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RPM AGM Presentation 23 October 2015

Runge Pincock Minarco

Agenda

- 1. Chairman's Address** Allan Brackin
- 2. CEO's Address** Richard Mathews
- 3. Formal Business** Allan Brackin
 - Financial Statements and Reports
 - Resolution 1: Director's Remuneration Report
 - Resolution 2: Re-election of Dr Ian Runge as Director
 - Resolution 3: Increase in capacity to issue equity securities
- 5. Close Meeting**

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Allan Brackin

Chairman Address



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Richard Mathews

CEO Address



Runge Pincock Minarco

FY2015 Business Highlights

Software revenue now represents 58% of total revenue and as such Standard and Poor's changed RPM's GICS classification from "Commercial Services and Supplies - Industrial" to "Software and Services - Information Technology".

Software license sales grew 63% to \$15.9m including enterprise product sales of \$9.6m

Maintenance revenue grew 9% to \$13.7m

Advisory division achieved a positive contribution of \$0.9m despite very difficult trading conditions

GeoGAS made a \$1.3m contribution - up 21% on FY2014 despite lower revenues

The Company made 3 software source code acquisitions, released two new software products and increased the size of its software development team by 60%

The Company completed a 3 year employee downsizing programme at a total cost of \$4.8m for annual savings of \$14.8m

A 2 year office downsizing programme has now been completed at a total cost of \$6.2m (includes accelerated depreciation, lease incentives, onerous leases etc.) which achieved an annual savings of \$3.1m

The Company achieved an Operating Profit (before one-offs and tax) of \$0.3m (2014: loss \$4.4m)

On the 30th September 2015, the Company had \$22.4m cash in the bank and no debt

Revenue By Division

Net revenue up 3% to \$62.0m

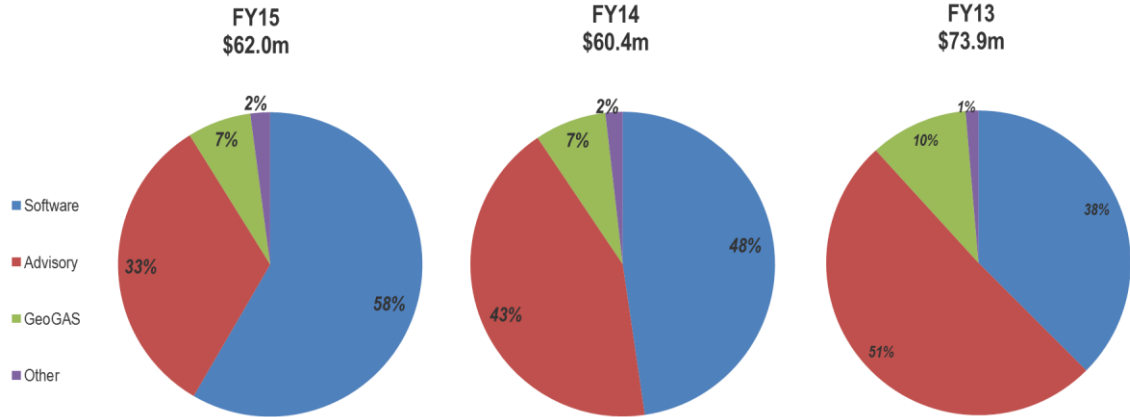
Software revenue up 26% to \$36.2m

- License sales up 63% to \$15.9m (best result in Company's history)
- Maintenance revenue up 9% to \$13.7m (best result in Company's history)

Advisory revenue down 22% to \$20.3m

GeoGAS revenue down 9% to \$4.2m

Software revenue now accounts for 58% of total revenue (2014: 48%, 2013: 38%)



