



## **ASX ANNOUNCEMENT**

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

**14 November 2022**

#### **Investor Brief and 2022 Annual General Meeting Presentation**

Please find enclosed a copy of the Investor Brief and 2022 Annual General Meeting Presentation for release to the ASX Market Announcements Platform.

This announcement has been authorised for release by the Chairman of CPT Global Limited.

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**Investor Brief  
and 2022 AGM  
Presentation**

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# Agenda

- About CPT Global
- 2022 Full-Year Results
- Notable Achievements
- Strategy & Outlook
- 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 1,000 companies for nearly 30 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 150+ technology experts, many with more than 20 years of experience, possess a broad range of transformation, assurance, and optimization skillsets.

# Our Delivery Capabilities

## Modernise & Transform

- Legacy Modernisation
- Modernisation Journey
- Program & Technical Leadership
- Digital Transformation
- Strategic Advisory
- Automation & DevOps
- Enterprise Architecture

**MODERNISE &  
TRANSFORM**

**ASSURE &  
PROTECT**

**cpt**

**OPTIMISE**

## Assure & Protect

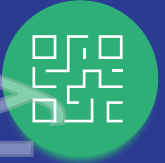
- QA & Test Management
- Environment & Data Management
- Service Assurance
- Performing Testing
- Cyber & Information Security
- Business & Service Continuity
- Capacity Forecasting

## Optimise

- Cloud Migration & Optimisation
- Performance Tuning & Engineering
- Cost Optimisation & Management
- Platform Optimisation
- Application Optimisation & Migration



# Our Service Offerings



## Business-Focused Tech

- Chargeback approach for technology
- Alignment to transformation goals and initiatives
- Regulatory oversight and transparency



## Cost Reduction

- Mainframe and distributed platforms
- Software licensing
- Bill reconciliation
- Line of business accountability
- Delivery process automation



## Capacity Management

- Enterprise framework
- Implementation
- Capacity pain point and hot spot analysis



## Stability & Resilience

- Architecture
- Root cause analysis
- Remediation
- Issue prevention
- Focus on production stability



## Delivery Assurance

- Governance and oversight of delivery
- Technical assurance
- Performance assurance
- Quality assurance
- Performance engineering



## Application Modernisation

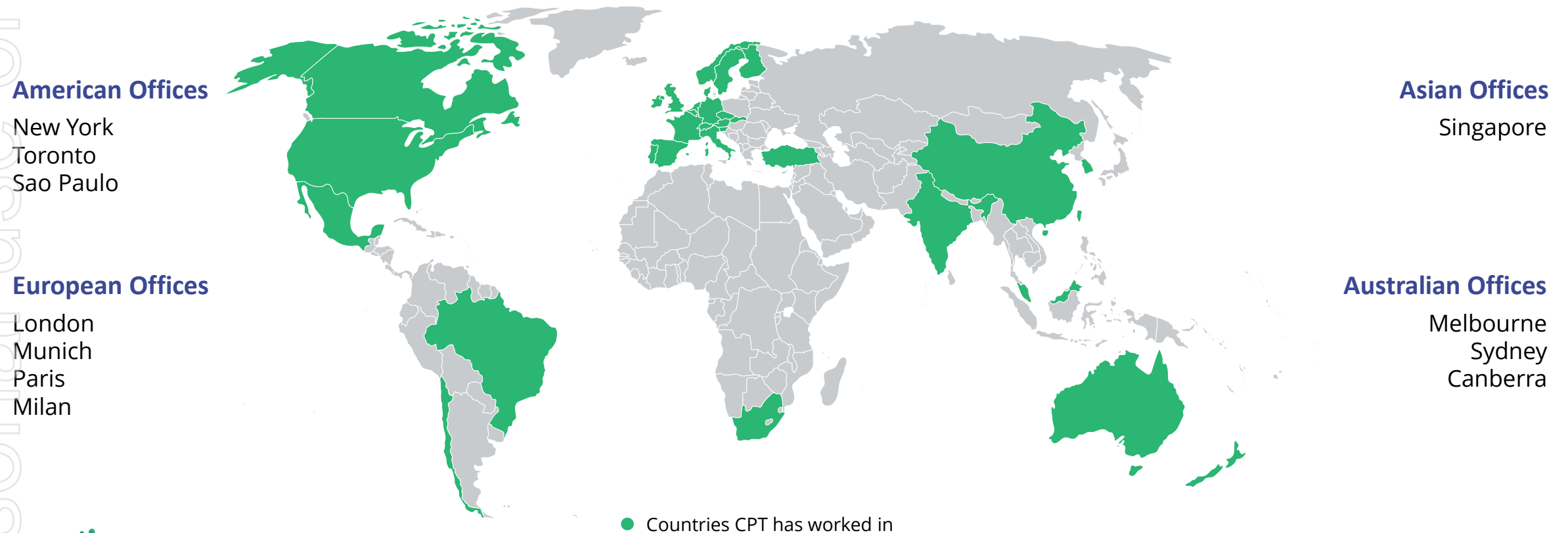
- Dev/Ops
- CI/CD
- Mainframe applications
- Package implementation
- Payment transformation initiatives



