



REDKNEE
Looking Beyond

Q3 FY17 - Investor Conference Call

August 10, 2017

TSX: RKN



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REDKNEE
Looking Beyond

Danielle Royston
Chief Executive Officer

1 | TRANS- FORMATION

- Recent progress against Strategic Plan
- Focus on telco and customer success
- More efficient & simplified business

2 | RIGHTS OFFERING

- Shareholder approval to proceed
- Target US\$54M raise
- Net proceeds will accelerate Redknee's strategic plan

3 | CUSTOMER SUCCESS

- Working towards 100% target

We're building a platform for long-term growth, simplified operations and sustained profitability

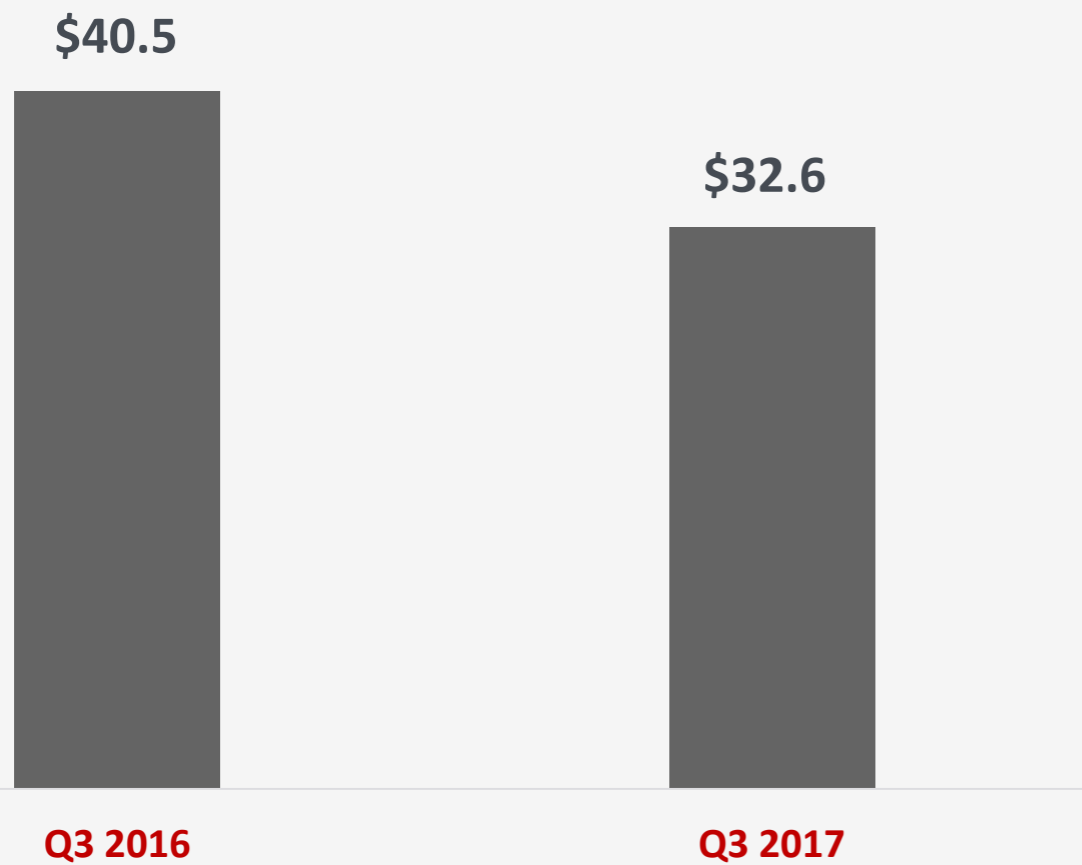


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David Charron

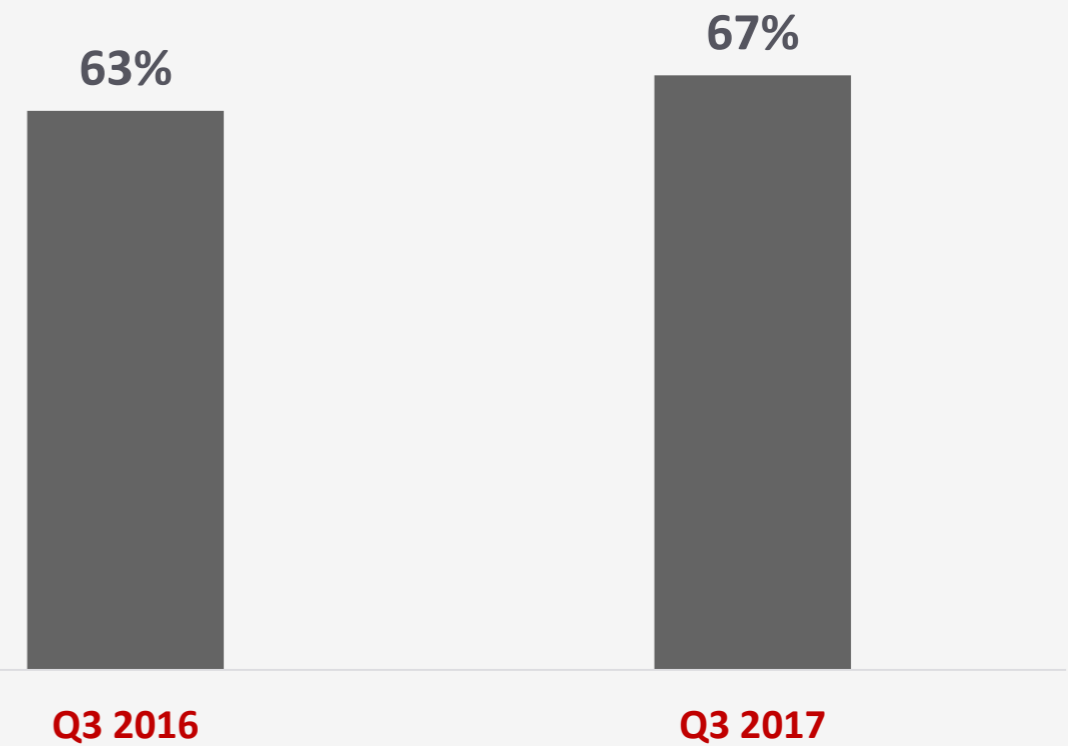
Chief Financial Officer and Corporate Secretary

Revenue
(US\$ Millions)



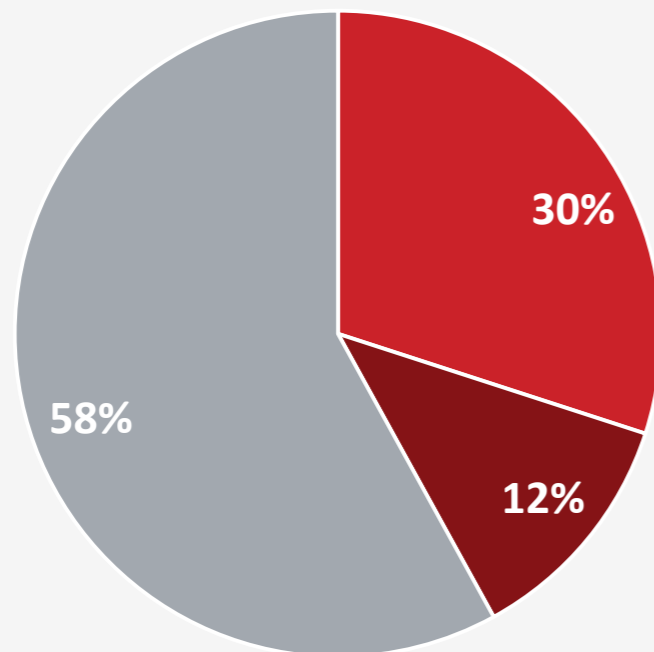
- Decline largely due to lower support and subscription revenue

Recurring Revenue
(%)



