Full Year Review

TWELVE MONTHS TO 30 JUNE 2018

RPMGLOBAL

2018 FINANCIAL YEAR SUMMARY

- The company's Net Revenue grew by $0.8m (1%) to $67.6m (FY2017: $66.8m).
- The revenue growth in Advisory (17%), GeoGAS (44%), Software Consulting (19%), Software Support (13%) and Software Subscriptions (60%) offset the 42% reduction in perpetual software licenses.
- Perpetual software license revenue reduced by $9.8m to $13.6m (FY2017: $23.4m). Perpetual software license revenue attributable to one global customer was $10.3m less than the prior year.
- In November 2018 RPM introduced a subscription pricing option to complement its existing perpetual license offering. The company's run-rate of software subscription revenue is now $135,000 per month. Projecting this run-rate over a five year time horizon results in the company receiving up to $8.1m in cumulative subscription income.
- Investment in Research and Development rose by $1.2m (9%) to $14.0m (FY2017: $12.8m).
- The company reported $4.4m in Operating EBITDA (FY2017: $4.6m) and Profit after Tax of $0.2m (FY2017: $0).
- In FY2018 the company had operating cash inflows of $7.0m (FY2017: cash outflows of $3.1m) and after paying $4.1m in earn out and completion payments to the vendors of iSolutions, MineOptima and MinVu had a cash balance of $23.3m and no debt as at 30 June 2018.

FINANCIAL RESULTS SUMMARY

A$'m	2018	2017	$ Var	% Var
Revenue	**73.7**	**74.8**	***(1.1)***	*(1)%*
Direct Costs	(6.1)	(8.0)	*1.9*	*(24)%*
Net Operating Revenue	**67.6**	**66.8**	***0.8***	*1%*
Field Expenses	(40.7)	(40.1)	*(0.6)*	*1%*
Development Expenses	(14.0)	(12.8)	*(1.2)*	*9%*
Corporate Expenses	(8.5)	(9.3)	*0.8*	*(9)%*
Operating EBITDA	**4.4**	**4.6**	***(0.2)***	*(4)%*
Depreciation	(0.7)	(0.8)	*0.1*	*(13)%*
Amortisation	(2.7)	(2.0)	*(0.7)*	*35%*
Net Finance Costs	0.2	0.2	-	-
Restructure - Staff & Acquistions	-	(1.2)	*1.2*	-
iSolutions Earnout Increase	(0.3)	-	*(0.3)*	-
Russian Litigation Provision	(0.3)	-	*(0.3)*	-
Profit before Tax	**0.6**	**0.8**	***(0.2)***	*(25)%*
Net Profit After Tax	**0.2**	**-**	***0.2***	-

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BALANCE SHEET

A$'m	2018	2017	$ Var	% Var
Cash	23.3	20.3	3.0	15%
Receivables and WIP	24.8	26.8	(2.0)	(7)%
Property, Plant and Equipment	1.9	2.1	(0.2)	(10)%
Intangibles	10.6	7.5	3.1	41%
Goodwill	26.5	26.5	-	-
Deferred Tax	9.1	9.2	(0.1)	(1)%
Prepayments, Deposits, etc	1.5	1.9	(0.4)	(21)%
Total Assets	**97.7**	**94.3**	**3.4**	**4%**
Trade Payables	(7.5)	(8.6)	1.1	(13)%
Deferred and Contingent Consideration	(4.8)	(5.8)	1.0	(17)%
Provisions - Employees	(5.0)	(4.1)	(0.9)	22%
Provisions - Leases and Litigation	(1.1)	(1.0)	(0.1)	10%
Unearned Income	(13.6)	(11.9)	(1.7)	14%
Lease Straightlining, etc	(0.4)	(1.1)	0.7	(64)%
Total Liabilities	**(32.4)**	**(32.5)**	**0.1**	**-**
Share Capital	87.7	85.2	2.5	3%
Reserves and Retained Earnings	(22.4)	(23.4)	1.0	(4)%
Total Equity	**65.3**	**61.8**	**3.5**	**6%**

