

# Sirius Corporation Limited

Welcomes Shareholders, Investors  
& Staff to our

Annual General Meeting

23 November 2010- Melbourne



*Growth despite adversity*

# Sirius Corporation Limited

## Shareholder Update

Frank Licciardello, Managing Director & CEO

November 2010



*Growth despite adversity*



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## Our Mission

To become a leader in the provision of software & service solutions to large corporates and government



## Highlights Last 12 Months

- Group Revenue up 6.1%
- InfoMaster revenue up 40.1%
- Customer base increased by 10%
- Operations cashflow positive from Operations
- Investment in R&D 21.43% of top-line (Capitalised)
- Successful Rights Issue for \$0.5m Underwritten Dec 09
- Company Debt Free
- Recurrent revenue increased
- First Certified Vendor EDAIS Messaging
- Reseller appointed to MENA Region -Thorsal Technologies P/L
- Masterview/Masterplan Re-write Complete
- Acquisition Program Progressing



## Activity Last 6 months

- **Major Contracts Executed**
  - Department of Transport & Main Roads Site Licence QLD
  - Local Government Association of Queensland (HAF) –Regional Councils –Bundaberg, Gladstone, Whitsundays
- **Customer Roll-Outs Extended**
  - Wyndham City Council
  - Department of Land and Water, Biodiversity Conservation
  - DTMR New Project –Integration
  - City Of Melbourne –Integration and Functionality
- **Growth & Expansion**
  - Set up of New Zealand Office –Auckland
  - Re-Establishment of South Australian office –Adelaide
  - Thorsal Reseller Agreement – MENA Region
  - Global Product Recognition –Masterview –City of Ryde
  - Products Re-write near completion
  - New Products to be launched
  - Short listed at an number of large tender bids



# Acquisition Program Update

- Acquisition Template Refined
- ICT Focus remains
- 2 LOI Executed and key terms agreed
- Formal DD nearing completion December 2010
- Federated hub and spoke model still valid
- Part Scrip – Part Cash Settlement with Earn out key terms
- Funding Program initiated
- Niche Markets with Local and International Expansion Capabilities
- All Targets EPS Accretive and Cashflow positive
- Targets must generate at least \$1.0m - \$3.0m profit
- Must own IP with Growth Opportunities
- Recurrent revenue strong
- Technology up to date



# Business Overview

- Corporate HQ in Melbourne
- Offices in Melbourne, Sydney & Brisbane, Auckland, Adelaide
- 2 Current operational divisions, Sirius Managed Services (SMS) and Infomaster
- Total of 55+ Employees
- Total Recurrent revenue \$1.7 million and increasing
- Pipeline Qualified at \$ 6.1 million
- Specialising in delivery of E-planning and Asset Management Services, Business Intelligence
- 3 Core Products own IP
- Niche Market Player State and local government





# Sirius Group Customers and Partners

Customers



*Dedicated to a better Brisbane*

Partners



Partner



*building our future together...*



# Challenges

- Group lacks scale & critical mass
- Organic Growth alone not enough
- New Orders and process time frame delays impact group
- Long Sales cycles and customer delays impact group
- Senior debt finance still difficult to Secure
- Difficult to maintain guaranteed profitability
- Broker & institutional investor research not available



## Next 12 Months

- Execute 2 phase of acquisition led growth strategy
  - Finalise current Acquisitions this FY
  - Aggressive prospecting for opportunities
- Retain & build recurrent revenue streams
- Retain Staff and Executive with New Incentive Program
- Attract New Investment (Financial)
- Maintain focus on increasing shareholder wealth
- Raise Capital to fund working capital requirements and acquisitions
- Complete Technology development and launch new products

# Sirius Corporation Limited

AGM Presentation

By

Frank Licciardello

Managing Director

*Growth despite adversity*



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