



2 July 2012

ASX Market Announcements
Australian Securities Exchange Limited
20 Bridge Street
SYDNEY NSW 2000

INVESTOR PRESENTATION

Please find attached an Investor Presentation in relation to Adept Solutions Limited (ASX: AAO).

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About Adept

Adept Solutions is led by Chief Executive Officer, Tom Cregan, and is a financial services company that specialises in the issuance and management of prepaid card programs. It is one of the few PCI compliant, non-bank card issuers in Australia with products including E-Expense, E-Community, E-Reward and E-Gift.

Investor Presentation

July 2012

Important Notice



"Adept" refers to the Adept Solutions Group, which comprises Adept Solutions Limited and its subsidiaries. Emerchants Limited is a, wholly-owned subsidiary of Adept Solutions Limited.

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2012 Adept Solutions Limited.

Who We Are
Prepaid Card Industry Metrics
Where We Are Focused
The Industry Value Chain
Key Revenue Sources and Business Metrics
Outlook

The formation of Adept Solutions Limited

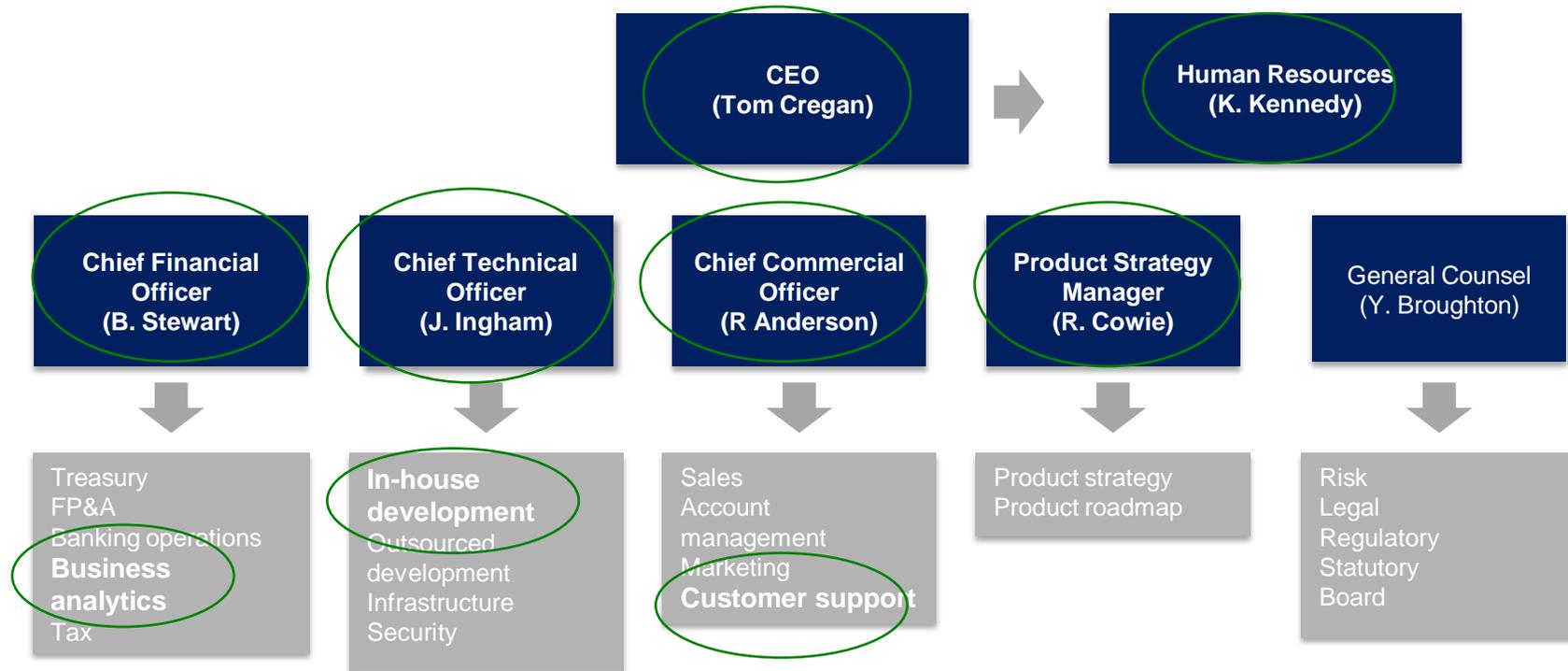
In early July 2011, Adept completed the acquisition of Emerchants Ltd, a leading issuer of pre-paid cards in Australia.

