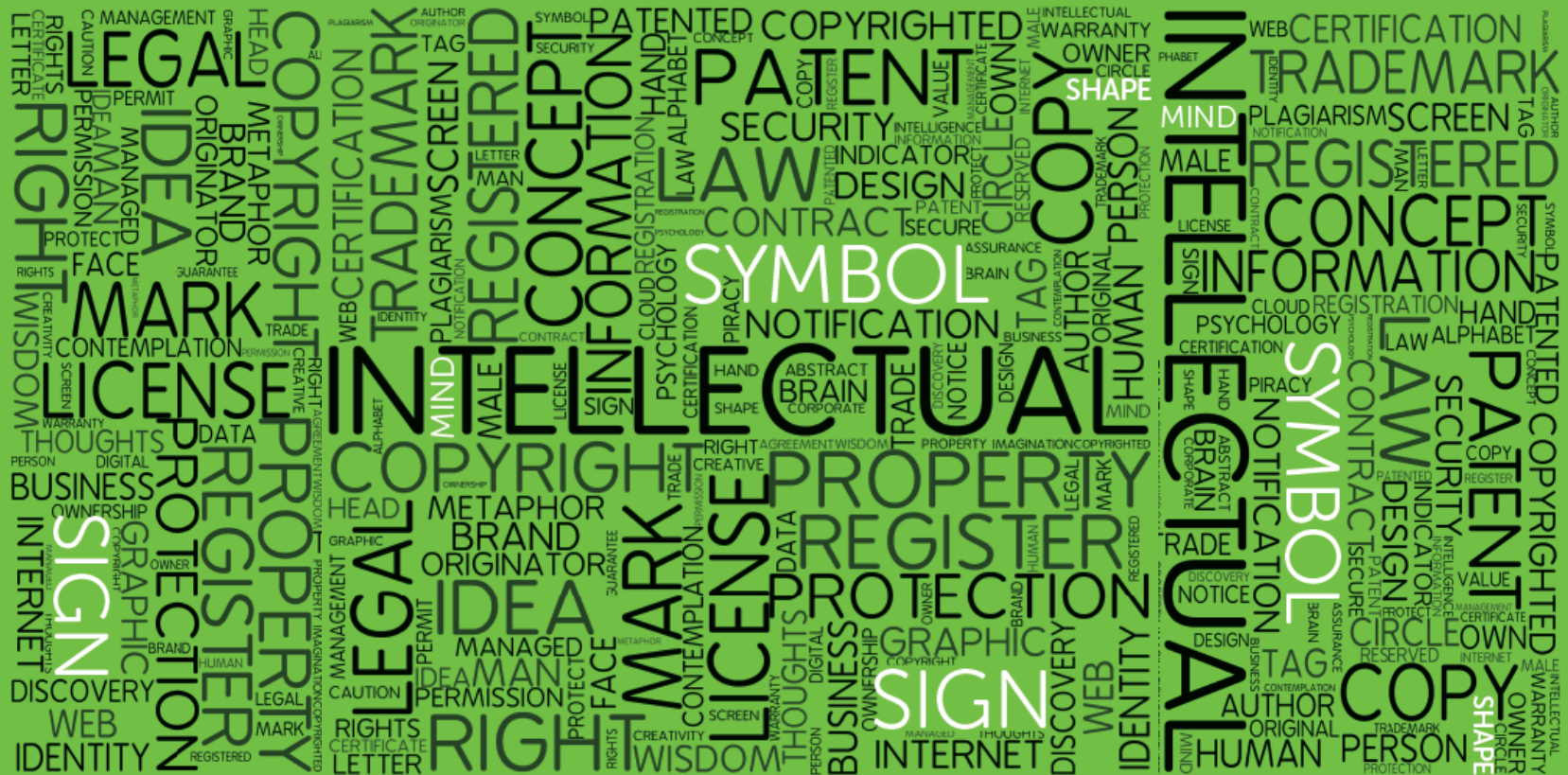


# QANTM Intellectual Property Limited

# 2017 ANNUAL GENERAL MEETING

# Melbourne

17 November, 2017