## Legacy Migration

- Strategy
- Architecture
- Cost models
- Transition approaches
- Benefit and planning realization

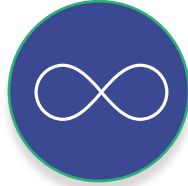
***CPT has provided consulting and delivery services to clients in 35 countries around the world. We've helped customers improve their IT delivery, speed, and capability in industries such as finance, telecommunications, utilities, health, education, government, and logistics.***





# Why CPT stands out

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



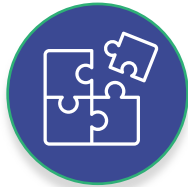
## Lasting relationships

Our clients have a long tenure with us. They trust our expert team to help them as they expand their operations.



## 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 1,000 companies and 80% of the world's largest banks.

# Our Specialties

## Mainframe

CPT's expert workforce has a deep knowledge of the mainframe which allows us to solve complex technical problems to help achieve our client's business needs.

Our Mainframe Service Offerings focus on four key areas:

- **Maintain** – Keep the mainframe running efficiently, effectively and reliably
- **Leverage** – Use existing mainframe assets with new projects, applications and ventures
- **Modernise** – Keep the mainframe relevant with the best technology for the job]
- **Retire** – Say goodbye to your trusted workhorse: outsourcing, rehosting, decommissioning

## Testing

Testing is about providing potential customers with a sneak peek into the capabilities of the product before it hits the market. Testing accounts for 50% of the modernisation process.

Major benefits to testing include:

- Launch a flawless software application
- Prevent targeted malware attacks
- Improves user experience
- Lowers costs
- Improves time-to-market
- Enhances quality of the application

## 2022 Full-Year Results



# FY2022 Key Numbers

**\$29.9M**

## Revenue

Revenue was up 19% in North Hemisphere as we continued to expand work with two large clients.

Revenue decreased 25% in Australia as a major project nears completion.

**\$1.5M**

## Net Profit

The USA business contributed an increasing proportion of profit to the business.

We have made investments in resources and systems where ROI will be in future years.

**5%**

## Net Profit Margin

In North Hemisphere, margins continue to hold up despite pressure from clients and the market for talent tightening.

In Australia margins are down due to customers slowing down their projects.

# Northern Hemisphere YoY

2018

**\$10.1M**  
Revenue

**14%**  
Profit Margin

Canada grew revenue 44%

USA grew revenue 45% and  
operating profit 29%

Europe reduced operating and  
selling costs by \$566K

2019

**\$13.4M**  
Revenue

**20%**  
Profit Margin

Expansion of Account 1 from \$2.2M in  
FY18 to \$6m in FY19 and the cross  
selling of services to Account 2  
resulted in a \$3.8M increase in  
revenue over FY18

Successful transition of our near time  
payments expertise generated \$1.4M  
of new revenue

2020

**\$11.5M**  
Revenue

**17%**  
Profit Margin

Growth was slower than expected due  
to COVID-19 as clients were delaying  
new work and onboarding became a  
challenge

