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UBS Australian Small Caps Conference

22nd April 2010

Agenda

- + CSG Overview
- + CSG is an Annuity Business
- + Divisional Balanced Scorecard
- + Historical High-level Financial Performance
- + Outlook

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Introducing CSG

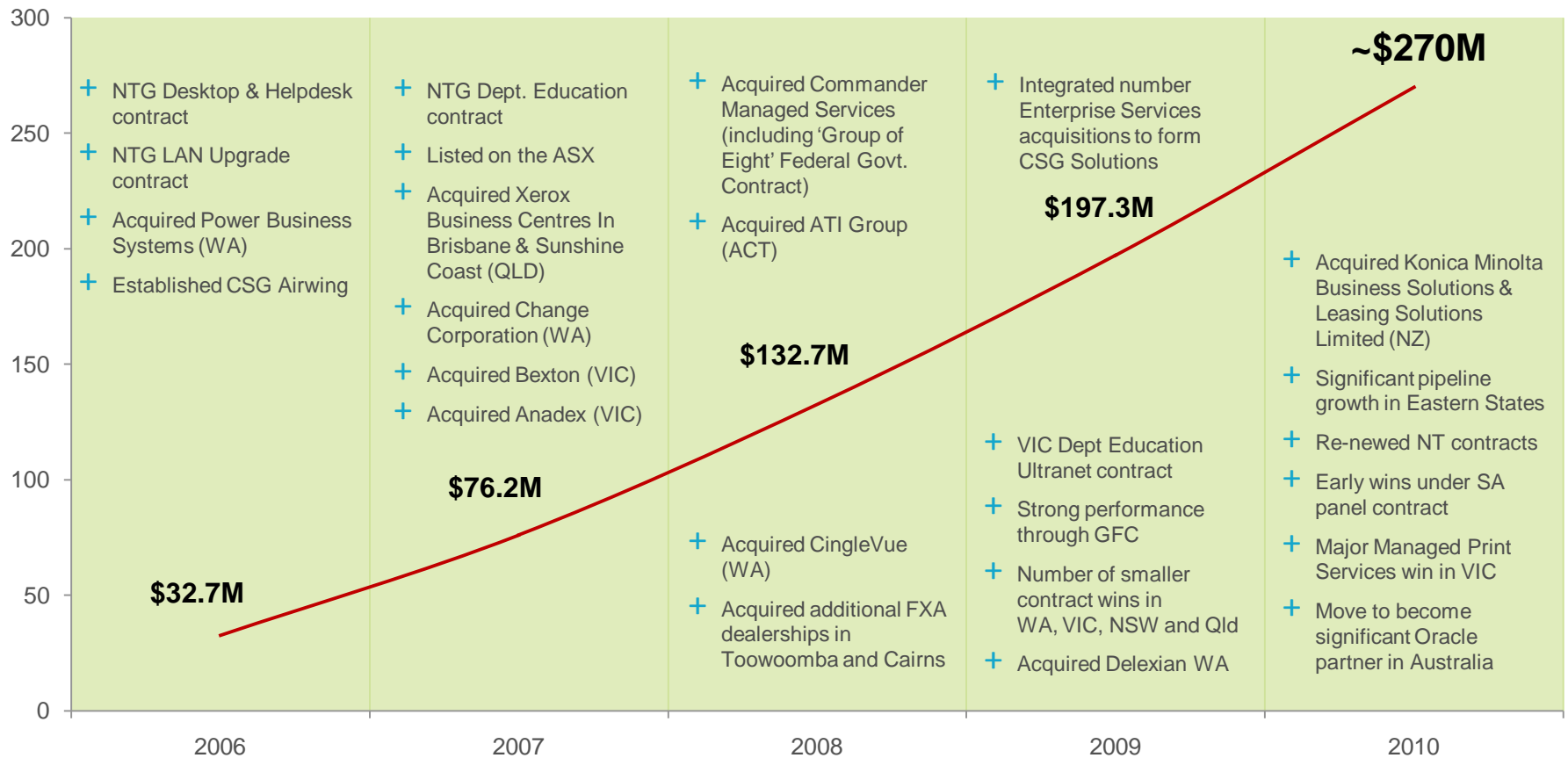
- + Established in 1988 in Darwin, listed on the ASX in 2007
- + Leading full service AUS/NZ ICT company with end to end capability to deliver integrated technology solutions
- + Employs over 1200 staff across Australia and New Zealand
- + Broad variety of customers ranging from large blue chip organisations and government to SMEs.
- + Strong track record of success and ongoing engagements with customers
- + Annualised forecast revenue of c. \$350m in FY11
- + Market Capitalisation at 19th April of c. \$450m



