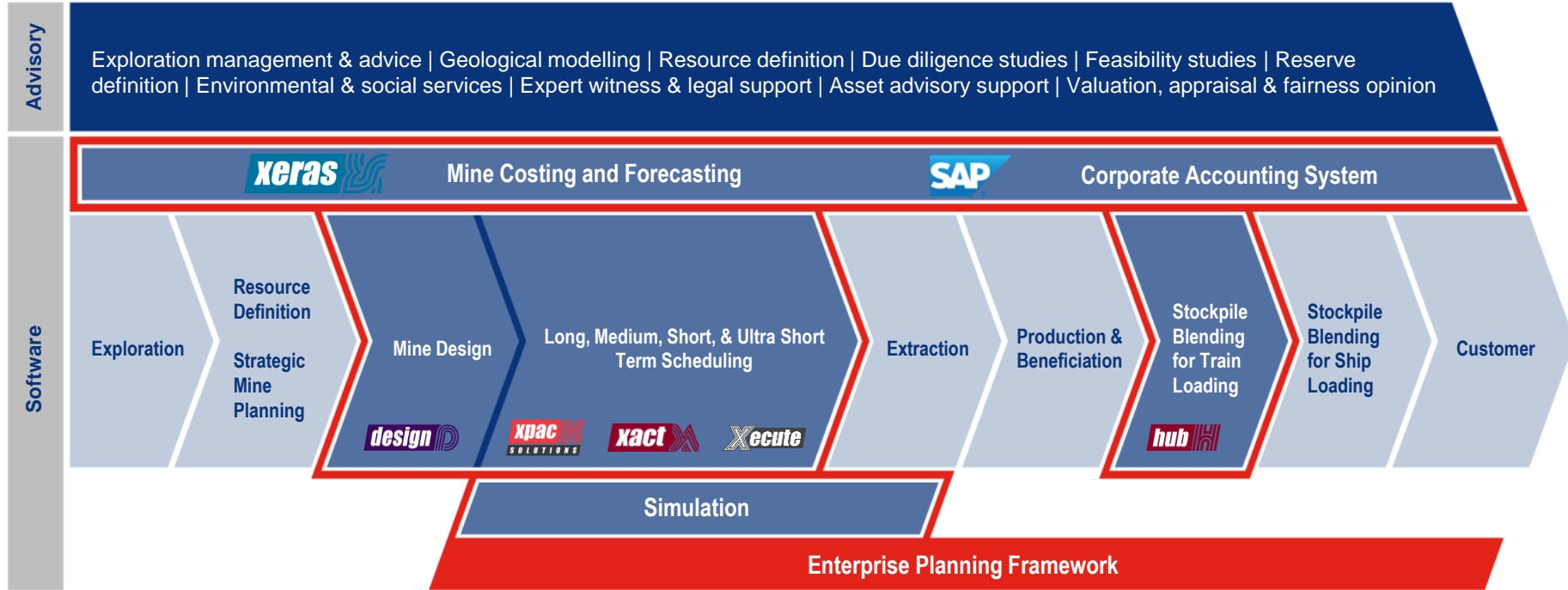
- Professional enterprise sales staff
- More hands-on customer interaction
- 60% increase in software development staff

Contribution increased to \$9.2m (up 74%)

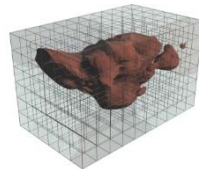
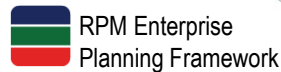
A\$'m	FY15	FY14	\$ Var	% Var	FY13
<i>License</i>	15.9	9.8	6.1	62%	6.8
<i>Maintenance</i>	13.7	12.6	1.1	9%	11.3
<i>Consulting</i>	7.7	7.3	0.4	5%	10.0
<i>Direct expenses</i>	(1.1)	(0.9)	(0.2)	27%	(0.4)
Software revenue	36.2	28.8	7.4	26%	27.7
Operating expenses	(19.3)	(17.6)	(1.7)	10%	(19.1)
Gross Contribution	16.9	11.2	5.7	51%	8.6
Development Expenses	7.7	5.9	1.8	31%	5.9
Contribution	9.2	5.3	3.9	74%	2.7



