

# Investor Presentation

## H1 FY16 Results

### Updated Results Call Information:

Call Time: 1pm Sydney time 18 February 2016

Australia: 1800 175 864 or +61 2 8373 3507

New Zealand: 0800 444 845 or +64 9280 5280

**Conference ID: 5208 1633**

# Company Overview

## Financial Snapshot

	FY15	H1 FY15	H1 FY16	Variance
Revenue	\$28.0m	\$11.4m	\$21.6m	↑ 90%
Underlying EBITDA	\$4.2m	\$1.2m	\$2.1m	↑ 82%
Underlying EBIT	\$851k	(\$333k)	\$129k	↑ 139%
NPAT	\$4.4m	\$808k	\$1.1m	↑ 33%
Underlying NPAT <sup>1</sup>	\$548k	(\$567k)	\$60k	↑ 111%

<sup>1</sup>Acquisition costs, Financial liabilities re-valuation, Bargain purchase on business combination

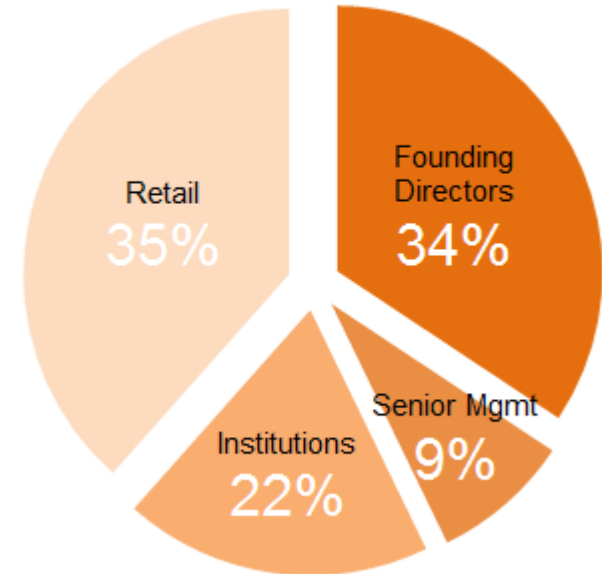
## H1 FY16 Highlights

- > Strong revenue growth with >80% recurring
- > Strong underlying EBIT growth, while investing in future opportunity
- > Completed Acquisition of Infoplex Pty Ltd enhancing private cloud offering
- > AWS Premier Consulting and Managed Services Partner – clear leadership
- > Frost & Sullivan Managed Cloud Service Provider of 2015
- > Client wins include Barbecues Galore, Nestle Australia, Minter Ellison

## Background

- > 170 Staff, Sydney, Melbourne, Auckland, Wellington & USA
- > Cloud Consulting, Delivery and Managed Services
- > Launched first Australian Managed Cloud product in 2006
- > Customers include Qantas, Amaysim, Sydney Airport, BlueScope Steel

## Shareholder Breakdown



## Capital Structure

	Number
Shares on issue	157,807,671
Unlisted Options	918,297
Total fully diluted share capital	158,725,968

As at 18 February 2016

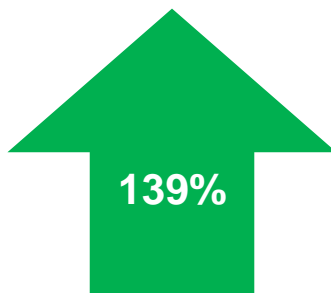
# H1 FY16 Financial Results Highlights

Total Revenue  
**\$21.6m**



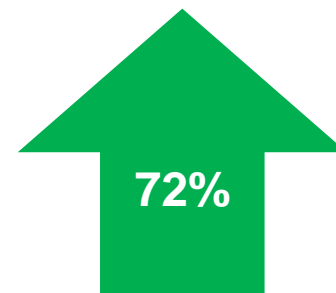
H1 FY15 Total Revenue: \$11.4m

Underlying EBIT  
**\$129k**



H1 FY15 Underlying EBIT: (\$333k)