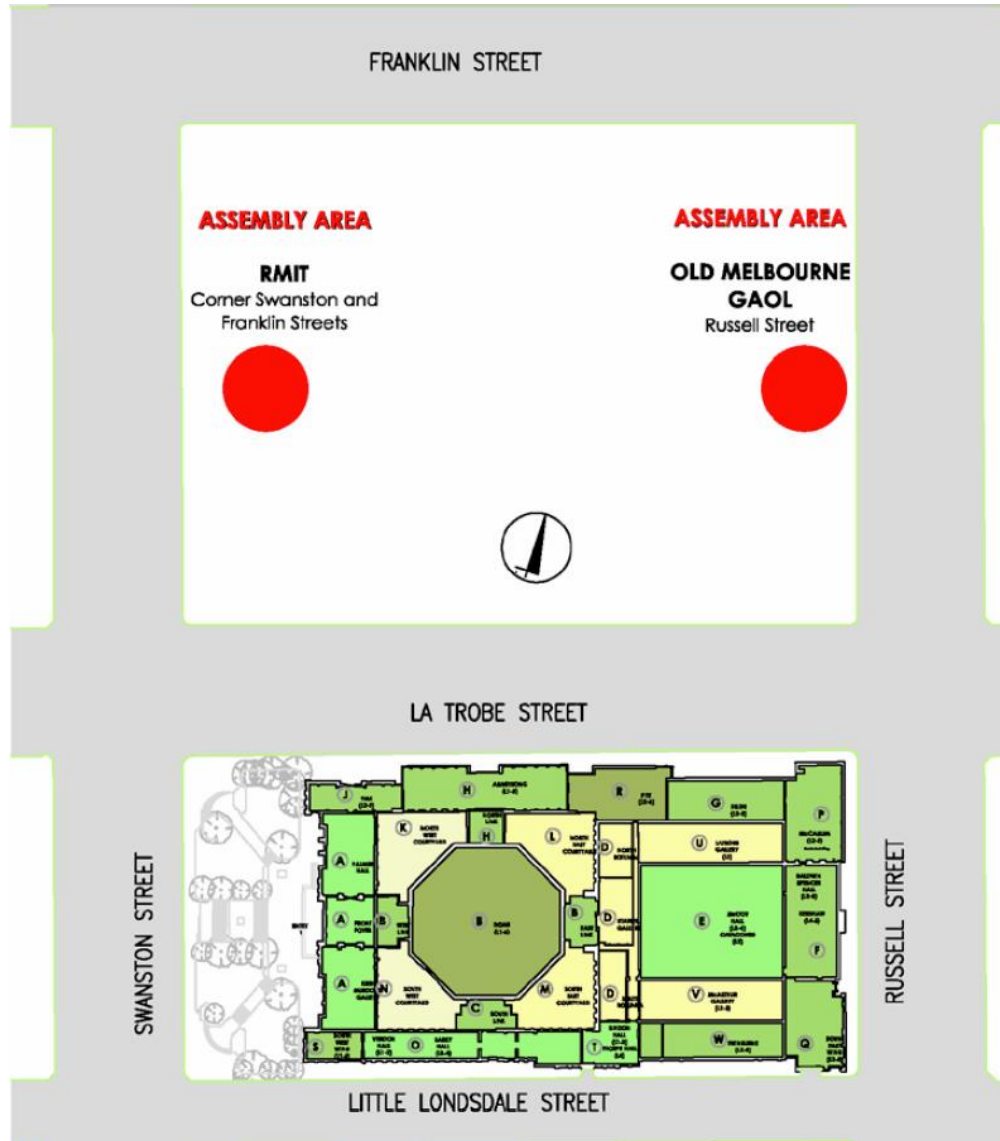


# Richard England

## CHAIRMAN

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# Evacuation and Assembly Points





