



Investor Update

Q3 2016

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All information in this presentation is current at the date of this presentation, unless otherwise stated.

All currency amounts are in Australian dollars unless otherwise stated.

+25%

REVENUE

+53%

CUSTOMER
BILLING

+72%

END USER
GROWTH

115,000+

USER
INTERACTIONS

DEMAND

- Continue to sign leading brands including,
 - Nestle
 - Adobe
 - Burger Project
 - CapGemini
 - Charter Hall
 - Konekt
 - Super Retail Group

PLATFORM

- Unified Platform Complete
 - Emergency Beacon
 - Educate “Video Communications”
 - New Engage Product

GO TO MARKET

- Move to unified Platform
- Improved pricing
- Investment in sales and marketing resources

CASH POSITION

\$5.51m*

*Pro forma including April capital raise

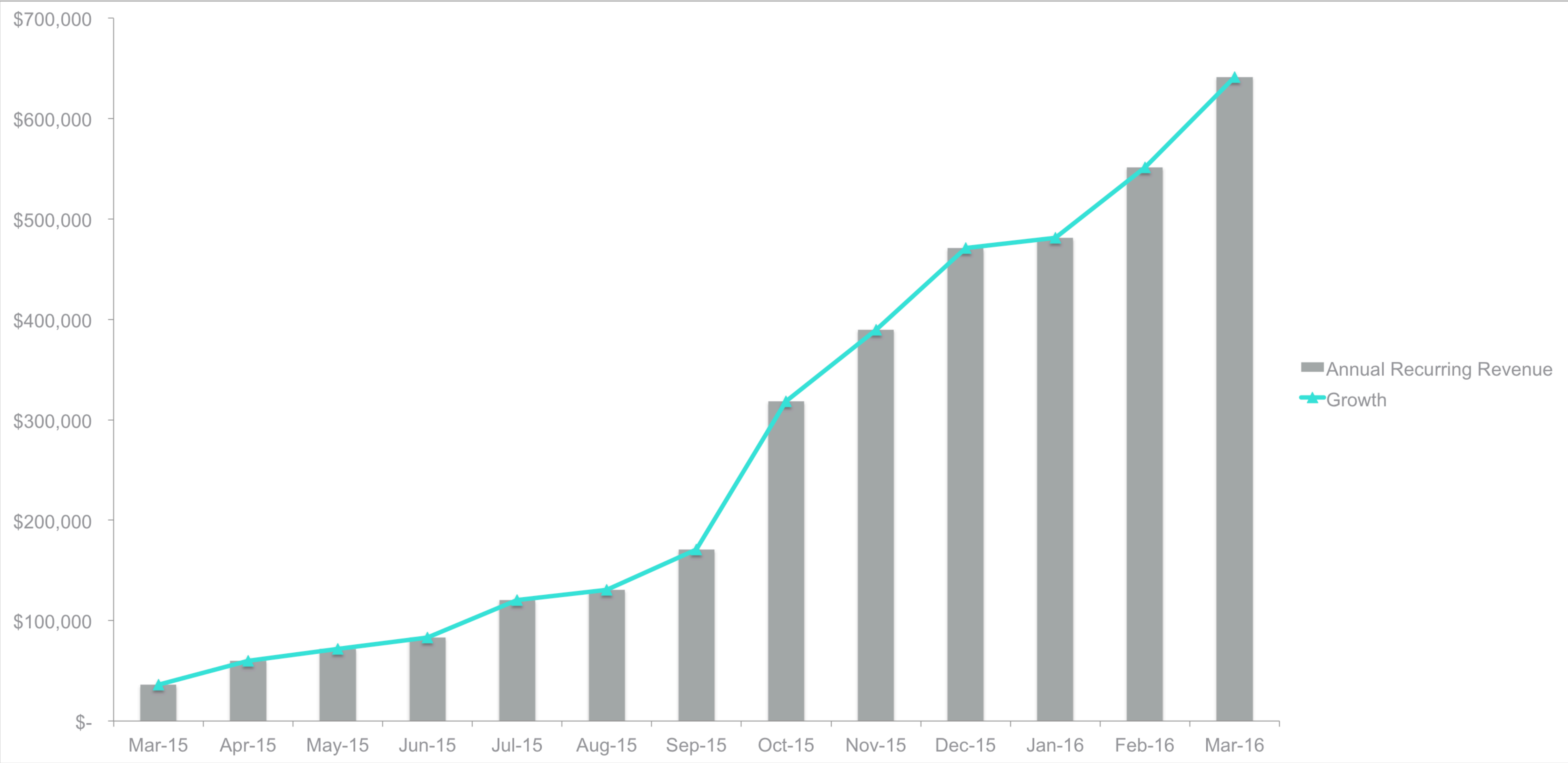
HIGHLIGHTS

- Demand. We continue to sign leading brands. Customer growth and platform usage is increasing.
- Platform. We have completed development of a unified platform, and have a strong product differentiation in the market.
- Sales & Marketing. We have transitioned to a platform sales model (vs individual products), and modified pricing accordingly.
- Team. We continue to strengthen the team across all functional areas.

