

CPT Global Limited

Business Update

March 2011



Presentation Summary

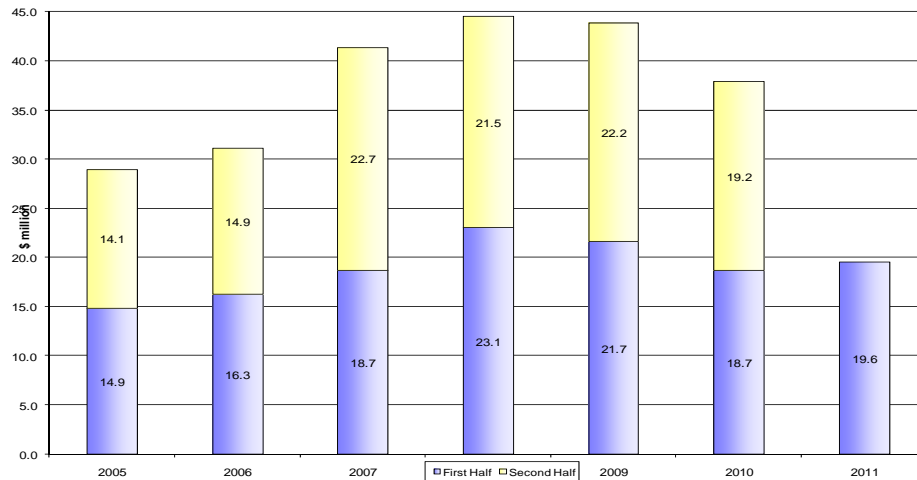
- Service Offerings
- Financials
- IT Market and CPT Business Mix
- CPT Growth Strategy
- Recent Performance
- International Opportunity Pipeline
- Outlook

Service Offerings

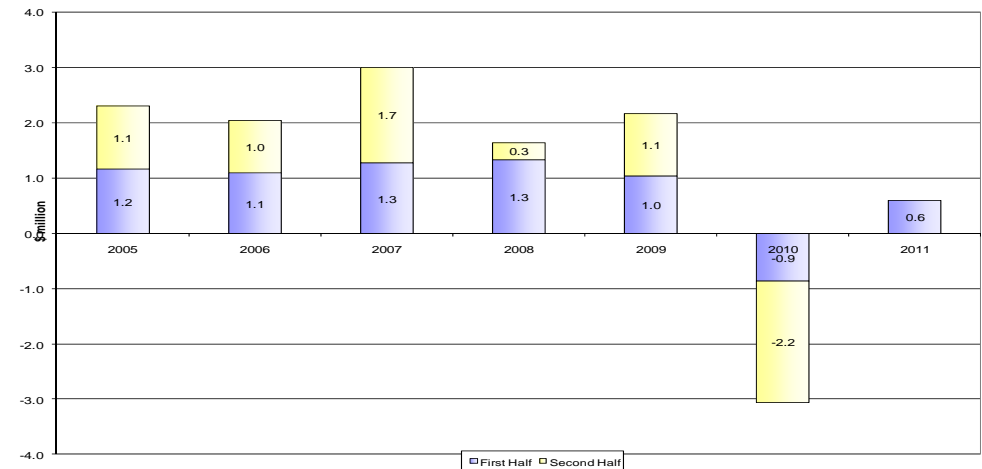
- Value Proposition
 - IT cost optimisation
- Services
 - Capacity Planning: Cost minimisation via IT capacity optimisation
 - Performance: Reduced running costs and maximisation of infrastructure lifetime
 - Testing: Ensure systems perform to expectations and targeted benchmarks
 - Management of IT: Optimisations of IT costs while ensuring alignment of IT to business strategy
- Service Model
 - Australia: Placement of expert IT services for large projects on the basis of a daily or solution rate
 - International: Three phase cost reduction approach
 - Phase 1 – Exploration of IT environment & assessment of potential savings, performed on a time & materials or fixed price basis (approx \$100k – \$150k revenue)
 - Phase 2 – Recommendation and implementation of efficiency improvements, with a fee charged based on basis of percentage of client savings (approx \$1m - \$3m revenue)
 - Phase 3 – Ongoing support ensuring efficiencies are maintained, performed on a time & materials basis (approx \$1m – \$2m revenue per annum)