Mining Value Chain - Where we fit



New Product Adoption - FY2015 only



SOUTHERN COPPER
SOUTHERN PERU



MODULAR



ANTOFAGASTA
MINERALS



GLENCORE



GLENCORE

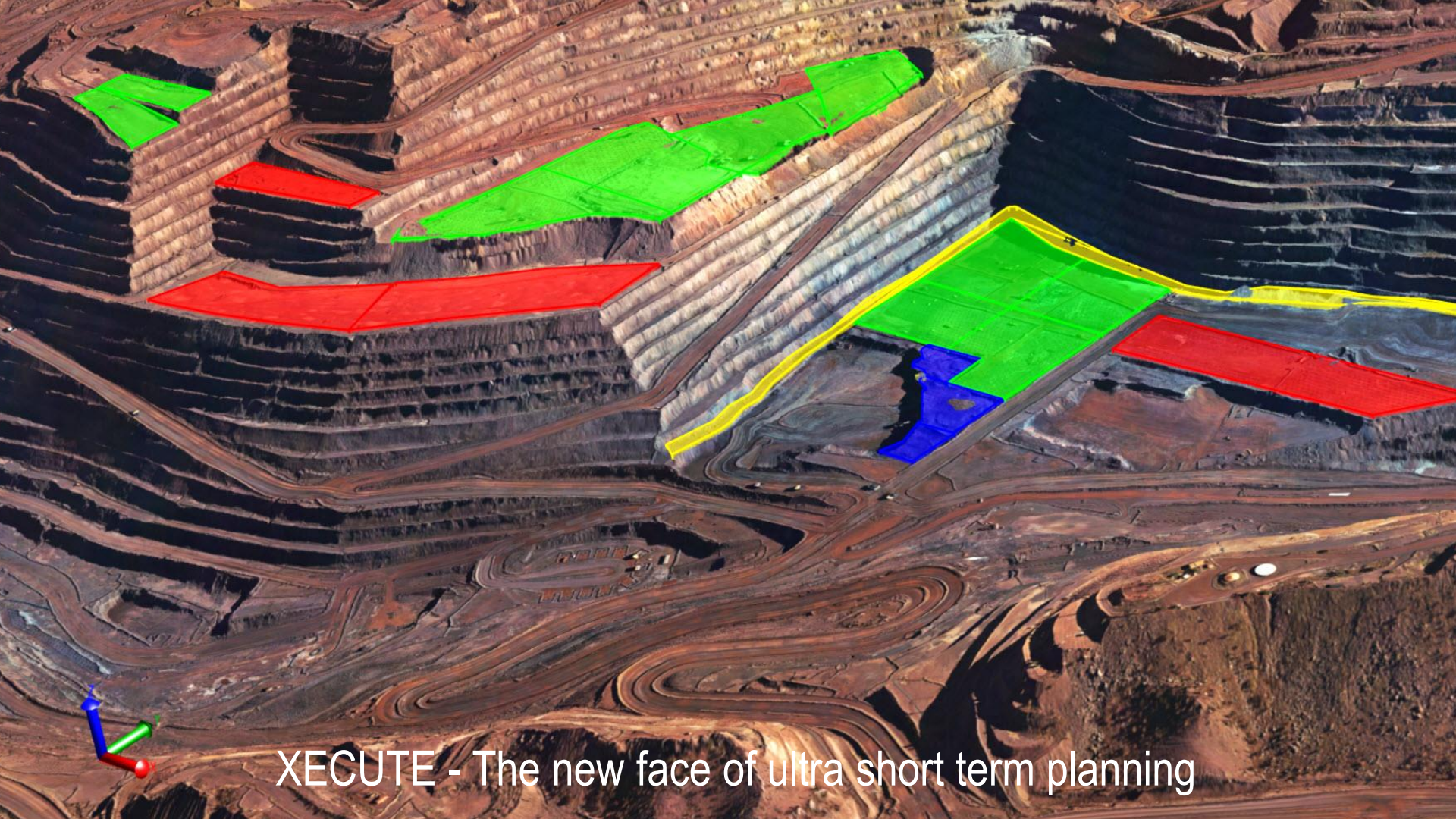


G-RESOURCES



Innovation

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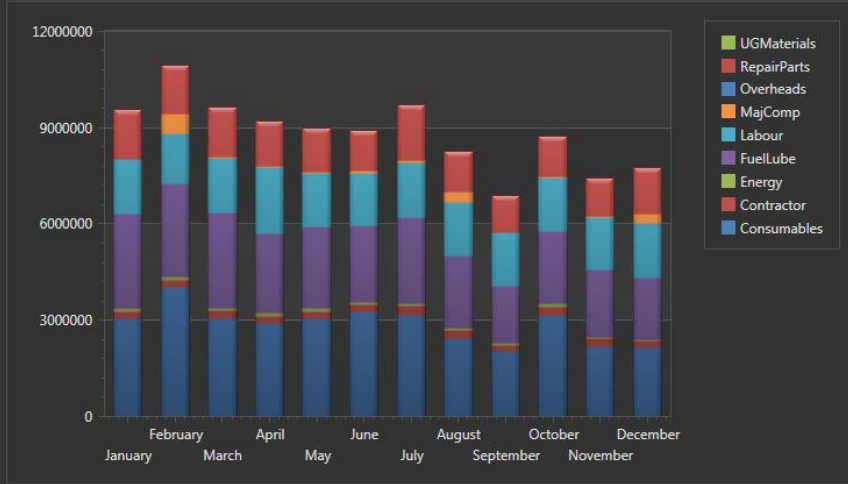
XECUTE - The new face of ultra short term planning