- Foundation for future growth set

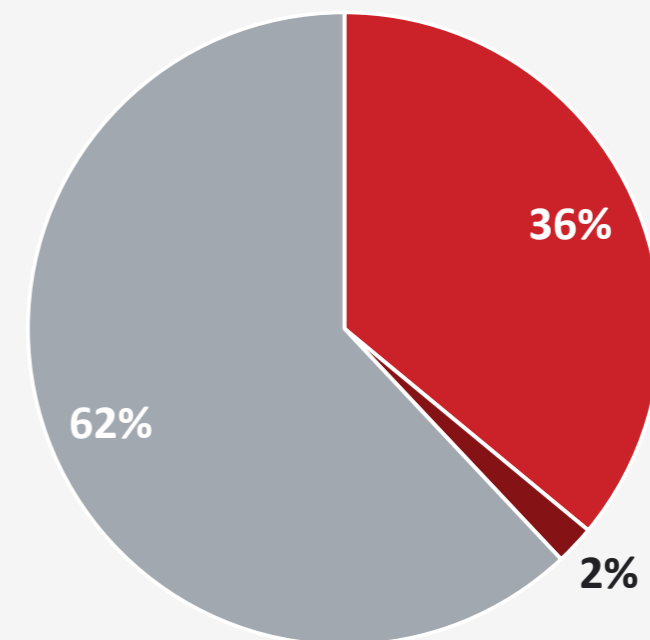
Q3 2016



■ Software & Services ■ Third Party SW & HW ■ Support & Subscription

- Percentages consistent with available product mix

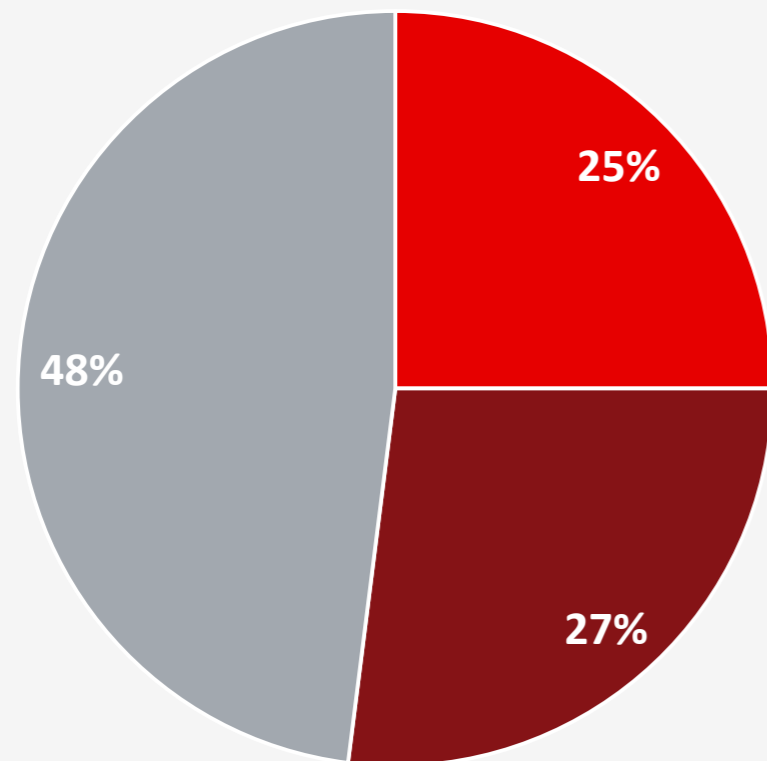
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■ Software & Services ■ Third Party SW & HW ■ Support & Subscription

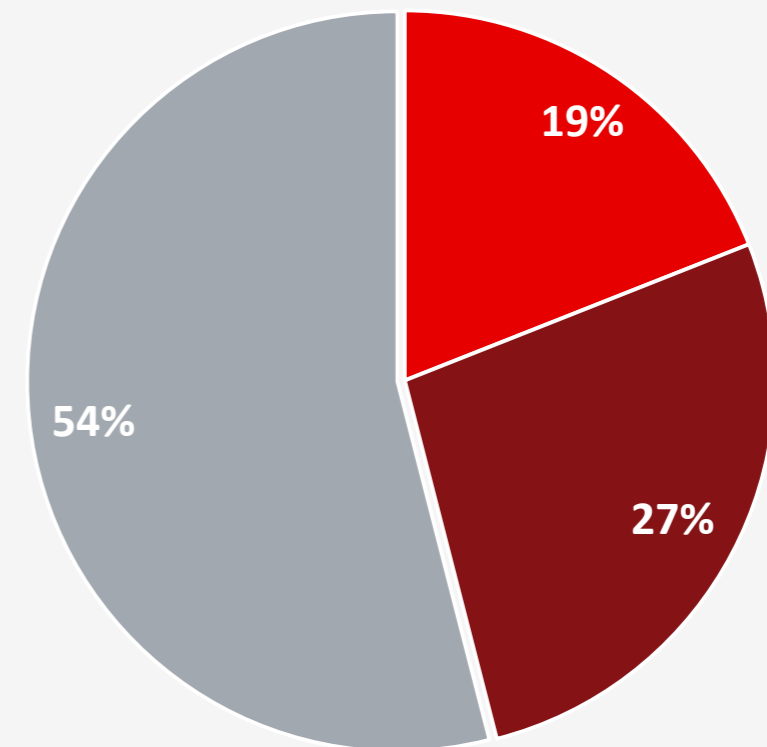
- 3rd party sales decline consistent with management decision given limited profitability

