

# CPT Global Limited

**Annual Results to 30 June 2009**

**August 2009**

**Gerry Tuddenham  
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**CEO  
CFO**



## Performance Highlights

Global Revenue	↓ 1%
Australian Revenue	↓ 13%
International Revenue	↑ 43%
EBITDA	↑ 38%
NPAT	↑ 32%
Earnings per Share	↑ 31%
Dividends	↑ 10%
Staff #	↑ 6%

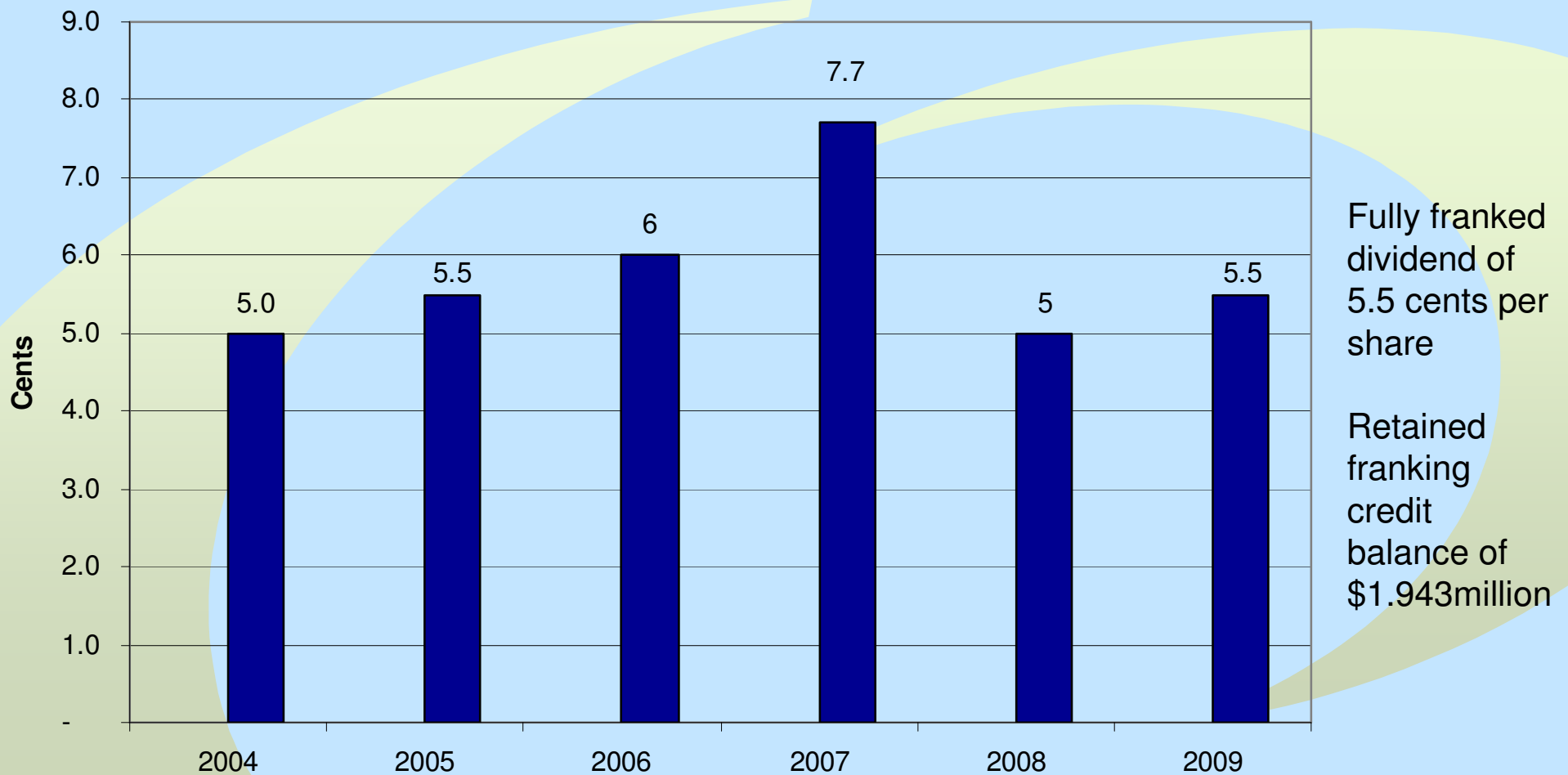
## Financial Summary

<b>\$ millions</b>	<b>FY 09</b>	<b>FY 08</b>
<b>Revenue</b>	\$43.933	\$44.549
<b>EBITDA</b>	\$4.105	\$2.969
<b>NPAT</b>	\$2.171	\$1.648
<b>EPS</b>	5.90 ¢	4.51 ¢
<b>Full Dividend (fully franked)</b>	5.50 ¢	5.00 ¢
<b>Final Dividend (payable 12 October 2009)</b>	3.00 ¢	1.75 ¢
<b>Total Shares on Issue</b>	36,786,364	36,856,364

