FY2016 Results

Leigh Jasper, CEO

Steve Recht, CFO

23 August 2016

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Customer: Colorado Department of Transportation (CDOT) | Industry: Road & Rail I Project size: US$500 million | Location: Colorado, USA

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Welcome

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CEO
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Steve Recht
CFO
Financial overview

Leigh Jasper
CEO
Outlook

Q&A

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Project name: West Kowloon Cultural District | Industry: Residential & Commercial | Project size: US$2.8 billion | Location: Hong Kong

Safe harbour

Forward-looking statements

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Currency

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Customer: CIMIC Group Enterprise | Industry: Construction and Engineering | Location: Australia, New Zealand, Asia

Strong financial results balancing growth and profitability

Revenue [1]	EBITDA[2]	Operating contribution	ANZ revenue	International revenue
$123.4m	$13.6m	$56.1m	$48.8m	$74.6m
⇧ 50%	⇧ 350%	⇧ 65%	⇧ 35%	⇧ 61%

Year over year comparisons relate to the FY 2015 financial results.
[1] On a constant currency basis and excluding Conject, YoY revenue growth was 31%.
[2] Refer to slide 30 for a full reconciliation of EBITDA to NPAT.

Project name: John Holland Enterprise | Industry: Residential & Commercial Location: Australia, New Zealand and Southeast Asia

Performance driven by consistent execution of growth strategy

1. Grow the network

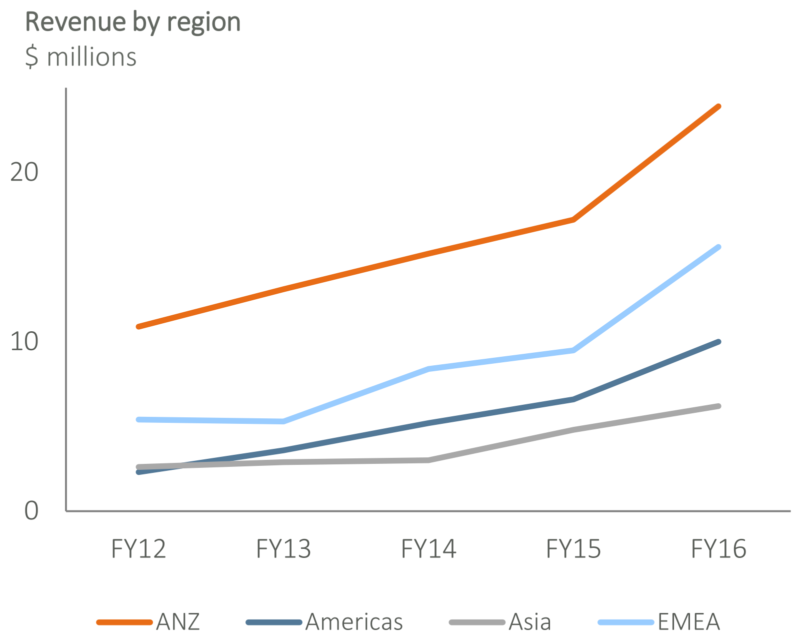
2. Increase customer value

3. Drive performance

International performance tracking successful ANZ model

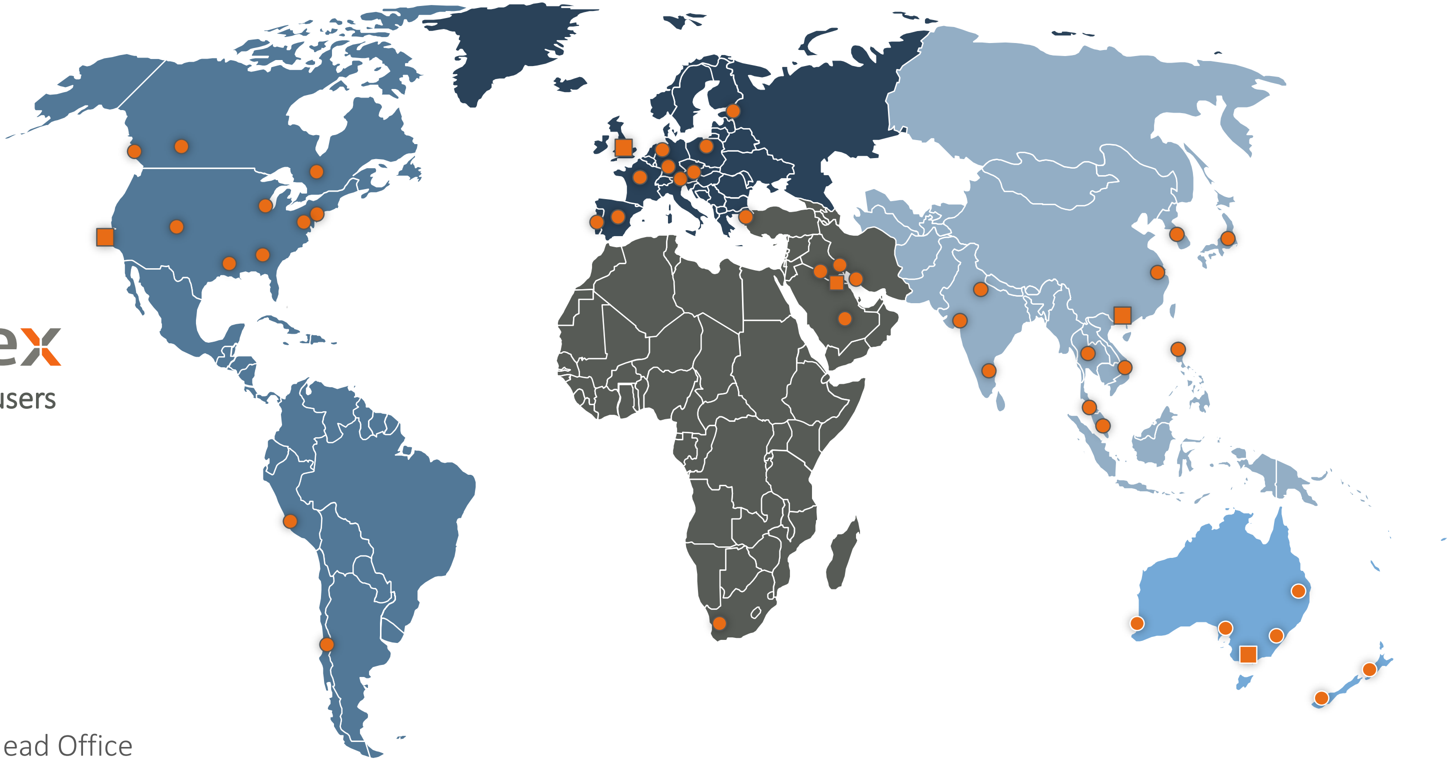
Region	Revenue $ millions	YoY Revenue % growth [1]	Contribution $ millions	Contribution % margin
ANZ	48.8	35%	34.5	71%
Americas	21.3	45%	2.2	10%
EMEA	40.0	87%	17.4	44%
Asia	13.3	30%	2.0	15%

