



# Positioning for future growth

Welcome to the  
2015 Annual General  
Meeting of Rubik  
Financial Limited

# Members of the Board and Executive

- |                  |                         |
|------------------|-------------------------|
| • Craig Coleman  | Chairman                |
| • Andrew Moffat  | Non-executive director  |
| • John Wilson    | Non-executive director  |
| • Iain Dunstan   | CEO                     |
| • Darius Coveney | CFO & Company Secretary |

# Order of Business

- Opening and Introductions
- Business Update
- FY2015 Financials
- Formal Resolutions

Craig Coleman  
Iain Dunstan  
Darius Coveney  
Craig Coleman

# Voting cards


**Rubik**  
Rubik Financial Limited  
ABN 61 071 707 232

**ANNUAL GENERAL MEETING**  
25 NOVEMBER 2015

**SHAREHOLDER/PROXYHOLDER  
ADMISSION & VOTING CARD**

THE DIRECTORS OF RUBIK FINANCIAL LIMITED  
THANK YOU FOR YOUR ATTENDANCE

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# Positioning for future growth

**2015 AGM  
CEO's address**

Iain Dunstan

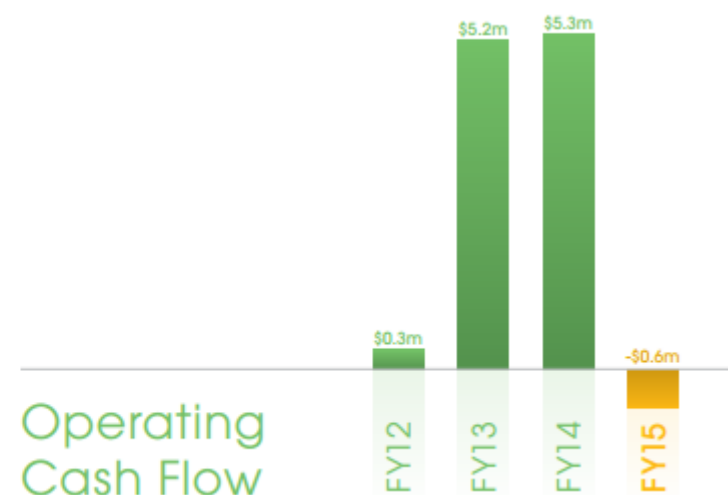
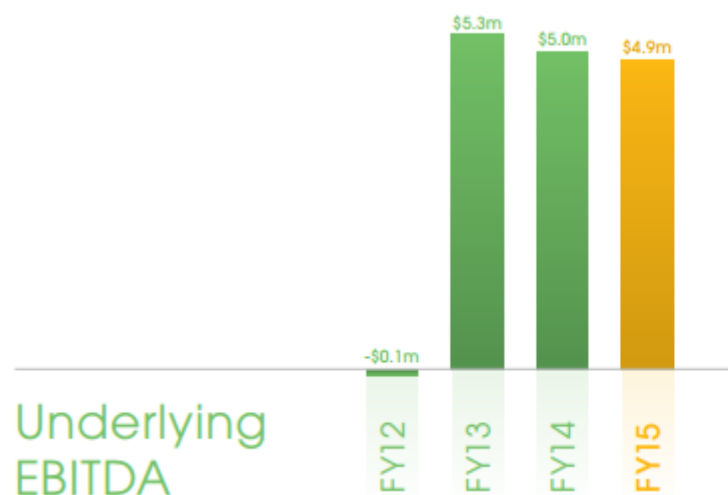
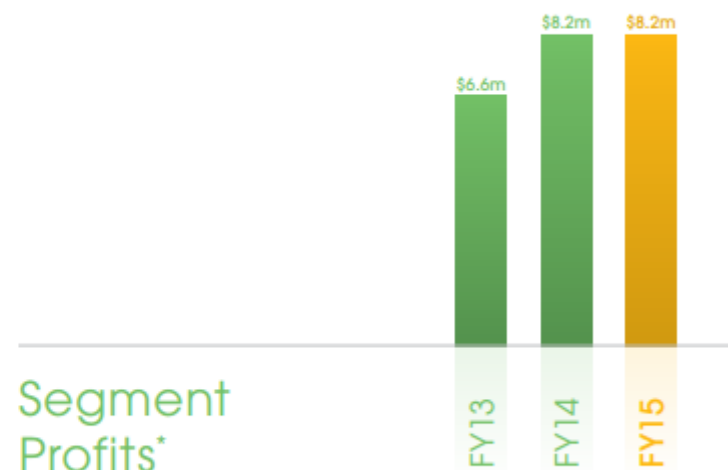
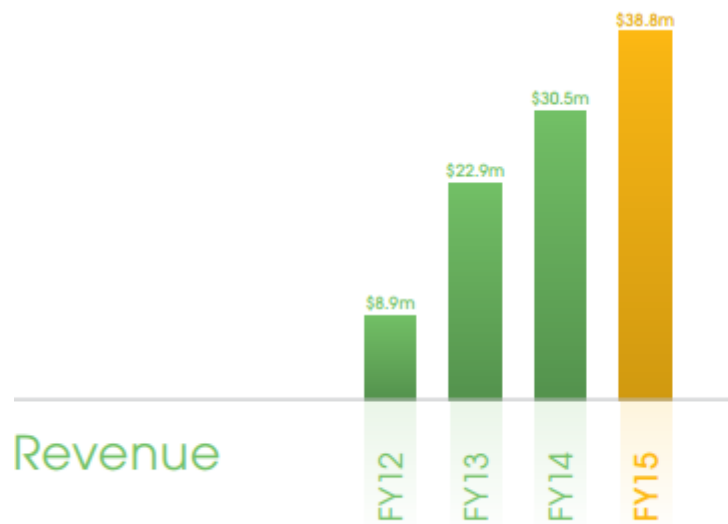
25 November 2015