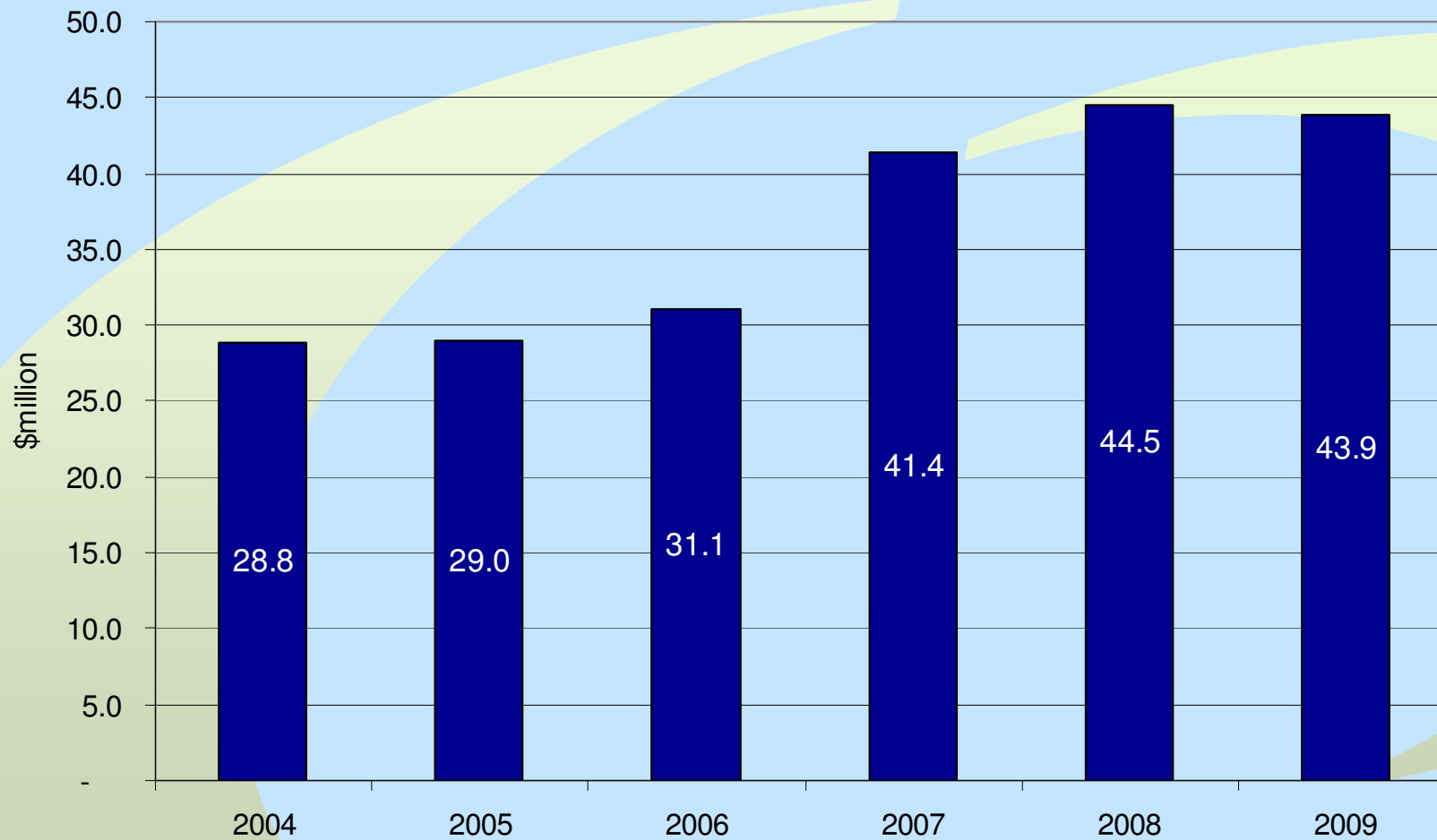
## 2009 Summary – A good year despite challenges

