

## ASX ANNOUNCEMENT

20 JUNE 2016

ASX: PML

# UPDATED VERILUMA INVESTOR PRESENTATION

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Parmelia Resources Limited (**PML** or the **Company**) is pleased to provide a copy of the recently updated Investor Presentation on Veriluma Pty Ltd (ACN 117 490 785) (**Veriluma**), in relation to the proposed 100% acquisition of Veriluma a technology company with a patented intelligence analysis method and system, and with software that delivers predictive analysis of complex scenarios to produce predicted outcomes with stated probabilities of occurrence (**Acquisition**).

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# VERILUMA

## BETTER DECISIONS MORE OFTEN

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Investor Presentation June 2016

**Gartner**  
**Cool  
Vendor  
2016**

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# Gartner 'Cool Vendor in Analytics 2016'

- What Is A 'Cool Vendor'?

A small company offering a technology or service that is:

**Innovative** - enables people to do things they could not do before

**Impactful** - has or will have a business impact; it is not just a matter of "technology for its own sake."

**Intriguing** - has caught analysts' interest or curiosity during the past 6 months or so

- Moe Ali (ANZ GVP) posted about cool vendors in the ANZ region:

<https://www.linkedin.com/pulse/gartner-names-11-innovative-companies-from-australia-new-moe-ali?trk=prof-post>

- Veriluma is 1 of 5 vendors recognised in this category in 2016 and the only Australian company

# Predictive Analytics Defined

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“Although all types of analytics aim to **improve decisions**, only prescriptive analytics outputs a **preferred course of action**.

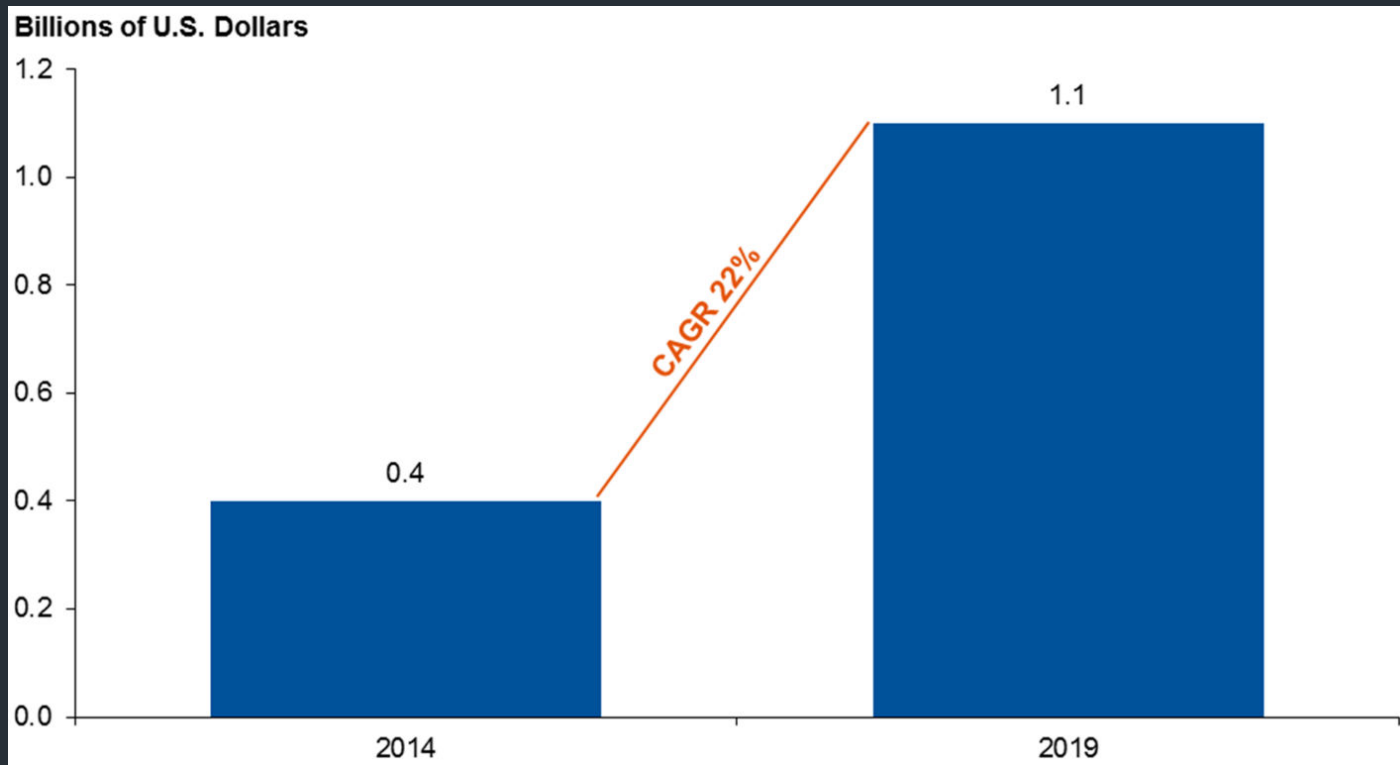
It takes predictive insights to the next level by suggesting the optimal way to handle a future situation and can be applied to strategic, tactical and operational decisions, each of which has different traits.

