



Annual General Meeting
CEO Presentation
November 28, 2016

What's On The Agenda?

REFFIND

- REFFIND Overview
- Looking back at 2016
- 2017 YTD







TEAL

REFFIND

REFFIND Positioning

We offer employers a simple and elegant way to communicate with their employees and candidates ... A solution that requires NO IT integration, is cost effective SAAS offering.



REFFIND

At Capgemini, we have positioned the REFFIND platform to pre-board graduates, promote and share our employee value proposition and facilitate job referrals. Since partnering with REFFIND, we have implemented new and innovative ways to produce high quality interactions with our employees and are very excited about the possibilities we are soon to explore.

Sherryn Crummy, Head of Talent & Graduate Lead



INCREASE Job Referrals

ONBOARDING Graduates

COMMUNICATE Employee Value Proposition

MEASURE Engagement & Happiness

REFFIND

“Attracting quality candidates who not only have the skills required but who match the agency’s culture is a key objective of our employee referral program. Since partnering with REFFIND, Ogilvy PR has redefined the way its employees refer roles to their network and has done so in a way that’s fun, employee centric and appeals to a digitally dependent employee demographic”.

Kathryn Banfield, Talent Manager

Ogilvy Public Relations

20% INCREASE Employee Referrals

6 HIRES Via Referrals

INCREASE in Quality of Candidates

\$70K SAVINGS Recruitment

Looking Back at 2016

REFFIND

\$565K

REVENUE

+500%

MRR growth

+43

NET NEW
CUSTOMERS

CASH POSITION

\$2.4m

HIGHLIGHT CUSTOMERS

- Continue to sign leading brands including,
 - Nestle
 - Burger Project
 - Capgemini
 - Ogilvy PR

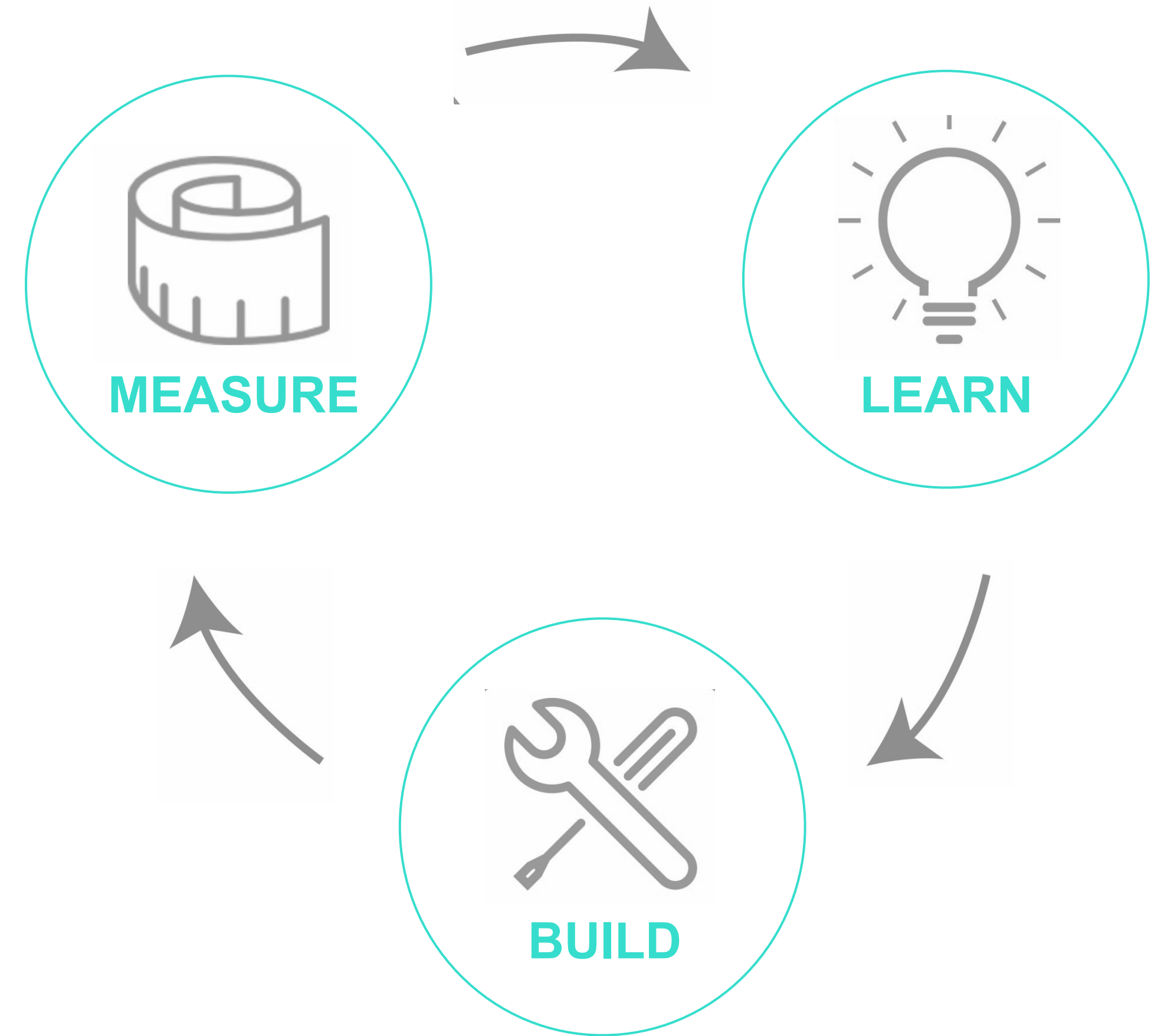
PRODUCT

- Video Communications
- Survey Feature
- Emergency Beacon 'freemium' service
- Offshore Development Team

