


# Investor Presentation

February 2018

# Corporate Snapshot

| Corporate Overview | |
|---|---|
| Code | CRO |
| Share Price | $0.07 |
| Issued Capital[1] | 301m |
| Market Cap | $21.1m |
| Options[2] | 34.13m |

*[1] Includes 69.3 million escrowed shares*

*[2]Average exercise price of 4.53 cents*

**Historical Share Price Performance**




| Board | |
|---|---|
| **Chairman** | Peter Richards |
| **Managing Director** | Mike Mulvey |
| **Executive Director** | Adrian Floate |
| **Non-Executive Director** | Stephen Dale |
| **Non-Executive Director** | Marcus L'Estrange |

| | Top Shareholders | % |
|---|---|---|
| 1 | RARE AIR NOMINEES PTY LTD | 12.65 |
| 2 | RAPTOR GLOBAL CORPORATION LTD | 10.35 |
| 3 | GOLDFIRE ENTERPRISES PTY LTD | 7.88 |
| 4 | MR MARK ANDREW LINNEY <M A LINNEY FAMILY A/C> | 2.64 |
| 5 | NORTHERN GRIFFIN PTY LTD | 2.44 |
| | **TOP 40** | **67.22** |

# Providing a SaaS Solution To Businesses Across Australia

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## The Problem

- Businesses typically have a mix of hardware and software systems that have been cobbled together over many years.
- Most of these systems do not work well together, if at all.
- Modernisation has typically been expensive and cost prohibitive to implement. Most small to medium enterprise businesses are yet to modernise!

## The Solution

- Cirralto's technology solution enables businesses to retain essential data whilst migrating across to new, cloud based, fully connected and integrated systems.

## Revenue Model

- Cirralto earns both upfront and recurring revenues.  Typical customer contracts are 36 months
  - Deliver 50% of revenue in year 1
  - 25% of revenue in each subsequent year
  - expect 90% renewal / contract extension with similar future revenue earnings

## Addressable Market

- McKinsey estimates the world market in 2016 to be USD 7 Billion - almost every business will need to modernise in some way to participate in the digital economy.

# Key Market Verticals With Immediate High Demand For Change

## Convenience Retail



**Current Pipeline**

340 stores

**Modernisation requirement**

POS, eCommerce, 3PL integration

## National Franchise



**Current Pipeline**

3500 franchisees

**Modernisation requirement**

POS, Service Management, Finance Integration

## Food Service



**Current Pipeline**

750 venues

**Modernisation requirement**

Procurement and mobile ordering

## Automotive



**Current Pipeline**

15000 workshops

**Modernisation requirement**

Procurement, POS, eCommerce and Integration Solutions

## Not For Profits



**Current Pipeline**

14 Customers

**Modernisation requirement**

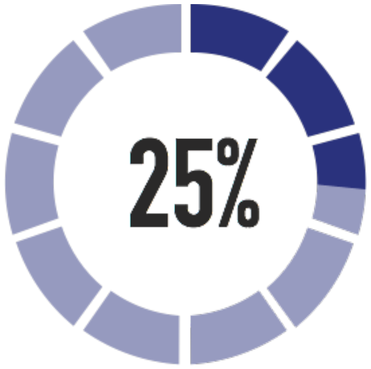
eCommerce, Procurement, eCatalogue

# Cirralto's Business Model

## Typical Contract




Year 1




Year 2




Year 3




Year 4

Year 1 combines implementation fees and software subscription income. The customer project is delivered and the modernisation of the business is completed.