The recommended decision can be **delivered to a human** in a decision support environment, or it can be **coded into a system** for **decision automation**.”

Gartner's Forecast Snapshot:  
Prescriptive Analytics, Worldwide, 2016  
Published: 5 February 2016

# Prescriptive Analytics Market

“The prescriptive analytics software market will reach \$1.1 billion by 2019, with a 22% CAGR from 2014. Currently, 10% of organizations have some form of prescriptive analytics; this will grow to 35% by 2020.”



Enterprise Spending on Prescriptive Analytics, Worldwide, 2014 and 2019  
Source: Gartner (February 2016) Analysis



# Built for Critical Decisions

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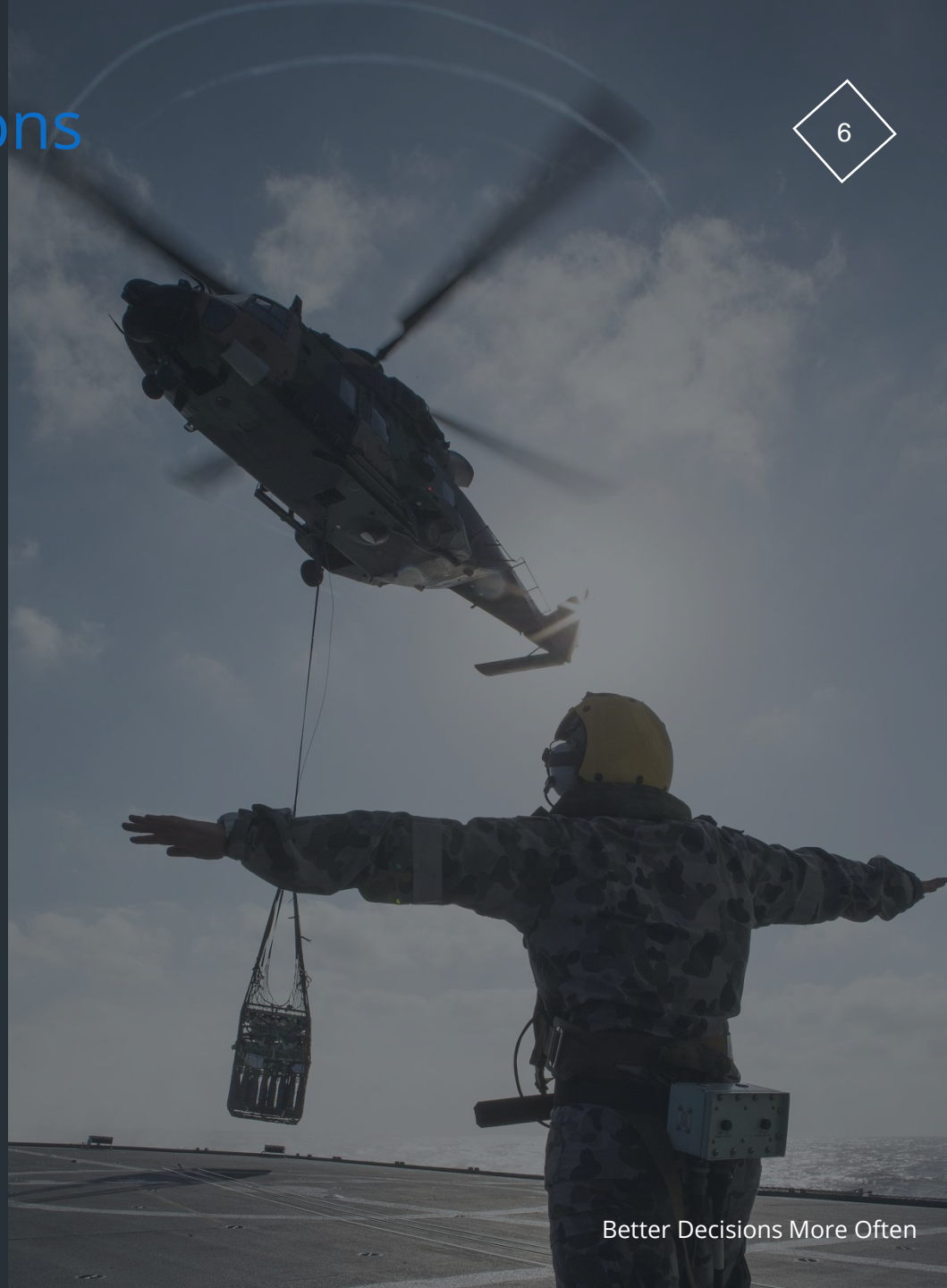
Created in a Commonwealth Research Centre for Defence Intelligence Analysts who are tasked with rapidly assessing threats from global security, foreign military and transnational terrorism.

Veriluma's software provides decision makers with rapid and accurate assessment of threats with objective and reliable insights that they can act upon with certainty.

Used by [Australian Defence](#) since 2012.

VERILUMA

Better Decisions More Often



# Patents

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Registered patents protect  
Veriluma's software:

United States Patent - 7720787  
issued

18 May 2010

Australian Patent - 2006202485  
issued

12 July 2010



# Company Overview

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Veriluma's software takes into account quantitative and qualitative information and uses a **patented engine** to assess likely outcomes with degrees of certainty whilst identifying contributing risks.