Division	FY15	FY14	\$'var	%'var	FY13	\$'var	%'var
Software	36.2	28.8	7.4	26%	27.7	8.5	31%
Advisory	20.3	25.9	(5.6)	(22)%	37.5	(17.2)	(46)%
GeoGAS	4.2	4.6	(0.4)	(9)%	7.7	(3.5)	(45)%
Other	1.3	1.1	0.2	18%	1.0	0.3	30%
Net Operating Revenue	62.0	60.4	1.6	3%	73.9	(11.9)	(16)%

Software Division

Software revenue up 26% to \$36.2m

License sales up 63% to \$15.9m

- New commodity solutions and simulation product sales up 4% to \$2.4m

- New enterprise product sales up 554% to \$9.6m

Maintenance revenue up 9% to \$13.7m

Consulting revenue up 5% to \$7.7m

Increased operating investment

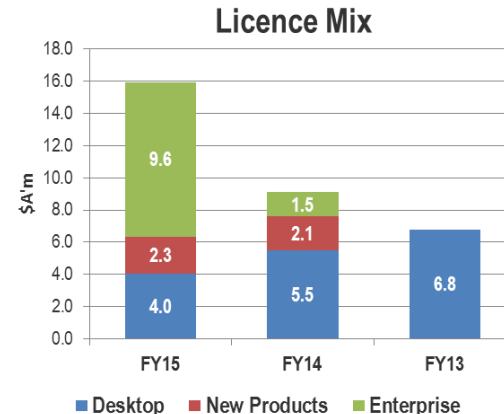
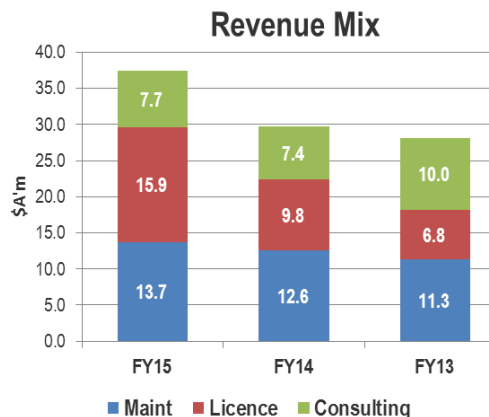
- Professional enterprise sales staff

- More hands-on customer interaction

- 60% increase in software development staff

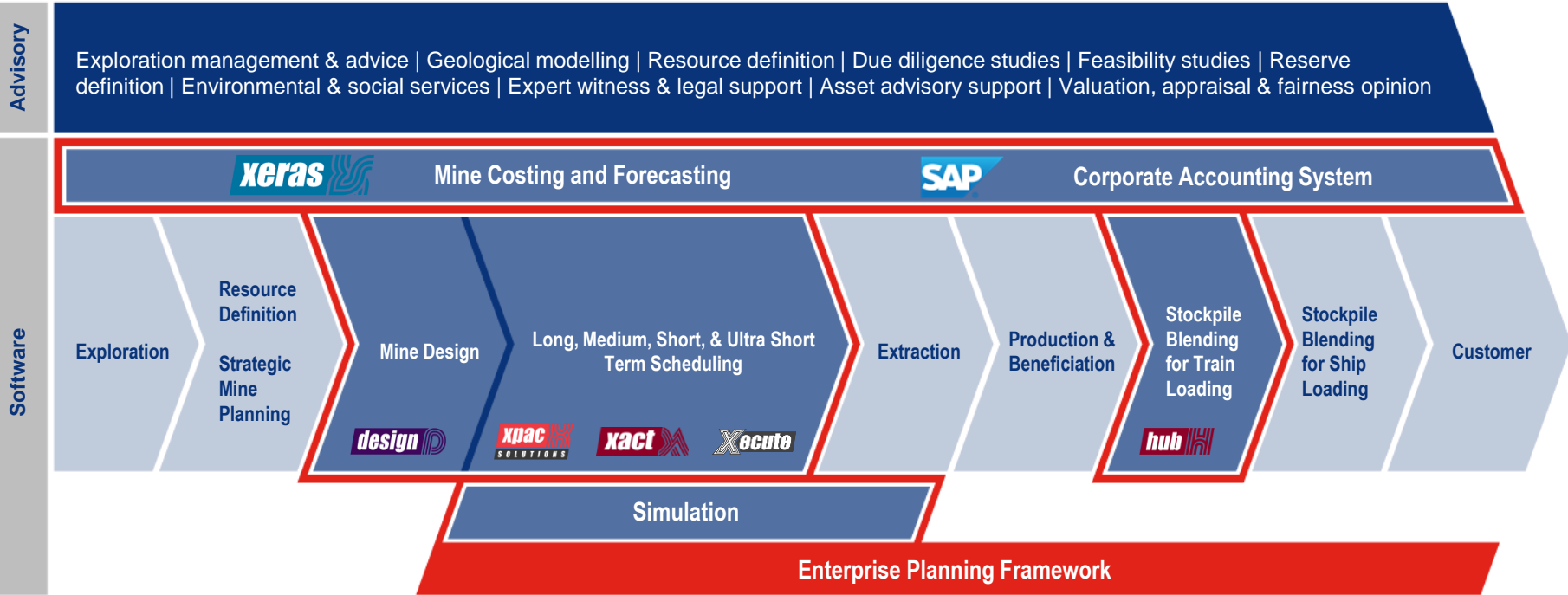
Contribution increased to \$9.2m (up 74%)