However, there were no contracts  
cancelled or consultants laid off

# Northern Hemisphere YoY

2021



Revenue in the US grew 35% from FY2020

Travel costs dropped 87% as a result from COVID-19

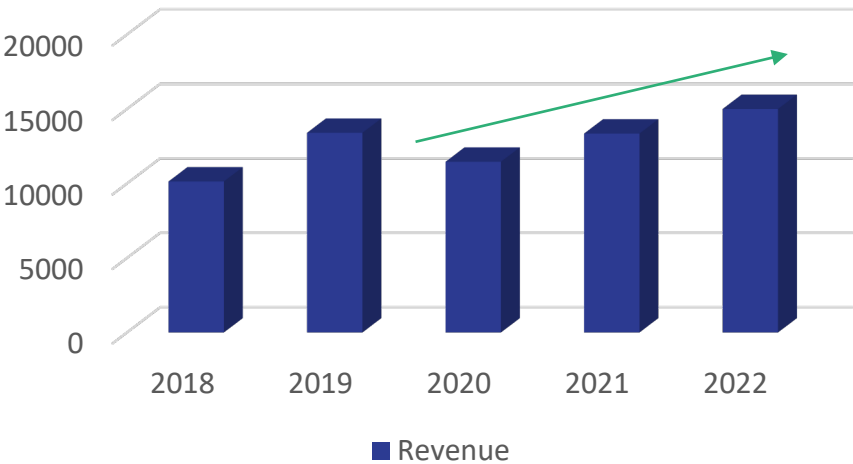
2022



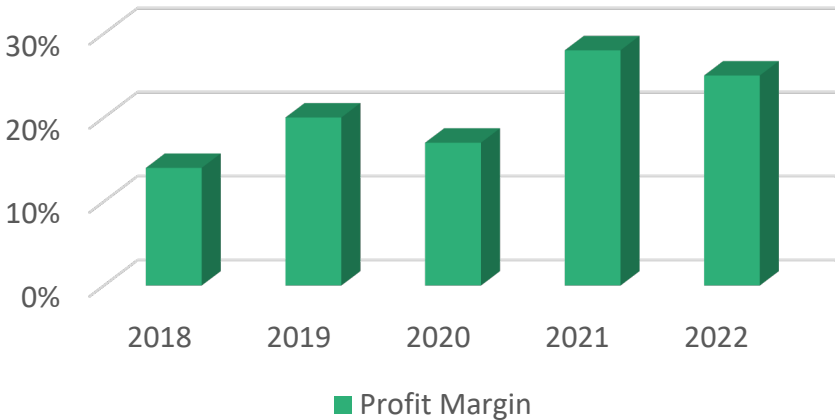
5 out of our top 10 clients were based in North America

Maintained strong growth and generated around half of CPT's total revenue at attractive margins

Northern Hemisphere Growth



Northern Hemisphere Growth



\*All numbers are in AUD



# Australia YoY

2018

**\$20.6M**  
Revenue

**17%**  
Profit Margin

Australia grew revenue 28% and operating profit 26%

2019

**\$14.1M**  
Revenue

**18%**  
Profit Margin

Revenue from Client 1 was less than half of FY18

No Major new clients were won or growth in existing clients to offset the revenue decline from Client 1

2020

**\$13.3M**  
Revenue

**18%**  
Profit Margin

The Australian dollar is still weak against the Euro, Pound, Canadian dollar and US dollar although it has come off the lows and finished the year at US\$0.688 with an average for the year of \$0.67. The FY20 budget was prepared with a rate of \$0.72.



# Australia YoY

2021

**\$19.9M**  
Revenue

**19%**  
Profit Margin

Australian revenue increased 51% from the previous year

Largest growth was contributed from the Government sector with new and existing clients

