



D A M S T R A

Damstra Technology

H1 FY20 Results Presentation

27th February 2020

Financial data is provided on a pro forma basis except where explicitly stated otherwise

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Agenda

- 1 Results overview
- 2 Business update
- 3 H1 FY20 financial information
- 4 Summary and outlook

Key financial metrics for H1 FY20

 <p>\$10.1m</p> <p>Revenue</p> <hr/> <p>+44% vs. H1 FY19 vs. +39% in Prospectus FY20¹</p>	 <p>25%</p> <p>International revenue</p> <hr/> <p>vs 13% in FY19 vs. 25% Prospectus FY20¹ target</p>	 <p>\$25.1m</p> <p>Annual recurring revenue²</p> <hr/> <p>vs. \$17.4m for H1 FY19</p>	 <p>91.4%</p> <p>Recurring revenue³</p> <hr/> <p>vs. 90.4% in H1 FY19</p>	 <p>132%</p> <p>Client dollar retention⁴</p> <hr/> <p>vs. 113% in H1 FY19</p>
 <p>68.8%</p> <p>Gross margin</p> <hr/> <p>vs. 58.2% in FY19</p>	 <p>\$2.6m</p> <p>Pro Forma EBITDA</p> <hr/> <p>+289% vs. H1 FY19 60% of Prospectus FY20¹ of \$4.3m</p>	 <p>25.2%</p> <p>Pro Forma EBITDA margin</p> <hr/> <p>vs. 9.8% in FY19 vs. 20.3% in Prospectus FY20¹</p>	 <p>28%</p> <p>R&D as a % of Revenue</p> <hr/> <p>vs. 16% in FY19 vs. 10% in Prospectus FY20¹</p>	 <p>\$3m</p> <p>Underlying op. cash flow</p> <hr/> <p>Cash conversion of 117% of pro forma EBITDA</p>

Strong financial performance in H1 FY20, with growth rates tracking in excess of Prospectus forecasts for the FY20 period¹

1. Prospectus forecasts for FY20 only: Damstra did not present forecasts for the six months ended 31 December 2019 in its Prospectus
2. Based on December 2018 and December 2019 month subscription revenue annualised
3. Calculated as the % of total revenue that are recurring software licence and hardware rental fees
4. Calculated as the six months invoicing to December in the period, versus the prior comparative six month period

Financial results summary for H1 FY20

Income statement (\$m)	H1 FY18 ¹	H1 FY19	H1 FY20
Licence fees	3.5	5.6	7.1
Hardware	0.7	0.7	2.2
Other	0.5	0.7	0.9
Total revenue	4.7	7.0	10.1
Gross profit	3.9	3.8	7.0
Other income	0.6	0.6	0.1
Research and development	(0.2)	(0.2)	(1.3)
Sales and marketing	(1.4)	(1.8)	(1.3)
General and administration	(1.1)	(1.8)	(1.9)
EBITDA	1.9	0.7	2.6

Key financial metrics	H1 FY18	H1 FY19	H1 FY20
Revenue growth vs. pcg (%)	NA	51%	44%
Annual recurring revenue (\$m)	11.9	17.4	25.1
Gross margin (%)	83%	54%	69%
EBITDA margin (%)	40%	9%	25%

Key operating metrics (Dec-19)

10
Countries

400+
No. of clients

386,000+
No. of users

~1,000+
No. of active
hardware devices

H1 FY20 highlights

- Strong financial outcomes vs previous periods demonstrating benefits of our scalable software and hardware platform, and operating leverage leading to margin expansion:
 - Gross margin up 1,060bps on FY19
 - EBITDA margin up 1,590bps on FY19
- Revenue growth of 44% vs. H1 FY19:
 - driven by existing client project rollout, new clients and significant international revenue growth
 - 132% dollar retention of existing customers
- Hardware fees comprised 21% of revenue in H1 FY20:
 - ~1,000 hardware devices² now active in the field
 - Hardware is a long-term recurring “annuity like” revenue; all hardware linked to SaaS revenue and generates high margins over time
- Increased spend³ on R&D as a % of revenue (28% in H1 FY20 versus 16% in FY19) demonstrates increased investment for future growth
- No dividend declared for H1 FY20, with cash to be reinvested in growth

1. Estimate, based on Management accounts
 2. Includes terminals, alcolizers and other
 3. Relates to total spend (Cost of sales plus Operating expense)

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Introduction to Damstra

Damstra is an Australian-based provider of integrated workplace management solutions to multiple industry segments across the globe. The Company develops, sells and implements integrated hardware and software-as-a-service (SaaS) solutions in industries where compliance and safety are critical.