Recurring Revenue  
**\$17.3m**



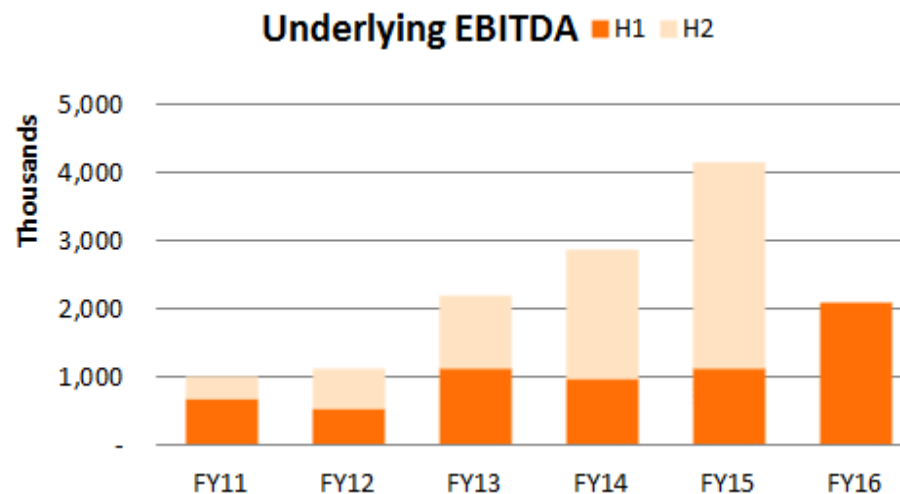
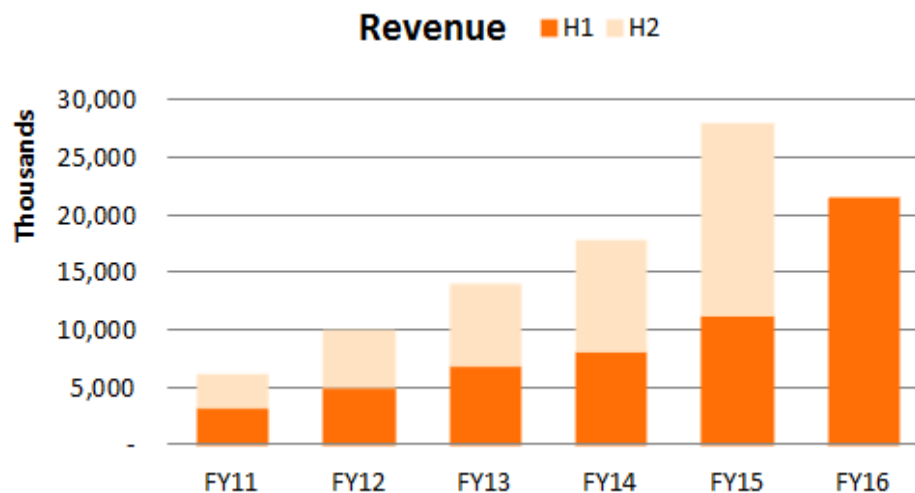
H1 FY15 Recurring Revenue: \$10.0m

## H1 FY16 Highlights

- > Very strong growth in revenue, up 90% on H1 FY15
- > Solid profit growth with significant investment in growth throughout the period
- > Widening of service offering resulting from strategic acquisitions - revenues from each client increasing