International revenue up 61%



[1] YoY revenue growth on a constant currency basis and excluding Conject – Americas, 35%; EMEA,31%; Asia, 19%. YOY international revenue growth on a constant currency basis was 29%.

Continuing to expand our global network



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4.5m project users

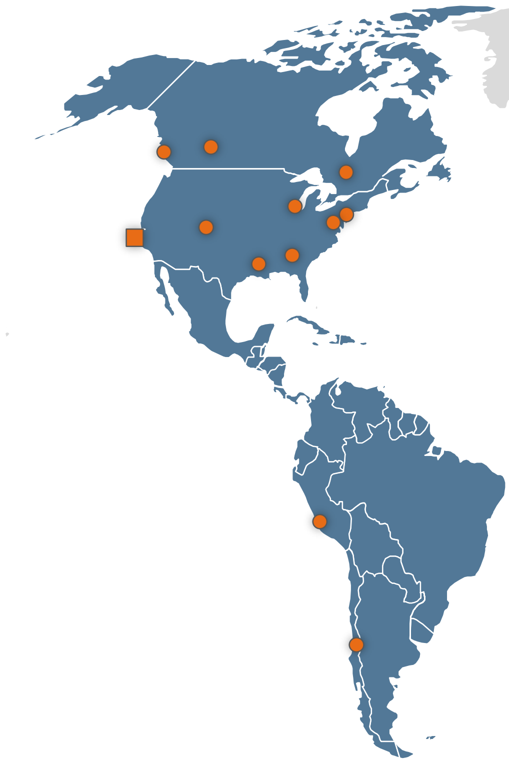
- Regional Head Office
- Sales & Service Office

ANZ – Transitioning key customers to enterprise agreements

- Continuing to drive penetration
- Further embedding Aconex key accounts
- Growing adoption of new products

PROBUILD
SCENTRE GROUP
Westfield
Hickory. Building innovation.
Fletcher
CIMIC

Americas – Securing relationships with influential customers



- Driving network adoption with global market leaders
- Accelerating momentum in tier 1 heavy engineering
- Expanding into tier 1 vertical building

FLUOR
BURNS McDONNELL
ExxonMobil
TESLA
VALE
Caltrain

Asia – Building the platform to capture long term opportunities

- Deepening penetration and adoption
- Acquiring new customers and driving growth
- Executing targeted sales initiatives