**Improving overall efficiency and profitability for the financial services community.**

# Positioning well for success

- ✓ Move from product to client focus
- ✓ Acquisition integration and consolidation
- ✓ Off-shore development and testing capability
- ✓ Retained strong client relationships with key players
- ✓ 45 new client contracts
- ✓ 6 wealth client contracts renewed (min. 2 year term)
- ✓ Customer led development plans
- ✓ Improved client consultation and engagement
- ✓ Focused digital strategy and disruptive technology

# Key financial metrics





# Strategic initiatives

1

Acquisitions

2

Software development

3

Data centre consolidation

4

Corporate structure consolidation

5

Off-shore development and testing

# Deep technology and financial services experience



**IAIN DUNSTAN**

Chief Executive Officer

- More than 30 years of experience in fintech and listed companies



**DAVID SPREADBURY**

Chief Operating Officer

- More than 30 years of experience in business operational roles within financial services

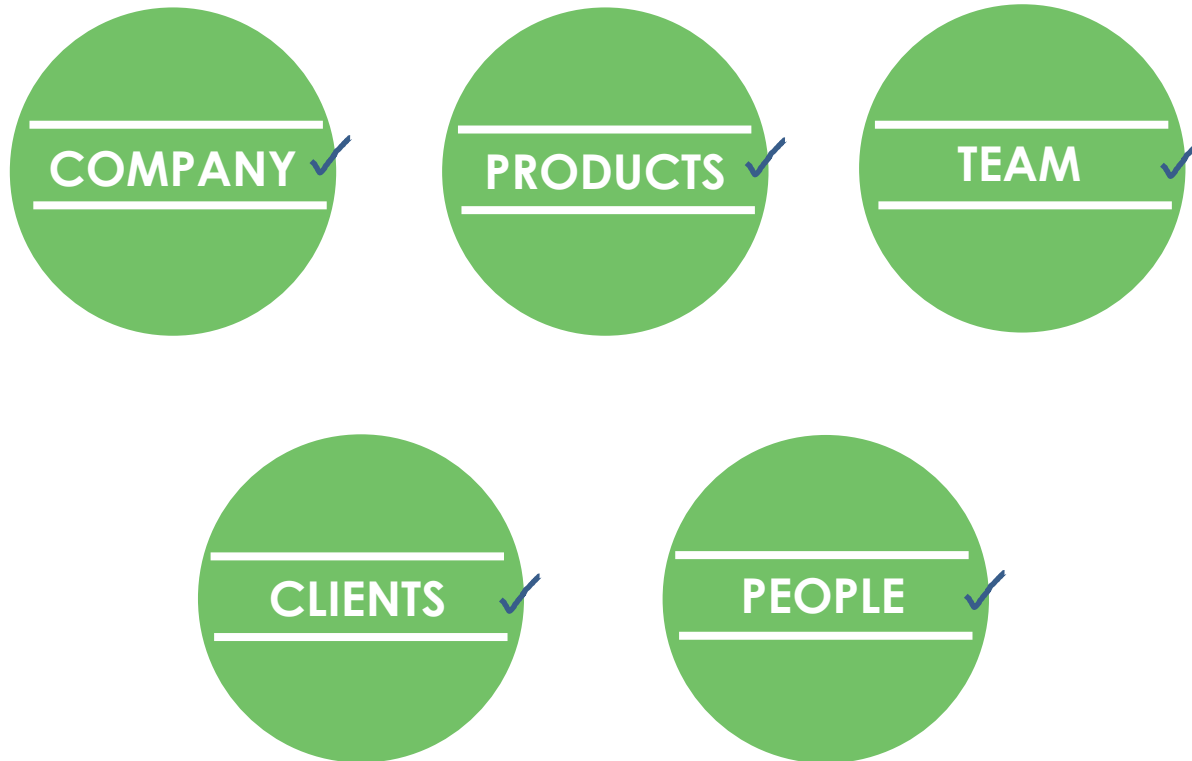


**DARIUS COVENEY**

Chief Financial Officer

- More than 20 years of experience across technology and financial services

# Future outlook



# Future focus

- Expanded professional services capability
  - Create additional revenue streams
  - Better service client needs
- Extend capabilities in Asia and Middle East
  - Capitalise from new business pipelines
- Further consolidate and integrate acquisitions
  - Leverage off synergies
  - Engage in cross-sell opportunities
  - Increase access to alternate distribution channels
- FY2016 financial outlook
  - Modest revenue growth expected
  - Margin improvement expected
  - EBITDA growth of approximately 20% expected
    - approximately 1/3<sup>rd</sup> in H1 and 2/3<sup>rd</sup> in H2 FY2016



