



CPT Global Limited

2014 Annual General Meeting

November 25, 2014

Item 1

CPT Global Managing Director's Address



CPT Global

Managing Director's Address

CPT Global at a Glance

- Founded in Australia in 1993
- All services target IT cost optimisation
- Approximately 200 industry based expert consultants & scalable service centres
- Global operations in Asia Pacific, Americas and Europe
- Have worked with over 100 blue chip / Fortune 500 clients worldwide
- Multiple winner of the Governor of Victoria Export Award for ICT Services

FY14 Performance Highlights

- Revenue increase of 9% to \$38.4m
- Profit return to more acceptable levels
 - EBITDA up by 220% to \$3.2m
 - PBT up by 322% to \$3.0m
 - NPAT up by 568% to \$2.2m
- Increased International revenue 68% to \$18.5m (48% of global business)
- Increased cash reserves by \$1.2m to \$2.4m
- FY14 fully franked dividends of 4.5 cents per share
- Establishment of production assurance service offering
- Addition of more than 15 new / re - engaging clients
- Enhancement of strategic alliances
- Enhancement of Cloud consulting practice

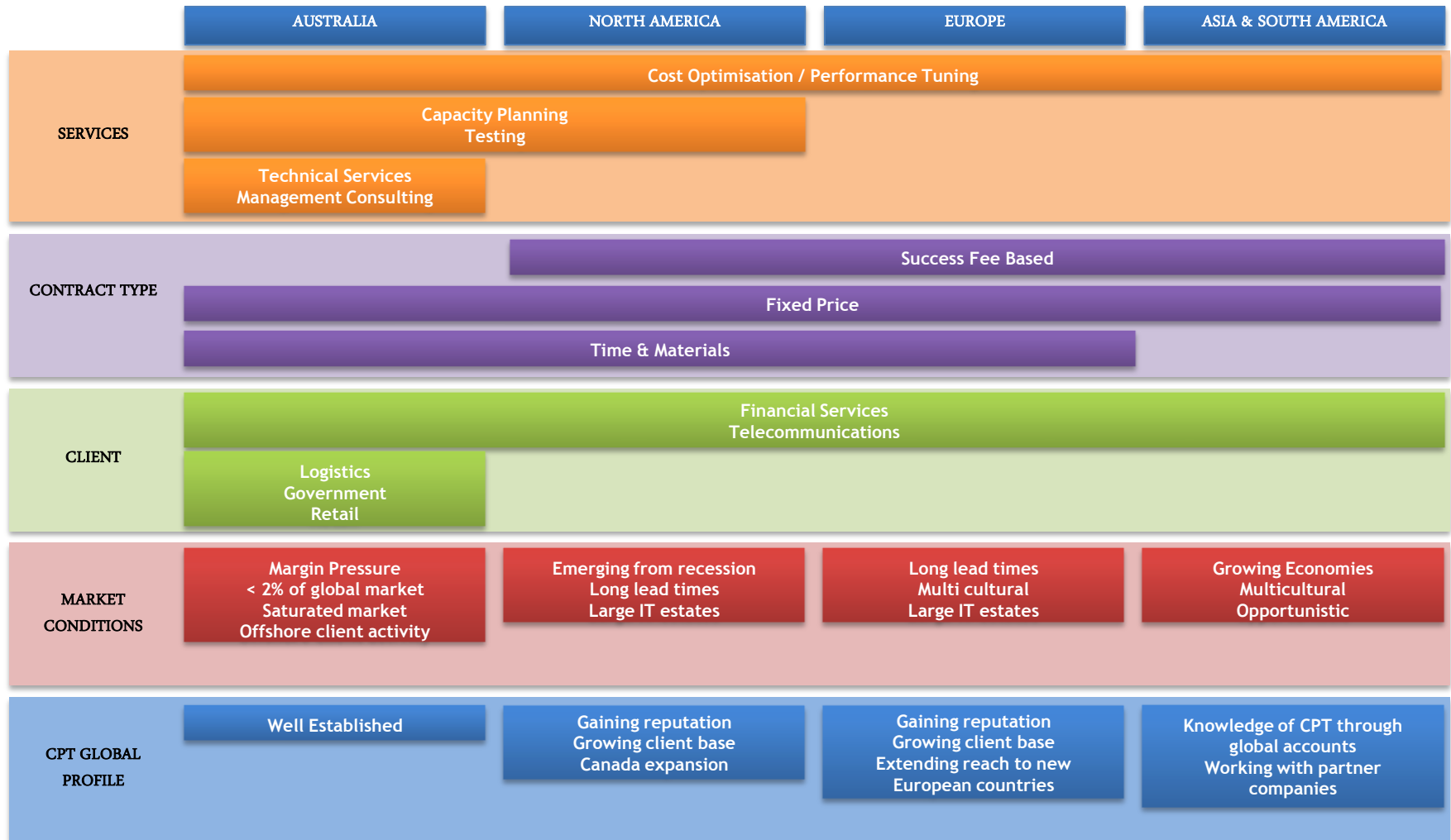
Vision

- To provide IT cost optimisation services to large multinational corporations through the use of excellent people, innovation and leading edge technology
 - Focus on the global market
 - Partnering with blue chip / Fortune 500 clients
 - Providing tangible benefits through the provision of capacity planning, performance tuning, testing and management of IT consulting services
 - Assuring IT success through the combination of all service offerings
 - Being retained as client trusted advisor, creating annuity revenue streams

CPT Differentiators

- Industry experts
- Independent from all hardware / software vendors / application developers