- Group Turnover stable with improved margins.
- Solid International Turnover growth of 43% at improved margins.
- Australian Turnover & Margins affected by economic downturn.
- International client base expanded whilst consolidating local client base.
- Continued focus on sustainable revenues via repeat business in all geographies by delivering client side service excellence.
- Appointment to GSA Government service panel in the USA.
- Conversion from Risk/Reward to annuity base within our largest European client.
- Risk/Reward success with Tesco and signing of major French Bank.
- Maintaining workforce levels and collective IP despite economic pressure.
- Expansion of mid-range services and expertise (SAP and ORACLE)

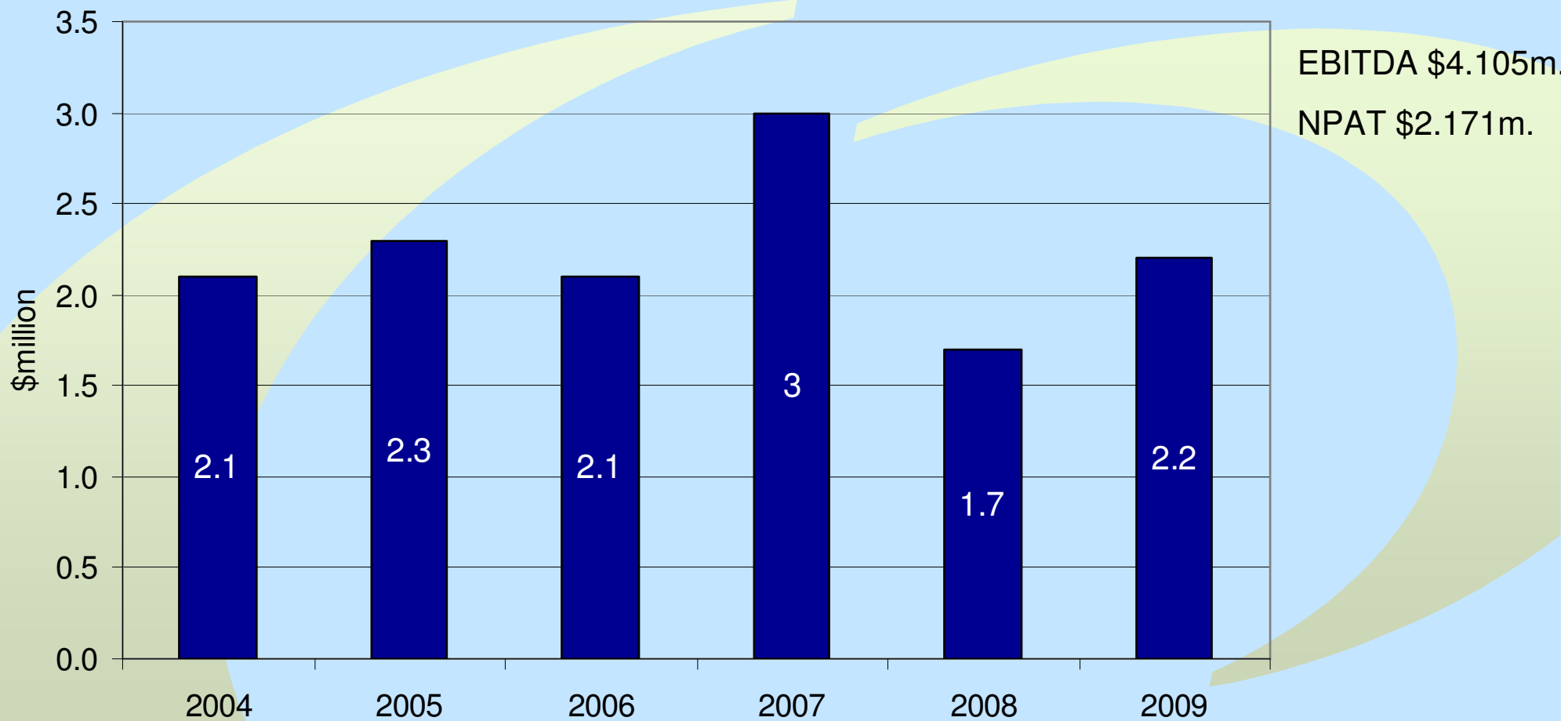
## Financial Performance – Dividends per Share