A\$m	FY15	FY14	\$ Var	% Var	FY13
<i>License</i>	15.9	9.8	6.1	62%	6.8
<i>Maintenance</i>	13.7	12.6	1.1	9%	11.3
<i>Consulting</i>	7.7	7.3	0.4	5%	10.0
<i>Direct expenses</i>	(1.1)	(0.9)	(0.2)	27%	(0.4)
Software revenue	36.2	28.8	7.4	26%	27.7
Operating expenses	(19.3)	(17.6)	(1.7)	10%	(19.1)
Gross Contribution	16.9	11.2	5.7	51%	8.6
Development Expenses	7.7	5.9	1.8	31%	5.9
Contribution	9.2	5.3	3.9	74%	2.7



Mining Value Chain - Where we fit

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New Product Adoption - FY2015 only

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OPEN PIT METALS **xpac SOLUTION**
CLIFFS
Taseko
ANGLO AMERICAN
centerraGOLD
Mount Gibson Iron
ROY HILL
OCEANA GOLD
ANTOFAGASTA MINERALS
arrium
MINING AND MATERIALS

Xecute
RPM Enterprise Planning Framework
hub
ISA
The International Society of Automation
bhpbilliton

OPEN PIT DIAMONDS **xpac SOLUTION**
ЛУКОЙЛ
НЕФТЯНАЯ КОМПАНИЯ

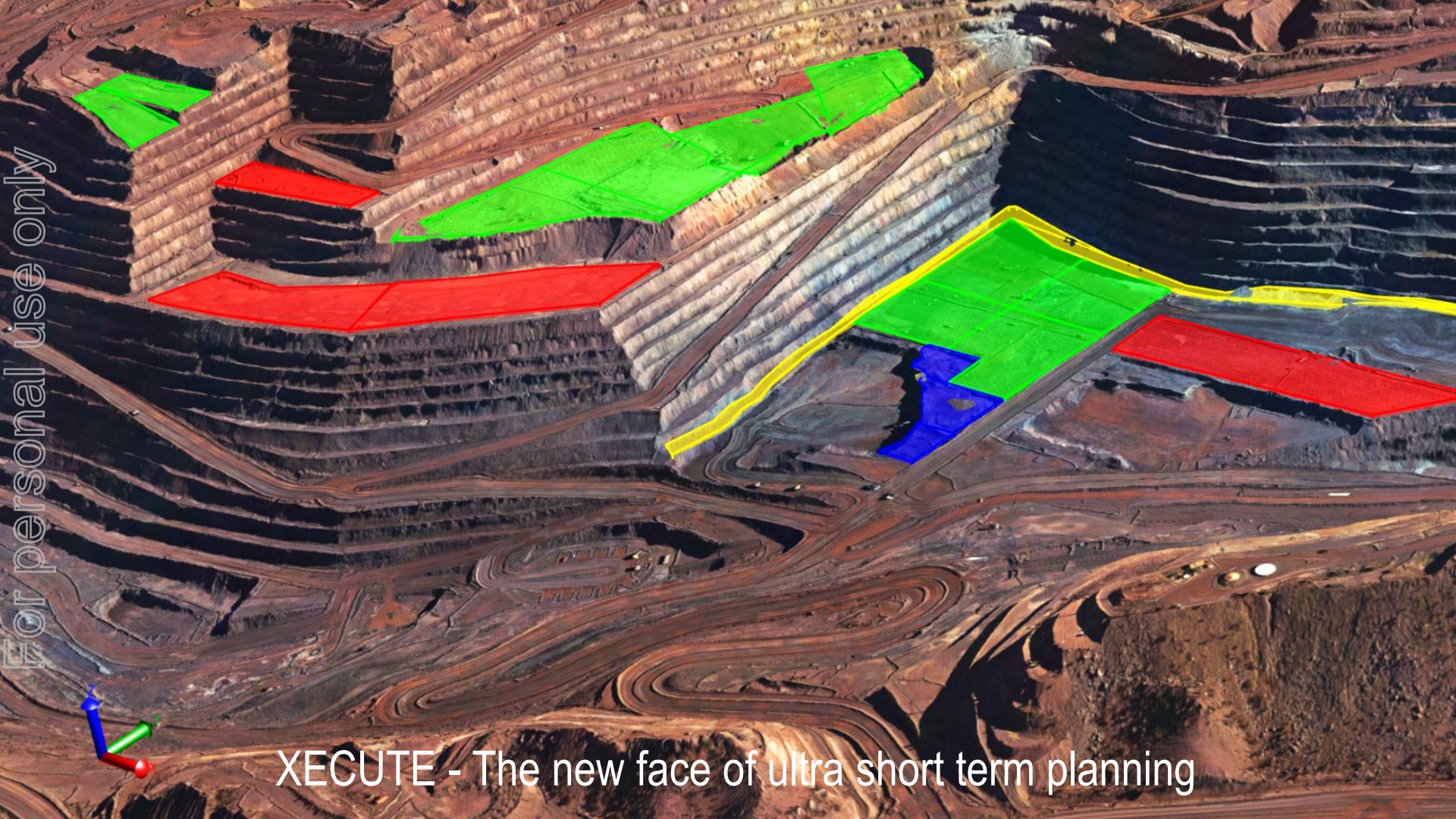
haulsim
ANGLO AMERICAN
VOLVO
Rio Tinto
SOUTHERN COPPER SOUTHERN PERU
EOSTRA MCC
MODULAR
ANTOFAGASTA MINERALS
KWAZI GROUP
GLENCORE

Xe XERAS FOR ENTERPRISE
DOMINION DIAMOND CORPORATION
GLENCORE
G-RESOURCES
FMG
YANCOAL
兗煤澳大利亚有限公司

Innovation

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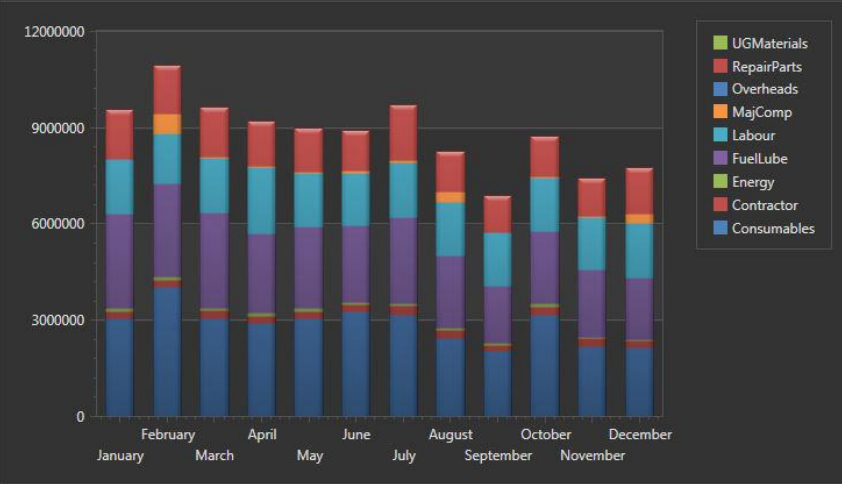
XECUTE - The new face of ultra short term planning

