

### **ASX Market Announcements Office**

### **Sirius Corporation Limited**

### **Annual General Meeting**

**21<sup>st</sup> November 2012**: Sirius Corporation Limited (ASX: SIU) advises the following in relation to the 2012 Annual General Meeting (AGM) of the shareholders of the Company which is to be held this afternoon in Melbourne:

1. Managing Director/ CEO Presentation

Attached for release to the market is a copy of the power point presentation to be given by Mr A Onsley at today's Annual General Meeting of shareholders.

2. Withdrawal of Resolution No. 5 – Approval for the issue of Ordinary Shares to The Maestro Corporation Pty Ltd.

In the announcement to the market dated 2 November 2012 the Company advised that in relation to Resolution No. 5 it had an application pending with the ASX for the waiver of the 3 month time limit for the issue of shares. The Company has been advised that the Listing Committee has declined to grant the waiver sought by the Company.

As such, Resolution No.5 is not able to be put for '...the purpose of ASX Listing Rule 7.1...' and will be withdrawn at the meeting.

#### **END ANNOUNCEMENT**

For further information, please contact:

Tony Onsley, Managing Director & Group CEO, mobile: +61 400 868 667 Rajiv (Raju) Parrab, Non-Executive Chairman, mobile:+61 0412 999 868

#### About Sirius Corporation Ltd (ABN:94 050 240 330)

Sirius is a long established corporation that provides group ownership, group leadership, strategy and oversight to a number of wellestablished and expanding software and service enterprises. The current organisations include Asset Management (Pinnacle &AssetMaster), which provides innovative asset management solutions for government and industry (technology and business expertise), Open Council, Planning &eServices (InfoMaster) which provides leading online technologies, products & services for local government planning and customer services, and Sirius Managed Services (SMS) which provides fax streaming & call centre support. <a href="https://www.sirius.com.au">www.sirius.com.au</a>.



## **Sirius Corporation Limited**

\_ (ABN 94 050 240 330)

**Annual General Meeting** 

**21 November 2012** 

Managing Director AGM Presentation to Shareholders



# **The Sirius Group**

	Asset Management	Planning & eServices	Sirius Enterprise Group	
Brands	Pinnacle AssetMaster	MasterView MasterPlan Open Council MasterBuild (NZ)	PEIAT Sirius Mobility Sirius Managed Services	
Products/Services	Software Professional Services Project Management Solution Hosting Business Process Consulting	Software Professional Services Project Management	Software/SaaS Infield worker solutions Environmental Assessments Fax & Messaging	
Primary Market Verticals	Local Govt. Infrastructure Property Health Care	Local Govt.	Local & State Govts. Environmental consultants & engineers	
Clients	110	61	10	



### **2011/12 Overview**

### **Financial**

- FY Revenue up 60% to \$5.956m
- Revenue received in advance increased 22.7% to \$1.76m
- FY EBITDA \$(1.23)m, marginally better than prior year
- H2 EBITDA positive \$50k and significant improvement from the same period last \$(1.27m)
- Completion of non-renounceable rights issue in December 2011 raising \$1.596m
- R&D grants \$534,000 received for the 2010/11 financial year

### **Operations**

- Completion of Pinnacle acquisition September 2011
- Development & Launch of Open Council
- Established Finance shared services.
   Stream line of finance and IT processes and outsource of payroll
- Reduced occupancy costs, reduced IT support costs for Sirius Managed Services
- MasterPlan 3, MasterBuild (NZ) & PEiAT launched/released
- New contract wins with Western Water,
   SEROC, Carbon Conscious & Town of
   Gawler
- High client retention, underpinned by annual licence and support fees



