



OBJECTIVE CORPORATION LIMITED
ASX: OCL

AGM 2015

AGENDA

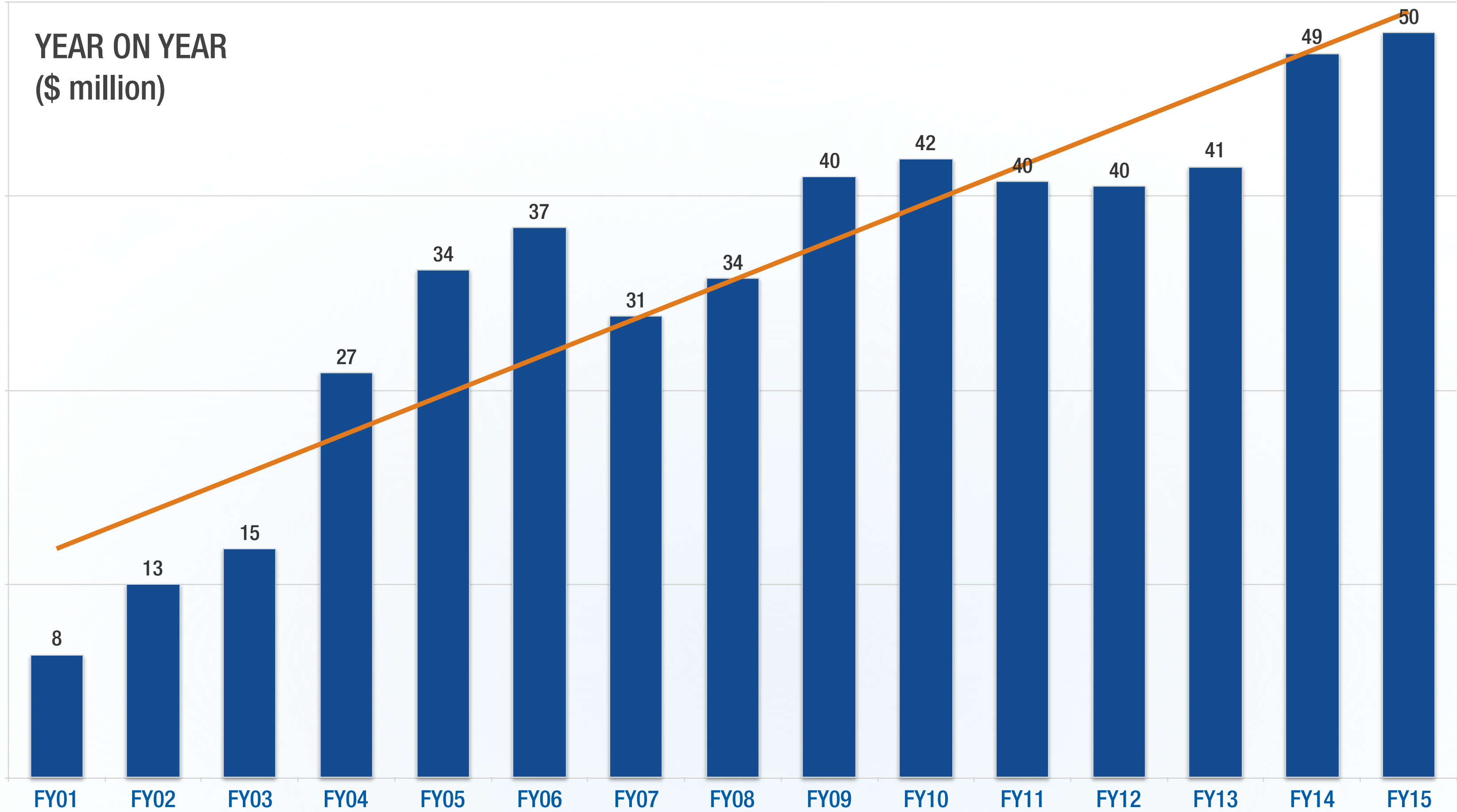
INTRODUCTION

FINANCIALS - FY15 UPDATE

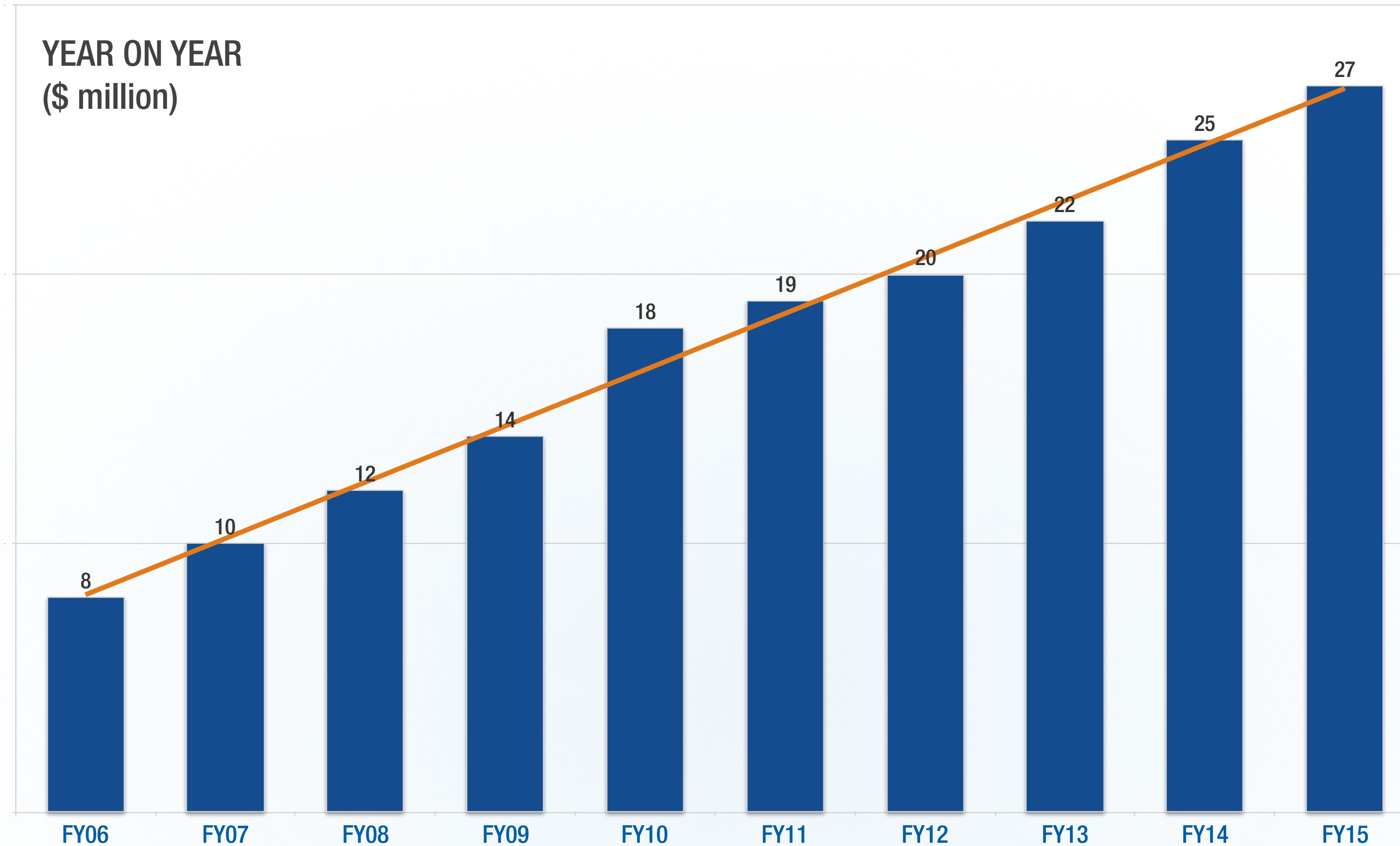
OUTLOOK

WHY OBJECTIVE

REVENUE GROWTH



REVENUE - RECURRENT



KEY FINANCIALS

FY2015

Revenue Growth

Recurrent Revenue 54% of Total Revenue

Accelerated R&D Investment

Operating Cashflow up 38%

	FY15	FY14	CHANGE
REVENUE	\$50.0m	\$48.6m	3%
RECURRENT REVENUE	\$27.1m	\$24.8m	9%
NPAT	\$4.5m	\$5.7m	(21)%
APAC REVENUE	\$41.1m	\$40.3m	2%
EUROPEAN REVENUE	\$8.2m	\$7.6m	8%
RESEARCH & DEVT	\$11.0m	\$9.7m	13%
EBITDA	\$5.4m	\$7.1m	(24)%
EARNINGS PER SHARE	5.0 cps	6.0 cps	(17)%
OPERATING CASH FLOW	\$8.5m	\$6.1m	38%

FINANCIAL POSITION SUMMARY

AS AT 30 JUNE 2015

- Continued Strong Balance Sheet
- Strong Operating Cashflow & Cash Position
- Zero Debt
- Increasing Unearned Revenue Position

	FY15	FY14	CHANGE
CASH	\$20.2m	\$15.0m	35%
RECEIVABLES	\$8.9m	\$7.7m	16%
UNEARNED REVENUE	\$16.6m	\$10.9m	52%
NET ASSETS	\$15.6m	\$11.9m	31%

25 BPA PROJECTS

Ministerial Workflow



Integration with Line of Business systems





LEARN. LEVERAGE. LEAD.

