

Investor Presentation

H1 FY17 Results

Anthony Woodward - CEO

Agenda

H1 FY17 Results Summary

H1 FY17 Results Detail

Operations Update

Strategic Update

FY17 Guidance

Appendix

H1 FY17 Financial Results Summary

Comparisons to H1 FY16

Revenue \$24.5m



13%

Underlying¹ EBIT loss (\$2.7m)



-\$2.8m

Underlying¹ EBITDA loss (\$0.4m)



-\$2.9m

Underlying^{1,2} NPAT loss (\$1.5m)



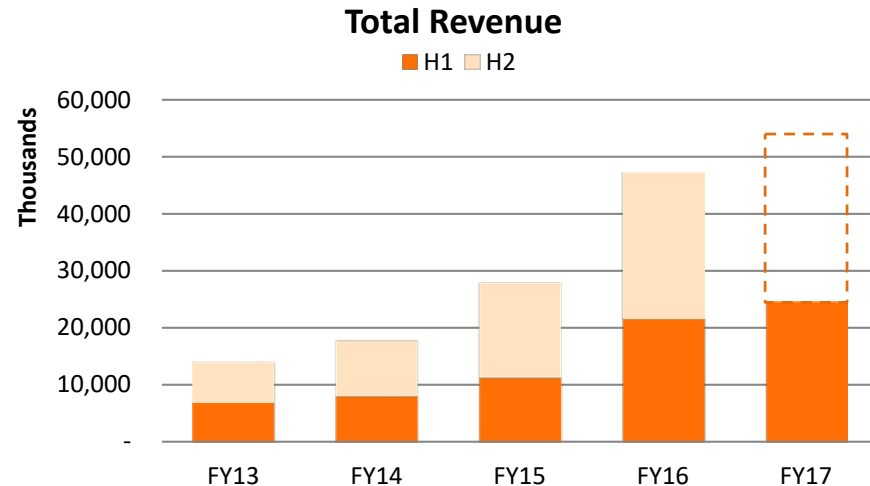
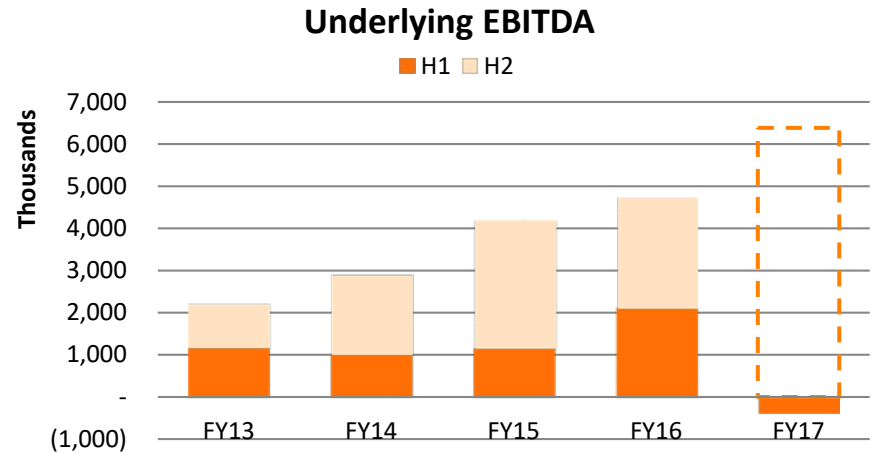
-\$1.6m

Operating Cash Flow (\$576k) – incl. \$809k restructuring

1. Excluding capitalised development cost write-downs, and restructuring costs. 2. Excluding Deferred Tax Benefit on write-downs