CASH FLOW

$'m	2018	2017	$ Var	2016
Net Cash Opening Balance	**20.3**	18.1	2.2	22.6
Cash from Operations	**7.0**	(3.1)	10.1	(0.8)
Payments for:				
Property Plant & Equipment	**(0.5)**	(0.6)	0.1	(0.6)
Software Acquisitions	**(4.1)**	(8.2)	4.1	(0.2)
	(4.6)	(8.8)	4.2	(0.8)
Proceeds from Exercise of Options, Capital Raising	**0.3**	14.4	(14.1)	-
Payments for Share Buyback	**-**	-	-	(2.9)
Net Increase in Cash	**2.7**	2.5	0.2	(4.5)
FX Restatement	**0.3**	(0.3)	0.6	-
Net Cash Closing Balance	**23.3**	**20.3**	**3.0**	**18.1**

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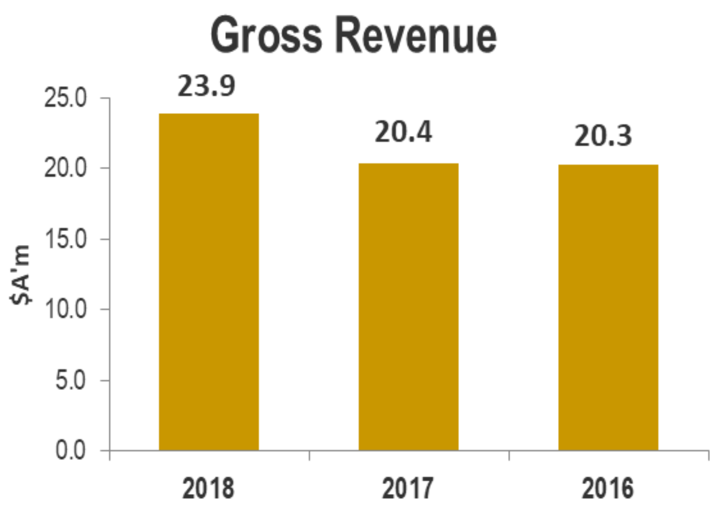
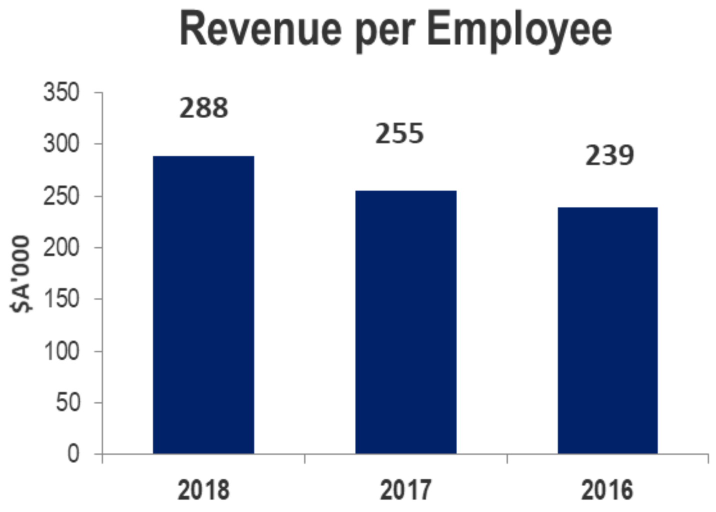
ADVISORY DIVISION

- The FY2018 Advisory Contribution was the highest since FY2014 ($1.4m).
- Average gross utilisation for the team increased by 20% year on year.
- Annual revenue per employee grew by 13% to $288,000.
- The company has continued to hire Advisory professionals to broaden its domain knowledge.
- Remain clear leader in coal advisory with 40% year-on-year growth in metals sales.

A$'m	2018	2017	$ Var	% Var	2016
Advisory Revenue	**23.9**	**20.4**	**3.5**	***17%***	**20.3**
Direct Expenses	(3.8)	(4.1)	0.3	*(7)%*	(3.4)
Net Revenue	**20.1**	**16.3**	**3.8**	***23%***	**16.9**
Operating Expenses	(17.2)	(15.3)	(1.9)	*12%*	(16.2)
Contribution	**2.9**	**1.0**	**1.9**	***190%***	**0.7**





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FY18 OPERATIONAL HIGHLIGHTS - SOFTWARE

- In July 2017 RPM released its Underground Metals Solution (UGMS) which filled a significant gap in the company's product offering. One customer has fully implemented UGMS into four of its underground mines.
- In August 2017 RPM acquired MineOptima, the industry standard software product for designing the optimal equipment access layouts for underground mines. The RPM development team is in the final development cycles of incorporating Stope Optimiser and Decline Optimiser functionality into UGMS which will significantly improve the competitiveness of this solution.
- In January 2018 RPM continued its push into mining shift operations through the acquisition of MinVu.
- In April 2018 the company released its Steeply Dipping Coal Solution (SDCS). RPM has already sold this product into two large mining companies who will each pilot this solution in their operating mines.
- Considerable development time was devoted to the new Underground Coal Solution which RPM expects to release in 2H19.
- The company completed 24 major software upgrades and 51 major functional upgrades during FY18.

