



H1 2017 RESULTS

INVESTOR PRESENTATION

Digital solutions the growth engine for MLB

25 August 2017

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H1 2017 Result: highlights

- Strong organic growth in Enterprise Services (ES);
 - revenue up 43% on pcp (28% after normalising for Infoready acquisition)
 - acquired businesses continue to grow strongly under MLB ownership
- Substantial improvement in profitability of Small to Medium Business (SMB);
 - EBITDA up 39% on pcp – first material period-on-period growth since 2008¹
 - EBITDA margin at 19.4% (cf 12.9% pcp)
- Solutions strategy is driving strong growth;
 - solutions revenue up 48% in ES and 66% in SMB
- Interim dividend increases by 75% to 3.5c
- Full year FY17 guidance re-affirmed.

**Consistent Execution Against a Clearly Defined Strategy
Continues to Drive Strong Growth**

1. after normalising for the impact of acquisitions

H1 2017 Result: snapshot

Half Year Ended 30 June 2017	H1 2017	H1 2016	↕ %
Revenue	\$91.7m	\$82.8m ^[2]	11% ↑
Reported EBITDA	\$15.3m	\$11.2m	37% ↑
Underlying EBITDA ^[1]	\$16.8m	\$10.6m	58% ↑
Underlying EPS ^[1]	6.8c	4.6c	48% ↑

1. Underlying EBITDA and EPS excludes one-off and non-recurring expenses/ income, and includes the pro forma impacts of acquisitions/divestments made in the financial period as if that acquisition/divestment had applied for the entire financial period.

2. In the prior year half year financial statements and investor presentation, ES segment revenue was presented on a provisional basis in line with pre-acquisition revenue recognition policies, as the alignment to MIT Group policy was not yet finalised. The prior year comparative presented above has been aligned with MIT Group policy, resulting in a reduction in both gross revenue and cost of goods sold of \$2.2m. This has no net impact on gross margin or EBITDA.

Growing Strongly and Meeting Our Commitments

FY 2017 Outlook: guidance affirmed

Measure	Range	↕ % ¹	Comment
Underlying EBITDA	\$37.5M - \$41.5M	39% ↑	Guidance was revised up (original guidance range was \$31M - \$34M) following the acquisition of WME Group in May. There has been no change since then.
Underlying EPS	\$0.17 - \$0.19	27% ↑	Guidance was revised up (original guidance range was \$0.15 - \$0.17) following the acquisition of WME Group in May. There has been no change since then.
Dividend	55% - 75%		Dividends in FY 2017 will be determined by reference to a payout ratio in the range of 55% to 75% of reported NPAT.

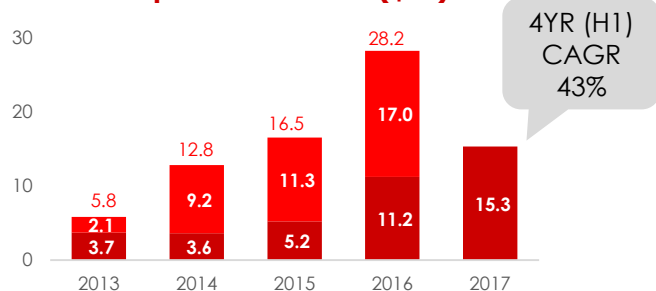
Strong Growth to Continue

1. Change on last year calculated from the mid-point of the guidance range and last year's actual result

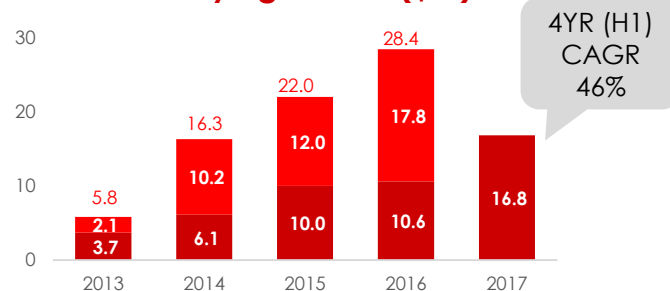
NB. Figures throughout this document may not be exact due to rounding and include non-IFRS financial information that is relevant for users understanding the underlying performance.

Track record: consistently strong growth

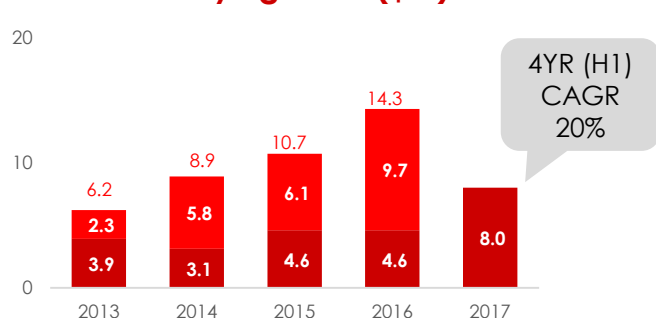
Reported EBITDA (\$m)



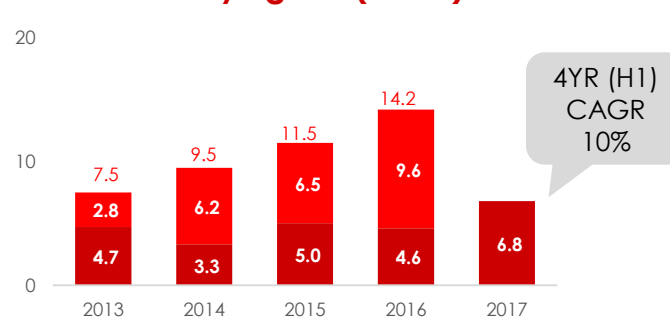
Underlying EBITDA (\$m)



Underlying NPAT (\$m)



Underlying EPS (cents)



■ H2
■ H1

Underlying financial information presented excludes one-off and non-recurring expenses/ income, and includes the pro forma impacts of acquisitions/divestments made in the financial period as if that acquisition/divestment had applied for the entire financial period.

Four major growth drivers

1 Enhancing cross-sell (ES)

2 Growing market share (ES)

3 Increasing solutions ARPU (SMB)

4 Growing market share (SMB)

Consistent Execution Against a Clearly Defined Strategy Will Drive Strong Growth

Four major growth drivers: scorecard

1

ES

Strong growth in customers taking 2 or more services¹;

- 2 services - +22%
- 2 or more - +43%
- 3 services - +80%

Cross sell contributed ~10% of revenue growth

2

ES

Growing share of enterprise digital solutions market¹;

- ES digital solutions revenue grew 51% over the past year
- growing at ~ 5 x the rate of the market

3

SMB

Strong growth in solutions ARPU in SMB;

- increased from \$1,680pa to \$5,400pa²

4

SMB

Growing share of SMB digital solutions market¹;

- SMB digital solutions revenue grew 57% over the past year
- growing at ~ 6 x the rate of the market

1. twelve months to 30 June 2017 (NB this is solutions revenue not total revenue, for ES solutions revenue as at 30/06/2017 was 51% higher than it was at 30/06/2016, the growth for SMB solutions revenue over the same period was 57%)

2. the acquisition of WME had a material impact on SMB ARPU - \$5,400 is at May (when the acquisition of WME was announced), \$1,680 is the 3 month weighted average ARPU as at 30 June 2016

MLB Group: operational highlights

Small to Medium Business (SMB)

- Successful **acquisition of the WME Group** strengthens MLB's position as a leading provider of managed marketing solutions for small and medium business customers and enhances its ability to grow average revenue per user (ARPU) at a faster rate.
- Strong **SMB leadership team** under Emma Hunt now in place to drive the evolution of SMB to a managed marketing solutions business.