QUESTIONS 





# Positioning for future growth

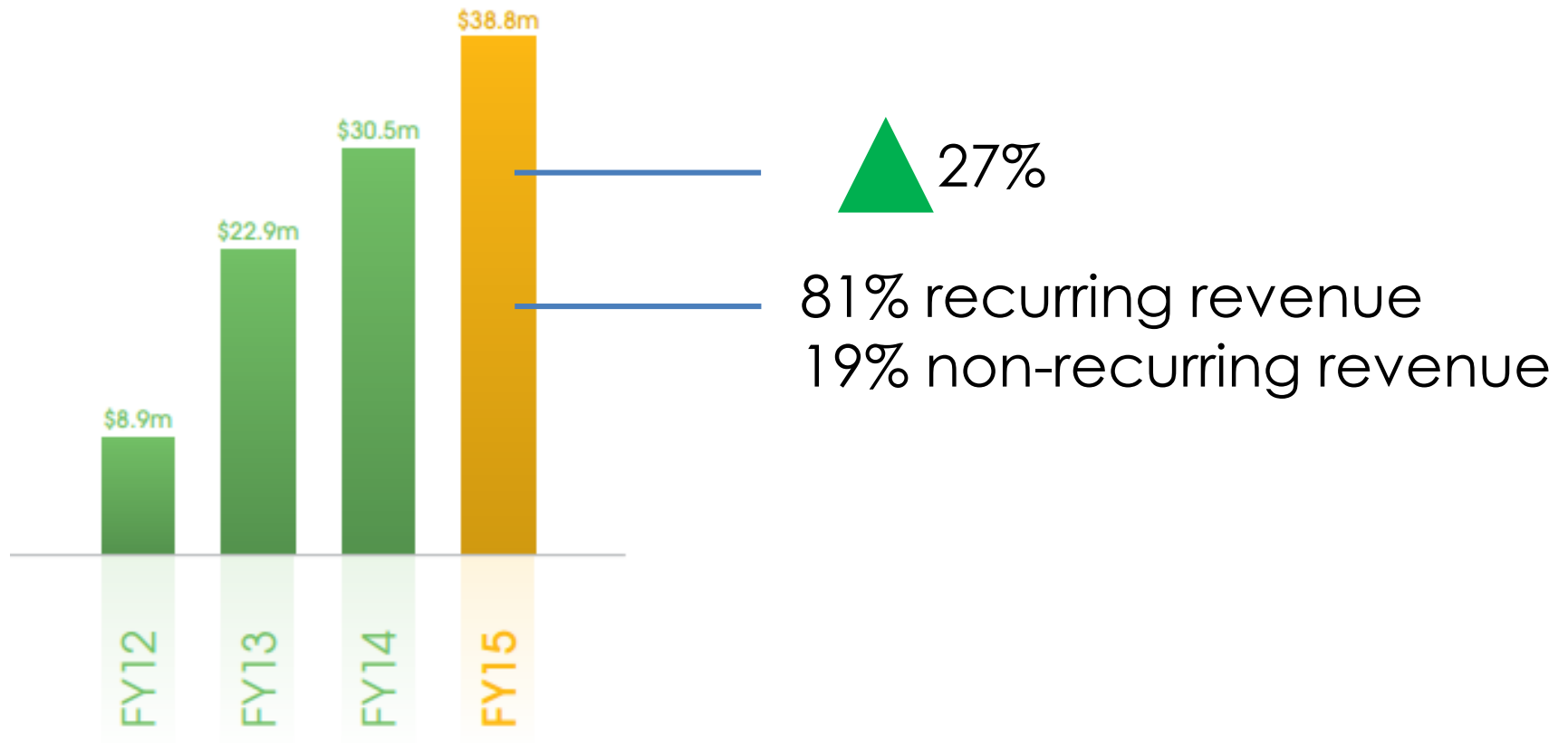
**2015 AGM  
CFO's Address**

Darius Coveney

25 November 2015

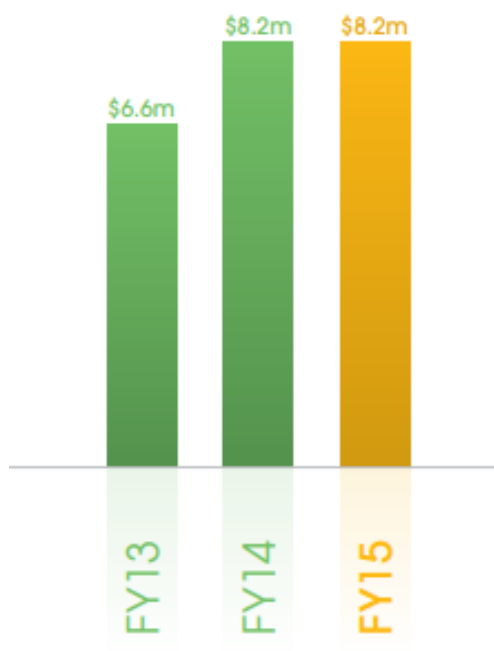
# 27% revenue increase

## Revenue

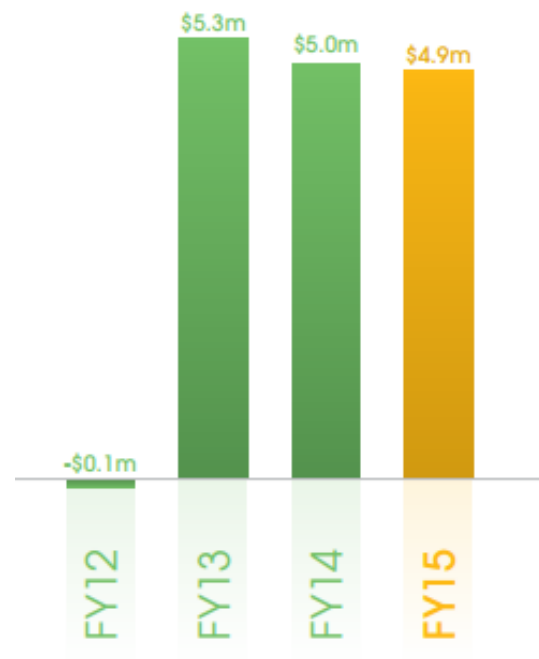


