

Enprise Group

Investment Opportunity

June - July 2015

Enprise – *The Company*



- **Who we are:** Enprise is an entrepreneurial group of businesses that provide **financial & management software solutions** for medium-sized enterprises.
- **What we do:** Enprise Group builds and grows valuable internationally-focused software businesses.
- **How we do it:** We achieve growth by mergers & acquisitions and leveraging our **Global Channels** to market.
- Enprise Group Ltd is listed on the **NZAX** (NZAX:ENS).

Enprise Group

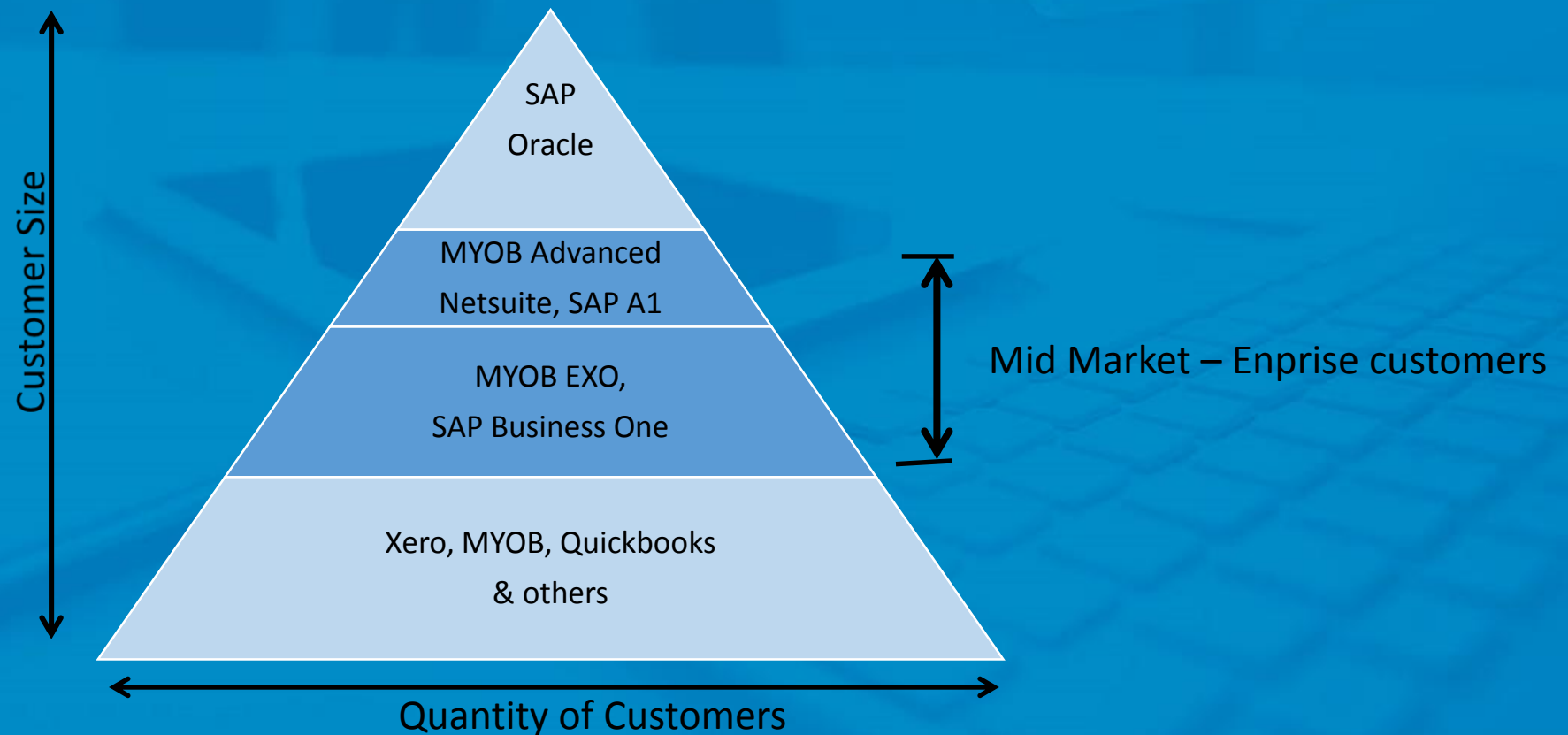


- **Enprise Group** owns 3 software businesses
 - **Enprise Solutions**
Top reseller of MYOB ERP Software to mid-sized companies in New Zealand and Australia
 - **Enprise Software**
Developer of add-on solutions for SAP Business One ERP Software which are sold internationally through SAP reseller channels
 - **Datagate Innovation**
Cloud Billing Engine and Customer Self-service portals for Hosted Service Providers, Telco & Utility resellers