Enterprise Services (ES)

- Strong **organic growth in ES** validates the digital solutions strategy. Multiple awards and certifications reinforce ES's leadership position.
- Accelerated **purchase of final stake in Outware** Mobile cleared the way for orderly succession in the mobile practice and facilitated the re-deployment of Outware founders into broader leadership roles in ES.

**Evolution to a Digital Solutions Business is
Well Advanced**

H1 2017: MLB Group reported result

Half Year Ended 30 June 2017	H1 2017	H1 2016	↕ %	Notes
Revenue	\$91.7m	\$82.8m ^[1]	11%	Contribution from acquisitions (full period from InfoReady and 1 month from WME Group), combined with organic growth in ES, partially offset by the sale of the IDNR business (March 2016).
Reported EBITDA	\$15.3m	\$11.2m	37%	Organic growth and contributions from acquisitions (as above), as well as a one-off gain on the accelerated settlement of the Outware option, partially offset by one-off acquisition and integration costs and prior period gain on sale of the IDNR business.
Reported NPAT	\$7.9m	\$2.2m	259%	Organic growth and contributions (as above) as well as growth in ownership stake of Outware from 50.2% to 75.1% in August 2016, and to 100% in February 2017.
EBITDA Margin	17%	14%	21%	Growth in higher EBITDA margin businesses and sale of lower EBITDA margin IDNR business.
EPS (cents)	7.54c	2.31c	226%	EPS growth lower than NPAT growth due to more shares on issue following equity raises in March 2016 and May 2017.

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H1 2017: segment result

Half Year Ended 30 June 2017	ES	SMB	Corporate	MLB Group ^[1] (Consolidated)
Revenue	43.8	47.9	-	91.7
Gross Margin	20.0	29.2	-	49.2
Operating Expenses ^[2]	13.7	18.5	3.3	35.5
Non-recurring (Expenses)/Income ^[3]	(0.1)	(1.4)	3.1	1.6
Reported EBITDA	6.2	9.3	(0.2)	15.3
Non-recurring adjustments ^[3]	0.1	1.4	(3.1)	(1.6)
Pro-forma adjustments ^[4]	0.0	3.1	0.0	3.1
Underlying EBITDA^[5]	6.3	13.8	(3.3)	16.8

1. The aggregate result for the MLB Group.

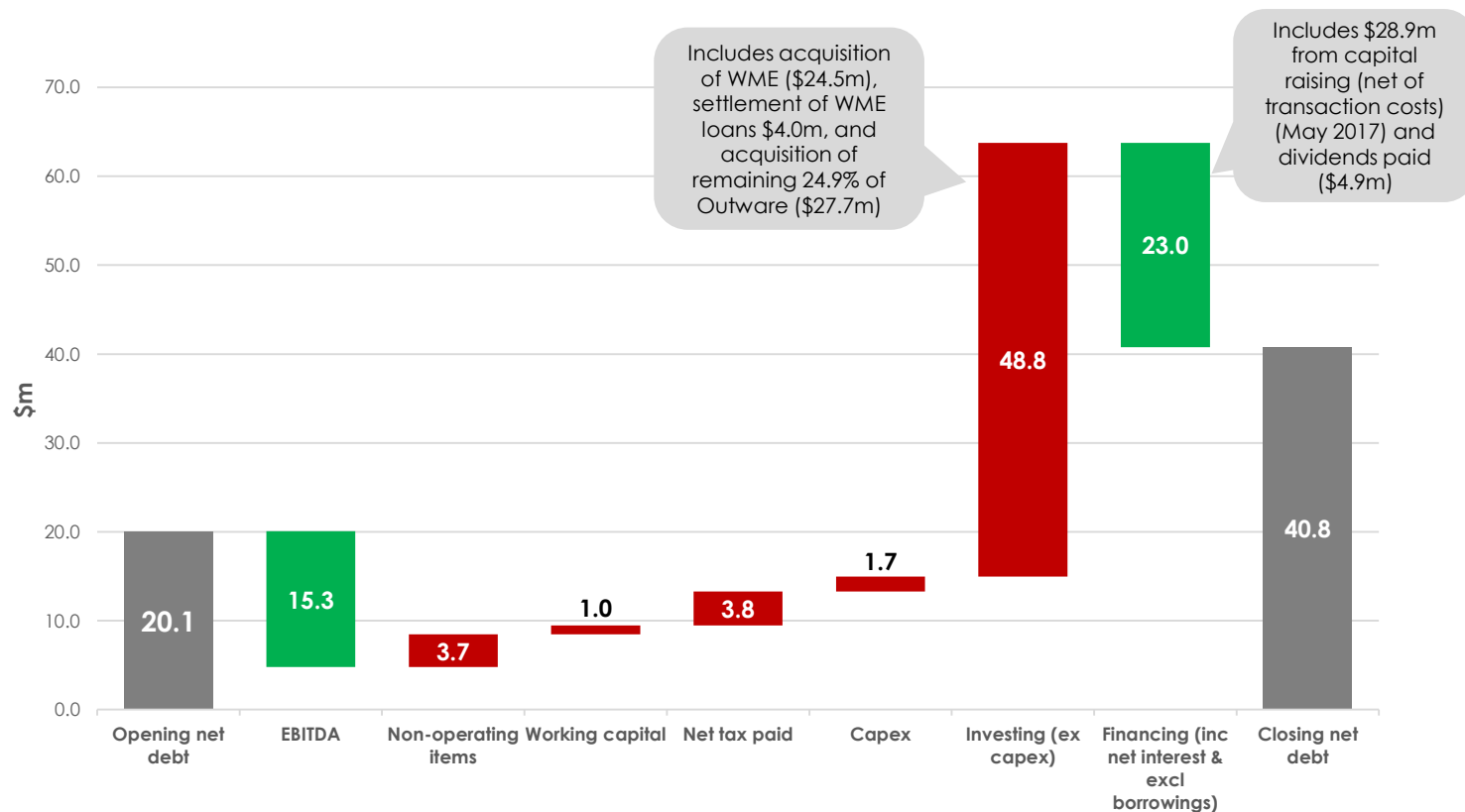
2. Core operating expenses and excludes one-off and non-core expenses.

