



## **ASX ANNOUNCEMENT**

### **CPT GLOBAL LIMITED (ASX: CGO)**

**28<sup>th</sup> September 2021**

### **Investor Presentation**

In accordance with the Listing Rules, attached is an investor presentation for release to the market.

Authorised for lodgement by the board of directors.

Yours sincerely

A handwritten signature in black ink, appearing to read 'G. Sincock', written over a light blue horizontal line.

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# Investor Briefing Presentation

2021

# Agenda

- 4 About CPT Global Limited
- 7 2021 Full-Year Results
- 12 Strategy & Outlook
- 13 Appendix

# About CPT Global Limited



# Company overview

**CPT Global Limited helps clients solve complex technical challenges that transform their IT environments.**



## Who we are

CPT Global is a publicly listed, global technology company that has served as a trusted advisor and long-term partner to Fortune 500 companies for over 25 years.



## What we do

We're passionate about finding undiscovered savings, risks, and opportunities in technology to help clients get more value and performance out of their investments.



## How we do it

Our team of 200+ technology experts, many with more than 20 years of experience, possess a broad range of transformation, assurance, and optimization skillsets.

# Why CPT stands out

**Above all, our dedication to building trusted client relationships sets us apart and informs everything we do.**



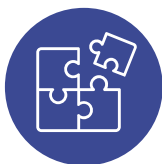
## Global Reach

Delivering high-impact engagements and outcomes for clients across 35 countries and counting.



## Partnership mindset

Acting as a truly independent partner committed to delivering success on our client's terms.



## Strategic execution

Helping clients achieve cost and efficiency improvements through our unique results-driven approach.



## Proven performance

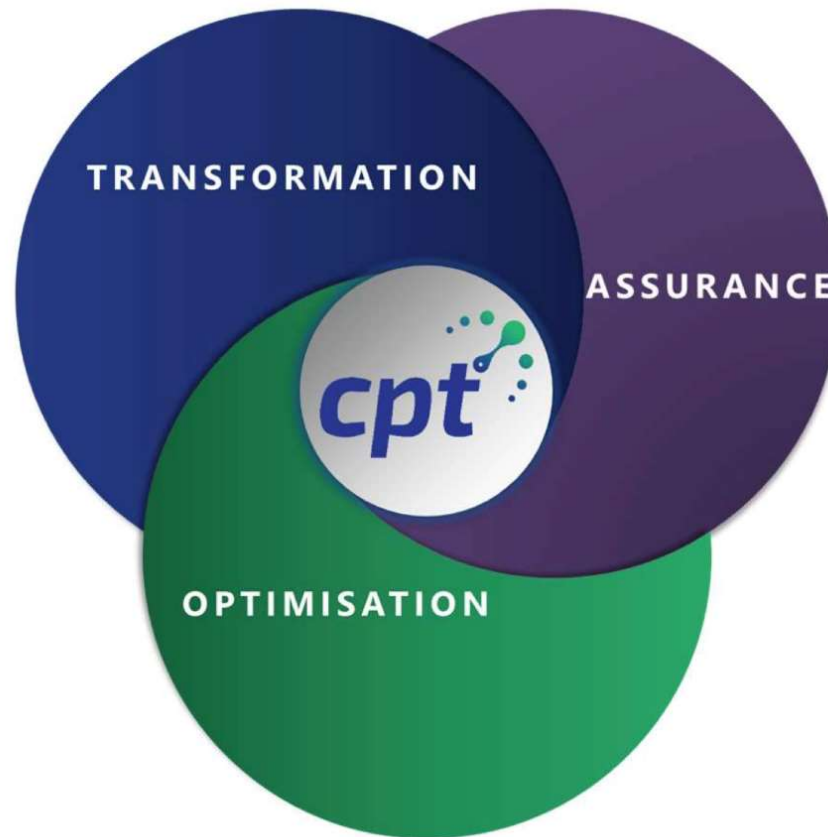
Leading IT and transformation initiatives for many Fortune 500 companies and 80% of the world's largest banks.