Kindly turn off your  
mobile devices, or  
change to silent mode

- Chairman's Address
- Managing Director's Address
- Formal Business of the Meeting
- Refreshments



# Richard England

## CHAIRMAN

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# QANTM Board of Directors



# IP Protection

## The Cornerstone of Modern Economies



Agribusiness, Food and Nutrition



Clean Technology and Energy



Nanotechnology



Pharmaceuticals and Chemistry

The protection of IP rights is considered essential to asset, brand and trade mark preservation by corporations, government agencies, institutions, technology providers and entrepreneurs and for protecting the R&D investment of these organisations.

- Electrical vehicles
- Agricultural goods
- Health services
- Pharmaceutical products
- Bio-medical research
- Mining and mining services
- Consumer electronics
- Fashion brand products
- Educational/research services
- Entrepreneurial/start up services
- Mobile phone technology
- Power generation and storage



Medical Devices and Technology





# Richard England

## CHAIRMAN

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# Leon Allen

## MANAGING DIRECTOR AND CEO

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# Financial Highlights



- FY17 Prospectus forecast not achieved as the industry experienced a flat year in patent applications, whilst the forecast assumed growth rates in line with recent experience
- Results exceeded updated guidance provided in May due to stronger revenue in May and June
- Key pro forma financial results:
  - Service charges revenue \$80.4m, a 1.3% decline from \$81.5m FY16 (Prospectus \$86.0m)
  - Operating expenses \$61.7m, 1.0% lower than \$62.3m in FY16 (Prospectus \$62.9m)
  - EBITDA before FX gains \$23.6m, a 0.4% increase on \$23.5m FY16 (Prospectus \$27.5m)
  - EBITDA after FX gains \$24.5m, a 7.9% decrease on \$26.6m in FY16 (Prospectus \$27.5m)
  - NPAT \$14.8m, a 9.8% decrease on \$16.4m FY16 (Prospectus \$16.9m)
  - EBITDA margin (on Service Charges revenue) of 30.5% (FY16 32.6%, Prospectus 32.0%)

Note:

Pro forma results are presented to highlight underlying performance, adjusted for IPO costs and other one-off expenses associated with reorganisation of the business.

# Business Outcomes



BUSINESS AREAS	PATENTS AND DESIGNS LIFECYCLE/ADVISORY	TRADE MARKS	LEGAL / LITIGATION
Percentage of aggregate QANTM Service Charges revenue in 2017 <sup>1</sup>	<p>72%</p> <p>Lifecycle 59%</p> <p>Advisory 13%</p>	<p>Trade marks 17%</p>	<p>Legal 11%</p>
2017 vs 2016 Service Charges Revenue	\$57.7m vs \$58.6m	\$13.8m vs \$13.3m	\$8.9m vs \$9.6m
Factors Influencing Outcome	<ul style="list-style-type: none"> <li>• Lower patent applications year-on-year (1% decline in line with 1% Australian market decline)</li> <li>• Lower levels of prosecution and advisory fees</li> <li>• Originating applications up 5%</li> <li>• Stronger A\$</li> </ul>	<ul style="list-style-type: none"> <li>• Growth in trademark applications</li> <li>• Stronger A\$</li> </ul>	<ul style="list-style-type: none"> <li>• Recovery in legal and litigation services in H2 to internal expectations</li> <li>• Lower y-on-y reflecting variability in this market</li> <li>• Stronger A\$</li> </ul>
Market Position <sup>2</sup>	<ul style="list-style-type: none"> <li>• DCC equal #1 firm</li> <li>• QANTM #3 group</li> </ul>	<ul style="list-style-type: none"> <li>• DCC #1 individual firm</li> <li>• QANTM #3 group</li> </ul>	<ul style="list-style-type: none"> <li>• DCC legal services</li> </ul>