- Global market reach & experience
- Leading edge technology and cost reduction methodologies
- Local productivity centres of excellence supporting global reach
- Outstanding client value proposition

Evolution of the CPT Business



CPT Clients - Australia/New Zealand Commercial



CPT Clients - Australian Government



ASIC

Australian Securities & Investments Commission



SRO - ISO 9001 Quality Certified



Australian Government

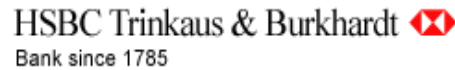
CPT Clients - Americas



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CPT Clients - Europe

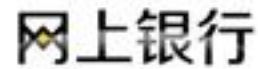


Das Auto.

RENAULT



CPT Clients - Asia



FY14 Key Financial Results

	FY14	FY13	% Movement Prior Year
Revenue	38.4m	35.1m	9%
EBITDA	3.2m	1.0m	220%
NPAT	2.2m	0.3m	568%
EPS (Basic)	5.9c	0.9c	568%
Cash	2.4m	1.2m	100%
Net Tangible Assets	6.3m	5.4m	17%
Fully Franked Dividends (Interim & Final)	4.5c	0.0c	n/a
Dividend Payout Ratio	77%	0	n/a

Balance Sheet

	FY14 (\$m)	FY13 (\$M)
Cash	2.4	1.2
Debtors	7.2	6.0
Unbilled Revenue (WIP)	3.1	3.8
Other Current Assets	0.3	0.5
Total Current Assets	13.0	11.5
PP+E	0.0	0.1
Deferred Tax Asset	1.4	1.2
Intangibles	7.5	7.6
Total Non-Current Assets	8.9	8.9
Total Assets	21.9	20.4
Current Liabilities	7.8	7.0
Non-Current Liabilities	0.3	0.4
Total Liabilities	8.1	7.4
Net Assets	13.8	13.0

- Strong Balance Sheet
- Improved cash position

Cash Flow

	FY14 (\$m)	FY13 (\$M)
Receipts	38.5	37.5
Payments	(35.2)	(36.1)
Gross Operating Cash Flow	3.3	1.4
EBITDA	3.2	1.0
Ratio of GOC / EBITDA	1.03:1	1.4:1
Finance Costs	(0.2)	(0.1)
Income Tax	(0.4)	(0.4)
Net Operating Cash Flow	2.7	0.9
Net Investing Cash Flow	0.0	(0.3)
Net Financing Cash Flow	(1.1)	0.0
Net Cash Movement	1.6	0.6
Opening Cash Position	1.2	1.1
Effect of Foreign Exchange	(0.4)	(0.5)
Closing Cash Position	2.4	1.2

