



## Market Release

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19 November 2015

Manager Companies  
Company Announcements Office  
Australian Securities Exchange Limited  
Level 4, Stock Exchange Centre  
20 Bridge Street  
SYDNEY NSW 2000

Dear Sir/Madam

### **CORUM GROUP LIMITED (COO) - ANNUAL GENERAL MEETING 2015**

Please find attached the Chairman's address presented at today's Annual General Meeting.

For further information please contact:

David Clarke  
Company Secretary



## **Chairman's Address**

### **Company Progress**

The first stage of an intensive review of company processes, reporting lines and software ended in August. Corum's joint CEOs, David Tonuri and Mark Talbot, designed and led stage one of this process. Corum selected this double resource to enable accelerated assessments, formulations and a more extensive scope.

As I speak to you, deployments of our major software upgrades are now largely complete. Corum has received very positive feedback regarding increased productivity, reliability and user experience.

The two CEOs also had a mandate to investigate acquisition opportunities in an admittedly challenging market. To the Board's disappointment most offerings examined were neither potentially synergistic nor correctly priced. As a result of these observations the Board assessed that this aspect of the CEOs mission was unlikely to yield the desired results for Corum. Taking this and other matters into account, the Board therefore decided that the CEOs' contracts would not be renewed beyond December.

Due to high vendor price expectations, the Board will currently place less emphasis on acquisition opportunities. The Board considers that joint venture and organic growth opportunities are more likely to offer Corum greater synergies and higher returns.

The current CEO search process is focussing on these possibilities, including commercialising products and on our need as an IT company to engage with new technologies. We expect to complete the CEO search process early in the new year.

### **Company Offerings**

Corum's focus remains primarily on its customers and on supporting them with more choice, augmented systems, increasing software reliability and improved service levels. In this way we believe Corum will also best serve our investors over the next two years.

Corum's pharmacy software is highly modular with a very wide range of features. Recognising the diversity of our customers, be they major groups or individual pharmacies, Corum will use this modularity to customise more flexible software packages to match their individual needs.

Corum's pharmacy customers will benefit from our sophisticated field sales and support teams. We intend that there will always be a Corum team member ready to respond, support and train existing or potential customers whether in person or by remote methods.

Corum will assist pharmacies to operate low maintenance IT environments which will allow pharmacists to focus on servicing their customers and on providing in-house customer care.

To meet and exceed our customers' expectations, Corum will need to offer a greater degree of direct facilitation for a customer's business than software vendors have traditionally provided. We are researching how Corum can best enable and support pharmacies in management areas, in their broader community contributions through in-pharmacy patient care programmes and more generally how pharmacies can respond to 6CPA opportunities and challenges.

Within the e-commerce sector, Corum will engage with a wider range of commercial ventures, including health related businesses, to offer an increased range of payment options.

Particularly from August onwards, significant company and staff up-skilling has taken place. For example, new leadership has been provided for sales, marketing and communication. We have also employed several new staff to further improve Corum's business performance and customer service levels.

Through 2016, Corum will continue to focus on raising staff skills, overall productivity and teamwork.

### **Financial Matters**

The results for the 2015 financial year are described in the Review of Operations contained within Corum's annual report.

Corum will report early in 2016 on overall revenue and profit outlooks.

In March 2016 the Board will evaluate the case for dividend resumption. Parameters considered will include the capital requirements to fund internal growth, the likely funding of partnerships / joint ventures and also whether attractive acquisition opportunities are present.

**Operational Priorities**

As Corum enters 2016, our priorities will include:

- Focus on supporting customers and their overall IT business needs.
- Where appropriate, integrate new capabilities into our offerings.
- Engage with current, new and former clients in order to facilitate customer use of all new and refreshed service offerings.
- Continue to strengthen the human capital within the organisation.
- Evaluate growth opportunities within and adjacent to the business; and act to achieve growth.
- Sustain staff and investor engagement.

On behalf of the Board I would like to thank all staff at Corum for their continuing commitment and for their spirited support of the new initiatives within Corum.

I would also like to thank Corum's shareholders for their continued commitment.

Bill Paterson  
Chairman