3. Non-recurring and one-off expenses and non-core income comprises items such as integration costs, transaction costs, movements in contingent consideration etc.

4. These are the pro forma impacts of acquisitions in the financial period as if that business had been owned for all of H1 2017.

5. Underlying EBITDA excludes one-off, non-core and non-recurring expenses/ income, plus the pro forma impacts of acquisitions/divestments made in the financial period as if that acquisition/divestment had applied for the entire financial period. Refer to MLB Group underlying EBITDA table on page 29 for a detailed reconciliation between reported EBITDA and underlying EBITDA.

H1 2017: net debt movement



H1 2017: strong balance sheet

Working Capital

- Cash from operations in 1H impacted by sale of IDNR business and growth of ES business
- Anticipate continuing growth in ES will generate modest ongoing working capital needs

Net Debt

- Net debt at 30 June 2017 of \$40m - operating well within covenants and with headroom in existing facility
- Existing earn-out cash commitments estimated at \$21.3m over the next 18 months easily managed from cash flows and existing facility
- Moderate leverage expected to continue

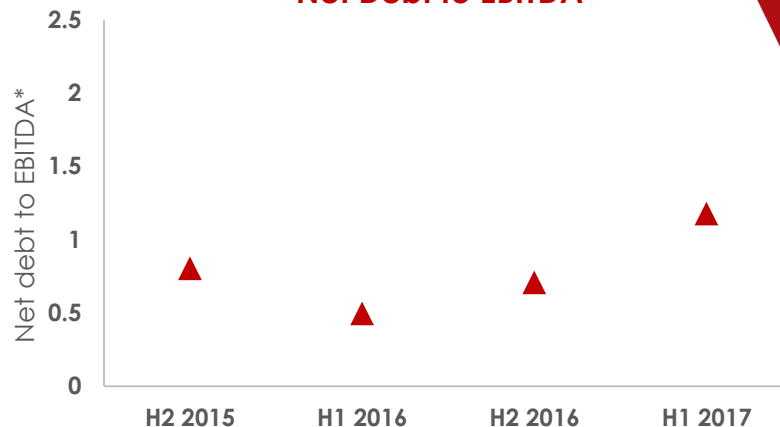
Dividends

- Increase in interim dividend to 3.5c reflecting growth in earnings and confidence in continued growth
- DRP continues to operate to reward shareholders who wish to participate (with introduction of discount to encourage participation over time)

Next Steps

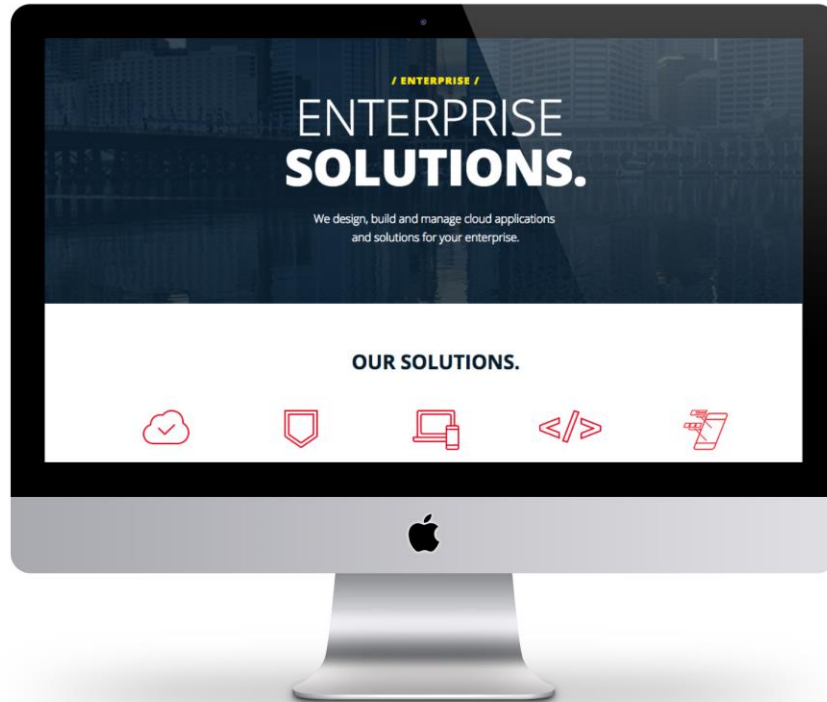
- Currently refreshing our approach to capital management following recent acquisitions – outcome will be shared with investors ahead of the full year results

Net Debt to EBITDA*



* Based on a trailing 12 month underlying EBITDA as published

ES: segment results and performance



ES

ES: operational highlights

- **Key customer wins** including Sportsbet, Woolworths, Village Roadshow, RACV, Citibank and Mastercard.
- ES customers now represent **40% of the ASX Top 20**, with ten customers now engaged across all 3 practices.
- **Integrated sales operation** across Mobile (Outware), Data and Analytics (Infoready) and Cloud practices.
- AWS Premier Partner recertification, 1 of only 2 in Australia.
- Named as the leading Australian managed cloud provider and “Challenger” in **Gartner’s Magic Quadrant** for Public Cloud Infrastructure Managed Services Providers, Worldwide.
- Infoready named in Gartner’s 2017 Market Guide for Data and Analytics Service Providers in Asia Pacific.
- **Won 6 TECH Design Awards (International Design Competition)** (2x Gold for Coles Shopping App; 2x Silver for Peoplecare App; 2x Silver for Goodlife App).

Enterprise Services Enhancing its Leadership Position

ES: reported segment result

Half Year Ended 30 June 2017	H1 2017	H1 2016	± %	Notes
Revenue	\$43.8m	\$30.7m ^[1]	43%	Full period contribution of Analytics practice, and growth in Practices.
Gross Margin	\$20.0m	\$16.1m	24%	Full period contribution of Analytics practice, and growth across all Practices.
Gross Margin %	46%	52% ^[1]		Full period contribution of Analytics practice, which traditionally operates at a lower gross margin (than Mobile and Cloud practices) combined with change of revenue recognition in H1 2016 (see footnote 1).
Operating Expenses	\$13.8m	\$11.0m	(25%)	Full period contribution of Analytics practice, investment to support growth in the Practices, and greater proportion of total shared cost allocation reflecting investment in growth.
EBITDA*	\$6.2m	\$5.1m	22%	
EBITDA % Margin	14.2%	16.6%		Margin impacted primarily by investment in growth. We expect margin to improve to ~20% over the next 2 years.

1. In the prior year half year financial statements and investor presentation, ES segment revenue was presented on a provisional basis in line with pre-acquisition revenue recognition policies, as the alignment to MIT Group policy was not yet finalised. The prior year comparative presented above has been aligned with MIT Group policy, resulting in a reduction in both gross revenue and cost of goods sold of \$2.2m. This has no net impact on gross margin dollars or EBITDA but does affect the gross margin %.

* Includes non-IFRS financial information that is relevant for users understanding the performance of the business.