Source: DCC and FPA management analysis

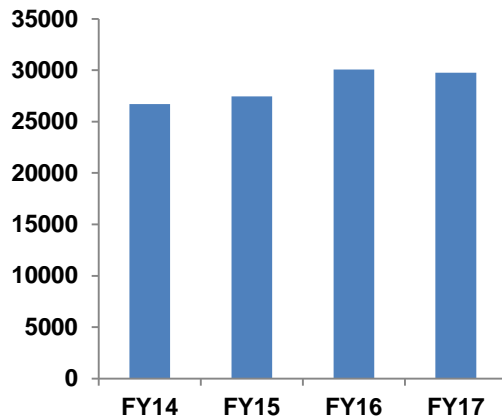
## Notes:

1. Excludes Associate Charges
2. Market position analysis is based on the total number of patent or trade mark applications filed in Australia in CY17 and assumes the Group and two additional competitor groups of businesses both operated in their current form in CY17

# Patent Applications Australia

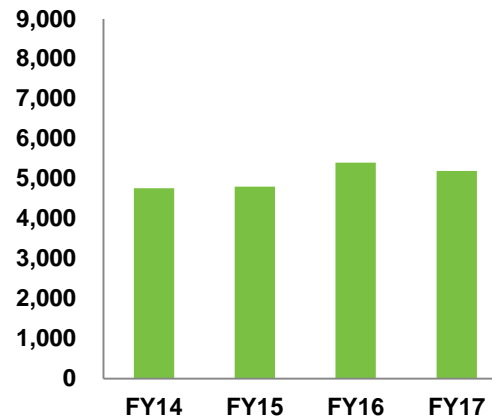


TOTAL  
PATENT APPLICATIONS FILED IN AUSTRALIA  
FY14 – FY17



- 2017 1% decline in overall level of patent applications filed

QANTM  
AUSTRALIA PATENT APPLICATIONS  
FY14 – FY17



- Australian patent applications declined FY17 vs FY16 by 1%
- QANTM's decline reflects overall market trend in 2017

QANTM  
PATENT FILINGS TOTAL MARKET SHARE  
FY14 – FY17



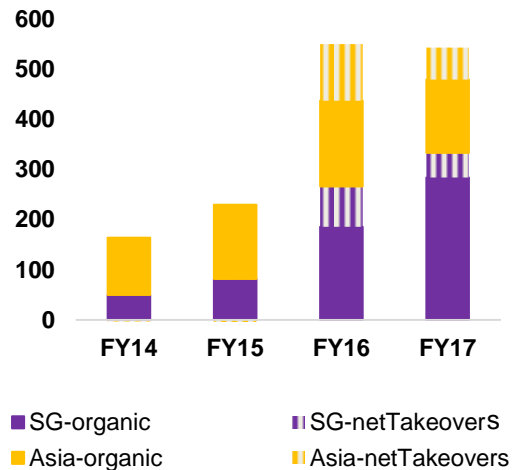
- QANTM market share has remained stable over recent years

■ Total    ■ QANTM

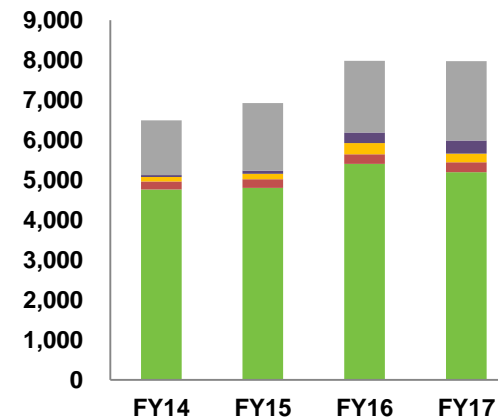
# Patent Applications Australia and International



