



Focus to create value

Annual General Meeting 2009

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Disclaimer

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FY2009 highlights

- ❑ Under the most challenging globally times, achieved best bottom line performance during the last 6 financial years
 - ✓ Purchase orders worth of **\$5.7 M AUD**
 - ✓ Organic growth increase **15%**
 - ✓ Gross profit margin **58%**
 - ✓ Reduction of company expenses **58%**
 - ✓ Company loss **\$3.7 M AUD** down from **\$13.7 M AUD**

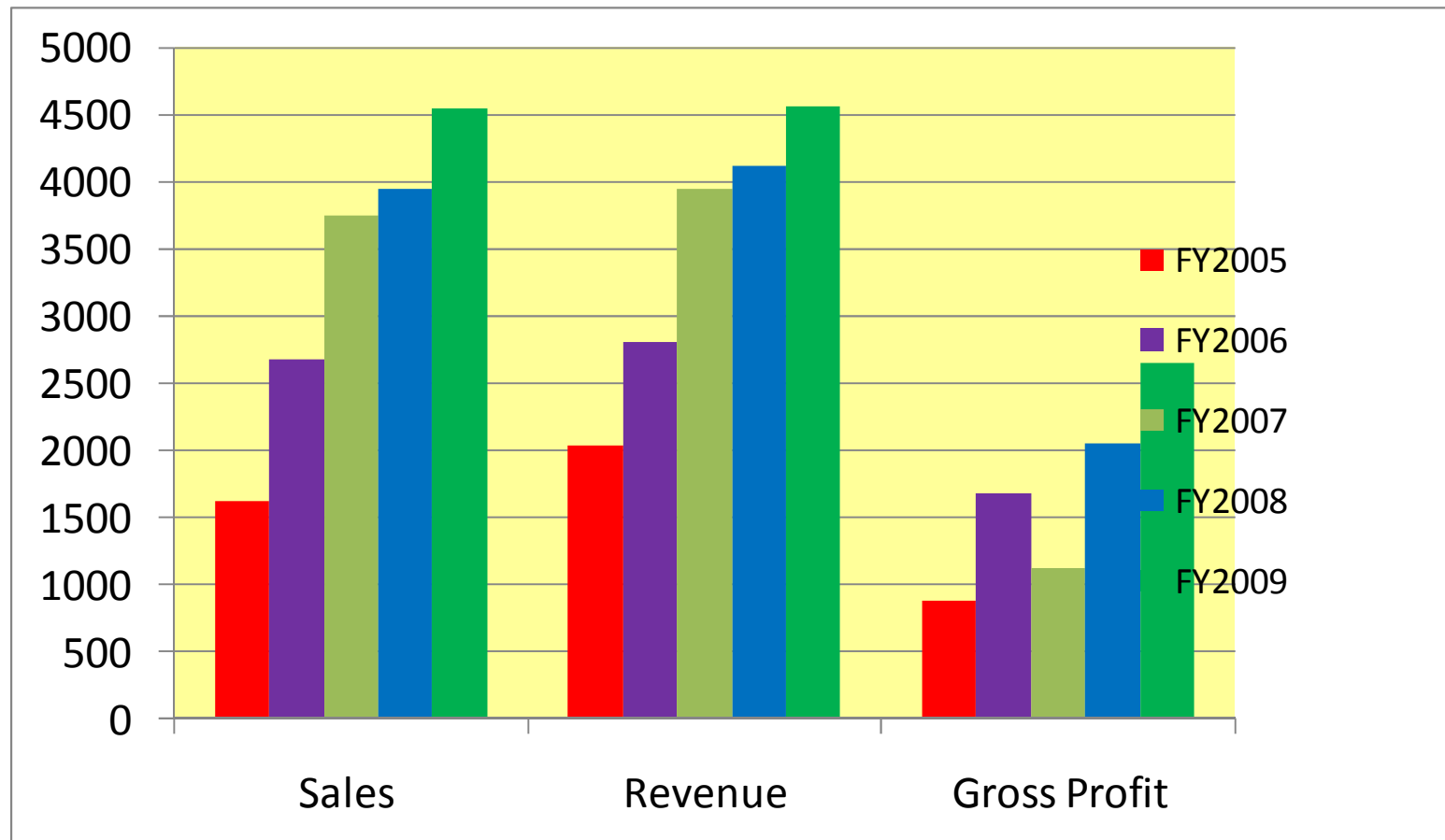
- ❑ Key drivers of the improved financial results
 - ✓ New business model impact
 - ✓ Business strategy and focused product sales
 - ✓ Effective cost-reduction and capital discipline
 - ✓ Key processes implementation for cost-efficiency

FY2009 highlights

- ❑ Under these globally challenging times, focus back on core business, understand fundamentals and “grow as you go”.
- ❑ Global financial situation effected revenues and cash flow; significant revenue size projects frozen or postponed, sales cycle and payment terms extended.
- ❑ Improved performance through financial discipline, internal processes implementation and business model restructuring.
- ❑ Corporate/offices costs halved; move to smaller offices.
- ❑ Staff expenses reduced by 42% and group consulting/outsourcing costs more than halved.
- ❑ Organization with full P&L accountability.