Such is the velocity of data generation and decision making, the need for a product that can comprehensively manage **incomplete** or **uncertain** inputs in decision making is important for Individuals, businesses, governments and their agencies.

# Why Veriluma Works

- Considers all factors without emotion, bias or prejudice
- Weights factors appropriately according to their level of importance
- Assesses and track problems over time as information changes
- Identifies risks for which action can be taken
- Depicts a preferred approach
- Increases the chances of a successful outcome

# The Veriluma Methodology

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## 1<sup>st</sup> Step: Question or Hypothesis

Start by understanding the primary 'question' to be solved; Identify the 'issues' that might provide insight or evidence in reaching the answer

## 2<sup>nd</sup> Step: Relationships

Describe the relationships between the 'issues' ie how they interact, influence or direct one another

## 3<sup>rd</sup> Step: Inform

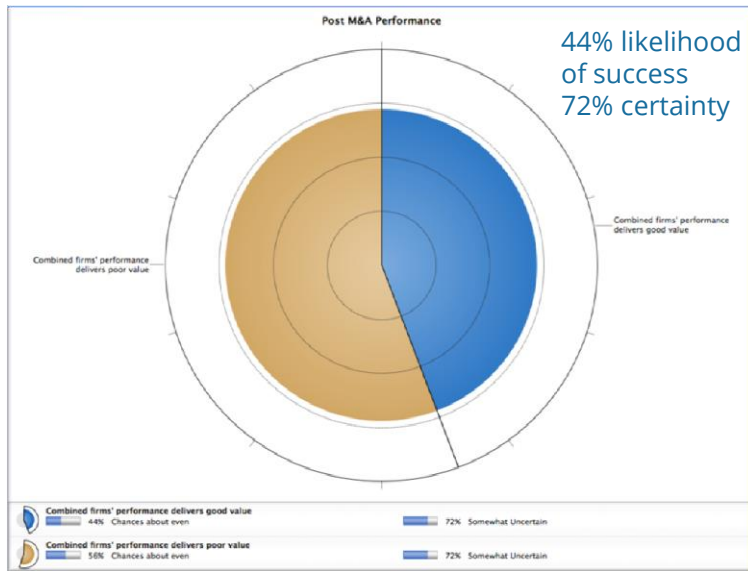
Add the information - quantitative and qualitative, evidence, opinions or assumptions to 'inform' the identified 'issues'. Known unknowns and uncertainty can be considered.

## 4<sup>th</sup> Step: Assess

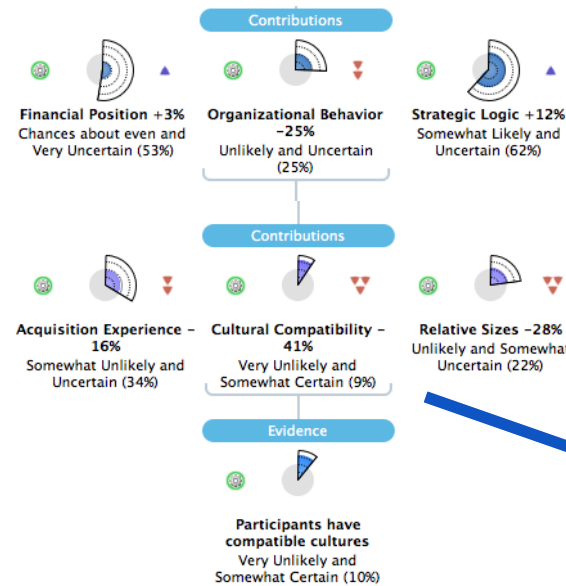
Produce the outcome ie the result showing likelihood and certainty for the question posed.

# The Veriluma Decision Tree

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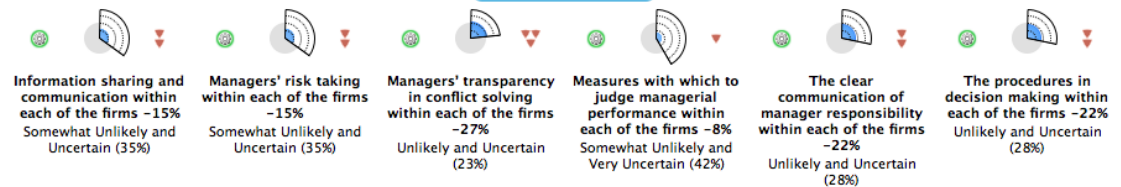


## Contributions to the current outcome



Organisational behaviour contributes in a negative way

Cultural compatibility is one of the red flags (or risks) to the success of this acquisition



# Board And Management

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Chairman

## Rick Anstey

- More than 28 years building and managing technology companies
- Corporate Advisor
- Early stage/seed VC fund manager
- Independent Director:
  - Technology One (ASX300: TNE)
  - Pioneer Mortgages
- Non Executive Director:
  - Concept Safety
  - Hoodlum
- Board Member
  - Australian Centre for Entrepreneurship at QUT



