

Rule 2.7, 3.10.3, 3.10.4, 3.10.5

Appendix 3B

New issue announcement, application for quotation of additional securities and agreement

Information or documents not available now must be given to ASX as soon as available. Information and documents given to ASX become ASX's property and may be made public.

Introduced 01/07/96 Origin: Appendix 5 Amended 01/07/98, 01/09/99, 01/07/00, 30/09/01, 11/03/02, 01/01/03, 24/10/05, 01/08/12, 04/03/13

Name of entity

Elmo Software Limited (ELO)

ABN

13 102 455 087

We (the entity) give ASX the following information.

Part 1 - All issues

You must complete the relevant sections (attach sheets if there is not enough space).

- | | | |
|---|---|--|
| 1 | +Class of +securities issued or to be issued | Unlisted options to acquire fully paid ordinary shares under the ELMO Equity Plan Rules (under the Long Term Incentive Plans). |
| 2 | Number of +securities issued or to be issued (if known) or maximum number which may be issued | 455,354 options to acquire fully paid ordinary shares. |

+ See chapter 19 for defined terms.

<p>3 Principal terms of the +securities (e.g. if options, exercise price and expiry date; if partly paid +securities, the amount outstanding and due dates for payment; if +convertible securities, the conversion price and dates for conversion)</p>	<p>Unlisted options have been issued to certain executives pursuant to the ELMO Equity Plan Rules.</p> <p>The options are subject to certain conditions including the continued employment of the participant with ELMO and performance hurdles set out in the terms of the grant including achievement of individual key performance indicators and a Relative Total Shareholder Return hurdle (as applicable).</p> <p>All options have an exercise price of \$5.50 per option.</p> <p>Participants will have three years from vesting to exercise any vested options.</p> <p>Vested options may be converted into fully paid ordinary shares in the capital of ELMO in accordance with the terms of the grant.</p>
<p>4 Do the +securities rank equally in all respects from the +issue date with an existing +class of quoted +securities?</p> <p>If the additional +securities do not rank equally, please state:</p> <ul style="list-style-type: none"> • the date from which they do • the extent to which they participate for the next dividend, (in the case of a trust, distribution) or interest payment • the extent to which they do not rank equally, other than in relation to the next dividend, distribution or interest payment 	<p>After vesting, the options may be converted into fully paid ordinary shares in the capital of ELMO in accordance with the terms of grant.</p> <p>Fully paid ordinary shares resulting from that conversation will rank equally with other fully paid ordinary shares then on issue.</p>
<p>5 Issue price or consideration</p>	<p>Nil on issue (\$5.50 Exercise Price to exercise each vested option in accordance with the terms of grant).</p>

+ See chapter 19 for defined terms.

6	Purpose of the issue (If issued as consideration for the acquisition of assets, clearly identify those assets)	Grant of options under the ELMO Equity Plan Rules.
6a	Is the entity an +eligible entity that has obtained security holder approval under rule 7.1A? If Yes, complete sections 6b – 6h in relation to the +securities the subject of this Appendix 3B, and comply with section 6i	Yes
6b	The date the security holder resolution under rule 7.1A was passed	28 November 2017
6c	Number of +securities issued without security holder approval under rule 7.1	Nil
6d	Number of +securities issued with security holder approval under rule 7.1A	Nil
6e	Number of +securities issued with security holder approval under rule 7.3, or another specific security holder approval (specify date of meeting)	Nil
6f	Number of +securities issued under an exception in rule 7.2	Nil
6g	If +securities issued under rule 7.1A, was issue price at least 75% of 15 day VWAP as calculated under rule 7.1A.3? Include the +issue date and both values. Include the source of the VWAP calculation.	N/A

+ See chapter 19 for defined terms.