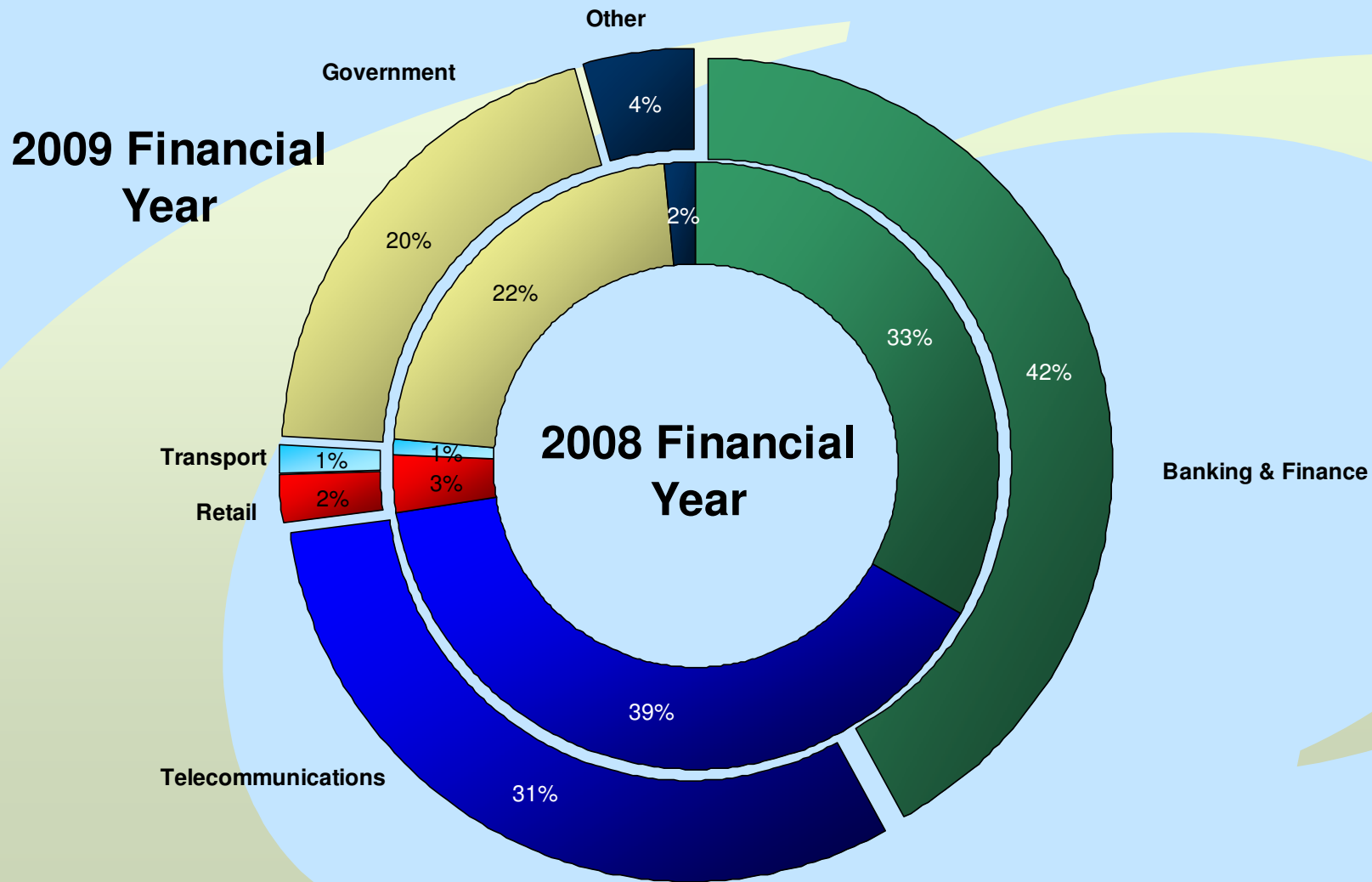
## Financial Performance - Revenue