# Our Delivery Capabilities



## Transformation

- Digital capabilities
- Strategic advisory
- Payments
- Data analytics
- Automation & DevOps
- Customer experience
- Workforce efficiency



## Assurance

- Capacity planning & management
- Environment & data management
- QA & test management
- Service management
- Performance testing
- Program leadership
- Business & service continuity

## Optimization

- Cloud migration & optimization
- Performance tuning & engineering
- Cost optimization & management
- Platform optimization & modernizing
- Application optimization & migration



# Some of CPT's recent clients

## Australia



## Americas



## Europe & Asia



## 2021 Full-Year Results



## FY2021 key numbers



Boosted Revenue and set all-time highs for full-year profits.

Revenue

**\$33.3m**

Revenues up **33%** vs. prior year

Net profit

**\$3.4m**

Compared to **\$3.3m** loss in FY2020

Net profit margin

**10.2%**

A new record for the company

Dividend

**5.0 cps**

Fully franked \$2m franking credits available



# YoY comparison

CPT exceeded forecasted expectations in FY2021, resulting in a banner year for the company.

● FY 2020 ● FY 2021



Net profit	-3.3m	3.4m
EPS (basic)	-8.73 cents	8.32 cents
Dividend	1.25 cents	5.00 cents

Cash	3.1m	4.3m
Net Assets	2.7m	5.2m

# FY2021 highlights

**Our core business strategy, combined with our team's innovation and agility, are the reasons for our success.**



## **DELIVERING ON OUR STRENGTHS**

Our team of highly experienced experts contribute heavily to our success, enabling us to focus on delivering best-in-class technical expertise to Tier 1 clients through our suite of foundational core services.



## **GROWING & BUILDING RELATIONSHIPS**

CPT saw strong revenue growth in the Australian segment (51%) and the US (35%) over the previous year as we grew relationships with new and existing clients in the Financial Services, Insurance, and Government sectors.



## **LAUNCHING A NEW CHAPTER**

On 1 November 2021, Luke Tuddenham will take over as CEO, bringing his experience, drive, and new ideas to CPT. We are confident in his leadership and ability to strengthen the company globally.



## **RESPONDING TO GLOBAL TRENDS**

Our remote model is proving successful, enabling us to meet client needs in multiple regions simultaneously as businesses maintain a new way of working, and potentially move to hybrid models.



## **INVESTING IN THE FUTURE**

Investments in digital marketing are expanding brand awareness and creating new opportunities. We expect these efforts to enhance our business development activities substantially in the coming years.

## Strategy & Outlook



# FY2022 strategy

**CPT aims to build on the past year's momentum and lay the groundwork for innovation.**

## Grow the pipeline

- Concentrate talent and resources in AU and US markets to enhance growth and seize opportunities
- Expand digital marketing to generate new business and improve existing sales pipeline
- Refocus sales efforts to launch new products and services with existing clients, contacts, and sponsors

## Explore innovations

- Establish the software development business to complement and enhance CPT services
- Boost remote capabilities to meet clients' changing needs and align with business trends

## Manage costs & talent

- Preserve margins by maintaining control of delivery and discretionary costs
- Provide ongoing support to employees to maintain a healthy work-life balance



## Future outlook

- Company software innovations poised to be a game changer in the next 5 years
- Consulting business primed for growth in AU & US
- Refocused efforts on remote capabilities expected to stave off potential business impacts resulting from future Covid surges and lockdowns
- Revenue growth and margins may flatten in FY22 due to fee pressures and talent competition