HAULSIM - The new face of mining simulation

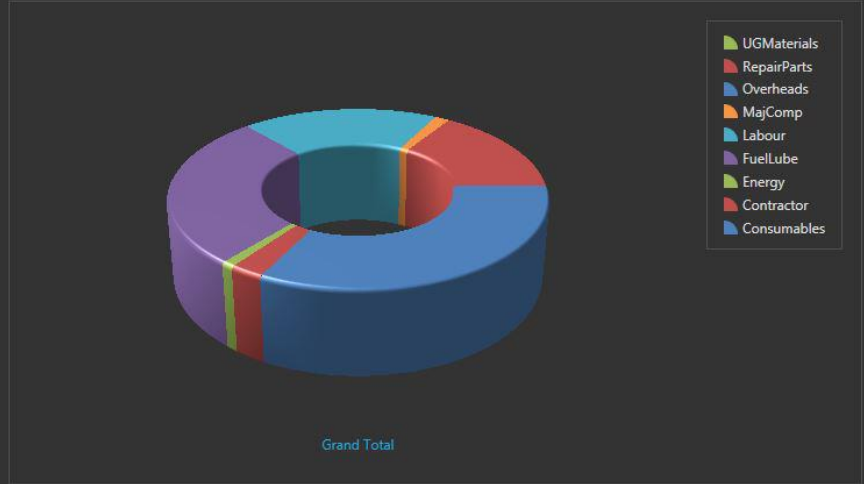
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Total Expenditure by Type