2022

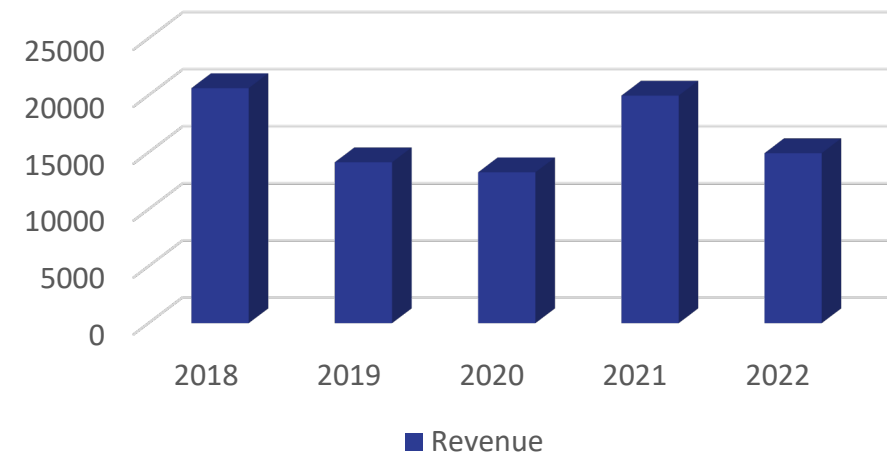
**\$14.9M**  
Revenue

**13%**  
Profit Margin

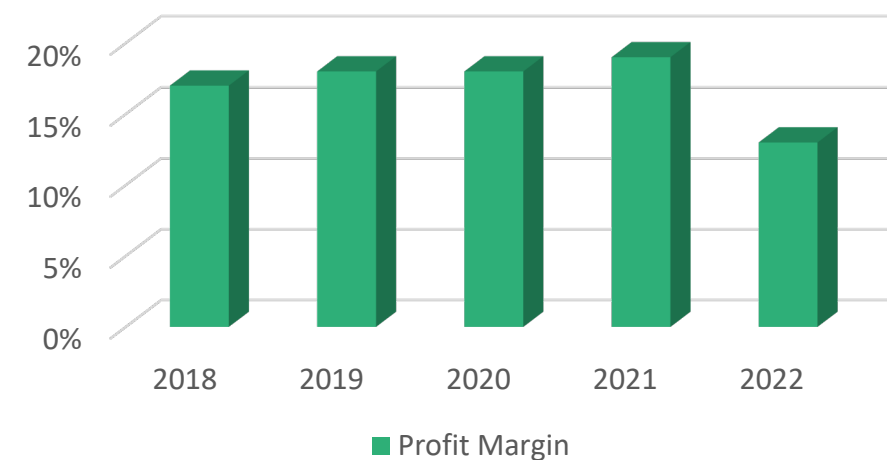
A major project in the Southern region concluded and work at a Federal Government client neared completion

First half of the year Melbourne experienced the longest and most restrictive lockdowns

## Australian Revenue



## Australian Profit Margin



\*All numbers are in AUD

# FY2022 highlights

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



## LAUNCHED A NEW CHAPTER

Luke Tuddenham spent his first year as CEO bringing his experience, drive, and new ideas to CPT.

He has created a strategy that positions CPT for growth while ensuring that we are able to adapt to operating and business risks.



## CONNECTING WITH CLIENTS

With lighter travel restrictions, we were able to connect face to face with clients for the first time in a few years.

These in-person interactions allow us to continue fostering these relationships and learn more about how we can help meet their business needs.



## EXPANDING PARTNERSHIPS

We partnered with Google Cloud to help increase our efforts in assisting clients transitioning from their legacy footprint to the cloud.

In response to our customer's request, we continue to prioritize developing these partnerships which helps combine our consulting services and skills with industry-leading partner solutions that help CPT deliver success.



## Case Studies



# Notable Case Study



## Fortune 500 Health Insurance Company

Cost of Services  
**\$18M**

Length of Engagement  
**11 years**

### Areas of Focus

- eBill Oracle Tuning
- Customer Support Desktop (CSD)
- ODH
- Oracle SQL Review

## Challenges

- Month end process took 16 hours to process 55K payments with manual intervention required to reboot various servers
- Platform was experiencing latency in certain geographic locations
- ODH approach was expense match/merge of the daily activity (500K records) vs. 1 billion row table in Informatica taking 130 hours of processing each week

## Solutions

- Implemented recommendation to improve JVM garbage collection process
- Identified opportunities to resolve application freezes
- Provided an inventory of indexes that were unused for potential removal, impacting both the cost of storage and overall performance
- Modified SQL statements to optimize Join logic to avoid table space scans and adding missing criteria

## Results

**>2hrs**

Saved 14 hours by improving eBill Oracle Tuning process to run in less than 2 hours without any server disruptions.

**Saved  
130  
hrs**

Improved approach to update ODH resulting to process in minutes vs. 130 hours/week

**>1sec**

Improved response time for long queries from over 1min to less than 1 second.