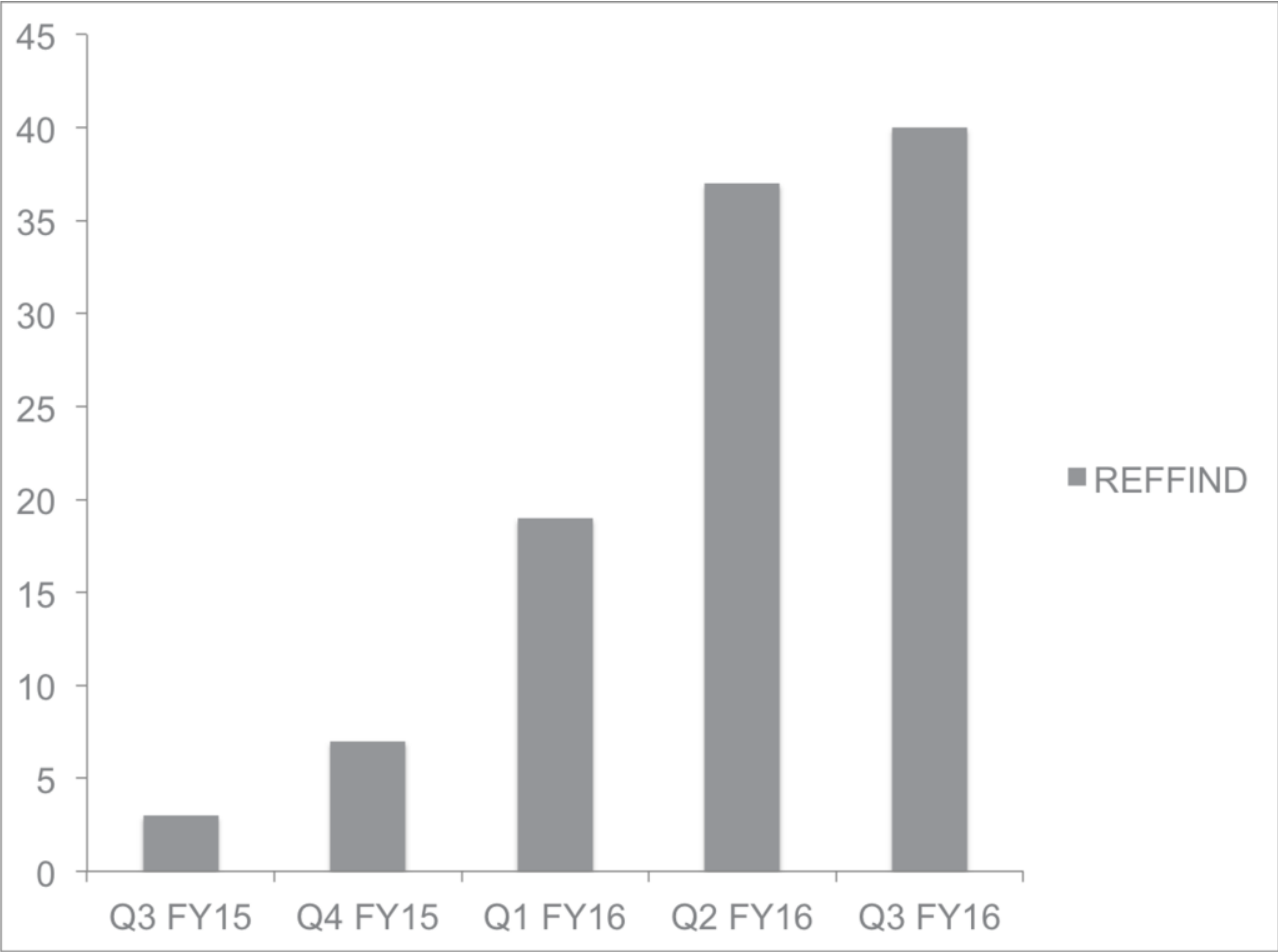
LOWLIGHTS

- Sales & Marketing. Sales progress has been slower than expected as we focused on platform development.
- Growth. International expansion has been slower than expected in terms of hiring and revenue flow.
- Yield. Average customer yields have been lower than expected whilst we did not have our full platform ready.