Enprise Solutions



- **MYOB EXO** is the **top-selling** mid-market **ERP** software suite in **Australia** and **New Zealand**



Enprise Solutions

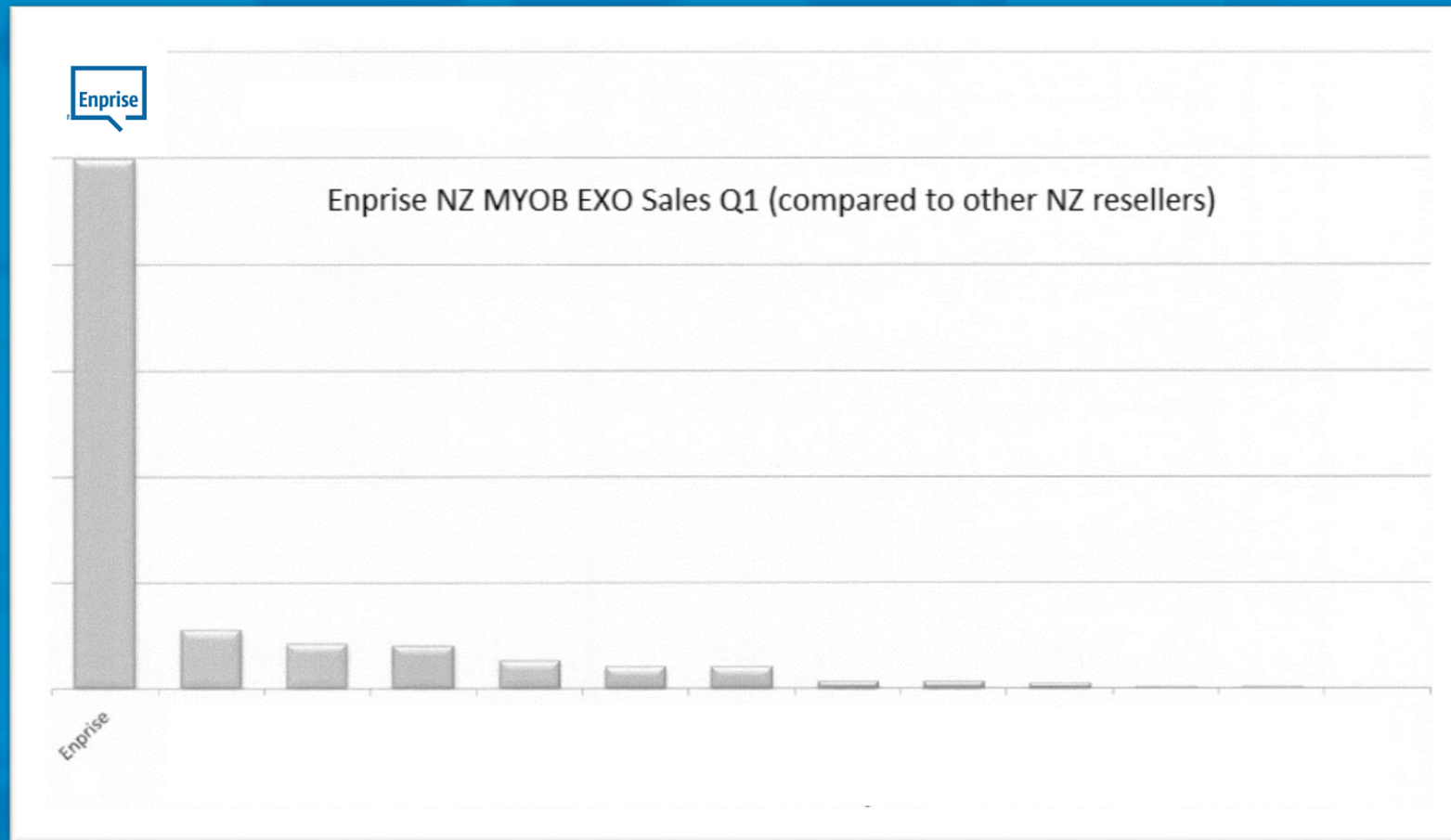


- **MYOB EXO** is the **top-selling** mid-market **ERP** software suite in **Australia** and **New Zealand**
- **Enprise's team** were the **original developers** of **MYOB EXO** (formerly **Exonet**)