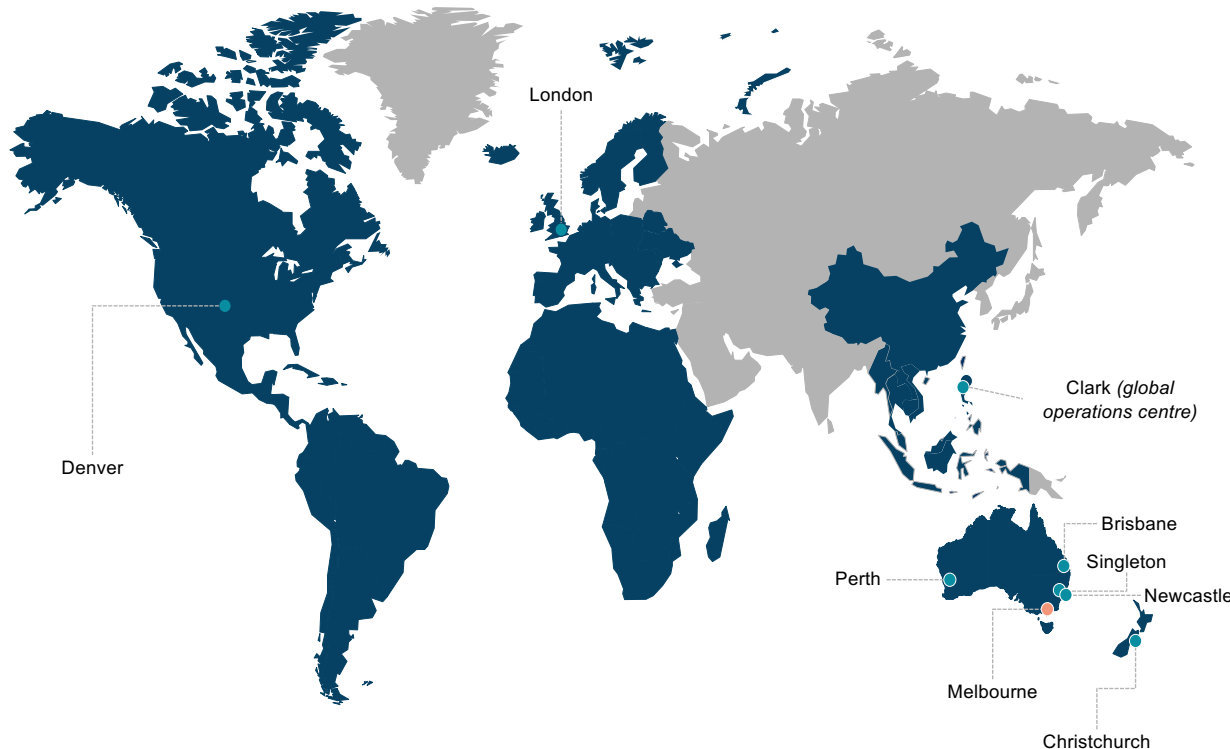
10
countries¹

400+
clients

386,000+
registered
licences²

1,000+
no. of active
hardware devices

378
product features
released in
H1 FY20



9
offices

~120
employees

42,000+
documents
verified per month

3,200,000+
hours in time and
attendance
per month

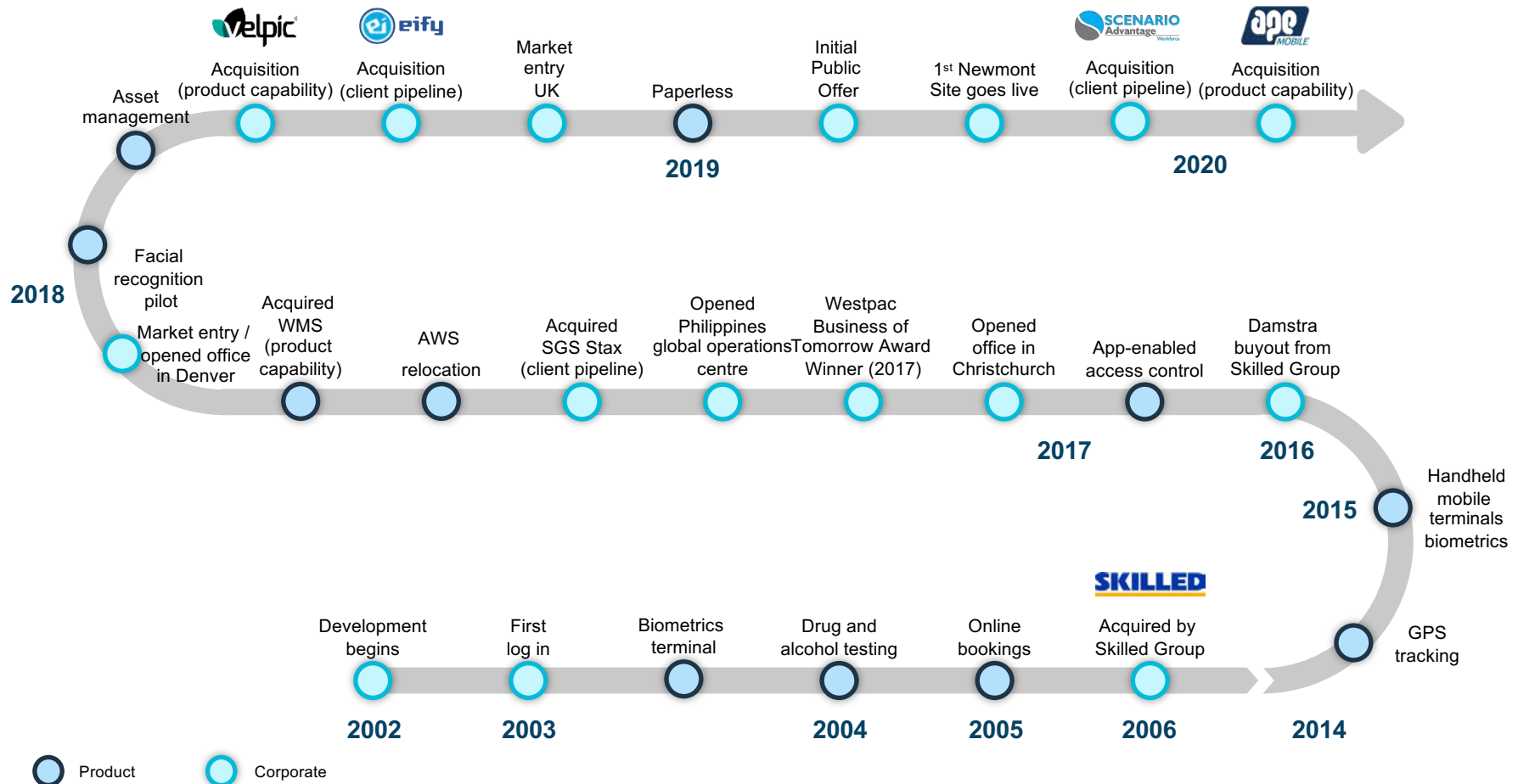
22,000+
lessons completed
per month

■ Continents in which Damstra operates ● Damstra office locations ● Damstra headquarters