中国建筑 CHINA STATE CONSTRUCTION

NIPPON KOEI LAC

SINOPEC

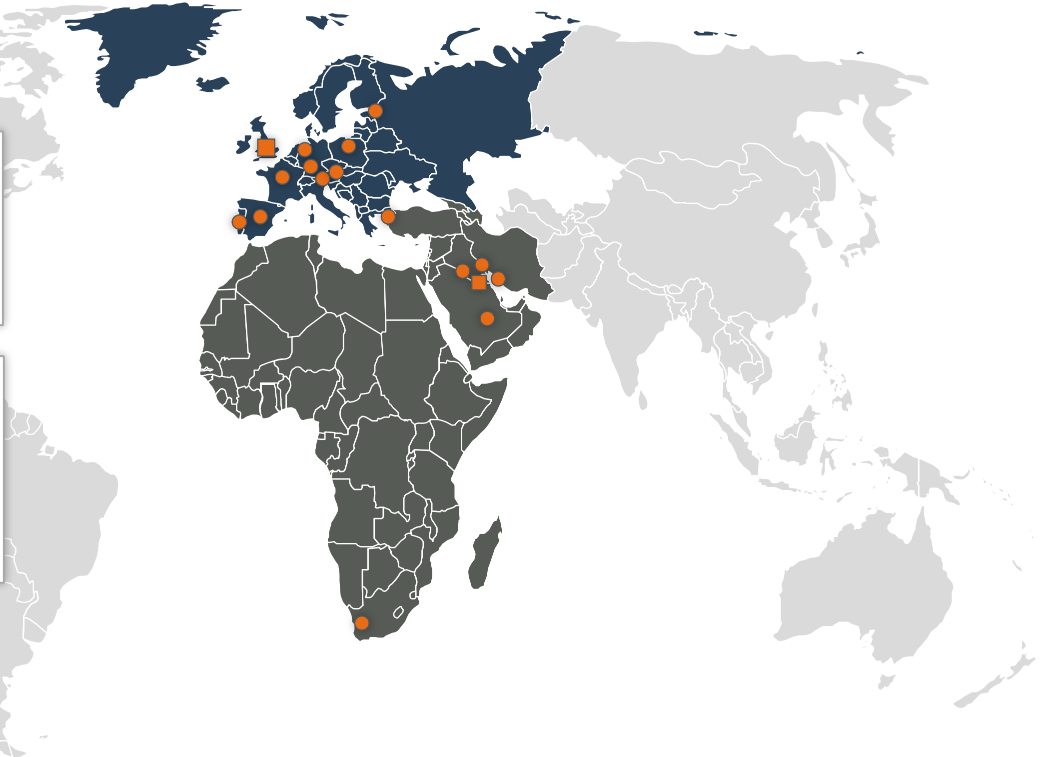
SK E&C

IKEA

EMEA – Consolidating market leadership position

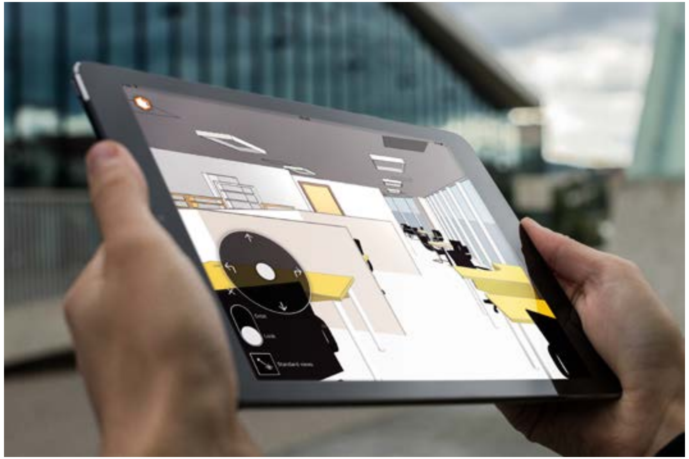
- Extending market leadership
- Integrating Conject
- Strengthening customer base and leveraging product and operational synergies

mace
VINCI
bluu
ArcelorMittal
ALDAR



Investing in new and deeper product functionality

- Field processes with PDF forms
- BIM Mobile
- Cost and schedule management
- Insights and reporting



Acquisitions reinforcing our strategic focus and growth

conject	• Consolidate Aconex global leadership • Add significant revenue, scale and leverage • Enhance product, sales and service capabilities	• No customers lost, migration plans in place • Key staff retained and engaged • Progress made in operational alignment
INCITE Keystone CIMIC	• Commitment for projects in eight countries • Add functionality for infrastructure projects	• Significant new projects now managed on platform • Integrated INCITE / Aconex teams in Sydney
WORKSITE	• Integrate and build out Connected Cost	• Rolled out Connected Cost beta • Full commercial launch planned for FY17 • Opened consolidated San Francisco office

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Strong operational performance across our three strategic focus areas

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1. Grow the network

- Secured significant enterprise agreement wins
- Consolidated global leadership position
- Construction technology summit in Australia

2. Increase customer value

- Accelerated product development – R&D spend up 92%
- Launched new modules and functionality
- Improved global service efficiency and capability

3. Drive performance

- Invested in core systems to support scalability
- Enhanced depth of executive team
- Invested in people and culture