Q3 2016



■ Asia & Pacific Rim ■ Americas ■ EMEA

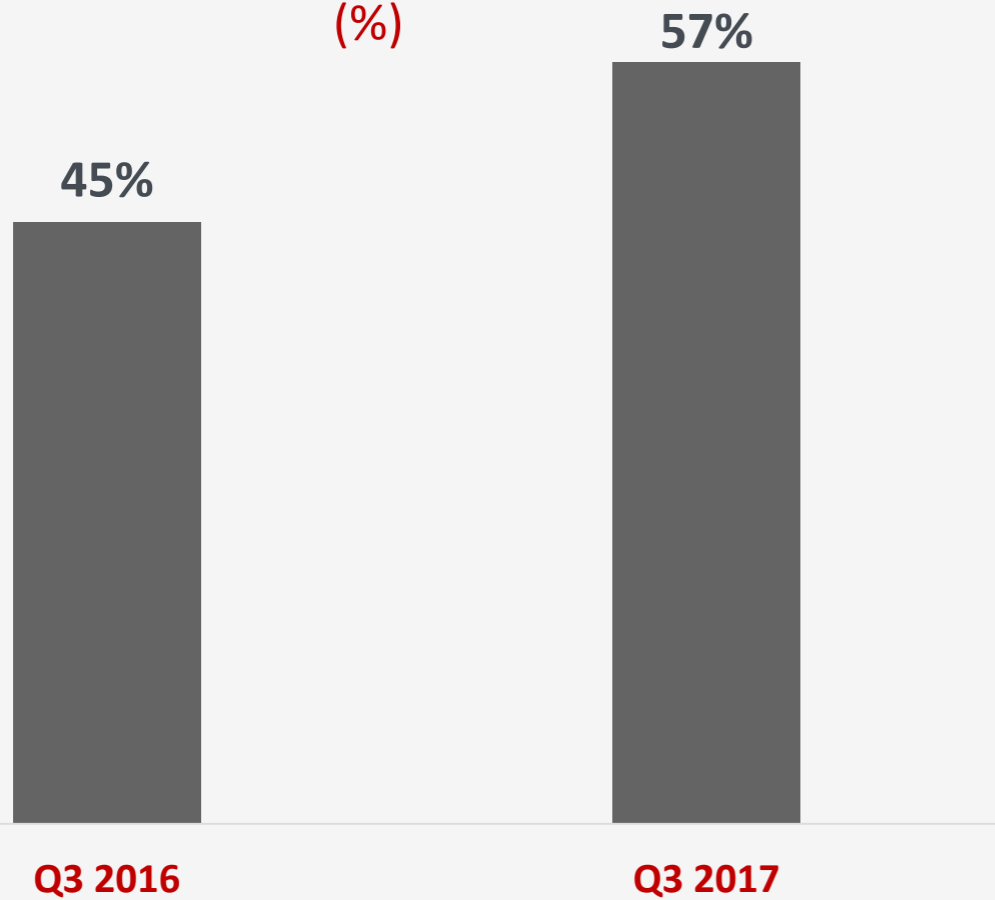
Q3 2017



■ Asia & Pacific Rim ■ Americas ■ EMEA

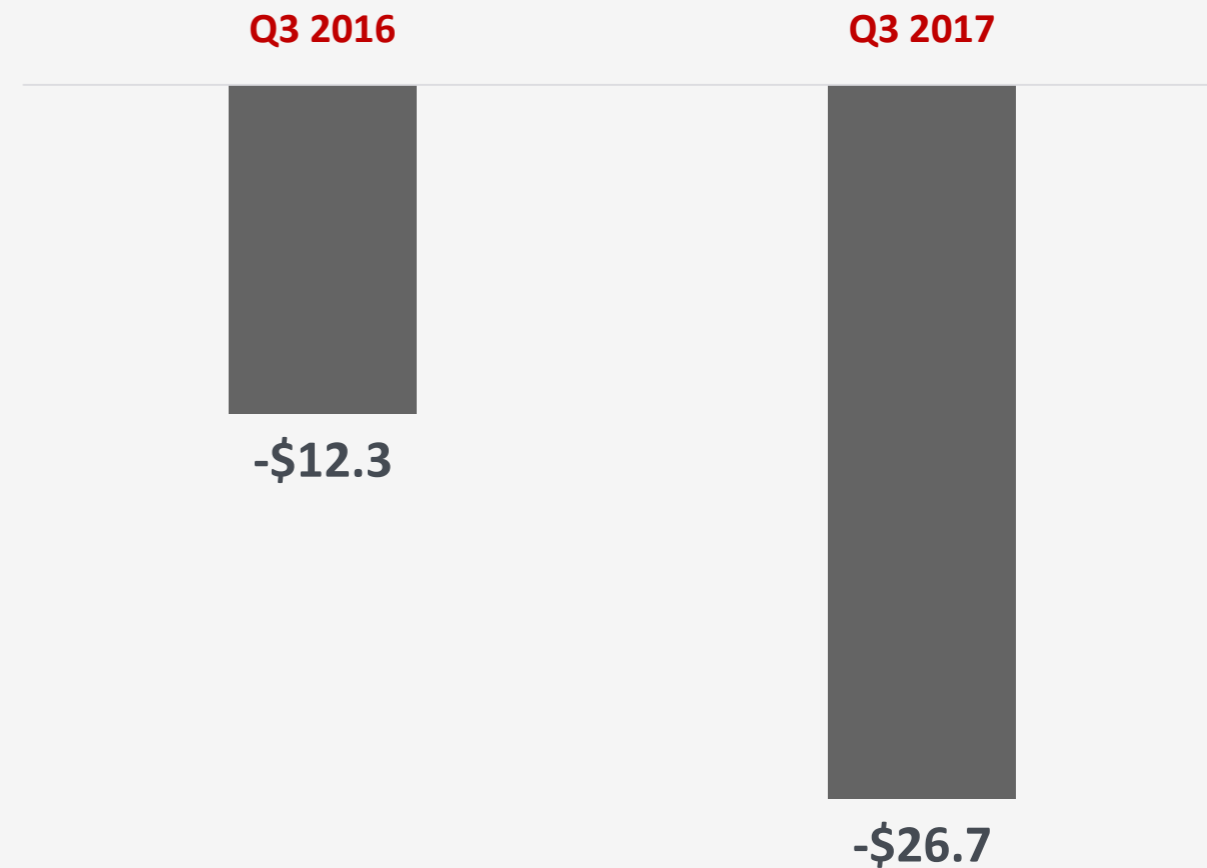
- Strong customer support around the world

Gross Margin (%)