1. Countries where Damstra products are used
2. Based on number of active paying licences as at December 2019

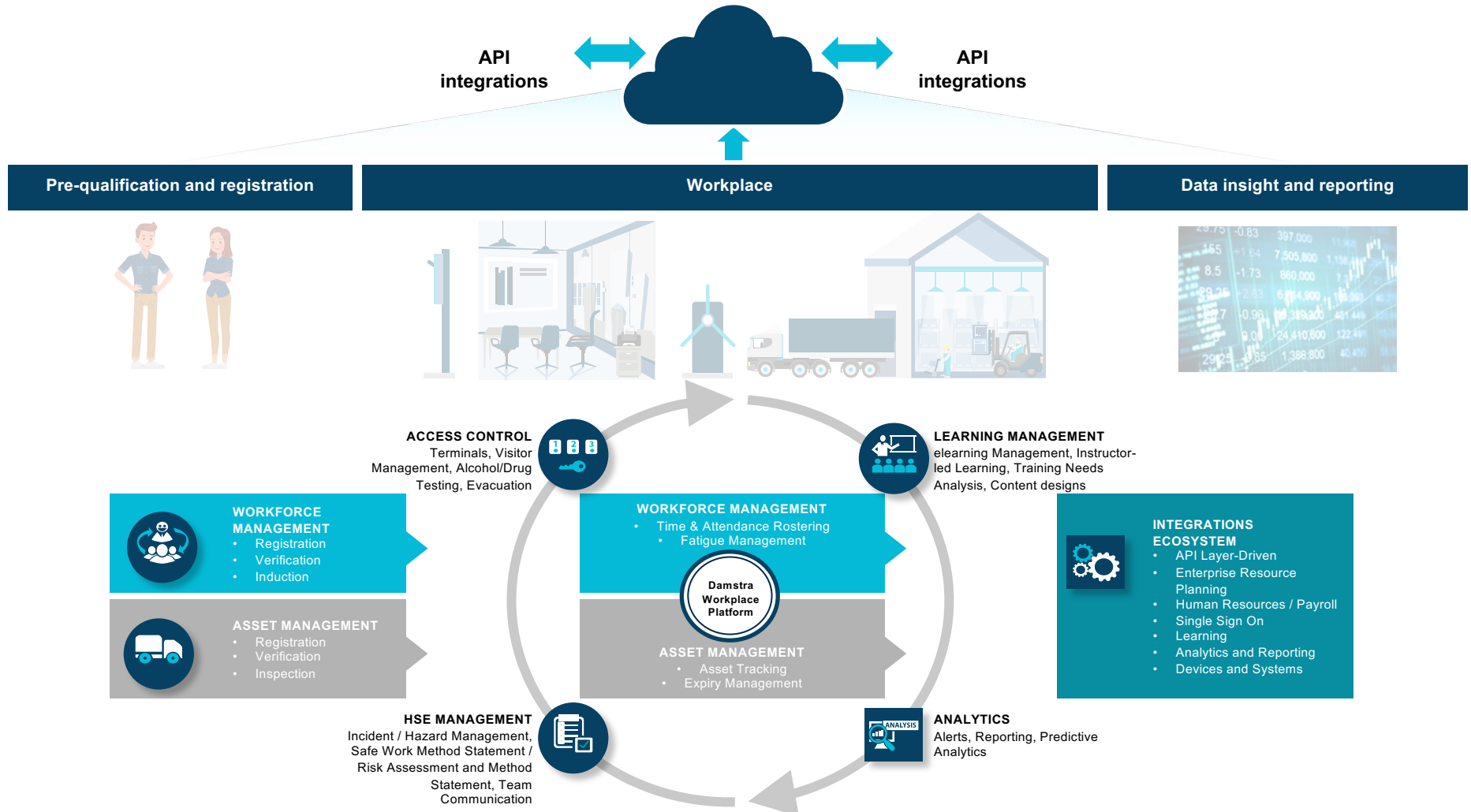
The Damstra journey to date

Damstra was founded as a contractor management solution for a single site in 2002... and has since grown to provide solutions to over 400 clients across Australia and the globe



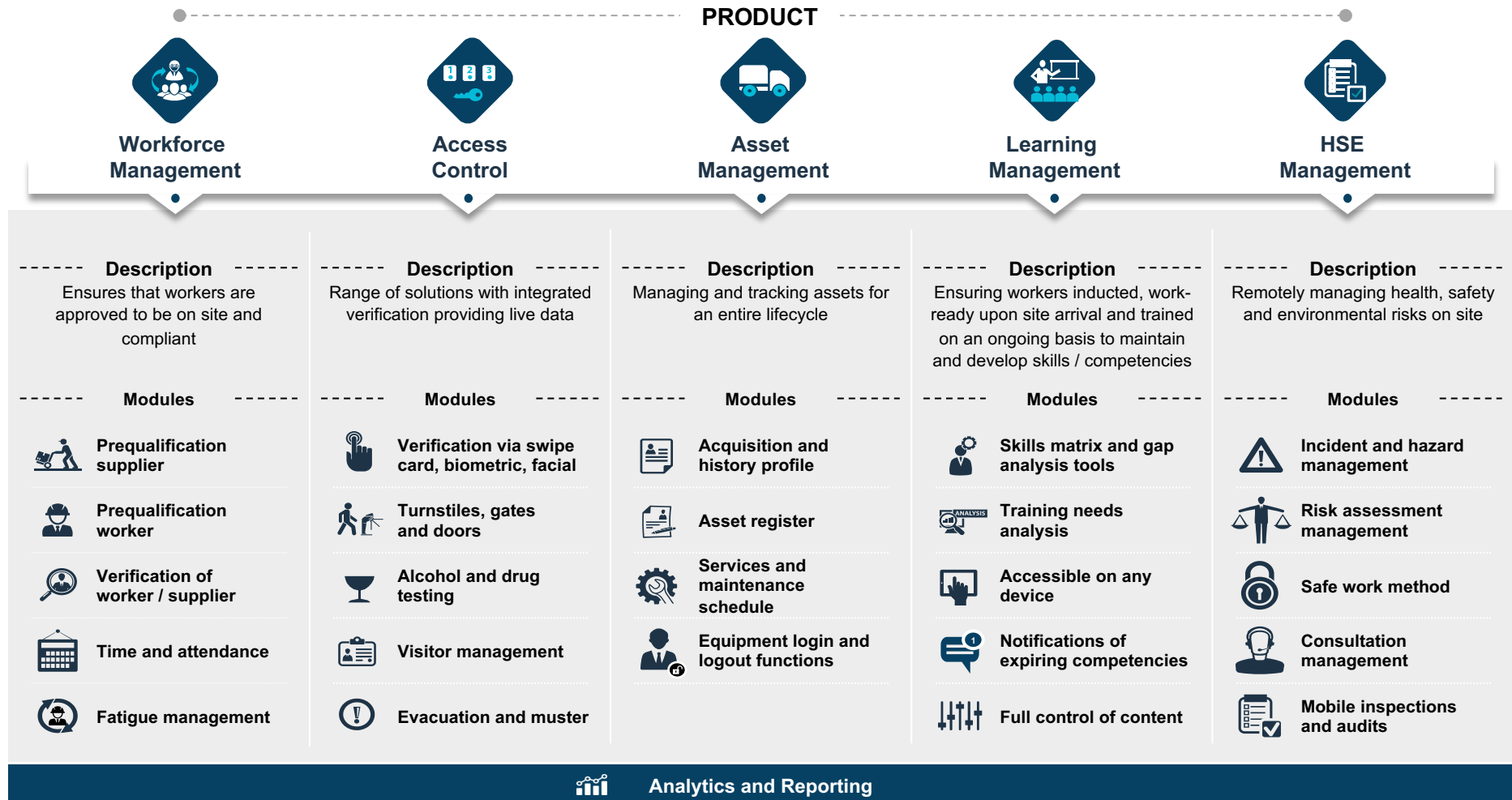
Overview of Damstra's workplace management platform

Damstra's products are designed to provide a comprehensive end-to-end experience for our clients



Overview of Damstra product modules

Damstra's integrated workplace management solution combines hardware components installed on client sites with a comprehensive SaaS-based solution for use by both employees and employers



Continuing to deliver on our growth strategy

We are executing on multiple organic and inorganic growth opportunities



Organic growth

New customer wins

- Mining: continuing to win clients in our core vertical
- Finance: Winning clients in new verticals
- Construction: Core clients rolling out new infrastructure projects. UK trial complete, now implementing other projects
- Newmont implementation proceeding well, ~14,000 users to date

Cross-selling to existing customers

- CPB roll out of Damstra's learning solution to all contractors (acquired 15,000 licences)
- Bengalla adopted integrated learning product and e-learning content solution



Product & technology

Innovation

- R&D headcount increased by 60% to 40 FTE and R&D expenditure overall grew by 28% in H1 FY20

Product

- Released a range of new modules: online inductions in mining, toolbox talk, self-registration on the mobile
- 378 new product features implemented during H1 FY20

Technology

- SOC2 confirms security and protection of customer data
- Implemented a range of security upgrades