ES

ES: underlying EBITDA



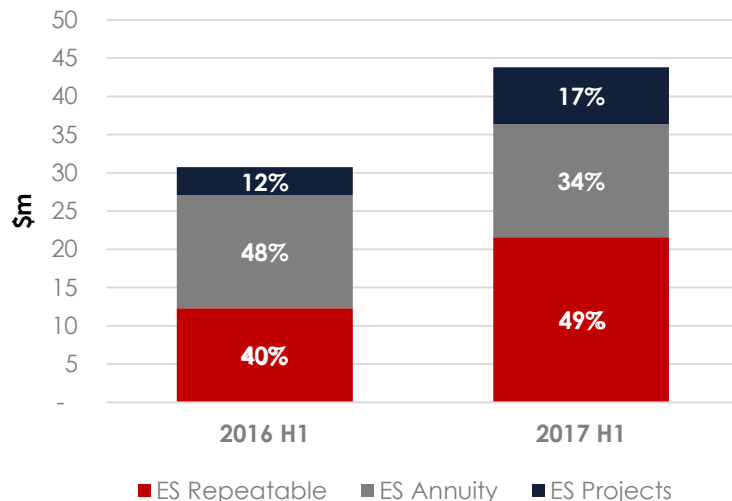
1. one-off and non-recurring expenses and income.

** Includes non-IFRS financial information that is relevant for users understanding the underlying performance of the business.

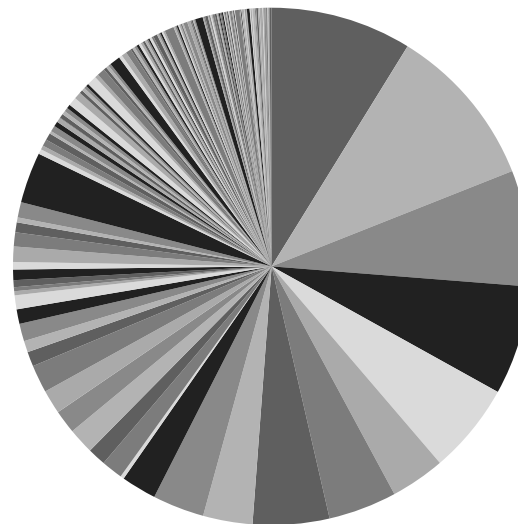
ES

Execution: revenue quality

Recurring, Repeatable Project and One time project Revenue H1 2017



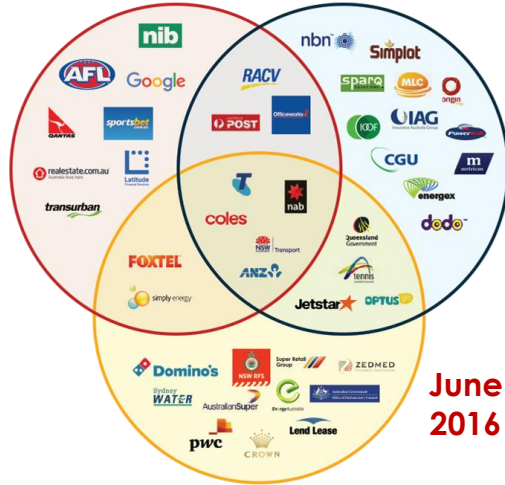
Diversified Revenue Contribution From Clients H1 2017



Definitions: 1. **annuity** revenue is contracted recurring income, 2. **repeatable** revenues are instances where we have been consistently billing the same customer for 2 or more years, 3. **one-off project revenue** is where we do a piece of work for a customer and there is no follow on business

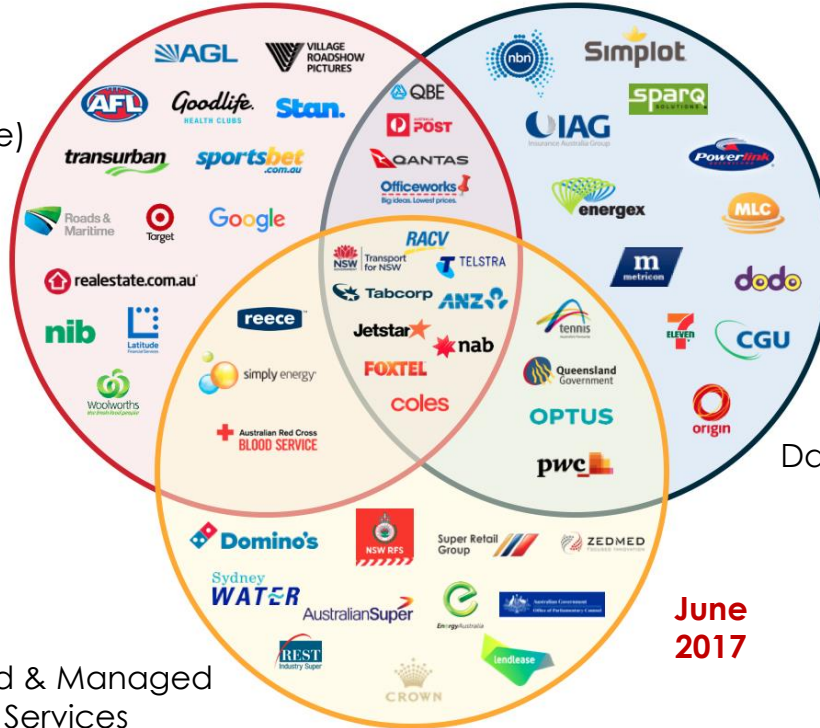
Execution: cross-sell contributed ~10% of revenue growth

Mobile
(Outware Mobile)



June
2016

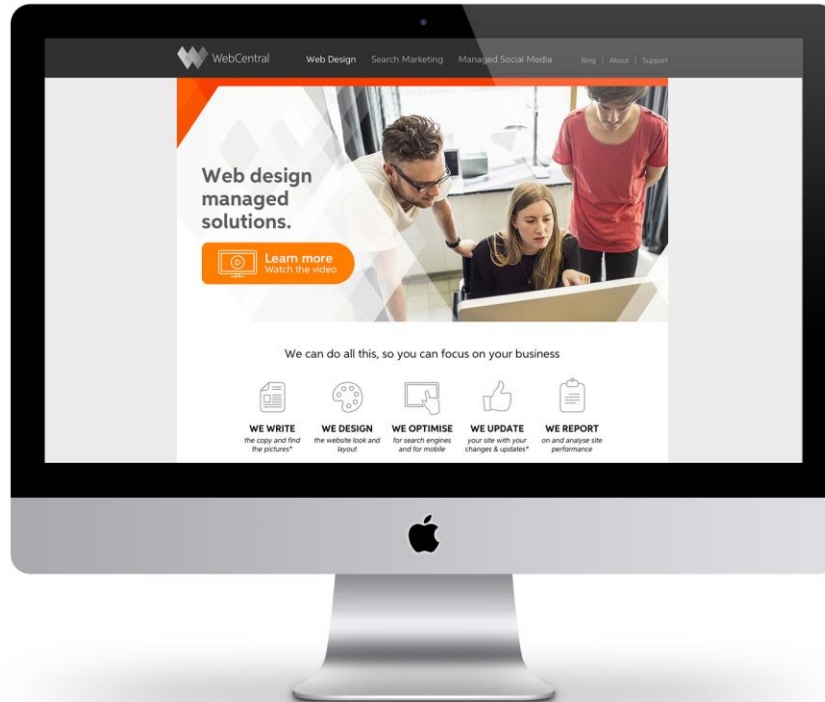
Cloud & Managed
Services



June
2017

Data & Analytics
(Infready)