Dividend

Fully franked interim dividend paid in April 2014	3.0 cents
Fully franked final dividend paid in October 2014	1.5 cents
Total Dividends for FY14	4.5 cents
NPAT Payout Percentage	77%
Franking Credits retained after dividend payments > \$1.6m	
FY14 Final Dividend was eligible for the purposes of the Company's Dividend Reinvestment Plan	

FY14 Key Business Achievements

International business

- Addition of 9 new/re-engaging clients which generated almost \$8m revenue and established CPT's first truly global client
- Increase of risk/reward revenue to \$9m (2013 \$6m)
- First successful engagement in mainland China
- Strengthened pipeline in European business with five large opportunities nearing commencement (two expected in early 2015)
- Expansion of services provided to North American market
- Stronger margins due to the increased risk/reward engagements

FY14 Key Business Achievements

Australian business

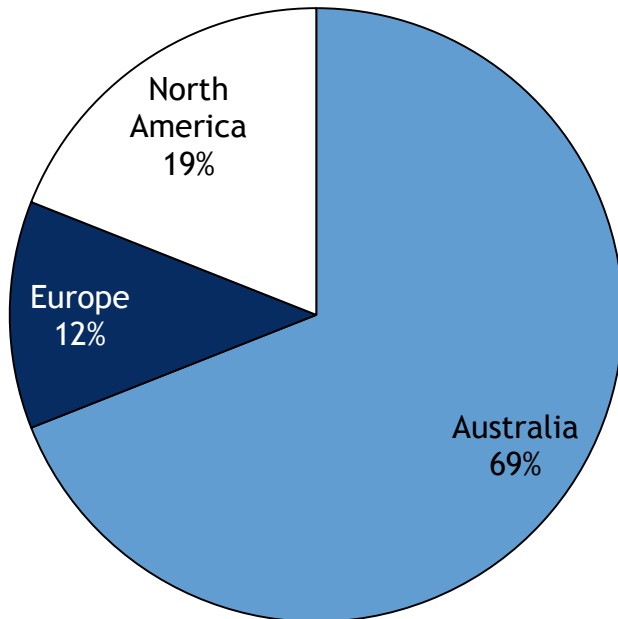
- Addition of 8 new clients which generated almost \$2m revenue and absorbed the reduction of substantial business from a major client
- Re-emergence of former largest client which previously reduced CPT's engagement
- Reallocation of Australian resources to support International business growth

CPT Global Strategy

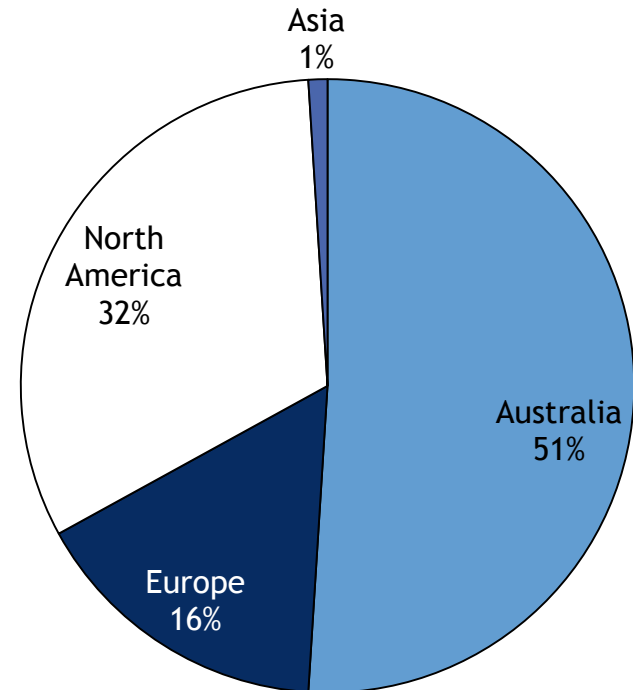
- Aggressively target growth in international business by capitalising on significant business development investments in prior years:
 - Increasing risk/reward cost optimisation engagements
 - Cross selling testing, capacity planning, production assurance and mid-range cost optimisation services
- Maintaining a solid Australian business as it navigates a tough economic environment
- Leveraging strategic alliances