Purpose of IPO was to allow geographic diversification from NT and QLD and from NTG and FXA

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Revenue (\$M)



CSG is made up of four operating businesses, structured in three divisions

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IT Services

Managed Services	Enterprise Services
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- | | |
|--|---|
| <ul style="list-style-type: none"> + IT infrastructure outsourcing + Entrenched and leading provider of IT services to NT Government + Significant federal government and corporate contracts in other states + Current contracts in NT, ACT, SA, and Vic + Strong competitive position – business is high-margin with high barrier to entry | <ul style="list-style-type: none"> + Provides IT solution diagnostic, design and implementation services + Opens up range of new customers, services and geographies + Focusing on transaction business plus major project annuity business being at least 50% of revenue + Opportunity to expand into New Zealand |
|--|---|

Print Services Australia

- + Australia's largest Fuji-Xerox dealer
- + Growth driven by print share gains and shift to colour
- + **Current focus is on organic growth, and diversification into Managed Print Services**
- + Opportunity (medium term) to expand geographically outside NT and QLD
- + Barrier to entry is exclusive access to product and CSG sales and service process

Print Services International

- + Consists of Konica Minolta Business Solutions (KMBS) and Leasing Solutions Limited (LSL)
- + Exclusive distributor of Konica Minolta MFDs in New Zealand
- + **Significant value in franchise and exclusive access to product in NZ**
- + Strong history and brand in NZ
- + Successful leasing business with very low default rates

Our business is about Annuity Streams

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IT Services

Managed Services

	FY09	Approx FY10
Revenue	50.8M*	66.5M
+ NT	43.5M	45.5M
+ ACT	5.3M*	8M
+ SA & VIC	2M	13M
% Annuity	100%	100%
Annuity % of Profit	100%	100%

IT Services

Enterprise Services

	FY09	Approx FY10
Revenue	43.7M	96.4M
+ Transaction	30.6M	45M
+ Multi Year Contract	13.1M	41.4M
% Annuity	29%	43%
Annuity % of Profit	30%	45%

Annuity Revenue is 57% of Total Revenue

Profit from Annuity is 75% of Total Profit

Print Services Australia

	FY09**	Approx FY10**
Revenue	49.9M	54.8M
Service Revenue	24M	25.9M
% Annuity	48%	47%
Annuity % of Profit	80%	80%

Print Services New Zealand

	FY09	Approx FY10
Revenue	117M	119M
Service Revenue	56.5M	60M
% Annuity	48%	50%
Annuity % of Profit	73%	75%

* Excluding run-off Commander income

** Dealership business only



IT Services - Managed Services

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What we said we would do

- + Set out on IPO to diversify away from NT
- + Said would renew NT contracts

Scorecard

- + Expansion into additional markets with facilities in SA, ACT & WA
- + Commander acquisition was successful and the basis for diversification outside NT – ongoing business in ACT and VIC
- + Early contract wins in SA and more expected
- + NT contracts have been renewed
- + Created a National Business (outside of QLD and NSW)
 - Integration of Pre Sales Bid office
 - BDMs deployed in all markets
 - Investment in domain specialisation – HP Service Manager, Microsoft toolsets & Citrix

Going Forward

- + Expect further wins in SA
- + Consolidate operations in NT, ACT, WA and SA before further geographic expansion
- + Look at medium term, larger acquisition on East Coast

IT Services - Enterprise Services

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What we said we would do

- + Create an integrated Enterprise Services division nationally
- + Increase our capacity to bid and deliver larger multi-year contracts
- + Successfully implement Ultranet in VIC
- + Recognised as leaders across our practice areas and be number one partner for our vendors . This includes Oracle, Microsoft, HPHO Software and SAP Business Intelligence.