Partners

TechnologyOne

- Integration of Damstra Learning Management with TechOne's ERP platform has been completed and e-learning content packs created
- Joint marketing and sales campaigns have commenced

Energy Skills Queensland

- ESQ is adopting Damstra's workplace management platform for vocational training in QLD

Alcolizer

- Integrated workforce management and alcohol and drug testing solution has resulted in Metro Mining adopting the Damstra solution



Strategic acquisitions

Acquisition of Scenario

(December 2019)

- Accelerates the growth of Damstra's market share of the East Coast of Australia
- Integration of platform has been completed, no clients lost during transition

Acquisition of APE mobile

(February 2020)

- Expands Damstra's paperless product suite, drives cross-sell and accelerates Damstra's international growth strategy
- Phase 1 of the integration of the paperless form and workflow product has been completed, so cross-sell can commence

Case Study: Digitalisation of workplace management on a global scale

Damstra partnered with a client to deliver increased safety and productivity through the digitisation of workplace management

The challenge - Remove paper-based workforce management processes

- Roll out of innovative technology to reduce manual workforce management processes and introduce global standards to increase visibility of global workforce across North America, Australia, Africa and South America

The solution - Damstra's integrated workplace solution

- Integrated workforce and badging technology globally for all employees, contractors, and visitors.
- Developed an integrated turnstile access solution, streamlining the logging in, alcohol testing and entering site through a turnstile
- Integrated Alcolizer and Terminal into boom gate so truck drivers can complete entire authentication process without leaving the truck

The result – Increasing both safety and productivity

- Roll out of workforce management, access control integrated with learning management on track
- Standard process implemented covering ~14,000 workers utilising Damstra's platform and terminals

Live heatmap of our client's global workforce



High level process map of workforce management process



Innovative, integrated NextGen access control solution streamlining process of logging in, performing alcohol/drug testing and entering site through a turnstile

Case study: Development and roll out of high security access control solution as new module of our integrated workplace product suite

Damstra developed a sophisticated access control solution for high security areas as a new module in Damstra's product suite

The challenge – Securing high risk zones prone to theft

- Mining precious resources invites the inherent problems of vulnerability, threats and counter measures for the security of precious resources
- Generally theft committed is by internal staff, persons of trust with no previous history, less likely due to forced entry or hostage situations

The solution – Damstra's nextgen access control solution for high risk areas

- Nextgen multi-level and multiple step authentication for high security locations
- Created new ultra-high security access control panels to segregate key security components from the other components with multiple layers of redundancy
- Implemented next generation security card formats to minimise risk of card sharing and duplication

The result – High risk areas protected

- Real-time situational awareness, instant biometric verification, detection of any potential breach threats

High risk area, next generation access control solution (schematic only)



- Advanced, ultra-secure access control system combining next generation technology, including:
 - Multiple layers of authentication
 - Multiple people
 - Multiple swipes by multiple people
 - Perimeter control of access points

Product and technology update

During the H1 FY20 period, Damstra has continued to invest in its product and infrastructure – with a focus on building innovative, highly scalable products for our clients

28%	60%	378 Feature releases	99.9%	27m API calls
Increase in R&D expenditure	Increase in R&D headcount	Faster product feature releases	Platform up-time	Increasing usage of API integrations
Future growth	Product innovation	Product enhancements and deployments	Better platform performance	Scale on demand
Increased investment in innovation to drive and accelerate future growth	Increased investment in people to drive product module roll out	Leveraged new software tools, frameworks and methodologies for faster innovation	Infrastructure upgrades for improved, faster and more consistent experience	Expanding core platform, scaling, functionality, productivity and performance

Product and technology update (cont'd)

Significant investment for future growth, R&D investment of \$2.8m in H1 FY20 is delivering results

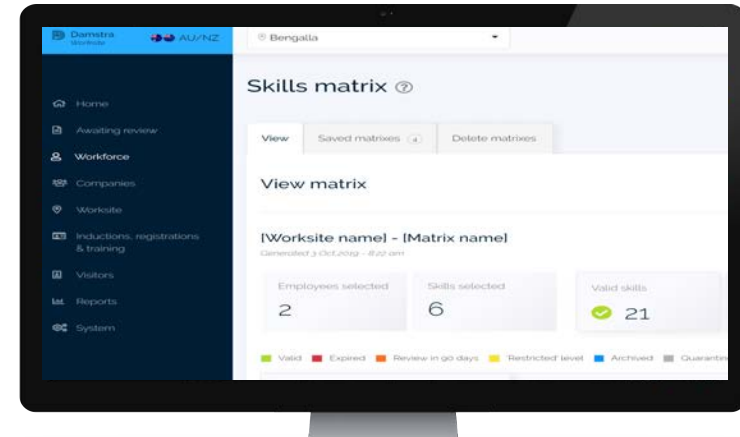
Integrated workplace management product suite

- Delivering on the next generation of Damstra's digital experience on the web and mobile
- Natural language processing, guided decision making and productivity automation, predictive analytics
- New modules introduced: Digital pre-starts and toolbox talks, worker self-registration
- Nextgen access control with multi-level and multiple step authentication for high security locations
- Ultra-high security access control panels with multiple layers of redundancy and next generation security card formats to minimise risk of card sharing and duplication

Workplace management platform

- Scalability and platform performance enhancements
- Next generation data security
- Innovation - RFID, toolbox, biometrics, user self management
- Multi-language frameworks and data localisation,

Next generation UI/UX integrated web applications

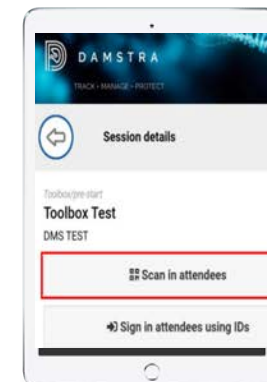


Next generation UI/UX integrated mobile applications

Worker Self-Registration



Pre-Starts and Toolbox Talk



Investment in security and privacy enhancements

Damstra's services are built on a highly secured and controlled platform, providing a wide array of security features

Damstra risk management framework

- Implemented strategic business plan, including risk identification and the implementation of controls to mitigate or manage risks
- Guided by risk framework, Damstra's environment is subject to various internal and external risk assessments:



- Guidelines for protecting sensitive Government information held by contractors applicable to the protection of Controlled Unclassified Information (CUI) on nonfederal systems
- Damstra compliant with these guidelines, and customers can effectively comply with NIST



- Damstra's ISO 9001 certification directly supports customers in the AWS cloud.
- Damstra has achieved ISO 27001 certification of our platform and services.
- ISO 27001 is a widely-adopted global security standard that sets out requirements and best practices for a systematic approach to managing company and customer information









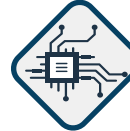
- U.S. Health Insurance Portability and Accountability Act (HIPAA)
- Maintain security configuration for customer data compliant with HIPAA on AWS
- Secure customer data on Damstra AWS environment to process, maintain, and store protected health information