Revenue



* Includes WB revenue from October 2015



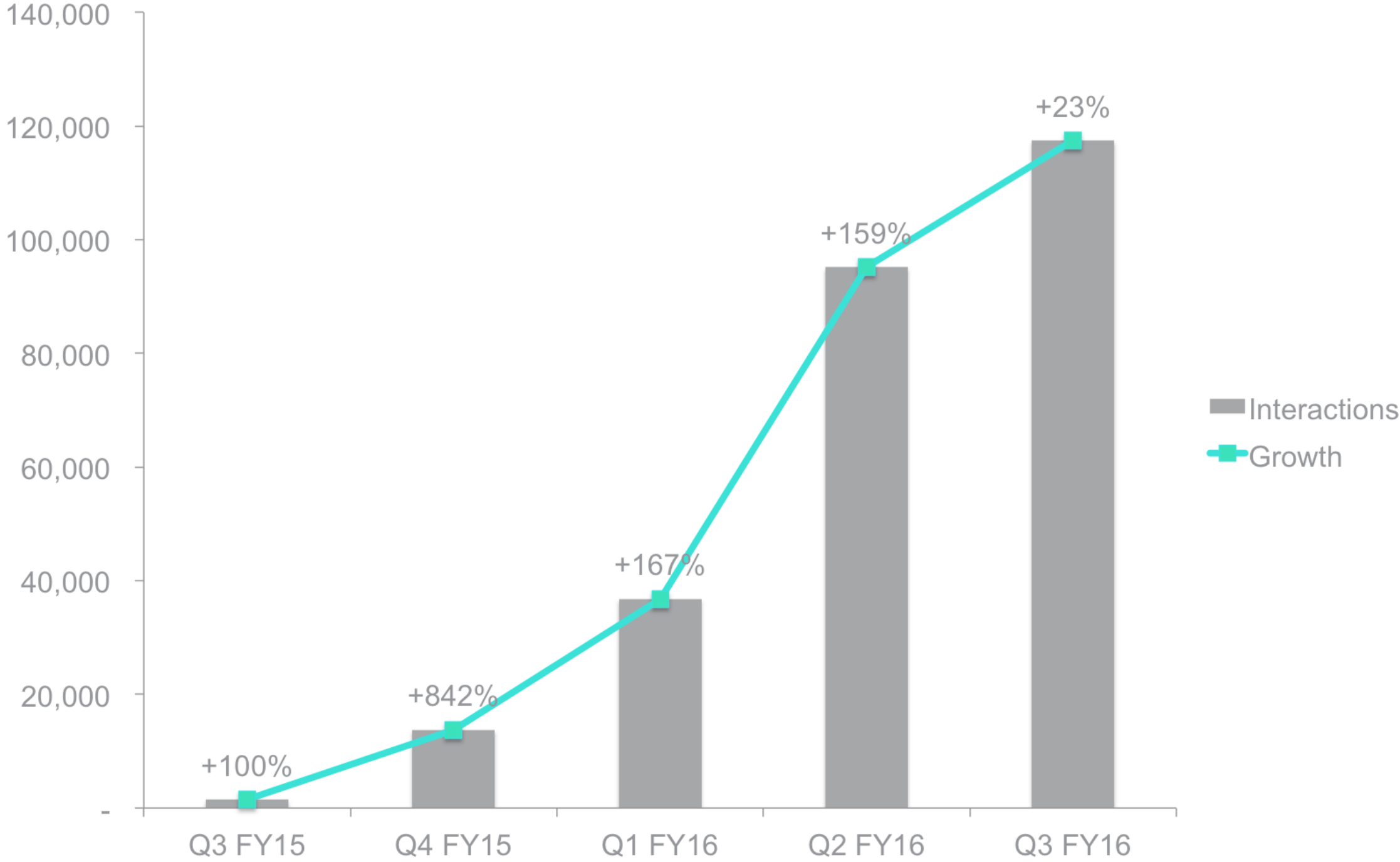
CUSTOMER COMMENTARY

- Total Customers at 31 March were 82. Comprising 40 REFFIND customers and 42 WooBoard customers.
- Average revenue per REFFIND customer is AUD\$13,388 per annum and ante growing all customers are paying customers.
- Annual revenue run rate for WooBoard was \$141,000.
- There has been attrition in low MRR WooBoard clients due to a price increase from \$2 to \$3, however overall WB MRR has increased.
- Growth in new clients continues and there is a strong pipeline in ANZ and developing pipeline in the USA.