H1 FY17 Result Detail

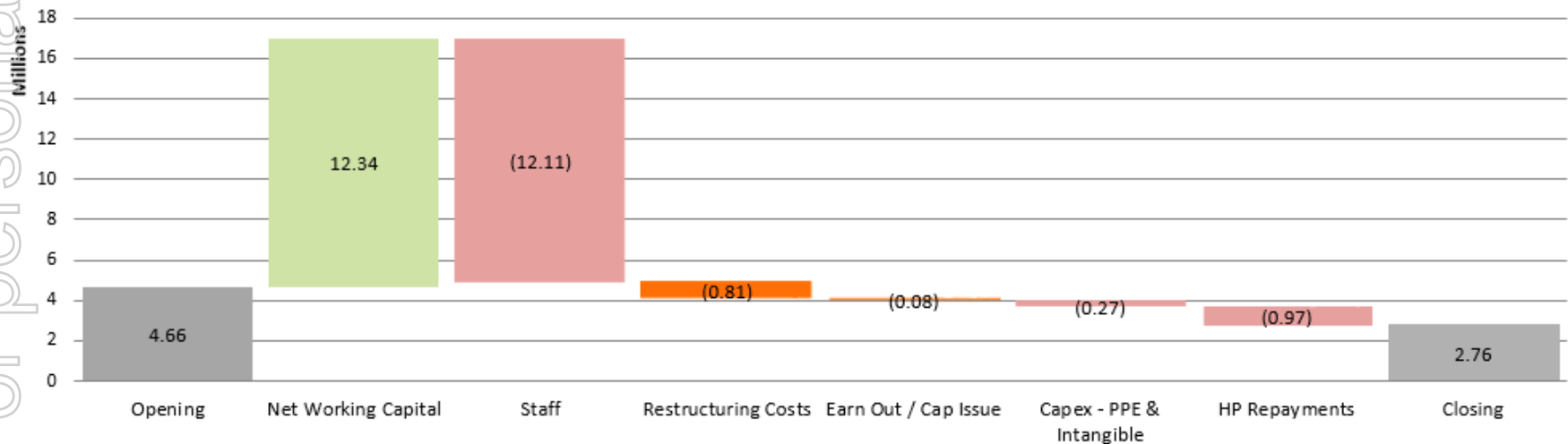
Underlying	FY16	H1 FY16	H1 FY17
Sales revenue	\$47.2m	\$21.6m	\$24.5m
Other income	\$0.3m	\$39k	\$310k
Consumables Used	(\$20.6m)	(\$9.2m)	(\$13.3m)
Employee benefits expense	(\$15.8m)	(\$7.3m)	(\$9.4m)
Consulting	(\$2.4m)	(\$1.0m)	(\$0.5m)
Other expenses	(\$4.6m)	(\$2.5m)	(\$2.8m)
Adj for restructuring costs			\$0.8m
Adj for acquisition costs	\$0.5m	\$0.4m	\$0
Underlying EBITDA	\$4.7m	\$2.1m	(\$0.4m)
Depc'n and Amort	(\$3.8m)	(\$2.0m)	(\$2.3m)
Underlying EBIT	\$0.9m	\$0.1m	(\$2.7m)
Net Interest	(\$0.1m)	(\$51k)	\$0.1m
Income Tax	\$0.05m	(\$18k)	\$1.1m
Underlying NPAT	\$0.8m	\$60k	(\$1.5m)
Adjustments to Reported	FY16	H1 FY16	H1 FY17
Financial Liabilities	\$0.7m	(\$466k)	
Bargain Purchase	\$0.6m	\$1.9m	
Acquisition costs	(\$0.4m)	(\$410k)	
Restructuring costs			(\$0.8m)
Capitalised Dev W/O (net of tax)			(\$3.1m)
Net Profit / (Loss) after Tax	\$1.8m	\$1.1m	(\$5.4m)



