

ASX: 9SP

ASX Release

12 September 2017

2017 Annual Meeting of Shareholders Prepared Announcement

9 Spokes International Limited (ARBN 610 518 075), (ASX: 9SP) (9 Spokes or Company), the cloud based business software platform, will today present the following prepared Chairman's address and presentation at the 2017 Annual Meeting.

For more information:

Investors:

James Schofield

Investor Relations, 9 Spokes

+64 21 334 774

james.schofield@9spokes.com

Media:

Warrick Lace

NWR Communications

+61 404 656 408

warrick@nwrcommunications.com.au


About 9 Spokes

The 9 Spokes smart dashboard enables SMEs to connect their software to one dynamic interface - giving them a clear overview of their business. It allows management and advisors to access data and new metrics across key areas, from any device at any time. With these insights, it's easier to make the big decisions to either manage or grow a business.

Businesses can integrate their supported software into the dashboard as well as choose from a selection of recommended and accredited apps to suit their industry.

The smart dashboard from 9 Spokes is available as a direct model to small businesses and as a white labelled platform that Channel Partners can offer to their SME customer base.

Find out more at www.9spokes.com



**The easier way to track
business performance.**



GET STARTED

I want to begin by thanking Shareholders for their tremendous support. A year ago we were delighted to have raised \$25 million Australian from our IPO and more recently we raised a further \$12 million by way of a Placement with existing and new shareholders. On top of our seed funding these are substantial sums for an early stage company and the Board has endeavoured to make sure we deliver on our promises and the faith placed in us by shareholders.

And I'm pleased to say the 9 Spokes proposition remains as compelling as ever to global financial institutions. We promised last year to restrict temporarily further business and channel development and focus our resources on delivering to market the Channels we had already sold at that time. We did exactly that and delivered on our implementation milestones with the Barclays, Suncorp and Propel by Deloitte Channels as well as our UK 9 Spokes Direct Platform, all four platforms going live by December 2016. Each Channel represented lengthy, complex technology projects with large, established enterprise partners. Pleasingly, these demanding institutions have been complimentary of the Group's professionalism and expertise.

At the beginning of 2017 we then resumed channel and business development and the sales funnel has kept us at full stretch ever since. We have had no problem at all finding banks and other institutions who are strongly attracted to the 9 Spokes proposition and are willing to engage with us; rather, our challenge has been keeping those discussions to a manageable number because each is highly demanding of the time of our principal executives.

At the last year's AGM I spoke about raising our game to meet the fiduciary, reporting and transparency requirements of public listing. Although demanding of a small company, these formal requirements have actually proven beneficial to us in opening doors with large global financial institutions whose own standards of operating governance require them to deal with companies who at least meet the levels of disclosure and transparency required for ASX listing. And our strong governance ethos has ensured that compliance is a relatively smooth process.

Throughout the year we have been striving to deliver upon key milestones that our existing and prospective shareholders have been looking for. Despite our frenetic business development activity with new Channel opportunities and despite very positive growth in customer numbers with these channels and with the 9 Spokes Direct platform, the market has expected more from us in terms Channel contracts signed and perhaps an earlier beginning in the drive up the customer adoption curve. The Board is very conscious of this. But we are also conscious that it can't be forced. The sales cycle with major banks is certainly shortening as we gain experience and are able to anticipate banks' requirements. But the process does take months, not weeks, and the opportunities unfortunately do not come in smooth quarterly parcels. The Board can assure shareholders that the sales funnel is actually stronger than ever and that we are seeing continuous good progress towards signing new partnerships.

An important contributor to the ongoing strengthening of our sales funnel has been the establishment of Alliance partnerships during the year, for example with IBM and a leading global consulting firm.

Chairman's Address



Both organisations, who each serve a multitude of major Banks around the world, have begun actively introducing 9 Spokes to key accounts in their portfolio and to assist 9 Spokes in the sales process.

The recent successful capital raise and means that we are well funded to accelerate growth. We expect the cash position will be helped by further one-off and recurring receipts from new channel partnerships. Cash burn has been lower than expected and the Company remains focused on increasing efficiencies. So we have been building and preparing our organisation for growth. The transition to live operations during the year has required the company to more than treble in size. Anticipating the stresses and changes that such growth can bring we have worked hard to create a set of scalable and agile company structures and processes which we feel will bring strong benefits to our operations in the months and years ahead. We have focused on hiring internationally experienced and highly capable staff, to create a very strong talent pool who we feel will be able to support future strong growth.

For example, we have strengthened in-region senior leadership in the UK to engage directly and daily with Enterprise level customers and suppliers. We have similar plans ready to execute in North America and Asia which we will trigger when contract volume requires it.

In February 2017, the Company moved to this new Head Office in Auckland having reached capacity of its existing offices. These modern offices provide a base to meet current requirements and allow flexibility to expand over the coming years. The improved working environment has led to a noticeable enhancement in the dynamic of operations.

In conclusion, this has been an important year in 9 Spokes' development as we transitioned to live operations and customer service and expanded our sales funnel into 3 continents around the globe. A lot of the progress has been behind the scenes as we have built a platform for growth. We have the Talent, the Sales Alliances, the Regional Structure, the Sales Funnel and the robust company processes in place. The opportunities before us are immense and the Board is determined and excited about realising them.

Annual

Shareholders

Meeting

2017.



