

Investor Presentation

QANTM

November 2016



STRICTLY PRIVATE AND CONFIDENTIAL



Disclaimer



This presentation has been prepared by QANTM Intellectual Property Limited ACN 612 441 326 (“QANTM” or the “Company”). The information contained in this presentation is for information purposes only and has been prepared for use in conjunction with a verbal presentation and should be read in that context.

The information contained in this presentation is not investment or financial product advice and is not intended to be used as the basis for making an investment decision. Please note that, in providing this presentation, QANTM has not considered the objectives, financial position or needs of any particular recipient. QANTM strongly suggests that investors consult a financial advisor prior to making an investment decision.

No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of QANTM, its related bodies corporate, shareholders or respective directors, officers, employees, agents or advisors, nor any other person accepts any liability, including, without limitation, any liability arising out of fault or negligence for any loss arising from the use of information contained in this presentation.

This presentation may include “forward looking statements” within the meaning of securities laws of applicable jurisdictions. Forward looking statements can generally be identified by the use of the words “anticipate”, “believe”, “expect”, “project”, “forecast”, “estimate”, “likely”, “intend”, “should”, “could”, “may”, “target”, “plan” “guidance” and other similar expressions. Indications of, and guidance on, future earnings or dividends and financial position and performance are also forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of QANTM and its officers, employees, agents or associates, that may cause actual results to differ materially from those expressed

or implied in such statement. Actual results, performance or achievements may vary materially from any projections and forward looking statements and the assumptions on which those statements are based. Readers are cautioned not to place undue reliance on forward looking statements and QANTM assumes no obligation to update such information. Specific regard (amongst other things) should be given to the risk factors outlined in this presentation.

This presentation is not, and does not constitute, an offer to sell or the solicitation, invitation or recommendation to purchase any securities and neither this presentation nor anything contained in it forms the basis of any contract or commitment.

This presentation does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in the United States. The securities of QANTM have not been, and will not be, registered under the U.S. Securities Act of 1933, as amended (“Securities Act”) or the securities laws of any state or other jurisdiction of the United States, and may not be offered or sold in the United States except in compliance with the registration requirements of the Securities Act and any other applicable securities laws or pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and any other applicable securities laws.

Certain financial data included in this presentation is not recognised under the Australian Accounting Standards and is classified as 'non-IFRS financial information' under ASIC Regulatory Guide 230 'Disclosing non-IFRS financial information' (RG 230). This non-IFRS information may provide information to users in measuring financial performance and condition. The non-IFRS financial measures do not have standardised meanings under the Australian Accounting Standards and therefore may not be comparable to similarly titled measures presented by other entities, nor should they be interpreted as an alternative to other financial measures determined in accordance with the Australian

Accounting Standards. No reliance should therefore be placed on any financial information, including non-IFRS financial information and ratios, included in this presentation. All financial amounts contained in this presentation are expressed in Australian dollars and rounded to the nearest \$0.1 million unless otherwise stated. Any discrepancies between totals and sums of components in tables contained in this presentation may be due to rounding.

NOT FOR RELEASE OR DISTRIBUTION IN THE UNITED STATES

Today's Presenters



Leon Allen
Managing Director, QANTM and Davies Collison Cave

- Over 35 years experience in the IP industry
- Joined DCC in 1995
- Managing Partner since 2011 and Management since 2005