Cash Flow Analysis

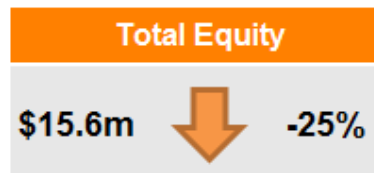
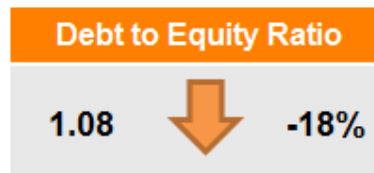
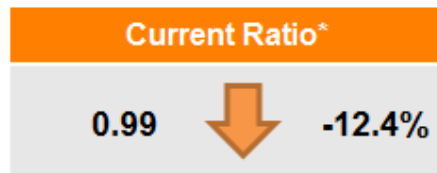
- Operating Cash outflows of (\$576k), inclusive of \$809k restructuring costs

FY16 Net Cash Flows by Category



Balance Sheet Update

- Net assets down \$5.2m on FY16
 - \$3.6m decrease in intangibles assets through capitalised development write downs
 - \$1.3m reduction in Goodwill through purchase price allocation finalisation
 - Total borrowings increase \$0.3m



	Dec-16	Jun 16
Cash and cash equivalents	\$2.8m	\$4.7m
Trade and other receivables	\$7.2m	\$7.4m
Other current assets	\$2.0m	\$2.2m
Total current assets	\$11.9m	\$14.3m
Property, plant and equipment	\$8.5m	\$8.6m
Intangible assets (incl Goodwill)	\$8.4m	\$13.9m
Other non-current assets	\$3.7m	\$2.4m
Total current assets	\$20.5m	\$24.9m
Total assets	\$32.4m	\$39.2m
Trade and other payables	\$9.6m	\$8.1m
Borrowings	\$1.7m	\$1.4m
Other current liabilities	\$2.6m	\$5.3m
Total current liabilities	\$13.9m	\$14.8m
Borrowings	\$2.0m	\$1.6m
Other non-current liabilities	\$891k	\$1.9m
Total non-current liabilities	\$2.9m	\$3.6m
Total liabilities	\$16.8m	\$18.3m
Net assets	\$15.6m	\$20.8m
Issued capital	\$25.1m	\$25.0m
Other components of equity	(\$7.5m)	(\$7.6m)
Retained earnings	(\$1.9m)	\$3.4m
Total equity	\$15.6m	\$20.8m

* Excluding non-cash liabilities

Operational Update

transition and transformation

- Re-structuring and cost reductions implemented in H1 FY17
 - \$809k restructuring costs
 - Redundancies and right-sizing of c.30 people in key engineering teams
 - Improved efficiency in recurring revenue delivery
 - \$4.5m annualised savings realized, to take effect from H2 FY17
- Improved Professional Services Operations and Governance
 - New COO commenced 1 September 2016
 - New Project Management Office (PMO), following best practice
 - Re-skilled and merged engineering team to better meet customer needs
 - Recent customer projects show improved delivery capability
 - New Zealand business operational integration completed
 - Strong pipeline expected to deliver growth in H2 Professional Services revenues

Strategic Update

- Refreshed Professional Services and Consulting offerings gaining traction in market
- First recurring revenue value-added offerings released to market
- Release of Microsoft Azure offering in October 2016 gaining market interest
- Multi-cloud oriented approach to servicing Mode 1 and Mode 2 cloud workloads
- New consulting offerings such as Devops & Agile resulting in success stories such as Ubank
- Cohesive product set positions Bulletproof as the leading, end to end cloud services partner in Australia and New Zealand
- Management remains focused on sustainable revenue and profit growth as initiatives roll out

