


11th microEQUITIES RISING STARS

MAM MICROCAP CONFERENCE | FOUR SEASONS SYDNEY | 27 JUNE 2017

 ASX Event sponsored by the Australian Securities Exchange (ASX)

RXP Services (ASX RXP)

Presented by Ross Fielding (CEO)





Microequities Rising Stars Microcap Conference

27 June 2017



The strategy guiding our evolution



- Driving an increased level of revenue from project based/outcomes based digital solutions
- Constantly evolving to ensure we have the right mix of commoditized work and higher value work = Move to “Price-to-Value”
- Driving up EPS; Improving Cash and Cash Conversion; Increasing Dividend; Increasing Revenue; Increasing Profit; Increasing Profit per Consultant

RXP - a Digital Services company

Positioning RXP to be a leading digital consultancy businesses in the Asia Pacific region, providing solutions to the digital challenges clients face. We combine the expertise, insight and methodologies needed to help clients embrace digital change

We call our approach 'digitalfocus':

Customer Focus

The RXP Customer Experience Framework and RXP User Centred Design is used on every project and within each of our practices to ensure the customer is at the heart of everything we create

Technical Focus

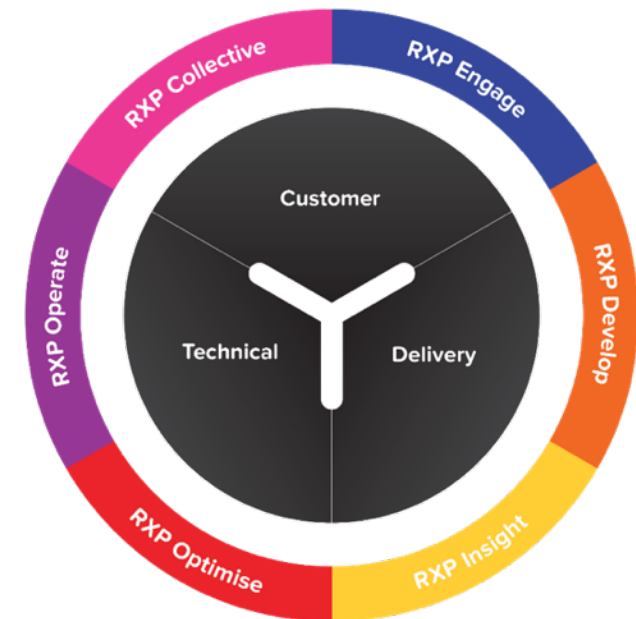
The RXP practice led approach ensures our consultants have expert domain knowledge across the 6 key areas of digital

Delivery Focus

The RXP Lean Agile methodology has been developed to ensure flexibility and timely delivery of projects

***Digital** = Combining people, creativity & technology to drive connection, discoverability and intimacy through data insights, user experience and innovative process optimisation*

digitalfocus^Y





Our Practices – it’s how we deliver Digital

RXP is committed to combining the best people, innovative technologies, creative design and methodologies to help our clients achieve their vision.

We group our capabilities in a way that optimises engagement with clients and drives teamwork. Our practices are underpinned by a suite of shared methodologies which allow them to integrate and support optimal delivery for our clients.

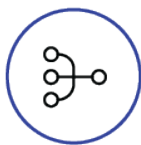
We create



rxpcollective

We deliver the optimal experience based on the behaviour and needs of the people who interact with your services and products.

We transform



rxpengage

We advise and support clients through significant transformation.

We build



rxpdevelop

We develop software solutions to improve experiences and processes for clients.

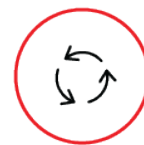
We discover



rxpinsight

We believe that data is the foundation of the connected age. We uncover patterns to unlock value.

We improve



rxpoptimise

We improve our clients processes and integration to lift performance and customer satisfaction.