# Notable Case Study



## Market Research Company

Cost of Services

**\$6M**

Length of Engagement

**18 months**

### Overview:

The client is undergoing a large Corporate Transformation program to unify the organisation that has grown rapidly through acquisition. They are consolidating entities across almost 20 countries and introducing new platforms to drive the company.

## Priorities

CPT was selected as the Test partner for the program which includes standing up teams across:

- The leadership level
- Salesforce stream
- Workday stream
- Automation

## Scope of Work

The scope of this engagement encompassed all aspects of the testing lifecycle, covering:

- Test Management
- Overall Test Strategy
- Organisation Structure
- Test Processes
- Test Management Tooling
- Test Automation
- Reporting & Metrics
- Environments & Data Co-ordination
- Non-functional testing (Performance)
- Testing as a Service

## Goal

**Assure** a successful delivery of a large corporate transformation program

# Notable Case Study



## Fortune 500 Financial Services Company

Cost of Services  
**\$25M**

Length of Engagement  
**8 years**  
& counting

**A large majority of CPT clients have a long tenure with us. They trust our experts to guide them for multiple years after initially starting business with us.**

### 2018

- Started two major projects – both which ran for two years
  - Project 1 – Provided Technical Leadership & Guidance through webinar-passed trainings, reports, and sample programs
  - Project 2 – Provided MPS Support by standardizing production environments, running performance analysis on volume test, and provided automation support for migration

### 2020

- Started four major projects
  - Project 1 – Conducted a Mainframe Infrastructure Vendor Software Review/Cleanup
  - Project 2 – Reviewed plan to identify areas of potential risk and recommend mitigation
  - Project 3 – Developed approach to migration to COBL v6, compiled options and performed testing
  - Project 4 – Reviewed applications and improved resilience

### 2021

- Started three major projects
  - Project 1 – Assisted in GSP Modernisation by accelerating the conversion of data from legacy VSAM to DB2
  - Project 2 – Assisted in TSG Mainframe Engineering by providing knowledge training/transfer
  - Project 3 – Provided MQ/Messaging Services expertise to the engineering staff



## Strategy & Outlook





# FY2023 Strategy & Outlook

*We have identified growth opportunities and strategies to invest in our people, software, solutions, and clients to deliver long-term success.*



## **Increase our Sales Force**

Given the higher margins and geographical footprint in the Northern Hemisphere, we plan to invest in growing our current sales team. This will help increase revenue and profits while allowing us to grow our client base.



## **Promote Modernisation**

Utilizing our deep knowledge of the mainframe, we aim to inspire our Fortune 1,000 clients to trust CPT in assessing the most optimal solutions for them, which includes moving away from their legacy footprint and adapting to cloud-based technologies.



## **Invest in Tools, Processes & Software**

We aim to fully document the IP and knowledge from our consultant base to ensure that we can retain and build upon it. We are taking this knowledge and putting it into repeatable processes and solutions so we can utilize it for years to come.



## **Strengthen our Mentoring Program**

We will invest in our mentoring program, which enables new hires to learn first-hand from our experts. This program will continue to be a key strategic initiative as we hire to meet the ever-growing needs of our current and prospective clients.

# Promote Modernisation

## Why choose CPT as a modernisation partner?

CPT's unique differentiator is its **consultants**.

Our team of expert consultants specialize in the mainframe and testing. They have the knowledge and skillsets to help our clients through their modernisation journey.

They are constantly working on projects in many different industries and across the globe.

CPT's Consultants average **30+ years** in their field with deep & wide technical skills

Senior-level knowledge in **legacy platforms** as well as **modern/emerging technologies**

Passionate about solving complex technical challenges and transferring knowledge to the client

### Distinguished in their field, many CPT consultants are:

- ITIL certified professionals
- IBM GOLD-level certified
- Speakers/presenters at major IT industry conferences
- Authors of books/articles in respected technology publications



## Building Strong Partnerships

The CPT strategy is to be a *trusted partner* to our clients, capable of providing clear, independent advice on all aspects of mainframe computing.

We have invested time into building partnerships with key cloud providers and other software solution providers to help our clients modernise to the cloud with the assistance of a trusted mainframe partner.

