

# CPT Global Limited

## Investor Presentation Half Year Results FY2011 And Outlook

21 February, 2011



# Presentation Summary

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- CPT Global *Background*
- 2011 Half Year *Financial Summary*
- 2011 Half Year *Review*
- Market *Strategy*
- Market *Opportunities*
- 2011 Conclusion & *Outlook*

## Background



- Founded in Australia in 1993
- ASX listed in 2000 | **CGO**
- All services target IT cost reduction
- Industry based expert consultants | ~ **200**
- Global operations | **Australia, Europe & North America**
- Mixture of private sector and government clients

# IT Cost Optimisation

	<i>Service Line</i>	<i>Client Outcome</i>
<b>C</b>	Capacity	Minimise cost via optimised IT capacity
<b>P</b>	Performance	Reduce running costs and maximise lifetime of existing infrastructure
<b>T</b>	Testing	Ensure systems perform to expectations while optimising the testing costs

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<b>MIT</b>	Management of IT	Optimise the cost of IT while ensuring alignment of future business strategy
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# IT Management & Technical Consulting



- CPT Global has two main lines of business  
***IT Management*** and ***Technical Consulting***
- CPT's services are designed to deliver solutions to clients that enhance the ***control***, ***stability***, ***efficiency***, ***reliability*** and ***cost effectiveness*** of all IT functions
- Our ***IT Management*** business delivers this by providing strategic advice, IT governance and project management services
- Our ***Technical Consulting*** focuses on delivering our core competencies of Capacity Planning, Performance Tuning and Testing services via our network of over 200 ***Independent, Experienced*** consultants

# Service Offerings

Storage Services

Testing Services

Technical Consulting

Asset Management

IT Operational Governance

Solution Design and Architecture



Performance Tuning & benchmarking

Capacity Planning

Database Services

IT Management

Infrastructure Services

Cloud Computing Transition

## Global Operations and Offices

- **Australia - 60 clients**

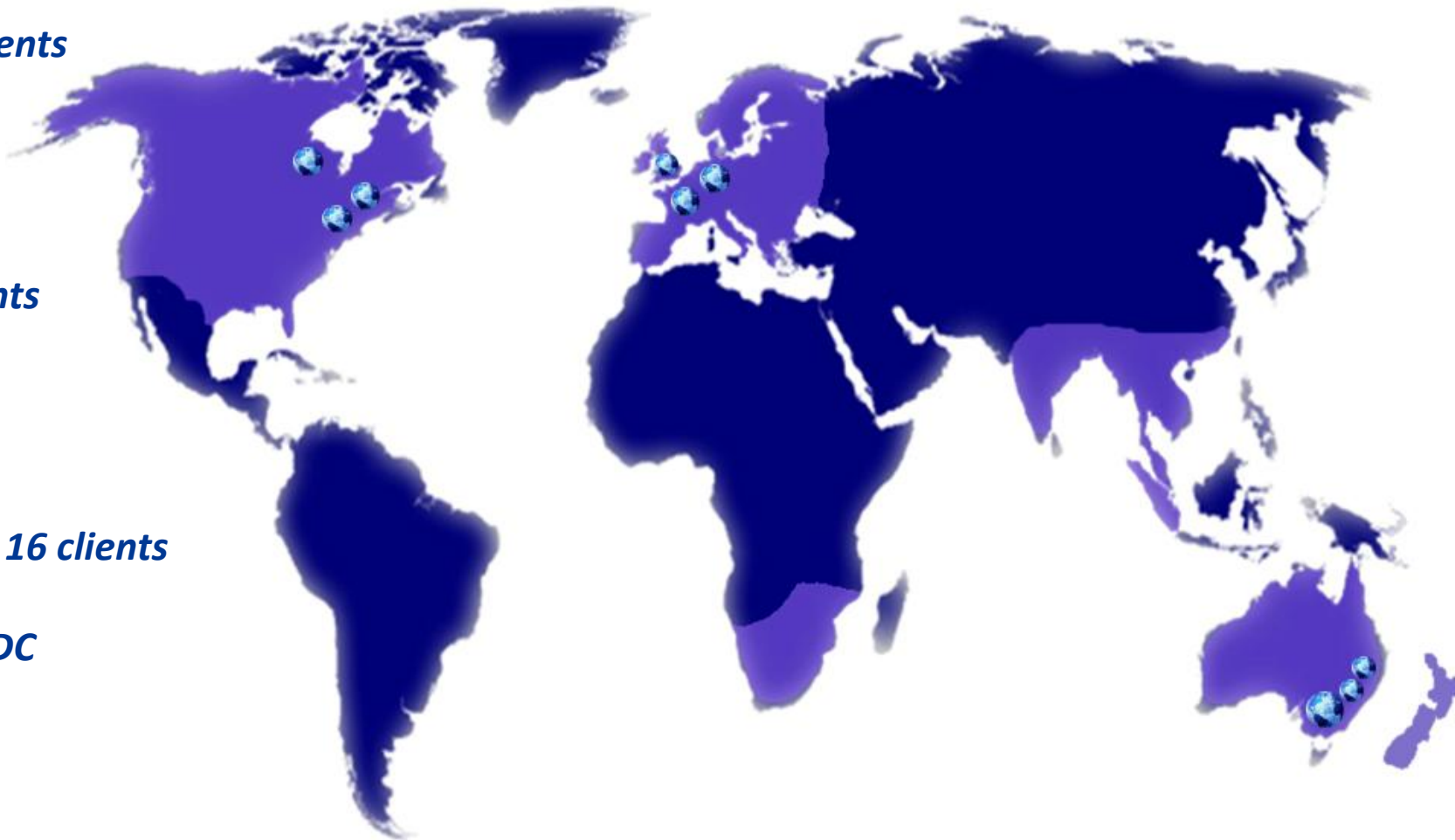
**Melbourne**  
**Sydney**  
**Canberra**