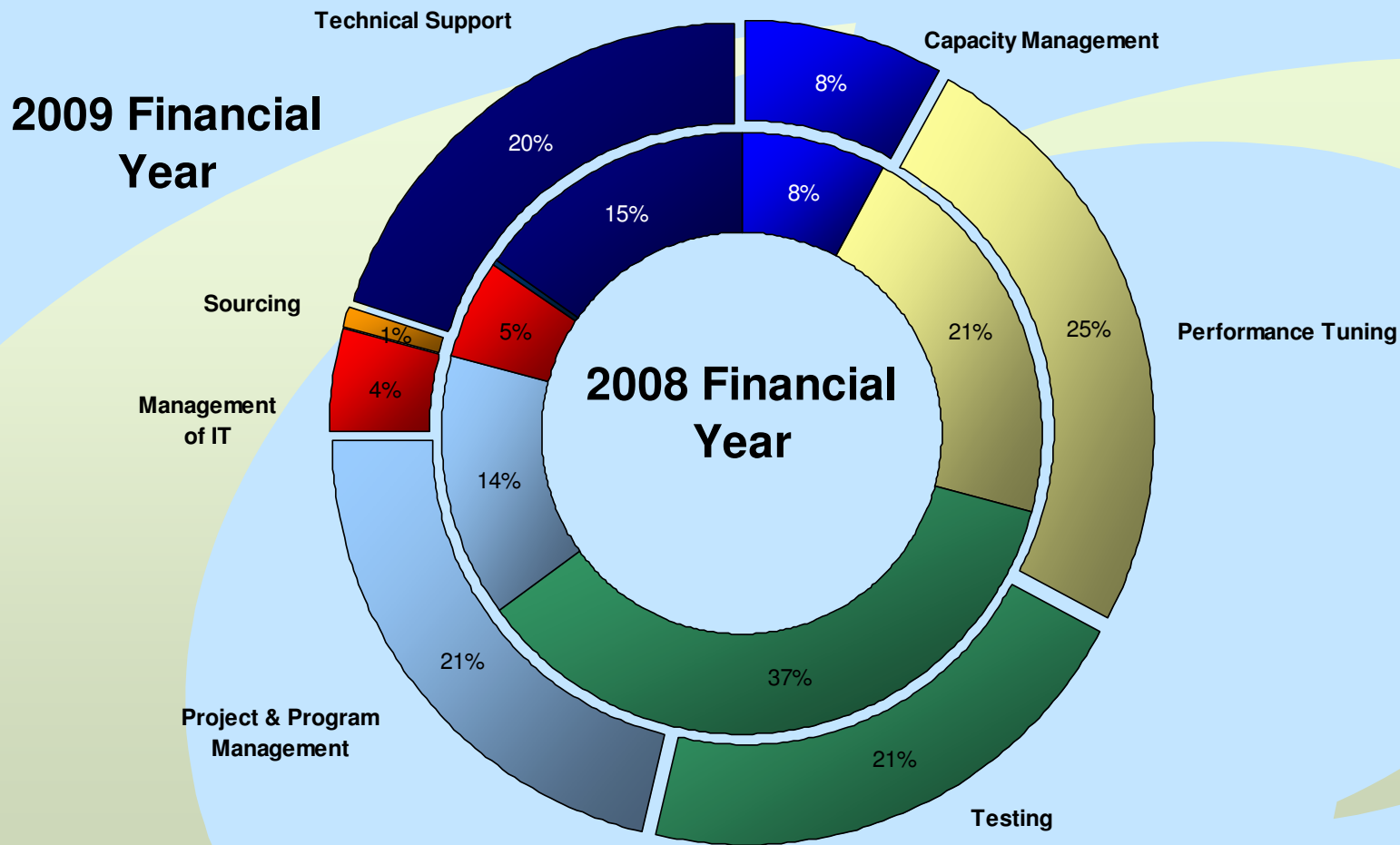
## Financial Performance – Net Profit after Tax