# Stable segment profits & underlying EBITDA

Segment Profits\*



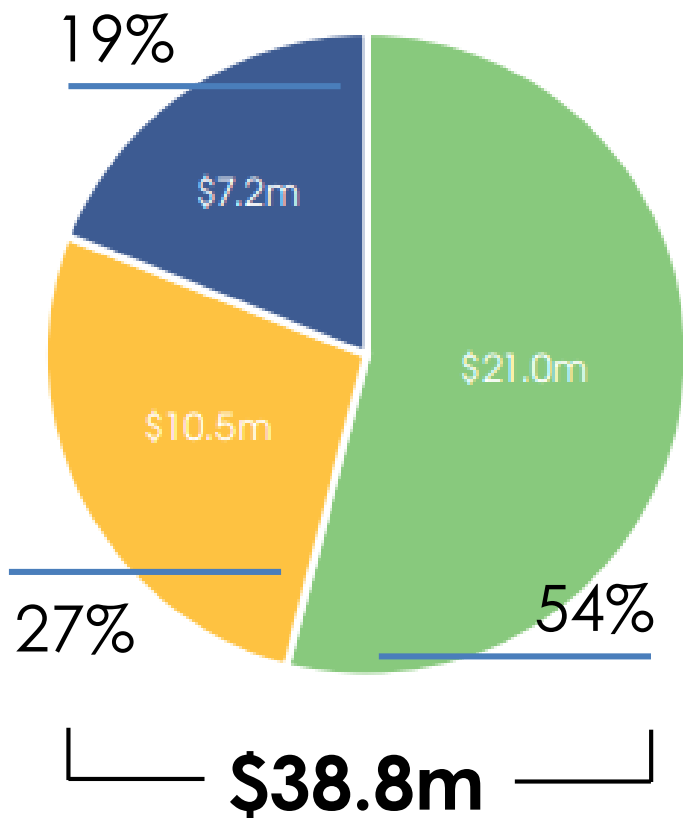
Underlying EBITDA



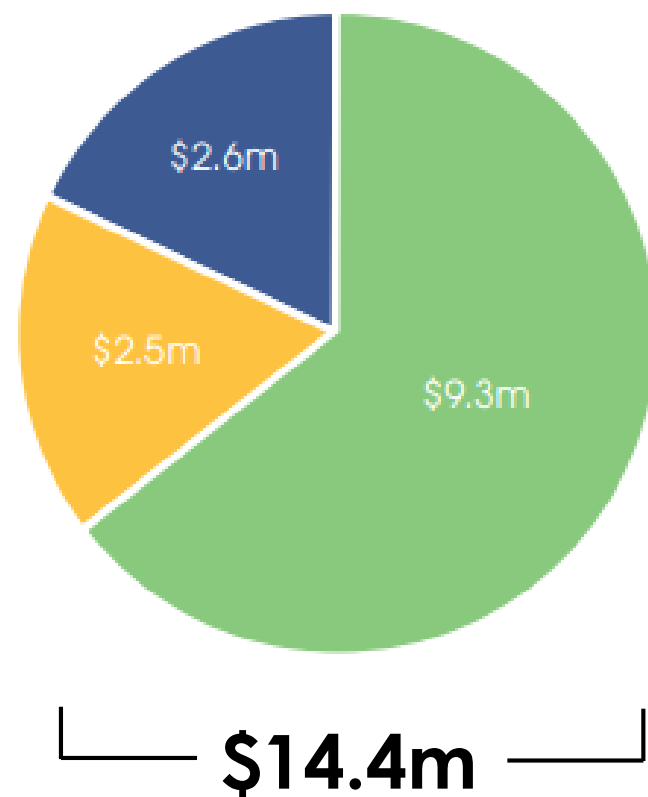


# All SBUs contribute to revenue & segment profits

Revenue (\$m)



Segment profits (\$m)



