

# 2023 Annual General Meeting Chairman & Managing Director's Addresses

RPMGlobal Holdings Limited ACN 010 672 321

2023 Annual General Meeting (**AGM**) to be held *virtually* at **10.00 am** (Brisbane time) on **Friday, 20 October 2023** via the online platform available at

<https://meetnow.global/ML9D5W6> (**AGM**):

<b>Location</b>	Online Platform - <a href="https://meetnow.global/ML9D5W6">https://meetnow.global/ML9D5W6</a>
<b>Date</b>	Friday, 20 October 2023
<b>Time</b>	10:00 am (Brisbane time)

## Chairman's Welcome and Speech

Good morning, ladies and gentlemen. As the time is 10 am, I want to welcome everyone online to the 2023 Annual General Meeting of RPMGlobal Holdings Limited.

My name is Steve Baldwin and I am Chair of the Board of RPM.

Today's meeting is being held online via the Computershare platform. This meeting platform allows Shareholders, Proxies and Guests to attend the meeting virtually. All attendees can watch a live webcast of the presentation and audio of the meeting. In addition, shareholders and proxies can ask questions and submit votes.

The meeting has been called under the Notice of Meeting, issued on 18 September 2023.

Before we proceed with the formal items of business, Richard will provide a brief

update on a few areas of the business.

## **Managing Director's Speech**

The company finished financial year 2023 strongly, selling \$23.1 million in software licenses in late June. Total software sales for 2023 came in at \$70.5 million, 25% up on the previous financial year. With such a strong finish to last year we had expected a slow start to this year however we closed \$13.2 million in software licenses in quarter one up 154% on quarter one last year.

It was not just the software division that had an excellent 2023, the Advisory division lifted revenue to \$31.3 million up 18% on the previous financial year. Like the software team they have also gotten off to a great start to the 2024 financial year closing \$15.8 million in Advisory service in quarter one, up 71% on quarter one last year.

Underlying EBITDA for financial year 2023 came in at \$15 million up 114% over the previous year.

Unfortunately, this strong operational performance has not been reflected in the company's share price which continues to languish around \$1.50.

In late May the company announced its intention to extend the current on-market share buyback (which started in May 2022) for a further 12 months, as part of the company's ongoing capital management strategy.

I can confirm that to date we have acquired 9.5 million shares at an average price per share of \$1.55 spending \$14.73 million in total since the buyback started. While the

Board believes the company's share price is undervalued, it intends to continue this share-buyback.

On the 3<sup>rd</sup> of October 2023 the company increased its full year 2024 revenue guidance by \$2 million and its profit guidance by \$1 million.

The Board met earlier this morning and we are comfortable to reconfirm this most recent guidance for the 2024 financial year, which is total revenue in the range of \$107.0 million to \$112.0 million, underlying EBITDA in the range of \$18.5 million to \$20.5 million and Profit before Tax in the range of \$13.5 million to \$15.0 million.

I will now hand back to Steve to continue the formal items of business.

## **Formal Items of Business**

Thank you Richard, I will now proceed with the formal part of proceedings. Voting today will be conducted by way of a poll on all items of business as detailed in the Notice of Meeting, issued on 18 September 2023.

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