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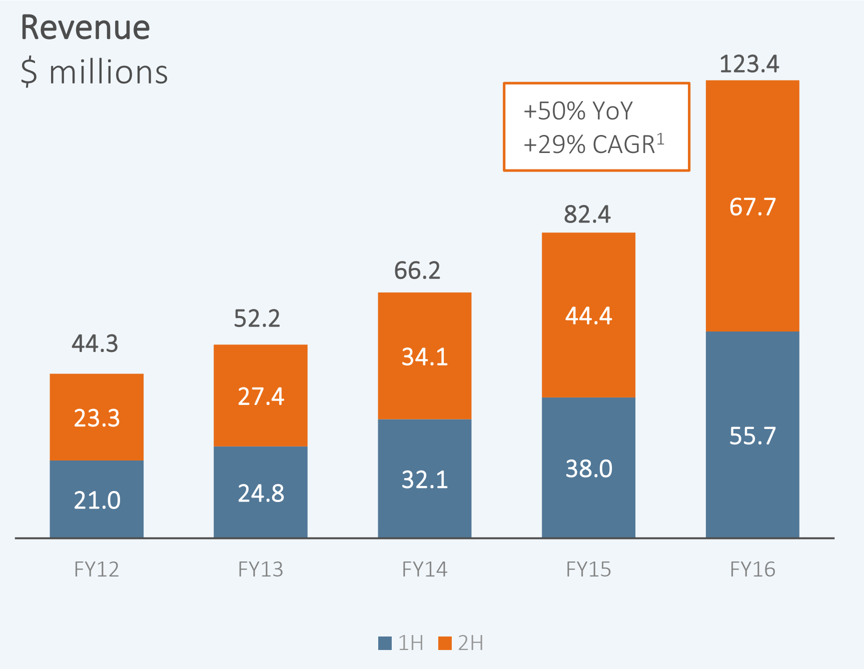
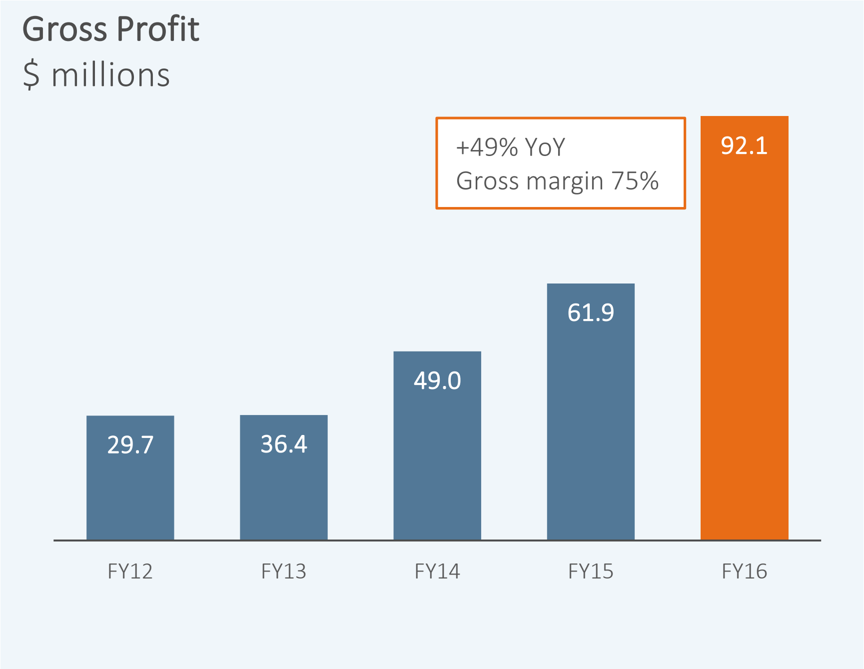
Balancing growth and profitability

$ millions	FY15	FY16	Change
Revenue[1]	82.4	123.4	+50%
Gross profit	61.9	92.1	+49%
Gross margin	75%	75%	NA
Operating expenses	63.1	86.0	+36%
EBITDA[2]	3.0	13.6	+350%
NPAT[2]	(2.5)	9.9	NA

[1] YoY revenue growth on a constant currency basis, and excluding Conject, was 31%.
[2] Refer to Slide 30 for a full reconciliation of EBITDA to NPAT.