## Our Modernisation Partners



# Promote Modernisation

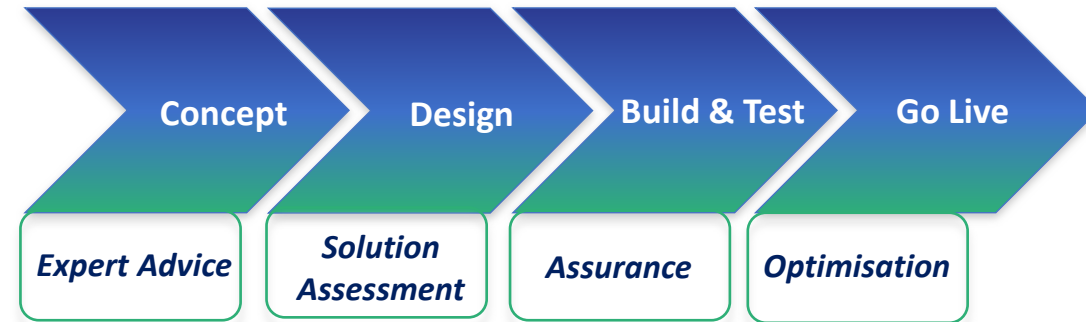
*Whether a customer needs to modernise their mainframe applications in place or migrate them to the cloud, CPT has the mainframe knowledge to help the clients and their service providers be successful.*

## CPT Helps Clients by:

- Deal with the “Stranded MIPS” that can’t be easily migrated to the cloud
- Embrace modern development and implementation techniques (DevOps, Automation)
- Open and integrate mainframe applications with modern digital systems via the use of APIs, Microservices and Webservices
- Improve resiliency and availability of applications via the exploitation of Parallel Sysplex/CICSplex technology
- Replace legacy technologies and implement direct interfaces, simplifying connectivity between mainframe and mobile and cloud applications
- Optimise mainframe and cloud hosted applications to ensure efficiency and cost-effective post migration
- Work together with large service providers to assure the successful delivery of mainframe modernisation and migration projects



## CPT's Legacy and Modernisation Services



Clients come to CPT for expertise and skills to solve the problems and challenges they can't solve themselves, or with their partners. We pride ourselves that we have successful implantations and deliveries that allows us a competitive edge over larger service providers.

# Promote Modernisation



## Mainframe Evolution CPT at the Forefront and Beyond

We see the demand for our services increasing over the coming years as the volume of transactions being processed by mainframes increases in the digital age. The Covid-19 lockdowns have accelerated this growth in transactions as people moved to online shopping and cashless transactions. This trend will see companies looking to optimise their mainframe environments while keeping control of the costs.

## CPT's Approach to Modernisation

### Business Strategy

- Priorities
- Objectives
- Growth Plans
- Application Value
- Costs
- Compliance concerns
- Security Risks

### IT Strategy

- Existing Capabilities
- Skills
- Automation
- Partners
- Integration
- Supportability
- End of Life (EOL)
- End of Support (EOS)

### Roadmap

- Focused modernisation initiatives
- Treatment Plans
- Transition plan from legacy to cloud

# Increase our Sales Force



Increasing Sales Force

↑ 25%

in 2023

## Benefits of Increasing Our Sales Force

- Increase reach within our target industries
- Continue boosting revenue and profits
- Further establish CPT as industry leader
- Grow our client base
- Enable us to showcase our full skillset

# Invest in Tools, Processes & Software

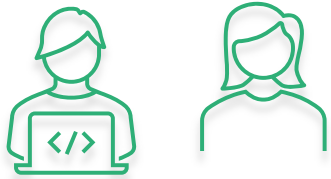
*CPT is a team of 150+ experts with decades of experience. We pride ourselves on having world-class technical talent, many of which have been with us for at least 10 years.*

## Problem:

Working with Cloud providers, the common theme we notice is there is a significant gap in knowledge around how to measure capacity and forecast capacity requirements as they move from point A to point B.

## Solution:

We're taking the deep knowledge from our experts and building them into tools. This allows us to pull information out of the mainframe and allows us to work with cloud partners to show them what the data means in terms of sizing and capacity in the cloud.