- **Enprise** is the **top trans-Tasman** reseller of **MYOB EXO**
- **Branches** in Auckland, Hamilton, Wellington, Sydney and Melbourne
- **Centralised, On-line** Customer Support Team
- Approx **750** business customers
- **Growing & Profitable** business

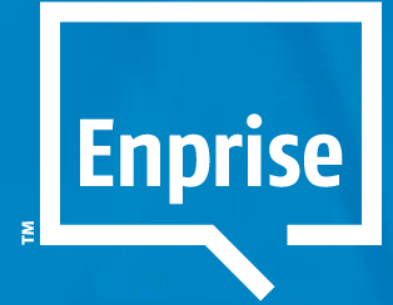
Enprise Solutions



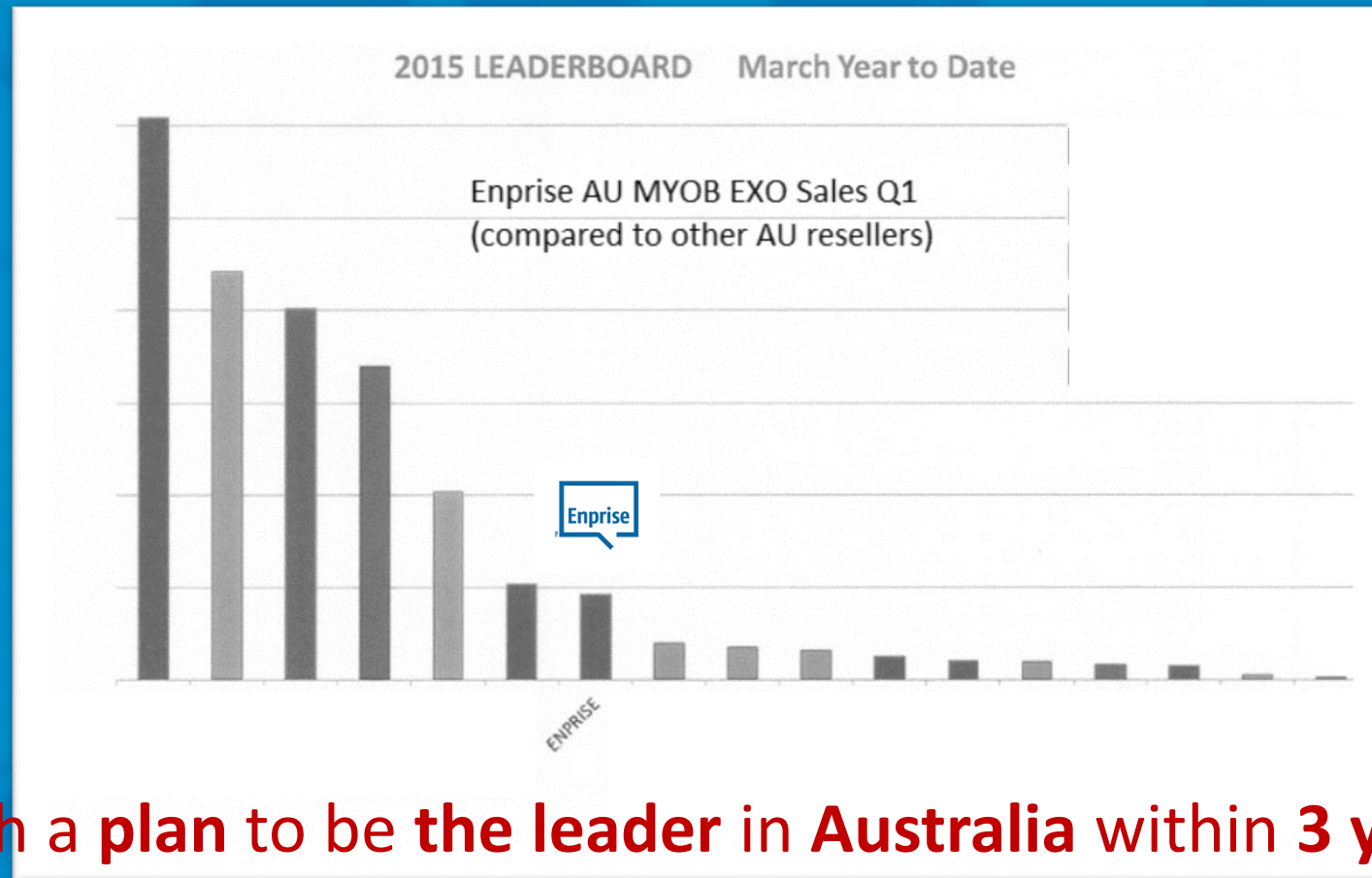
- **Enprise is the dominant MYOB Enterprise reseller in NZ**



