



AGM Presentation November 2014

PEOPLE SECURITY & COMMUNICATION



2014 Results



Highlights in Financial year 2014:

➤ **Successfully:**

- Raised \$25m from the market
- Completed the acquisitions outlined in the prospectus
- Listed on the ASX on 2 December 2013
- Completed the regime change for the acquired companies
- Delivered a normalised result in line with guidance

➤ **Subsequent to the financial year**

- Paid a 3 cent dividend
- Completed the acquisition of Pure Hacking Pty Ltd



2014 Results



Highlights - Financials

- **EBIT in line with guidance on normalised basis:**
 - Revenue \$63.32m (Actual \$35.9m)
 - EBIT \$6.72m (Actual \$4.6m)

- Improved last quarter trading:
 - **People** performed well and to expectations
 - **Security** results improved and industry continues to grow
 - **Communications** down due to orders not being fulfilled by June

- Cash flows very good - profits turned to cash quickly.



Outlook

- First quarter results were in line with expectation.
- Recent acquisition Pure Hacking performing well.
- Communications business has been strong with significant pipeline.
- Security industry continues to grow.
- People business remains steady.
- Organic and acquisitive growth opportunities exist across all segments.
- Q4 performance will be important to full year results.
- There is much to do but the opportunity is exciting.