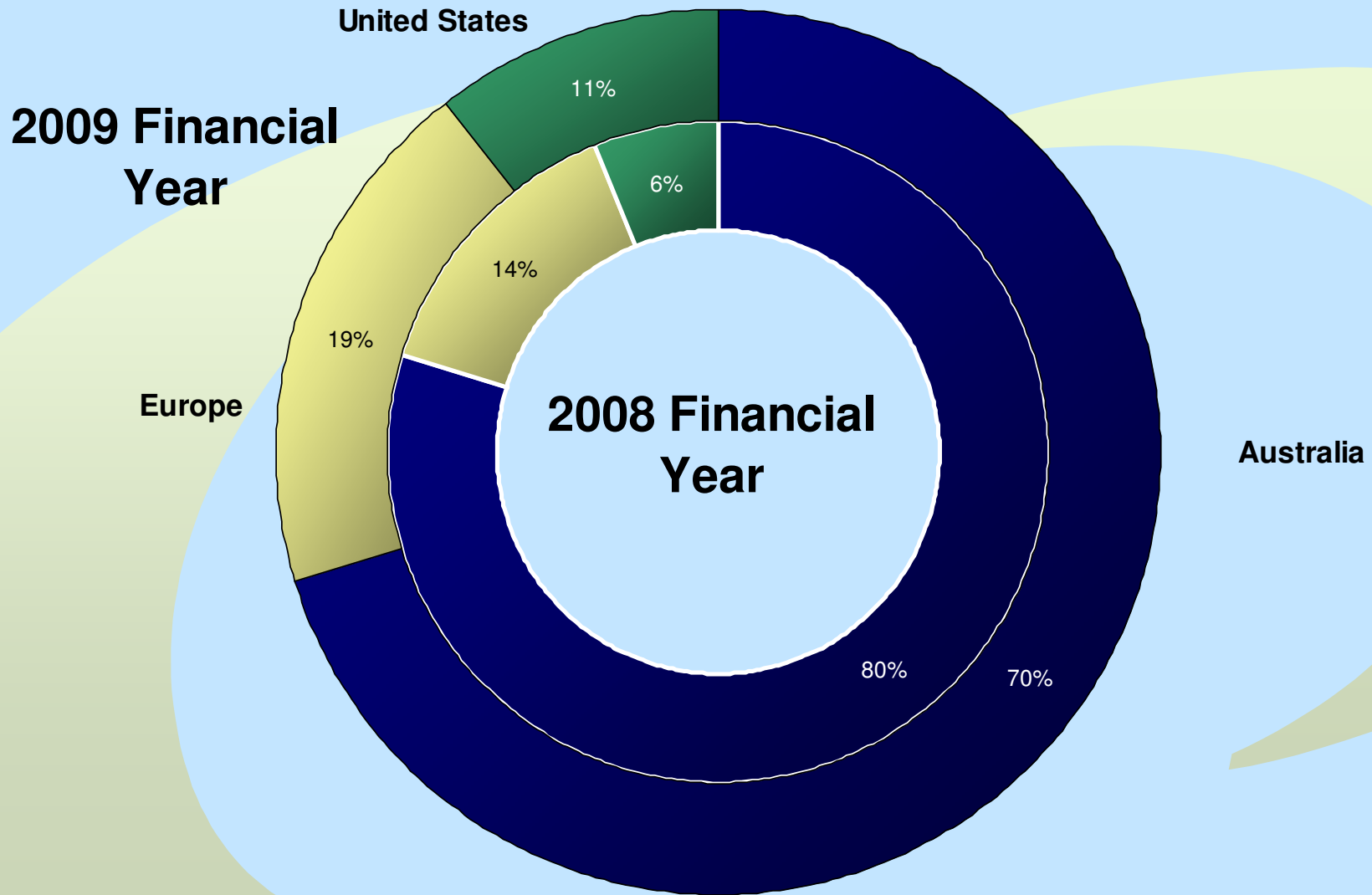
# Revenue by Sector



# Revenue by Line of Business



# Revenue by Geographic Location



## Line of Business and Revenue Sector

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- Banking & Finance portfolio has grown due to signing of large French Bank.
- Telecommunications remains a cornerstone in Australia.
- Appointment to USA Government Service panel will enhance prospects for growth in Government Sector.
- A well balanced Sector portfolio remains critical to our risk profile.
- Development of Oracle tools continues.
- Focus on SAP with European clients.
- Focus on expanding mid-range services.
- Green IT and environmental benefits of CPT services being incorporated into services.
- Solid growth in Australian State and Federal Government sectors.