Collaborate **15**

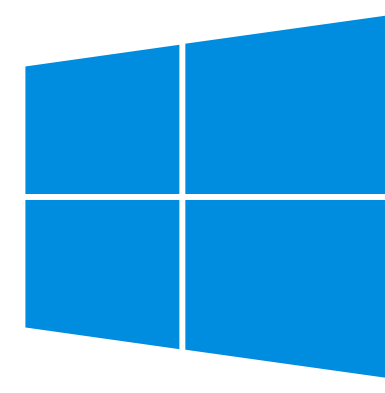
AGENDA

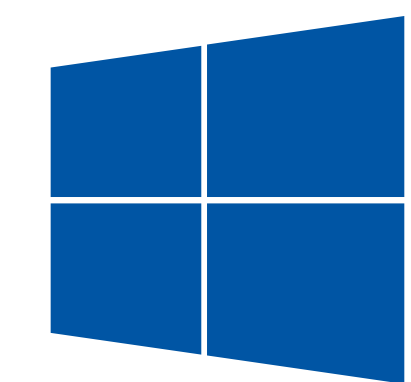
INTRODUCTION

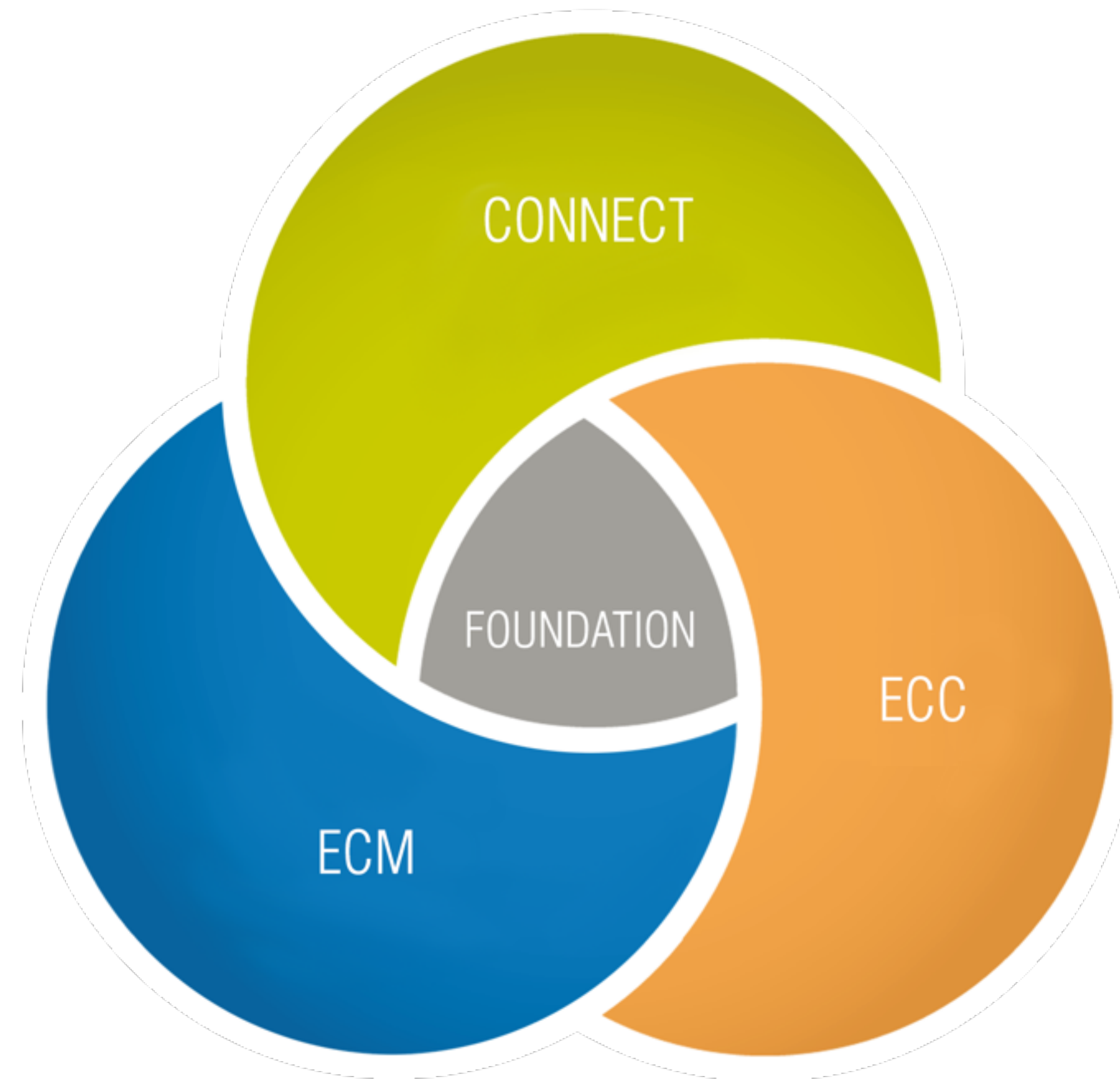
FINANCIALS - FY15 UPDATE