- Damstra is SOC 2 compliant, as set forth by the American Institute of Certified Public Accountants (AICPA) Trust Services Principles.
- These principles define leading practice controls relevant to security, availability, processing integrity, confidentiality, and privacy applicable to service organizations

Platform API integrates with adjacent third party solutions

Integration across organisational systems and platforms is critical to delivering improvements in safety and compliance, as well as productivity and efficiency in the workplace for our clients

 ERP	 Human Resources and Payroll	 Sign-on Platforms	 Learning & Project Management	 Analytics and Reporting	 Devices and Systems	 Other API Integrations
<p>Description</p> <p>We support widely-used business management software that incorporates a range of business functions including accounting, inventory management, purchasing</p>	<p>Description</p> <p>Our integration with human resources and payroll software providers further supports a seamless client experience through an automated payroll solution from collecting workforce time data and applying pay policies</p>	<p>Description</p> <p>We support interfaces which provide clients with full control and access to many applications through a single sign-on, leading to increased productivity</p>	<p>Description</p> <p>We integrate with workplace learning and project management solution providers to support clients' workforces across multiple industries and functions</p>	<p>Description</p> <p>We support providers of data visualisation and reporting which assist clients to make business decisions using the comprehensive workplace data our system collects</p>	<p>Description</p> <p>Our integration with physical devices and systems provide clients with a variety of methods to improve their business functions</p> <p>Clients have the potential to utilise many different solutions to further efficiency and effectiveness of operations</p>	<p>Description</p> <p>We are able to custom-build integration into any device and system as requested by our clients</p> <p>This ranges from integration with physical devices as well as tailoring to company-specific requirements</p>
<p>Selected Examples</p> <ul style="list-style-type: none"> • ADP • SAP • IBM • TechnologyOne • Procore • Sage, MYOB, Xero, Quickbooks • Epicor, Vista, Penta, Jonas 	<p>Selected Examples</p> <ul style="list-style-type: none"> • Kronos • PrismHR • Subscribe-HR • Deputy • INX • Chris21 	<p>Selected Examples</p> <ul style="list-style-type: none"> • Google • Okta • Microsoft Azure • Zapier • Dropbox, OneDrive • Microsoft • Box 	<p>Selected Examples</p> <ul style="list-style-type: none"> • GO1 • Maestro, Aconex • Buildertrend • eBuilder • Newforma • Simpro, Tradify, Servicem8, Geo • Workflow Max • Intelx, INX 	<p>Selected Examples</p> <ul style="list-style-type: none"> • Tableau • Exago • Leica Geosystems • Intelx • Wink • Sas • Maestro • Dundas • Zoho reports • Domo 	<p>Selected Examples</p> <ul style="list-style-type: none"> • Site printers / networks • Turnstile control systems • RFID • Key cabinets • Alcolisers • Time and people clocks 	<p>Selected Examples</p> <ul style="list-style-type: none"> • QR code enabled turnstiles • High temperature rated terminals

Implementation of channel partner strategy on track

TechnologyOne, ESQ and Alcolizer partnerships positioning for growth via new channels



Value Proposition

- TechOne's ERP platform has been integrated with Damstra's learning management platform
- A range of e-learning content packages and bundles has been created by Damstra e-learning focusing on health & safety, corporate policies and cyber security

Marketing and Sales

Joint marketing and sales programs:

- Target segments are Government, Health care, Retail, Manufacturing, Financial Services, Asset intensive industries and project-based industries
- Geographic focus on Australia and New Zealand as well as the UK
- Joint promotional campaigns have commenced targeting Technology One's existing client base in phase 1
- Phase 2 will extend to potential clients and the UK



Value Proposition

- SkillPASS, an internationally recognised solutions for individuals and organisations needing to ensure safety and compliance standards
- It has been expanded to include all products and modules of the Damstra workplace management platform

Marketing and Sales

Joint marketing and sales programs:

- Members of the association in the sectors such as education, utilities and trade associations
- Focus is on introducing an expanded workforce management product, learning management, asset management and access control to ESQ
- Cross-selling the Damstra platform to its members



Value Proposition

- Deep integration between Damstra's workplace management platform and Alcolizer's alcohol and drug testing products
- Deep integration delivers significant synergistic benefits for clients

Marketing and Sales

- Joint marketing and sales programs are being executed targeting new clients in Australia and New Zealand through a conference and round table program
- Cross-selling of Damstra products into the Alcolizer base focusing on mining, construction and transport industries
- Geographic focus is on Australia/NZ as well as targeting the Alcolizer customer base in Asia
- Metro Mining is the first win

Continued focus on value accretive M&A opportunities

What do we look for in M&A?

- Provide entry into **new markets**
- Establish new client and cross-selling opportunities → increased **network effect**
- Build out technology and module development to **increase competitive advantage**
- Accelerate convergence of technologies, that can **scale internationally**
- Acquire organizational **capability**
- **Track record** of cross-sell uplift from past acquisitions

Core M&A targets

1 Adjacent and complementary technology

- Enhance Damstra's module suite
- Accelerate delivery of innovation pipeline
- Increase cross-selling to acquired clients and Damstra clients
- Additional adjacent technology, which increases scope for future acquisitions
- Proven products in international markets that can be built upon

2 Organisational capability

- Accelerate organizational capability, particularly in R&D
- Build out an international organisation
- Leverage operational platform to extract synergies

3 Client lists

- Gain market share and increase market penetration
- Accelerate international growth
- Cross sell target module to Damstra client base

We have a demonstrated track record of successful integration and enhancement of value for acquisitions

Acquisition of Scenario Advantage Workforce

Acquired December 2019



Transaction Summary

On 20 December 2019, Damstra completed the acquisition of Scenario Advantage Workforce, an Australia-based provider of integrated workplace management solutions:

- Strengthens Damstra's integrated total workforce management offering
- Clients predominantly in mining and utilities in Queensland. Clients also in Hong Kong and the Philippines
- 21 clients across >50 operating locations
- >29,000 users
- FY19 revenue of \$1.3m (>90% recurring)
- EBITDA margins consistent with Damstra EBITDA margins
- Brisbane location and office now combined with Damstra's operations

Transaction Highlights

- \$4m cash consideration, funded from existing Damstra reserves
- Acquisition consideration reflects EV/FY19 Revenue multiple of ~3x
- Damstra's Prospectus forecast for FY20 did not include any contribution from acquisitions
- Scope to cross-sell Damstra's other functionality to existing Scenario clients
- All staff and clients retained as part of the acquisition – integration well advanced.

Acquisition of APE Mobile

Acquired February 2020



Transaction Summary

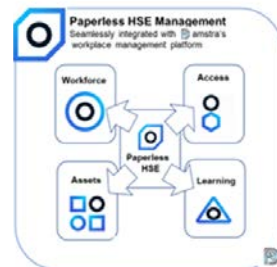
On 27 February 2020, Damstra announced the acquisition of APE Mobile, a leading provider of digital form and workflow management solutions to the civil construction and mining industries:

- Enhances product suite with paperless site safety and compliance offering
- The business was established in 2013 and has ~90 clients
- APE has clients in offshore markets
- APE Mobile's paperless solution digitizes site safety and compliance requirements:
 - Inspections and audits, risk assessments, incident and hazard management and health and safety
- Fast-tracks Damstra's vision of making site operations totally paperless. Significant opportunity to cross-sell
- Enhances Damstra's value proposition to new clients (paperless safety and compliance). Integrated with Damstra's leading digital workforce and asset management solutions.