Emerchants and its predecessors have invested in robust, scalable payment transaction systems and infrastructure to support prepaid card issuances.

Adept Solutions is a non-operating holding company, focused on achieving maximum growth and commensurate shareholder returns through:

- Funding research and development within Emerchants necessary for launching new products;
- Negotiating strategic alliances with key clients and industry participants;
- Pursuing acquisitions of complementary businesses;
- Supporting aggressive sales and marketing of Emerchants' products and services.

Strengthening of the team has largely been completed



 denotes new to Adept since Dec 2011

Board reduced from 7 to 5 directors and augmented with relevant talent

Bob Browning – Executive Chairman

Mr. Browning has in excess of 25 years' experience in a range of executive roles across numerous industries, both domestically and internationally, including six years as CEO of Alinta Limited.

Tony Adcock – Non-executive Director

Mr. Adcock is currently an owner and director of Red Pill Performance Consultants, a non-executive director of Xceed Capital Ltd and a non-executive chairman of Nubax Ltd. Prior to this, Mr. Adcock was a Partner at PriceWaterhouse Coopers and a partner at IBM Consulting Services.

David Liddy – Non-executive Director

Mr. Libby has over 43 years' experience in the banking industry, most recently as the Managing Director of Bank of Queensland, a position from which he retired in 2011. His prior experience includes 33 years at Westpac Bank.

Peter Martin – Non-executive Director

Mr. Martin was formerly the CEO of Rothschild Australia Asset Management and held directorships on a number of Rothschild boards both in Australia and abroad.

John Toms – Non-executive Director

Mr. Toms has held a number of director roles including Australian Payments Clearing Association, Mercer Nominees and Insurance Agents Association.

Strengthened Management Team

Tom Cregan – CEO: Prior to joining Adept, Mr. Cregan was the Executive Vice President of NetSpend Corporation in the USA. NetSpend is a market leader in the pre-paid card industry, processing in excess of \$10bn per annum. Other roles held include Founder and Managing Director of E-pay Australia and New Zealand Pty Ltd (acquired by Euronet Worldwide Inc), President, E-pay Americas at Euronet Worldwide Inc. and a range of Sales and Management positions at Westpac Bank, Singtel Optus PTY and Mobil Oil Australia.

Bruce Stewart – CFO: Bruce has 15 years experience as a Chartered Accountant, qualifying at Deloitte & Touche where he worked as an audit manager servicing a broad range of industries. After leaving public practice, Bruce held senior finance positions in the UK and Australia, most recently as the financial controller of Macquarie Groups North American business and later was also responsible for helping grow the firm's private equity business where he was involved in making and managing principal acquisitions on behalf of Macquarie in the transport services, infrastructure, aerospace and healthcare services. Prior to joining Adept, Bruce was the head of fund finance at QSuper.

James Ingham – CTO: With over 19 years' experience in information systems gained across a range of industries in Australia, Asia, and Europe, James has a proven track record of successfully implementing transformational change, building IT teams and delivering significant projects. Prior to joining Adept, James headed the IT for the Group Investment Division of QBE, Australia's largest general insurer with more than \$25bn invested in 42 countries around the world for over 200 companies. Over nearly 7 years with QBE he implemented a significant new architectural roadmap, a group wide investments data warehouse and supervised the IT elements of implementing new front, middle and back office investment systems while the funds under management grew by more than a quarter. James joined QBE from Insuranceline where he managed the IT in Sydney and Melbourne through significant growth in the organisation and its technical complexity as they took on policy administration to compliment sales from their partner underwriter Tower.