HAULSIM - The new face of mining simulation

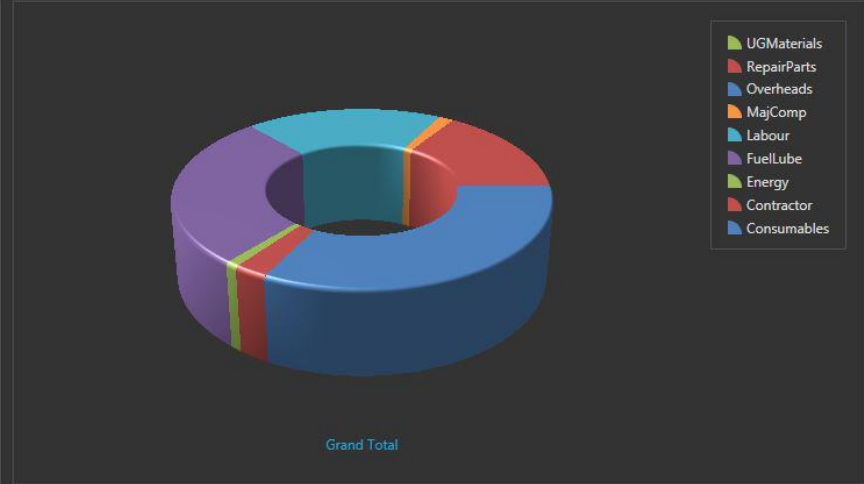


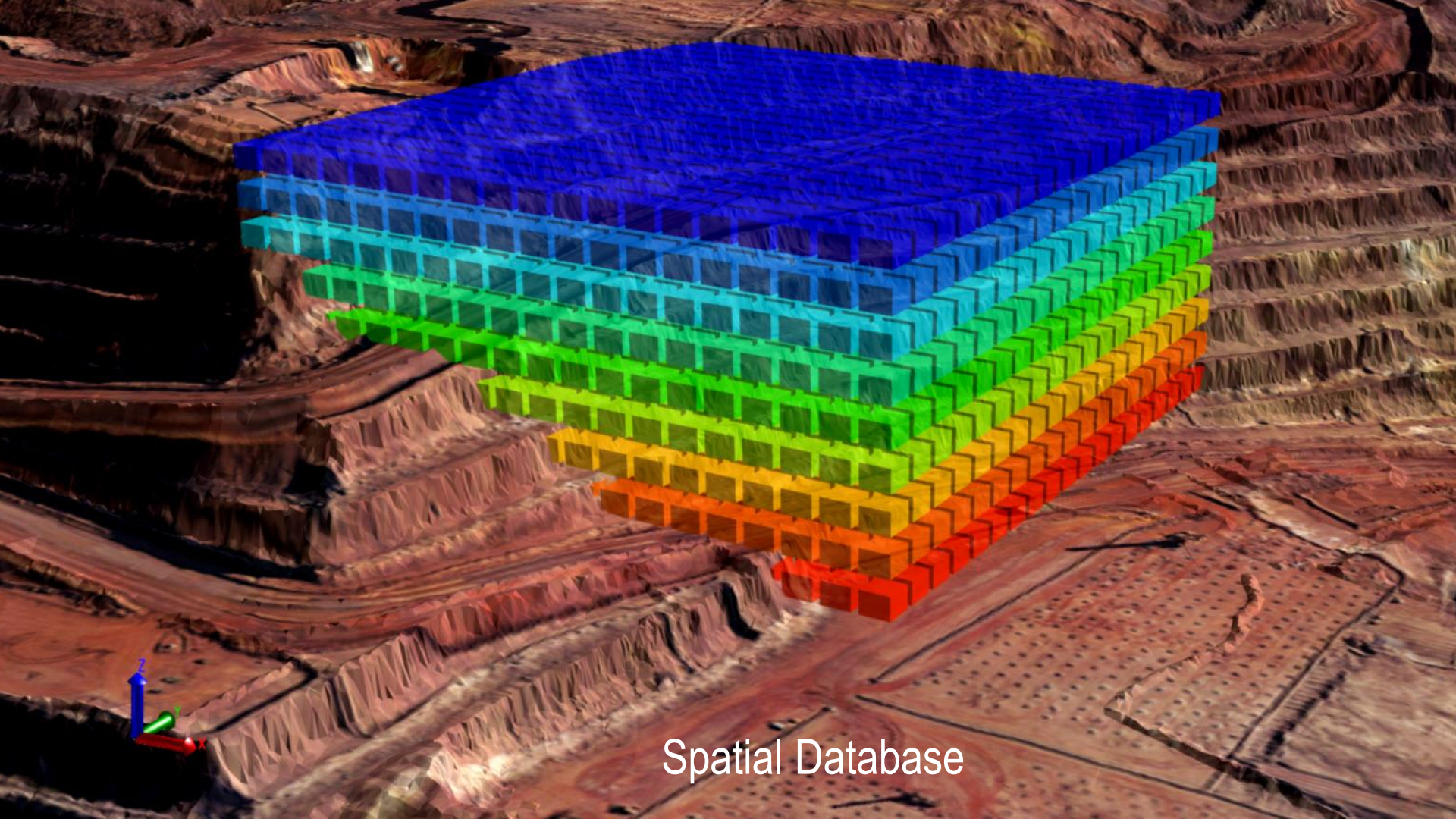


Total Expenditure by Type



Total Expenditure Pie





Spatial Database

Specific software focus for next nine months - Coal



Allan Brackin
Chairman
Resolutions and Voting



Discussion on Financial Statements and Reports

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Resolution 1: Remuneration Report

Resolution	Vote Type	Voted	%	% of all securities
Remuneration Report	For	114,055,669	99.16	64.20
	Against	91,800	0.08	0.05
	Open-Usable	461,813	0.4	0.26
	<i>Board</i>	<i>451,813</i>	0.39	0.25
	<i>Non-Board</i>	<i>10,000</i>	0.01	0.01
	Open-Cond	418,666	0.36	0.24
	Open Unusable	0	N/A	0.00
	Abstain	17,820	N/A	0.01
	Excluded	27,762,886	N/A	15.63