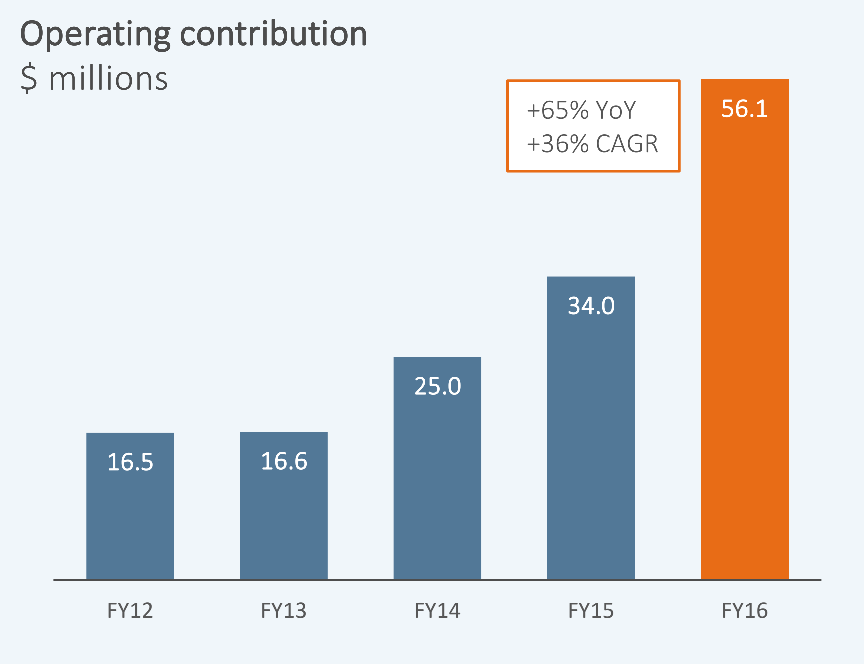
Growing revenue and gross profit

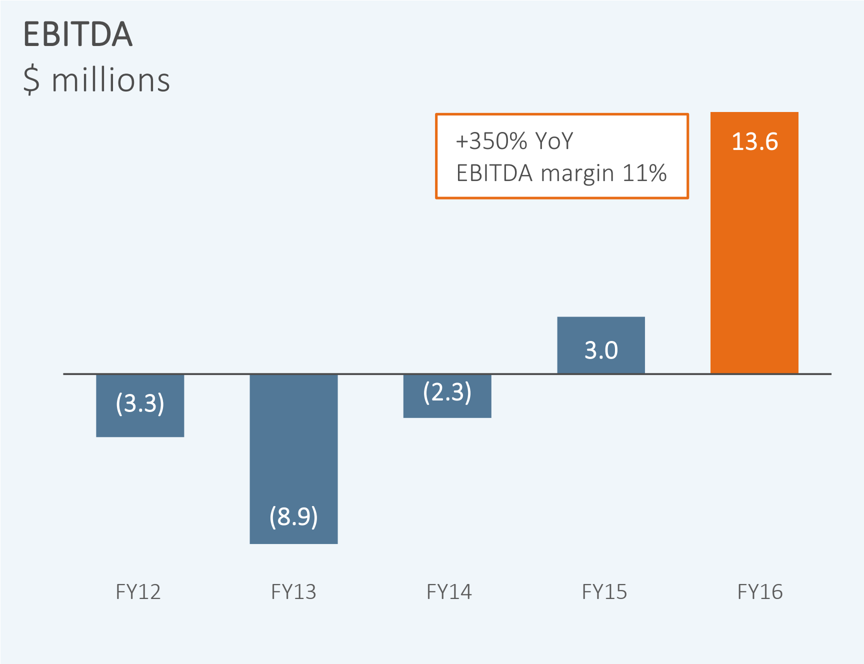




YoY – Year over year when compared to FY15 financial results.
[1] CAGR – Compound annual growth rate.

Increasing profitability and margins

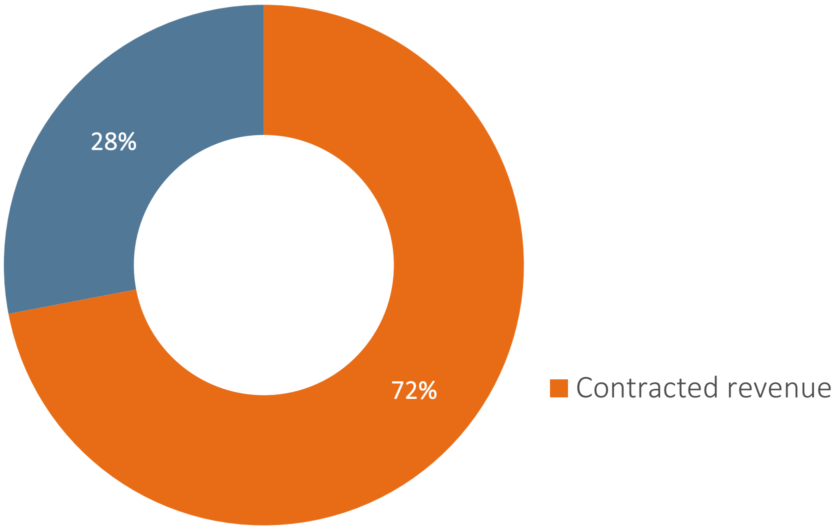




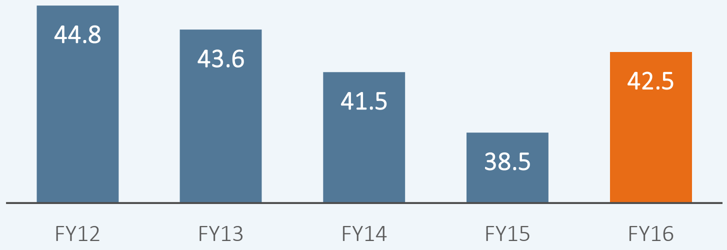
YoY – Year over year when compared to FY15 financial results.