Transaction Highlights

- Total purchase consideration of \$5.5m:
 - \$2.5m funded from existing cash reserves
 - \$3.0m placement of Damstra shares to the vendors
- Financial summary:
 - Audited FY19 revenue of \$1.2m (>90% recurring)
 - EV/FY19 Revenue multiple of ~4.5x
 - Expected to be EPS accretive in FY21 and beyond
- Perth location and office now combined with Damstra's operations

Integrates into Damstra's
workplace management
platform



Provides digital HSE form
and workflow management



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H1 FY20 financial results

Income Statement (\$m)	H1 FY19	H1 FY20	Movement \$	Movement %
Licence fees	5.6	7.1	1.4	26%
Hardware	0.7	2.2	1.5	209%
Other	0.7	0.9	0.2	29%
Total Revenue	7.0	10.1	3.1	44%
Gross profit	3.8	7.0	3.1	82%
Other income	0.6	0.1	(0.4)	(76%)
Research and development	(0.2)	(1.3)	(1.1)	(618%)
Sales and marketing	(1.8)	(1.3)	0.5	26%
General and administration	(1.8)	(1.9)	(0.1)	(8%)
EBITDA	0.7	2.6	1.9	289%
D&A	(2.4)	(2.5)	(0.0)	(2%)
EBIT	(1.8)	0.1	1.9	105%
Net finance expenses	(0.1)	(0.4)	(0.3)	(469%)
PBT	(1.8)	(0.3)	1.5	83%
Income tax refund/(expense)	0.2	0.7	0.5	318%
NPAT	(1.7)	0.4	2.0	122%
Add: acquisition amortisation	0.9	0.8	(0.1)	(11%)
NPATA	(0.8)	1.1	2.0	242%
<i>Gross profit margin</i>	<i>54%</i>	<i>69%</i>	<i>14.4ppt</i>	<i>26%</i>
<i>EBITDA margin</i>	<i>9%</i>	<i>25%</i>	<i>15.9ppt</i>	<i>169%</i>

H1 FY20 vs. H1 FY19 Movement

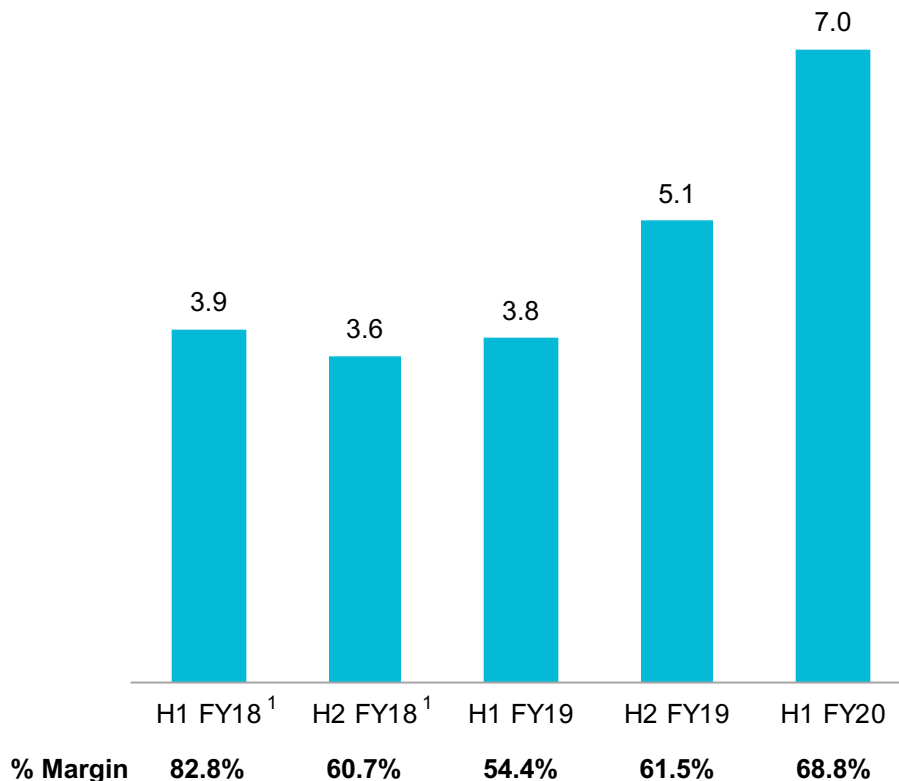
- Revenue growth of 44%
 - 26% increase in licence fees
 - Significant expansion in hardware fees (209%)
- Improving gross margin (69% vs. 54%) driven by increasing sales leverage
- Higher EBITDA (\$2.6m) and EBITDA margin (25%) in H1 FY20. Enabled by operating leverage from cost base that is more fixed relative to revenue growth
- Positive NPATA in H1 FY20 demonstrates underlying profitability

Improving gross margin

Our H1 FY20 gross margin improved significantly over FY19 as a result of previous investments in growth and impact of hardware deployments over the past 24 months

Gross Margin (\$m)

Pro Forma H1 FY18 – H1 FY20



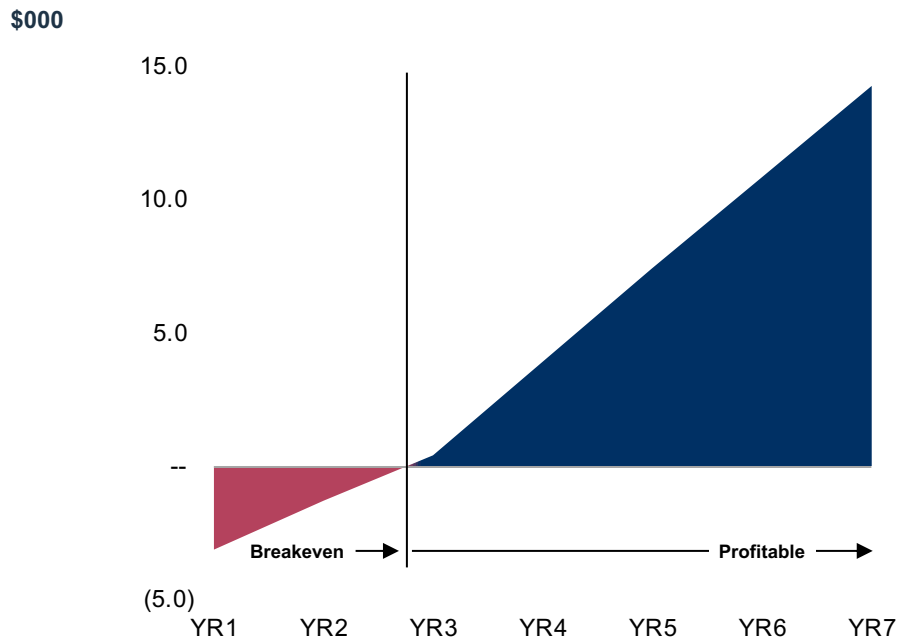
- Significant increase in gross margin in H1 FY20 relative to recent half years (\$7.0m in H1 FY20).
- Gross margin at 68.8% vs corresponding period H1 FY19 of 54.4%. Increase of 14.4ppt or 1,440bps
- Benefits of sales leverage coming through – margin returning to H1 FY18 levels.
- Investments ahead of growth (in personnel, software licensing and hosting costs) made to prepare for scale now showing benefits
- Hardware provision and maintenance fees contribute in excess of 90% gross margin. Initial hardware purchase cost is capitalised, periodic deployment costs include client maintenance and lease repayment
- Revenue growth outpacing growth in a relatively fixed cost base.