- **Europe - 15 clients**

**London**  
**Paris**  
**Munich**

- **North America - 16 clients**

**New York**  
**Washington, DC**  
**Toronto**



## Financial Summary

\$ millions	FY 11	FY 10	% Movement prior year
Revenue	\$19.6	\$18.8	4%
EBITDA	\$1.2	-\$0.7	271%
NPAT	\$0.6	-\$0.9	166%
EPS	1.7¢	-2.3¢	174%
Interim Dividend (fully franked)	1.5 ¢*	0.0¢	100%
Total Shares	36.7m	36.7m	0%

\*: The interim dividend is a distribution of 90% of CPT's after tax profit.

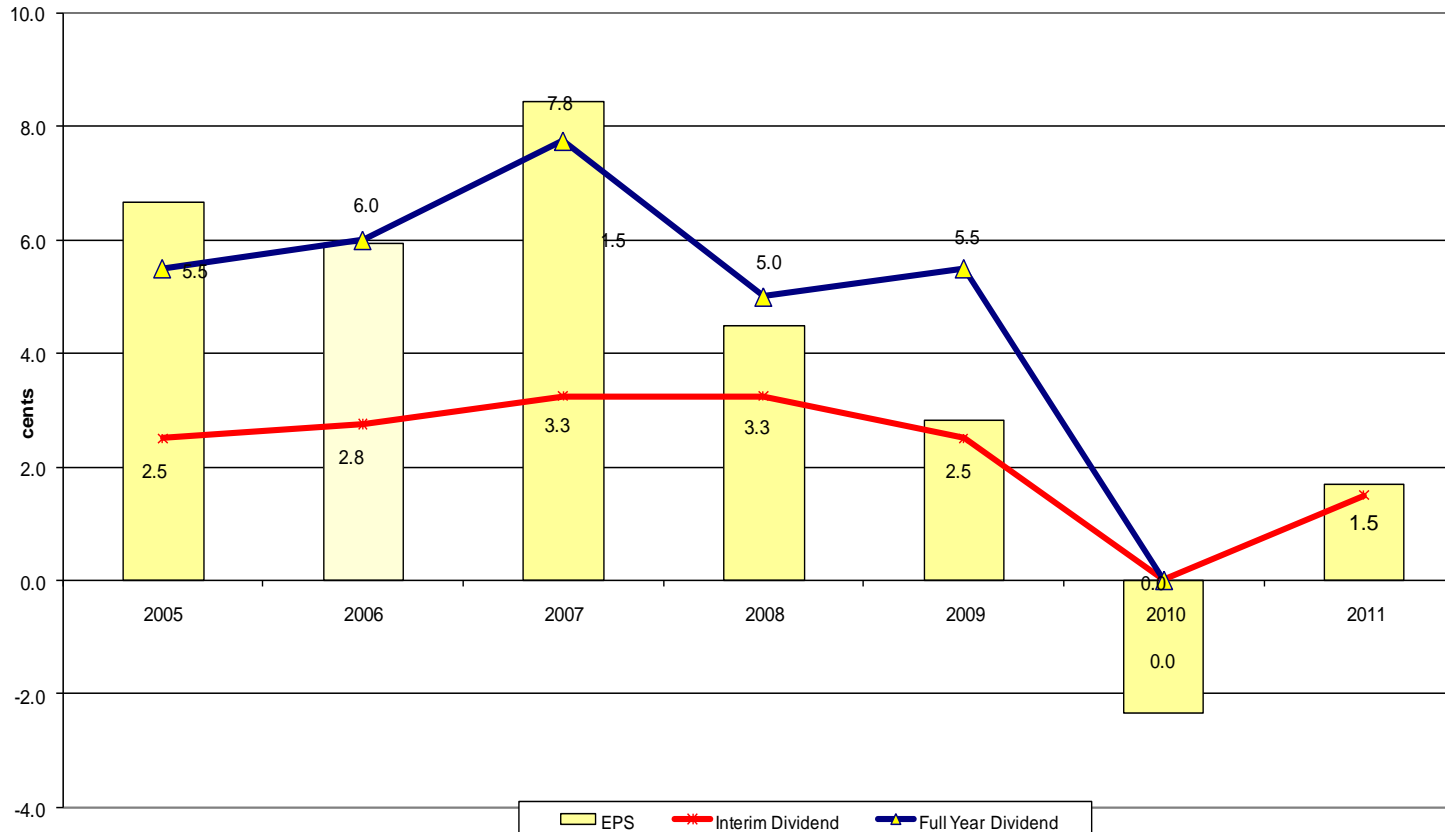


## Fy 2011 First Half – A Period of Consolidation

Now that the business has been restructured and business development activities have been actively pursued it's time for payback

- Signing of four major contracts (3 risk / reward & 1 fixed price)
- Renewal of two large annuity accounts, now in 5<sup>th</sup> yr
- Growth of key strategic accounts in Australian business
- Strengthened senior leadership team to focus on profitable growth
- Many large opportunities in pipeline expected to be signed in next 12 months
- Foundation for growth is now in place

