



2013 ANNUAL GENERAL MEETING

Paul Lahiff, Chairman
Erik Fenna, CEO



AGENDA

- 4:30 Start of AGM
Voting for Directors Closed
Chairman's Welcome
LIXI Financial Statements
Outlook for 2014
Other Business
Q & A
Announcement of LIXI Directors for 2014
- 5:30 AGM Close





VOTING FOR DIRECTORS CLOSED



CHAIRMAN'S WELCOME



FY 2012-13 FINANCIALS



FROM THE 2012 AGM

”Outlook for 2013”

- LIXI 2.0 - a sound business value proposition
 - Data Dictionary
 - Technical Architecture
 - CAL 2
 - Proof of Concept
- High demand for project management resources
- Continued high demand for technical resources
- 2013 membership and licensing fee increase



PROFIT AND LOSS STATEMENT FOR THE YEAR ENDED 30 JUNE 2013



	Notes	This Year \$	2012 \$
Income			
Membership/Licence Fees		502,600	350,977
Other Income		546	26,641
Interest		8,602	22,729
Total Income		511,748	400,347
Expenses			
Audit Fees		2,200	2,600
Business SC		238,664	236,090
Communication SC		11,906	41,981
Intellectual Property SC		12,259	10,454
Technical SC		129,604	232,575
Employment Expenses		86,140	85,075
Total Expenses		480,773	608,776
Profit/(Loss) for the year	2	30,976	(208,429)

BALANCE SHEET

FOR THE YEAR ENDED 30 JUNE 2013



	Notes	This Year \$	2012 \$
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	3	290,824	251,375
Trade and other Receivables	4	190	7,746
TOTAL CURRENT ASSETS		291,014	259,121
TOTAL ASSETS		291,014	259,121
LIABILITIES			
CURRENT LIABILITIES			
Trade and other payables	5	2,927	2,010
TOTAL CURRENT LIABILITIES		2,927	2,010
TOTAL LIABILITIES		2,927	2,010
NET ASSETS		288,087	257,111
EQUITY			
Retained earnings	6	288,087	257,111
TOTAL EQUITY		288,087	257,111

CASH FLOW STATEMENT

FOR THE YEAR ENDED 30 JUNE 2013



	Notes	This Year \$	2012 \$
CASH FLOWS FROM OPERATING ACTIVITIES			
Receipts from customers (inclusive of GST)		553,461	436,885
Payments to suppliers (inclusive of GST)		(522,614)	(691,342)
Interest received		8,602	22,729
Net cash provided by (used in) operating activities	7	39,449	(231,728)
Net increase (decrease) in cash held		39,449	(231,728)
Cash at beginning of year		251,375	483,103
Cash at end of year		290,824	251,375

OUTLOOK FOR 2014



OUTLOOK FOR 2014

- LIXI 2.0 - an industry opportunity
 - Data Dictionary
 - CAL 2
 - Electronic guidebooks
 - Change management
 - Conformance testing
- High demand for project resources
- Continued high demand for technical resources
- Technical projects supported by licensing revenue





ANY OTHER BUSINESS?

Q&A



LIXI DIRECTORS FOR 2014



LIXI DIRECTORS FOR 2014

Martyn Beer

Milton Chan

Lisa Claes

Rachel Copley

Glenn Haslam

Paul Lahiff

John McDonald

Jason Millett

Neill Rose-Innes

John Hearne



ACKNOWLEDGEMENTS



Phil Naylor	Director and Company Secretary
James Sheffield	Director
Matt Lawler	Director
Mike Thanos	IPSC Chair
Glenn Lees	BSC Chair

CLOSE OF AGM





the language
of lending