Pre-paid Card Industry Metrics



The pre-paid card industry is growing rapidly in Australia

- The market opportunity has been estimated at \$16.2B¹ in spend value per annum
- The market can be segmented as follows:
 - Commercial prepaid \$6.9B
 - Point-of-Sale Rebate \$0.3B
 - Government Disbursement \$4.0B
 - Not-for-Profit \$4.2B
 - Loyalty Programs \$0.8B
- Industry growth rates in Australia are very strong:

WHAT WE DO

- Prepaid payment solutions across many industries, including programs such as:
 - Gift and Loyalty
 - Staff incentives and Rewards
 - Prepaid MasterCard®
 - Corporate Expense and Travel
 - Direct Entry Settlement and Identification

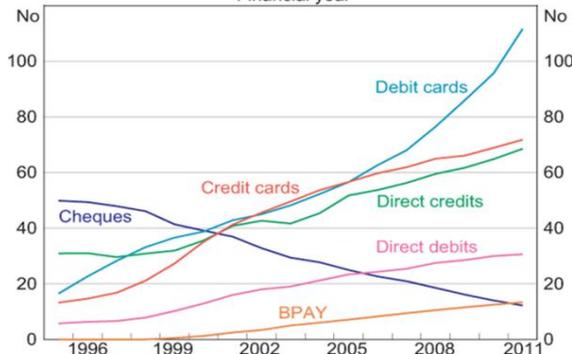
HOW WE DO IT

- Direct connectivity to the EFTPOS network in Australia
- Only non-bank processor of MasterCard® in Australia
- Protected, proprietary software capable of configuring cards to meet a large variety of client needs – Highly scalable
- Innovative solutions delivered to customers with speed

HOW WE GENERATE RETURNS

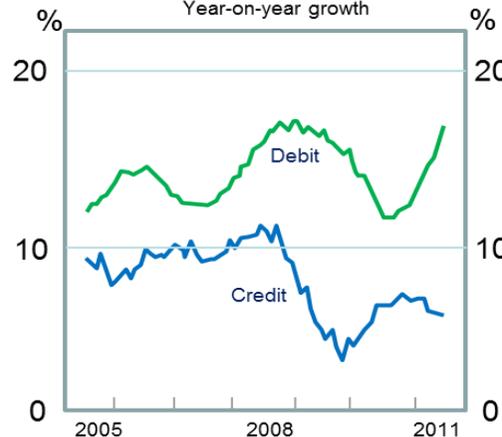
- Program management fees
- Card issuance fees
- Card processing fees
- Card reloading fees
- Breakage fees

Non-cash Payments per Capita*
Financial year



* Apart from BPAY, data from 2002 onwards are based on the RBA's Retail Payments Statistics. Data for earlier years come from APCA and the RBA, and have been adjusted for differences between these sources and the Retail Payments Statistics
Sources: ABS; APCA; BPAY; RBA

Value of Card Payments*
Year-on-year growth



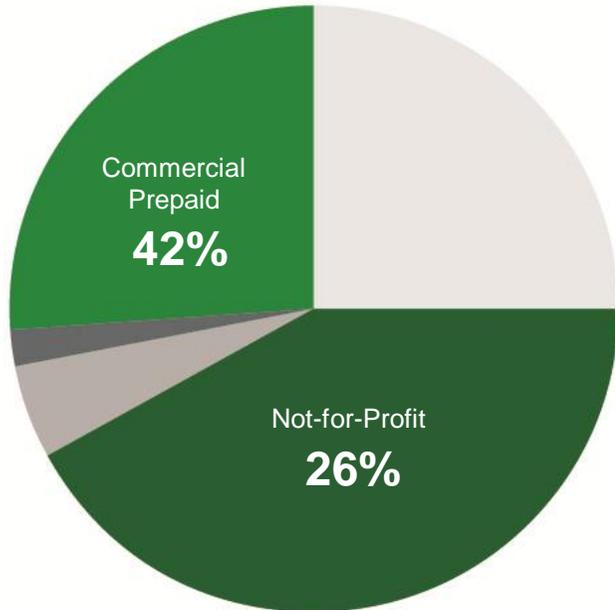
* RBA credit data prior to March 2008 adjusted to remove BPAY transactions
Sources: BPAY; RBA