Growth of the International Business

FY13
Revenue \$35.1m

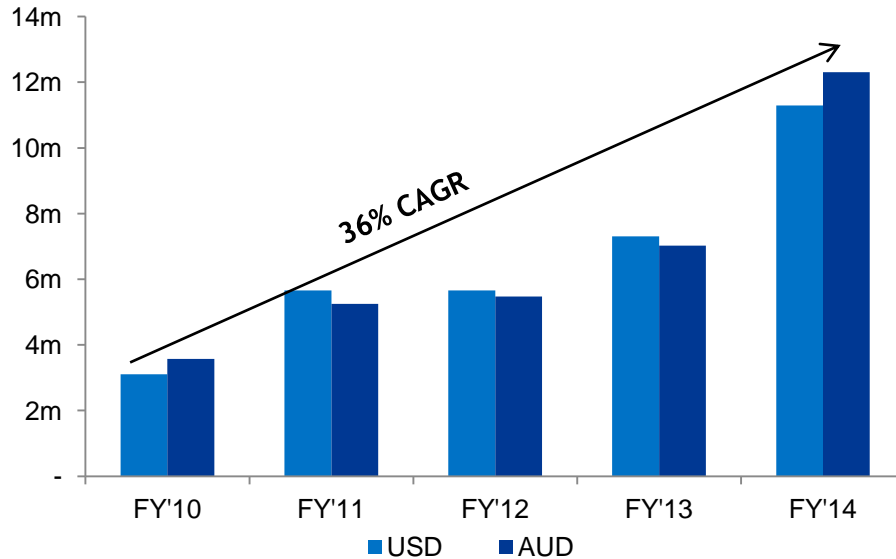


FY14
Revenue \$38.4m



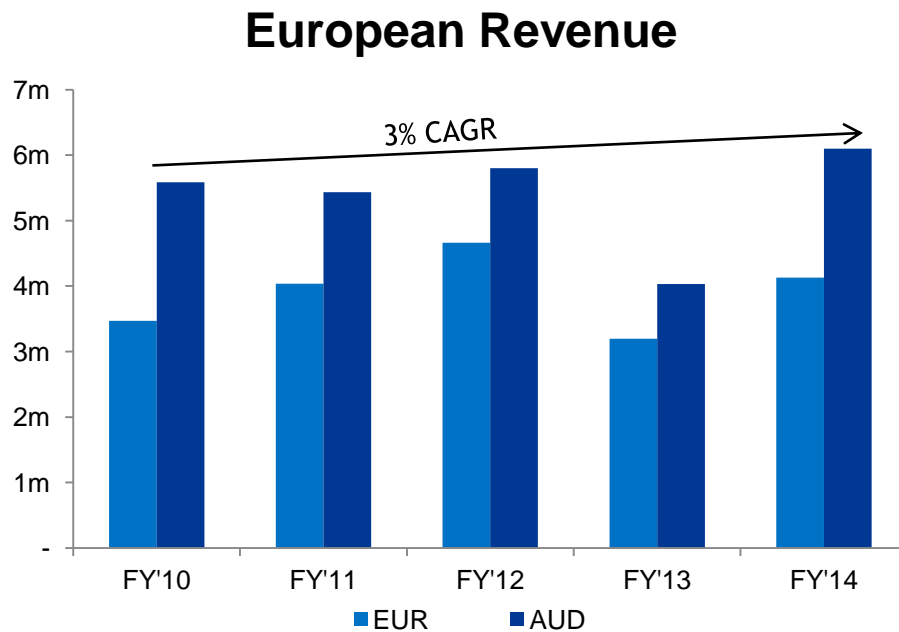
International Business Growth - North America