High levels of revenue visibility

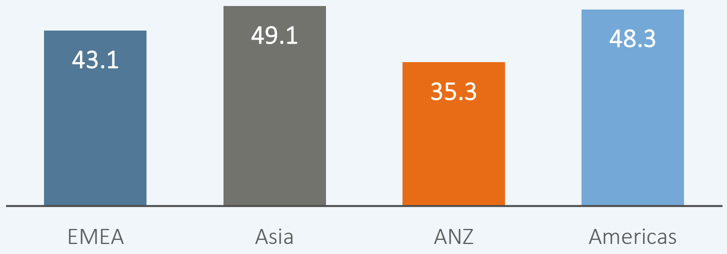
Forecasted revenue – FY17



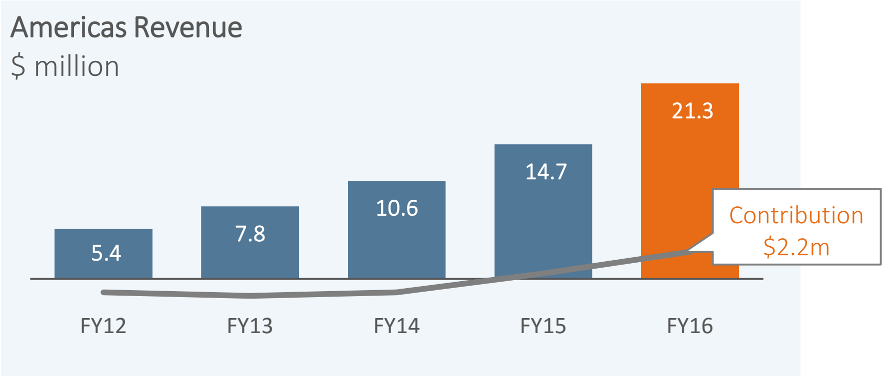
Weighted average contract length
Months

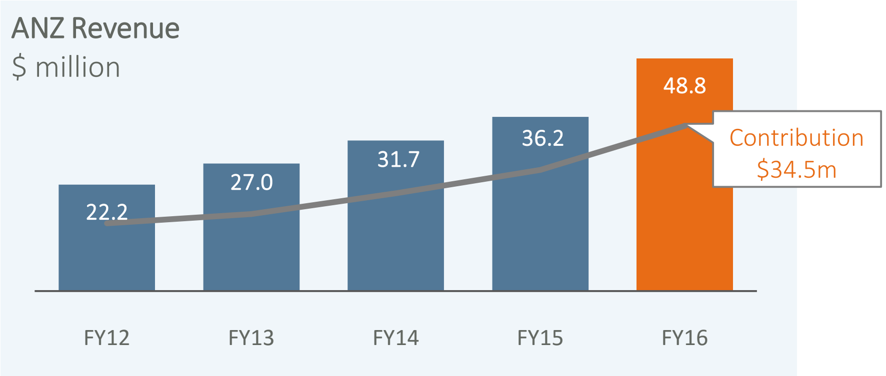


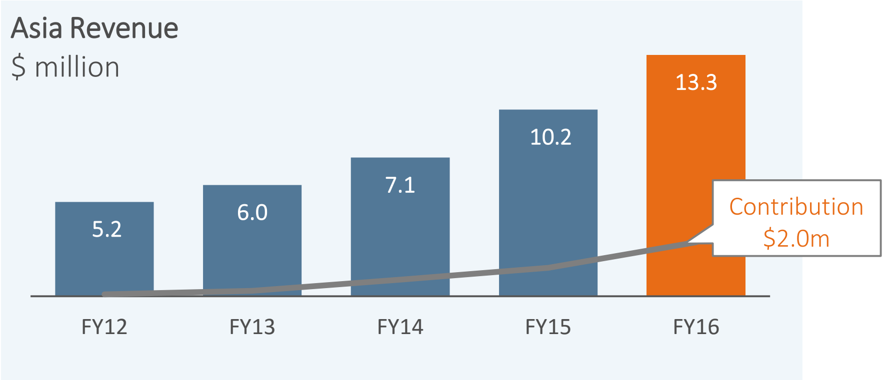
Weighted average contract length by region
Months