¹ Edgar Dunn & Company research

Where We Are Focused



A \$16.2B market opportunity

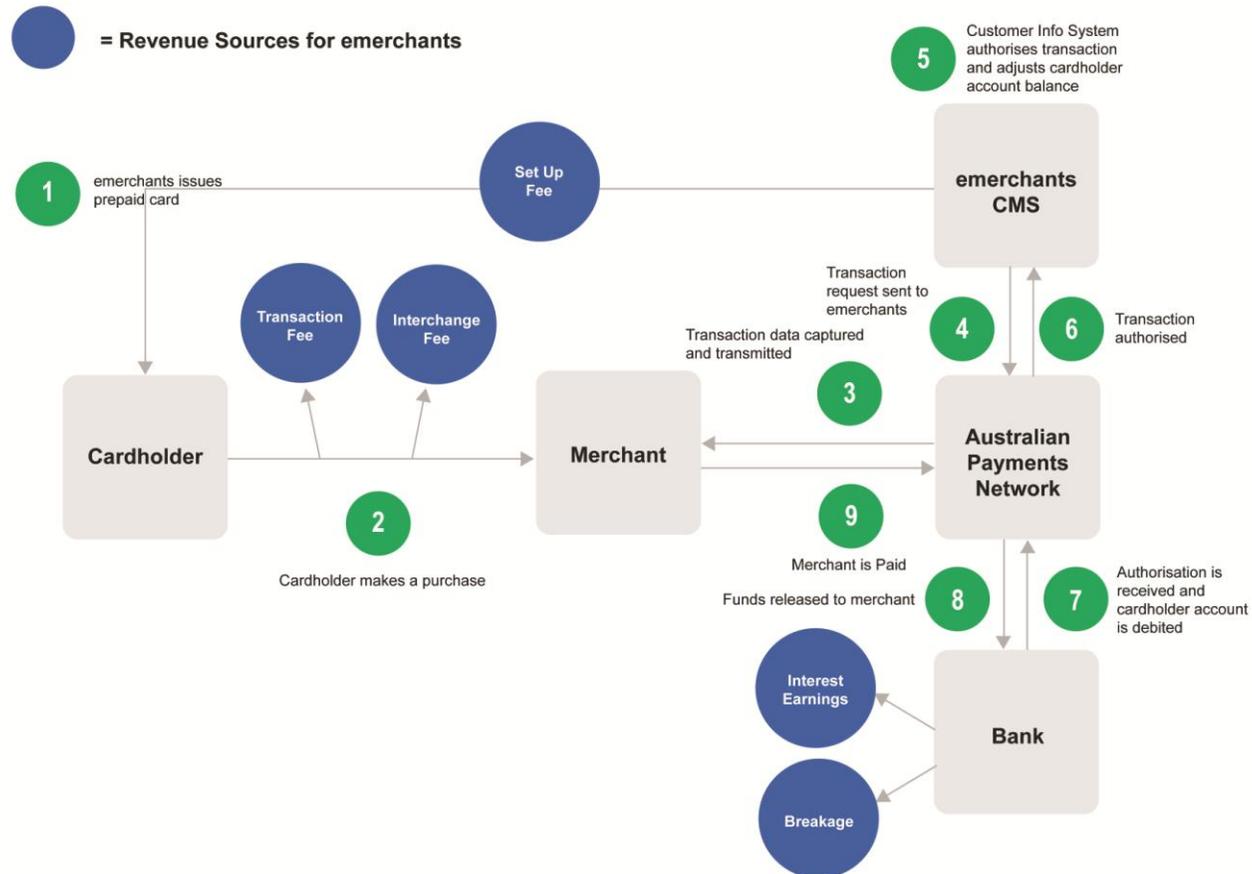


<ul style="list-style-type: none">Commercial Prepaid 42%Not-for-Profit 26%	Primary focus of Emerchants
<ul style="list-style-type: none">Point-of-Sale Rebate 2%Loyalty Programs 5%	Marketed through strategic alliances
<ul style="list-style-type: none">Government Disbursements 25%	Our approach will be “educational”, positioning emERCHANTS to be included in any tender process.

Key Revenue Sources and Business Metrics



Industry Value Chain



Revenue Source Descriptions

1. Set up – upfront one off fee

This revenue is earned upfront on the actual production of the card and the functionality chosen.

Plastic cards

Sell for between \$1 to \$10 depending on the type of card.

Setup Services

Sell for between \$2k to \$10k depending on the functionality chosen (e.g. wallet)

2. Transaction & Interchange Fees – annuity stream

Earned over the life of a card as transactions occur.

- **Non reloadable** cards earn a transaction fee when activated and in general will transact 1.2 times in their 12 month life.