Warren Howe
Chief Financial Officer

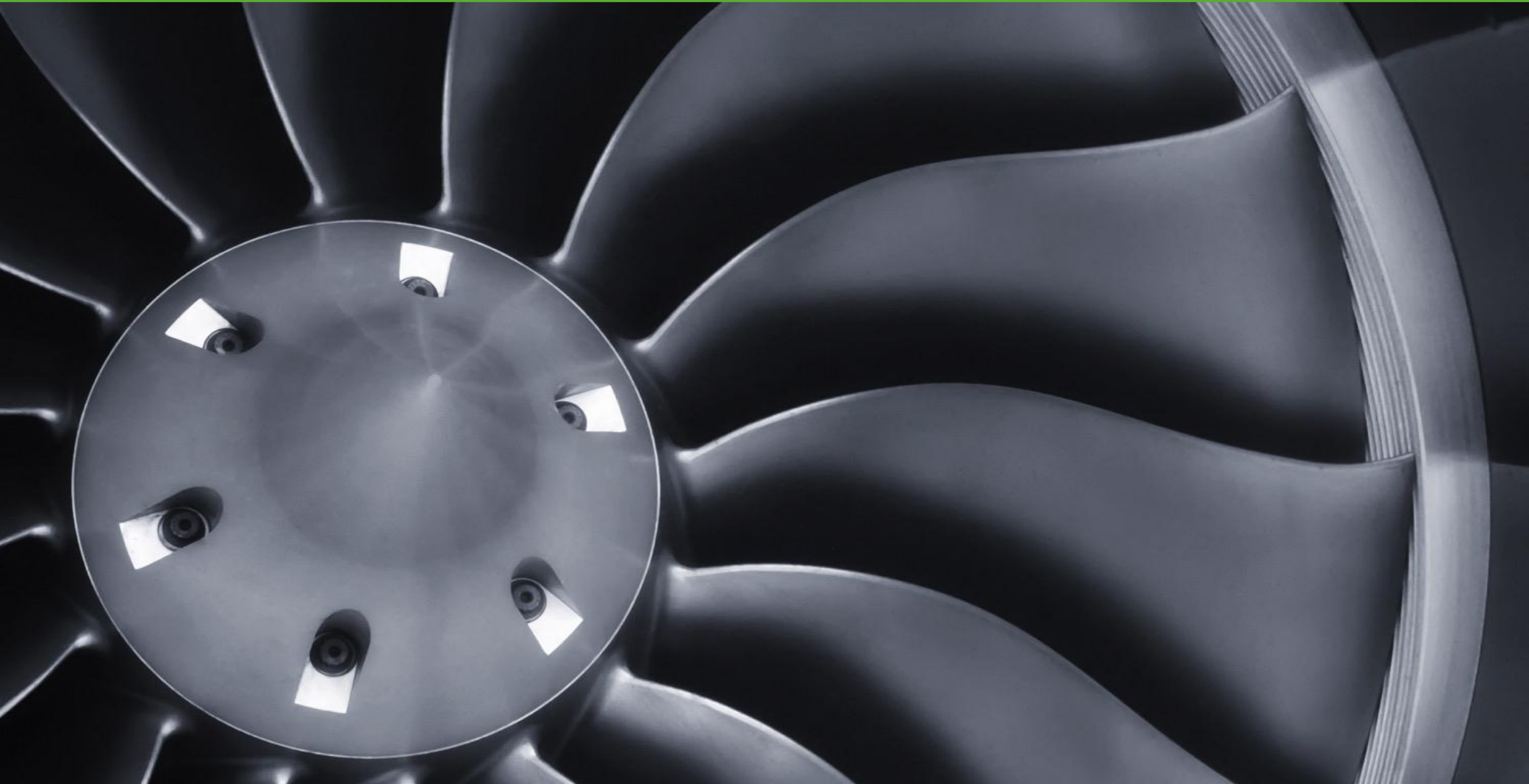
- Joined FPA in 2015 as COO
- Previously held various operational and executive roles at Crowe Horwath and Deloitte

Agenda



1. Business Overview
2. Business Update
 1. Business restructure
 2. Patent case growth
 3. Singapore and SE Asia
 4. Ongoing trading