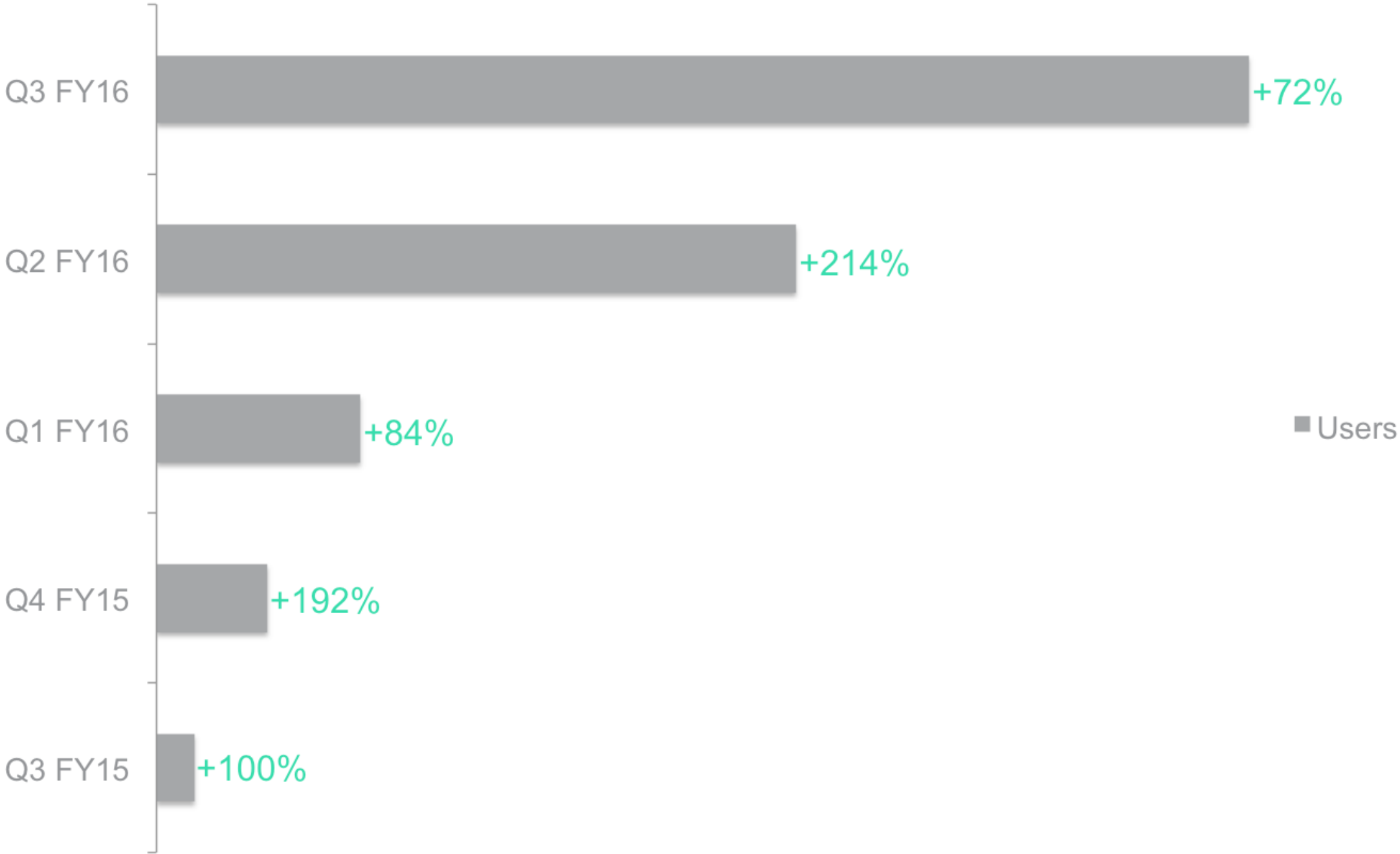
Embraced By Leading Organisations



REFFIND USER INTERACTIONS **115,000+**



+72% REFFIND END USER GROWTH



- We are an early stage technology company, and have focused on developing our technology platform and landing early high profile paying customers
- We are now transitioning from a focus on product development to a focus on sales and marketing. Up until recently we had 1 dedicated sales resource in Australia. Across Q3 and into Q4 we are in the process of adding 6 additional sales and marketing resources.
- Under the new pricing model the base annual revenue per client is anticipated to increase to A\$30,000. We anticipate client support of the revised pricing model as a result of the additional utility of the new bundled platform offering. The new pricing model provides opportunity to increase yield per customer along with scaling revenue as the product is further deployed inside customer organisations. This was not possible under the original pricing model.

Updated Pricing Model

REFFIND

Standard

US\$2000

per month, up to 500 users*,
billed annually

or \$2200 billed monthly

INCLUDES:

Unlimited video, survey & job cards
Online & remote support

**Once you reach 500 users you can
double users for an extra \$500 per month*

Premium

US\$3000

per month, up to 1500 users*,
billed annually

or \$3300 billed monthly

INCLUDES:

Unlimited video, survey & job cards
Online & dedicated support

**Once you reach 1500 users you can
double users for an extra \$1000 per month*

Enterprise

US\$5000

per month, up to 5000 users*,
billed annually

or \$5500 billed monthly

INCLUDES:

Unlimited video, survey & job cards
Online & dedicated support
Dedicated success manager



**Once you reach 5000 users you can add in
5000 user increments for \$2500 per month*

- Sales pipeline remains strong, and the platform approach is being well received by prospects and existing customers
- Sales hiring in the US has progressed (we expect commencement mid-may) with full ramp in Q1 FY17
- Moving from a \$350-\$400k per month cost base to a \$400-450k per month cost base as we invest further in international expansion and in line business growth.
- An additional demand generation resource and additional sales resources have been hired in April and we expect them to become productive in the quarter
- Next release of the platform (end June) is to include key enterprise functionality including single sign-on, identity management and a refresh of the admin dashboard. This technology further supports our growth into large enterprise.