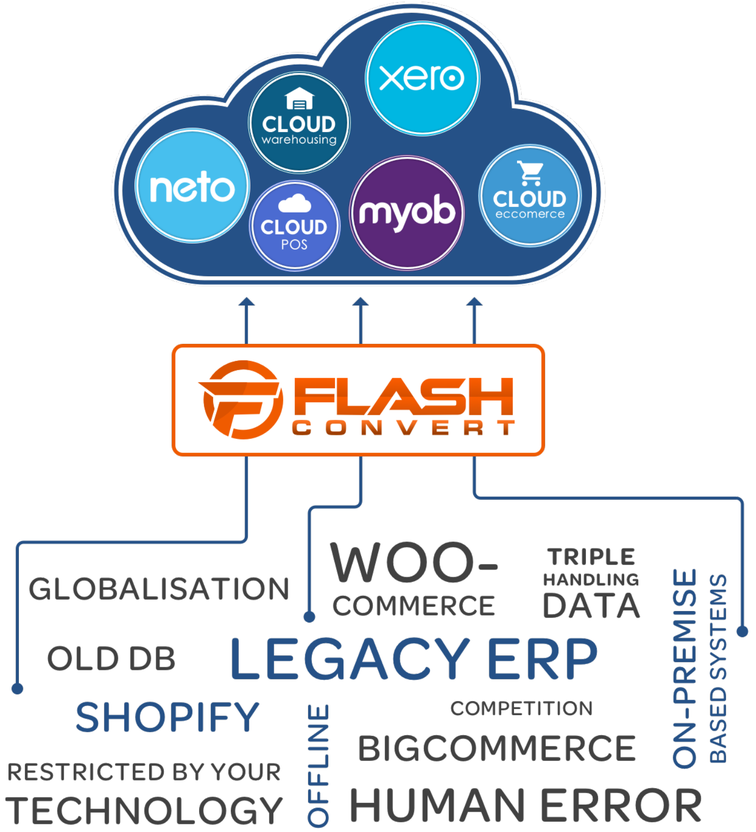
In year 2, 3 and beyond Cirralto earns software subscription income as the customer is operational and enjoys the ROI benefits of the project.

Telstra provides billing & customer finance for a majority of deals.

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# WHAT IS OUR IP?