# Financial Performance – EPS & Dividends



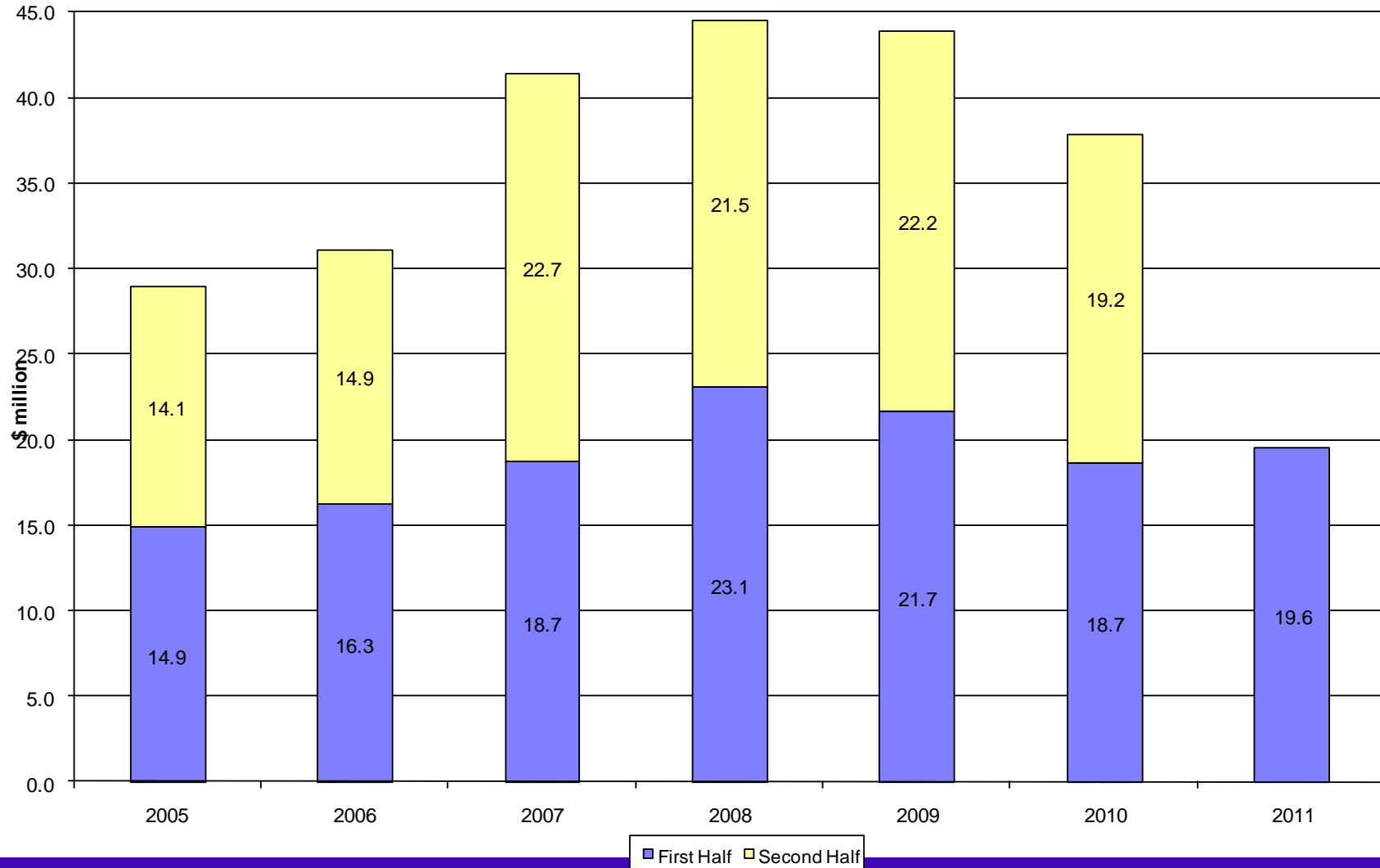
**Current Interim Dividend**

**Record Date:  
March 30, 2011**

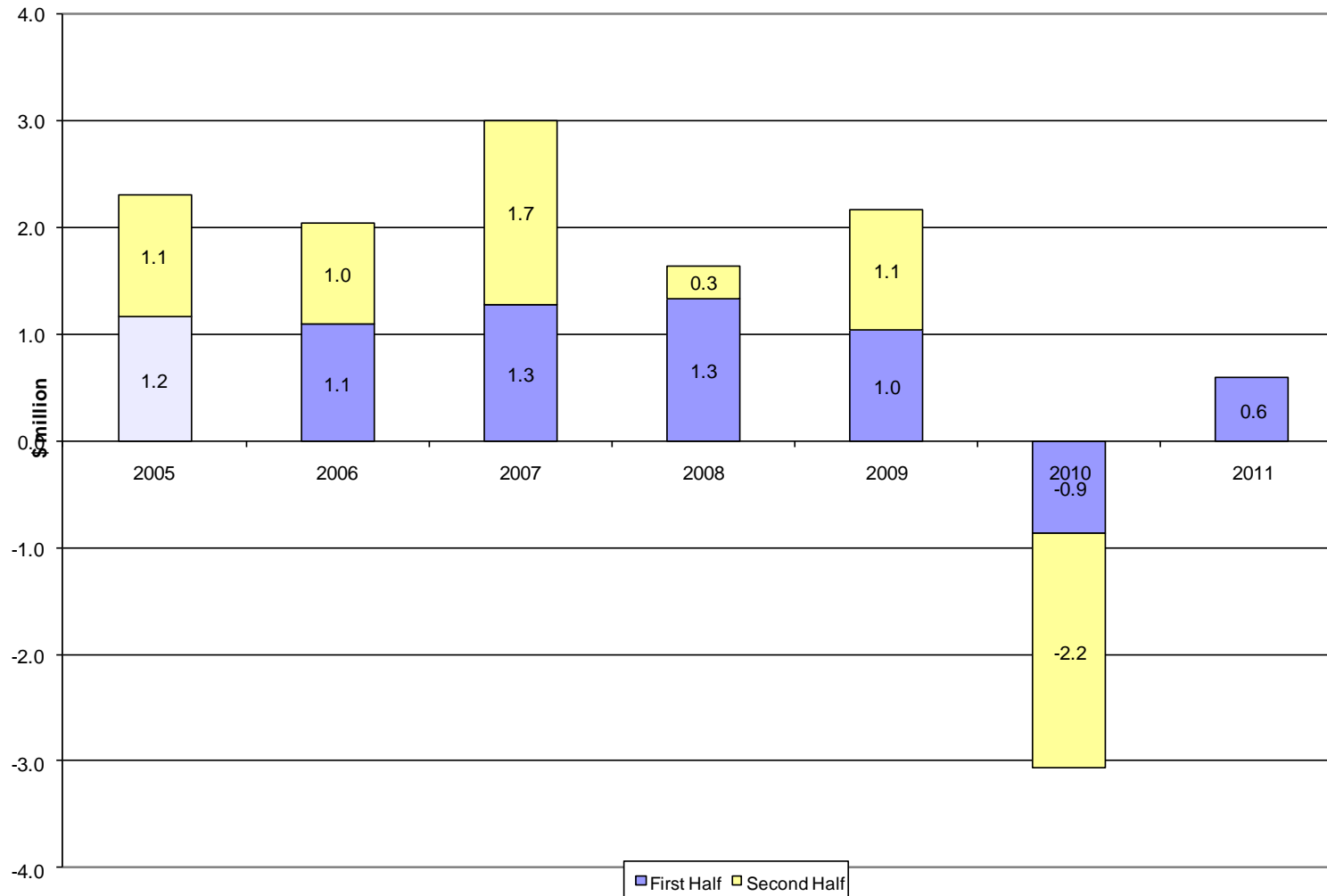