Chief Executive Officer

## Elizabeth Whitelock

- Experienced in start-up & turn around
- Strong leader who builds committed, capable teams
- Client centric with success in direct and indirect software sales and services
- Data, analytics, business intelligence background
  - Ingres
  - SAS
  - IBM
  - Microstrategy



Chief Technical Officer

## Craig Aspinall

- 18 years professional software development
- Five years leading and managing software development team
- Founder and CTO of technology solutions companies
- Seven years experience leading and managing teams
- Five years coaching development teams and leaders

# Board And Management

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Advisor

## Aaron Birkby

- Entrepreneur In Residence for River City Labs Accelerator
- Co-founder and CEO of Silicon Lakes, a not-for-profit startup incubator
- Founded and built a software company to six million users in nine countries over eight years
- Developed and exited an IoT remote telemetry solution for coin-operated machines



Advisor

## Roger Bradbury

- Professor, National Security College, ANU, Canberra
- Research at the interface of science, technology and national security, particularly in cyberspace
- Works in the Australian Intelligence Community on the strategic analysis of international science and technology issues
- Fellow of the CSIRO Centre for Complex Systems Science



Financial Controller

## Di Girvin

- Bachelor of Commerce, Graduate Diploma of Chartered Accounting, Certificate of Public Practice
- Private Enterprise Practice, KPMG
- Wealth of experience in small business
- Strategically and operationally focused



# Capital Structure

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Current Issued Capital in Parmelia Resources	120,209,347
Shares issued to Veriluma Shareholders for Acquisition	162,857,400
Issued pursuant to Prospectus	50,000,000
Issued pursuant to Resolution 5 & 6 Notice of Meeting (NOM)	17,465,883
Issued pursuant to Resolution 7 of NOM	5,714,286
Issued pursuant to Resolution 10 of NOM	2,857,143
Total Shares on Issue Post Acquisition	359,104,059
Options on Issue	70,296,176
Performance Rights	40,000,000

The Company proposes to raise \$3.5 million at a share price of \$0.07 under a prospectus, versus the closing price of \$0.085 on Friday 17<sup>th</sup> June 2016.



# COMMERCIALISATION

# Global Applications

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- Government Departments
- Defence Agencies
- Law Enforcement
- Counter Terrorism
- Merger & Acquisition
- Legal Services
- Resources
- Banking & Finance
- Insurance
- Environmental Agencies
- Healthcare
- Marketing
- Research
- Cyber Threat
- Strategic, Operational, Tactical

# Multiple Industries & Applications

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Financial services

- Mergers & Acquisitions: Harvard Business Review valued global M&A at \$US3.6 trillion in Q4 2014 with 70-90% failure rate
- Risk Mitigation
- Credit Risk Rating
- Fraud Detection
- Wealth Management
- Asset Management
- Strategic Planning
- Track and predict market trends: likelihood of property bubbles bursting



Industry

- Criticality of parts within a production line/mining operation
- Risks and threats to future development sites:
  - Political/Cultural
  - Environmental
  - Financial
- Project Management – risks obstructing successful delivery
- Strategic planning & competitive positioning
- Predicting impacts of weather, politics, crises



Professional services

- Assess and analyse complex cases with multiple lists of suspects and multi-layered evidence
- Track long term operations for example organised crime, requiring transparency and oversight
- Criminal law – strategy tool for prosecution or defence
- Assessing success of personal injury, family law settlements and estate claims

# Commercialising Five 'Eyes'

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## The FIVE 'Eyes'

- An intelligence alliance between USA, Canada, UK, Australia, New Zealand
- Heritage is Defence Intelligence
  - Continued focus
  - Leveraging existing client base to expand into other agencies and jurisdictions

## Next Steps

- Secure strong foothold in Australian Intelligence community
  - Recruited an Account Executive with defence/intelligence background
    - Strong contacts into the sector
    - Based in Canberra
    - Penetrate federal agencies beyond defence
    - Works directly and indirectly
- Partnerships with Defence Contractor and Software Services Consultant
  - Act as resellers of software and for services delivery
- Secure international partnerships to leverage and penetrate the Five 'Eyes'
- Strong pipeline of opportunities established

# Path To Commercialisation

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## PEOPLE

- Technical expertise to maintain the software & develop new features, platforms, integration with other technologies
- Product specialists for pre and post sales support
- Sales capability for direct & indirect sales (Federal Government, Defence, Counter Terrorism, Financial Services, Law, Resources)
- Advisory Board
- Marketing and Communications



## HOSTED PLATFORM

- Create a hosted platform from the existing software base
- Amazon Web Services first *cloud* deployment
- Device and data agnostic via APIs
- Highly scalable
- Geographic independence



## VERTICAL SOLUTIONS

- In the first instance via partners using their domain expertise for their client base and channel



## ENGAGE GARTNER

- 12 month program
- Build company profile
- Increased global awareness
- Who, where and when to target
  - Industries, partners, clients
- Geographic expansion and visibility
- Analyst engagement



# Revenue Streams

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## Horizontal Solution

Subscription  
Per Analyst/Project  
Consulting  
Education  
Support



## SaaS Vertical Solutions

Subscription  
Volume/Value Rates



## White Label

Subscription  
Consumption  
Consulting  
Education  
Support



## On Premise

Subscription  
Per Analyst/Project  
Consulting  
Education  
Support

# Partnerships

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## Defence Contractor

Represents Veriluma primarily within the Defence and Intelligence agencies in Canberra.

