

RXP Services – AGM update

5 November 2014

We've grown our business substantially...

- **Successfully completed six acquisitions maintaining our one brand strategy**
Transpire, Nobel, Method Group, Integrated Value, Insight 4, Aptus
- **Staff numbers grew by 98% to 420** (up from 212; 45% via organic growth)
Our People & Talent team have done a great job and continue to drive retention whilst also attracting new talent
- **Specialised applications development centre in Hobart introduced**
Allowing increased level of workforce flexibility and efficiency that is proving to be highly beneficial to ourselves and our clients
- **New Brisbane office**
Opening up new client opportunities already producing good results
- **Significant contract wins (with new clients and from existing)**
Our “recruiting ahead of the curve” strategy was right
- **Practice “cross-sell” on the increase**

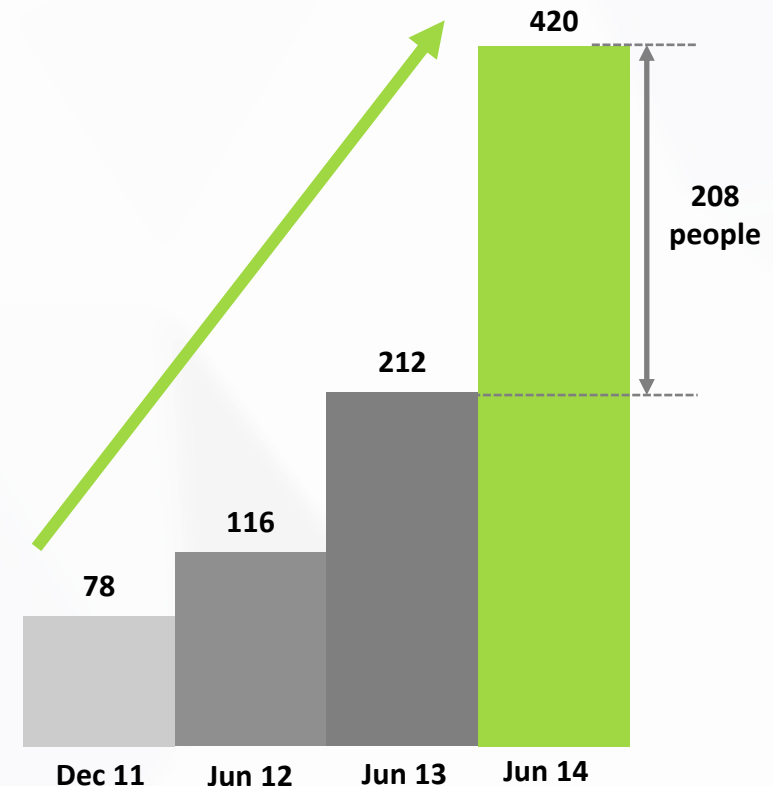
... and enhanced our offering ...

- **New “Partnering Agreements” established, existing agreements strengthened**
Our “Mainstream, Challenger, Disruptive” approach is working
- **Launched the Enterprise Service Management Practice**
A new vertical and area of specialisation with significant growth opportunities
- **Introduced our Process Automation, Content and Change Management Practice**
A new vertical and area of specialisation with significant growth opportunities
- **Significantly strengthened our project services capabilities**
Driving stronger delivery across our fixed price engagement
- **Added key skills and capabilities in the Security, Identity & Access Management area**
A new vertical and area of specialisation with significant growth opportunities