**Payment Date:  
April 15, 2011**

**100% franking for  
Australian  
Shareholders @  
30% tax rate**

## Financial Performance - Revenue



# Financial Performance – NPAT-Reported



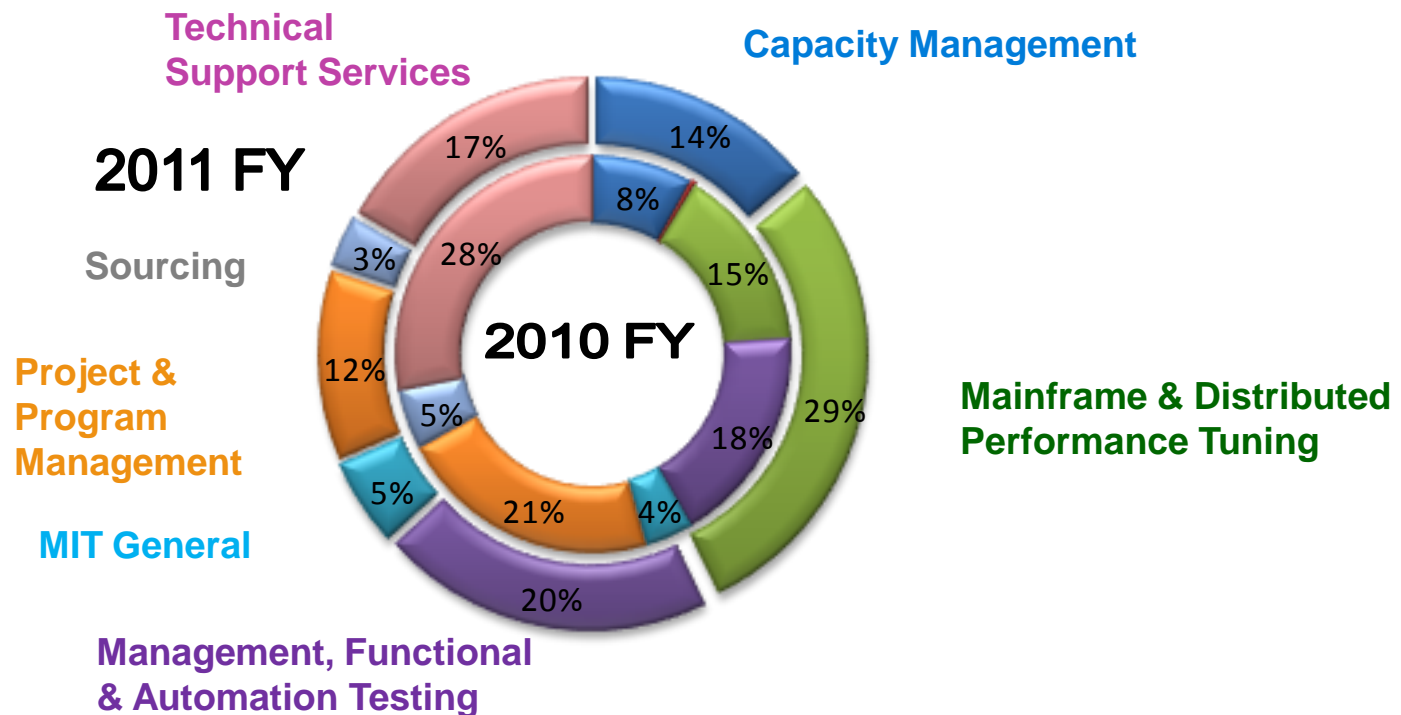
**Note:**  
**The 2010 NPAT**  
**includes a goodwill**  
**write off of \$2.4m**

## Balance Sheet

<b>\$ millions</b>	<b>FY 11</b>	<b>FY 10</b>
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