A Unified Platform



Induct & Train




CUSTOMER SERVICE

How to make the most of your fleeting moment with the customer

Watch the video then tap this card to complete 3 questions on the flipside

Survey & Engage




EMPLOYEE ENGAGEMENT SURVEY

Please tell us about your recent experiences at work. Your responses are confidential.

Tap to complete 3 questions

Protect



EMERGENCY: PLEASE RESPOND

Swipe right if you are OK.

Swipe right to acknowledge.

Recruit & Refer



IT SOLUTION DELIVERY MANAGER

Global Headquarters
Circular Quay, Sydney

Swipe right to Refer, down to Apply, up to Snooze, left to Dismiss

Appendix

REFFIND



Great Employee Experience Results
In Great Customer Experience

Workplaces are Rapidly Changing

REFFIND

A MILENNIAL WORKFORCE

75%

Of global workforce by 2025

MOBILE IS THE INTERNET

43%

Use phone vs computer for internet access

COMPANY CULTURE CRISIS

64%

Of all employees do not feel they have a strong work culture

VIRTUAL EMPLOYEES

>40%

Of all organisations offer flexible work practices

NEW WAYS OF LEARNING

24%

Organisations plan to adopt new learning delivery modalities (mobile) to appeal to diverse learning styles

HOW TECH CAN HELP

35%

'best-in-class' businesses plan to implement new employee engagement tools in the coming year