- **Reloadable** cards transact ~ 8 times per month and generally we will also charge a monthly admin fee.
- Interchange fees are earned from MasterCard and are paid as a percentage of the value of each transaction in which a MasterCard is used by the cardholder.

Costs and revenues are deducted immediately from the prepaid funds – there is no cash drag.

3. Interest – annuity stream

This is interest earned over the life of the card on the funds that reside on the card. The funds are held with one of our 2 settlement banks.

With Cuscal (EFTPOS cards mainly non reloadable)

With BankWest (MasterCard)

Drivers of interest earnings

- 75% of **non reloadable cards**' average load is generally spent within the first 3 months of its life.
- **Reloadable** average load has a 3 year life and a more consistent stored value.

4. Breakage – one off fee on termination

Only earned for non reloadable cards. This is the remaining funds on the card when the card expires.

On average, for every \$100 loaded, \$2-9 remains on the card at the end of its 12 month life.

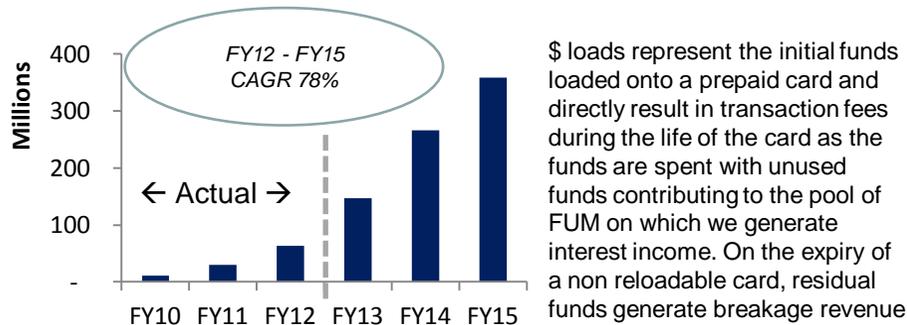
We earn a percentage of that \$2-9 depending upon what is negotiated with each client.