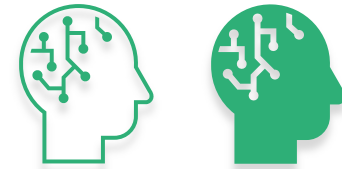
Tap into our expert consultant base who has been with us for decades



Extract the IP and knowledge from the consultant base



Put knowledge & the IP into repeatable processes & solutions



Will play critical role as we continue to recruit younger talent

# Strengthen our Mentoring Program

*Strategically focusing on our mentoring and talent programs, we are helping to ensure that our future will possess the same unique “value proposition” that we currently offer to our clients.*

## Who are we recruiting?

CPT specializes in testing and the mainframe.

Since we have experts in these areas, we are looking to bring in young talent with experience in other areas such as:

- Networking
- Architecture
- Infrastructure

## Why is this beneficial?

We have found that a barrier young talent faces in many other companies is that they are siloed in one area of their institution.

Our mentoring program allows us to strengthen the areas they are not as experienced in to help create a workforce with broad capabilities.

## What is the goal?

Expanding the capabilities of our workforce allows us to continue to uplift and support our clients and partners.

For our clients, we will be able to find solutions to complex problems to meet their business objectives.

For our partners, we can have a deep understanding of their software so we can use efficiently.



Members in FY2022



↑ 30%

Members in FY2023



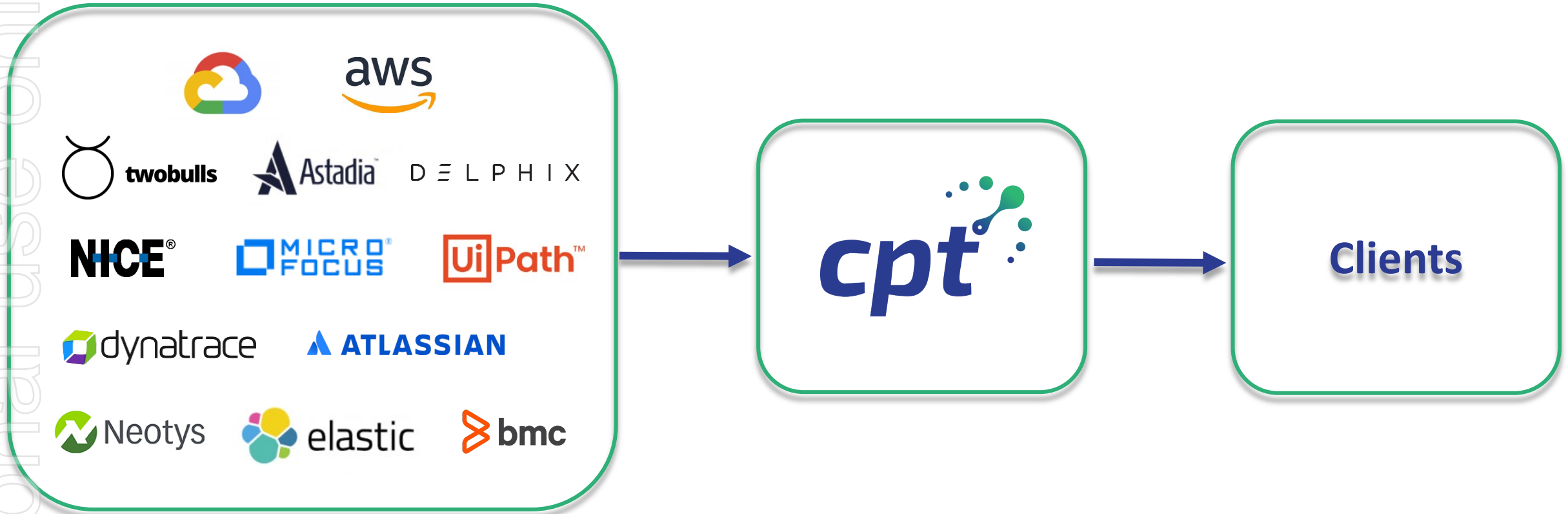


# Appendix



# Our partner network

*We have developed a world-class partner network which combines our consulting services and skills with industry leading partner solutions to help CPT to deliver success to our clients. This group of partners allows us to hit each touch point of the modernisation process.*



# Disclosure

This presentation contains general information about the activities of CPT Global (CPT) which is current as of October 2022. 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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