Business Overview



Business Overview

Summary of QANTM's Operations



Business Areas	Patents & Designs	Trade Marks	Legal
Percentage of aggregate Firm Service Charge revenue in FY15 ¹ .	<p>72%</p> <p>DCC</p> <p>FPA</p>	<p>16%</p>	<p>12%</p>
Firm(s) involved	DCC and FPA	DCC	DCC
Revenue model	<p>Services are charged on an hourly rate basis, a fixed price basis, or a combination of the two. Pricing is based in AUD, USD and SGD. Many invoices across the IP life cycle (~63k invoices sent in FY15), resulting in low WIP. The long term nature of IP rights enables the Firms to generate recurring income throughout the IP life cycle</p>		
Market position – CY15 ² .	DCC #2 individual firm QANTM #2 group	DCC #1 individual firm QANTM #2 group	NA
Market position – CY15 (Australian originated filings) ³ .	DCC #1 individual firm QANTM #2 group	DCC #1 individual firm QANTM #2 group	NA
Offices	<ul style="list-style-type: none"> DCC's primary offices are located in Melbourne, Sydney, Brisbane and Singapore. DCC also has a presence and ongoing access to offices in Geelong, Greater Western Sydney, Newcastle, Hobart, Launceston, Adelaide and Canberra FPA has offices in Melbourne and Sydney which service its entire local and international client base 		
Services	<ul style="list-style-type: none"> Services in relation to all aspects of patent or design procurement for clients seeking protection Strategic advice for clients in respect of their own patents and designs or those of their competitors 	<ul style="list-style-type: none"> Services in relation to all aspects of trade mark procurement for clients seeking protection Strategic advice for clients in respect of their own trade marks or those of their competitors 	<ul style="list-style-type: none"> Legal services relating to all aspects of IP and related rights <ul style="list-style-type: none"> IP litigation IP commercialisation ICT commercial work General IP advice

Source: DCC and FPA management analysis

Notes:

1. Excludes Associate Charges

2. Market position analysis is based on the total number of patent or trade mark applications filed in Australia in CY15 and assumes the Group and one additional competitor group of businesses both operated in CY15

3. Market position analysis is based on the total number of Australian client patent applications and Australian client trade mark applications filed in Australia in CY15, and assumes the Group and one additional competitor group of businesses both operated in CY15

4. The relative contributions of DCC and FPA in the patents and designs business area are set out in Section 3.3.2

Business Overview

The Firms' Clients

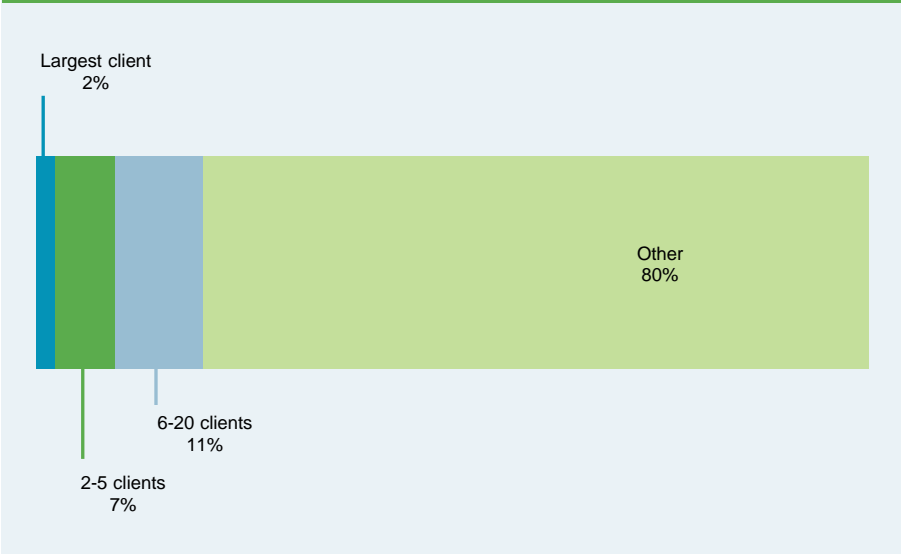


Strong Australian client base that includes ASX100 companies, leading research institutions and universities