Key Revenue Sources and Business Metrics



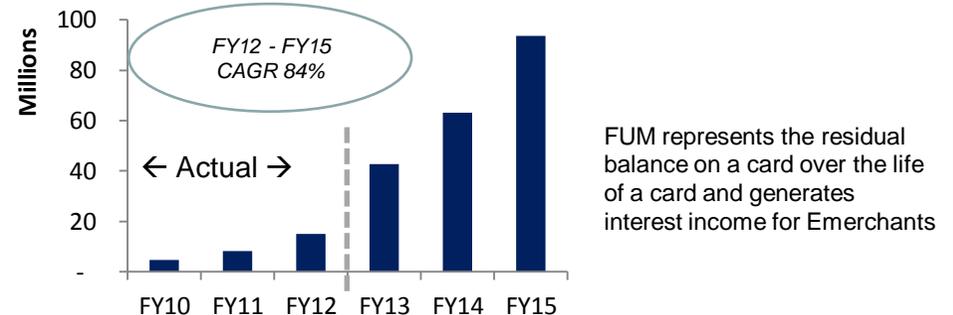
Emerchants 4 key metrics consistently growing

New \$ Loads



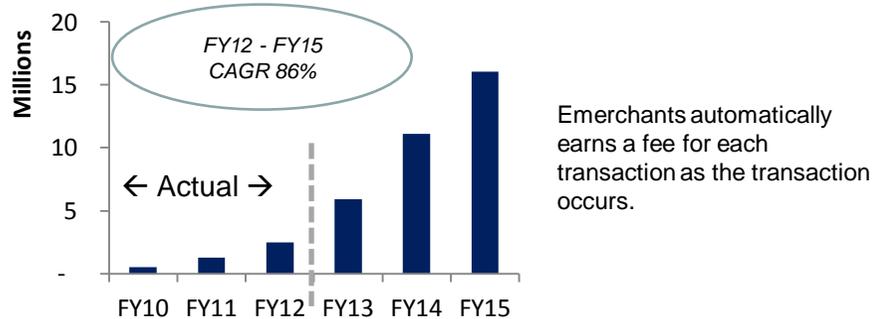
YoY growth | 154% | 161% | 113% | 131% | 80% | 35%

Funds under Management



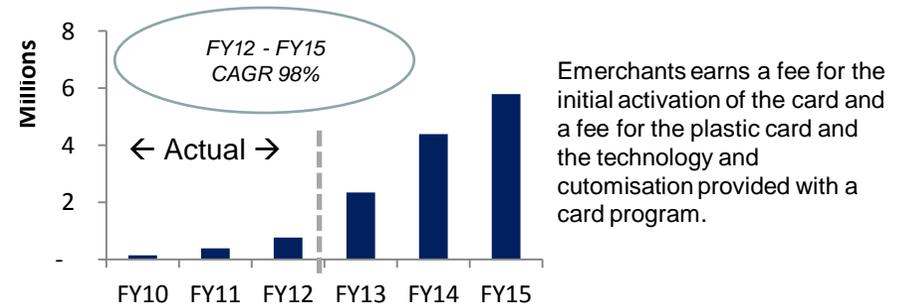
YoY growth | 165% | 74% | 83% | 186% | 48% | 48%

No. of Transactions



YoY growth | 71% | 154% | 99% | 137% | 88% | 44%

No. of New Cards Activated



YoY growth | 167% | 162% | 102% | 212% | 88% | 32%

Case Study *Non-reloadable prepaid card*

Revenue generated

Set-Up Fee	10,000 cards are issued to client based on expected initial take-up from their customers.	\$2,500-10,000
Transaction Fee	Activation - Cards are activated based on gradual take-up by customers.	\$3,000-6,000
	Usage – Activated cards start to transact until expiry.	\$3,000-7,000
Interest Earnings	Funds deposited to be used by merchant to underpin the prepaid card value generate interest income	\$11,000 - 17,200
Breakage	Approximately 2-9% of the funds loaded on the prepaid cards is never used prior to the cards' expiry. A percentage of that breakage is shared between Emerchants and the merchant.	\$2,000 - 9,000

Total Revenue generated in 12 months: \$21,500 - 59,200

Note: Actual revenue from any opportunity is based on pricing negotiated with the customer and the volume from the customer in terms of transactions.

