



CANDIDATE REFERENCING MADE SIMPLE

A HR TECH CLOUD-BASED PLATFORM

Investor Presentation Update | February 2016

This is an update of the presentation listed on the ASX 24/11/2015

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“ I do believe Xref has changed the face of reference checking.

David Meere, Recruitment Manager, Mission Australia

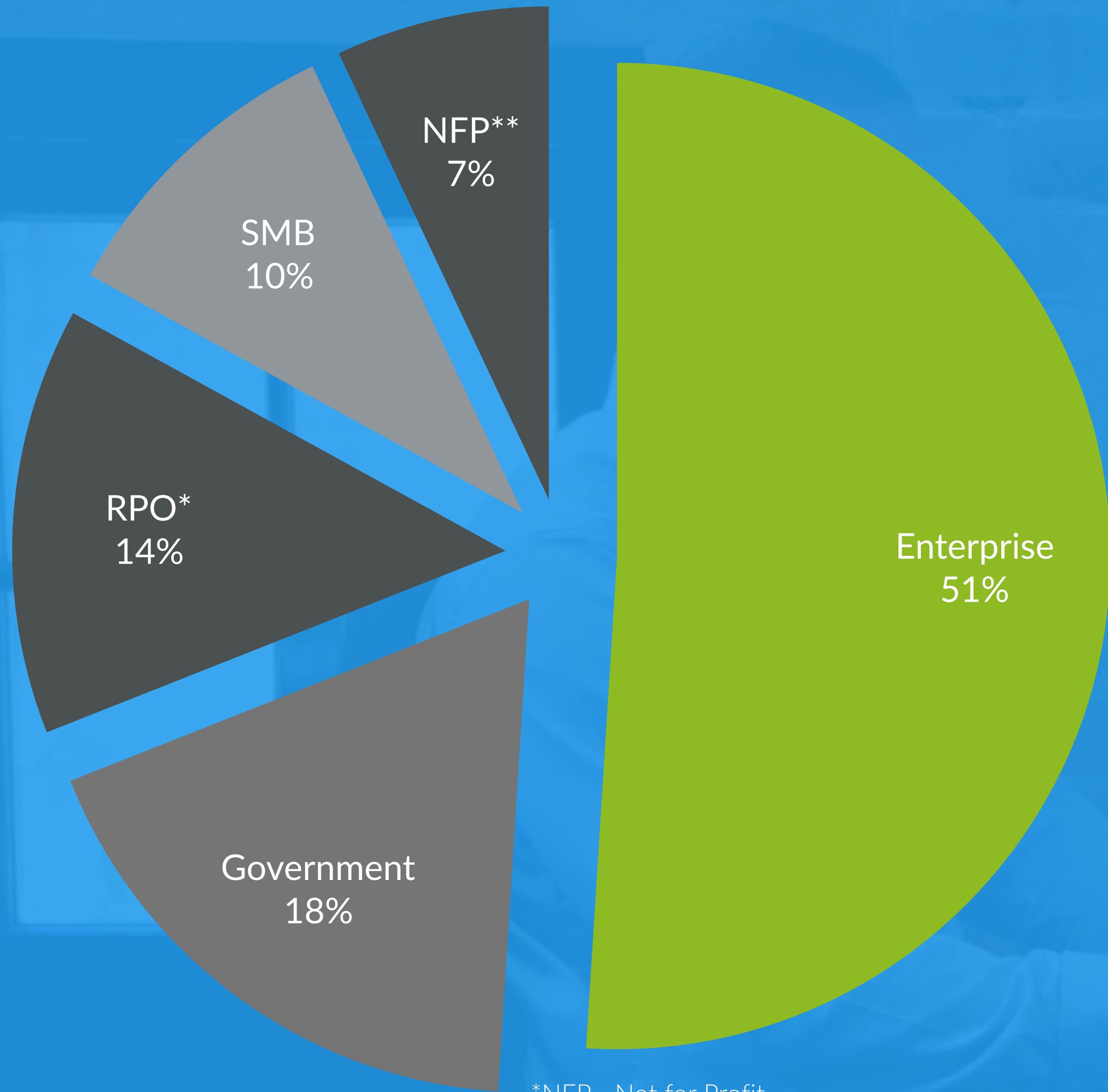


Xref

The story so far  
**2016**

2:26

The video player features a green-tinted background image of two men smiling. A play button is centered over the image. The video title 'Xref' is in large white font, followed by 'The story so far' and '2016' in smaller white font. A progress bar is visible below the title. The bottom control bar shows a play button, a time indicator of 2:26, a volume icon, and a full-screen icon.