Resolution 2: Re-election of Dr Ian Runge as Non-Executive Director

Resolution	Vote Type	Voted	%	% of all securities
Re-elect Dr Ian Runge	For	125,056,129	99.01	70.39
	Against	360,000	0.29	0.20
	Open-Usable	880,479	0.70	0.50
	<i>Board</i>	870,479	0.69	0.49
	<i>Non-Board</i>	10,000	0.01	0.01
	Open-Cond	0	0.00	0.00
	Open Unusable	0	N/A	0.00
	Abstain	16,512,046	N/A	9.29
	Excluded	0	N/A	0.00

Resolution 3: Increase in capacity to issue equity securities

Resolution	Vote Type	Voted	%	% of all securities
Additional capacity to issue equity securities	For	129,891,181	90.98	73.12
	Against	11,985,994	8.40	6.75
	Open-Usable	880,479	0.62	0.50
	<i>Board</i>	870,479	0.61	0.49
	<i>Non-Board</i>	10,000	0.01	0.01
	Open-Cond	0	0.00	0.00
	Open Unusable	0	N/A	0.00
	Abstain	51,000	N/A	0.03
	Excluded	0	N/A	0.00

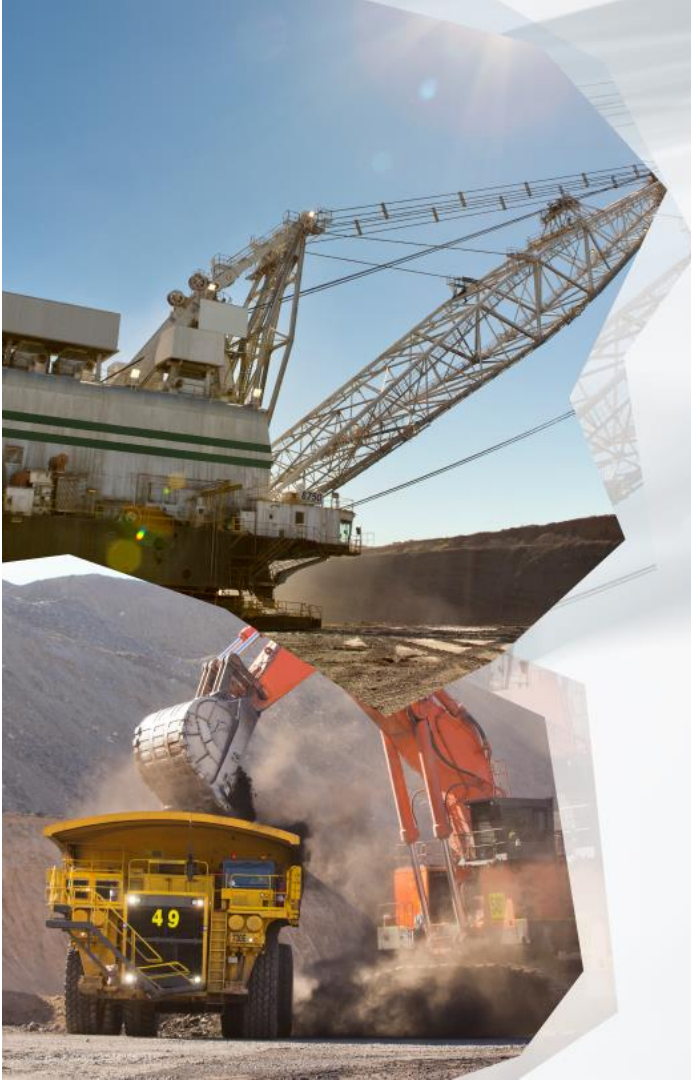
Further Business & Close

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Thank you

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