6h	If +securities were issued under rule 7.1A for non-cash consideration, state date on which valuation of consideration was released to ASX Market Announcements	N/A							
6i	Calculate the entity's remaining issue capacity under rule 7.1 and rule 7.1A – complete Annexure 1 and release to ASX Market Announcements	ASX LR 7.1 capacity: 4,731,034 ASX LR 7.1A capacity: Nil							
7	+Issue dates Note: The issue date may be prescribed by ASX (refer to the definition of issue date in rule 19.12). For example, the issue date for a pro rata entitlement issue must comply with the applicable timetable in Appendix 7A. Cross reference: item 33 of Appendix 3B.	5 November 2018							
8	Number and +class of all +securities quoted on ASX (including the +securities in section 2 if applicable)	<table><tr><th>Number</th><th>+Class</th></tr><tr><td>23,139,436 (includes 2,094,011 fully paid ordinary shares subject to voluntary escrow with various release dates)</td><td>Fully paid ordinary shares</td></tr></table>	Number	+Class	23,139,436 (includes 2,094,011 fully paid ordinary shares subject to voluntary escrow with various release dates)	Fully paid ordinary shares			
Number	+Class								
23,139,436 (includes 2,094,011 fully paid ordinary shares subject to voluntary escrow with various release dates)	Fully paid ordinary shares								
9	Number and +class of all +securities not quoted on ASX (including the +securities in section 2 if applicable)	<table><tr><th>Number</th><th>+Class</th></tr><tr><td>40,061,751</td><td>ASX restricted securities to 29/06/2019 (fully paid ordinary shares)</td></tr><tr><td>1,439,049</td><td>Options</td></tr></table>	Number	+Class	40,061,751	ASX restricted securities to 29/06/2019 (fully paid ordinary shares)	1,439,049	Options	
Number	+Class								
40,061,751	ASX restricted securities to 29/06/2019 (fully paid ordinary shares)								
1,439,049	Options								
10	Dividend policy (in the case of a trust, distribution policy) on the increased capital (interests)	N/A							

Part 2 - Pro rata issue

11	Is security holder approval required?	Part 2 – N/A
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+ See chapter 19 for defined terms.

12	Is the issue renounceable or non-renounceable?	
13	Ratio in which the ⁺ securities will be offered	
14	⁺ Class of ⁺ securities to which the offer relates	
15	⁺ Record date to determine entitlements	
16	Will holdings on different registers (or subregisters) be aggregated for calculating entitlements?	
17	Policy for deciding entitlements in relation to fractions	
18	Names of countries in which the entity has security holders who will not be sent new offer documents <small>Note: Security holders must be told how their entitlements are to be dealt with. Cross reference: rule 7.7.</small>	
19	Closing date for receipt of acceptances or renunciations	
20	Names of any underwriters	
21	Amount of any underwriting fee or commission	
22	Names of any brokers to the issue	
23	Fee or commission payable to the broker to the issue	
24	Amount of any handling fee payable to brokers who lodge acceptances or renunciations on behalf of security holders	

+ See chapter 19 for defined terms.

25	If the issue is contingent on security holders' approval, the date of the meeting	
26	Date entitlement and acceptance form and offer documents will be sent to persons entitled	
27	If the entity has issued options, and the terms entitle option holders to participate on exercise, the date on which notices will be sent to option holders	
28	Date rights trading will begin (if applicable)	
29	Date rights trading will end (if applicable)	
30	How do security holders sell their entitlements <i>in full</i> through a broker?	
31	How do security holders sell <i>part</i> of their entitlements through a broker and accept for the balance?	
32	How do security holders dispose of their entitlements (except by sale through a broker)?	
33	+Issue date	

+ See chapter 19 for defined terms.

Part 3 - Quotation of securities

You need only complete this section if you are applying for quotation of securities

34 Type of ⁺securities
 (tick one)

(a) ☐ ⁺Securities described in Part 1

(b) ☐ All other ⁺securities

Example: restricted securities at the end of the escrowed period, partly paid securities that become fully paid, employee incentive share securities when restriction ends, securities issued on expiry or conversion of convertible securities

Entities that have ticked box 34(a)

Additional securities forming a new class of securities

Tick to indicate you are providing the information or documents

35 ☐ If the ⁺securities are ⁺equity securities, the names of the 20 largest holders of the additional ⁺securities, and the number and percentage of additional ⁺securities held by those holders

36 ☐ If the ⁺securities are ⁺equity securities, a distribution schedule of the additional ⁺securities setting out the number of holders in the categories
 1 - 1,000
 1,001 - 5,000
 5,001 - 10,000
 10,001 - 100,000
 100,001 and over

37 ☐ A copy of any trust deed for the additional ⁺securities

⁺ See chapter 19 for defined terms.