\$11 Billion

Is Lost Annually Due To
Employee Turnover

Companies With Engaged Employees
Out Perform Those Without By Up To

202%



71%

Of All Employees Are
Not Fully Engaged

Employee Experience Matters

REFFIND

**Overwhelmed
Employees**

**Disconnected
Employees**

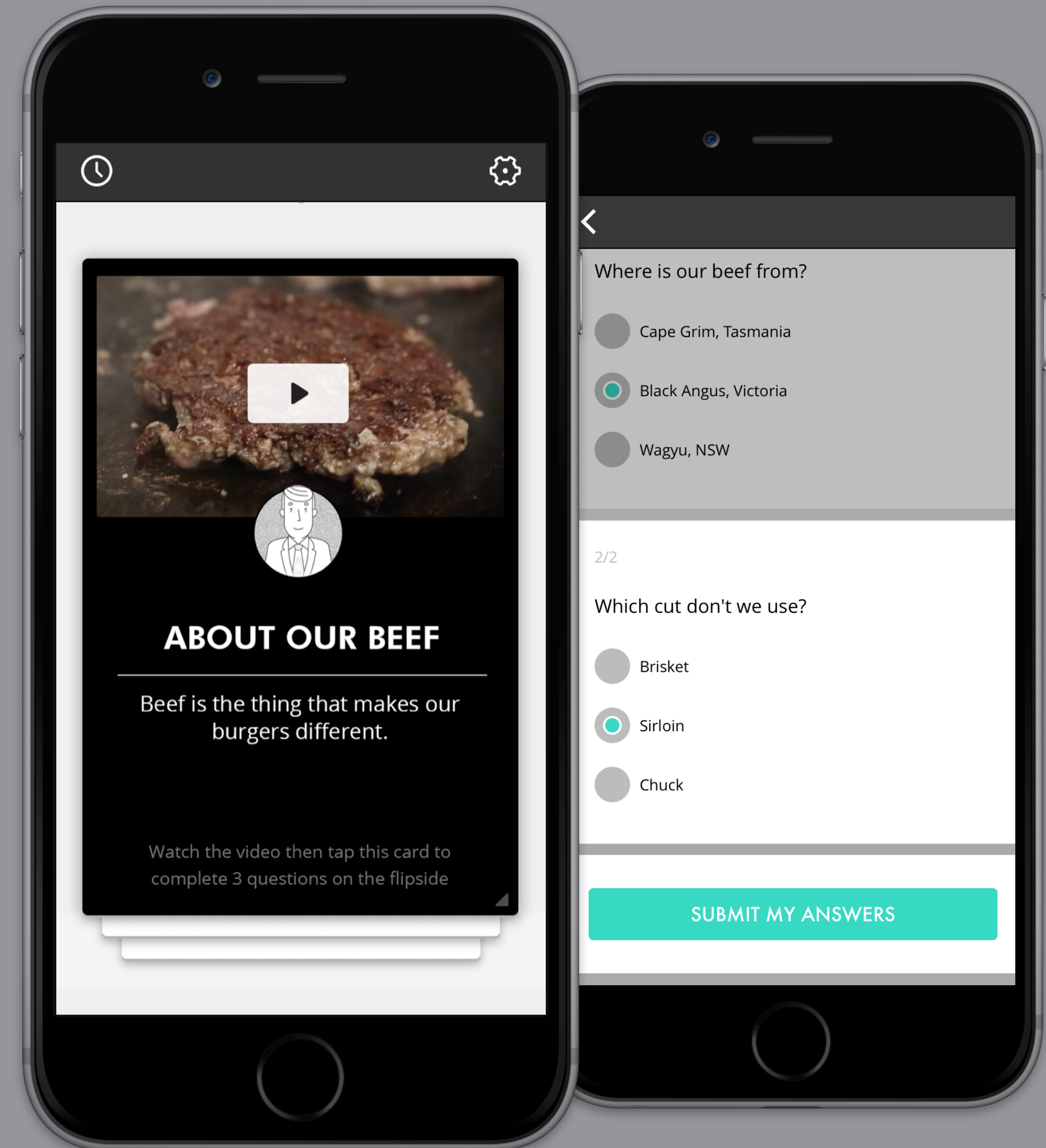
**Disengaged
Employees**

Induct & Train Your Team

REFFIND

MOBILE VIDEO

- Deliver video where & when you want
- Ask questions related to the content
- Induction & on-boarding
- Product & compliance training
- Internal communications