We support



rxpoperate

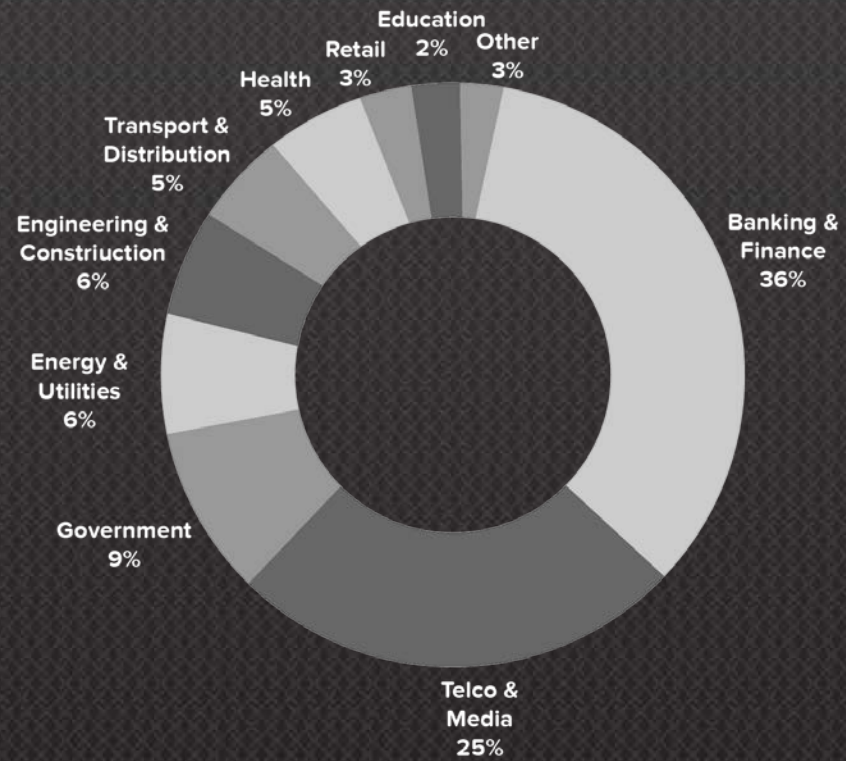
We support our client’s mission critical applications and infrastructure.

..... and we continue to evolve our capabilities and services to deliver greater value to clients to increase efficiencies, to tap into new revenue streams, to grow their businesses and drive engagement with people.

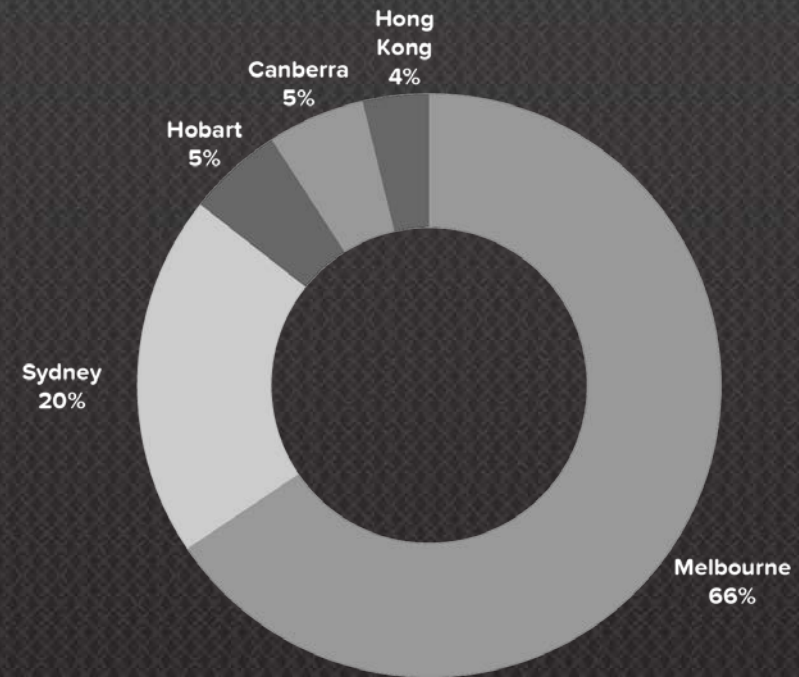
Diverse range of Tier 1/Blue Chip clients