Scorecard

- + Developed a new organisational structure with national practice areas to enable growth across the country through acquisitions
 - CSG Solutions
 - CSG Professional Services
 - CSG Major Projects
- + Defined a new sales structure and hired A class sales people across the country – QLD, NSW, VIC, and WA
- + Grown East Coast business substantially.
- + Ultranet - \$65M four year contract is the start of our annuity business
- + A number of potential contract wins will cement CSG as a leading Oracle partner
- + Will soon have a number of new projects in our Major Project division
- + Largest Microsoft XRM partner in Australia. This is Microsoft's fastest growing license revenue

Going Forward

- + Further develop Microsoft and Oracle relationship to cement East Coast Growth
- + Focus on winning more annuity revenue style contracts
- + Strategic sales force and account planning for tier 1 accounts
- + Implement national delivery management and national support centre
- + Small bolt-on acquisitions will continue
- + Develop significant annuity revenue stream for hosted Microsoft platform for customer base in NZ. Monthly recurring revenue model for ES on the back of print customers.

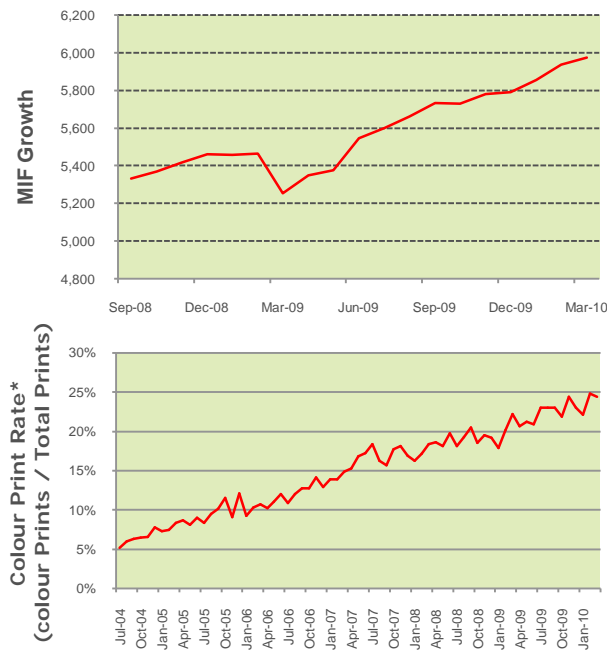
Print Services in Australia

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What we said we would do

- + Settings to drive MIF growth
- + Settings to drive move to colour
- + Change settings in hard times to protect profit
- + Move into Managed Print Services (MPS)
- + Geographic expansion

Scorecard



- + Organic profit growth of 20% in 2009
- + Work in progress – won first major contract in VIC
- + MPS part of the answer

Going Forward

- + Geographic expansion is important:
 - Tier 1 MPS
 - Agnostic printer centric in NSW and VIC
- + Continue to grow Print under Management
- + Continue to capture move to colour