Case Study *reloadable, scheme prepaid card*

Revenue generated

Set-Up Fee	4,000 cards are issued to client based on their request For issuance to staff and/or their customers.	\$2,500-10,000
Transaction Fee	Activation - Cards are activated by the client prior to issuance to staff/customers.	\$2,000
	Usage – Average of 35 transactions per card per annum.	\$70,000
Interchange Fee	A small percentage of each transaction is paid to Emerchants by MasterCard.	\$16,000
Interest Earnings	Funds deposited to underpin the prepaid card value generate interest income	\$75,000
Breakage	There is no breakage revenue generated on reloadable, scheme based (Visa or Mastercard) cards since the funds deposited to underpin the card value belongs to the client	\$0

Note: Actual revenue from any opportunity is based on pricing negotiated with the customer and the volume from the customer in terms of transactions.

Total Revenue generated in 12 months: \$173,000

The recently strengthened Sales team is actively focused on the commercial pre-paid card opportunities:

Emerchants is currently actively engaged in discussions with over 50 potential commercial clients operating in industries such as:

- Travel
- Public welfare
- Financial services
- Aged Care
- Mining Services
- Construction
- Insurance
- Health care

These companies represent a potential stored value of \$75 - \$100M.

On average, Emerchants is able to book approximately \$.02 of revenue for every dollar of stored value processed through our payment platform.

If Emerchants successfully signs 50% of the clients currently in various stages of discussion, approximately \$1M of incremental revenue could be generated.

We expect to see our increased investment in sales and marketing continuing to expand our sales pipeline beyond the current \$75-100m that we have today.

Key Dates



INDICATIVE TIMETABLE¹

Rights Issue and Placement – Timetable and important dates	
Prospectus lodged with ASIC and ASX	18 June 2012
Rights Issue and Placement announced	18 June 2012
Notice of Rights Issue sent to Shareholders	20 June 2012
Shares commence trading on ASX on an ex-rights basis	21 June 2012
Entitlements trading on ASX commences	21 June 2012
Record Date for determining Rights under the Rights Issue	27 June 2012
Rights Issue opens and dispatch of Prospectus and Entitlement and Acceptance Forms	3 July 2012
Entitlements trading on ASX ends	11 July 2012
Securities quoted on a deferred settlement basis	12 July 2012
Closing time for renunciations, acceptances and payment in full of Rights	18 July 2012
Notification to ASX of under-subscriptions (if any)	23 July 2012
Despatch date / New Shares entered into Shareholders' security holdings	26 July 2012
Placement opens	26 July 2012
New Shares issued under the Rights Issue commence trading on ASX	27 July 2012
Placement closes	31 July 2012
New Shares issued under the Placement commence trading on ASX	3 August 2012

¹These dates are indicative only and subject to change.

Raising capital now will strengthen the balance sheet for the foreseeable future

Adept has initiated a capital raising effort designed to strengthen the balance by approximately \$2.9M.

- 1 for 4 Rights Offering, partially underwritten by Adept's Directors targeting approximately \$1.4M of capital to be raised; and
- A Placement of up to \$1.5M to select new investors.

Offer price represents a 22.9% discount to the 10-day VWAP through 15 June 2012.

Use of funds:

- Support the recent recruitment and retention of new key senior management;
- Increase AAO's information technology development capacity;
- Development of new products to add to the current suite of offerings;
- Support increased marketing expenses to build brand awareness and increase future sales;
- Pay for costs associated with the Rights Offering;
- General working capital purposes

The Rights Issue opens on 3 July, 2012 and closes on 18 July, 2012

The Placement opens on 26 July, 2012 and closes on 31 July, 2012

Positioned better than ever to capture the market

The Company has rebuilt its management team, several of whom are directly investing in the Placement.

The Board has added significant industry-related experience and skill sets and the Board is partially underwriting the Rights Issue.

The sales strategy is focused on the most profitable market segments.

The outlook of potential contracts is very strong and Management will continue to communicate new contract signings.