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RXP Services – AGM update

5 November 2014

We've grown our business substantially...

- **Successfully completed six acquisitions maintaining our one brand strategy**
Transpire, Nobel, Method Group, Integrated Value, Insight 4, Aptus
- **Staff numbers grew by 98% to 420** (up from 212; 45% via organic growth)
Our People & Talent team have done a great job and continue to drive retention whilst also attracting new talent
- **Specialised applications development centre in Hobart introduced**
Allowing increased level of workforce flexibility and efficiency that is proving to be highly beneficial to ourselves and our clients
- **New Brisbane office**
Opening up new client opportunities already producing good results
- **Significant contract wins (with new clients and from existing)**
Our “recruiting ahead of the curve” strategy was right
- **Practice “cross-sell” on the increase**

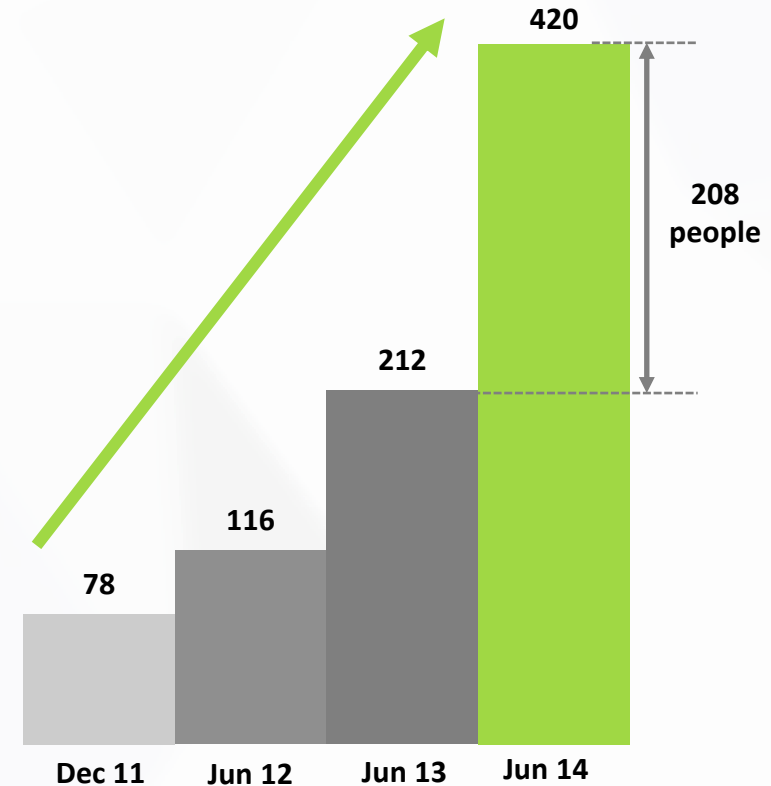
... and enhanced our offering ...

- **New “Partnering Agreements” established, existing agreements strengthened**
Our “Mainstream, Challenger, Disruptive” approach is working
- **Launched the Enterprise Service Management Practice**
A new vertical and area of specialisation with significant growth opportunities
- **Introduced our Process Automation, Content and Change Management Practice**
A new vertical and area of specialisation with significant growth opportunities
- **Significantly strengthened our project services capabilities**
Driving stronger delivery across our fixed price engagement
- **Added key skills and capabilities in the Security, Identity & Access Management area**
A new vertical and area of specialisation with significant growth opportunities