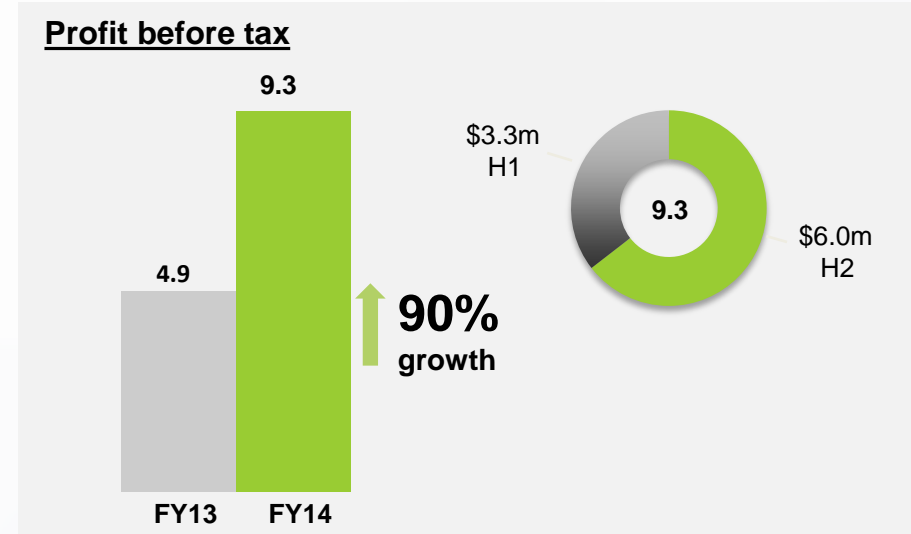
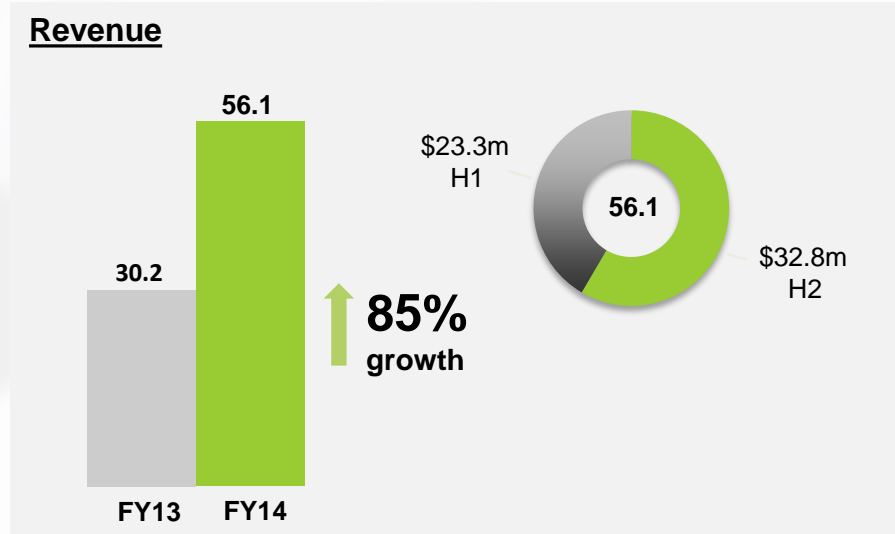
...and there's more growth to come

Our People & Talent team continue to do a great job

- Our team grew by 208 people in FY14
- 45% (94 people) via organic growth
- Significant recruitment activity in FY14, with prudent implementation of our “recruit ahead of the curve” approach
- ‘RXP 7 Habits’ training developed and being deployed
- ‘RXP Transpire Methodologies’ (including ‘RXP Agile’) delivering value
- Associate/Graduate program launched
- Staff retention rates remain high



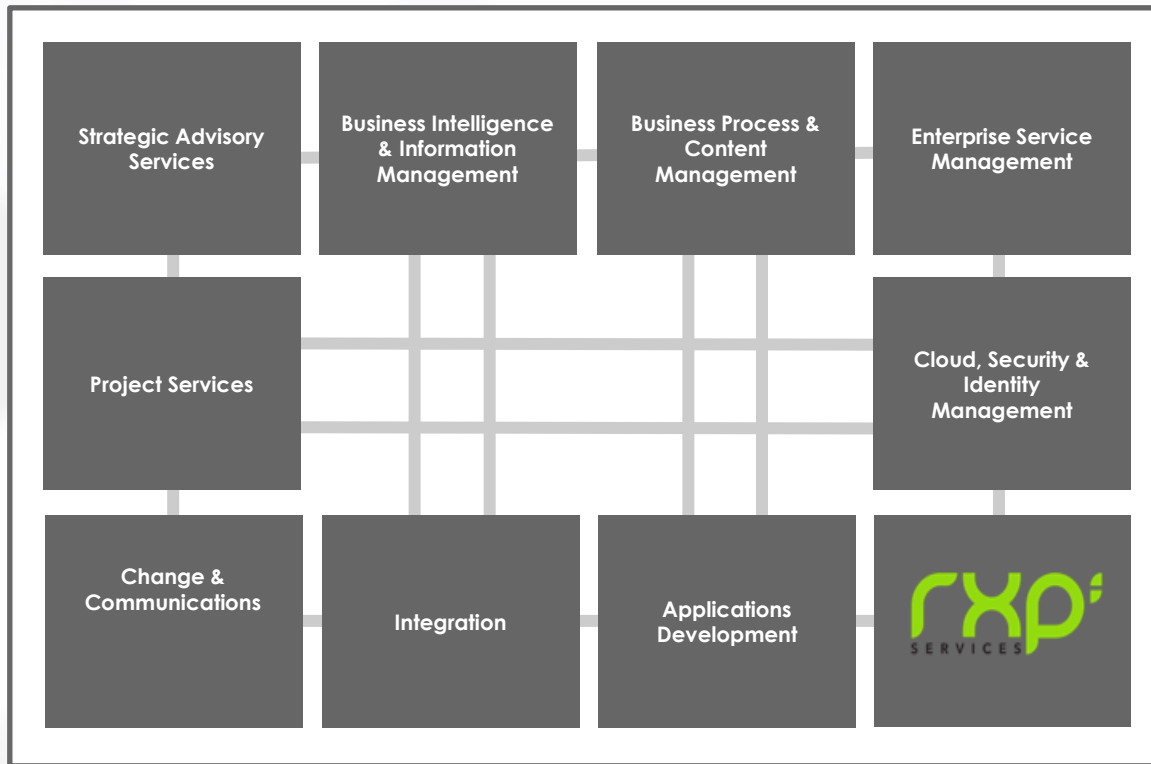
Earnings growing faster than revenues



- Margin – increased to 16.6% (up from 16.3% in the prior year)