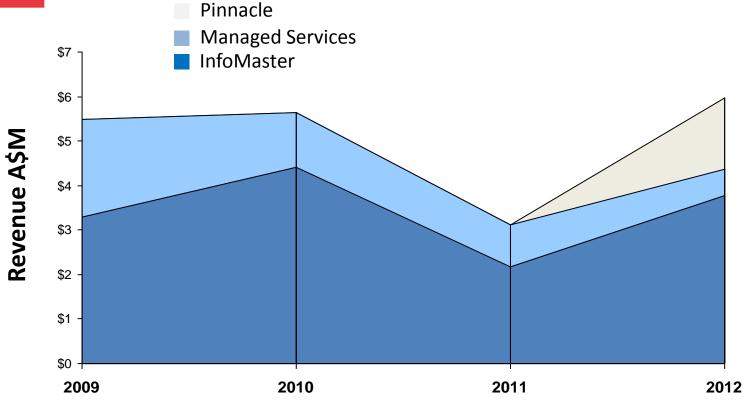
### **Full Year Results**

	Financial Year 2011		Financial Year 2012		Total	Total	
	H1 2011	H2 2011	H1 2012	H2 2012	FY 2012	FY 2011	% Change
Revenue	2,131,333	1,583,775	2,553,856	3,412,248	5,966,104	3,715,108	60.6%
EBITDA	( 120,381 )	( 1,268,539 )	(1,279,917)	43,251	(1,236,666)	(1,388,920)	-11.0%
EBIT	( 970,600 )	( 4,171,332 )	(1,626,427)	(390,176)	(2,016,603)	(5,141,932)	-60.8%
NPAT	( 970,600 )	( 4,171,332 )	(1,690,348)	(510,365)	(2,200,713)	(5,141,932)	-60.8%

- Revenue growth underpinned by Pinnacle acquisition and new client contracts with InfoMaster
- H2 profitability improvement from cost containment and stronger revenue generation
- Pinnacle did not achieved expected profit results
- InfoMaster while growing revenue by 18.5% (excluding R&D) did not achieve expected profit results



## **Revenue by Business Unit**



- Highest group reported revenue from operations since 2006
- Year on year reported group revenue growth 60.6%
- InfoMaster revenue growth 18.5%, excluding R&D grants
- Revenue received in advance increased 22.7% to \$1.76m
- Sirius Managed services revenue continues it's downward glide path, down 35.5% versus prior year.
   Focus on cost management to maintain profitability



## **Revenue by Service Analysis**

(excluding R&D Grants)



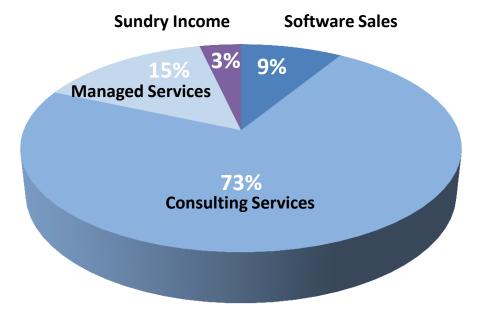
Sundry Income Software Sales

7% 4%

Managed Services

70%

Consulting Services



- Pinnacle hosting services has contributed \$380k to managed services revenue, offset by SMS decline
- Software sales increased 240% to \$479k
- Consulting services revenue growth of 15.2%



# **Looking Forward**

### 4 key elements to the plan

### **Stabilise & Improve**

- Tightly manage costs & cash flow
- Continuously streamline and improve internal processes
- Implement a disciplined approach to business acquisition, deliver new business
- Improve client retention, & satisfaction - optimise our client base
- Implement robust technology development project management & QA processes
- Establish and maintain standardised policies and procedures across the group
- Retain Microsoft gold partner status
- Strengthen corporate governance framework

### **Build the Foundations**

- Grow the business (revenue) by double digits
- Deliver positive EBITDA in Y1, target industry benchmarks
- Eliminate current debt
- Retain 100% of our current customers
- Bring the asset management businesses under one management structure
- Establish a clear product and technology road maps
- Research industry best practice, identify relevant practices and benchmarks and implement initiatives
- Install a strategic planning framework

#### **Grow & Extend**

- Commercialise products and services from the core business
- Enter new market sectors & geographies
- Explore new technology opportunities through partnering and reseller
- Build a culture of innovation. Establish the Sirius Innovation Advisory Committee
- Recommence evaluation of acquisition opportunities

### **People & Culture**

- Align our people and culture
- Empower people to share resources and ideas
- Attract and retain the best talent
- Implement a learning and development program
- Install a common performance management process
- Put in place an appropriate incentives to reward performance that are aligned with business objectives
- Establish and execute an effective investor & stakeholder communication plan



## **Thank You**