Industry Spread



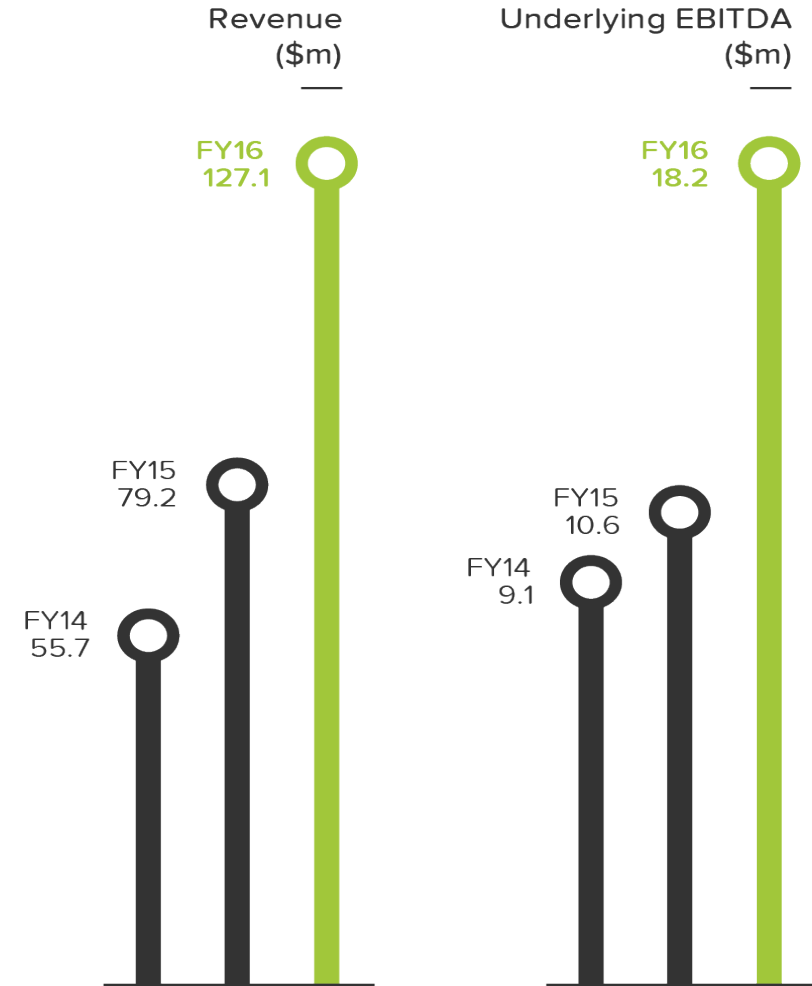
Locations



RXP Services – our journey



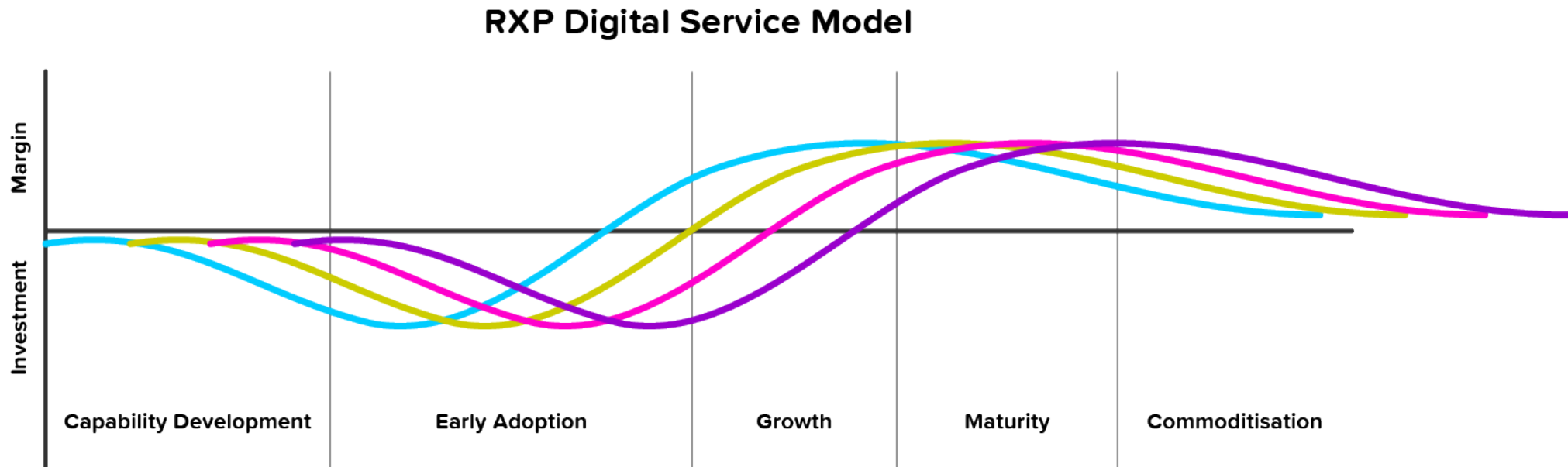
- Listed in November 2011
- Our business has clearly grown year-on-year
 - Growing EPS, Cash conversion, strong balance sheet, increasing DPS in line with progressive dividend policy
- Growth has been achieved through a combination of organic and acquisition activity
- It's in our DNA to constantly evolve
 - IT Services → Technology Services → Digital Services