- Wealth
- Banking
- Mortgages

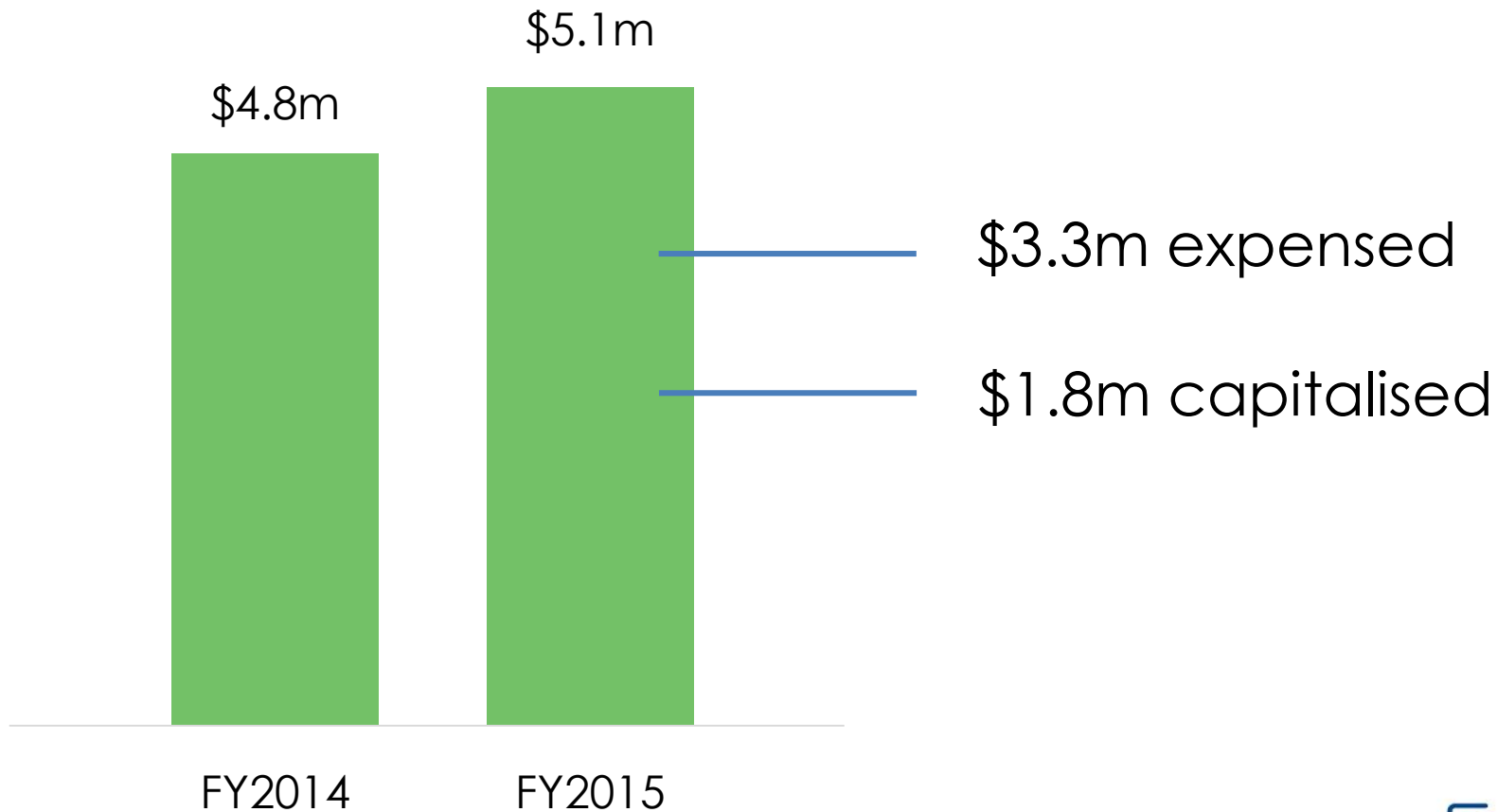
# Losses and costs

- Net loss after tax of \$14.5m due to:
  - Impairment of banking division
  - Increased amortisation costs following mortgages acquisition
  - Restructuring costs
- Impairment loss for banking division of \$8.5m
  - \$7.5m is goodwill and software amounts written off that relate to prior investments in Swiftcall and the historical Temenos T24 deal
- Restructuring costs of \$3.3m necessary due to integration synergies from various acquisitions that will be realised
  - \$1.8m redundancy costs
  - \$1.2m off-shore development & testing capabilities
  - \$5.0m in restructuring costs expected to be reached
  - \$2.5m in p.a. benefits expected after integration completed