Enprise Solutions



- Enprise is also an MYOB Enterprise reseller in Australia...



With a **plan** to be **the leader** in **Australia** within **3 years**

Enprise Solutions, Growth Drivers



- **Mergers & Acquisitions**

- Acquired GlobalBizpro in Feb 2015
- More M&A activity planned

- **Cloud Computing**

- New “MYOB Advanced” Cloud ERP

- **Australian Expansion Opportunity**

- AU market is 5x NZ
- Offices in Sydney and Melbourne
- Leveraging the experienced NZ team

Enprise Solutions, Strategic Value



- Provides **solid revenue, profits and infrastructure** to fund Enprise's "High Growth" investments
- **Strong Partnership** with MYOB (Australasia's Business Software Leader which recently listed on the ASX)
- Large direct customer base (~**750 businesses**) provides platform to launch and sell new software products
- A growing business with an exciting future as businesses migrate to **Cloud computing**

Enprise Software



- **Enprise Software** develops add-on solution software for SAP Business One
- **SAP Business One** is a mid-market ERP software package **sold throughout the world** through reseller channels
- Software is sold via **international channels** with almost **100 resellers**
- Sales in **USA, Canada, Australia, NZ, South Africa** and the **UK**
- Enprise's CEO is a **founding member** and former **chairman of SAP's International "Solution Partner Advisory Council"**.

Enprise Software - Products



- **Enprise Job**
 - Job Costing for Service Companies and Project focused businesses
- **Enprise Job for HANA**
 - A new version of Enprise Job to run on SAP's new **HANA** (high performance analytical appliance) environment. To be released later in 2015.
- **Enprise Rent**
 - For project-focused equipment rental companies
- **Enprise Anywhere**
 - New **mobile Job Costing solution** for the mobile workforce. Runs on **tablets, smart phones, notebook** computers

Enprise Software, Strategic Value



- **Global channels to market** through resellers channels provide a platform for international sales of business software
- Strong relationship with **SAP** (global giant ERP Leader)
- **Access** to SAP's global corporate partners and customers
 - E.g. Citrix, Verizon...
- High growth **Cloud & mobility products** being released to market after significant investment & development
- **Access to markets** beyond Australasia for Enprise's other High Growth businesses & products

Opportunity



- **Exciting business opportunity** in the Telco and Utility Reseller market
- Hosted Service Providers, IT Companies, PABX resellers are moving to selling Telco and Utility services but inhibited by **Complex Billing Requirements**
- **World-wide** trend, a **World-wide** opportunity
- **Need a Cloud Service** to process the streams of usage data from Telco and Utility vendors to provide customer **Reporting, Analytics and Billing**