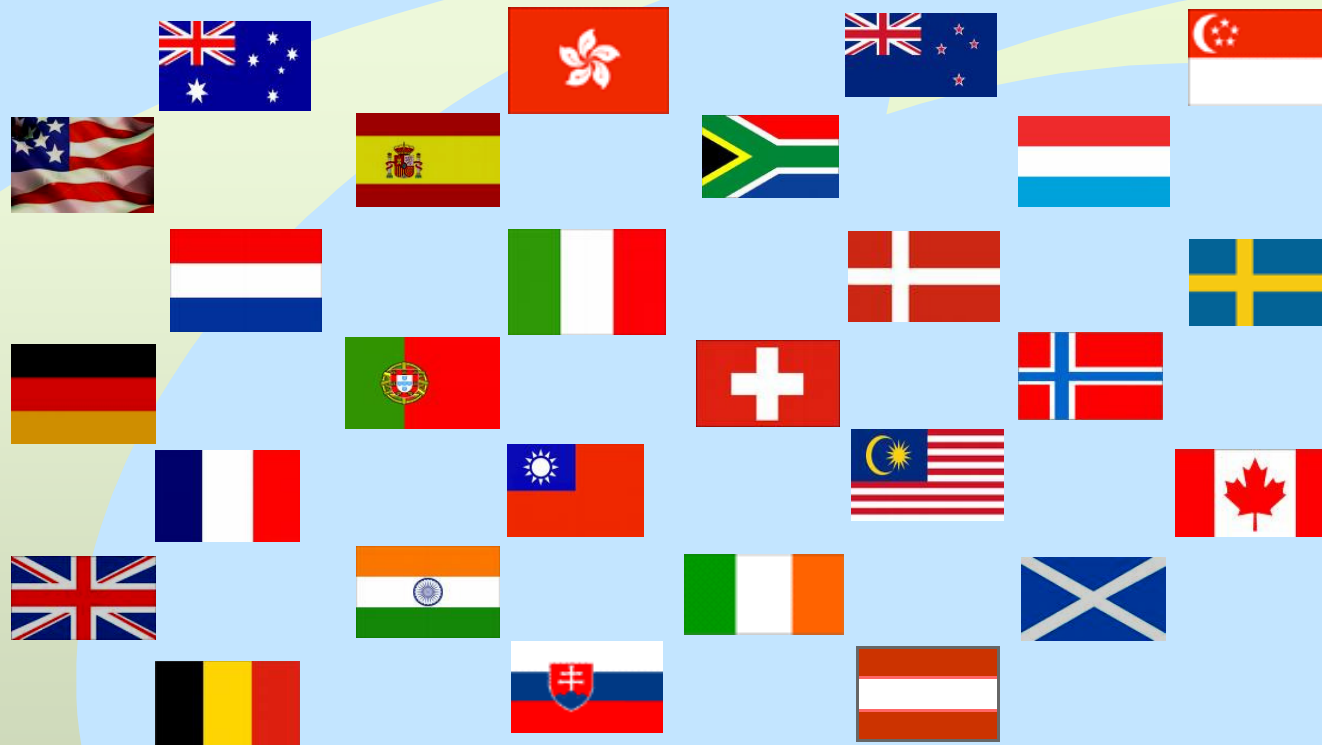
## CPT Global Market Perspective on 2009

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- International regions benefitted to some extent from global economic downturn due to our unique Risk/Reward product offering.
- Australian trading conditions were tough but some encouraging signs have emerged in the last quarter.
- Sales cycles remained protracted but focused business development efforts produced results.
- This year witnessed the extension and signing of numerous Global 500 and Fortune 100 clients.
- We continued to deliver *Independent and client-side* consulting as a market differentiator.
- Risk/Reward remains more relevant than ever as a product offering due to its self funding philosophy.
- Management are confident that Australian lost ground will be recovered.
- International alliance partner Tori Global and Austrade produced results.

## ***CPT has worked in 27 Countries***

- CPT continues to diversify our client base by expanding our services to new countries.