Financials

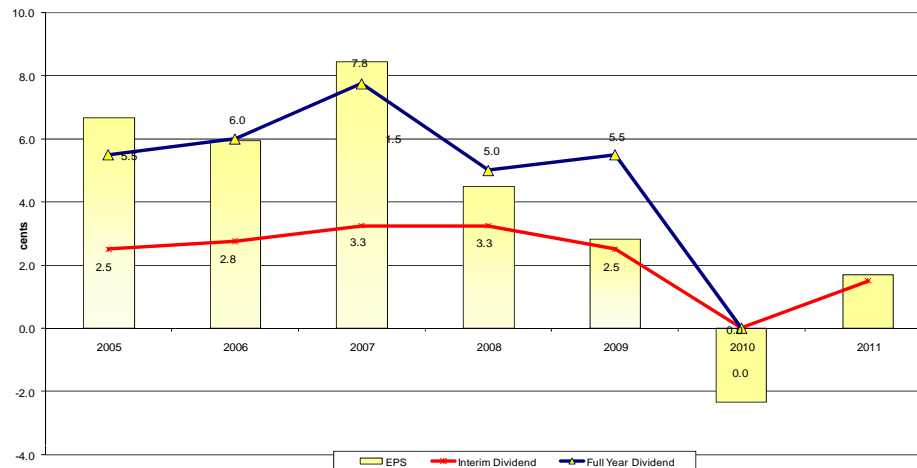
Revenue



NPAT



EPS & Dividends



Balance Sheet

\$ millions	FY 11	FY 10
Current Assets	\$11.8	\$11.7
Total Assets	\$19.8	\$19.8
Current Liabilities	\$6.0	\$6.2
Total Liabilities	\$6.4	\$6.7
Net Assets	\$13.4	\$13.1
Net Tangible Assets	\$6.1	\$5.7
Total Shares on Issue	36.7	36.7

IT Market & CPT Business Mix

- Global IT Spend
 - Australian IT is <2% of global IT
 - North America & Europe spend is > 60 % of global IT and is home to the largest companies which have “Super Data Centres”
 - Spending constraints are being lifted in North America and parts of Europe
- CPT Business Mix
 - Australia
 - Stable business, servicing approx 60 blue chip clients
 - Revenue of \$25 - \$28m p.a. at margins of approx 30%
 - Revenue predominantly time & materials or fixed price driven by headcount / solution
 - International
 - Growing business, servicing approx 30 Fortune 500 clients, mainly phase 1 with a growing phase 2 pipeline
 - Revenue of \$11m - \$14m p.a. at margins of approx 45%
 - Revenue predominantly success fee based, driven by client savings and then annuity
 - The larger the client, the larger the revenue from the same level of CPT effort (US banks can be 20 times larger than Australian bank in processing power)
 - Identification of 15% of mainframe computer usage savings per client in phase 1 and achievement of 19% in phase 2
 - Highly scalable and can be serviced remotely from Australia

CPT Growth Strategy

- CPT Growth Strategy
 - Australia
 - Continue steady growth focused on growing strategic client relationships
 - Grow Sydney operation through appointment of highly credentialed business development executive, focusing on blue chip companies and previous CPT clients
 - Continued enhancement of service offering to achieve a more solution based assignments
 - International
 - Cultivation of the \$52m+ pipeline to underpin business expansion of 50% - 100%+ revenue growth in 2-3 years
 - Margin expansion through increased scalability and more success fee based engagements
 - Increased annuity based engagements
 - Australia & International
 - Increased revenue on relatively fixed cost base

Recent Performance

- Continued with the development of the international business
 - Value proposition has gained overseas market recognition
 - European and North American companies are investing again
 - Established strong relationships with approximately 30 prospective clients and a further 40 companies which are showing interest in a CPT engagement
 - Opportunity pipeline is the strongest it has ever been
- Restructured and stabilised the Australian business
 - Reduced senior management, reducing costs and bringing CPT services closer to the client
 - Replaced a significant reduction in revenue from CPT's largest client through the establishment of 2 strategic accounts in the Financial Services sector and growth in Federal government accounts
 - Enhanced CPT's value proposition through targeted investment in intellectual property and broadening of service offerings (e.g. Cloud Computing)
 - Appointment of key executives with substantial IT industry experience

International Opportunity Pipeline

	Phase 1			Phase 2			Total		
	USA	Europe	Total	USA	Europe	Total	USA	Europe	Total
By Number (Clients)									
In Negotiation	1	4	5	3	3	6	4	7	11
Qualified	4	4	8	4	5	9	8	9	17
Opportunities	15	13	28	7	16	23	22	29	51
Total	20	21	41	14	24	38	34	45	79
By Value (Unweighed in Thousands)									
In Negotiation	100	400	500	3,000	3,600	6,600	3,100	4,000	7,100
Qualified	400	267	667	4,000	5,147	9,147	4,400	5,414	9,814
Opportunities	1,500	1,300	2,800	7,000	25,695	32,695	8,500	26,995	35,495
Total	2,000	1,967	3,967	14,000	34,442	48,442	16,000	36,409	52,409

Outlook

- **Australia**
 - Steady growth, with a focus on the Sydney market
 - Increased margin as consultants are moved from low margin account to standard CPT margins
- **International**
 - Aggressive growth over next 2 – 3 years based on proven value proposition and very strong opportunity pipeline
 - Increased margins (currently 45%+) through increased scalability and more success fee engagements
 - Establishment of annuity revenue stream for many clients
- **Opportunities**
 - The strong International pipeline may fuel more project starts than anticipated in the next 12 months
- **Risks**
 - Timing of international engagements: delays could force revenue growth to 2012