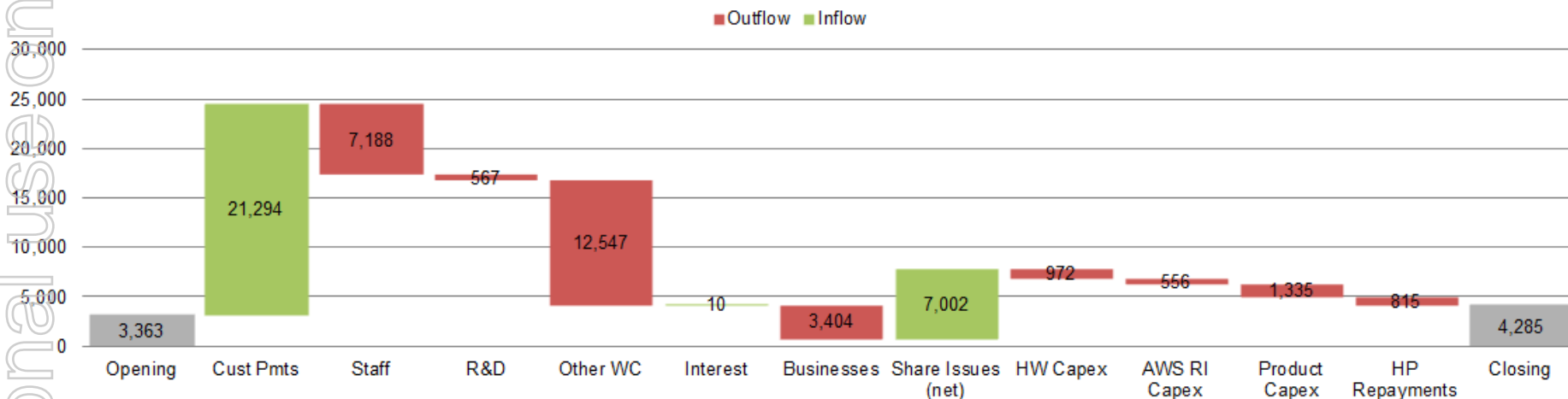
# H1 FY16 Financial Result Detail

Underlying	FY15	H1 FY15	H1 FY16
Sales revenue	\$28.0m	\$11m	\$22m
Other income	\$1.2m	\$559k	\$39k
Consumables Used	(\$10.6m)	(\$4.5m)	(\$9.2m)
Employee benefits expense	(\$10.5m)	(\$4.5m)	(\$7.3m)
Other expenses	(\$4.2m)	(\$1.7m)	(\$3.5m)
Adj for acquisition costs	\$259k	\$0	\$410k
<b>Underlying EBITDA</b>	<b>\$4.2m</b>	<b>\$1.2m</b>	<b>\$2.1m</b>
Depc'n and Amort	(\$3.3m)	(\$1.5m)	(\$2.0m)
<b>Underlying EBIT</b>	<b>\$851k</b>	<b>(\$333k)</b>	<b>\$129k</b>
Net Interest	(\$152k)	(\$61k)	(\$51k)
Income Tax	(\$151k)	(\$173k)	(\$18k)
<b>Underlying NPAT</b>	<b>\$548k</b>	<b>(\$567k)</b>	<b>\$60k</b>
Adjustments to Reported	FY15	H1 FY15	H1 FY16
Financial Liabilities	\$4.1m	\$1.4m	(\$466k)
Bargain Purchase	(\$0)	(\$0)	\$1.9m
Acquisition costs	(\$259k)	\$0	(\$410k)
<b>Net Profit / (Loss) after Tax</b>	<b>\$4.4m</b>	<b>\$808k</b>	<b>\$1.1m</b>



# H1 FY16 Cash Analysis

## H1 FY16 Net Cash Flows by Category



## Cash Summary

- > Operating cash flow up \$817k on H1 FY15 to \$991k
- > \$971k capex, including \$180k for Melbourne office
- > \$633k reduction in repayments and interest associated on finance leases

## Cash outflows for Growth

- > AWS Reserved Instance Purchasing for increased profitability in future periods – moved from Balance Sheet to Expense, Other WC
- > \$1.3m investment in product development and automation to improve operational efficiencies & customer appeal – revenues in future periods

# Infoplex Acquisition



## Deal Benefits

- Continued growth in private cloud to deliver further revenue and EBITDA growth
- Strong corporate & government sales focus with private cloud offerings
- ISO27001 certified platform as required by corporate & government (re-certified February 2016)
- Infoplex customers attracted to public cloud for additional workloads

## Deal Metrics

- Completed on 8 October 2015 with \$3.3m initial payment
- Final \$250k paid January 2016
- Earnings-accretive deal represents c. 2x fully synergised EBITDA
- Funded from September \$3.8m placement of shares to institutions

## Fully Integrated into Bulletproof

- Experienced engineering team joined Bulletproof wider operation
- Existing customer growth of revenues into platform capacity
- Additional private cloud customers being on-boarded
- Product offering being merged with pre-existing Bulletproof private cloud offering

# Cloud House Acquisition



cloud.house

## Deal Benefits

- > Access to rapidly-growing NZ Cloud Services market
- > NZ's leading Amazon Web Services Advanced Partner
- > Immediate upgrade to NZ's only AWS Premier Consulting and Managed Services Partner
- > Rapidly growing, blue chip enterprise clients, c. NZ\$3.5m annualised revenues
- > Market-leading NZ skill set addition to wider Bulletproof team
- > Addition of Bulletproof's Managed Service offering to existing NZ Cloud House customers