Entities that have ticked box 34(b)

38	Number of +securities for which +quotation is sought					
39	+Class of +securities for which quotation is sought					
40	<p>Do the +securities rank equally in all respects from the +issue date with an existing +class of quoted +securities?</p> <p>If the additional +securities do not rank equally, please state:</p> <ul style="list-style-type: none"> the date from which they do the extent to which they participate for the next dividend, (in the case of a trust, distribution) or interest payment the extent to which they do not rank equally, other than in relation to the next dividend, distribution or interest payment 					
41	<p>Reason for request for quotation now</p> <p>Example: In the case of restricted securities, end of restriction period</p> <p>(if issued upon conversion of another +security, clearly identify that other +security)</p>					
42	Number and +class of all +securities quoted on ASX (including the +securities in clause 38)	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%;">Number</th> <th style="width: 50%;">+Class</th> </tr> </thead> <tbody> <tr> <td style="height: 100px;"></td> <td></td> </tr> </tbody> </table>	Number	+Class		
Number	+Class					

+ See chapter 19 for defined terms.

Quotation agreement

- 1 +Quotation of our additional +securities is in ASX's absolute discretion. ASX may quote the +securities on any conditions it decides.
- 2 We warrant the following to ASX.
 - The issue of the +securities to be quoted complies with the law and is not for an illegal purpose.
 - There is no reason why those +securities should not be granted +quotation.
 - An offer of the +securities for sale within 12 months after their issue will not require disclosure under section 707(3) or section 1012C(6) of the Corporations Act.
Note: An entity may need to obtain appropriate warranties from subscribers for the securities in order to be able to give this warranty
 - Section 724 or section 1016E of the Corporations Act does not apply to any applications received by us in relation to any +securities to be quoted and that no-one has any right to return any +securities to be quoted under sections 737, 738 or 1016F of the Corporations Act at the time that we request that the +securities be quoted.
 - If we are a trust, we warrant that no person has the right to return the +securities to be quoted under section 1019B of the Corporations Act at the time that we request that the +securities be quoted.
- 3 We will indemnify ASX to the fullest extent permitted by law in respect of any claim, action or expense arising from or connected with any breach of the warranties in this agreement.
- 4 We give ASX the information and documents required by this form. If any information or document is not available now, we will give it to ASX before +quotation of the +securities begins. We acknowledge that ASX is relying on the information and documents. We warrant that they are (will be) true and complete.



Sign here:
Print name: Anna Sandham
Company Secretary

Date: 6 November 2018

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+ See chapter 19 for defined terms.

Appendix 3B – Annexure 1

Calculation of placement capacity under rule 7.1 and rule 7.1A for eligible entities

Introduced 01/08/12 Amended 04/03/13

Part 1

Rule 7.1 – Issues exceeding 15% of capital		
Step 1: Calculate “A”, the base figure from which the placement capacity is calculated		
Insert number of fully paid +ordinary securities on issue 12 months before the +issue date or date of agreement to issue	54,171,584	
Add the following: <ul style="list-style-type: none">Number of fully paid +ordinary securities issued in that 12 month period under an exception in rule 7.2Number of fully paid +ordinary securities issued in that 12 month period with shareholder approvalNumber of partly paid +ordinary securities that became fully paid in that 12 month period Note: <ul style="list-style-type: none">Include only ordinary securities here – other classes of equity securities cannot be addedInclude here (if applicable) the securities the subject of the Appendix 3B to which this form is annexedIt may be useful to set out issues of securities on different dates as separate line items	Issue of shares26/04/2018189,341 (Listing Rule 7.2, exception 15) TOTAL189,341	
Subtract the number of fully paid +ordinary securities cancelled during that 12 month period	Nil	
“A”	54,360,925	

+ See chapter 19 for defined terms.