# Operating cash flow analysis

Cash Flow (\$'000)	FY2015	FY2014
<b>Operating Cash Flow (pre R&amp;D)</b>	<b>2,729</b>	<b>8,466</b>
R&D Investment expensed <sup>1</sup>	(3,281)	(3,125)
<b>Operating Cash Flow (post R&amp;D)</b>	<b>(552)</b>	<b>5,341</b>
<u>Investing Cash Flow:</u>		
Intangibles and R&D capitalised	(2,138)	(1,717)
Acquisitions	(3,854)	(28,285)
Other capex	(950)	(1,086)
Disposal of Investments	4,847	
<b>Total Investing Cash Flow</b>	<b>(2,095)</b>	<b>(31,088)</b>
<u>Financing Cash Flow:</u>		
Debt	(2,250)	(500)
Equity	(255)	31,941
<b>Total Financing Cash Flow</b>	<b>(2,505)</b>	<b>31,441</b>
<b>Change in cash &amp; cash equivalents</b>	<b>(5,152)</b>	<b>5,694</b>
<b>Opening cash balance</b>	<b>9,471</b>	<b>3,777</b>
<b>Ending cash balance</b>	<b>4,319</b>	<b>9,471</b>

# Research & Development





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**2015 AGM  
Chairman's Address**

Craig Coleman

25 November 2015

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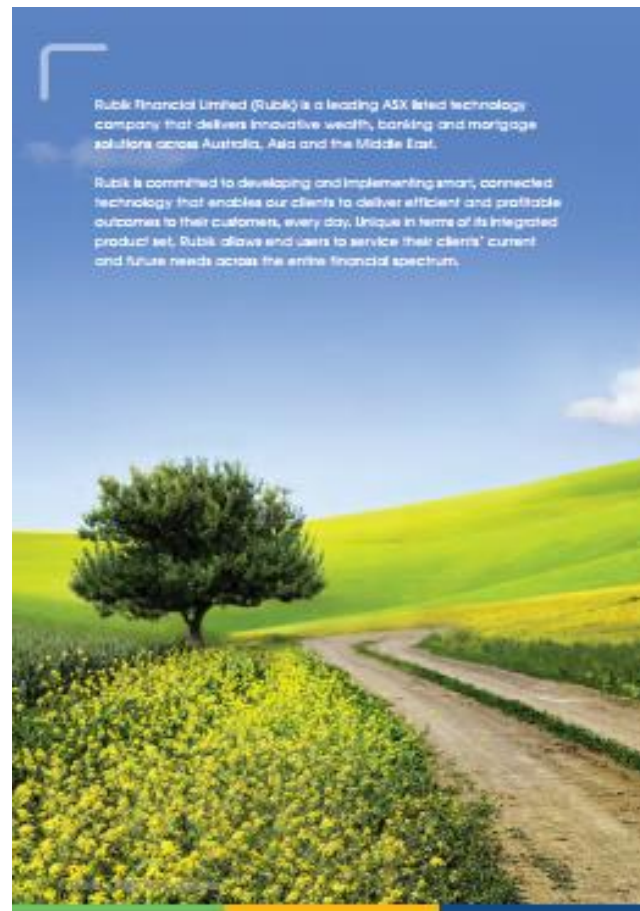
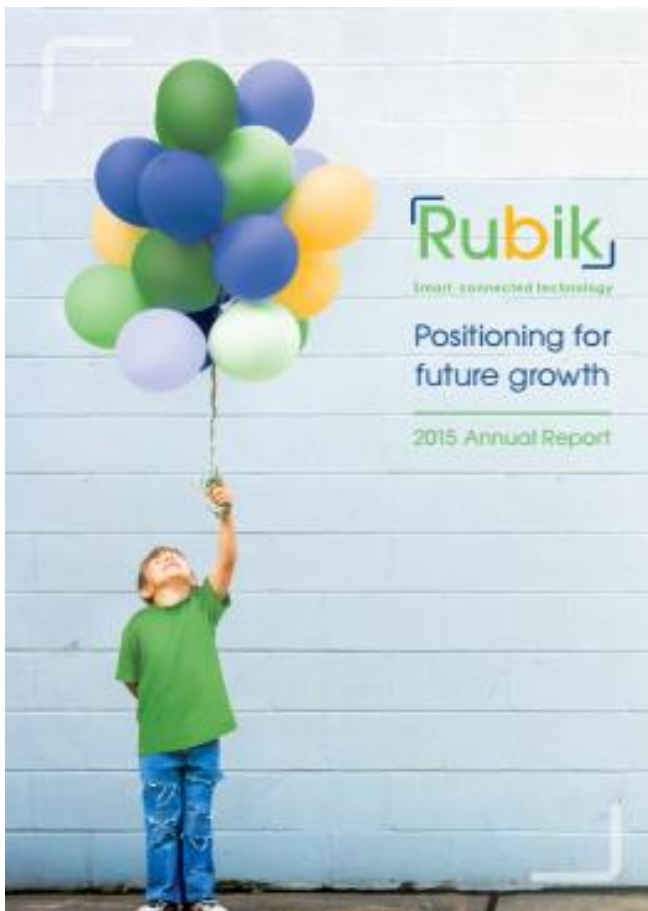
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# Rubik's 2015 Annual Report



