



ASX Release

25 February 2016

KEY APPOINTMENT TO DRIVE SALES AND DISTRIBUTION CHANNELS

- **Decimal appoints highly experienced Regional Manager for Australia and New Zealand operations.**
- **Immediate focus on increasing Decimal's enterprise footprint with banking and financial services sectors.**
- **Track record of enterprise sales to Tier 1 banks and financial services' sectors.**
- **Decimal's contract pipeline bolstered through established banking and reseller networks.**
- **Distinguished career with global technology providers – SAI Global, HP and Salesforce.**

Decimal Software Limited ("**Decimal**" or the "**Company**") is pleased to announce the appointment of Stewart Cochrane to the role of Regional Manager for Australia and New Zealand.

Mr Cochrane brings significant experience to the Decimal management team, having worked in senior sales roles servicing the banking and financial services sector for a number of big name technology companies including SAI Global, HP and Salesforce.

In this newly created role, Mr Cochrane will lead the expansion of the Company's sales and distribution channels for its enterprise robo-advice platform for financial institutions, and be responsible for increasing Decimal's enterprise footprint with the banking and financial services sectors.

The appointment completes Decimal's management restructure following the appointment of Nic Pollock as the Company's new CEO late last year. Mr Pollock came with more than 20 years' experience in the enterprise software market, including banking technologies with Natwest in the UK and Oracle in Australia. Both appointments demonstrate to the market that Decimal is driving its future strategic direction with the recruitment of specialist talent.

Mr Pollock said "The appointment of Mr Cochrane completed the board's plan to assemble a management team with specific banking and enterprise software experience". We are excited Stewart has agreed to join the Decimal team as we embark on an aggressive and sustained program to grow the company, which includes the launch of new-generation solutions soon to be released to market,"



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“Stewart comes to Decimal with significant experience and high-level networks in the banking and financial services sector. He has a distinguished career with global technology providers and that’s key to our strategy of increasing our partnerships with banks, superannuation funds and NBFIs around the country.

Our management now includes extremely high caliber credentials across both technical and financial services domains, which will serve the company and our shareholders well as we strive to grow considerably over the coming year. We finished 2015 strongly with the signing of a substantially expanded contract with Mercer Australia”.

Mr Cochrane, who will be based in Melbourne, officially takes up his position with Decimal on 1 March 2016.

Mr Cochrane commented: “The timing is perfect for me to join as Decimal’s solutions are ready now and gaining immense traction in the market. At the same time the financial sector and their consumers come to terms with the immense value, efficiencies and service provided by an online, automated advice platform.”

- Ends -

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About Decimal

Decimal is an Australian based company, which has developed the world’s first omni-channel, cloud based automated (‘robo’) advice platform designed to operate with any existing product. The platform, which includes embedded compliance features, enables enterprises to provide consumer-driven automated financial advice and execution to the mass consumer market with global application. Prior to now this has not been viable or technically possible, providing Decimal with a first mover advantage.

Decimal partners with Financial Institutions of all sizes including banks, superfunds, credit unions, insurers, mortgage brokers and dealer groups to enable the execution of Financial Service advice via a seamless omni-channel solution.

For further information www.decimal.com.au