GO TO MARKET

- New Pricing Model
- Launched US in March 2016 and signed 4 customers

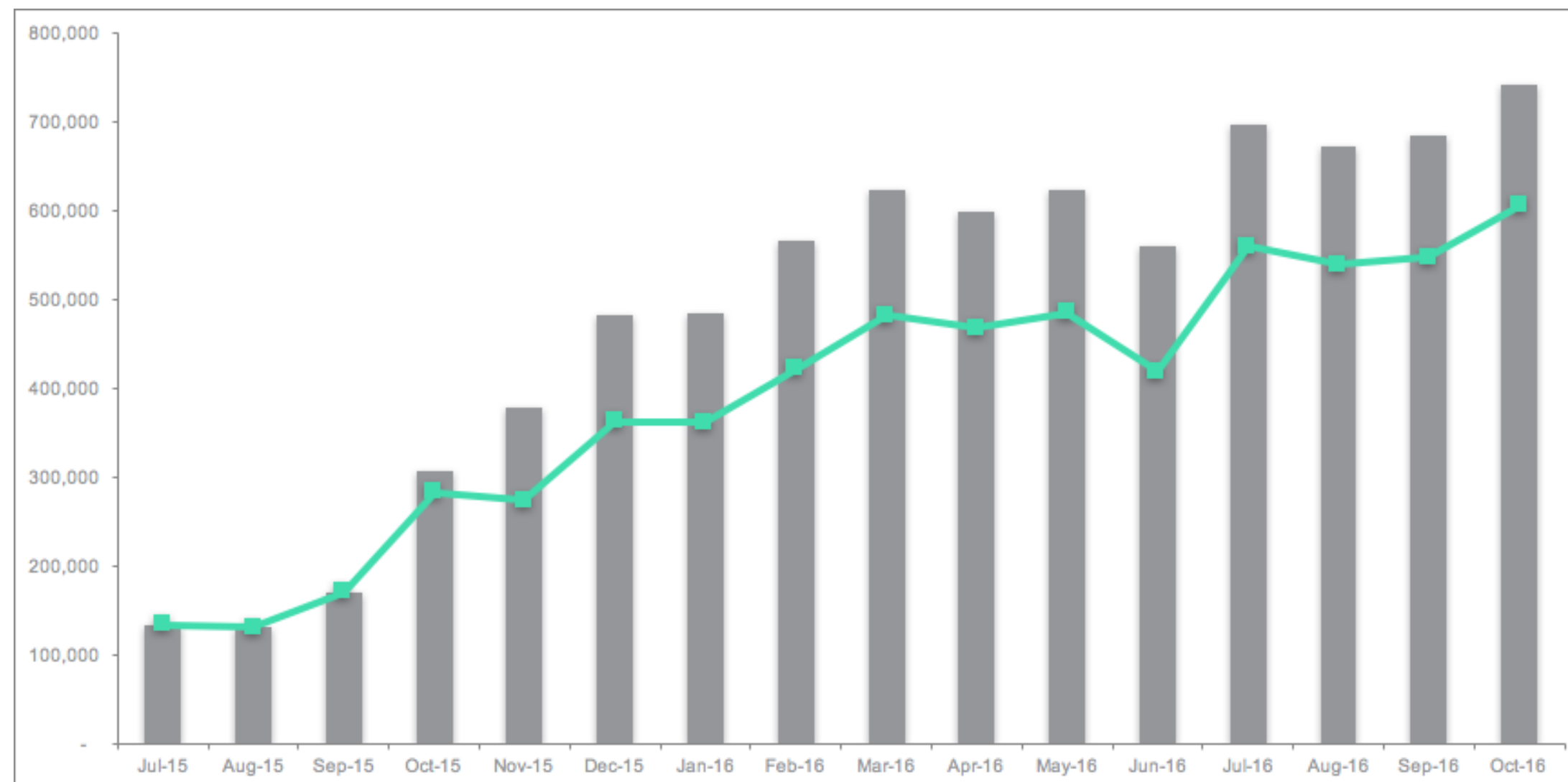
- Product Focus
- Voice of the Customer
- Deliverables



	CORE (Optimise Existing Product)	ADJACENT (Expand to Adjacent Areas)
PRODUCT	Employ - Job Referrals	Pre-Boarding & Onboarding
PARTNER	Recruiting	Broader Employee Engagement

- Focus on Core
- Target Market
- Partnerships

Monthly Run Rate (MRR)



- MRR Growth
- Average new deal size doubled
- Adjusted Cost Model
- US Traction
- Partnerships

Questions

REFFIND

www.reffind.com

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