## ONIQUA

*Application vendor to asset-intensive industries such as mining, oil, gas, exploration and utilities*

Veriluma's engine assesses the criticality of parts and their business impact to minimise production downtime for Oniqua clients.



*Peer-to-Peer lending platform for the SME market*

Marketlend is a peer to peer lender using an independent trustee and securitisation methods. Marketlend uses the Veriluma engine to assess the likelihood and certainty of an applicant repaying the loan.



A Joint Venture to create disruptive legal applications for a global market initially with a focus on Family Law settlements to support the self represented as well as produce a rapid, objective assessment (brief) of the case for lawyers.

**Disruptive Vendors/Technologies:**  
**Financial Services including M&A**  
**Professional Services/Consulting**

Discussions underway with services/application vendors to embed Veriluma's engine within their technology/service offerings to new and existing clients.

Business Intelligence and Analytics Vendors	Prescriptive Analytics Vendors	Veriluma's Point of Difference
<ul style="list-style-type: none"><li>• Despite increasing investment in Business Intelligence many organisations continue to make poor decisions</li><li>• A few Business Intelligence vendors are providing 'optional add-ons' for Collaborative Decision Making to facilitate better and faster decisions</li><li>• Analysis of data collated remains at the heart of the offering and cannot consider 'unknowns' or subjective input</li></ul>	<ul style="list-style-type: none"><li>• Ayata</li><li>• River Logic</li><li>• Decision Lens</li><li>• FICO</li><li>• Earnix</li><li>• A handful of vendors offer software to address specific problems in agriculture, planning, IT assets and priorities, consumer behaviour, pricing optimisation for insurance</li><li>• Each handles the decision making <i>process</i> differently</li></ul>	<ul style="list-style-type: none"><li>• Complementary to data/big data analytics</li><li>• Unique patented approach</li><li>• Veriluma determines outcome despite the <i>quantity</i> or <i>quality</i> of information available</li><li>• Known, unknown, uncertain, unreliable considered</li><li>• Subjective opinions</li><li>• Global applications across industries</li></ul>

# Unique difference

- At the core of the patented engine is a mathematical calculus based on **Subjective Logic**
- Subjective Logic is suitable for analysing situations involving **uncertainty** and **incomplete** knowledge
- Our engine can deal with what we **know** AND can also consider what we **don't know**
- Known can be an **opinion** - a belief about something
- Assessments provide insight of the likely outcome (with confidence) about a situation based on the information available at that time
- Assessments can be repeatedly executed - as new information or opinions arrive or change
- Our software can run 'headless' ie be embedded within others technologies and processes
  - Information is passed to the software engine, an assessment produced and the results returned
  - The software is invisible running behind others applications



# Summary

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1

Patented  
Prescriptive Analytics  
Software

2

Currently used by Australian  
Defence Intelligence to assess  
national security, foreign military,  
transnational and terrorism threats  
to provide accurate assessments  
for defence decision makers

3

Delivers clear forecast outcomes to  
individuals, businesses and  
governments with degrees of  
certainty and risks

4

Commercialisation  
strategy underway with  
international patents  
secured

5

Targeting what is currently on  
trend to be a \$1.1 billion  
market in 3 years with 22%  
compound annual growth

6

Multiple global applications  
across defence, banking and  
finance, M&A, government,  
legal and insurance industries  
already identified

ASX listing in 3<sup>rd</sup> quarter of 2016



# PRESCRIPTIVE ANALYTICS: THE PATH TO BETTER DECISIONS



The background of the slide features a light blue-grey gradient with faint, overlapping scientific and financial motifs. Words like 'research', 'science', 'analysis', and 'strategy' are scattered in a light font. Overlaid on these are various geometric shapes, including circles, lines, and a line graph with multiple peaks and valleys, suggesting a focus on data, science, and business strategy.

# VERILUMA

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# APPENDICES

ANALYTICS SPACE

VERILUMA APPROACH

CASE STUDIES

# VERILUMA COMPLEMENTS DATA ANALYSIS

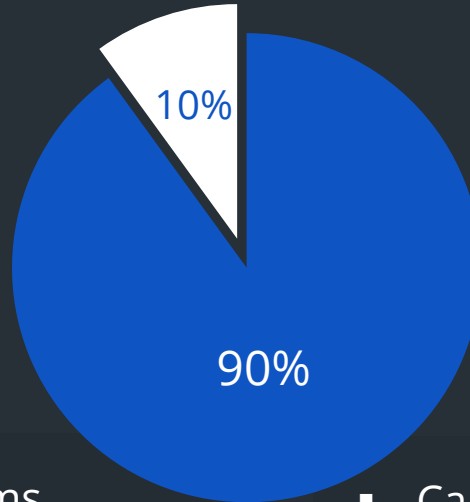
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*Rear Vision Mirror  
Consider the past*