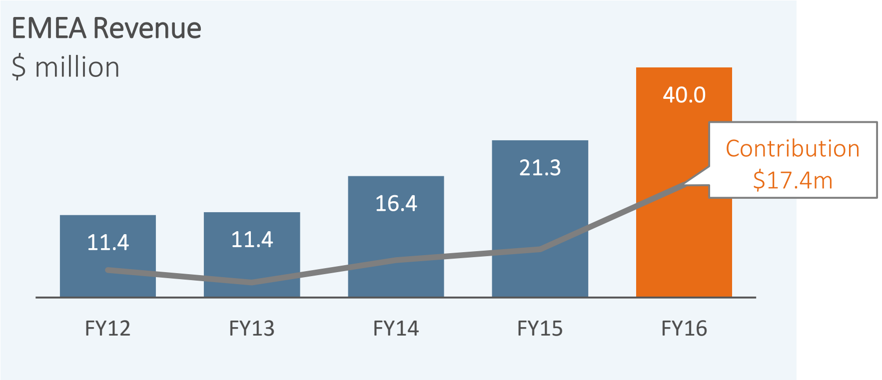


Regional operating contributions continue to grow with revenue





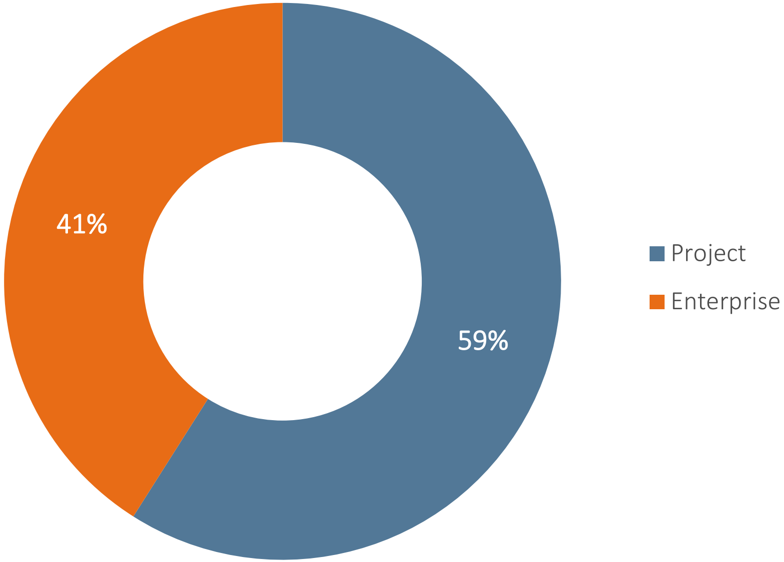




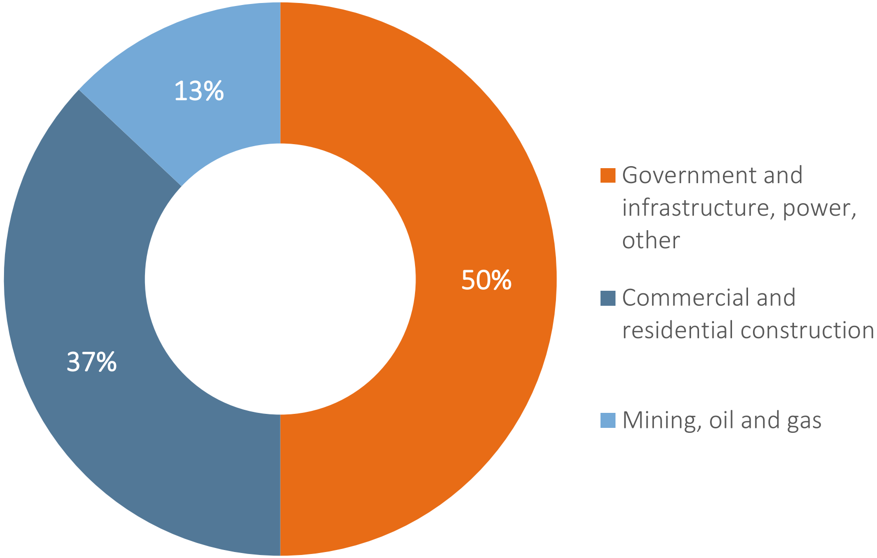
[1] YoY revenue growth on a constant currency basis and excluding Conject – Americas, 35%; EMEA, 31%; Asia, 19%.

Diversified revenue supports balanced growth

Revenue by agreement – FY16[1]

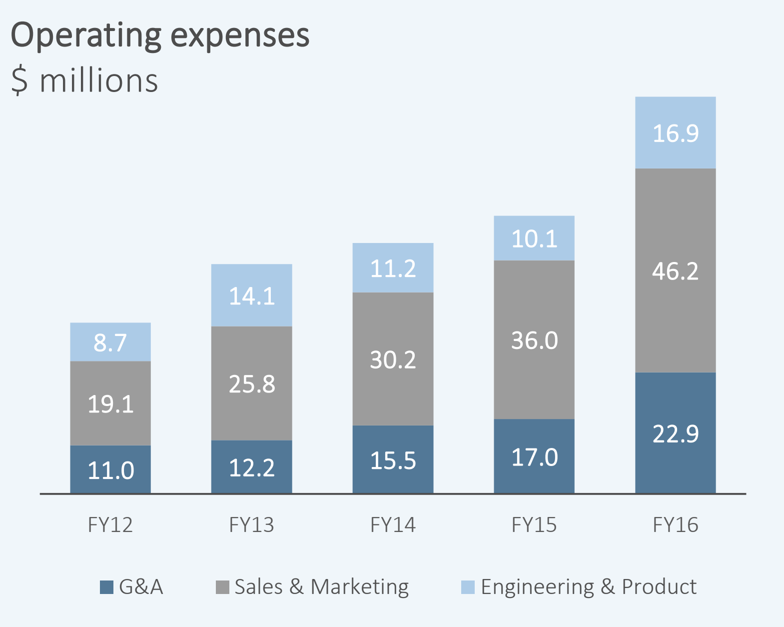


Revenue by vertical sector – FY16[1]



[1] Excludes Conject revenue.

Scaling the business while maintaining prudent cost control

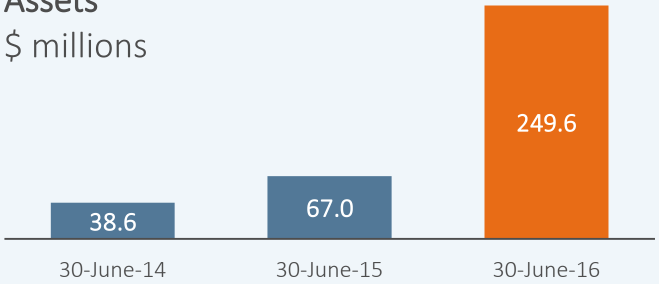


Reconciliation of R&D cash to expenses

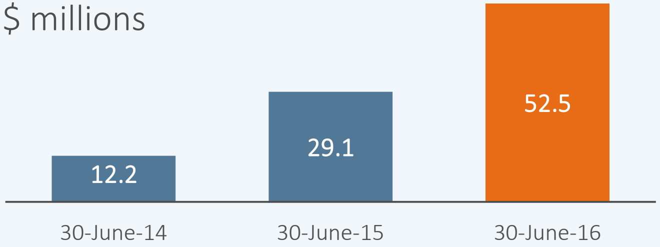
FY16	$ millions	% revenue
Revenue	123.4	
Cash expenditure – R&D	22.8	18.5%
Capitalised R&D	(10.1)	
Amortisation of capitalised R&D	4.2	
Statutory R&D expense	16.9	13.7%

Robust cash position boosted by capital raising

Assets
$ millions



Total cash and cash equivalents[1]
$ millions



[1] Including restricted cash.