* Brisbane facility figures only

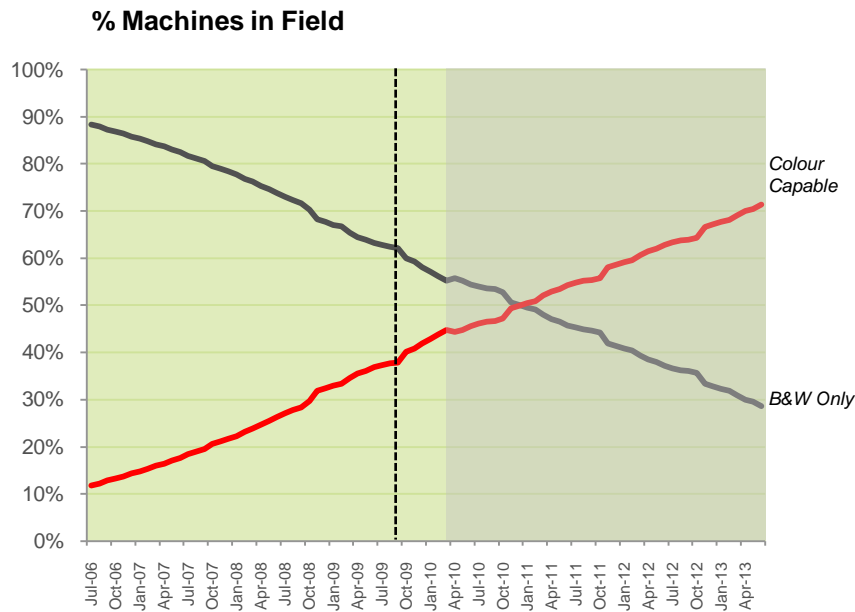


Print Services in New Zealand

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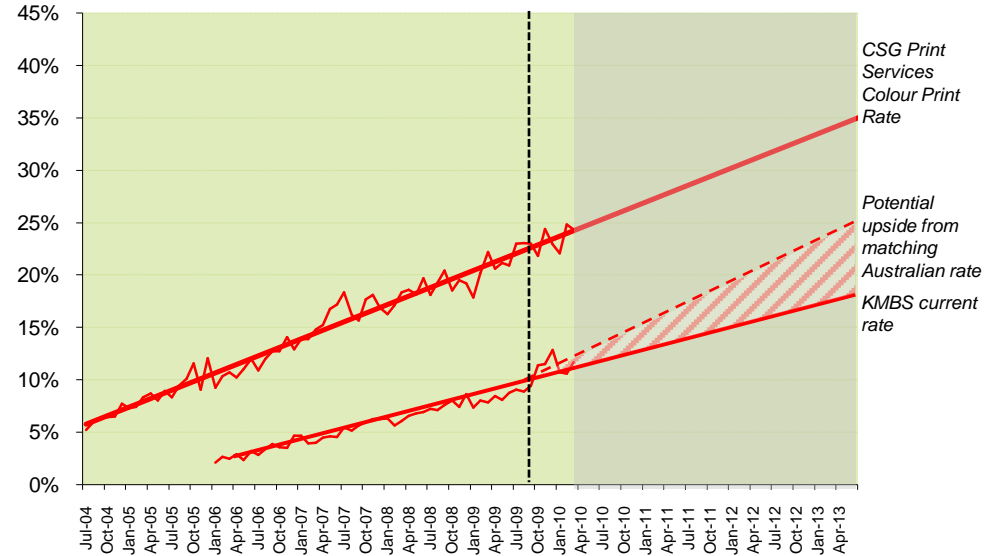
So Far

+ Colour capable machines continue to grow



+ Move to colour continues

Comparison of Australian and NZ Businesses
Colour Print Rate Forecast



Going Forward

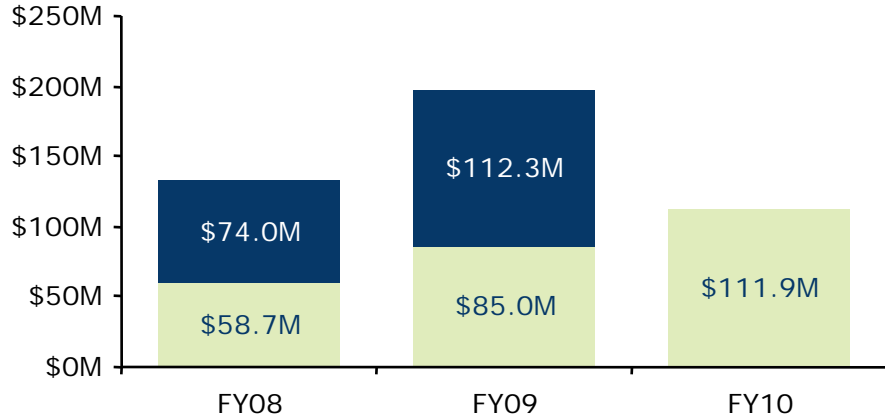
- + Tactical action list to accelerate move to colour
- + Continue to refine sales model to enhance value from exclusive rights to product