Our business – a quick recap

Client focussed, Practice Led, Outcome driven



Melbourne (Head Office)



Canberra



Sydney



Brisbane



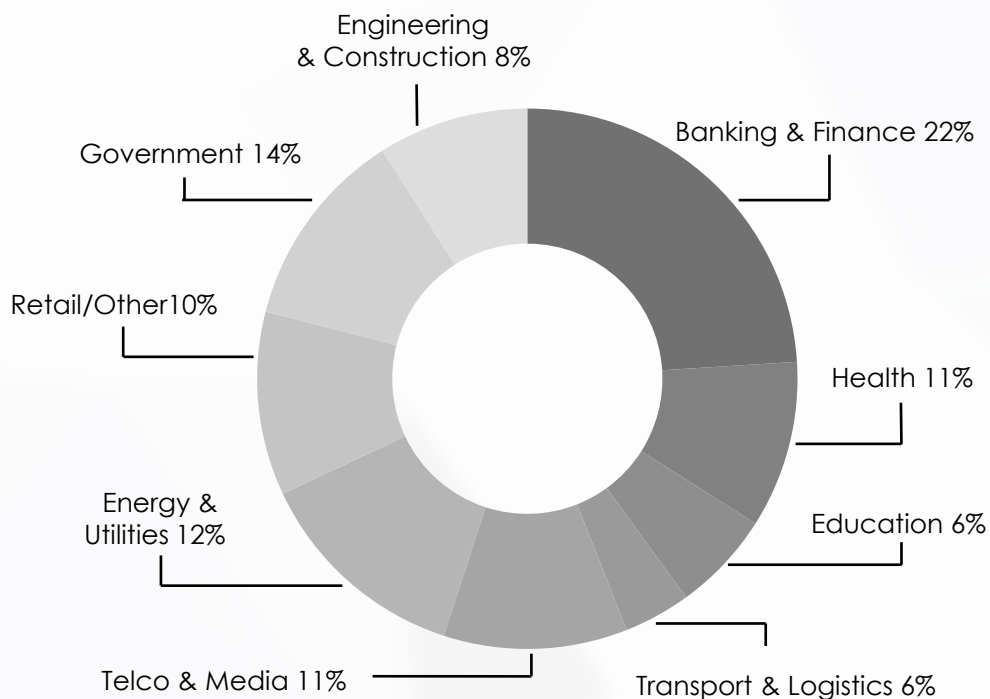
Hobart



Hong Kong

A good spread of clients across industries remains a focus. We continue to.....

- See growth across all industry verticals
- Add new clients in areas of Government, Banking & Finance, Health, Education, Telco & Media and Transport & Logistics
- Drive penetration of our services ('Practices') into existing clients – “multi Practice presence”
- Focus on ensuring we fully leverage the additions we have made to our capabilities and service offerings



Seven key priorities

1.	Develop People, Teamwork and Leadership
2.	Build on our Brand
3.	Develop, expand and evolve our Specialisations
4.	Develop and expand our “Hobart Development Centre”
5.	Build on existing and develop new Client Relationships
6.	Develop and expand our Partnerships
7.	Grow through targeted Acquisitions

We maintain our focus on growth

- Good start to FY15 delivering the expected revenue run rate
- Organic growth in staff numbers continues with over 470 people at 3 November
- Increased focus on investing in the development of repeatable/reusable cloud based solutions that will be further leveraged in the second half and beyond
- Our pipeline is stronger than ever with project wins increasing in size
- Cross-sell opportunities are strengthening as our business continues to mature
- Forecasting strong revenue and earnings growth in FY15 with PBT margin expected to be similar to that achieved in FY14
- Expect solid growth in EPS in FY15
- Further acquisitions are in play; focus on ensuring funding is balanced between use of cash, debt and equity

We have delivered strong results and look forward with confidence

- Have built a great team with leaders at all levels
- Delivered 85% Revenue growth and 95% PBT growth in FY14
 - 6 acquisitions completed delivering strategic value
- Look forward to integrating and fully leveraging Centrum and the Business Process Management capabilities the team bring
- Will continue to expand and evolve our capabilities to ensure relevance to clients
- Will continue to invest in developing repeatable & reusable cloud based solutions



rxp:
SERVICES