SMB: segment results and performance



SMB

SMB: operational highlights

- **Strategic acquisition of WME** (Web Marketing Experts) positions SMB as a leading digital solutions partner for small and medium businesses and promises to accelerate the growth in customer ARPU.
- **Solutions** revenue **grew 66%** vs pcp, driven by the acquisition of WME and continuing growth in existing solutions revenue.
- Invited to showcase an Office 365 customer story at the Microsoft Cloud and Hosting Summit 2017 in Seattle, due to our **“Tier 1 Microsoft CSP partner”** status.
- Targeted appointment of senior roles within SMB bringing experience and leadership depth to the SMB team under Emma Hunt.
- Restructure of Marketing team completed in Q2.

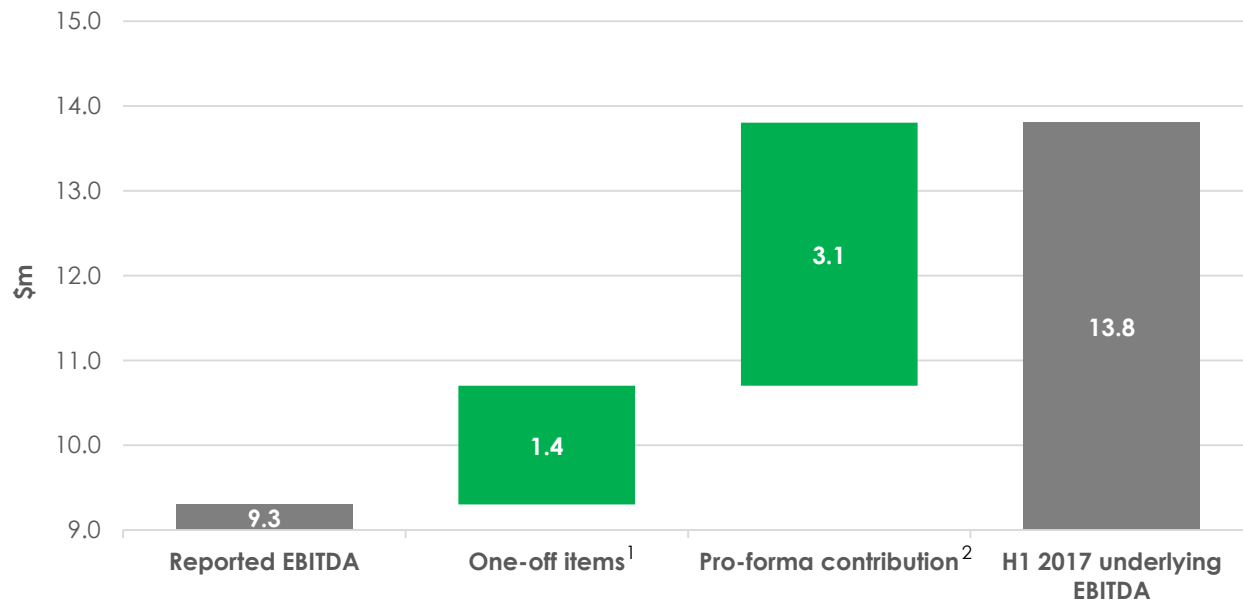
SMB Well on its Way to Being the Leading Digital Solutions Partner for Small Businesses

SMB: reported segment result

Half Year Ended 30 June 2017	H1 2017	H1 2016	↕ %	Notes
Revenue	\$47.9m	\$52.0m	(8%)	Reduction in revenue due to sale of IDNR business (\$5.3m), partially offset by contribution from acquisition of WME (\$2.2m).
Gross Margin	\$29.3m	\$29.0m	1%	
Gross Margin %	61%	56%		Improved margin % due to sale of lower margin IDNR business.
Operating Expenses	\$20.0m	\$22.3m	10%	Lower expenditure as a result of synergy savings, tight cost management across the business, sale of IDNR business, and reduced share of total Shared Services cost allocation.
EBITDA*	\$9.3m	\$6.7m	39%	
EBITDA % Margin	19.4%	12.9%		

* Includes non-IFRS financial information that is relevant for users understanding the performance of the business.

SMB: underlying EBITDA



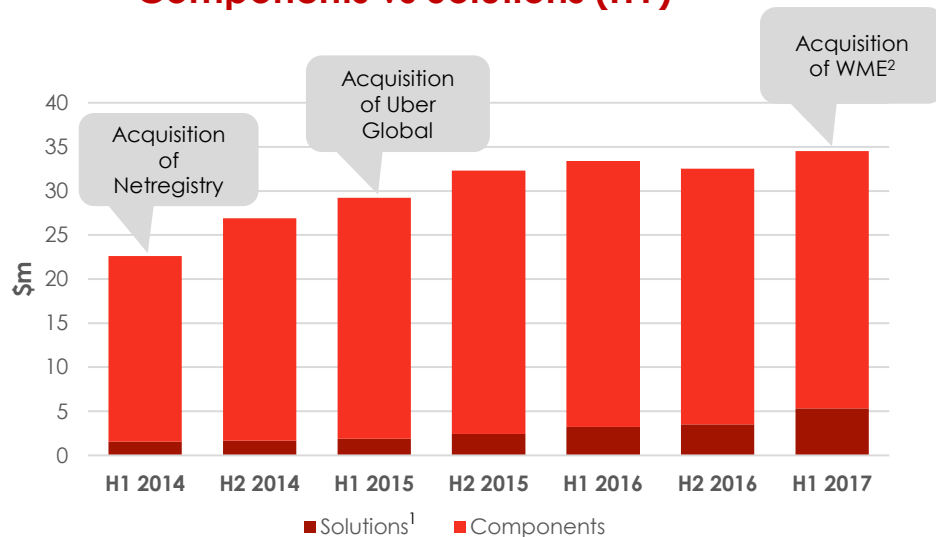
1. one-off and non-recurring expenses and income.

2. the pro forma impacts of acquisitions/divestments made in the financial period as if that acquisition/divestment had applied for the entire financial period.