North American Revenue



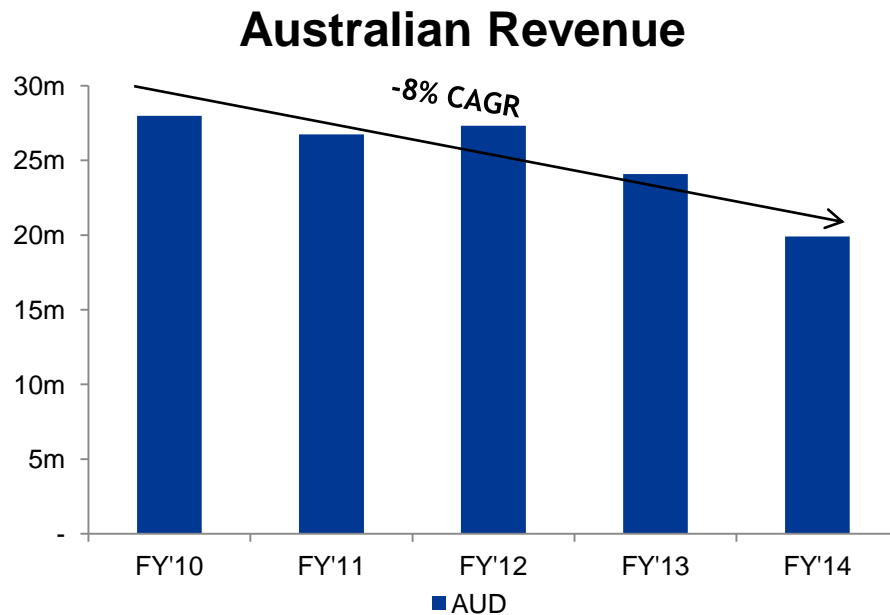
- Revenue underpinned by annuity revenue and solid client relationships
- Developed reputation for delivering outstanding client outcomes
- Strong margins achieved
- Management structure enhanced to support continued growth

International Business Growth - Europe



- Business remains lumpy, dependant on timing of project engagements
- Strong margins achieved
- Contract conclusions await project replacements
- Targeting increased annuity revenue and service cross selling

Maintaining Solid Australian Business



- Business is now stabilised as large account reductions have been absorbed
- Single digit growth expected
- Margin contests have been avoided

Long Term Direction

CPT's area of specialisation and competitive advantage is in the provision of cost optimisation services in the areas of capacity planning and performance tuning to the global finance industry

- In the past 3 years:
 - Revenue from cost optimisation services has grown from 31% to 48%
 - Services provided to the finance industry has grown from 47% to 65%

of CPT's global revenue

Over the past 2 years CPT has worked at clients which have a total of 442k MIPS in their IT estates, resulting in savings of 18% of their usage

CPT currently has proposals in for/pending project commencements at 7 large finance institutions which have an accumulated IT estate > 900k MIPS, targeting 15% savings

Relationships with BMC and Compuware will add significantly to this by providing access to their sales force and client base

FY15 Strategy

International Business

- Cross sell services beyond the risk/reward cost optimisation services in Europe
- Improve Europe annuity revenue base to absorb the downtime between large projects
- Increase local international service delivery capability to improve local responsiveness and reduce travel expense
- Enhance North American management structure to support growth opportunities
- Focus on finance industry expertise

Australian Business

- Expand footprint in existing Tier 1 accounts
- Leverage CPT experience overseas in financial institutions within major Australian banks
- Target cost optimisation opportunities within Australian government and major banks

New Markets

- Carefully / opportunistically manage expansion activities

FY15 Strategy

Strategic Alliances

- Deepening relationships with two global Software Vendors (BMC (www.bmc.com) and Compuware (www.compuware.com)) across North & South America, Europe, Australia and Asia
 - Leverage our technical capability and the Vendor's products, to jointly secure new clients or expand offerings in existing clients - gaining competitive advantage through collaboration and partnering
 - Maintaining our independence
 - Engaging at the most senior levels globally within each respective Vendor organisation
 - With BMC, the partnership may include CPT providing expertise to their R&D capability to improve and/or test their products
 - Initial marketing plans being developed and agreed
- In Asia, continue our partnership with China ETEK (www.ce-service.com/cn/en/), continue joint sales campaigns in mainland China
- In South America, working with Sonda (www.sonda.com) assisting with identifying opportunities for CPT in the local market
- In Europe, continuing to partner with Tori (www.toriglobal.com) to identify business leads for CPT