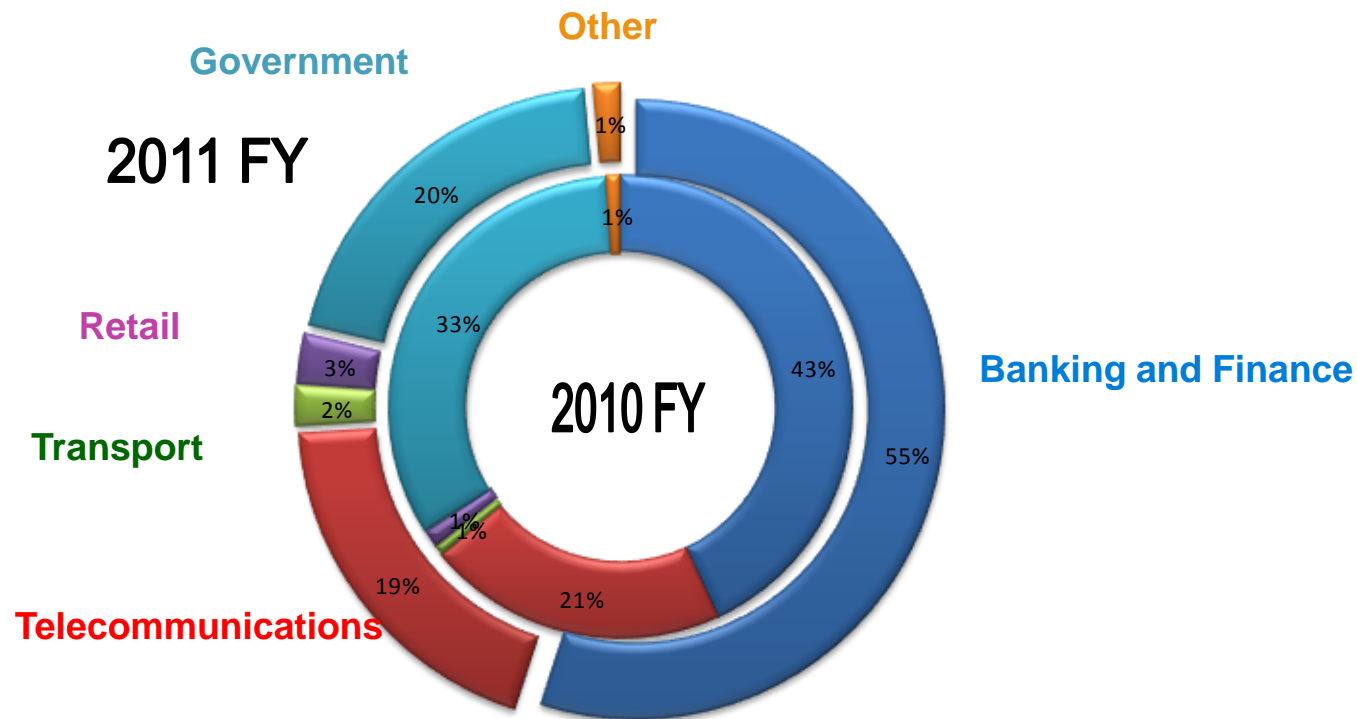
## Revenue | Line of Business

Globally, there is a significant shift in CPT's revenue base from technical support and project & program management to capacity management and performance tuning. This is in line with CPT's value proposition and is expected to be the basis of further growth.



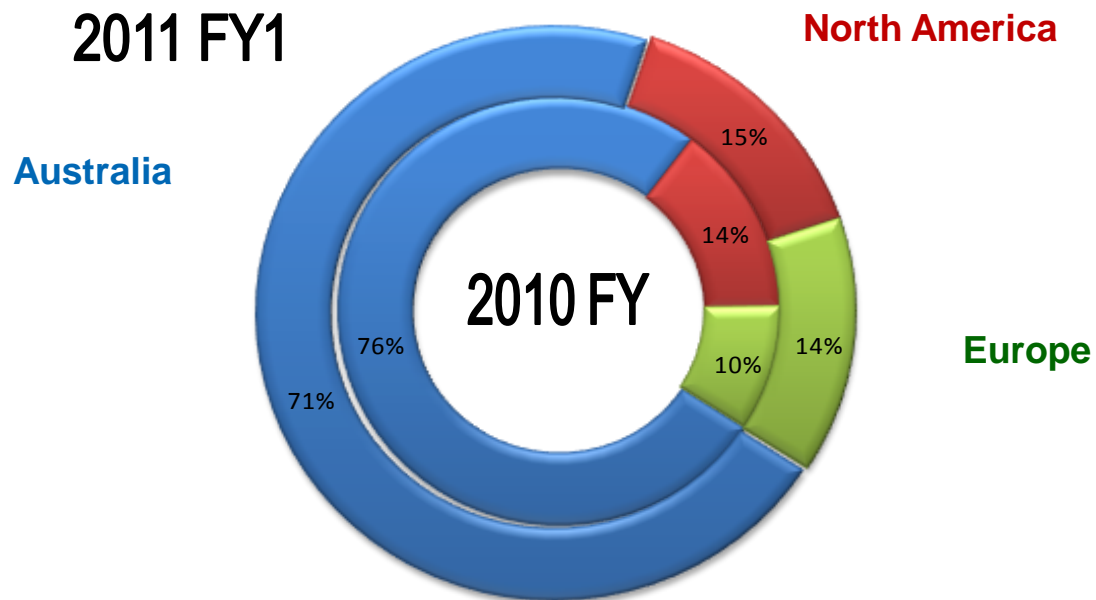
## Revenue | Sector

There is a significant shift away from the telecommunications sector to banking and finance due primarily to the establishment of 2 new strategic accounts. CPT has 3 global telecommunications clients (one in Australia) and 7 Banking & Finance clients (4 in Australia)



## Revenue | Region

The international business continues to grow as a percentage of global income as CPT targets multinational companies with large computer installations. This is where CPT's value proposition is best exploited.