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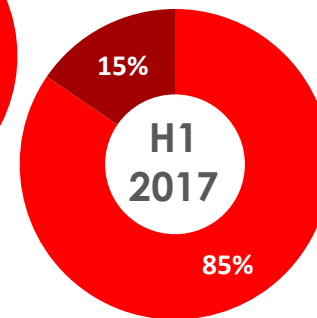
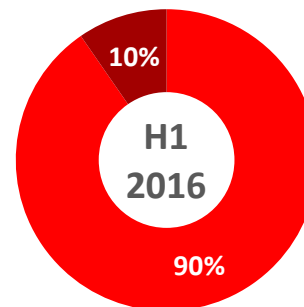
Execution: revenue growth

Direct Revenue Components vs Solutions (HY)



REVENUE SPLIT BY SEGMENT

■ SOLUTIONS
■ COMPONENTS

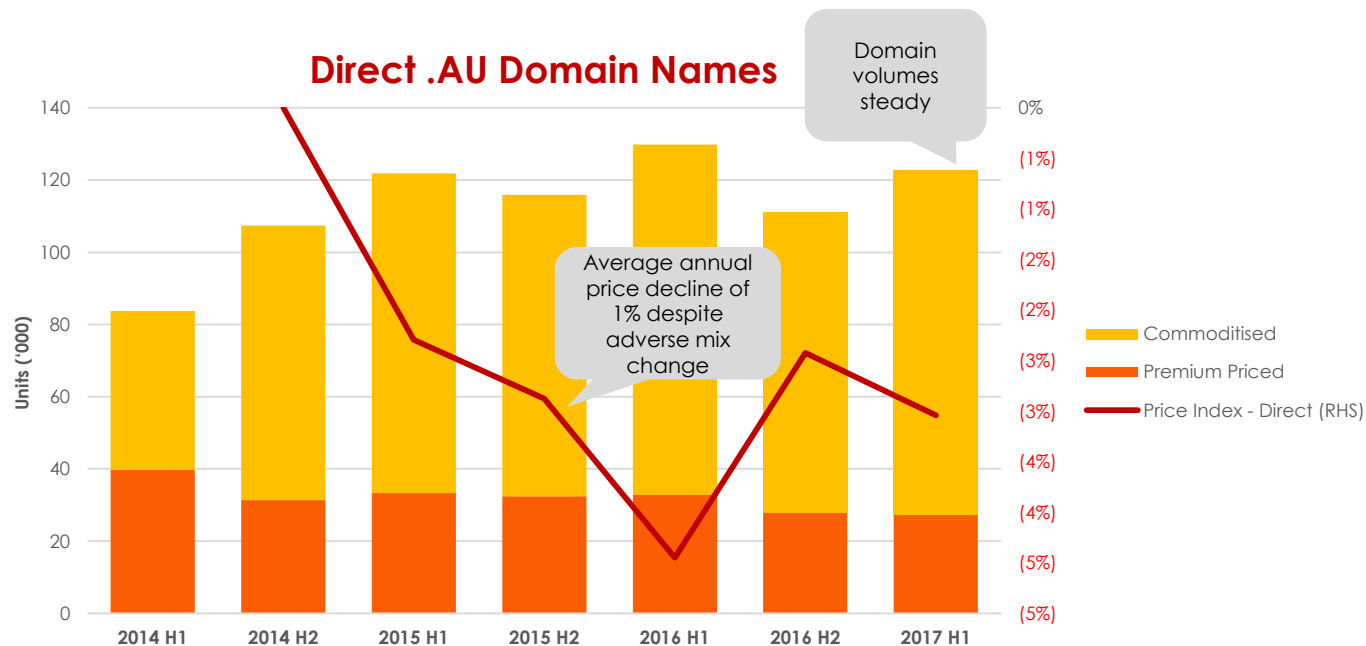


Rapidly Growing Solutions Revenue Driving Growth

Notes:

1. Solutions revenue for prior periods has been restated to ensure consistency with revenue classification for WME – results in a decrease in reported solutions revenue for prior periods and a corresponding increase in components revenue. No impact on overall revenue.
2. H1 2017 result includes one month of WME revenue.

Execution: resilient legacy revenue



Legacy domains business is stable and generating strong cash for investment in solutions driven growth

Summary

1. Strong H1 2017 result reinforces growing momentum;
 - revenue up 11%
 - underlying EBITDA up 58%
 - underlying EPS up 48%
2. Continuation of strong growth expected over remainder of 2017;
 - underlying EBITDA of \$37.5m - \$41.5M, up 39% YoY
 - underlying EPS of 17c – 19c, up 27% YoY
3. Solutions strategy is driving real growth;
 - Strong growth (pcp) in solutions revenue;
 - 48% in ES and 66% in SMB
 - Translating to strong growth in EBITDA;
 - 22% in ES and 39% in SMB

**Growth in Solutions to Drive Strong Growth in
Both ES and SMB**



Appendix A: financial data

H1 2017 Results

Date 25 August 2017

H1 2017: MLB Group reported result

Half Year Ended 30 June 2017	H1 2017	H1 2016	↕ %	Notes
Revenue	\$91.7m	\$82.8m	11%	Contribution from acquisitions (full period from InfoReady and 1 month from WME Group), combined with organic growth in ES, partially offset by the sale of the IDNR business (March 2016).
Reported EBITDA	\$15.3m	\$11.2m	37%	Organic growth and contributions from acquisitions (as above), as well as a one-off gain on the accelerated settlement of the Outware option, partially offset by one-off acquisition and integration costs and prior period gain on sale of the IDNR business.
Reported NPAT	\$7.9m	\$2.2m	259%	Organic growth and contributions (as above) as well as growth in ownership stake of Outware from 50.2% to 75.1% in August 2016, and to 100% in February 2017.
EBITDA Margin	17%	14%	21%	Growth in higher EBITDA margin businesses and sale of lower EBITDA margin IDNR business.
EPS (cents)	7.54c	2.31c	226%	EPS growth lower than NPAT growth due to more shares on issue following equity raises in March 2016 and May 2017.

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H1 2017: MLB Group underlying EBITDA

Half Year Ended 30 June 2017	H1 2017	H1 2016	Division	Notes
Reported EBITDA	\$15.3m	\$11.2m		
Adjustments to calculate Underlying EBITDA				
1. Transaction costs	\$0.6m	\$0.6m	Corp	One off transaction costs incurred for acquisitions
2. Integration costs	\$2.2m	\$1.2m	SMB/ Corp	One off cost of integrating acquired businesses
3. Contribution of IDNR business prior to sale	-	(\$0.1m)	SMB	Three months EBITDA contribution from IDNR business sold in March 2016
4. Other non-operating income	(\$4.5m)	(\$0.6m)	Corp	Relates to accelerated settlement Outware option and InfoReady contingent consideration liability
5. Other non-operating expenses	\$0.1m	\$0.1m	ES	
6. Gain on sale of IDNR business	-	(\$2.4m)	Corp	
7. Additional contribution from acquisitions*	\$3.1m	\$0.6m	SMB/ES	Contribution prior to acquisition for WME (May 2017) and InfoReady (March 2016)
Underlying EBITDA	\$16.8m	\$10.6m		