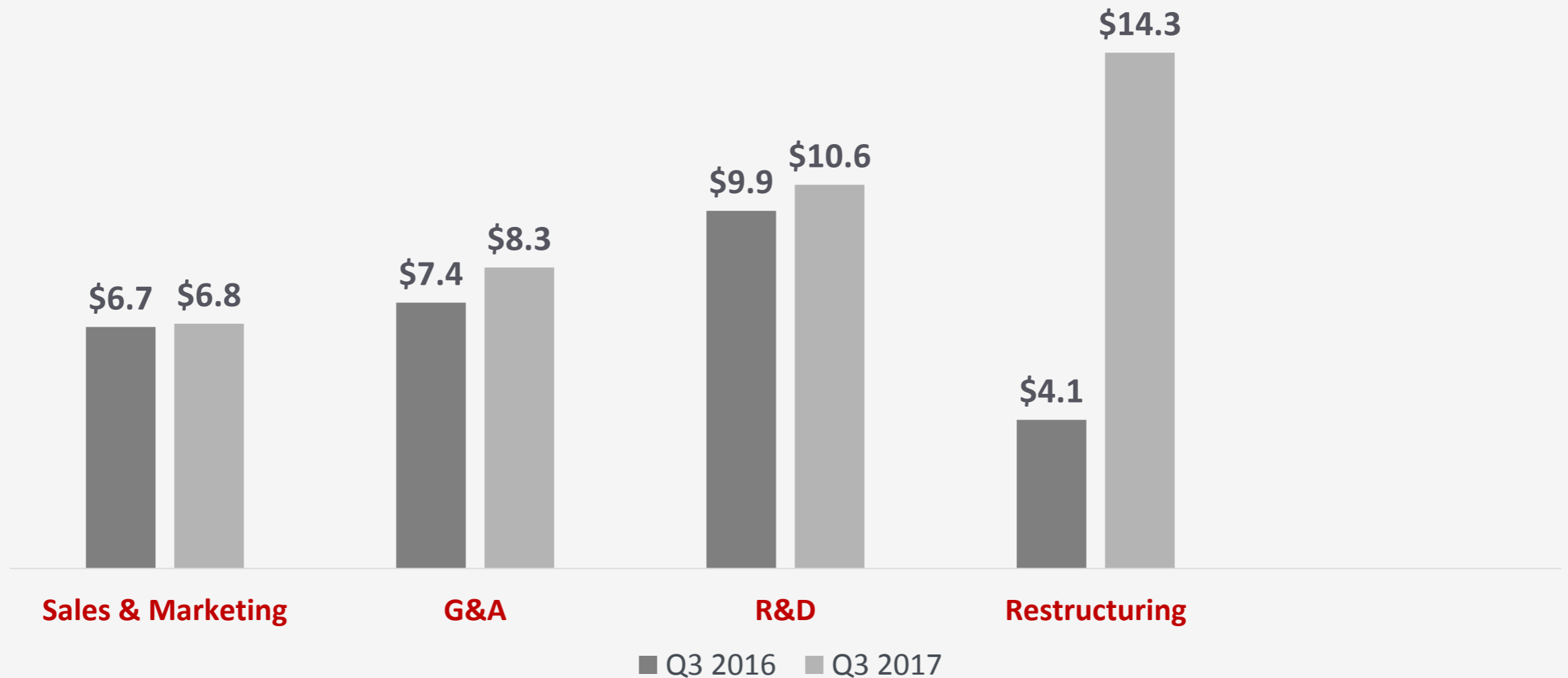
- Cost of revenue declined by 37%

Net Loss (US\$ Millions)



- Loss impacted by \$14.3M restructuring costs, up 247%

Q3 FY17 OPERATING COSTS



- Restructuring costs increased 247%
- Other costs relatively flat year over year

(US\$ MILLIONS)	Q3 FY17	Q2 FY17	% CHANGE
Cash and Investments	\$49.0M	\$46.8M	5%
A/R	\$25.6M	\$29.2M	(12%)
DSO	65 days	70 days	(5 days)
Unbilled Revenue	\$22.4M	\$25.8M	(13%)
Deferred Revenue	\$19.7M	\$14.9M	32%
Working Capital	\$31.9M	\$50.6M	(36%)
Order Backlog	\$151.2M	\$161.4M	(6%)

- Cash position was up 5%
- Working capital decrease due to lower accounts receivable and unbilled revenue

› Rights Offering Details

- An offer to shareholders of subordinate voting shares of Redknee one right for each Subordinate Voting Share held as of the record date.
- Each Right will entitle the holder to acquire one Subordinate Voting Share at a subscription price of Cdn\$0.63.

› Proceeds

- \$US 54 Million
- Net proceeds of the Rights Offering will be used to fund the ongoing restructuring of the business

› Key Dates

- August 1, 2017 - Record Date
- August 18, 2017 – Deadline for U.S. holders and other ineligible holders to submit “exempt purchaser status certificates” to Rights Agent.
- August 29, 2017 at 5:00 pm (Toronto time) – Expiry Date

› Shares Outstanding Post Offering

- 108,519,936 rights will be issued under the offering resulting in 108,519,936 Subordinate Voting Shares to be issued in connection with the offering.
- The result will be a total of 217,039,872 shares outstanding upon completion of the offering.



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Danielle Royston
Chief Executive Officer

1. Completion of US\$54 million rights offering
2. Go forward revenue base \$US120 million
3. Deploy rights offering proceeds to further advance our restructuring plan
4. Continue to ramp up on Customer Success
5. Accelerate product revitalization

On the Path to
One Redknee Way

To ask a question following the presentation,
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1 (888) 231-8191

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Conference ID: 45780008



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