Step 2: Calculate 15% of “A”																			
“B”	0.15 <i>[Note: this value cannot be changed]</i>																		
Multiply “A” by 0.15	8,154,138																		
Step 3: Calculate “C”, the amount of placement capacity under rule 7.1 that has already been used																			
<p>Insert number of +equity securities issued or agreed to be issued in that 12 month period <i>not counting</i> those issued:</p> <ul style="list-style-type: none"> Under an exception in rule 7.2 Under rule 7.1A With security holder approval under rule 7.1 or rule 7.4 <p><i>Note:</i></p> <ul style="list-style-type: none"> <i>This applies to equity securities, unless specifically excluded – not just ordinary securities</i> <i>Include here (if applicable) the securities the subject of the Appendix 3B to which this form is annexed</i> <i>It may be useful to set out issues of securities on different dates as separate line items</i> 	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 40%;">Issue of shares</td> <td style="width: 20%;">01/02/2018</td> <td style="width: 40%; text-align: right;">141,643</td> </tr> <tr> <td>Issue of shares</td> <td>13/03/2018</td> <td style="text-align: right;">290,429</td> </tr> <tr> <td>Issue of shares</td> <td>28/03/2018</td> <td style="text-align: right;">2,916,176</td> </tr> <tr> <td>Issue of shares</td> <td>30/04/2018</td> <td style="text-align: right;">33,755</td> </tr> <tr> <td>Issue of shares</td> <td>30/07/2018</td> <td style="text-align: right;">41,101</td> </tr> <tr> <td colspan="2" style="text-align: right;">TOTAL</td> <td style="text-align: right;">3,423,104</td> </tr> </table>	Issue of shares	01/02/2018	141,643	Issue of shares	13/03/2018	290,429	Issue of shares	28/03/2018	2,916,176	Issue of shares	30/04/2018	33,755	Issue of shares	30/07/2018	41,101	TOTAL		3,423,104
Issue of shares	01/02/2018	141,643																	
Issue of shares	13/03/2018	290,429																	
Issue of shares	28/03/2018	2,916,176																	
Issue of shares	30/04/2018	33,755																	
Issue of shares	30/07/2018	41,101																	
TOTAL		3,423,104																	
“C”	3,423,104																		
Step 4: Subtract “C” from [“A” x “B”] to calculate remaining placement capacity under rule 7.1																			
“A” x 0.15 <i>Note: number must be same as shown in Step 2</i>	8,154,138																		
Subtract “C” <i>Note: number must be same as shown in Step 3</i>	3,423,104																		
Total [“A” x 0.15] – “C”	4,731,034 <i>[Note: this is the remaining placement capacity under rule 7.1]</i>																		

+ See chapter 19 for defined terms.

Part 2

Rule 7.1A – Additional placement capacity for eligible entities	
Step 1: Calculate “A”, the base figure from which the placement capacity is calculated	
“A” <i>Note: number must be same as shown in Step 1 of Part 1</i>	54,360,925
Step 2: Calculate 10% of “A”	
“D”	0.10 <i>Note: this value cannot be changed</i>
Multiply “A” by 0.10	5,436,092
Step 3: Calculate “E”, the amount of placement capacity under rule 7.1A that has already been used	
Insert number of +equity securities issued or agreed to be issued in that 12 month period under rule 7.1A <i>Notes:</i> <ul style="list-style-type: none"> • This applies to equity securities – not just ordinary securities • Include here – if applicable – the securities the subject of the Appendix 3B to which this form is annexed • Do not include equity securities issued under rule 7.1 (they must be dealt with in Part 1), or for which specific security holder approval has been obtained • It may be useful to set out issues of securities on different dates as separate line items 	5,436,092
“E”	5,436,092

+ See chapter 19 for defined terms.

Step 4: Subtract “E” from [“A” x “D”] to calculate remaining placement capacity under rule 7.1A	
“A” x 0.10 <i>Note: number must be same as shown in Step 2</i>	5,436,092
Subtract “E” <i>Note: number must be same as shown in Step 3</i>	5,436,092
Total [“A” x 0.10] – “E”	Nil <i>Note: this is the remaining placement capacity under rule 7.1A</i>

+ See chapter 19 for defined terms.