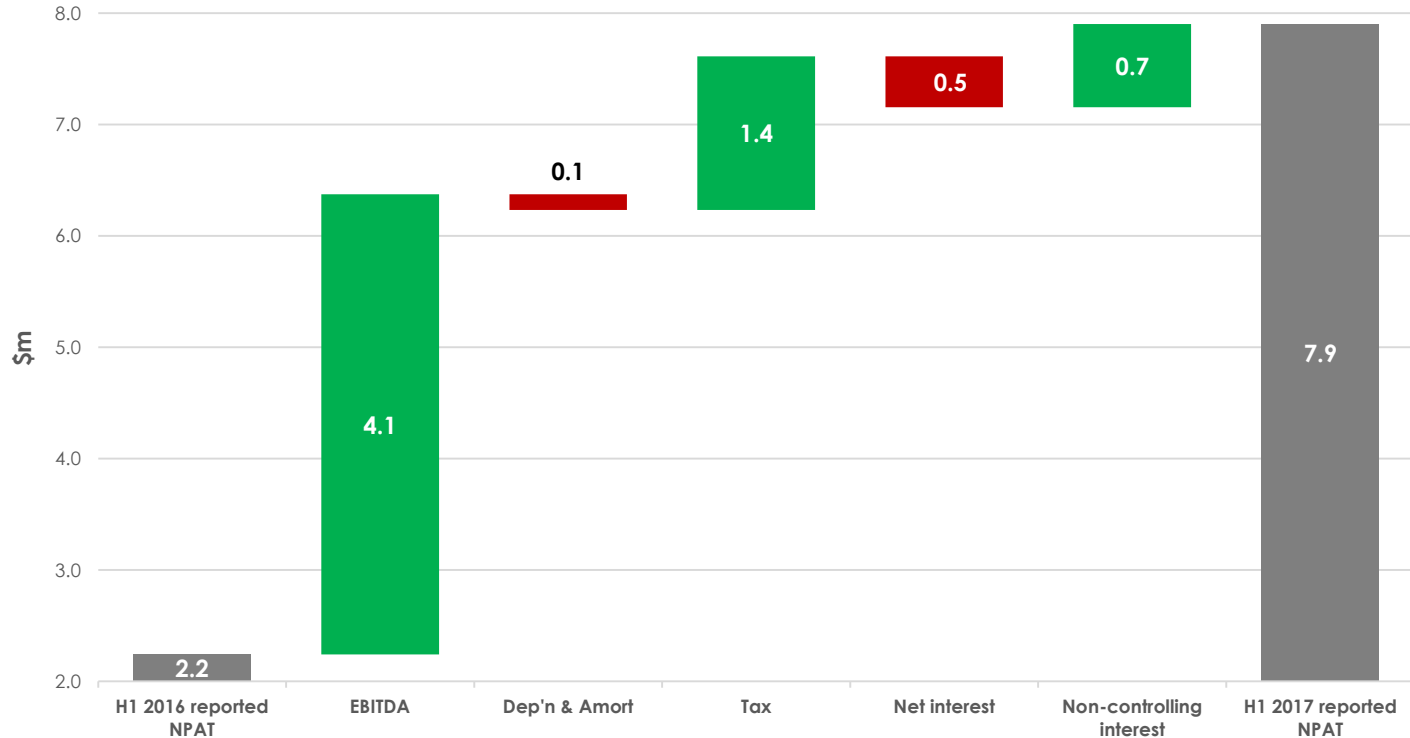
*as if all businesses owned or divested since 1 Jan – i.e., adjusted EBITDA contributions up to completion not already included in Reported EBITDA. Included to assist investors to estimate full period profit. Figures on this page reflect managements best estimate and have not been audited. They may not be exact due to rounding and include non-IFRS financial information that is relevant for users understanding the underlying performance.

H1 2017: underlying NPAT

Half Year Ended 30 June 2017	H1 2017	H1 2016	Notes
Reported NPAT	\$7.9m	\$2.2m	
Adjustments to calculate Underlying NPAT			
1. Profit after Tax attributable to Non-Controlling Interests of Outware	\$0.2m	\$0.9m	Growth in ownership stake of Outware from 50.2% to 75.1% in August 2016, and to 100% in February 2017
2. Transaction costs	\$0.5m	\$0.5m	One off transaction costs incurred for acquisitions (tax effected)
3. Integration costs	\$1.6m	\$0.8m	One off cost of integrating acquired businesses (tax effected)
4. Contribution of IDNR business prior to sale	-	(\$0.1m)	Three months NPAT contribution from the IDNR business (sold in March 2016)
5. Other non-operating income	(\$4.5m)	(\$0.6m)	Relates to accelerated settlement of the Outware option (Feb 2017) and InfoReady contingent consideration liability
6. Other non-operating expenses	\$0.2m	\$0.4m	
7. Gain on sale of IDNR business	-	(\$2.3m)	
8. Tax on sale of IDNR business	-	\$2.4m	
9. Additional contribution from acquisitions*	\$2.1m	\$0.4m	Contribution prior to acquisition for WME (May 2017) and InfoReady (March 2016)
Underlying NPAT	\$8.0m	\$4.6m	

*as if all businesses owned or divested since 1 Jan – ie adjusted NPAT contributions up to completion not already included in Reported NPAT. Included to assist investors to estimate full period profit. Figures on this page reflect managements best estimate and have not been audited. They may not be exact due to rounding and include non-IFRS financial information that is relevant for users understanding the underlying performance.

H1 2017: MLB Group reported NPAT bridge



H1 2017: cash movement

Half Year Ended 30 June 2017	H1 2017	H1 2016	↕ %	Notes
Reported EBITDA	\$15.3m	\$11.2m	37%	
Non-operating items	(\$3.7m)	(\$2.3m)		Includes transaction costs related to acquisitions, gain on accelerated settlement of the Outware option, and other non-operating income and expenses.
Working Capital	(\$1.0m)	\$2.6m		Increased working capital requirements flowing from organic growth in ES.
Net Tax Paid	(\$3.8m)	(\$3.1m)	(23%)	Higher tax paid as a result of increased profitability.
Capex	(\$1.7m)	(\$2.3m)	26%	Transition of business to a lighter infrastructure model.
Free Cash Flow	\$5.1m	\$6.1m	(16%)	
Financing (incl. net interest)	\$50.7m	\$7.4m		Driven primarily by financing activities including capital raise, proceeds from borrowings, and dividends paid.
Investing (excl. Capex)	(\$48.8m)	(\$9.4m)		Acquisition of WME and accelerated purchase of Outware.
Net cash movement	\$7.0m	\$4.1m	71%	
Closing net cash	\$23.4m	\$16.5m	42%	