...and there's more growth to come

Our People & Talent team continue to do a great job

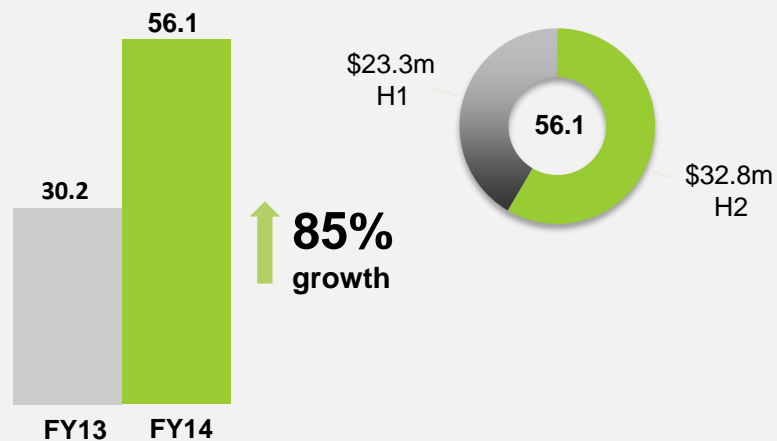
- Our team grew by 208 people in FY14
- 45% (94 people) via organic growth
- Significant recruitment activity in FY14, with prudent implementation of our “recruit ahead of the curve” approach
- ‘RXP 7 Habits’ training developed and being deployed
- ‘RXP Transpire Methodologies’ (including ‘RXP Agile’) delivering value
- Associate/Graduate program launched
- Staff retention rates remain high



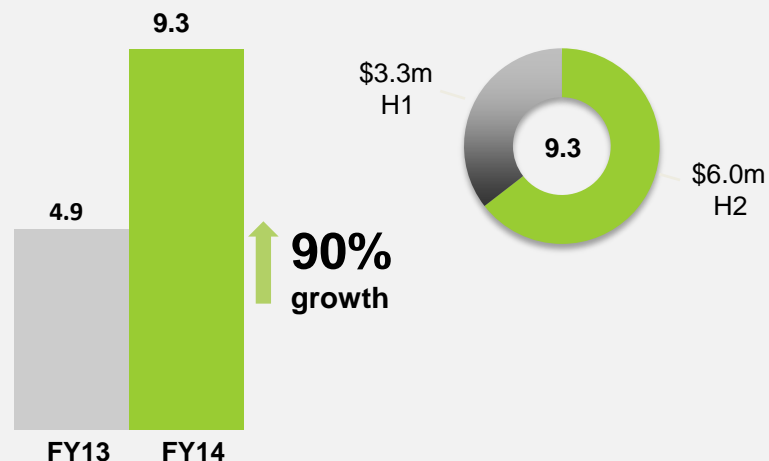
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Earnings growing faster than revenues

Revenue



Profit before tax



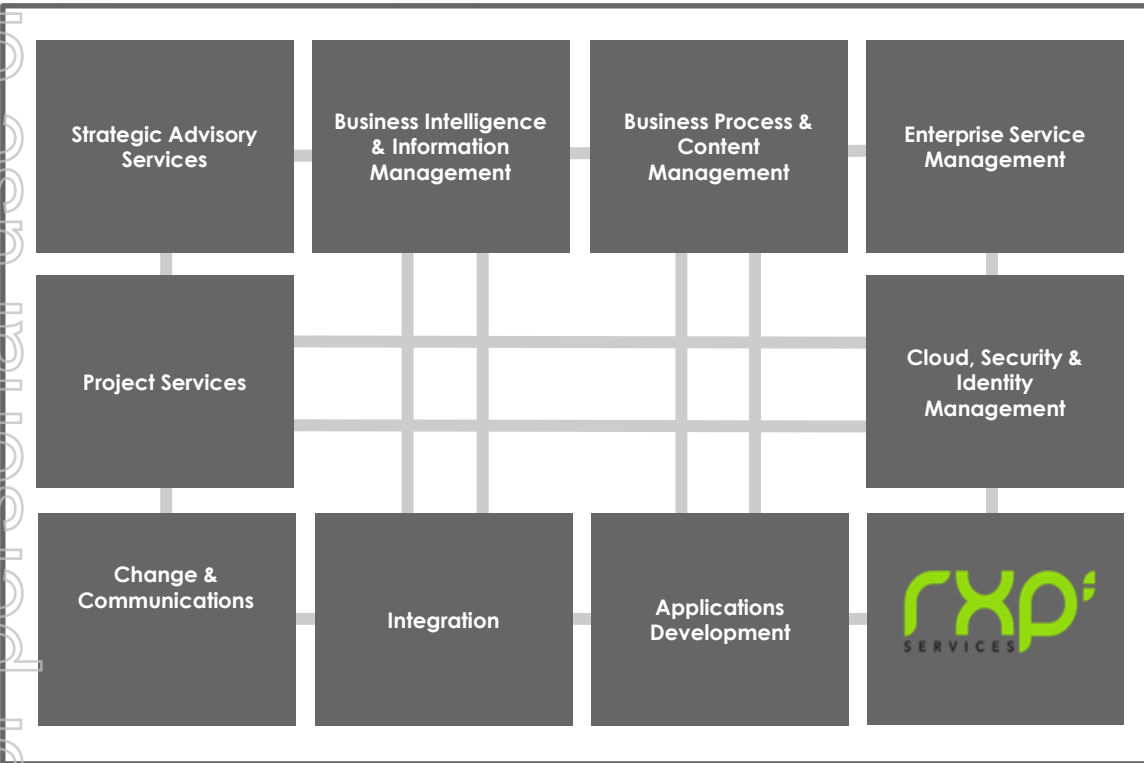
- Margin – increased to 16.6% (up from 16.3% in the prior year)