**'Traditional'  
Analytics**

- Best for data-rich problems
- Requires large amounts of data
- Does not gracefully cope with unreliable or missing information
- Typically slow to build models and derive results

Best for problems when you are not time-bound and when large amounts of data are available



*Foresight  
Consider the unknown*

**Veriluma  
Prescriptive Analytics**

- Can produce outcomes even in data-poor problems
- Works with the data that is available
- Handles uncertain, unreliable and unknown information
- Fast to build models and derive results

Best for problems when you need answers fast or when data availability or quality is variable

# The Veriluma Approach

Veriluma's prescriptive analytics software is designed to help organisations gain greater insight into problems, questions and hypotheses leading to better decisions in shorter timeframes

- First, the problem is dissected and the factors affecting the outcome understood
- The application provides an analyst workbench where the problem is mapped and information added
- Models can be built by clients, partners or by Veriluma consultants in collaboration with the client/partner
- The engine runs assessments of the identified problem
- The likelihood of the outcome and the level of certainty (confidence of the result) are calculated In addition, the assessment shows the factors contributing to the outcome with risks, missing information and conflicts highlighted
- Assessments can be executed at any time but most often when data is added or changed
- The engine can also be called from within client/partner's technologies, applications or processes

# Chinese Property Market - 2010

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## BLOOMBERG NEWS 20 JUNE 2014:

"Chinese property trusts face record repayments next year as the real-estate market cools, fueling speculation among bond funds that more developers will collapse.

The trusts, which channel money from wealthy individuals to smaller builders that have trouble obtaining financing elsewhere, must repay 203.5 billion yuan (\$32.7 billion) in 2015, according to Use Trust, a Chinese research firm. That's almost double the 109 billion yuan due this year. New issuance of the products slumped to 40.7 billion yuan this quarter, the least in more than two years,

"Trust loan defaults will rise substantially," said Fiona Cheung, head of Asia credit at Manulife Asset Management's fixed-income team which oversees \$44 billion globally. "It won't be surprising if there are more collapses of China's property companies. Those companies that suffer from weak sales, that bought land too aggressively last year funded by debt and that have poor access to capital markets will potentially experience cash flow pressure."

JPMorgan Chase & Co. says the real-estate industry poses the biggest near-term risk to growth in the world's second-largest economy after new home prices dropped in the most cities in two years last month. China's banking regulator said on June 6 it will monitor developer finances, a sign of concern defaults may spread after the March collapse of Zhejiang Xingrun Real Estate Co., a builder south of Shanghai."

## Collapse of the Chinese Property Market



# Iraq's Political Future - 2014

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## The Washington Post

Middle East

### Iraq's political situation appears dire as prime minister fiercely digs in

By Loveday Morris August 10 [Follow @LovedayM](#)

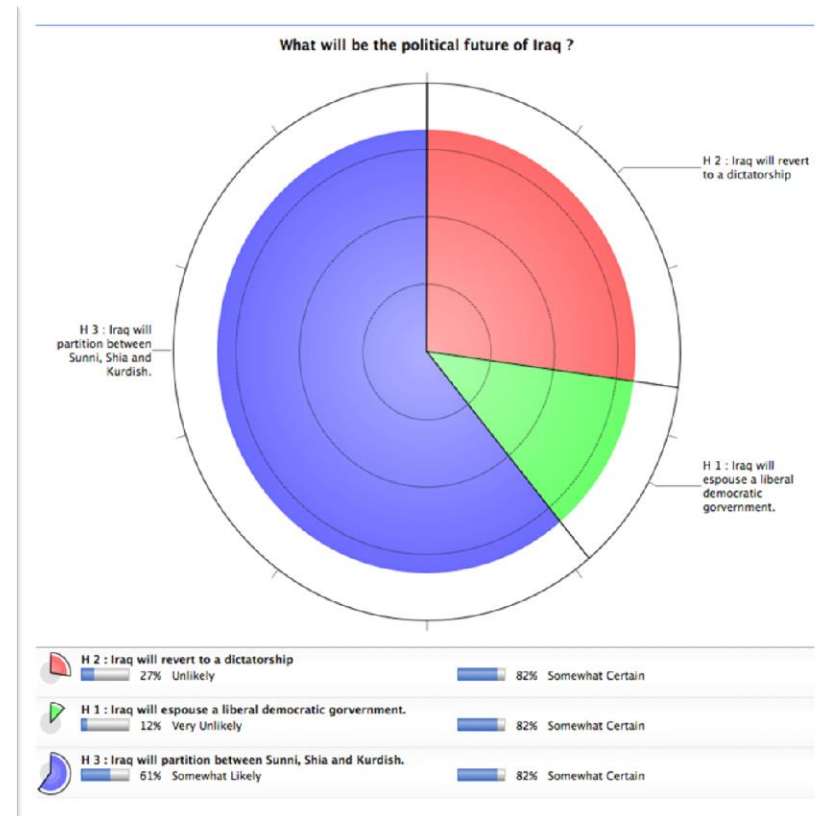
BAGHDAD — Special forces teams and army tanks surrounded the Green Zone housing Iraq's government as Prime Minister Nouri al-Maliki fiercely clung to power Sunday, taking the stability of the country to the brink at a moment when it is already facing a lethal challenge from radical Islamist fighters.