OUTLOOK

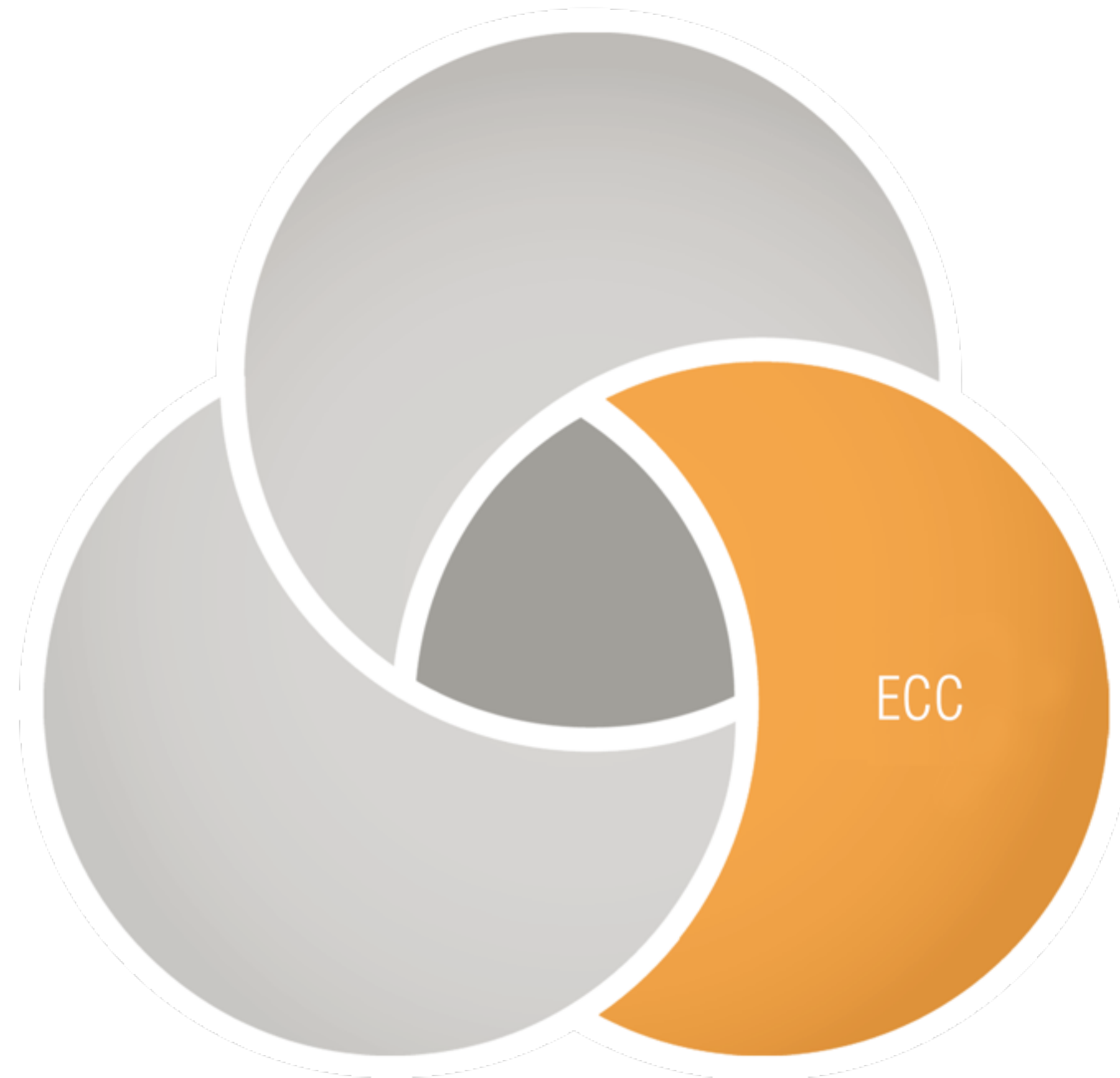
WHY OBJECTIVE

 Office 365  Windows 10

 Windows Azure



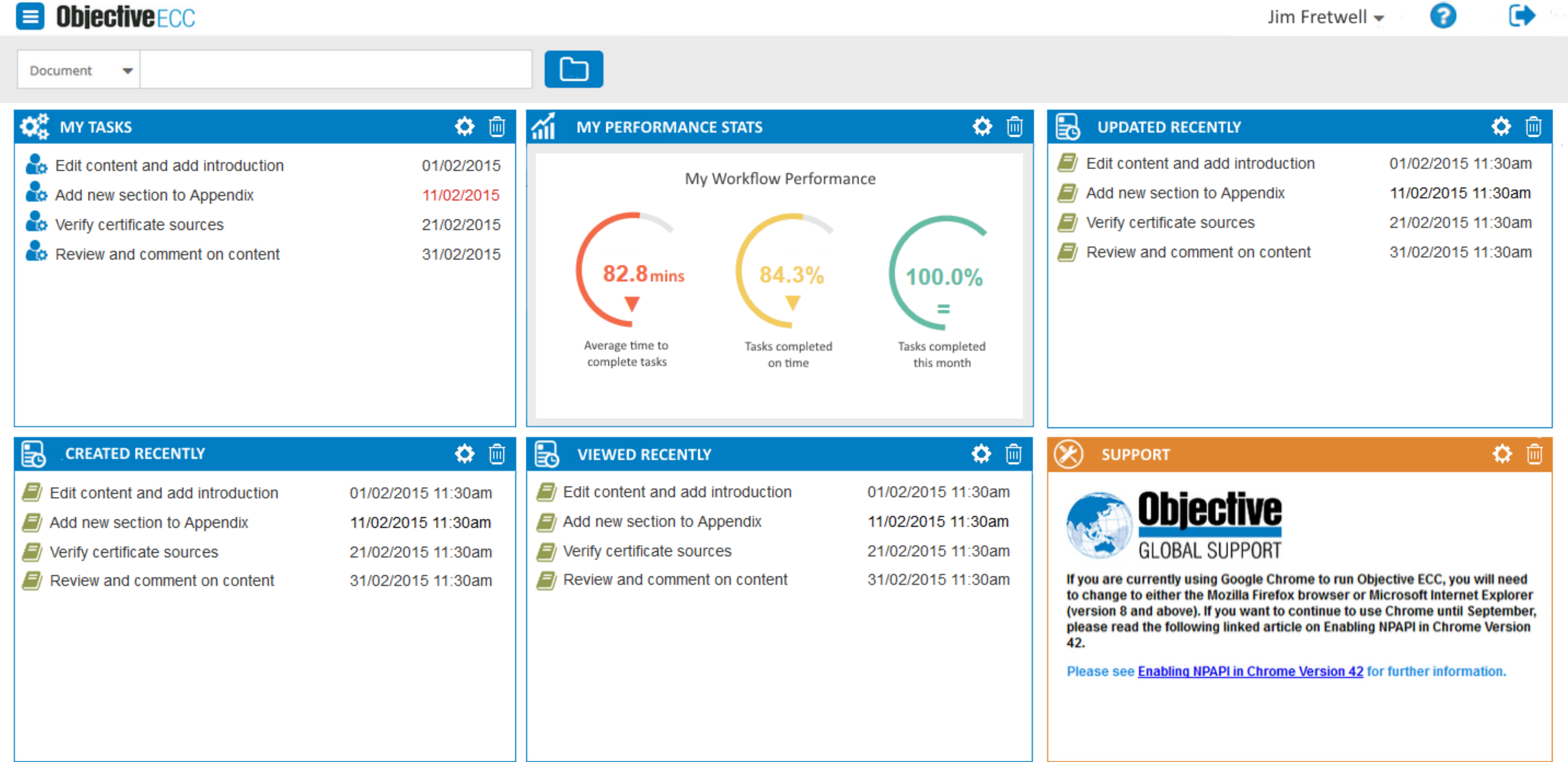