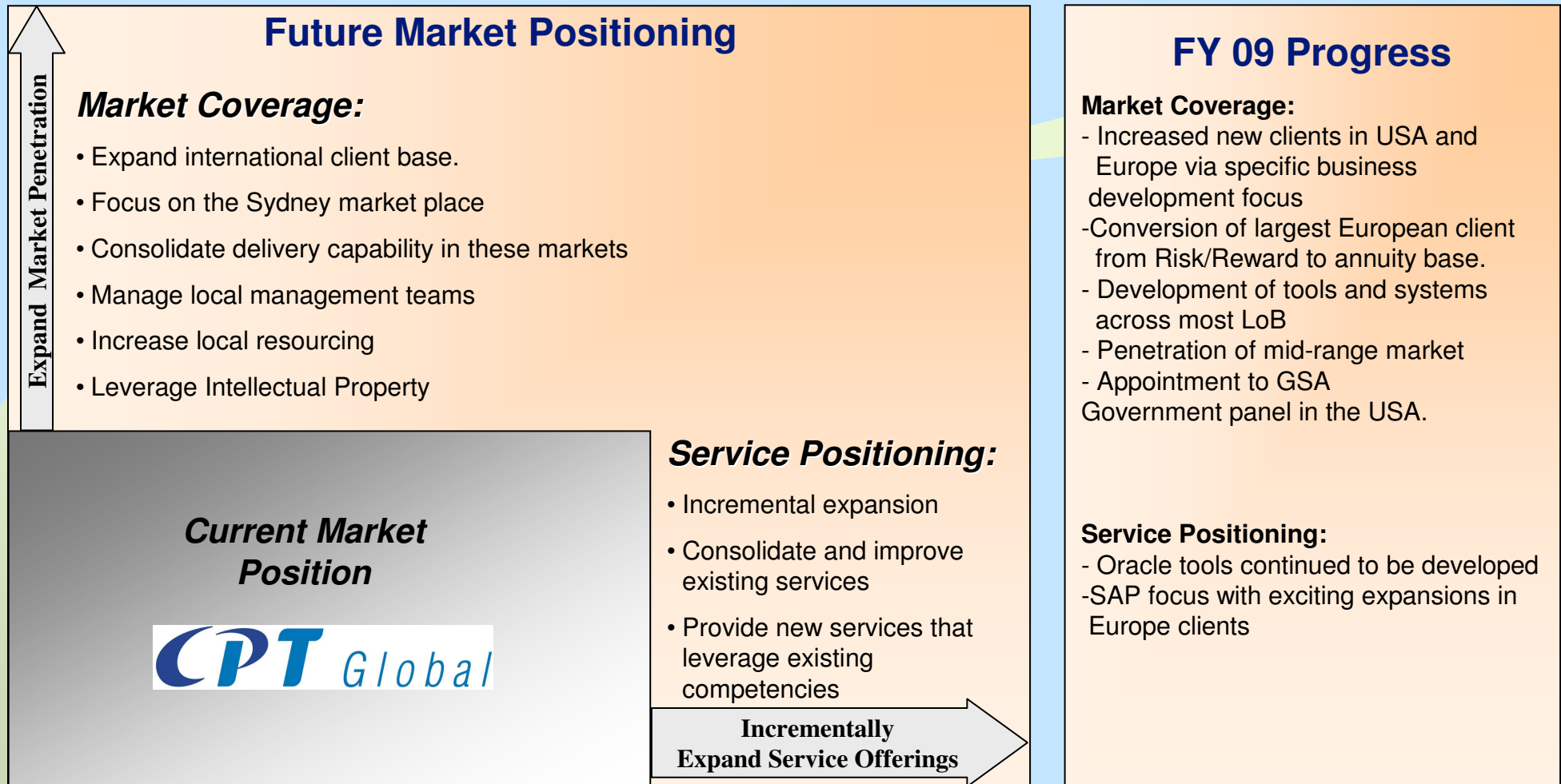
## Focus on our main Asset- People

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- Our main Asset is our people they represent collective IP that is unique.
- Despite economic pressure we have maintained our staffing levels as an investment in our joint future.
- As a direct result of the GFC we have acquired some key resources in the USA who could be considered seasoned veterans in their field.
- CPT continues to encourage and foster technical skills growth as a means of improving our service and expanding our services.
- As always the heart of CPT Global's culture is an underlying focus on consultant care.
- Our ability to pool global resources so as to deliver the most cost effective solution is key to our continued success.

# Future Market Positioning

CPT Global focus is on expanding the current base through increased market penetration locally and internationally leveraging its proven services and experienced consultants base.



**Note :** Our services will have little change – the key change will be in the area of market coverage and penetration

## Strategy

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- Success is dependent upon our ability to build and maintain a worldwide reputation for providing unique client side solutions and delivering results.
- Appointment to GSA Government panel in the USA should produce opportunities in this sector.
- Continue to leverage Tori global alliance with support from Austrade.
- Currently in discussion with numerous potential international alliance partners.
- Ongoing conversion of Risk/Reward contracts to annuity revenue streams.
- Controlled Revenue growth with focus on improved margins and cost control.

## Outlook

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- The encouraging results from our international business development efforts are expected to continue into the new year.
- GSA Panel appointment bodes well for securing new business in this sector.
- The potential phasing out of TARP in the USA will necessitate a best practices review which dovetails with our product offerings.
- Australian market conditions remain tough but Management are confident that lost ground will be recovered by growing anchor clients and focusing on target account development initiatives.
- Overall CPT is in a good position to reap the rewards of a solid foundation laid over the last 12-18 months.
- In the year ahead CPT Global's aim is to continue to generate solid growth, improve profit margin and deliver solid returns to Shareholders.