In actions that had all the markings of a political coup, Maliki gave a defiant late-night speech in Baghdad saying he would lodge a legal case against the country's president, who has resisted naming him as the candidate for another term as prime minister.

Tanks rumbled onto major bridges and roads in the capital as security forces were put on high alert, with militiamen also patrolling Shiite neighborhoods. The special forces teams surrounding the Green Zone were taking orders directly from the prime minister, security officials said.

Maliki's critics blame him for overseeing the de facto fragmentation of the country, with extremists from the Sunni-dominated Islamic State insinuating through territory in the north and west and threatening Baghdad. They say Maliki, a Shiite, has persecuted and alienated members of the Sunni minority, driving them into the arms of radical groups.

The United States began airstrikes in northern Iraq on Friday as the al-Qaeda-inspired Islamic State threatened previously stable Kurdish territory, sending thousands of minority Christians and Yazidis fleeing for their lives.



With an objective assessment, decisions to act can be taken sooner or different decisions can be made.



# Cyber Attack On Iranian Nuclear Plant

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## The New York Times

### Obama Order Sped Up Wave of Cyberattacks Against Iran

By DAVID E. SANGER  
Published: June 1, 2012 | 360 Comments

WASHINGTON — From his first months in office, [President Obama](#) secretly ordered increasingly sophisticated attacks on the computer systems that run [Iran's](#) main nuclear enrichment facilities, significantly expanding America's first sustained use of cyberweapons, according to participants in the program.



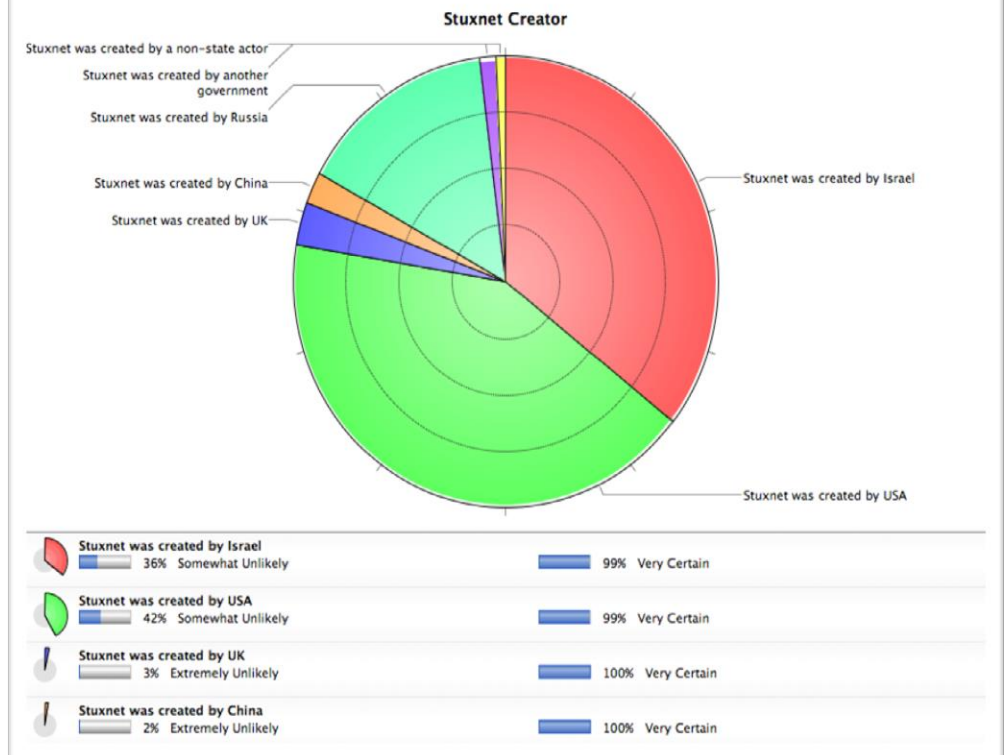
Hasan Sarbainshian/Associated Press  
Iran's nuclear enrichment facility at Natanz.

Mr. Obama decided to accelerate the attacks — begun in the Bush administration and code-named Olympic Games — even after an element of the program accidentally became public in the summer of 2010 because of a programming error that allowed it to escape Iran's Natanz plant and sent it around the world on the Internet. Computer security experts who began studying the worm, which had been developed by the United States and [Israel](#), gave it a name: [Stuxnet](#).