OBJECTIVE ENTERPRISE CONTENT CREATION



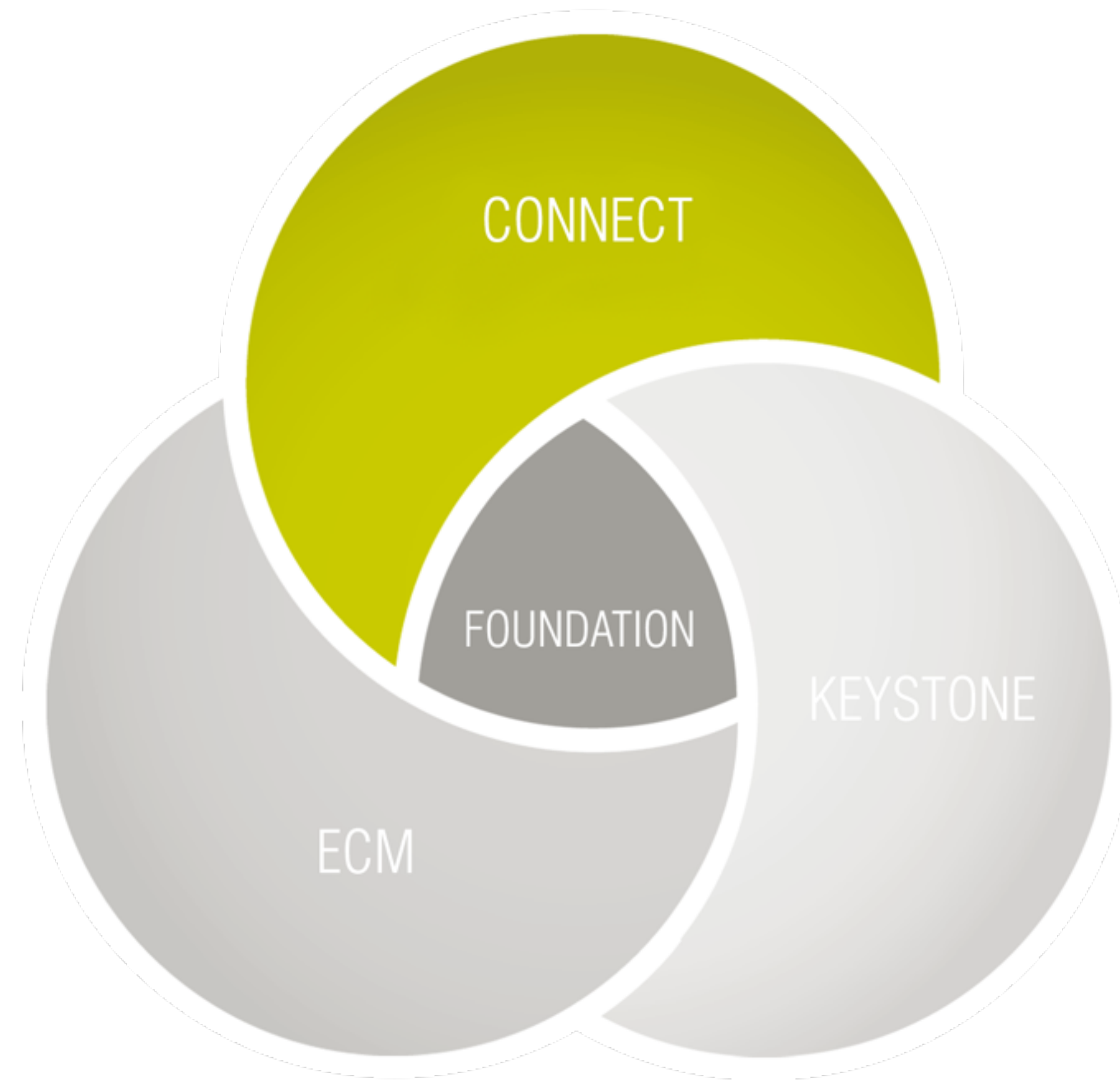
Objective

KEYSTONE

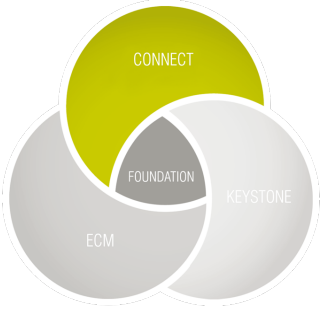
OBJECTIVE KEYSTONE



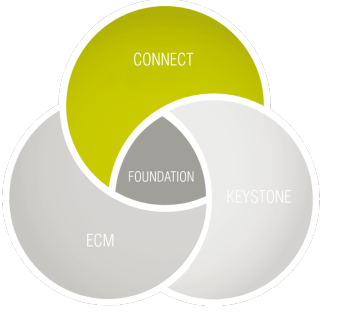
OBJECTIVE CONNECT



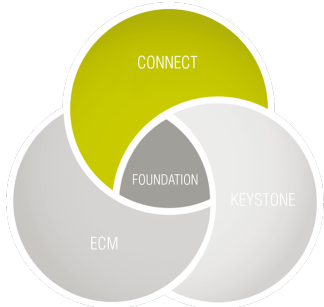
OBJECTIVE CONNECT

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OBJECTIVE CONNECT (CASE STUDIES)