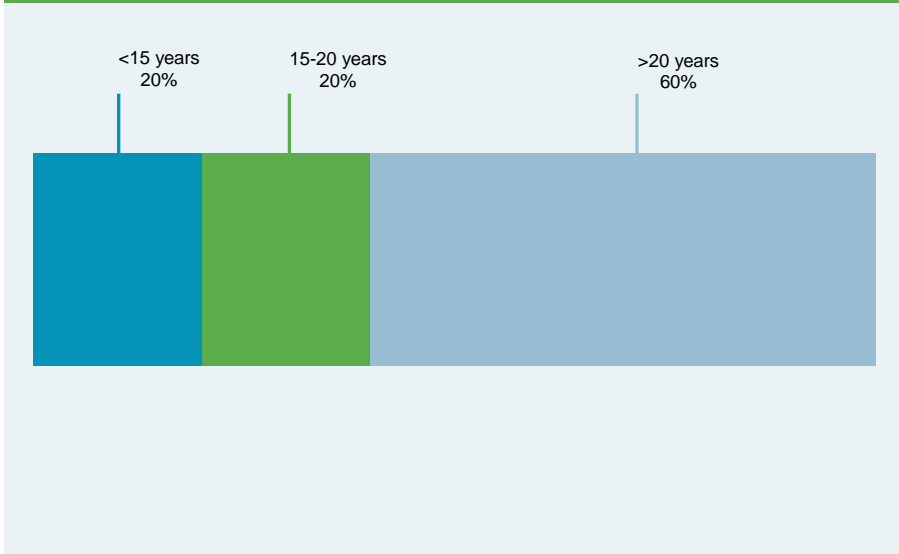
A wide range of blue chip, international clients primarily from US, EU and Japan

As at April 2016, the Firms had active matters for over 85 Fortune Global 500 companies, either directly or through foreign associates

Revenues by Client in FY15¹



Tenure of Top 20 Clients with the Firms²



Source: DCC and FPA management analysis
 Notes:
 1. Based on the two Firms' aggregate FY15 revenue. Based on Service Charges only – excludes Associate Charges
 2. Based on the two Firms' aggregate FY15 Service Charges. Based on top 20 clients across the two Firms by FY15 Service Charges

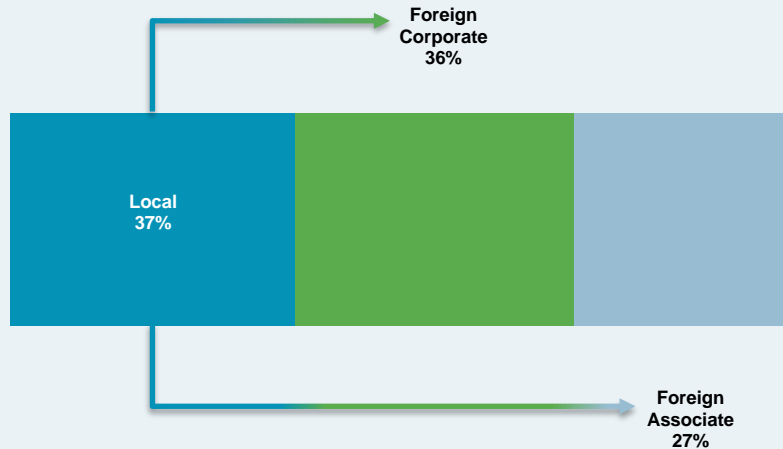
Business Overview

Strong Originating Client Base



- In CY15 DCC filed more Australian PCT applications than any other individual firm and in aggregate the Group would have been the second largest filer behind a group of four firms

Service Charges Split ¹.