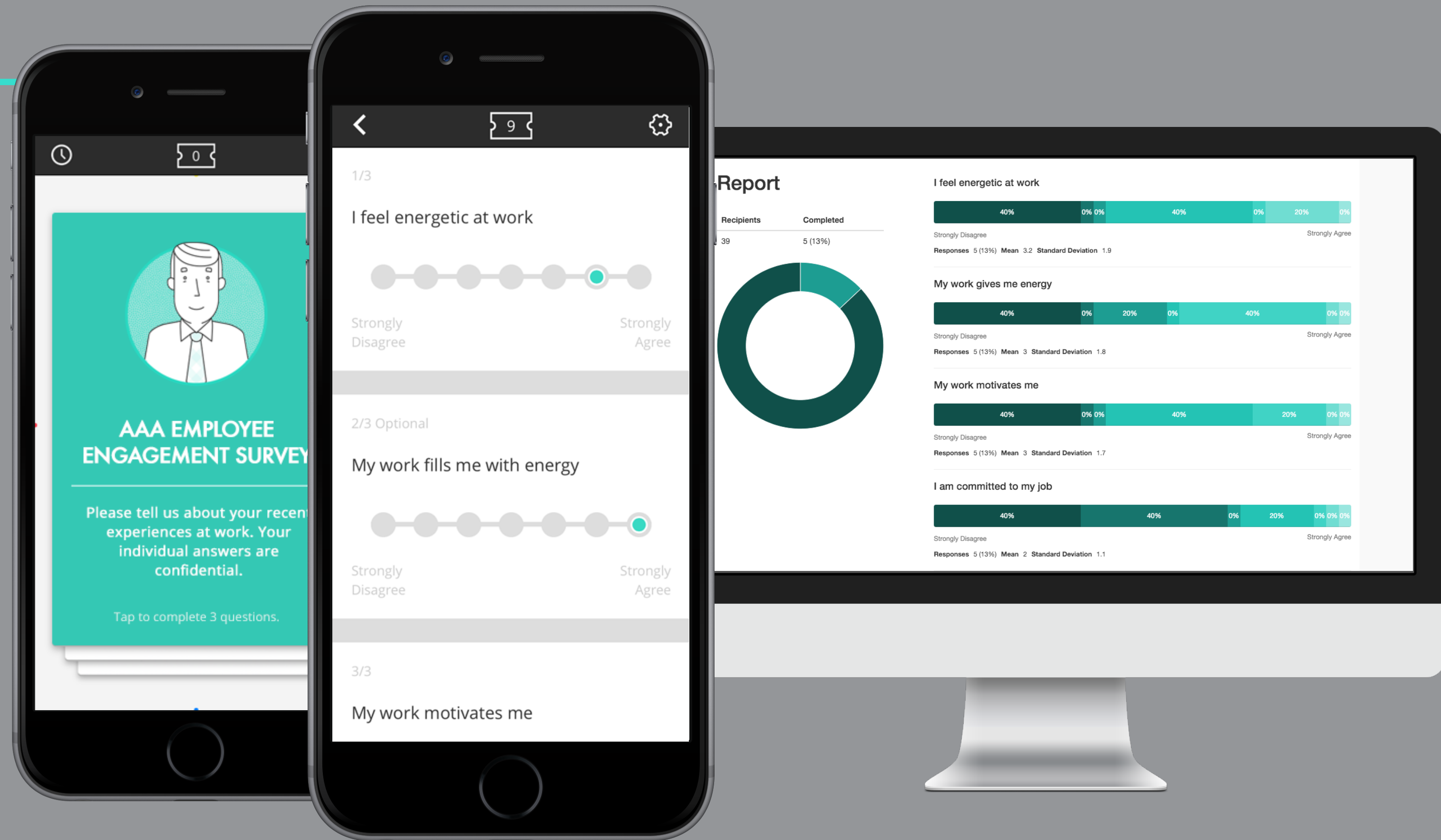


Real-time Pulse Checks & Engagement Survey's

REFFIND

MOBILE SURVEYS

- Survey employees anywhere/anytime
- Fast & fun to complete
- Near real-time results
- Pulse & engagement surveys
- Climate & cultural surveys
- Post training quizzes
- Event feedback

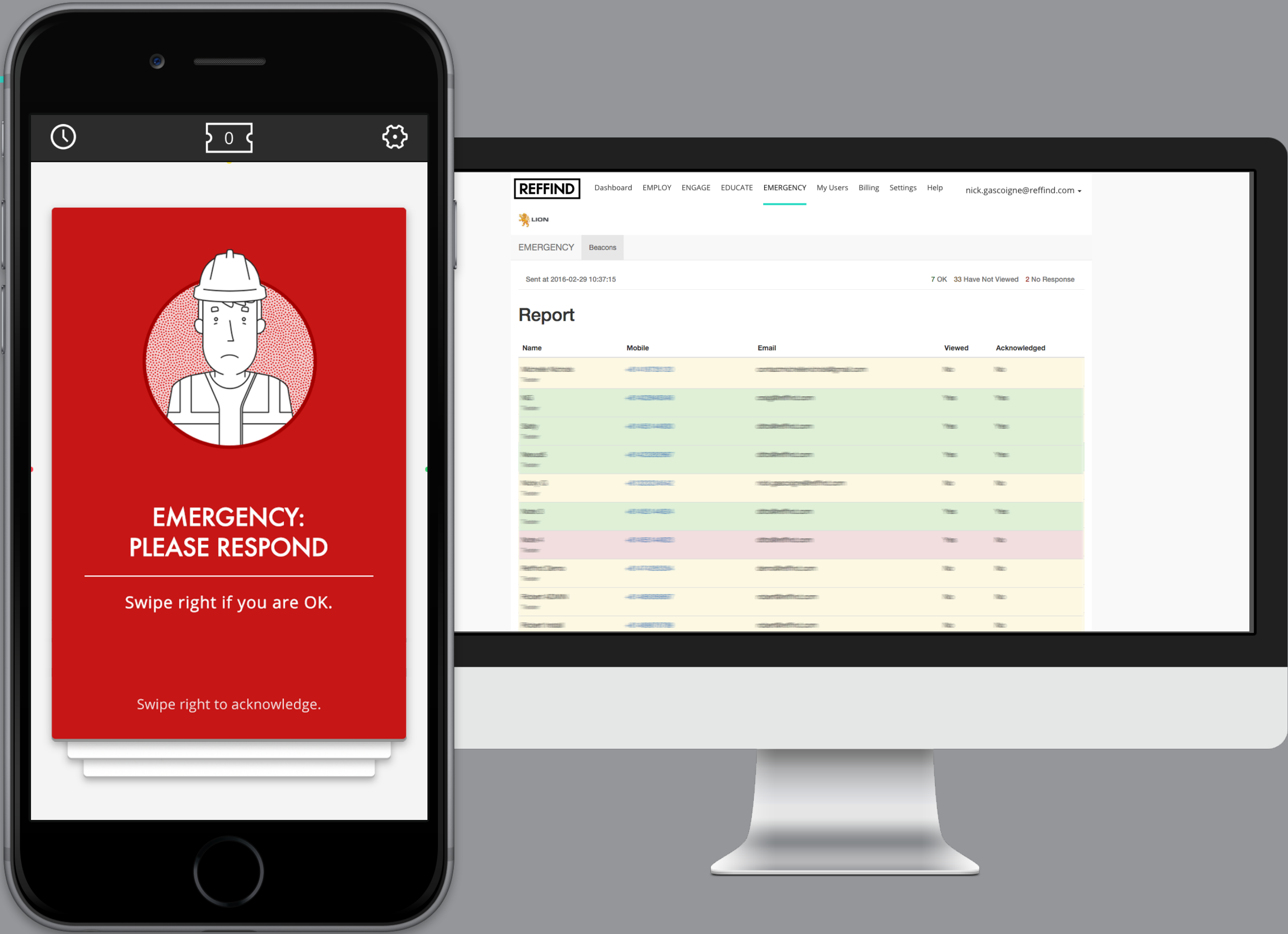


Find Out If Your Staff Are OK In An Emergency



EMPLOYEE ROLL CALL

- Send an emergency beacon to staff
- Determine if employee's need help
- Get status information quickly & easily