\*NFP - Not for Profit  
\*\* RPO - Recruitment Process Outsourcers

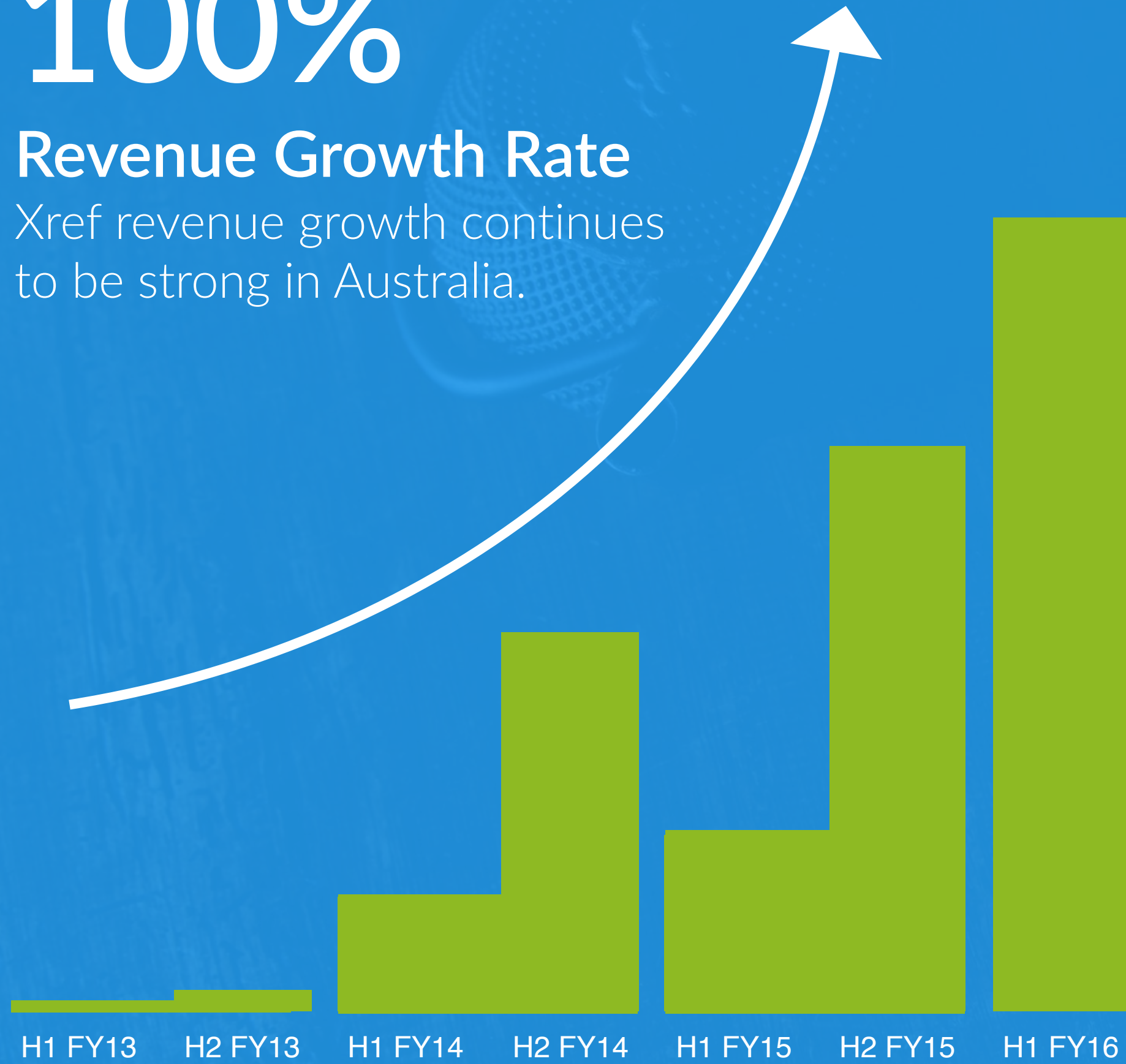
**100% ↑**  
**New Clients**  
In the past 6 months Xref has doubled its client base.