QANTM  
SINGAPORE/ASIA NEW PATENT CASES SECURED  
FY14 – FY 17



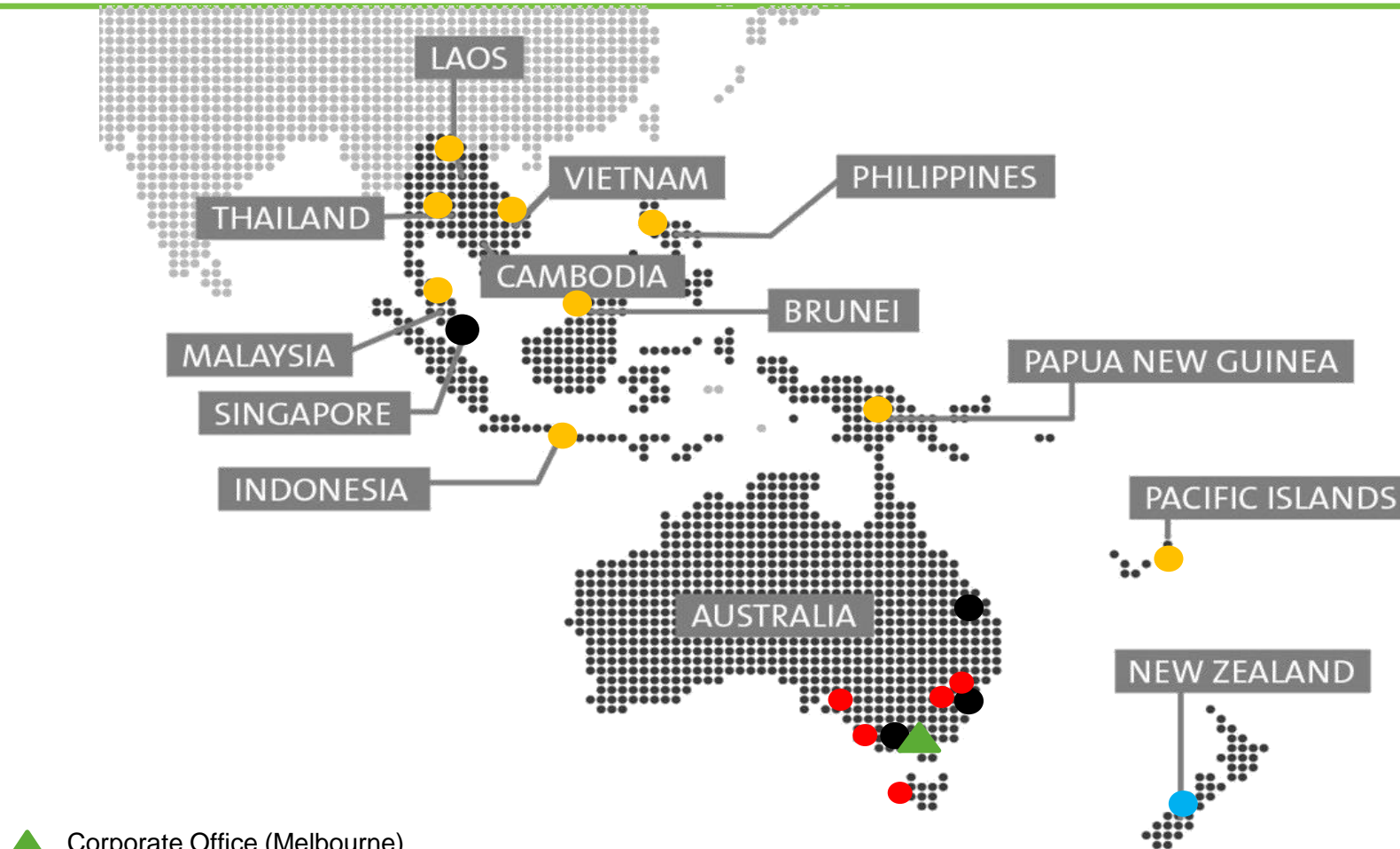
QANTM  
TOTAL NEW PATENT CASES SECURED  
FY14 – FY 17