## Deal Metrics

- > Completed on 15 February 2016 with NZ\$1.0m initial payment
- > Further NZ\$4.24m payable based on growth performance metrics – 50:50 cash:scrip
- > Earnings-accretive deal represents c. 2x annualized EBITDA of NZ\$500k on initial payment
- > Full payment represents c. 3x EBITDA delivered to Bulletproof

# FY16 Outlook

## Continued Execution on Opportunity

- Expected continued strong growth in end to end Cloud Services Revenues
- Integration of acquisitions delivering wider offering and cross-synergies
- Leading A/NZ end-to-end Cloud Services provider

## Ongoing Revenue and Profitability Growth

- Integration of acquired and rapidly growing organic revenue streams
- Growth rates expected to be above market rates of 25-30% CAGR
- Cross-selling opportunities provide customer revenue growth opportunities

## Continued development of Application products

- Dedicated Product Development area continues to deliver
- Application Products live with key customers
- Revenues to deliver in future periods



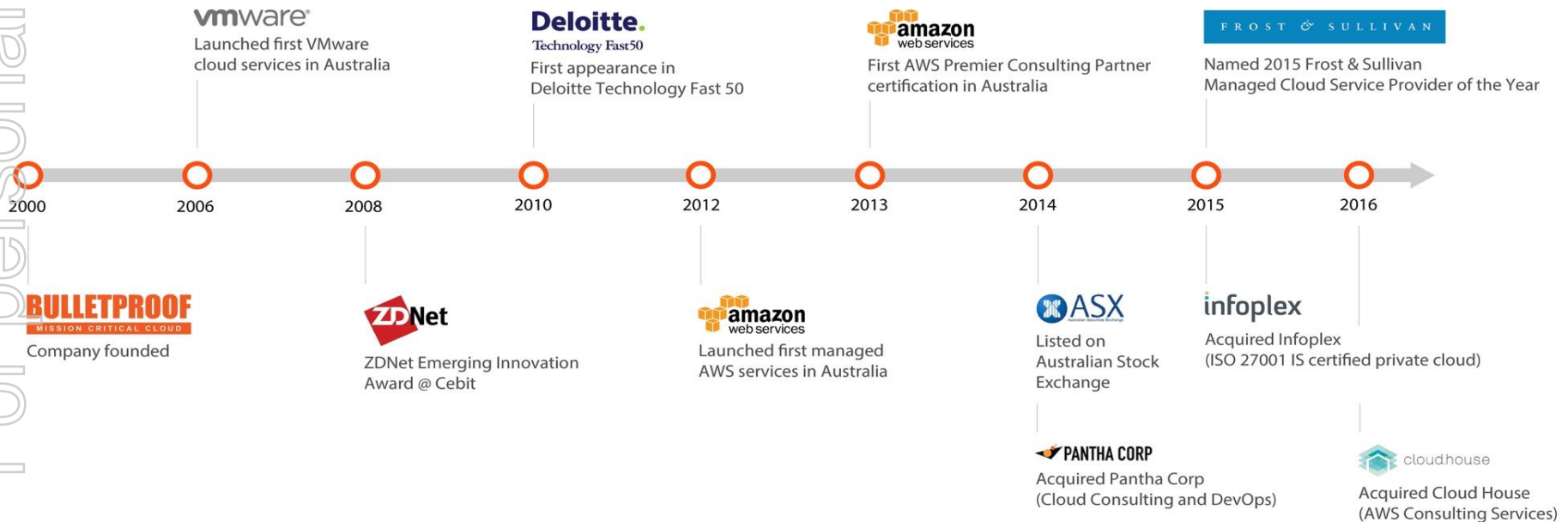
For personal use only

# About Bulletproof

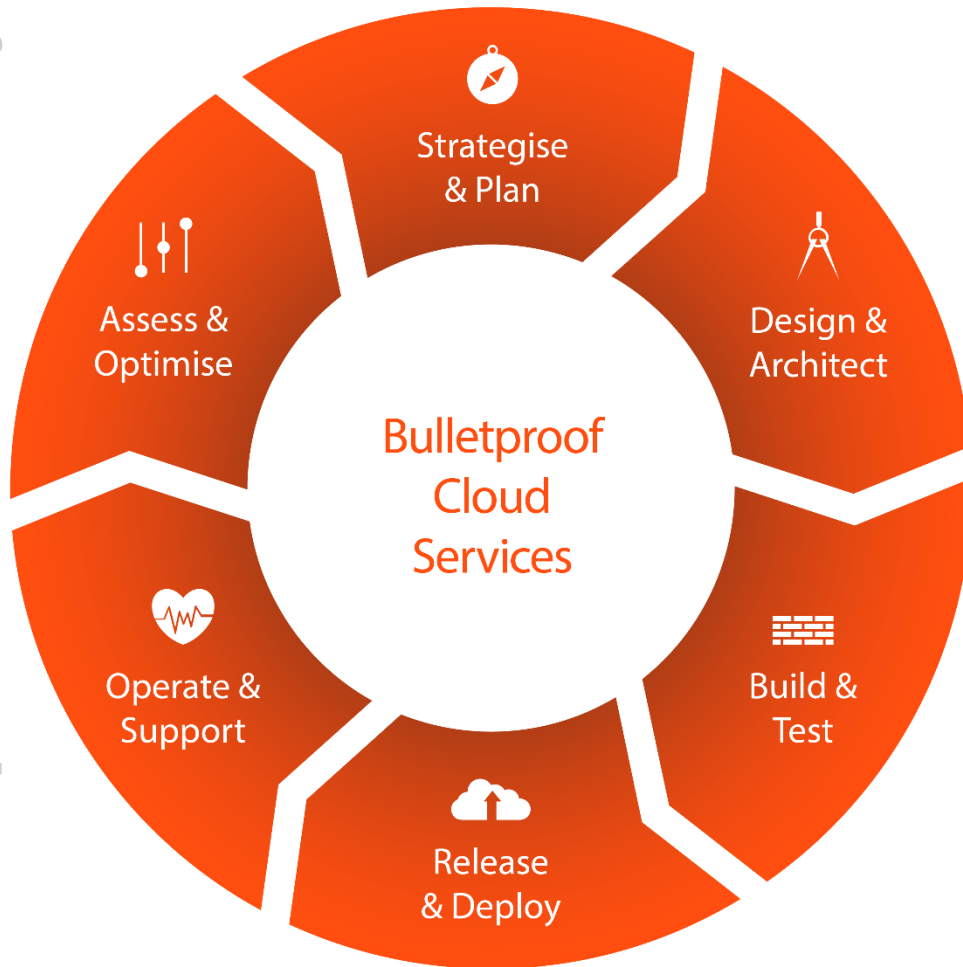
# Who are we?

Bulletproof is the leading end to end Cloud Services Provider in Australasia