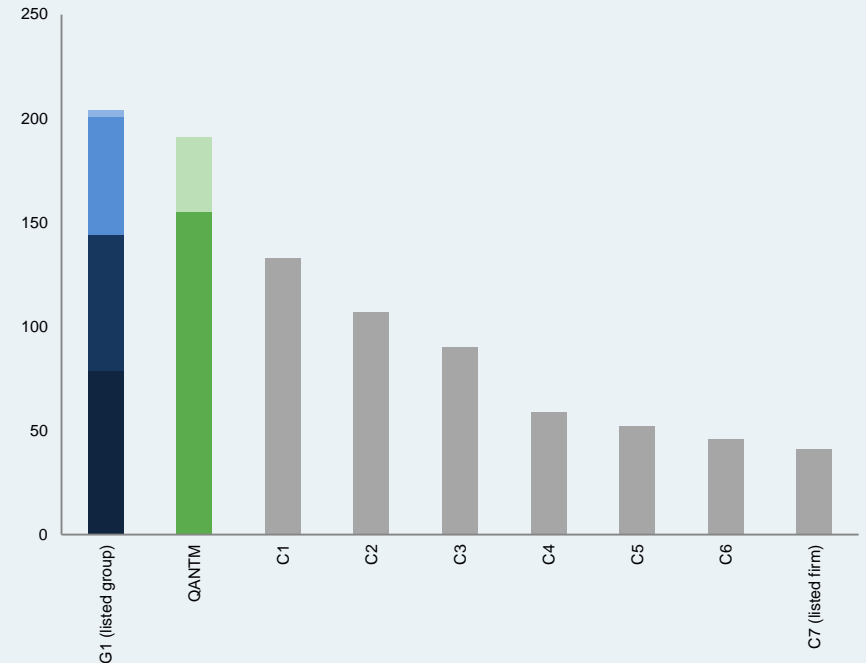


Source: DCC and FPA management analysis

Notes:

1. Represents the proportion of the Firms' aggregate FY15 Service Charges sourced from each client type

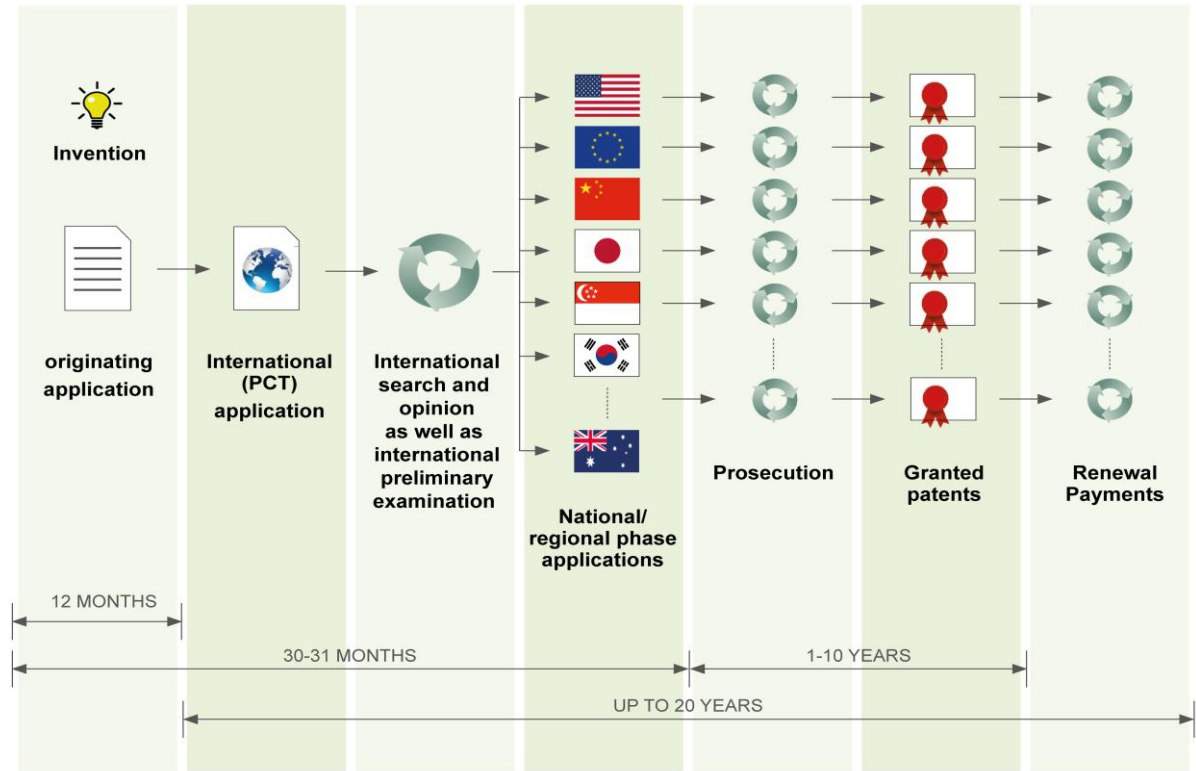
Australian PCT applications filed in CY15