Total Expenditure Pie



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Initialize Model

Update Corporate Assumptions

Review Mine Plan

Update Equipment Costs

Update Employee Costs

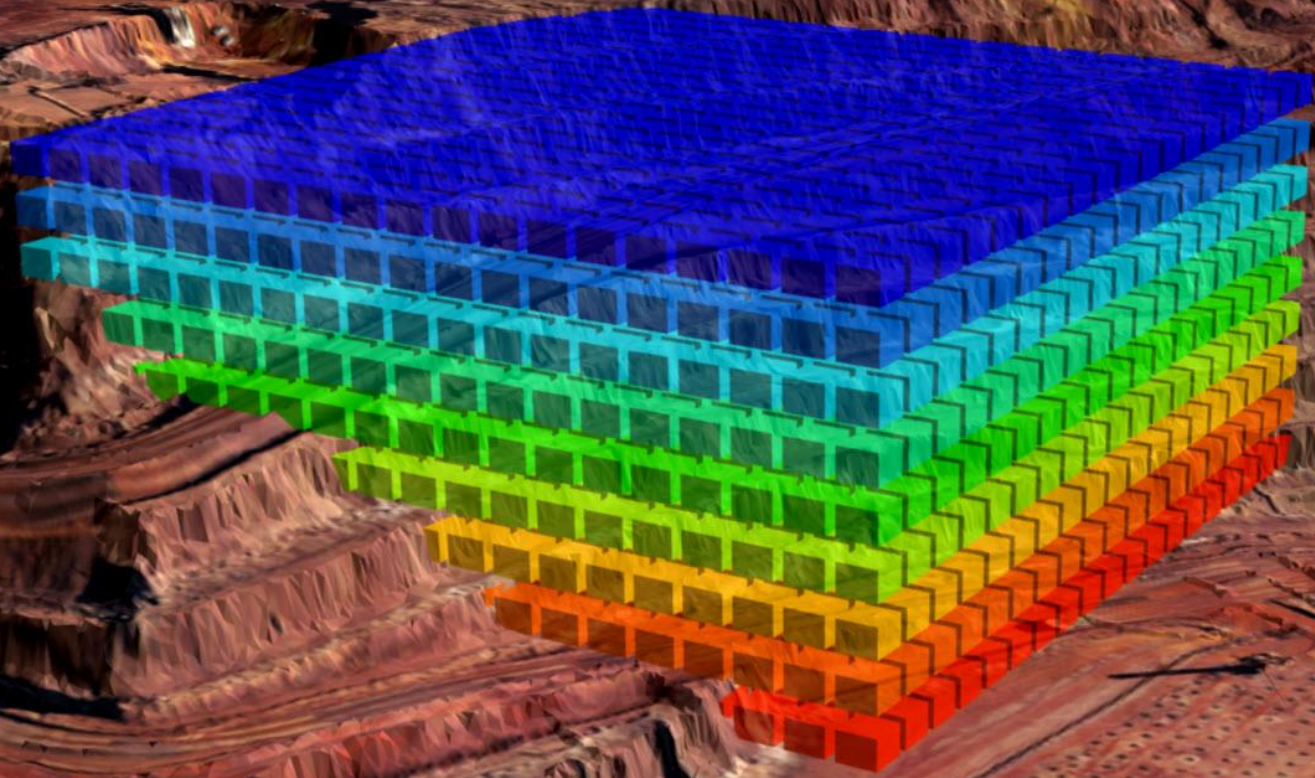
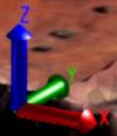
Update Production Costs

Update Administration Costs

Review Maintenance Cost Allocations

Review Standard Reports

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Spatial Database

Specific software focus for next nine months - Coal

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Allan Brackin
Chairman
Resolutions and Voting



Discussion on Financial Statements and Reports

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Resolution 1: Remuneration Report

Resolution	Vote Type	Voted	%	% of all securities
Remuneration Report	For	114,055,669	99.16	64.20
	Against	91,800	0.08	0.05
	Open-Usable	461,813	0.4	0.26
	<i>Board</i>	451,813	0.39	0.25
	<i>Non-Board</i>	10,000	0.01	0.01
	Open-Cond	418,666	0.36	0.24
	Open Unusable	0	N/A	0.00
	Abstain	17,820	N/A	0.01
	Excluded	27,762,886	N/A	15.63

Resolution 2: Re-election of Dr Ian Runge as Non-Executive Director

Resolution	Vote Type	Voted	%	% of all securities
Re-elect Dr Ian Runge	For	125,056,129	99.01	70.39
	Against	360,000	0.29	0.20
	Open-Usable	880,479	0.70	0.50
	<i>Board</i>	<i>870,479</i>	<i>0.69</i>	<i>0.49</i>
	<i>Non-Board</i>	<i>10,000</i>	<i>0.01</i>	<i>0.01</i>
	Open-Cond	0	0.00	0.00
	Open Unusable	0	N/A	0.00
	Abstain	16,512,046	N/A	9.29
	Excluded	0	N/A	0.00

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Resolution 3: Increase in capacity to issue equity securities

Resolution	Vote Type	Voted	%	% of all securities
Additional capacity to issue equity securities	For	129,891,181	90.98	73.12
	Against	11,985,994	8.40	6.75
	Open-Usable	880,479	0.62	0.50
	<i>Board</i>	870,479	0.61	0.49
	<i>Non-Board</i>	10,000	0.01	0.01
	Open-Cond	0	0.00	0.00
	Open Unusable	0	N/A	0.00
	Abstain	51,000	N/A	0.03
	Excluded	0	N/A	0.00

Further Business & Close

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Thank you

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