

# 2020 Annual General Meeting Chairman & Managing Director's Addresses

RPMGlobal Holdings Limited ACN 010 672 321

2020 Annual General Meeting (AGM) to be held **virtually** at **10.00am** (Brisbane time) on **Friday, 30 October 2020** via the online platform available at [www.web.lumiagm.com/381034639](http://www.web.lumiagm.com/381034639) (AGM):

<b>Location</b>	Online Platform - <a href="http://www.web.lumiagm.com/381034639">www.web.lumiagm.com/381034639</a>
<b>Date</b>	Friday, 30 October 2020
<b>Time</b>	10:00am (Brisbane time)

## Chairman's Speech

Good morning ladies and gentlemen, and as the time is now just ticked over 10am I want to welcome everyone online to the Annual General Meeting of RPMGlobal Holdings Limited. My name is Ross Walker, and I am the current interim Chairman of the company.

Today's meeting is being held online via the Lumi platform. This allows Shareholders, Proxies and Guests to attend the meeting virtually. All attendees including Guests can hear these proceedings and view the presentation webcast. In addition, Shareholders and Proxies have the ability to ask questions and submit votes.

The meeting has been called under the Notice of Meeting, issued on 28 September 2020.

Before we proceed with the formal items of business, our Managing Director and CEO Richard Mathews will deliver the following address.

## Managing Director's Speech

Thank you Ross and good morning to all of our Shareholders that are joining us on the virtual platform this morning.

### Update on the impacts of COVID-19 on the Business

Let me start by addressing the impact of COVID-19 on our business.

Almost all of our international employees, who make up about a third of our employee base, are operating in semi or full lockdown conditions.

11 of our 21 global offices are either partially closed or fully closed. We have had positive COVID cases in South Africa, Russia, the US, Chile and Indonesia.

Thankfully, everybody who has caught COVID is recovering or have already fully recovered.

We have been very fortunate here in Australia with no positive COVID cases in any of our offices.

In terms of the business itself, given RPM is a global company, different teams have been affected differently.

Our Advisory and Software Consulting Teams have been negatively impacted because they are generally unable to physically travel to our customer's sites for meetings, audits, implementations, training, or the like which makes it very hard to address the issues our customers need resolving.

We are continuing to experiment and refine our approach to remote visits and meetings using various technologies to help us continue to overcome this challenge as we believe international travel will not return to pre-COVID levels for the rest of this financial year at the earliest.

Our Software Sales Team has also experienced a slow start with the procurement, legal and customer approvals processes for new deals stretching out significantly.

While we are still winning larger and larger deals getting them closed in a timely fashion is a challenge.

This means more deals are flowing into our sales pipeline, however the pipeline itself is stretching out as we slowly grind our way through the approval processes.

## Update re TCV/ARR

So far this financial year we have signed \$3.3m in software TCV and our ARR from software subscriptions (excluding maintenance and support revenue) has risen to \$13.5m.

## M&A Deals Signed

Despite the challenges of COVID-19 we have finalised two bolt-on software acquisitions.

The first being in July when we acquired Revolution Mining Software based out of Sudbury Canada, who owned a scheduling optimisation product which we have slotted into our Scheduling suite of products.

And a few days ago, we announced that we are acquiring another software company, IMAFS, who are based out of Quebec Canada.

IMAFS' flagship Software as a Service inventory optimisation product slots nicely into our asset management suite. We have already received positive comments from our asset management customers who are very interested in this product and believe they will benefit greatly from it.

We expect closure of this transaction to occur at the end of November.

That makes 9 acquisitions over the last 6 years, so we are certainly not slowing down.

## Cloud and SaaS Strategy

One positive to come out of the global COVID-19 pandemic is an understanding that companies need to be able to operate their businesses remotely no matter where they or their people are physically located, and Software as a Service applications do exactly that.

One of our key customer service promises is providing our customers with flexible and scalable ways to use our software and cloud-hosted options support this objective.

Our heavy development investment over the last seven years in moving our products from the "desktop" to the "enterprise" enables us to move our applications into the cloud relatively easily.

We now have a product which operates in the cloud and based on this experience we have committed to accelerating our investment in moving our products into the cloud as quickly as possible.

I believe the significant technical advantage we have due to our past investments in getting to the cloud before other mining software vendors will see our first mover advantage rewarded as has been seen in other industries.

## Intelligent Design Products

We continue to make great progress on our new design products where the beta versions are receiving excellent feedback from the customers who are putting them through their paces.

These products use the latest parametric design capabilities on top of the most advanced software technology and enterprise architecture.

I firmly believe these products will provide significant financial returns to our customers who will be able to optimise the future value of their mine much earlier in the design process than they can now.

While it has been a slow start to the year from a sales perspective, we feel really good about how much more competitive our software products are becoming every day.

We have continued to invest heavily in our software products during this challenging time and believe we will come out of COVID stronger than ever.

Updated Future Outlook

My current views on the outlook for our business are more upbeat than when we released our Annual Report in late August.

While we acknowledge the world still has a long way to go to seeing off COVID, we are seeing mining companies again thinking about the future and the investments they need to make to enable them to operate their mines remotely. Our timely move to the cloud dovetails nicely with their current intentions.

We believe that the width and depth of our solution footprint, the investments we have made in integration and our ability to provide remotely operated software will see our competitiveness continue to grow.

With the IMAFS acquisition adding even more value in our Asset Management suite, we expect this area of our business to have a stellar year.

I will now hand back to Ross to continue with the formal part of the meeting agenda.

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