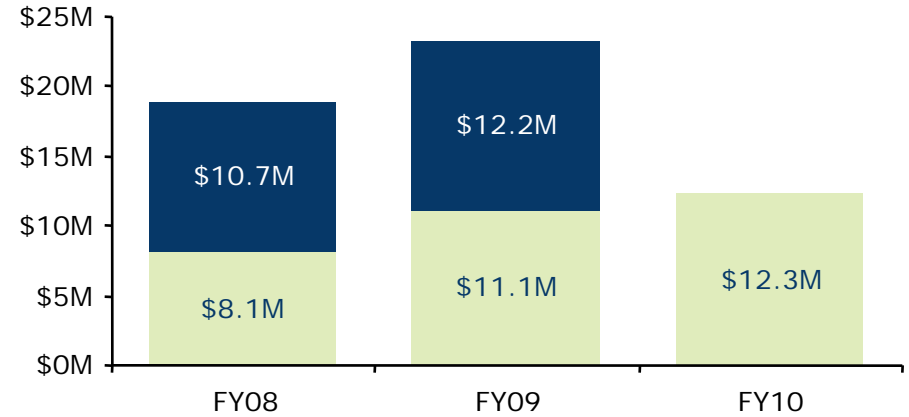
Historical High-level Financial Performance

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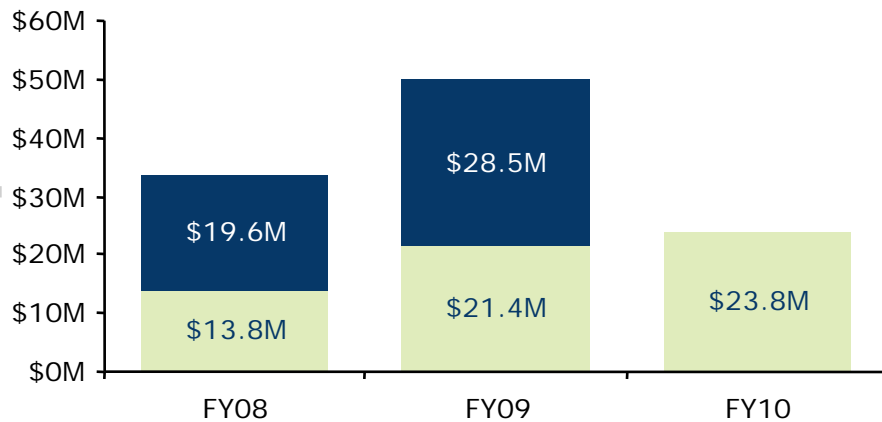
Revenue



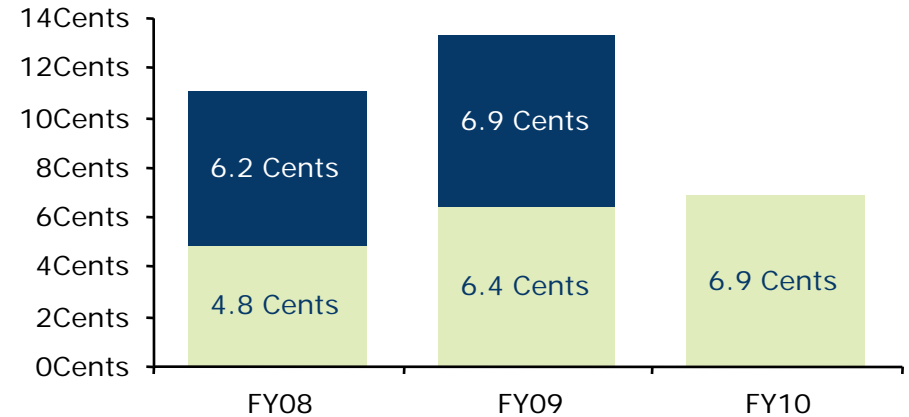
Net Profit After Tax



EBITDA



EPS



- 1H

- 2H



Outlook

- + CSG will be approximately 2x the size of FY09 by FY11
 - Continues trend of approximately doubling profit every two years
 - Financial impact from KMBS and LSL from 1 Jan 2010
 - Large cash and profit contributions expected – first four months are on plan
 - Business will be carrying more debt, but still well within covenants and internal targets of ~2x EBITDA; we want efficient use of our balance sheet
 - Strong pipeline in IT Services business; winning our share of this will bring significant organic growth
 - Print Services business performing well; expecting Australian business's second half to be larger than first
 - Our second half of 2010 will be larger than first half (in terms of NPAT) in the Australian business
- + Increasing focus on East coast of Australia; large opportunities emerging in this geography
- + Aiming to develop all businesses to national presence
- + Brand recognition and credibility improving rapidly in major markets
- + Recognised as a true national end-to-end provider