Source: DCC and FPA management analysis and estimates based on WIPO data (PCT applications filed at IP Australia as the receiving office) as at 1 July 2016. Patent applications are generally not filed until at least 18 months from the earliest filing date. Accordingly, the total number of PCT applications filed in any 12 month period may not be known until 18 months or more subsequent to the conclusion of that period.
 Note: Based on the two Firms aggregate CY15 PCT applications. This analysis assumes QANTM and Group 1 (a newly formed competitor group of businesses) operated as a group in CY15

Local clients – originating and PCT applications

- Originating applications can generate a number of future applications and prosecutions as the client enters the national phase in multiple jurisdictions as part of the PCT process
- The international patent applications are filed by Foreign Associates
- The Firms are actively involved and generate revenue during the filing and prosecution of each national phase application in each additional jurisdiction where patent protection is sought by the local client
- A single originating patent application from a local client has the potential to generate substantially more revenue than from international clients filing applications in Australia



Business Overview

Strategy and Growth Opportunities



Short and medium term

Common business processes	<ul style="list-style-type: none"> Numerous synergies identified given level of common business processes
Asian expansion	<ul style="list-style-type: none"> Execute Asian strategy Leverage DCC's Singapore office, including enhancing FPA's penetration into SE Asia <ul style="list-style-type: none"> managing clients' Asian IP portfolios and filings, building on the Firms' existing relationships with clients and Foreign Associates throughout Asia building a local origination presence - replicating originating client strategy and drawing on technical expertise in Australia
Increased efficiencies	<ul style="list-style-type: none"> Ongoing IP process automation and continuous development and improvement of DCC's ICT systems has the potential to drive significant further cost savings and efficiencies Opportunity for the costs of automation to be shared across both Firms
Growth in emerging technologies	<ul style="list-style-type: none"> Innovations in agribusiness, gene editing technology, nanotechnology, battery and energy storage and fuel cell technology

Medium term

Potential acquisitions	<ul style="list-style-type: none"> Opportunities to acquire smaller firms and achieve economies of scale May explore potential acquisitions in Singapore and other Asian countries to accelerate expansion in this region
New Zealand regulatory change	<ul style="list-style-type: none"> Introduction of a single patent application procedure for Australia and New Zealand will create opportunities for the Firms to increase their total number of patent and trade mark applications in New Zealand
Favourable local environment and growth in R&D expenditure	<ul style="list-style-type: none"> Australian Government's National Innovation and Science Agenda The Firms are leaders in servicing Australian clients