## 2011 First Half Review | Australia

### *Key Challenges & Focus Areas*

- Continued wind down of major project at CPT largest Australian client (49% PCP client revenue decrease)
- Establishment of key strategic accounts
- Refinement of intellectual property and service offerings
- Reduce costs and target efficiency improvements
- Expanding presence in NSW market

## 2011 First Half Review | Australia

### *Key Achievements*

#### *Revenue: \$14.2m vs m \$13.9m PCP*

- Establishment of 2 strategic accounts in the Financial Services sector
  - Increasing revenues from these clients by more than 120% on PCP
  - Establishing solid foundation for continued growth
- Extension of CPT presence in Federal government accounts resulting from CPT's appointment to key government panels, achieving approximately \$1m of revenue from new government clients
- Protected revenue stream from significant reduction of revenue earned from previous largest client, by expanding footprint in many accounts
- Improved consultant utilisation and reduced excess cost
- Enhancement of 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 to implement the strategic plan

## 2011 First Half Review | International

### *Key Challenges & Focus Areas*

- Client delays on discretionary budgets
- Capitalising on past business development investments
- Converting clients from phase 1 projects to the lucrative phase 2 risk / reward engagements
- Foreign exchange impact

## 2011 First Half Review | International

### Key Achievements

#### Revenue: \$5.4m vs \$4.9m PCP

- Signing of 4 large performance optimisation contracts (3 risk / reward & 1 fixed price), all of which will lead to long term revenue streams
- Renewal of 2 long term contracts with CPT's 2 largest international clients
- Establishment of operations in France and Canada
- Re emergence of previous North American clients seeking cost savings
- Provision of continued Cost Reduction engagements to major clients in Germany and France, generating significant interest in these markets
- Establishment of CPT's strongest ever opportunity pipeline

*During the period, CPT successfully assisted La Banque Postale (a major French bank) in taking control of its mainframe consumption growth. La Banque Postale said "CPT Global's approach works on both a technical and business level . . . .La Banque Postale has clearly benefited from a return on its investment".*

## Growth Strategy

### ***Build reputation in the market***

- Experts in capacity planning, performance tuning and IT management
- Use reputation to establish more strategic client relationships and reduce reliance on previous largest client

### ***Target growth in multinational companies with large computer installations***

- Continued investment in client relationships
- More risk / reward engagements to support margin expansion