H1 2017: cash movement

Half Year Ended 30 June 2017	H1 2017	H1 2016
FINANCING (incl. net interest)		
Proceeds from capital raising	\$30.7m	\$15.0m
Transaction costs on capital raising	(\$1.8m)	(\$0.6m)
Dividend paid	(\$4.9m)	(\$4.1m)
Proceeds from/ (repayment of) borrowings	\$27.7m	(\$2.3m)
Net interest paid	(\$1.0m)	(\$0.5m)
Other	-	(\$0.1m)
Total Financing (incl. net interest)	\$50.7m	\$7.4m
Half Year Ended 30 June 2017	H1 2017	H1 2016
INVESTING (excl. Capex)		
Acquisition of InfoReady incl. transaction costs	(\$0.6m)	(\$16.0m)
Acquisition of WME incl. transaction costs	(\$24.5m)	-
Repayment of WME loans	\$4.0m	-
Acquisition of Outware	(\$27.7m)	-
Proceeds from sale of IDNR business net of transaction costs	-	\$6.6m
Total investing (excl. Capex)	(\$48.8m)	(\$9.4m)

H1 2017: balance sheet

	Jun-17	Dec-16	↕ %	Notes
Cash	\$23.4m	\$16.4m	43%	Increase from capital raising, greater bank borrowings, and positive operating cash flows, partially offset by WME acquisition, purchase of remaining 24.9% of Outware and dividends paid.
Other current assets	\$37.5m	\$29.8m	26%	Increase in receivables due to growth in ES business.
Current assets	\$60.9m	\$46.2m	32%	
Non-current assets	\$279.1m	\$241.1m ^[1]	16%	Increase in goodwill arising from WME acquisition.
Total assets	\$340.0m	\$287.3m	18%	
Current liabilities	\$86.1m	\$80.3m	(7%)	Increase due to a portion of bank borrowings moving to current, contingent consideration liability for WME and InfoReady acquisitions, partially offset by Outware tranche 3 liability being extinguished.
Non-current liabilities	\$74.7m	\$61.4m ^[1]	(22%)	Increase due to higher bank borrowings, partially offset by the second earn-out period of contingent consideration on InfoReady acquisition moving to current.
Total liabilities	\$160.8m	\$141.7m	(13%)	
Equity	\$179.2m	\$145.6m	23%	Positive impact due to capital raising and H1 2017 NPAT, partially offset by dividends paid.

^[1] Change in accounting policies relating to brand names results in additional \$2.7m in goodwill and \$2.7m in deferred tax liabilities.

Extra Info: D&A, Financing & Tax

	H1 2017	H1 2016	⬆ %	Notes
Reported EBITDA	\$15.3m	\$11.2m	37%	
Amortisation of customer contracts	(\$0.7m)	(\$0.8m)	13%	Charges from customer contracts recognised on acquisitions.
Amortisation of capitalised software	(\$1.2m)	(\$0.9m)	(33%)	Impacted by higher prior period investment in systems.
Depreciation	(\$1.7m)	(\$1.8m)	6%	Transition of business to a lighter infrastructure model.
Net interest expense	(\$1.1m)	(\$0.7m)	(57%)	Higher bank borrowings in current period.
Profit before tax	\$10.6m	\$7.0m	51%	
Income tax expense	(\$2.5m)	(\$3.8m)	34%	Current period effective tax rate (24%) has benefited from non-assessable income on Outware accelerated purchase. Prior period (54%) was unfavourably impacted by tax on capital gain from the sale of the IDNR business.
Less: Profit attributable to NCI	(\$0.2m)	(\$1.0m)	80%	Growth in ownership stake of Outware from 50.2% to 75.1% in August 2016, and to 100% in February 2017.
Reported NPAT	\$7.9m	\$2.2m	259%	



Appendix B: glossary

Date 25 August 2017

Glossary

ARPU	Average revenue per user
CAGR	Compound annual growth rate
Capex	Capital expenditure
Company, Melbourne IT or MLB	Melbourne IT Limited (ACN 073 716 793), including its subsidiaries unless the context requires otherwise
ES	Enterprise Services, a division of the Melbourne IT Group focusing on cloud, mobile and data analytics services for enterprise customers
IDNR	International Domain Name Registration business, sold by Melbourne IT to Tucows Inc. in March 2016
InfoReady	InfoReady Pty Ltd, acquired by Melbourne IT in March 2016
Netregistry	Netregistry Pty Ltd, acquired by MLB in February 2014
Outware	Outware Systems Pty Ltd, acquired by Melbourne IT in June 2015
pcp	Prior comparable period
PY	Prior year
Reported EBITDA	Earnings before Interest, Taxation, Depreciation and Amortisation. A non-IFRS financial metric included in this presentation that is relevant for users understanding the underlying performance of the Melbourne IT Group
Reported NPAT	Net Profit after Taxation attributable to the members of the parent

Glossary (cont'd)

SMB	A division of the Melbourne IT Group focusing on web services to small to medium sized businesses
Solutions	Product offerings within SMB and ES divisions that utilise digital technologies to help our customers engage more effectively with their customers and to build their businesses
Uber/ Uber Global	Uber Global Pty Ltd, acquired by Melbourne IT in April 2015
Underlying EBITDA	A non-IFRS financial metric included in this presentation that is relevant for users understanding the underlying performance of the Melbourne IT Group. Reported EBITDA adjusted for one-off and non-recurring items and the pro forma impact of acquisitions and divestments made in the financial period
Underlying EPS	Earnings per Share. A non-IFRS financial metric included in this presentation that is relevant for users understanding the underlying performance of the Melbourne IT Group. Underlying EPS adjusts for one-off and non-recurring items and the pro forma impact of acquisitions and divestments made in the financial period
Underlying NPAT	A non-IFRS financial metric included in this presentation that is relevant for users understanding the underlying performance of the Melbourne IT Group. Reported NPAT adjusted for one-off and non-recurring items and the pro forma impact of acquisitions and divestments made in the financial period
WME/ WME Group	Comprises of 100% of the shares of Web Marketing Experts Pty Ltd (ACN 134 954 279), Nothing But Web Pty Ltd (ACN 602 013 678) and Results First Limited (NZ Company Number 5240641)
YoY	Year on year



Appendix C: disclaimer

Date 25 August 2017

Important Notice & Disclaimer

Summary information

This presentation contains summary information about the Company and its activities and is current as at the date of this presentation. The information in this presentation is a general background and does not purport to be complete or provide all information that an investor should consider when making an investment decision. It has been prepared by the Company with due care but no representation or warranty, express or implied, is provided in relation to the accuracy or completeness of the information. Statements in this presentation are made only as of the date of this presentation unless otherwise stated and the information in this presentation remains subject to change without notice. The Company is not responsible for updating, nor undertakes to update, this presentation. It should be read in conjunction with the Company's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange ("ASX"), which are available at www.asx.com.au.

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Financial data

All dollar values are in Australian dollars (\$) or A\$) unless stated otherwise.

Future performance

This presentation contains certain forward-looking statements. The words "expect", "anticipate", "estimate", "intend", "believe", "guidance", "should", "could", "may", "will", "predict", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future financial position and performance are also forward-looking statements.

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