FY17 Guidance Confirmed

Comparisons to FY16

Total Revenue c.\$54m



14%

Underlying¹ EBIT \$1.5m



73%

Underlying¹ EBITDA \$6.0m



27%

1. Exclusive of capitalised development cost write-downs, and restructuring costs.

Appendix

Corporate Overview

Bulletproof Timeline

Bulletproof Services

Customer Case Studies

Key Customers

Company Overview - Snapshot

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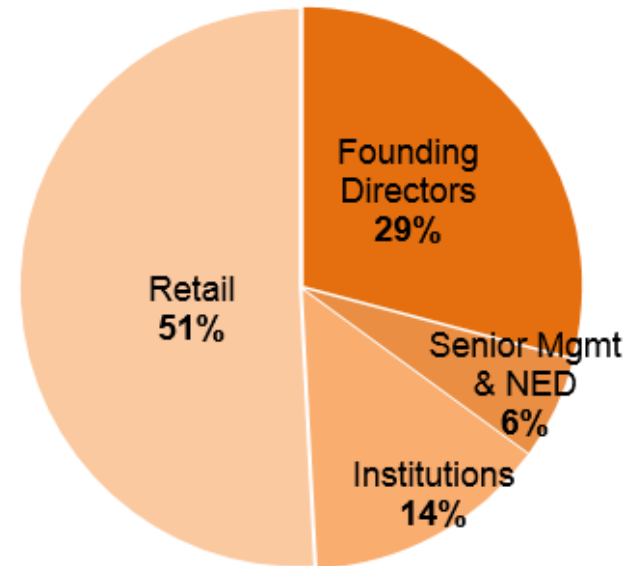
Corporate Information

- > ASX:BPF – listed 23 January 2014
- > Market cap – c.\$33.7m (as at 22 February 2017)

Background

- > Founded in 2000
- > 130 Staff, Sydney, Melbourne, Auckland, Wellington & USA
- > Over 700 corporate, government and enterprise customers
- > Customers include Qantas, Genworth, CrownBet and Ubank