Project name: Al Zorah | Industry: Residential & Commercial | Project size: US$1.6 billion | Location: Ajman, U.A.E.

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Growing demand for digital construction solutions

Construction is inefficient
- Majority of projects take 20% longer to finish than scheduled[1]
- ~80%+ run over budget[1]

Productivity is poor
- Has declined since the 1990s[1]
- Growth in productivity lags other industries[2]

Industry is among the least digitised
- IT expenditure is less than 1% of revenues[1]
- R&D spending is among the lowest of all industries[1]

Digital construction is gaining momentum

Digital collaboration and mobility	Next generation BIM	Data driven design and construction	Internet of things (IoT)	`Digital twin' and virtual handover	Advanced analytics
✓	✓	✓	✓	✓	✓

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Within 10 years, full-scale digitalisation will lead to annual cost savings of US$0.7 - $1.2 trillion (13-21%) in the engineering and construction phases and US$0.3 - $0.5T (10-17%) in the operations phase.[3]

[1] McKinsey Global Institute, June 2016 [2] The Boston Consulting Group (BCG), March 2016 [3] Sources: IHS Global Insight; BCG analysis, 2016

Momentum to capture this large market opportunity

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1. Grow the network

- Continue to serve market leaders
- Build on sales momentum in Americas
- Transition project customers to enterprise agreements
- Extend key account management

2. Increase customer value

- Drive Connected Cost roll-out
- Launch further insights and analytics functionality
- Deliver enhanced security through Aconex Gov

3. Drive performance

- Consolidate global leadership and position in Europe
- Maintain one set of operating systems and standards
- Continue to invest in people and culture

Balanced growth and profitability

Investment in:

- Product & engineering
- Sales & marketing
- Scaling our operating systems

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Project name: West Kowloon Cultural District | Industry: Residential & Commercial | Project size: US$2.8 billion | Location: Hong Kong

Thank you


MONASH AVE
DROP OFF / PICK UP
EMERGENCY
HOLLYWOOD
PRIVATE HOSPITAL

Appendix A: Reconciliation of statutory results to EBIT, EBITDA and NPAT from core operations

		Non-core adjustments				
Year ended 30 June 2016 ($000's)	Income statement per IFRS statutory accounts	Acquisition and integration costs	Foreign currency loss	Income statement from core operations	Depreciation and amortisation	EBITDA from core operations
Revenues	123,358	-	-	123,358	-	123,358
Cost of revenues	(31,279)	-	-	(31,279)	443	(30,836)
Gross profit	92,079	-	-	92,079	443	92,522
Engineering and product development	(16,898)	-	-	(16,898)	4,181	(12,717)
Sales and marketing	(46,168)	-	-	(46,168)	22	(46,146)
General and administrative	(27,056)	4,087	48	(22,921)	2,885	(20,036)
Profit before interest and tax (EBIT)	1,957	4,087	48	6,092	7,531	13,623
Finance income	381	-	-	381	-	-
Profit before income tax	2,338	4,087	48	6,473	-	-
Income tax benefit	3,398	-	-	3,398	-	-
Profit after tax	5,736	4,087	48	9,871	-	-

Appendix A: Reconciliation of statutory results to EBIT, EBITDA and NPAT from core operations

		Non-core adjustments					
Year ended 30 June 2015 ($000's)	Income statement per IFRS statutory accounts	Class A Preference Shares	Listing fees	Foreign currency loss	Income statement from core operations	Depreciation and amortisation	EBITDA from core operations
Revenues	82,447	-	-	-	82,447	-	82,447
Cost of revenues	(20,536)	-	-	-	(20,536)	613	(19,923)
Gross profit	61,911	-	-	-	61,911	613	62,524
Engineering and product development	(10,053)	-	-	-	(10,053)	2,608	(7,445)
Sales and marketing	(36,033)	-	-	-	(36,033)	15	(36,018)
General and administrative	(23,973)	-	5,104	1,846	(17,023)	992	(16,031)
Profit before interest and tax (EBIT)	(8,148)	-	5,104	1,846	(1,198)	4,228	3,030
Finance income	21,248	(20,979)	-	-	269	-	-
Profit before income tax	13,100	(20,979)	5,104	1,846	(929)	-	-
Income tax expense	(1,537)	-	-	-	(1,537)	-	-
Profit after tax	11,563	(20,979)	5,104	1,846	(2,466)	-	-

Appendix B: Reconciliation of statutory net operating cash flows to net operating cash flows from core operations

Reconciliation of net operating cash flows from core operations	Year ending 2016 ($000's)	Year ending 2015 ($000's)
Reported net operating cash flows	6,660	900
Add: Listing expenses	-	5,104
Add: Business acquisition and integration costs paid	2,115	-
Add: Payment of assumed Conject liabilities on acquisition	663	-
Net operating cash flows from core operations	9,438	6,004