Order of Meeting

- Chairman's Introduction and formalities
- Chief Executive Officer's Address
- Shareholder Questions
- Resolutions

Proxies

Proxies have been appointed for the purposes of this meeting, details of which are provided below which shows for each resolution 1 to 6, the number of proxies and percentage of total shares:

Resolution	Proxies received in respect of the following number of shares (excluding postal votes)	Percentage of total number of shares in issue
1	17,324,970	3.50%
2	17,359,970	3.51%
3	17,355,970	3.50%
4	12,849,101	2.59%
5	16,266,053	3.28%
6	17,272,726	3.49%

CHAIRMAN'S ADDRESS

A year of transition to live operations

- 9 Spokes proposition remains as compelling as ever to global financial institutions
- Sales funnel is actually stronger than ever
- Building Alliances
- Strong Cash Position
- Internationally experienced and highly capable executives
- Transitioned to live operations and customer service
- Expanding sales funnel in 3 continents
- Building a platform for growth

CEO UPDATE

9 Spokes overview

- 9 Spokes is a global platform that brings together the best online software in one place, integrated to give business owners a powerful decision-making dashboard.
- 9 Spokes is a global scalable robust platform.
- Validated business model
- Four channels in market
- Two channels, signed Letter of Intent
- 15,000 users announced 23 August with a record adoption of 5,000 users in 31 Days
- Two Alliance partners active in sales
- Four new channels in final stages
- In six countries (global)
- Strong Board and Executive team to execute.
- Alliance partners delivering channels with significant operating leverage
- 110 staff experienced in
 - Cloud (SaaS, apps) - Channel Delivery
 - SME markets and needs
 - Ecosystems and communities.
 - Proven success with world's largest banks

THANK
YOU

SHAREHOLDER QUESTIONS

RESOLUTIONS

Resolution 1 – Fees of Auditors

That the Board of Directors of the Company be authorised to fix the fees of the auditor.

Postal votes received

	For	% of Total Shares	Against	% of Total Shares	Discretionary	% of Total Shares
Proxies	16,220,760	3.28%	0	0.00%	1,104,210	0.22%
Direct Votes	155,890,382	31.48%	0	0.00%	0	0.00%
Total Postal Votes	172,111,142	34.75%	0	0.00%	1,104,210	0.22%

Resolution 2 - Re-election of Adrian Grant as a Director of the Company

That Adrian Grant, in accordance with clause 12.4(b) of the Company's constitution, be re-elected as a Director of the Company.

Postal votes received

	For	% of Total Shares	Against	% of Total Shares	Discretionary	% of Total Shares
Proxies	16,205,872	3.27%	0	0.00%	1,154,098	0.23%
Direct Votes	155,895,975	31.48%	0	0.00%	0	0.00%
Total Postal Votes	172,101,847	34.75%	0	0.00%	1,154,098	0.23%

Resolution 3 - Rotation and Re-election of Thomas Power as a Director of the Company

That Thomas Power, who retires by rotation in accordance with clause 12.5 of the Company's constitution, be re-elected as a Director of the Company.

Postal votes received

	For	% of Total Shares	Against	% of Total Shares	Discretionary	% of Total Shares
Proxies	16,231,760	3.28%	0	0.00%	1,124,210	0.23%
Direct Votes	153,052,191	30.90%	34,586	0.01%	0	0.00%
Total Postal Votes	169,283,951	34.18%	34,586	0.01%	1,124,210	0.23%

Resolution 4 - Issue of Options to Paul Reynolds

That, for the purposes of ASX Listing Rule 10.14 and for all other purposes, approval is given for the Company to allot and issue to Paul Reynolds or his nominee, up to 667,013 Options under the Employee Share Option Plan and on the terms and conditions as described in the Explanatory Memorandum.

Postal votes received

	For	% of Total Shares	Against	% of Total Shares	Discretionary	% of Total Shares
Proxies	11,479,225	2.32%	278,666	0.06%	1,091,210	0.22%
Direct Votes	154,711,968	31.24%	1,000,000	0.20%	0	0.00%
Total Postal Votes	166,191,193	33.56%	1,278,666	0.26%	1,091,210	0.22%

Resolution 5 - Issue of Options to Wendy Webb

That, for the purposes of ASX Listing Rule 10.14 and for all other purposes, approval is given for the Company to allot and issue to Wendy Webb or her nominee, up to 570,113 Options under the Employee Share Option Plan and on the terms and conditions as described in the Explanatory Memorandum.

Postal votes received

	For	% of Total Shares	Against	% of Total Shares	Discretionary	% of Total Shares
Proxies	14,896,177	3.01%	278,666	0.06%	1,091,210	0.22%
Direct Votes	154,677,382	31.23%	1,000,000	0.20%	0	0.00%
Total Postal Votes	169,573,559	34.24%	1,278,666	0.26%	1,091,210	0.22%

Resolution 6 - Issue of Options to Thomas Power

That, for the purposes of ASX Listing Rule 10.14 and for all other purposes, approval is given for the Company to allot and issue to Thomas Power or his nominee, up to 476,400 Options under the Employee Share Option Plan and on the terms and conditions as described in the Explanatory Memorandum.

Postal votes received

	For	% of Total Shares	Against	% of Total Shares	Discretionary	% of Total Shares
Proxies	15,902,850	3.21%	278,666	0.06%	1,091,210	0.22%
Direct Votes	152,868,184	30.87%	1,000,000	0.20%	0	0.00%
Total Postal Votes	168,771,034	34.08%	1,278,666	0.26%	1,091,210	0.22%