OBJECTIVE CONNECT



Objective

CONNECT

My Shares

Ultimate Test Share

Comments

Tasks

Participants

daniel thomson

Ultimate Test Share

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↺

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Status Waiting for upload

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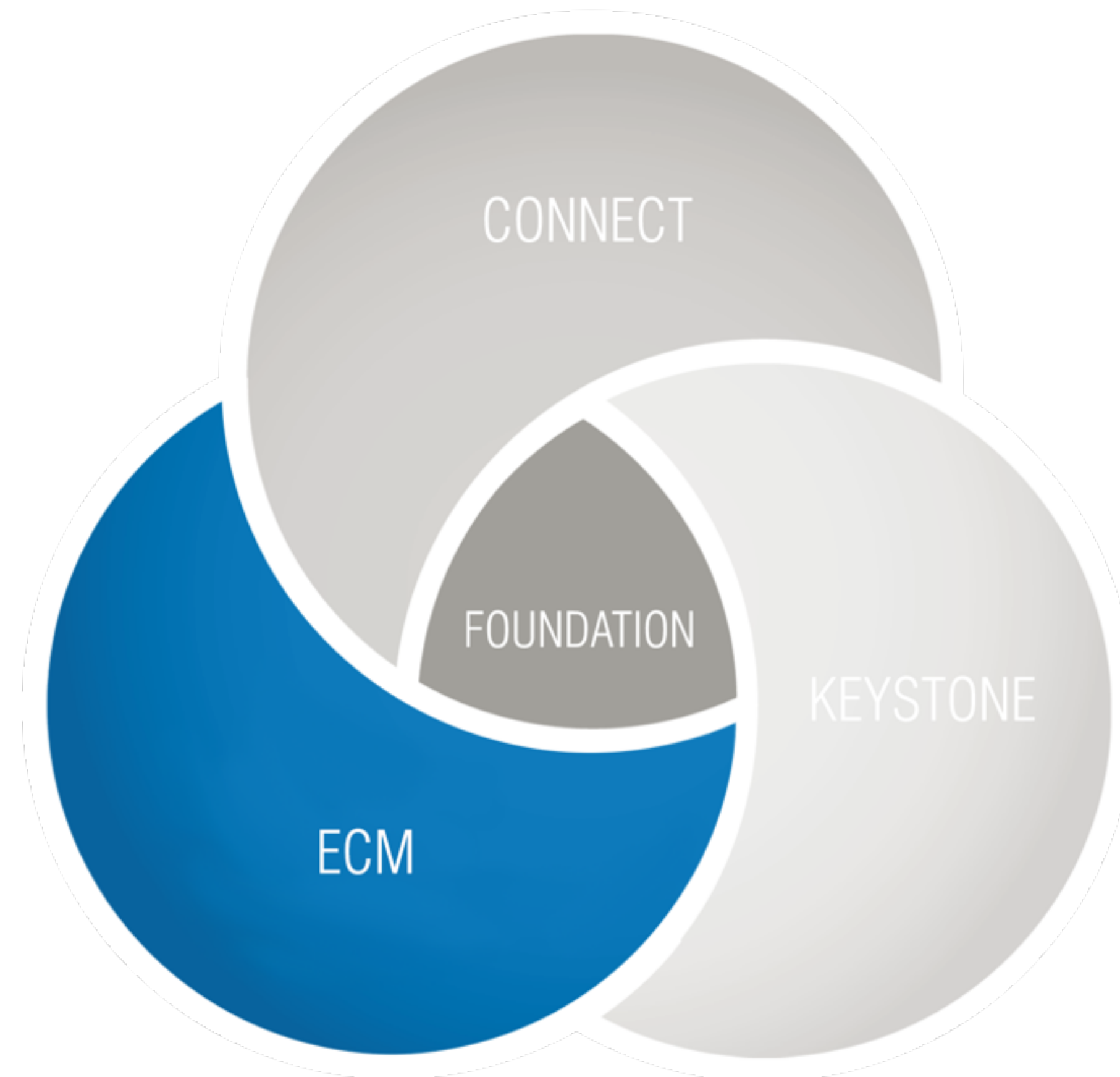
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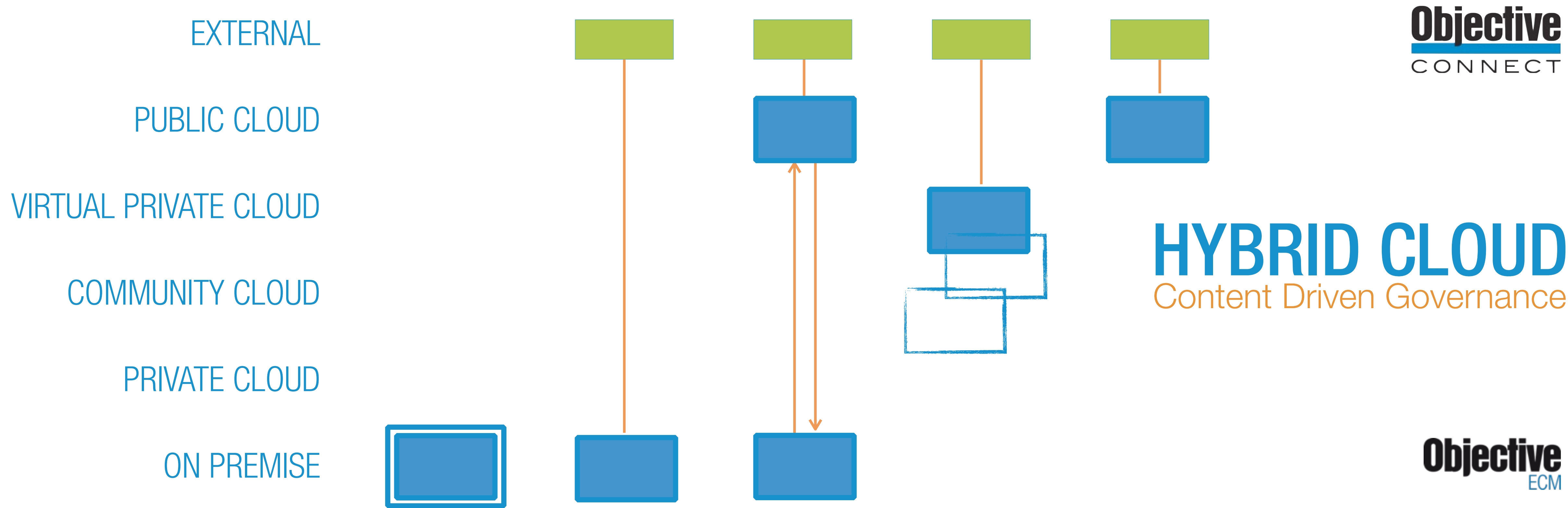
OBJECTIVE ENTERPRISE CONTENT MANAGEMENT