Strategy and Growth Opportunities

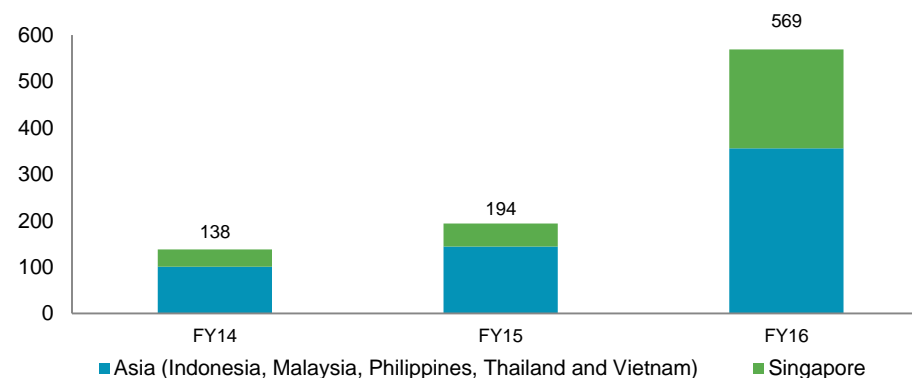
Asian Growth Opportunity



Key target geographies



New Asian patent cases secured

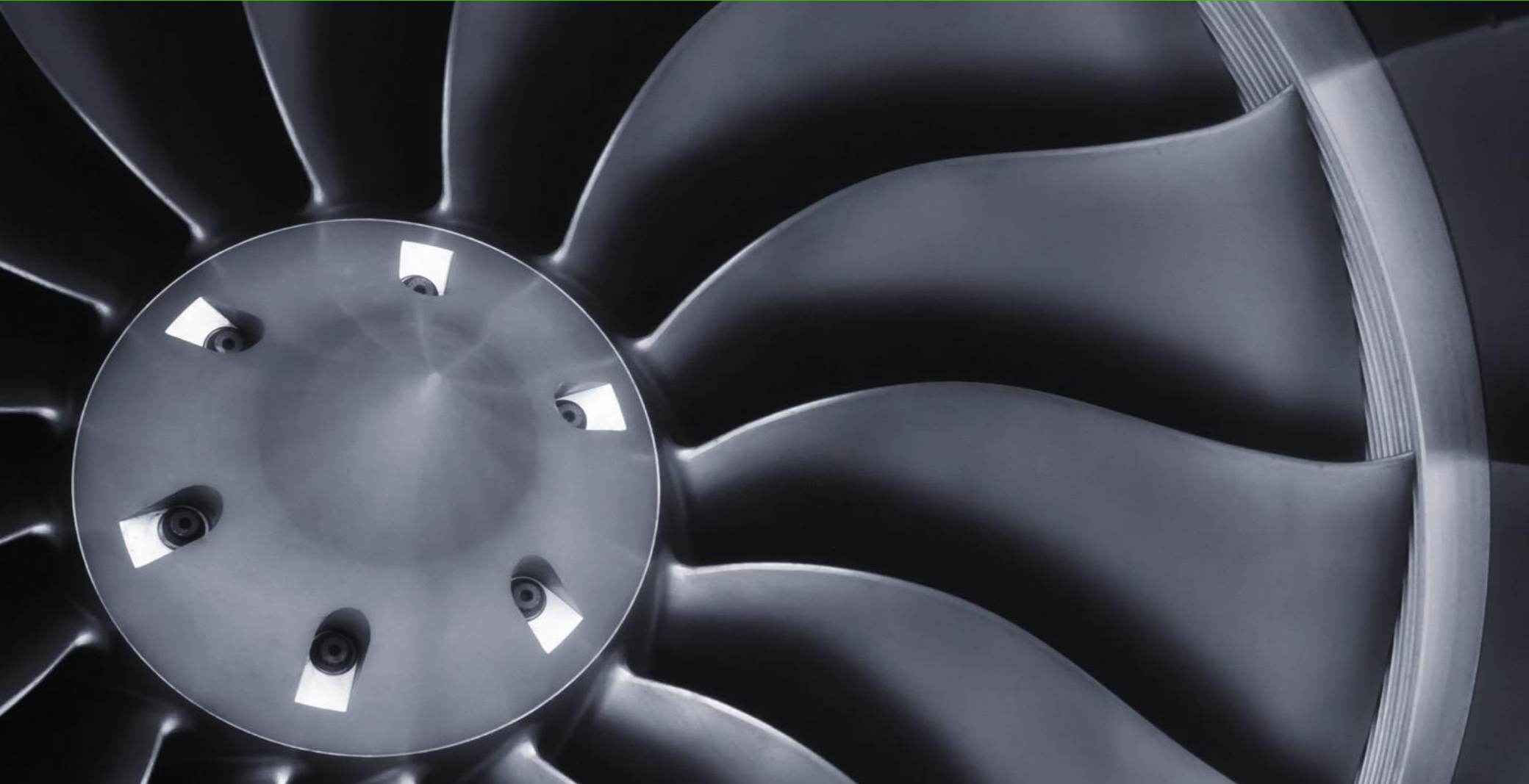


Source: DCC and FPA management analysis and estimates based on Inprotech data up until 30 June 2016

- Each Firm has had good early success in Asia with large multinationals
- DCC has established a presence in Asia with an office in Singapore and established networks in all target Asian markets
- Defined Group strategy:
 - managing clients' Asian IP portfolios and filings, building on the Firms' existing relationships with clients and Foreign Associates throughout Asia
 - building a local origination presence - replicating originating client strategy and drawing on technical expertise in Australia
- Based in Singapore with a focus on defined targets in selected countries (e.g. Indonesia, Malaysia, Philippines, Thailand and Vietnam)
- Opportunity for FPA to leverage DCC's knowledge of Singaporean regulatory and commercial environment and back office and ICT infrastructure in Singapore