1. Estimate, based on Management accounts

Hardware business is a long-term recurring annuity stream

Deeply embedded within client sites, tied to SaaS deployment. Highly profitable cash margin expansion occurs over the useful life of the asset.

Terminal hardware illustration – cumulative cash profit (life to date)



Period Margins

Cash¹	(85)% ²	48%	48%	97%	97%	96%	96%
Accounting³	22%	21%	21%	70%	70%	96%	96%

1. Recurring fee, less maintenance cost, lease principal repayment and lease interest expense

2. Due to initial cost - \$4.8k

3. Cash profit + Depreciation (Initial Cost depreciated straight line over 5 years)

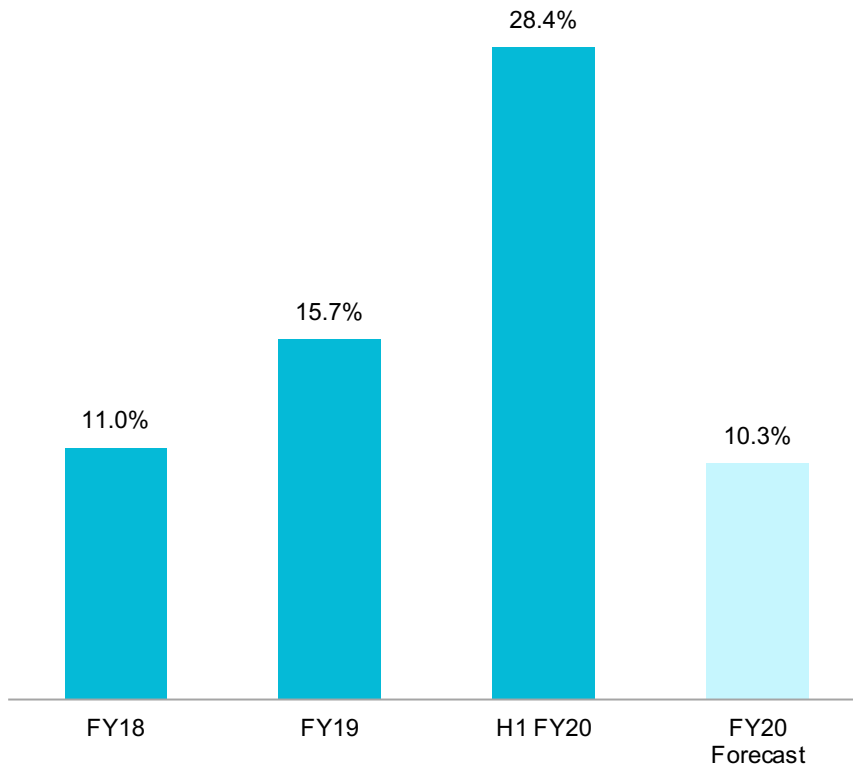
- Purchased hardware is financed for 3 years. Once deployed on the site it is capable of generating recurring annual fees over its 7 year useful life.
- Ability to finance provides cash flow working capital benefits and enhances rapid acquisition and deployment to client sites.
- Initial cost is paid back within the 3 year financing period. After this, continued deployment on site is highly cash flow generative.
- Cash margin expands from c48% in Year 3 to c96% in Year 7.
- Cash margin expansion is driven by light touch ongoing annual maintenance requirement.

Increasing investment in research and development

Significant investment being made to drive future growth

Total R&D spend as a % of revenue

Pro Forma FY18 – FY20F



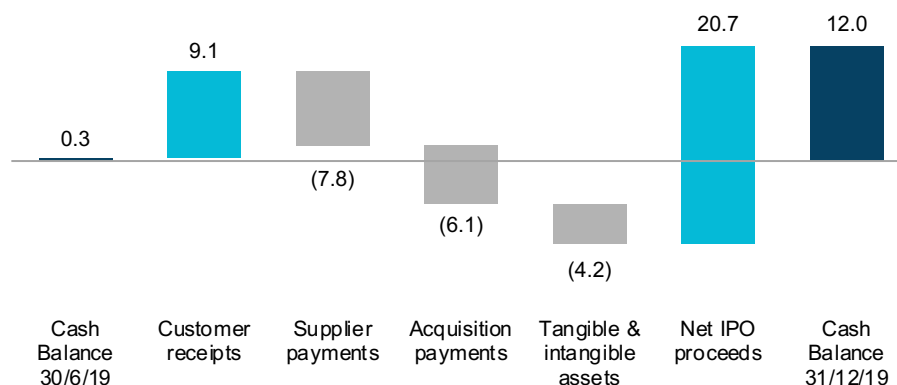
Increasing investment in innovation

- Increasing investment being made in R&D – to maintain innovation leadership
- H1 FY20 spend as a % of revenue significantly ahead of FY20 forecast
- Period of investment has resulted in Dec-19 R&D headcount increasing to 40. An increase of 60% from Dec-18
- Strengthened team supporting next generation UI/UX refresh, digital experience and mobile app development
- 378 new product feature releases in H1 FY20. Continuing focus on maintaining competitive advantage.

Operating cash flow and IPO proceeds supporting growth investments

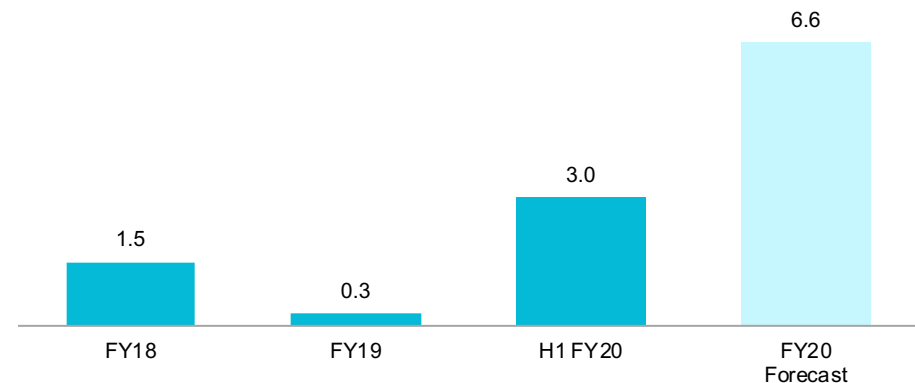
H1 FY20 statutory cash flow bridge (\$m)

- Total customer receipts \$9.1m in the half year
- \$1.3m statutory operating cash flow generated
- Underlying operation cash flow of \$3m, when adjusted for particular client payments due at 31 December but received in January 2020.
- Underlying cash flow represents 117% conversion of H1 FY20 pro forma EBITDA
- Cash balance increase from \$0.3m to \$12.0m, driven by IPO proceeds. Funds being used to drive organic (R&D and S&M) and inorganic growth and reduce debt burden.