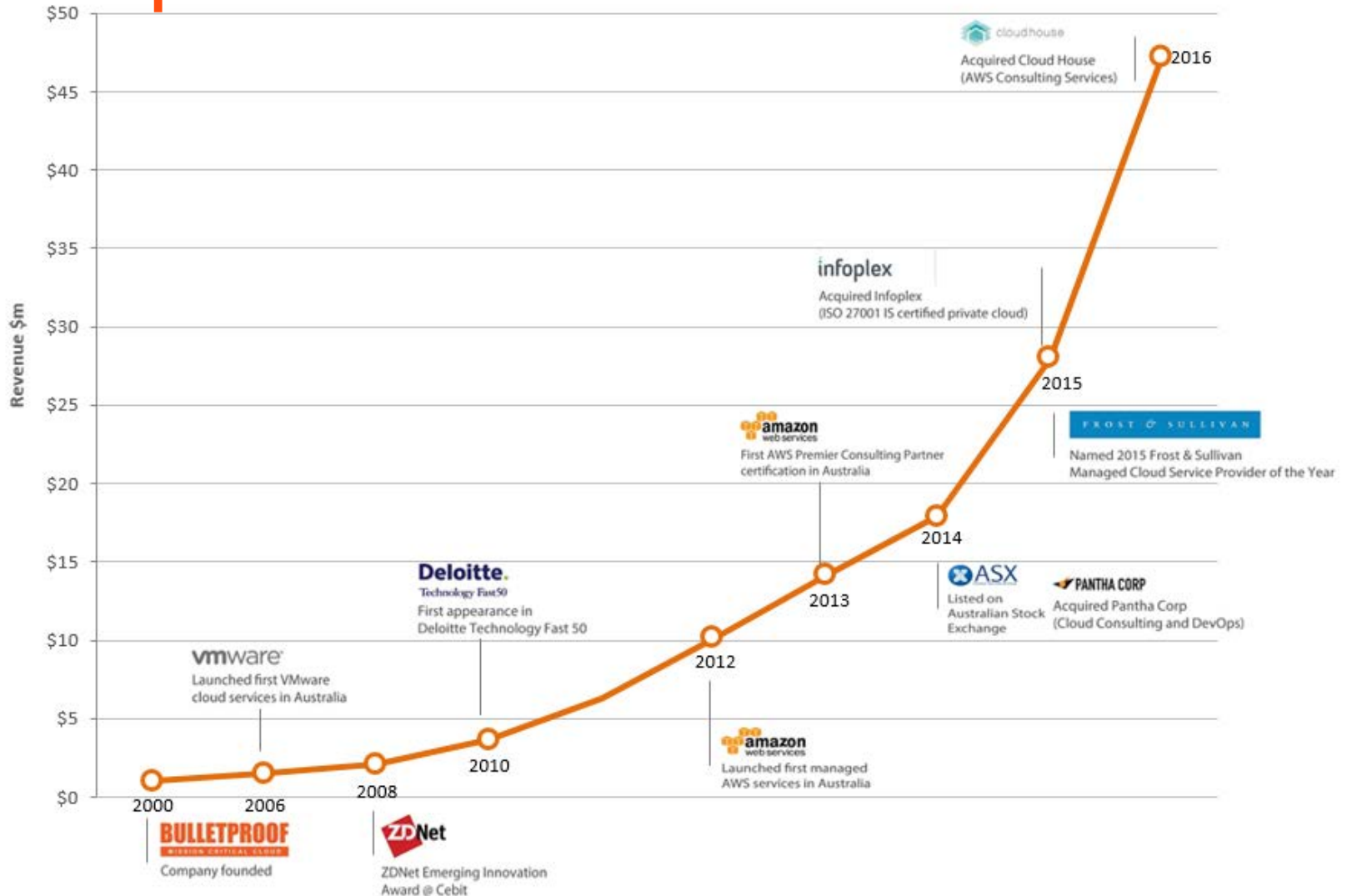
Shareholder Breakdown



	Number
Shares on issue	159,800,794
Unlisted Options	500,000
Total fully diluted share capital	160,300,794

Bulletproof Timeline

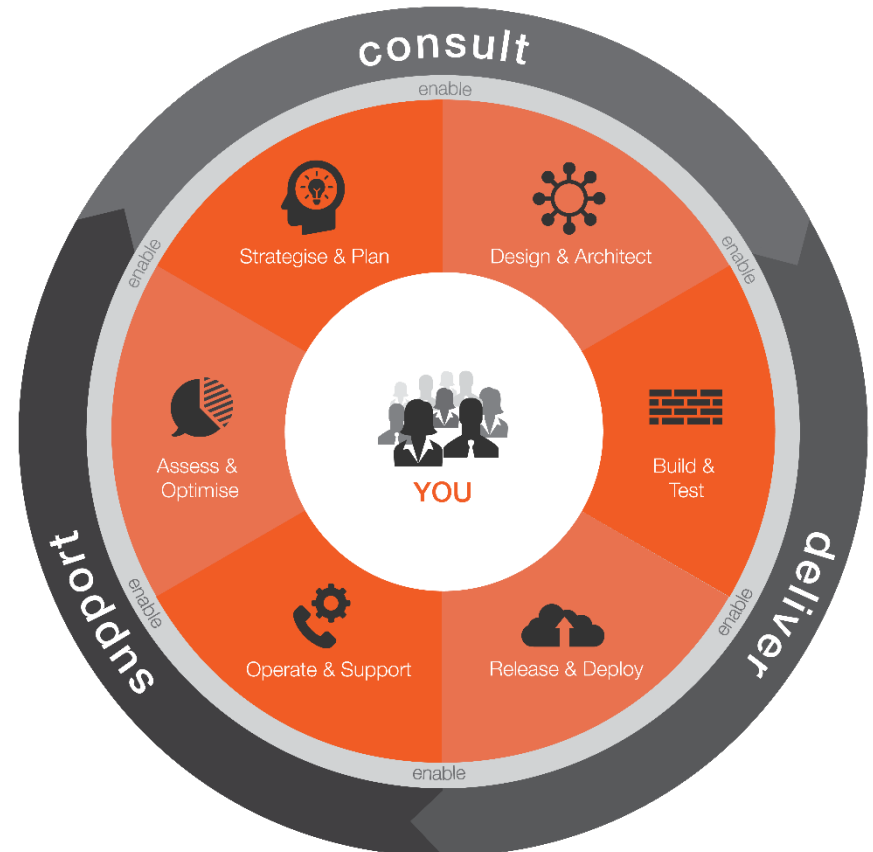
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Bulletproof Services

Bulletproof is the leading Cloud Services Provider in Australia/NZ

- Customers want to transform their businesses with Cloud
- They need expertise focused on business outcomes such as transformation and agility
- They require excellence to operate a secure, reliable, performing solution that meets business objectives
- Our cohesive service offering meets customers' needs at all stages of their journey to the cloud



CrownBet

CrownBet is one of the fastest growing online bookmakers in Australia, and is the only Australian-owned online bookmaker of significant scale operating in the sector.