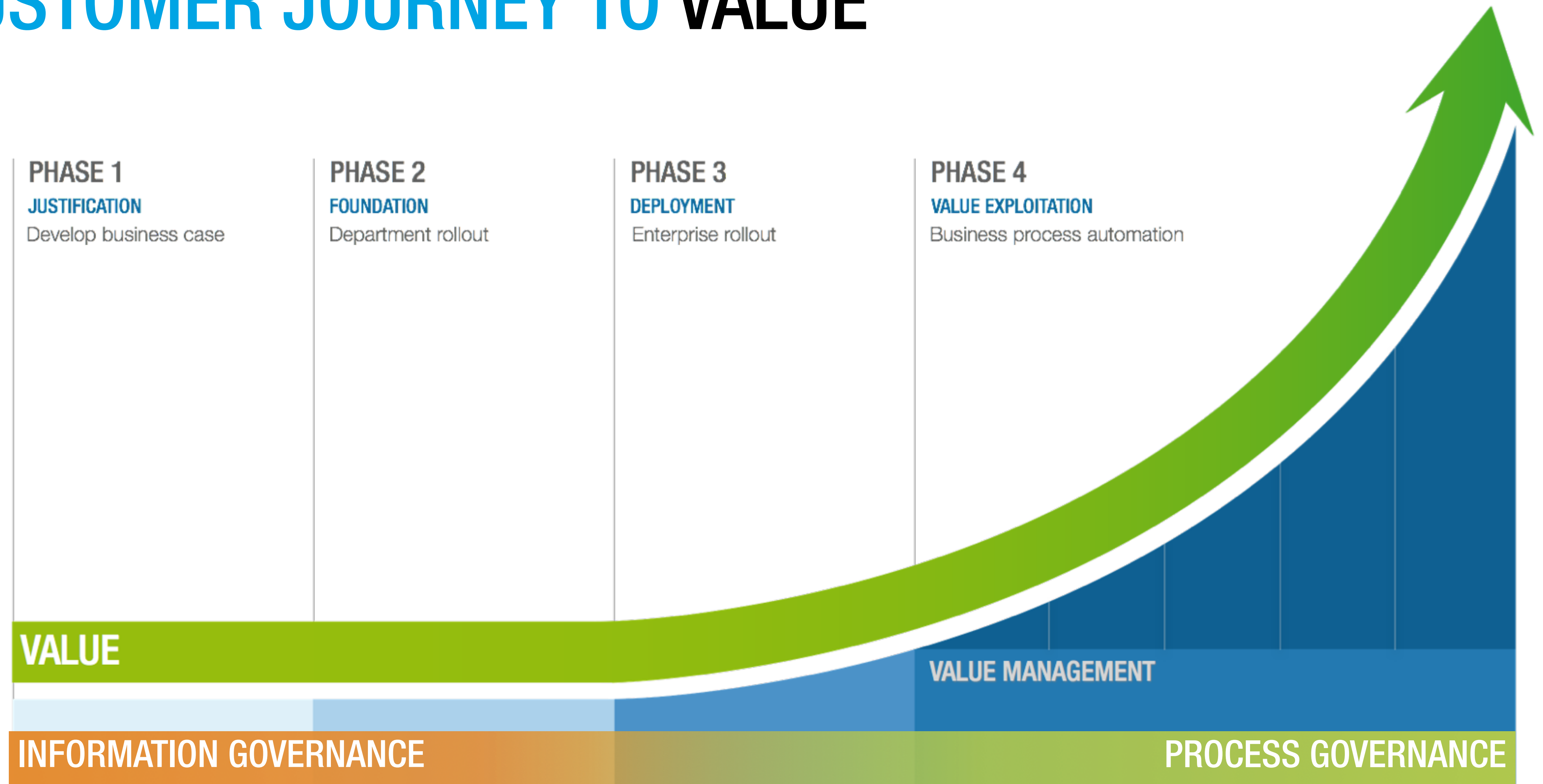
CLOUD SPECTRUM



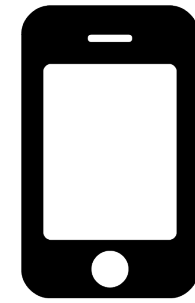
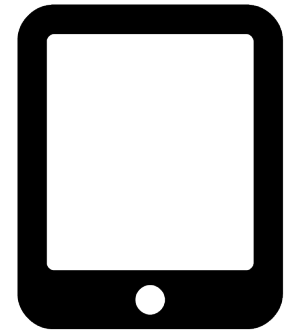
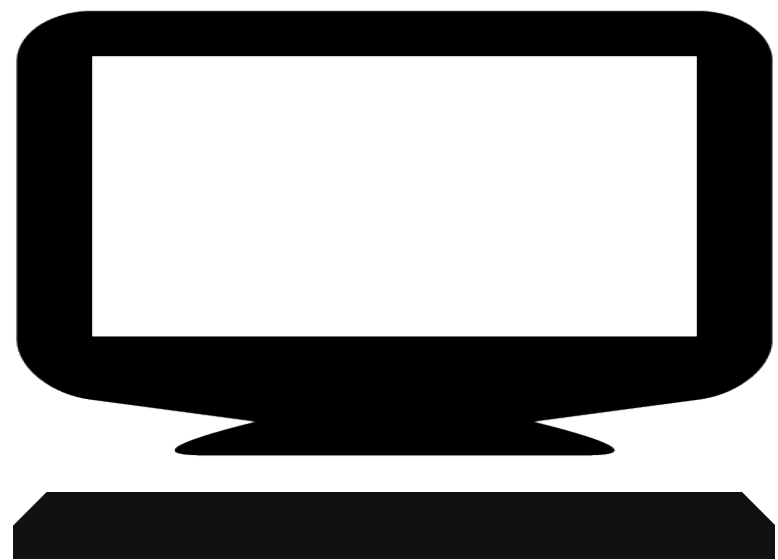
ECM CLOUD SPECTRUM



CUSTOMER JOURNEY TO VALUE



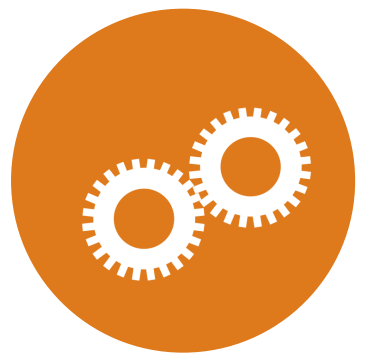
MODERN



Office 365



SharePoint



LoB

FRICTIONLESS