Pro forma operating cash flow, FY18 to FY20 Forecast (\$m)

- H1 FY20 underlying operating cash flow of \$3.0m tracking in line with Prospectus FY20 forecast.
- Strong H1 FY20 underlying operating cash flow driven by significant new client wins and partner channel development.



Balance sheet is positioned for growth

Balance sheet (\$m)	June 19	December 19
Cash and equivalents	0.3	12.0
Trade and other receivables	3.6	5.9
Other current assets	1.7	1.3
Current assets	5.5	19.2
Intangible assets	21.5	25.9
PPE	4.8	7.4
Other non-current assets	0.5	1.8
Non-current assets	26.8	35.1
Total assets	32.4	54.3
Trade and other payables	(5.6)	(2.9)
Income in advance	(3.7)	(4.4)
Borrowings	(10.3)	--
Other current liabilities	(1.9)	(4.3)
Current liabilities	(21.5)	(11.7)
Borrowings	(7.2)	--
Lease liabilities	--	(2.5)
Other non-current liabilities	(2.3)	(2.5)
Non-current liabilities	(9.5)	(5.0)
Total liabilities	(31.0)	(16.6)
Net assets	1.3	37.7

- Increase in cash and equivalents follows Initial Public Offering capital raise and strong underlying operating cash flow in H1 FY20 (\$3m).
- Increase in receivables, payments since made in Q3 FY20
- Availability of cash – continues to underpin ongoing growth initiatives, execute strategic acquisitions and fund working capital; business is operating cash flow positive
- Damstra operating on a long-term corporate debt free basis
- No dividend declared for H1 FY20

Agenda

- 1 Results overview
- 2 Business update
- 3 H1 FY20 financial information
- 4 Summary and outlook

Summary: Delivering on the strategy

1 Strong financial performance

- Revenue growth of 44% exceeding prospectus forecast of 39%
- Pro forma EBITDA \$2.6m (vs FY19 of \$1.3m). Half year point already 60% of prospectus forecast
- Gross Margin of 68.8% vs FY19 of 58.2%
- Underlying operating cash flow of \$3m

2 Continued international expansion

- 25% of total revenue in H1 FY20, prospectus forecast of 25% FY20 target
- Delivering on the “international strategy”
- Numerous UK and North American client opportunities in the pipeline
- Increased FTE investment in North America occurring

3 Growing clients

- Client base now stands at 400+
- Strong client dollar retention of 132%
- New clients won across different modules
- Increasing rate of cross-selling
- Major construction client projects continue to rollout well

4 Newmont rollout progressing

- Newmont implementation progressing well, have sites online in Australia, North America, Suriname, Africa and Peru
- ~14,000 users, ~200 hardware units deployed globally

5 Completed highly strategic acquisitions

- Scenario Advantage Workforce completed December 2019, predominantly market focused
- APE Mobile completed February 2020, predominantly product/technology focused
- Combined FY19 revenue of \$2.5m
- Revenue not in prospectus forecast

6 Continued investment in R&D

- Increased investment in FTE, now standing at 40 with plans of further increasing investment
- 60% increase from December 2018
- Numerous new modules released

Damstra expects FY20 Prospectus forecast¹ to be exceeded. Revenue for FY20 will be enhanced from contributions of the Scenario and APE Mobile acquisitions

Q&A

Appendix

H1 FY20 pro forma to statutory income statement reconciliation

Income statement (\$m)	H1 FY20
Statutory EBITDA	(2.1)
Share based payments	2.1
IPO cost	2.5
<i>Rounding</i>	<i>0.1</i>
Pro forma EBITDA	2.6

- 1 Non-cash expense related to allocation of share-based payment to employees
- 2 Listing, adviser and other costs in relation to the Initial Public Offer
- 3 Share-based payments, IPO costs and acquisition-related costs
- 4 Non-cash, tax-effected amortization of acquisition-related intangible assets

Income statement (\$m)	H1 FY20
Statutory NPAT	(4.2)
EBITDA adjustments	4.7
Acquisition amortisation	0.8
<i>Rounding</i>	<i>(0.2)</i>
Pro forma NPATA	1.1

A highly experienced management team



Christian Damstra
Chief Executive Officer

- Damstra since 2002
- Previously ran his own business consulting to the mining industry and is a holder of an Open Cut Examiner Certificate of Competency



Chris Scholtz
Chief Financial Officer

- Damstra since 2014
- Former CFO and GM Finance at Skilled Group and Head of Finance and Kell & Rigby Pty Limited



Solenia Cioppa
Chief Business Development Officer

- Damstra since 2018
- Previously Director of Pre-Sales, Cloud and Solution Design at Kronos and payroll manager at SITA



Katja Voegelé
Chief Product and Marketing Officer

- Damstra since 2018
- Previously Chief Marketing Officer at Velpic and Director of Segment Marketing at Telstra



Damien Camilleri
Chief Technology Officer

- Damstra since 2018
- Previously CTO at eify and Development Manager for IPG Group Limited



David Richards
Head of Implementation

- Damstra since 2016
- Previously Project Manager at UBS and worked in publishing, legal & regulatory, investment banking, and more



Seb Culbert
Global Operations Manager

- Damstra since 2018
- Previously Operations Manager at eify and worked in construction, government, manufacturing and mining

Backed by a board of directors with deep industry experience



Christian Damstra
Chief Executive Officer

- Damstra since 2002
- Previously ran his own business consulting to the mining industry and is a holder of an Open Cut Examiner Certificate of Competency



Johannes Risseuw
Chairman and Executive Director

- Damstra since 2012
- Previously Vice President of Mergers & Acquisitions, Asia Pacific at Shell and Chief Investment Officer of Questus Energy



Drew Fairchild
Independent Non-Executive Director

- Damstra since 2016
- Previously Chief Financial Officer in both Fulton Hogan and Cleanaway and founder of an oil and gas investment fund sponsored by Intermediate Capital Group plc



Morgan Hurwitz
Independent Non-Executive Director

- Damstra since 2016
- Previously President of Supply Chain and Chief Information Officer at Linfox and Chief Information Officer at Orica Ltd



Simon Yencken
Independent Non-Executive Director

- Damstra since 2019
- Chief Executive Officer and Founder of Fanplayr. Former Chairman and Director of Aconex



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