Innovation



- **Cloud based billing engine** and customer **self-service portal** for Hosted Service Providers, Telco & Utility resellers and their customers.
- **Automates** data aggregation, rating, billing, reporting and analysis of service usage.
- Built on **Microsoft Azure**
 - Highly scalable, Global Cloud Platform
- **Recurring Revenue** model
- **High Growth Business** with **global** potential
- **Early stage**: 4 live sites and 2 going live, as at June 2015

datagate Strategy



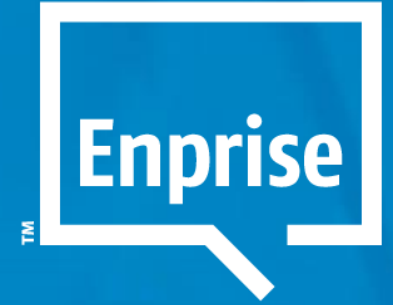
- Launch in **New Zealand** First to **test** and **prove** the Datagate product and value proposition
 - Gain **case studies** and **testimonials**
- **Partner** with **Tier 1 & 2 Telcos** and **Utility Companies**
 - In NZ we've partnered with **Spark** and **Electricity NZ**
- Sell Datagate in to the **resellers** of our **Tier 1 & 2 Partners** on their **endorsement**
- **Introduce** Datagate to the **global SAP ERP channel** as a vertical market solution, integrated with SAP ERP software
 - Do the same with our partners **MYOB** and **Acumatica**

Value Proposition



- **Solves** the subscription billing **complexity** issue for Telco, Utility and Hosted Service Providers. **Saves** them **money**.
- **Enables** Telco and Utility resellers to **sell more** through being **less tied up** in billing **complexity** and offering **better reporting & analytic services** to their customers.
- **Enables** resellers to **bundle services** from **multiple vendors** into **one package** and **one bill**.
- **Enables** the **convergence** of **different offerings**. For example the combination of **Telco, Data access and Electricity services** on the **same bill** and **same self service portal**.

Enprise – *Build & Grow Businesses*



- **Enprise's management team** has a **proven** track record of building **valuable** software & I.T. **businesses** in New Zealand.



Sold in 1998
for NZ \$27M



Sold in 2000
for AU \$30M

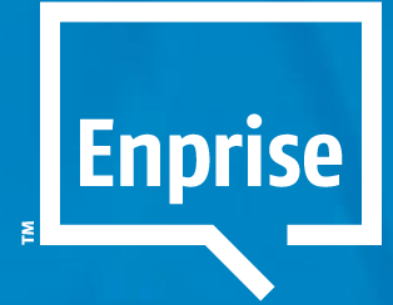


Sold in 2011
for US \$12.5M



Sold in 2011
for US \$11.5M

Enprise Group, Recent Awards



In 2014, Enprise Group was **number one** in the TIN100 “Hot Emerging” section



Enprise Solutions won MYOB EXO NZ Partner of the Year 2014 and also the MYOB EXO NZ Business Development award 2014

Enprise Group, Board of Directors



- **Lindsay Phillips** Non-exec Chairman
- **Dr Jens Neiser** Non-exec Director
- **Mark Loveys** Managing Director & CEO
- **Elliot Cooper** Executive Director & CFO