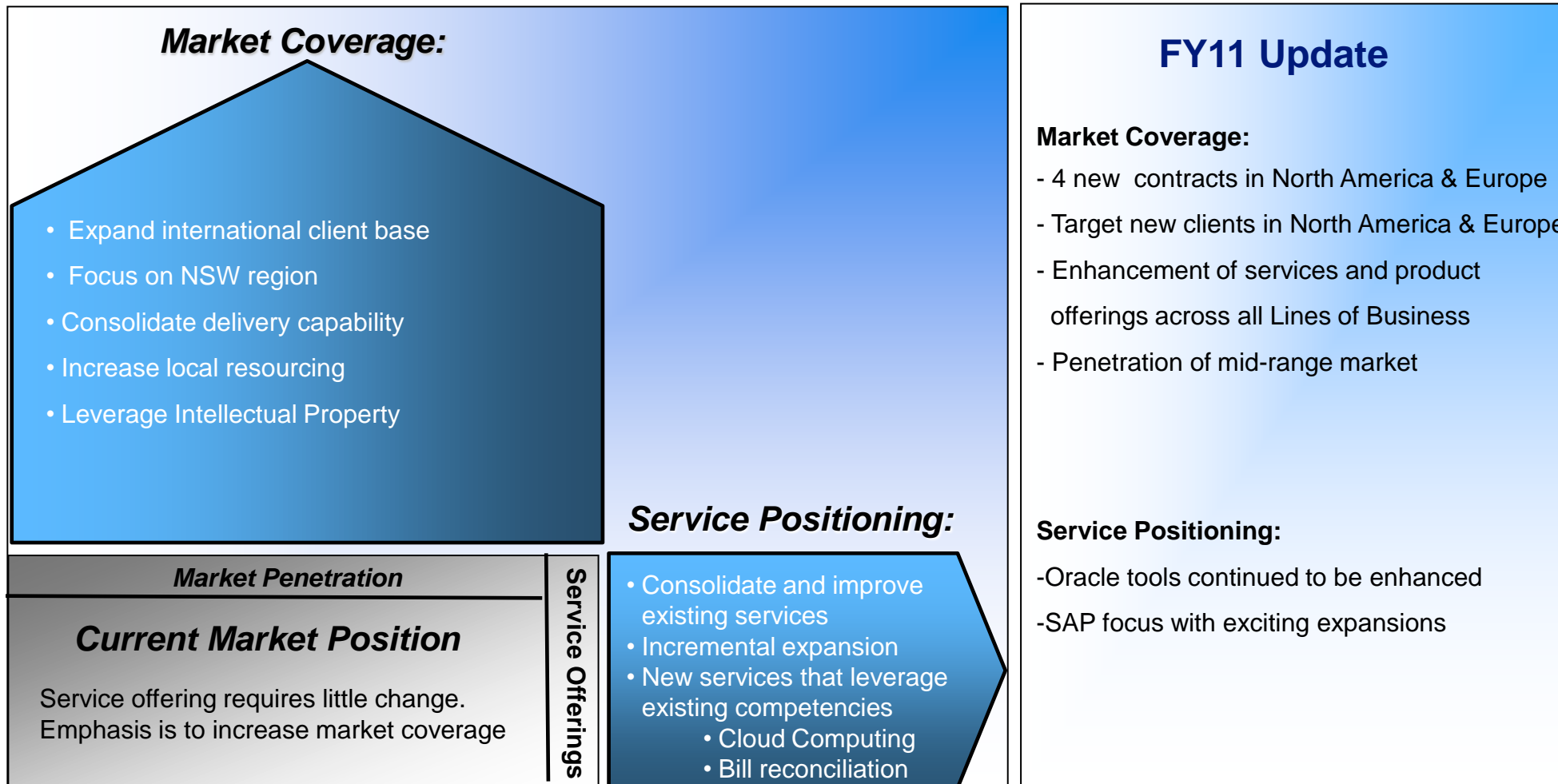
### ***Sydney market expansion***

- Appointment of Sydney General Manager
- Target blue chip companies and previous CPT clients
- Extend footprint at existing clients
- Re establishment of resource pool

### ***Leverage operating efficiencies***

- Improve business process and reporting systems

# Future Market Positioning



# Global Data Centre Optimisation - Opportunity



## Opportunity

- Optimisation is key to controlling costs
- Data Centres are constantly evolving and growing (four fold increase since 2001)
- CPT has IP and staff to undertake role on a global basis
- **Potential**
  - Approx worldwide MIPS is 14million \* \$2000 per MIPS = \$28B annually spend
    - Currently engaged with 3% of global usage
    - CPT Pipeline is focused on an additional 4% of global usage
- **Scalability**
  - CPT growth is not limited by number of consultants

## Key Opportunities in 2011 - Australia

- Increased government opportunities with the appointment to supplier panels
- Continued expansion of footprint in Financial Services sector
- Establishment of CPT's Cloud Computing service offering
- Greater presence in NSW market
- The commencement of the National Broadband Network



## Key Opportunities in 2011 - International

- Commencement of new optimisation engagements in Europe
- Move from Phase 1 engagements to the larger more profitable Phase 2 engagements
- New European engagements in Banking, Car Manufacturers and Insurance
- Continued growth in our North American market covering new clients as well as additional services at existing clients
- Commencement of contract at one of the largest U.S health insurance provider , an area of U.S government focus
- Canadian clients continue to demonstrate promise on the back of five 2010 initial POC engagements

## Conclusion and Outlook

- **First Half: A period of consolidation**
  - Australian operations have steadied. Improved performance protected CPT from the impact of a significant reduction in CPT business in its former largest client
  - International operations are starting to benefit from past business development activities through the signing of 4 large contracts
- **Second Half: Sowing the seeds for growth**
  - Growth is expected through new International engagements and higher margins achieved on risk / reward projects (moving from Phase 1 to Phase 2 contracts)
  - The Australian operation will see a further reduction in CPT's presence at its former largest client being offset by continued growth in the existing client base
  - The foundations will be set for growth in Sydney
- **FY 2012 and Beyond: Well positioned for growth**
  - New International engagements will create a solid foundation for growth and increased margin
  - Australian operation will have replaced its largest client with many strategic clients
  - CPT's presence in Sydney will have grown through 2<sup>nd</sup> half contract wins