**40% ↑**  
**Market Sectors**  
Xref now services 28 different market sectors.

# 100%

## Revenue Growth Rate

Xref revenue growth continues to be strong in Australia.



\*FY16 - subject to audit.

# 80% ↑

## Credits Sold

Demand for Xref credits remain high and highlighted by a record month in January 2016.

# 150% ↑

## Client Usage

Daily usage has tripled year on year.



# INTEGRATION

## ORACLE TALEO

Xref's Oracle Taleo integration is already being tested by a number of clients.



## GLOBAL

### EUROPE LAUNCH

Xref has launched its UK portal and is preparing to open a London office.



# 100%

### TEAM GROWTH

Xref has added to its team in the areas of sales, marketing, support and development.

### **Lee-Martin Seymour**

Lee-Martin Seymour is a co-founder of Xref. He has 17 years recruitment experience across many geographic and market sectors. For 12 years Lee worked for one of the world's largest specialist recruitment companies. As a result he understands the demands of the employment market and is passionate about pioneering positive change for the long term.

In 2012 Lee founded Talentforce Pty Ltd, a recruitment company that addresses Australia's technology skills gap and centers its efforts in cloud technology. In 2014 he founded Talentforce Academy Pty Ltd, a training organisation that trains and certifies skills for the Salesforce.com platform. As a serial entrepreneur Lee has identified and successfully leveraged market opportunities to aid innovation in the employment sector.

Lee leads one of Australia's largest technology user groups and has, in the last four years, delivered over 40 events to educate and nurture Australia's growing technology ecosystem. Lee is a Fellow of the Recruitment and Consulting Services Association (RCSA)

### **Simon O'Loughlin**

Simon O'Loughlin is the founding member of O'Loughlins Lawyers, an Adelaide-based, medium sized specialist commercial law firm. He also holds accounting qualifications.

Mr O'Loughlin has extensive experience and involvement with companies in the resources sector. He has also been involved in the listing and back-door listing of numerous companies on ASX and the National Stock Exchange.

Mr O'Loughlin is a non-executive director of Lawson Gold Ltd, WCP Resources Limited, Crest Minerals Limited, Chesser Resources Limited and Petratherm Limited.

### **Tim Griffiths**

Tim is a co-founder of Xref. Tim, an MBA-qualified technologist, has 20 years' experience advising companies, including Virgin and SkyTV. He worked for Benchmark Capital providing technical diligence for high tech start-up investment and was co-founder of media company a2a plc, which floated on the UK stock market. More recently Tim was CIO for Jcurve Solutions, an Australian cloud NetSuite ERP provider, and is the founder of Answer42, a Sydney and London-based cloud consultancy.

### **Tim Mahony**

Tim has a Bachelor of Financial Administration. He spent 16 years in investment banking, specialising in capital markets and debt trading, and the last seven of those years as a director of Fay Richwhite Australia.

Tim has been involved, as investor or founder, in a number of technology start ups, either successfully exiting the business or growing the business to a mature growth phase. He was executive director of Perpetua, a business continuity and data storage business, which was acquired by an ASX listed company.

He is a founder and director of Globalx Information, a digital information company providing information, software and services to the legal, corporate and spatial markets throughout Australia and the UK. Tim was an executive director of Quill Stationery, a leading paper based stationery company in Australia with a wholly owned manufacturing subsidiary in China.



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Find a copy of the original investor presentation (Nov 2015)



<http://www.asx.com.au/asxpdf/20151124/pdf/433728k2v15zz0.pdf>