5 - year overview

000's \$AUD



Sales: Organic growth
Revenues: Sales plus other income

Sales per product line

Access Control

92%

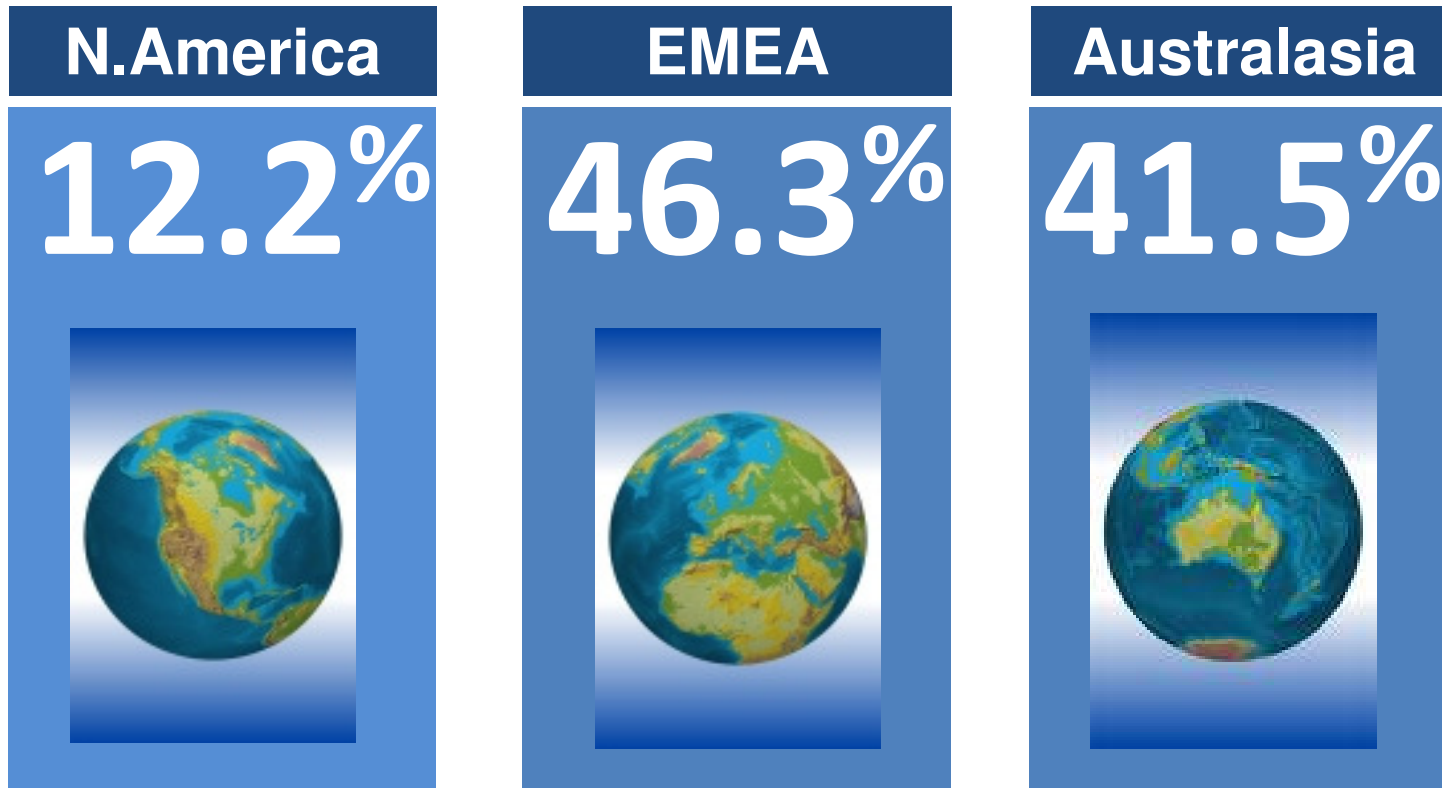


Other

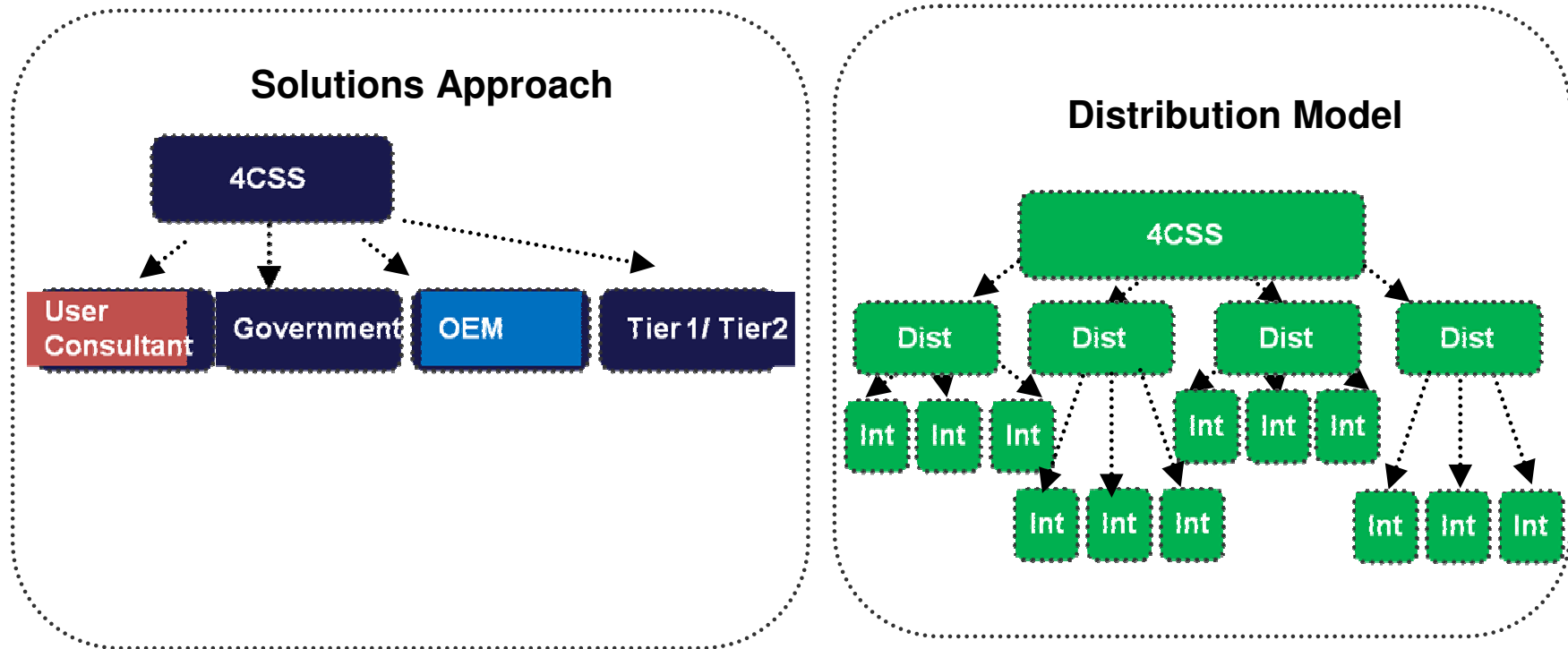
8%



Sales per region



Business model



**Moving from technology/product developer
to solution provider**

Technology and products

Access Control	Biometrics	CCTV/Surveillance	Other
<ul style="list-style-type: none">❖ SmaX❖ Readers❖ Smart cards❖ Alarming❖ Biometrics	<ul style="list-style-type: none">❖ Fingerprint❖ Iris❖ Indoor❖ Outdoor❖ Time & Attendance	<ul style="list-style-type: none">❖ Control Room❖ Cameras❖ Components	<ul style="list-style-type: none">❖ E-Purse❖ E-Vending❖ POS

- ❑ Core products resisting the market pressures
- ❑ Product upgrades are sought to match evolving market needs, including our integrated access control capabilities
- ❑ Open architecture platform to allow other products to interface to
- ❑ Looking at new generation products/solutions, per market requirements

A growth opportunity

- ❑ Security market growth continues; industry consolidation.
- ❑ Strong customer base, and significant pipeline.
- ❑ Focused product portfolio with good gross margins, resisting global market pressures.
- ❑ Improved performance and cash flow through financial discipline, processes, outsourcing/contracting, profitable sales and collection.
- ❑ Lean and flat organization, 2 staff only at HQ, a good team in place and knowledge-base; economies of scale, flexibility, efficiency.
- ❑ Group entities continue operating on their P&L.
- ❑ Build effective partnerships.
- ❑ Group focus on profitability.
- ❑ Creating value for our shareholders.

Questions & Answers