Clearly defined strategy to deliver on growth opportunity by leveraging established presence in Singapore, network relationships in target markets and core capabilities

Business Update – since listing



Business update – since listing

Business restructure

<p>Personnel</p>	<ul style="list-style-type: none"> ▪ STI and LTI programs have been finalised and successfully rolled out to key staff, in line with prospectus ▪ 100% retention of senior staff since IPO ▪ Continued recruitment into Singapore; now up to 8 professionals
<p>Clients</p>	<ul style="list-style-type: none"> ▪ 100% retention of key clients
<p>ICT</p>	<ul style="list-style-type: none"> ▪ Migration of FPA's data, systems and processes to a common ICT platform is progressing to plan, and is expected to be completed in Q3 FY17 ▪ Operational cost savings are expected to be realised from FY18 onwards, and are in line with expectations
<p>Common ownership structure</p>	<ul style="list-style-type: none"> ▪ DCC and FPA have continued to operate independently ▪ No commercial concerns expressed by clients as a result of DCC and FPA being jointly owned by QANTM
<p>Change in structure</p>	<ul style="list-style-type: none"> ▪ New governance arrangements, policies and processes have been, and continue to be, established ▪ The IPO process and transition to the new structure was the key focus of senior personnel through to 31 August. ▪ The FY17 forecast was developed on a “business as usual” basis, with no cost savings and synergistic benefits built into the FY17 forecast

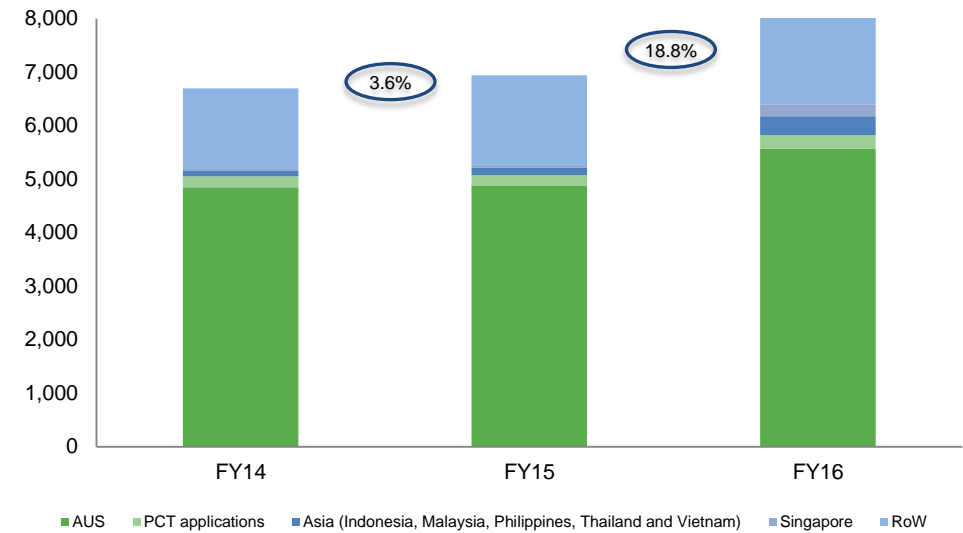
Business update – since listing

Group Patent Case Growth & Ongoing Trading



- Growth in cases will generate examination / prosecution revenue in FY17 and beyond
- Strong net growth in new cases (applications filed and cases transferred to the Firms) between FY15 and FY16
- Q1 FY17 application filings in line with expectations and FY16 experience
 - particular strength in applications filed in offshore jurisdictions
 - supports future 'IP lifecycle' earnings
 - caution should be taken in assessing filing trends given limited timeframe
- Service charges and earnings historically weighted towards second half
- No change to FY17 forecast

Group Patent Case Growth



Source: DCC and FPA management analysis

Questions