FY15 Opportunities & Challenges

International

Opportunities

- Large accounts
- Strong pipeline
- Weakening AUD
- Growing international reputation

Challenges

- European economy
- Project delays in Europe

Australia

Opportunities

- Expansion of tier 2 client base
- Enhancement of service solutions
- Cost optimisation campaign at major banks

Challenges

- Soft IT market
- Replacement of long term major client

Outlook

International Business

- Growth in North America with strengthening pipeline
- Growth in Europe in 2nd half after a poor first half due to contract delays
- Large opportunity in China

Australian Business

- Single digit percentage growth driven by strong 2nd half

Timing

- Poor first half but expecting a stronger second half as new contracts kick in



CPT Global

Managing Director's Address

Item 2

Receive and consider the financial statements and reports of the economic entity for the year ended 30 June 2014, together with the reports of the directors and auditor.

Item 3

That the remuneration report for the year ended 30 June 2014 (as set out in the Director's Report, pages 15 - 17) be adopted.

Proxies Received

• For:	5,926,200	(92.4%)
• Against:	19,802	(0.3%)
• Open Votes:	467,667	(7.3%)
• Abstain:	13,147,322	(N/A)
• Excluded:	0	(N/A)

Item 4

That Mr. Alan Baxter be reappointed as a non executive director of CPT Global Limited.

Proxies Received

• For:	19,068,072	(97.5%)
• Against:	12,002	(0.1%)
• Open Votes:	477,667	(2.4%)
• Abstain:	0	(N/A)
• Excluded:	0	(N/A)

Item 5

Mr. Peter Wright, an executive director of CPT Global Limited since 2001 will voluntarily retire from the CPT Board effective from the conclusion of the Company's 2014 AGM.

Item 6

That the Performance Share grant approved by members at the 2013 AGM of 200,000 shares to directors, for the achievement of performance objectives in the 2015 financial year be cancelled.

Proxies Received

• For:	5,939,500	(92.6%)
• Against:	6,502	(0.1%)
• Open Votes:	467,667	(7.3%)
• Abstain:	13,147,322	(N/A)
• Excluded:	0	(N/A)

Item 7

That the Company under the CPT Share and Option Incentive Plan, issue an aggregate number of 50,000 ordinary shares in the Company ('Performance Shares') to Mr. Fred Grimwade if the business targets assigned to Mr. Grimwade are satisfied.

Proxies Received

• For:	5,889,500	(92.0%)
• Against:	46,502	(0.7%)
• Open Votes:	467,667	(7.3%)
• Abstain:	13,147,322	(N/A)
• Excluded:	0	(N/A)

Item 8

That the Company under the CPT Share and Option Incentive Plan, issue an aggregate number of 50,000 ordinary shares in the Company ('Performance Shares') to Mr. Alan Baxter if the business targets assigned to Mr. Baxter are satisfied.

Proxies Received

• For:	5,889,500	(92.0%)
• Against:	46,502	(0.7%)
• Open Votes:	467,667	(7.3%)
• Abstain:	13,147,322	(N/A)
• Excluded:	0	(N/A)

Item 9

That the Company under the CPT Share and Option Incentive Plan, issue an aggregate number of 200,000 ordinary shares in the Company ('Performance Shares') to Mr. Gerry Tuddenham if the business targets assigned to Mr. Tuddenham are satisfied.

Proxies Received

• For:	5,923,000	(92.3%)
• Against:	23,002	(0.4%)
• Open Votes:	467,667	(7.3%)
• Abstain:	13,147,322	(N/A)
• Excluded:	0	(N/A)



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