- Singapore patent applications/new cases secured grew FY17 vs FY16
- Overall Asian patent growth, influenced by lateral growth in FY16
- “Takeover” is an application previously the responsibility of another IP firm

- Total patent applications for QANTM were relatively stable FY17 vs FY16
- 5% growth in originating PCT applications and Australian provisional (initiating) applications

# Asia Pacific Presence



- ▲ Corporate Office (Melbourne)
- Offices (Melbourne, Sydney, Brisbane, Singapore)
- Regional presence
- Direct filing location
- Serviced through agency relationship



# Leon Allen

## MANAGING DIRECTOR AND CEO

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# Richard England

## CHAIRMAN

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# Shareholder Questions

# Formal Business of the Meeting

# Admission Cards



## GREEN VOTING CARD

<p><b>QANTM INTELLECTUAL PROPERTY LIMITED</b> ACN 612 441 326</p> <p><b>ANNUAL GENERAL MEETING</b> 17 NOVEMBER 2017</p> <p><b>SHAREHOLDER/PROXYHOLDER ADMISSION &amp; VOTING CARD</b></p> <p>THE DIRECTORS OF QANTM INTELLECTUAL PROPERTY LIMITED THANK YOU FOR YOUR ATTENDANCE</p> <p>PLEASE RETAIN THIS CARD UNTIL THE CLOSE OF THE MEETING</p> <p> 1</p> <p>Please read the instructions on the reverse before voting</p>	<p><b>SHAREHOLDER VOTING INSTRUCTIONS</b> If you wish to cast all your votes for or against a motion, place a mark in the appropriate FOR box or AGAINST box for that motion.</p> <p>If you wish to cast some of your votes for a motion and some of your votes against the motion write in the FOR box the actual number or percentage of votes you are casting for the motion and write in the AGAINST box the actual number or percentage of votes you are casting against the motion. The sum of the votes cast or the percentages FOR and AGAINST a motion must not exceed your voting entitlement or 100%.</p> <p><b>PROXYHOLDER VOTING INSTRUCTIONS</b> Please refer to Summary of Proxy Votes Form attached to this card for instructions.</p> <table border="1"><thead><tr><th></th><th>FOR</th><th>AGAINST</th><th>ABSTAIN</th></tr></thead><tbody><tr><td>Item 1: Adoption of Remuneration Report</td><td><input type="checkbox"/></td><td><input type="checkbox"/></td><td><input type="checkbox"/></td></tr><tr><td>Item 2: Election of Director - Ms Abigail Cheadle</td><td><input type="checkbox"/></td><td><input type="checkbox"/></td><td><input type="checkbox"/></td></tr><tr><td>Item 3: Election of Director - Ms Sonia Petersing</td><td><input type="checkbox"/></td><td><input type="checkbox"/></td><td><input type="checkbox"/></td></tr><tr><td>Item 4: Election of Director - Mr Cameron Judson</td><td><input type="checkbox"/></td><td><input type="checkbox"/></td><td><input type="checkbox"/></td></tr></tbody></table> <p><input type="text"/> Name of Shareholder/Proxyholder</p> <p><input type="text"/> Signature</p>		FOR	AGAINST	ABSTAIN	Item 1: Adoption of Remuneration Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Item 2: Election of Director - Ms Abigail Cheadle	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Item 3: Election of Director - Ms Sonia Petersing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Item 4: Election of Director - Mr Cameron Judson	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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- Eligible to Vote
- Eligible to ask questions

## YELLOW NON-VOTING CARD

<p><b>ANNUAL GENERAL MEETING</b></p> <p><b>NON-VOTING ADMISSION CARD</b></p> <p>THIS CARD ENTITLES YOU TO SPEAK BUT NOT VOTE AT THIS MEETING</p> <p>THANK YOU FOR YOUR ATTENDANCE</p> <p>PLEASE KEEP THIS CARD UNTIL THE CLOSE OF THE MEETING</p>
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- Eligible to ask questions

## VISITOR ADMISSION CARD

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- Admission only

# Voting

# Proxies Received for the Meeting



- Proxies received:
  - 94,252,900 shares
  - 70.92% of issued shares

# Item 1



## Financial Statements and Reports

To receive and consider the Financial Report, the Directors' Report and the Auditor's Report for the year ended 30 June 2017.