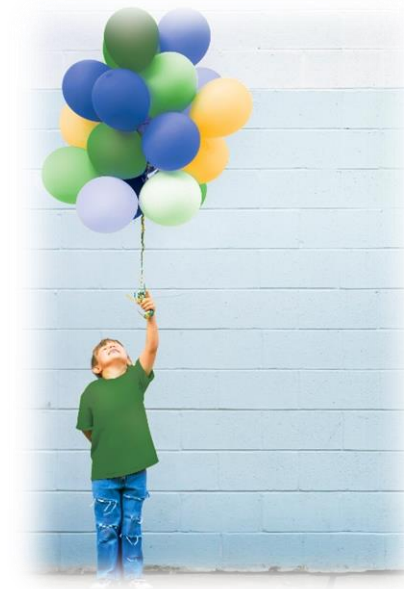


# Ordinary business

## Consideration of financial statements

*“To consider the financial statements and the reports of the directors and auditors for the year ended 30 June 2015.”*

# Resolutions



# Resolution 1

## Re-election of Mr. John Wilson as a Director

*“That Mr. John Wilson who retires in accordance with clause 7.1 of the Company’s Constitution, and being eligible offers himself for re-election, be re-elected as a Director.”*

For	Against	Abstain	Total
171,043,731	1,848,761	1,998,939	174,891,431
99%	1%		

# Resolution 2

## Remuneration report

*“That the remuneration report of the Company for the financial year ended 30 June 2015 is adopted.”*

For	Against	Abstain	Total
153,439,804	2,478,901	18,970,423	174,889,128
98%	2%		

# Resolution 3

## Ratification of prior issue of Incentive Shares 1 May 2015

*“That, for the purpose of Listing Rule 7.4 and for all other purposes, Shareholders ratify the issue of 7,350,000 Incentive Shares at an issue price of \$0.14 each on 1 May 2015 to members of the Company’s senior management team on the terms and conditions set out in the Explanatory Statement.”*

For	Against	Abstain	Total
171,252,074	3,255,365	456,809	174,964,248
98%	2%		

## Resolution 4

### Ratification of prior issue of Gift Plan Shares 19 October 2015

*“That, for the purpose of Listing Rule 7.4 and for all other purposes, Shareholders ratify the issue of 228,000 Gift Plan Shares at a deemed issue price of \$0.16 each on 19 October 2015 to employees of the Company on the terms and conditions set out in the Explanatory Statement.”*

For	Against	Abstain	Total
171,436,355	3,126,510	380,823	174,943,688
98%	2%		

## Resolution 5

### Ratification of prior issue of Plan Shares 19 October 2015

*“That, for the purpose of Listing Rule 7.4 and for all other purposes, Shareholders ratify the issue of 3,130,000 Plan Shares at a deemed issue price of \$0.16 each on 19 October 2015 to members of the Company’s management team or their permitted nominees on the terms and conditions set out in the Explanatory Statement.”*

For	Against	Abstain	Total
171,499,480	3,058,385	385,823	174,943,688
98%	2%		



QUESTIONS 



# Important notice & disclaimer

Rubik Financial Limited ("The Company") and its respective directors, employees, agents and consultants shall have no liability (including liability to any person by reason of negligence or negligent misstatement) for any statements, opinions, information or matters (express or implied) arising out of, contained in or derived from, or any omission from the presentation, except liability under statute that cannot be excluded. The presentation contains reference to certain intentions, expectations and plans for the Company. These intentions, expectations and plans may or may not be achieved. They are based on certain assumptions which may or may not be met or on which views may differ. The performance and operations of the Company may be influenced by a number of factors, many of which are outside the control of the Company.

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