## Digital Modernisation Platform



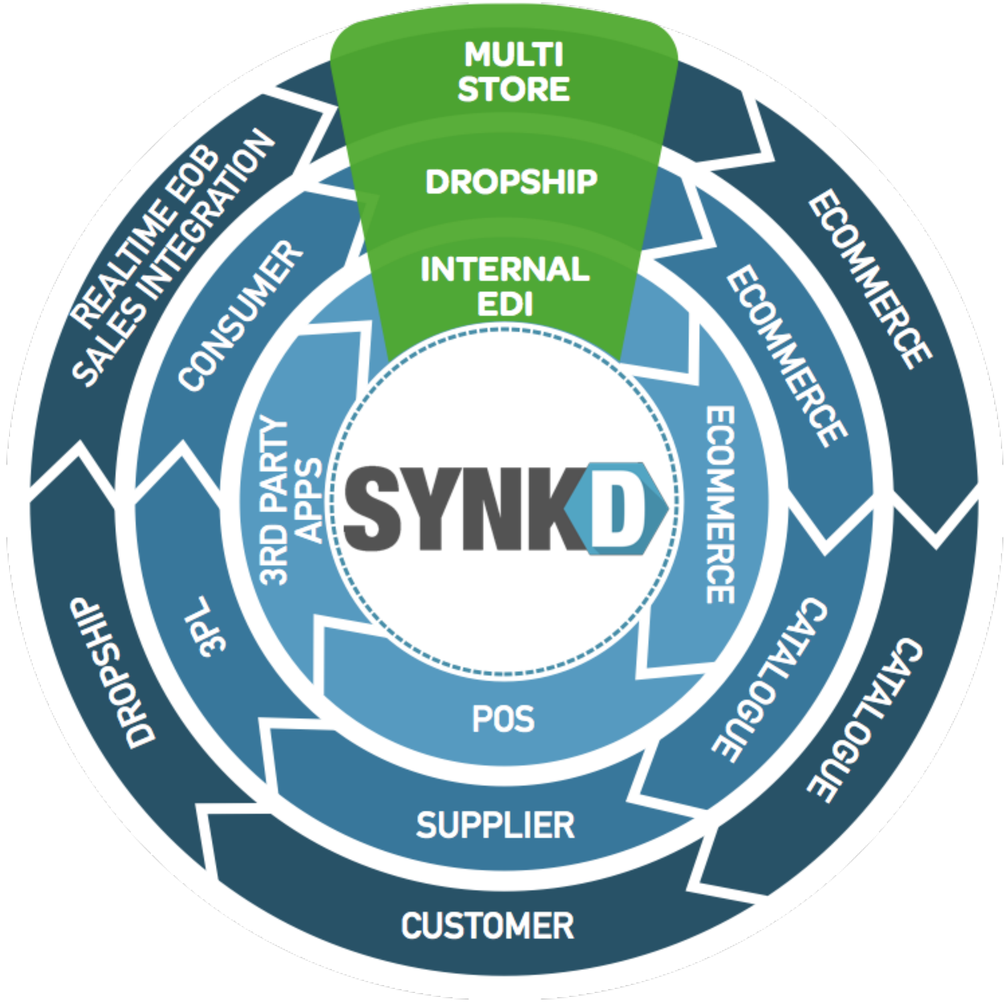

**Our modernisation process takes business through a digitisation of legacy data via the Flashconvert platform. This enables historical data to be migrated to contemporary formats to be used in cloud enabled environments.**

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# WHAT ARE WE SELLING?

*Digital Commerce Business Solutions*

## INTEGRATION SERVICE PLATFORM



# Go to Market Strategy

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1.

Leverage the strong Telstra Partnership



2.

Value Added Resellers



3.

Partnering with Independent software companies for modernisation solutions



4.

Forge revenue sharing arrangements with eCommerce, POS, App, EFTPOS and accounting software vendors



*Our Partners*

BRAINS

Appstablishment.

neto

azentro™ VOICE • VISION • DATA

xero

# Delivering Customer Solutions

## Significant wins in the Pool Services Industry and National Franchise services group.

Two major initiatives implemented with international franchising groups to:

- Modernise legacy systems and processes through digitisation.
- Create savings for each of the franchise businesses through productivity gains.
- Improve operational efficiencies from distributed catalogues and virtual warehouses.

Targeting a contracted user base in excess of 1,500 businesses by year end 2018 equalling 60% Market Share in this vertical.



# Revenue and Cashflow

- Strong revenue growth expected in 2018
- Operational cashflow break even March 2018
- Revenue guidance increased to $4.2 million in FY18 with strong growth potential in FY19



# 2018 & Beyond

Focus on Franchise and Buying Group initiatives to dominate modernisation space in AU/NZ region.

Leverage opportunities to add value to our incumbent customer base and grow average revenue.

Launch Global business units to deliver our bundles in overseas markets based on local success.

Expand relationships with ISVs to develop new business streams in aligned sectors of current business.

Grow the Telstra Partnership inline with new vertical markets and extend the relationship into Telco.



# The Executive



## Mr Michael Mulvey
## (Managing Director)

Mike's career in the technology sector spans more than 30 years with significant senior leadership experience and a strong track record of achieving value creating growth through innovation and disciplined strategies.
He brings a wealth of Senior Executive experience in key management positions across a wide range of companies. Mike brings with him a strong sales, management development and growth ethos and has enjoyed successful careers at Nokia and Tait Communications in senior positions across most aspects of Executive Management. He has extensive industry knowledge across many technology fields and industry verticals.



## Mr Adrian Floate
## (Executive Director)

Adrian is an IT innovator who has been building software for 20 years. He has founded, built and sold several technologies businesses and worked in Asia, Australia, the UK and US. Adrian has both private and public company experience at executive level.  He is a business strategist that looks to overcome complex problems with software automation solutions.
Adrian has worked in supply chain management systems since 1997 and has experience in manufacturing, wholesale distribution, retail and eCommerce.

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# INVESTOR RELATIONS




## MIKE MULVEY
**Managing Director**

**E:** mike.mulvey@cirralto.com.au

**M:** +61 428 976 740



## SYDNEY OFFICE
Level 13
333 George Street
Sydney, NSW, 2000

## PERTH OFFICE
27 Oxford Close
West Leederville
Perth, WA, 6007

**W:** cirralto.com.au

**P:** 1300 887 899