# Appendix



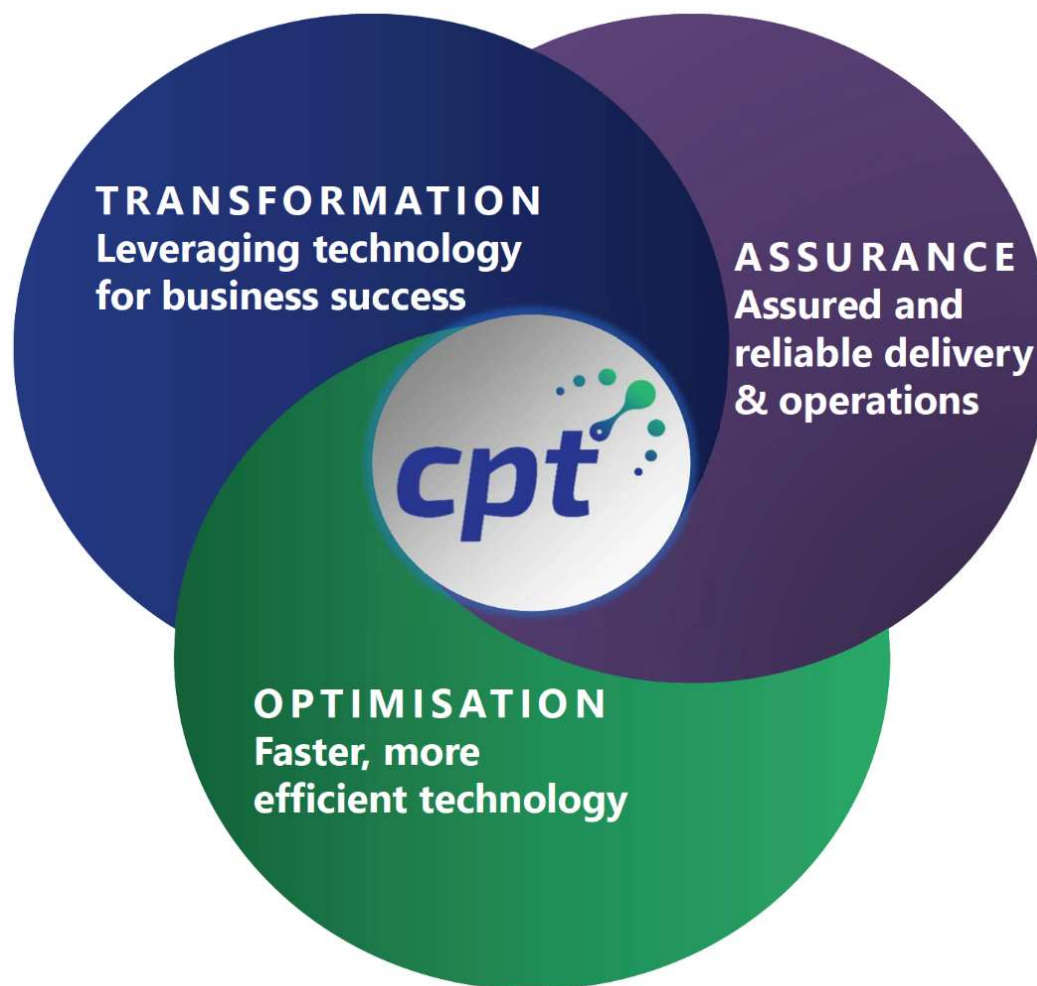
# Capital Structure



Ordinary Shares on Issue	Number	Holders	%
Free Float	24,262,311	900	60%
Directors & Executives	16,044,240	6	40%
<b>Total</b>		<b>906</b>	<b>100%</b>

Top Shareholders	Number	%
Gerry Tuddenham & associates	13,839,606	34%
Sonda Fondo De Inversion Provado	2,664,993	7%
The Westferry Fund	2,550,500	6%
Clapsy Pty Ltd	1,250,000	3%
Luke Tuddenham	991,335	2%
Philip Adam	874,939	2%
Top 20	27,216,783	68%
<b>Total Shares</b>	<b>40,306,551</b>	

## Our Service Lines



# Disclaimer

This presentation contains general information about the activities of CPT Global (CPT) which is current as at 28 September 2021. It is in summary form and does not purport to be complete. It presents financial information on both a statutory basis as well as information provided on a non-statutory basis.