Enprise Group, Top 10 Shareholders

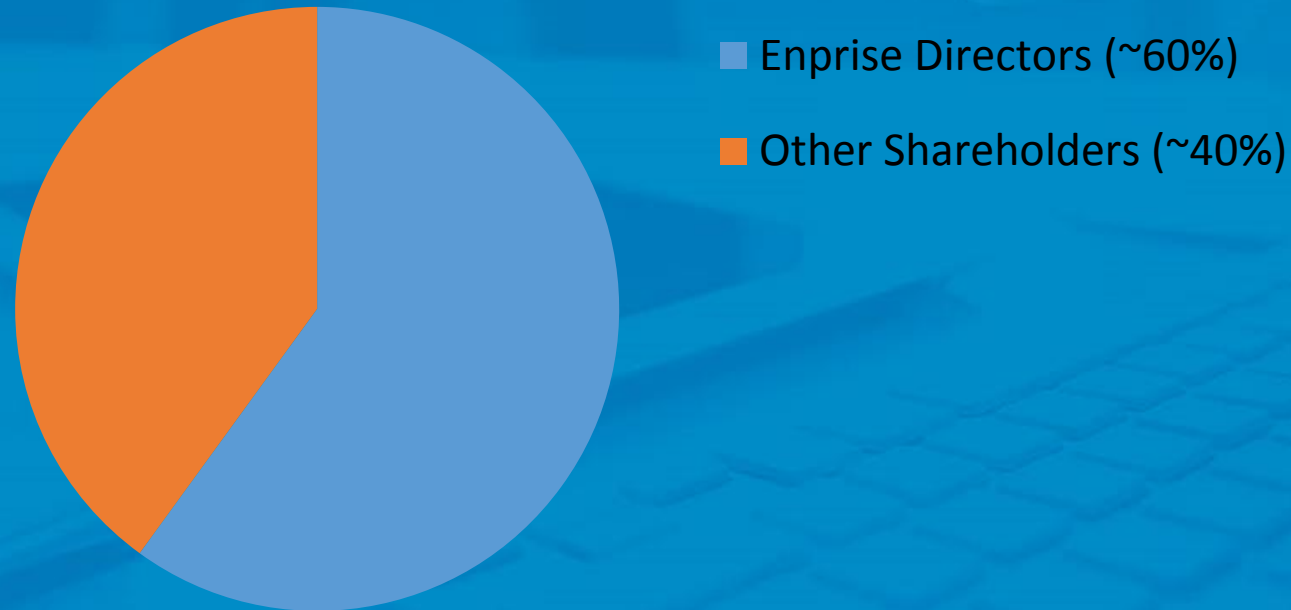


Top 10 Shareholders	Holding	%
New Zealand Central Securities Depository Ltd	1,237,414	18.22
Net Power Solutions Limited	1,188,608	17.50
Nightingale Partners Pty Ltd	983,774	14.49
George Elliot Cooper	429,923	6.33
Whiteheart Group Limited	276,073	4.06
Bridge2 Limited	200,000	2.94
Ironwood Investments Pty Ltd	196,667	2.90
Sarah May Loveys	144,316	2.12
Donwood Pty Ltd	143,253	2.11
Steffen Lehmann & Cie Gmbh	95,570	1.41

Enprise Group, Existing Shareholders



Enprise Group, Shareholders, May 2015



Enprise Group, FY 2015 Results

FY2015 Result: Net Profit of \$232K on Revenue of ~\$7M

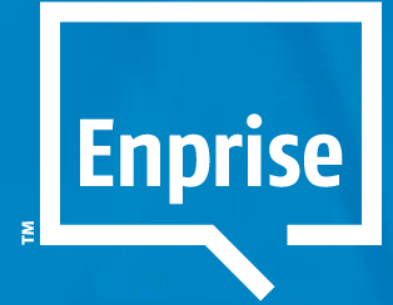


(Draft results)

31 March 2015 NZ \$ 000's	Enprise Solutions	Enprise Software	Datagate Innovation	Corp. Costs	Total
Revenue	6,227	658	80		6,965
Other Income				10	10
Total Segment Rev.	6,227	658	80	10	6,975
Interest Received	8			13	21
Total Group Revenue	6,235	658	80	23	6,996
Share of loss from equity associate				(7)	(7)
Net Profit / (loss)	1,182	68	15	*(1,033)	232

* One off costs of \$119K included, for delisting from NSX and listing on NZAX

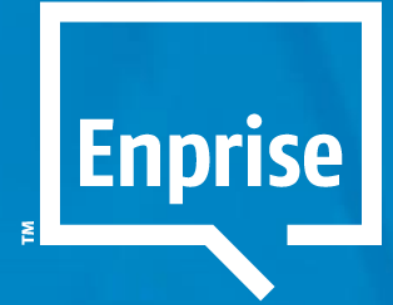
Enprise Group, FY 2015 Results



(Draft results)

31 March 2015	NZ \$ 000's
License sales and consulting services	3,779
Maintenance, support contracts and subscriptions (All recurring revenue)	3,186
Other revenue	31
Total revenue	6,996
Cost of sales	2,169
Gross profit	4,827
Operating costs	4,595
Net profit	232

Enprise Group, Capital Raising



- Seeking to raise **NZ \$824K** by **private placement(s)** of **new shares at 50 cents per share to qualifying investors**
- **This offer is only being made to eligible investors in New Zealand**
- Market Capitalization of Enprise Group is currently **NZ \$3.5M (pre-money)** on the **NZAX**
- We believe the company is currently **significantly undervalued** by the market.
- The **new capital** will be used primarily on further **development of the Datagate product** and in **growing our Datagate customer base** within New Zealand **before taking Datagate offshore**