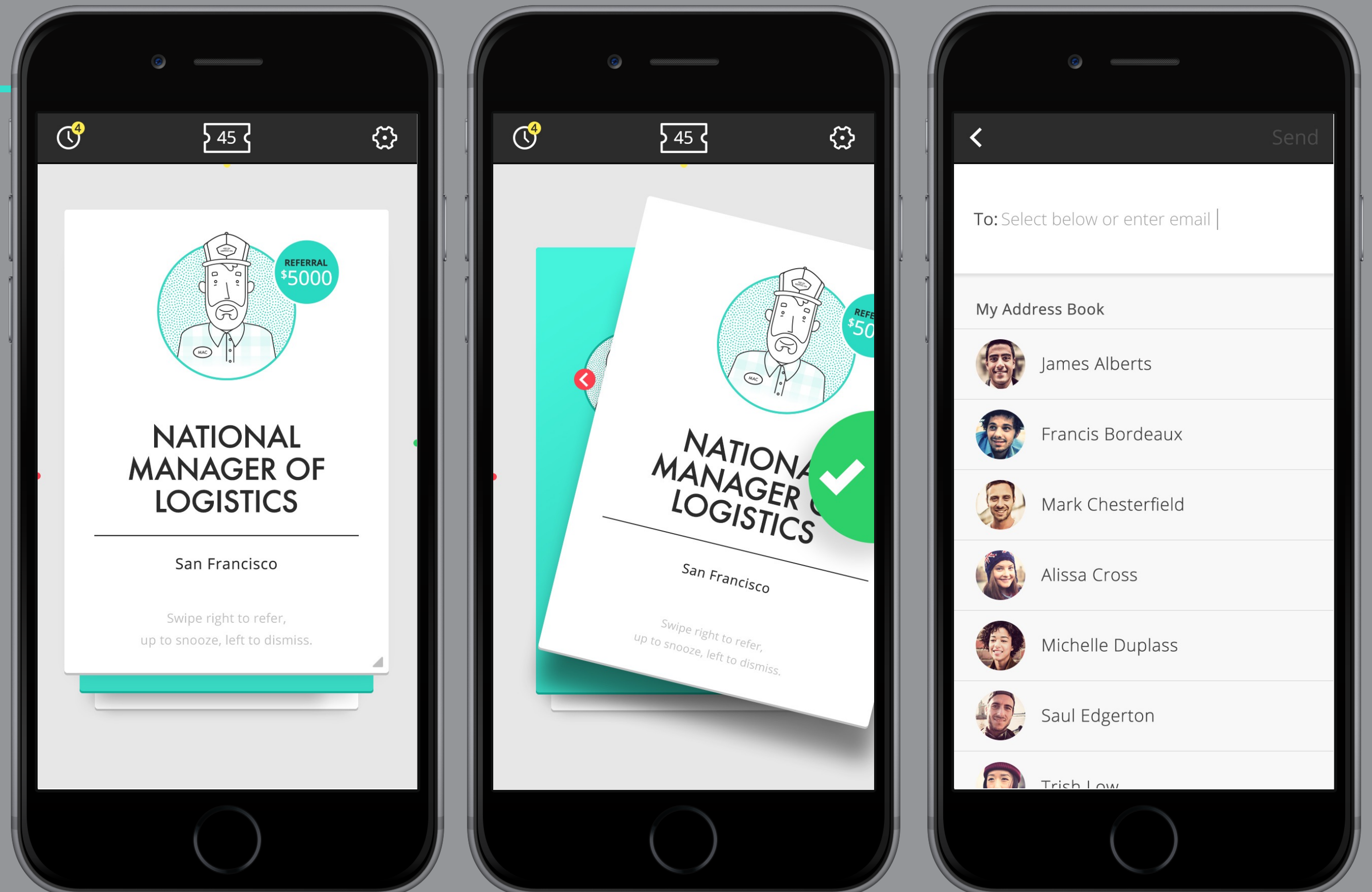


Supercharge Your Referral Program

REFFIND

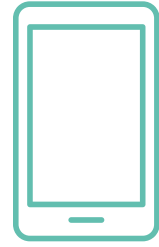
JOB REFERRALS

- Maximise referrals
- Works with your existing processes
- Support internal mobility/applications
- Gamified - weekly prizes
- Works with your existing program



What Makes REFFIND Different?

REFFIND



Natively Mobile - iOS & Android



Fun & Gamified - Weekly Prize Draws



Employee Centric - Amazing Employee Experiences



No Change To Your Processes



Easy To Implement & Cost Effective

Thank you



www.reffind.com