The Digital Economy – the case for change



- RXP is committed to the active management of “commoditisation risk”



- RXP’s model prioritises constant innovation, evolution and investment, resulting in a mix of higher margin capabilities along with large volume/lower margin traditional capabilities

The Digital Economy - Technology Trends informing our evolution



- Challenging ourselves, ensuring we continue to innovate
- There are a range of technology trends that build on our current capabilities



Conversational Systems

A conversational system uses a conversational UI as its main interface mode. People and machines communicate across a wide range of mesh devices (such as sensors, appliances and IoT systems).



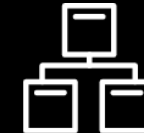
Internet of Things

Intelligent things are physical devices that go beyond the execution of rigid programming models to exploit applied AI and machine learning.



Intelligent Applications

AI and advanced machine-learning techniques are evolving rapidly. Significant investment in skills, process and tools is needed to successfully exploit these techniques.



Digital Technology Platforms

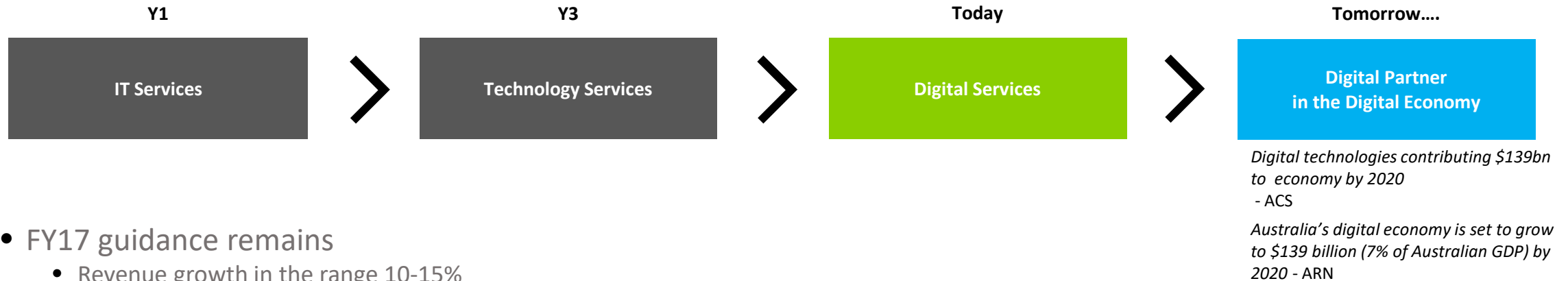
A digital technology platform is a symbiotic collection of technology capabilities and components. These provide an interoperable set of services that can be brought together to create applications, apps and services.



Blockchain

A distributed database that maintains a continuously growing list of ordered records called blocks. Blockchains are inherently resistant to modification of the data; once recorded, the data in a block cannot be altered retroactively.

The Outlook – spend in our sector remains buoyant



- FY17 guidance remains
 - Revenue growth in the range 10-15%
 - EBITDA margin in the range of 13%-14%
- We continue to drive growth aligned to our strategic framework
 - Constant focus on reducing exposure to lower margin engagements that do not "price" the RXP brand
 - Targeting increased revenue per consultant
 - Constantly evolving our go-to-market capabilities
 - Constantly challenging ourselves to stay ahead of the curve
- We remain well placed to continue to drive organic growth given our capabilities, approach, client set and the "white space" still available (in both existing and new clients)
- Our financial position means we remain well placed to pursue relevant acquisitions



Inspired by design and innovation

www.rxp.services.com