Bulletproof helps with:



Hybrid Cloud



AWS Migration



Total Cost Optimisation



Agile, DevOps & Automation



Mission Critical Campaign



Bulletproof Support



Big Data enablement

Success factors:

2014

Working together Since...

x15

Site Scalability

100%

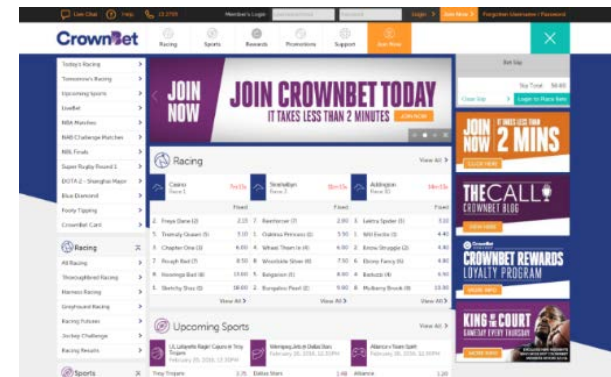
uptime

2x

Flawless Melbourne Cup campaigns

\$2.7m

ROI savings over 3yrs



Click here for the full Case Study

It's a delicate balance between managing your infrastructure in house or using a cloud services partner. You have to trust that the partner can do their job, because you're essentially going from 100% internally managed, to an ideal fully managed environment – allowing you to concentrate on business specific activities and stay ahead of the game.

- Gus D'Onofrio, Chief Technology Officer, CrownBet



UBank is an award-winning Australian online bank, operating as a division of NAB. Opening its doors in 2008, UBank boasts 350,000+ customers with \$15 billion in managed funds.

Here are some of the ways we've worked together so far:



DevOps & Agile Enablement Consulting



Workshop and DevOps/Agile Maturity Assessment



Adopt, embed and improve recommendations



Agile Coaching & Mentoring

Success factors:

2016

Working together Since...

200%

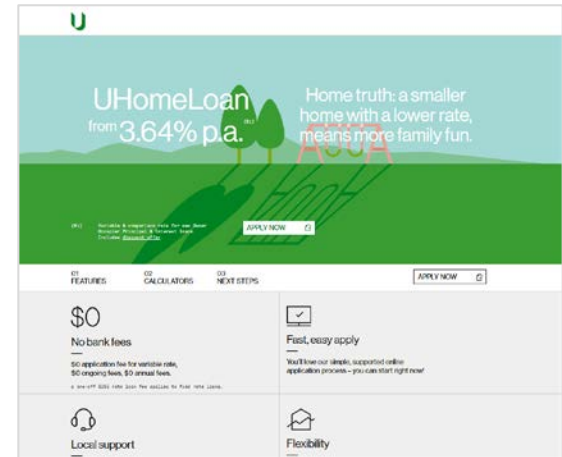
increase in dev team productivity

3wks

Delivery cycles reduced from 6 wks.

350k

Customers experiencing outstanding service.



“It’s important to me that there are no silos within the Product Teams – whether you are a developer, business analyst or tester, we want everyone to speak up , be heard and provide input into the products we deliver to our customers. The aim is to make sure the entire team is personally connected to and invested in the customer outcome. We also find that by listening to everyone, there is more room for innovation. - Jeremy Hubbard - Head of Digital, UBank”

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Key Customers

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Australian Government
The Treasury



UNIVERSAL MUSIC AUSTRALIA



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