We help customers disrupt their market, and transform their business using the power of Cloud.



# What do we do?



*Bulletproof advises  
and supports businesses  
at all stages  
in their cloud journey*

# Why do we do it?

Bulletproof's purpose is to:  
"Simplify complex technology to  
enable rapid transformation"

The Bulletproof team is focused on core goals:

	For Our Team	For Our Customers	For Our Shareholders
Goal	Learn Achieve Develop	Enablement Provide Value Be the Best	Improve Profitability Shareholder Value Growth Retain Competitive Advantage
Measure	Engagement Score	Voice of Customer Score Awards	EBIT Growth above market trend Market Position
Key Indicator	80%+	NPS (60) Number and status of awards	Profitable revenue growth ahead of market trend

# Key Customers

For personal use only



UNIVERSAL MUSIC AUSTRALIA



# Contact us

## Investor Relations

For investor related queries please contact:

**Anthony Woodward** (CEO) +61 2 9663 9022

**David Paterson** (Chairman) +61 417 823 654

**Email:** [investors@bulletproof.net](mailto:investors@bulletproof.net)

## Media Relations

For media or press related queries please contact:

**Mark Randall** Director of Sales and Marketing, Bulletproof

p: +61 2 9663 9015

**Email:** [pr@bulletproof.net](mailto:pr@bulletproof.net)