At a tense meeting in the White House Situation Room within days of the worm's "escape," Mr. Obama, Vice President Joseph R. Biden Jr. and the director of the Central Intelligence Agency at the time, Leon E. Panetta, considered whether America's most ambitious attempt to slow the progress of Iran's nuclear efforts had been fatally

Multimedia

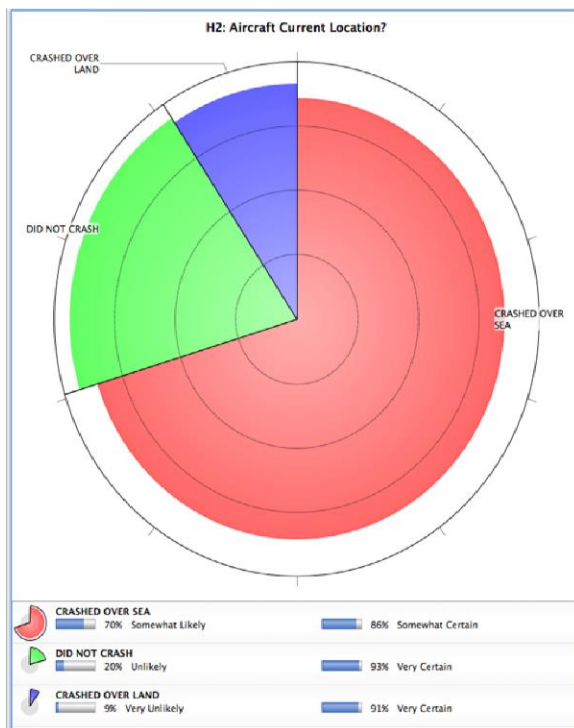
In 2010, who created the Stuxnet Worm that shut down Iran's nuclear plant?



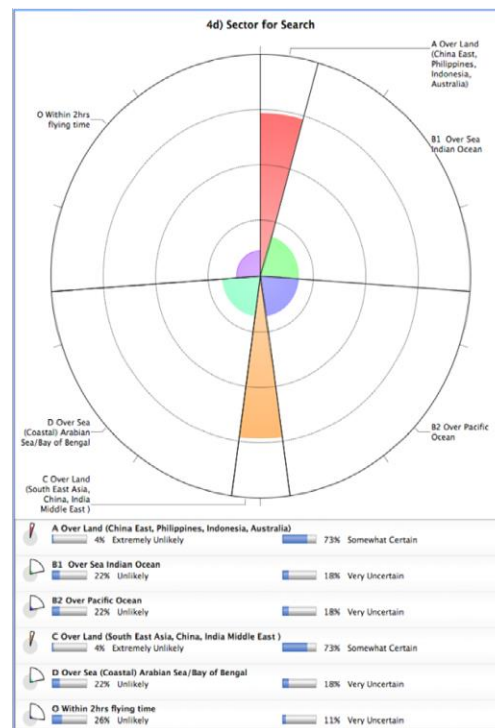
# Disappearance of MH370

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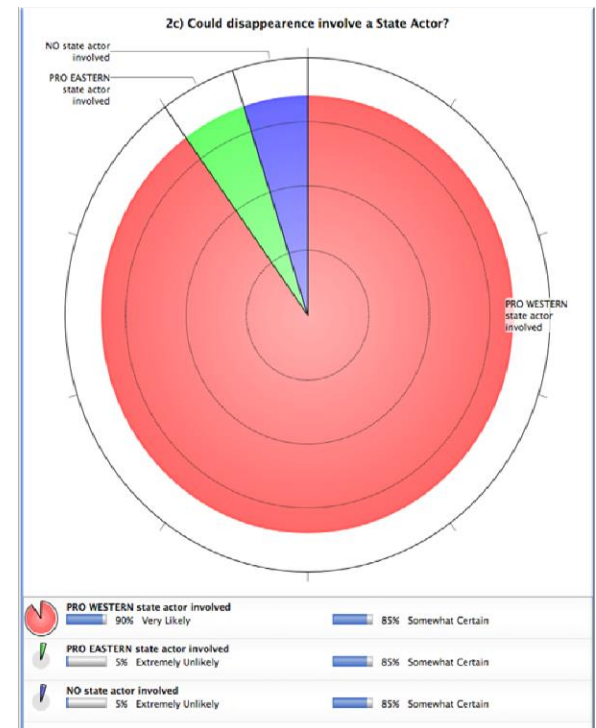
## Possibilities for the search area?



## Sector for search: Where specifically should we search?



## Could a state actor be involved in the disappearance?



# Case Study: Real-Time Credit Assessment for Marketlend

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Veriluma's software calculates the likelihood and probability of default for all unsecured SME loans screened and funded by innovative Australian market place lender, Marketlend.

Real-time assessment capability at inception and on demand throughout life of loan

Incorporates multiple quantitative and qualitative information inputs

Credit algorithms and metrics readily adjustable

Veriluma's benefit to Marketlend:

Unique prescriptive analytics capability incorporates unknown/partly known inputs and eliminates subjective bias in loan grading

Delivers enormous efficiency benefits over manual or partly manual grading systems

Audit feature enables tracking and revision of key inputs

**Result:** *real-time, dynamic credit assessments, zero net credit losses to date*

## Case Study: Oniqua's Inventory Optimisation

Veriluma's software calculates the likelihood and probability of failure of all critical inventory items for Oniqua MRO's global client base

Uses multiple data sources and qualitative input to calculate and assign parts criticality

Readily customisable for scenario and "what if" analysis

Veriluma's benefit to Oniqua's clients:

Determines spare parts criticality thus leading to material reduction in working capital needs

Reduces risk of production shutdown due to lack of critical inventory

Improves project planning and management

Enhances strategic planning and competitive positioning

**Result:** *reduced working capital and lost production days, improved project management*



VERILUMA