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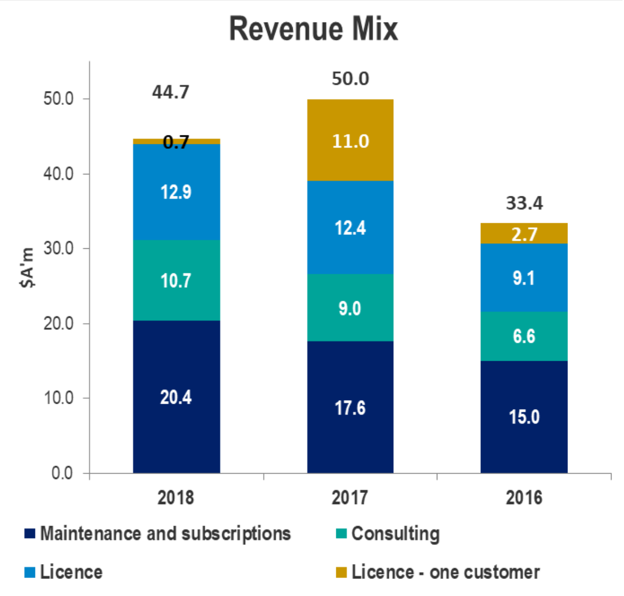
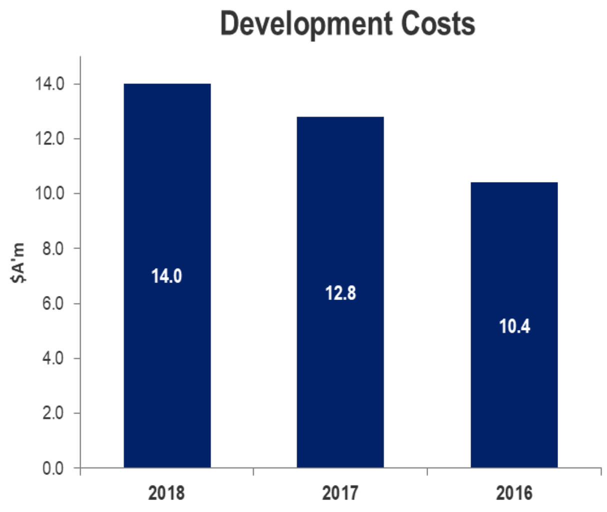
SOFTWARE DIVISION

- The year on year decrease in licence revenue is completely attributable to one customer not buying software in FY18.
- The company recognised $0.7m of the $2.8m in deferred perpetual license revenue carried over from FY17 and now expects to recognise the balance in FY19.
- The company is currently receiving $135,000 per month in subscription revenue.
- 12 net software consultants were added in the second half of FY18.
- Operating expenses decreased as a result of previous restructuring and a reduction in sales commissions.
- The company expects annual software development costs to remain steady at $14.0m for FY19.

A$'m	2018	2017	$ Var	% Var	2016
License - one customer	0.7	11.0	*(10.3)*	*(94)%*	2.7
License - other customers	12.9	12.4	*0.5*	*4%*	9.1
Subscriptions	0.8	0.5	*0.3*	*60%*	-
Maintenance	19.6	17.3	*2.3*	*13%*	15.0
Consulting	10.7	9.0	*1.7*	*19%*	6.6
Software Revenue	**44.7**	**50.2**	**(5.5)**	***(11)%***	**33.4**
Direct Expenses	(2.4)	(4.0)	1.6	*(40)%*	(0.9)
Net Revenue	**42.3**	**46.2**	**(3.9)**	***(8)%***	**32.5**
Operating Expenses	(20.9)	(22.7)	1.8	*(8)%*	(17.6)
Gross Contribution	**21.4**	**23.5**	**(2.1)**	***(9)%***	**14.9**
Software Development	(14.0)	(12.8)	(1.2)	*9%*	(10.4)
Contribution	**7.4**	**10.7**	**(3.3)**	***(31)%***	**4.5**