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All amounts are in Australian dollars unless otherwise indicated.



CPT has provided consulting and delivery services to clients in 35 countries around the world. We've helped customers improve their IT delivery, speed, and capability in industries such as finance, telecommunications, utilities, health, education, government, and logistics.

#### American Offices

New York  
Toronto  
Sao Paulo

#### European Offices

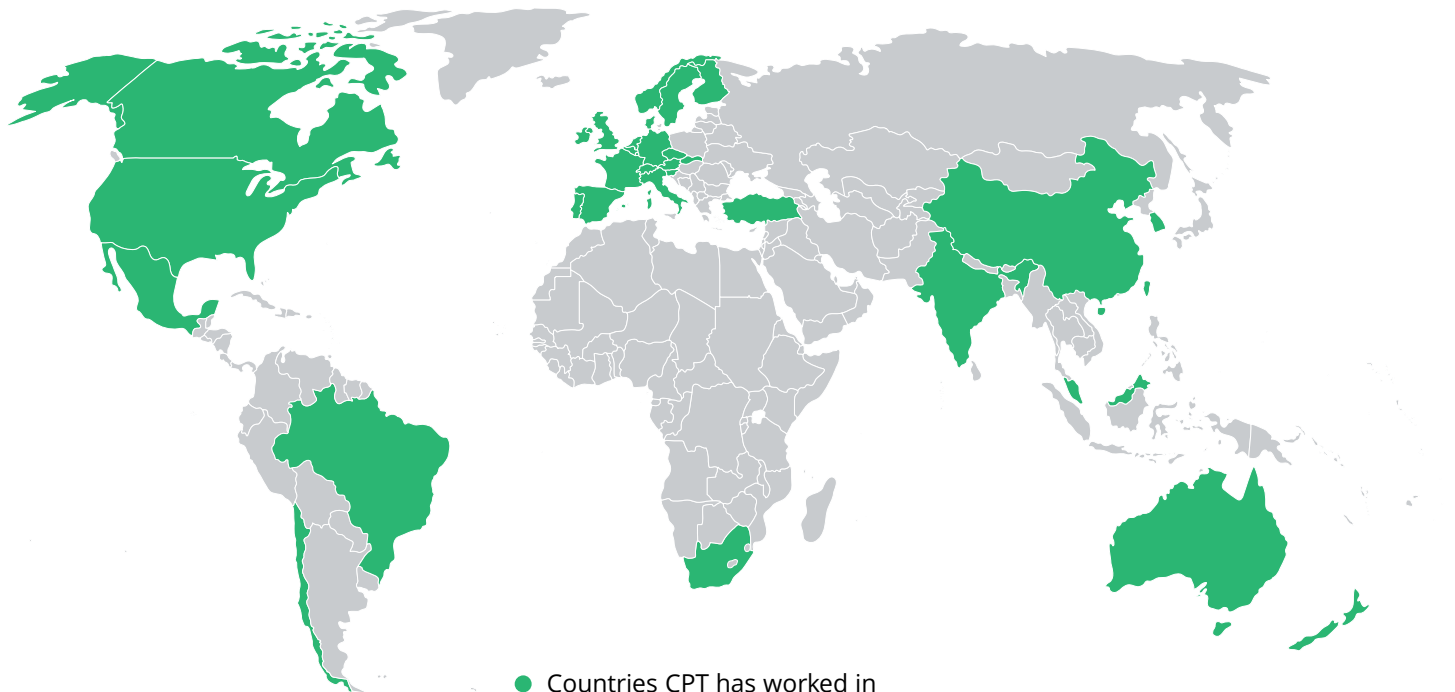
London  
Munich  
Paris  
Milan

#### Asian Offices

Singapore

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Canberra





## Contact



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