# Shareholder Questions



## Remuneration Report

To consider, and if thought fit, to pass the following as a non-binding resolution of the Company.

*“To adopt the Remuneration Report for the year ended 30 June 2017.”*

# Shareholder Questions

## Remuneration Report

Adoption of the Remuneration Report for the year ended 30 June 2017

Proxy Results	#	%
For	82,940,397	88.01
Against	128,655	0.13
Open	11,179,344	11.86
Abstain	2,241,355	N/A

## Election of Director – Ms Abigail Cheadle

To consider, and if thought fit, to pass the following as an ordinary resolution of the Company.

*“That Ms Abigail Cheadle, being a Director who was appointed by the Directors on 9 June 2016 and whose appointment as a Director expires at the conclusion of the Annual General Meeting of the Company and, being eligible, offers herself for election, be elected as a Director of the Company.”*



# Abigail Cheadle

## NON-EXECUTIVE DIRECTOR

---

**CHAIR OF THE AUDIT, RISK AND COMPLIANCE COMMITTEE**

**MEMBER OF THE PEOPLE, REMUNERATION AND CULTURE COMMITTEE**

# Shareholder Questions

## Election of Director – Ms Abigail Cheadle

Proxy Results	#	%
For	96,438,073	87.87
Against	57,333	0.05
Open	13,251,074	12.08
Abstain	13,409	N/A

## Election of Director – Ms Sonia Petering

To consider, and if thought fit, to pass the following as an ordinary resolution of the Company.

*“That Ms Sonia Petering, being a Director who was appointed by the Directors on 9 June 2016 and whose appointment as a Director expires at the conclusion of the Annual General Meeting of the Company and, being eligible, offers herself for election, be elected as a Director of the Company.”*





# Sonia Petering

## NON-EXECUTIVE DIRECTOR

---

**MEMBER OF THE AUDIT, RISK AND COMPLIANCE COMMITTEE**

**MEMBER OF THE PEOPLE, REMUNERATION AND CULTURE COMMITTEE**

# Shareholder Questions

## Election of Director – Ms Sonia Petering

Proxy Results	#	%
For	96,350,329	87.83
Against	100,033	0.09
Open	13,251,074	12.08
Abstain	58,453	N/A

## Election of Director – Mr Cameron Judson

To consider, and if thought fit, to pass the following as an ordinary resolution of the Company.

*“That Mr Cameron Judson, being a Director who was appointed by the Directors on 9 June 2016 and whose appointment as a Director expires at the conclusion of the Annual General Meeting of the Company and, being eligible, offers himself for election, be elected as a Director of the Company.”*



# Cameron Judson

## NON-EXECUTIVE DIRECTOR

---

**CHAIR OF THE PEOPLE, REMUNERATION AND CULTURE COMMITTEE**  
**MEMBER OF THE AUDIT, RISK AND COMPLIANCE COMMITTEE**

# Shareholder Questions


## Election of Director – Mr Cameron Judson

Proxy Results	#	%
For	89,305,625	83.05
Against	4,964,086	4.62
Open	13,251,074	12.33
Abstain	2,239,104	N/A

# Voting Cards



## GREEN VOTING CARD

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- Eligible to Vote
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- Eligible to ask questions



# 2017 Annual General Meeting

# QANTM Intellectual Property Limited

# 2017 ANNUAL GENERAL MEETING

# Melbourne

17 November, 2017