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NEW SOFTWARE CUSTOMERS

During FY2018 RPM welcomed **25** customers who licensed RPM software for the first time. These customers acquired specific RPM solutions to address their particular business needs.

emeco
POLYUS
ENDEAVOUR MINING
THE DOE RUN COMPANY
MA'ADEN معادن Saudi Arabian Mining Company شركة التعدين العربية السعودية
FERREXPO
CMOC CMOC International
GAC UNE FILIALE D' EGA
BATHURST RESOURCES LIMITED
كوميدات COMEDAT شركة كوميدات السعودية المحدودة SAUDI COMEDAT COMPANY LIMITED
FIRST QUANTUM MINERALS LTD.
SIMEC
SERITI
COLLAHUASI
NuevaUnión
CRH
Nutrien
BOTETI MINING (PTY.) LTD.
UMK UNITED MANGANESE OF KALAHARI
Moose Mountain Technical Services
MINERA SAN CRISTÓBAL S.A.
BCM BCM GROUP
PT. MADHANI TALATAH NUSANTARA Construction and Mining Contractors
Mirabela Mineração do Brasil LTDA
Australian Remanufacturing

NEW PRODUCT ADOPTION - FY2018

Xeras ENTERPRISE
AGNICO EAGLE
Nutrien
CMOC International
SIMEC
FIRST QUANTUM MINERALS LTD.
MACMAHON
MINERA SAN CRISTÓBAL S.A.

haulsim
GOLDCORP
THE DOE RUN COMPANY
Wesfarmers
ENDEAVOUR MINING
SUNCOR ENERGY
OZ MINERALS
KINROSS
ANGLO AMERICAN
POLYUS
Mirabela Mineração do Brasil LTDA
COMEDAT
SAUDI COMEDAT COMPANY LIMITED
COLLAHUASI
Canadian Natural

AMT®
tharisa
GOLD FIELDS
Oldcastle®
FINNING CAT
MACMAHON
emeco
FERREXPO
Australian Remanufacturing
BCM GROUP

Simulate
KOMATSU

Xecute
UMK UNITED MANGANESE OF KALAHARI
ANGLO AMERICAN

OPEN PIT METALS xpac SOLUTION
MA'ADEN Saudi Arabian Mining Company
NuevaUnión
GAC UNE FILIALE D' EGA
ANGLOGOLD ASHANTI
SIMEC
COLLAHUASI
FIRST QUANTUM MINERALS LTD.

OPEN PIT DIAMONDS xpac SOLUTION
BOTETI MINING (PTY.) LTD.

OPEN CUT COAL xpac SOLUTION
PT ARUTMIN INDONESIA
ANGLO AMERICAN
SERITI
exxaro

STEEP COAL xpac SOLUTION
PT ARUTMIN INDONESIA
GLENCORE

2019 FINANCIAL YEAR OUTLOOK

- Sustained positive commodity prices are providing mining companies with confidence to investigate or develop new sources of resource supply. As a result RPM forecasts its Advisory division to continue to perform strongly during FY19.

- It has become clear that the competitive advantage that RPM's asset maintenance products (AMT) have in the heavy mobile equipment space can cross-over into other asset intensive industries. This is an area RPM will explore in FY19.

- Mining companies are increasingly wanting to use live data to compare mining equipment performance against shift plans. The combination of MinVu and RPM's other solutions strategically places the company in a very strong position to address this multi fleet challenge in the near term which in turn is forecasted to result in growth in sales of the MinVu product suite during FY19.

- RPM expects to see a greater percentage of subscription license transactions concluded in FY19 now that the company has a better understanding of the metrics different industry participants want to use.

- RPM's Board and Management remain excited about RPM's Software division and in particular the number of new customers (25 in FY18) who have purchased RPM's products. It is believed that as these customers become more familiar with the breadth and depth of RPM's software offering and the value that can be extracted from those solutions through enterprise integration they will look to expand their use across all of their operations.

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The material in this presentation is a summary of the results of RPMGlobal Holdings Limited (RPM) for the full year ending 30 June 2018 including historical financial information from the prior financial year's results as announced to the market and an update on RPM's business and activities and is current at the date of preparation, 29 August 2018. Events (including changes to any of the data and information that RPM used in preparing this presentation) may have occurred since that date which may impact on the information contained in this presentation and make them unreliable. RPM is under no duty to update this presentation though it reserves the right to do so.

Further details are provided in RPM's Appendix 4E and Annual Report for the full year ended 30 June 2018 released on 30 August 2018.

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