Our business – a quick recap



Client focussed, Practice Led, Outcome driven

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Melbourne (Head Office)



Canberra



Sydney



Brisbane



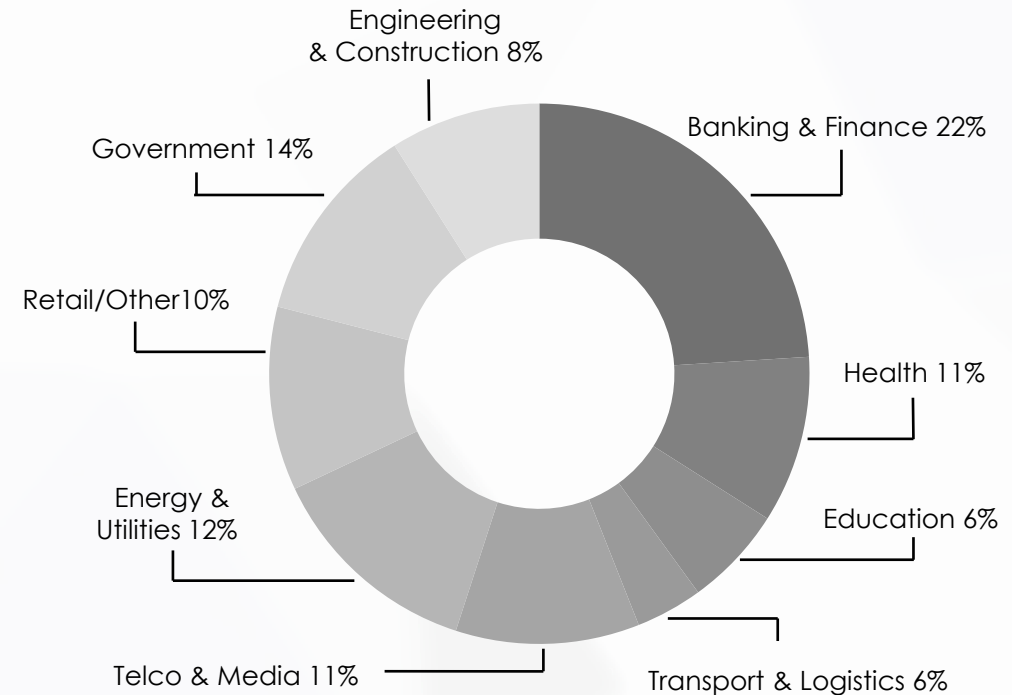
Hobart



Hong Kong

A good spread of clients across industries remains a focus. We continue to.....

- See growth across all industry verticals
- Add new clients in areas of Government, Banking & Finance, Health, Education, Telco & Media and Transport & Logistics
- Drive penetration of our services ('Practices') into existing clients – “multi Practice presence”
- Focus on ensuring we fully leverage the additions we have made to our capabilities and service offerings



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Seven key priorities

- 1. Develop People, Teamwork and Leadership**
- 2. Build on our Brand**
- 3. Develop, expand and evolve our Specialisations**
- 4. Develop and expand our “Hobart Development Centre”**
- 5. Build on existing and develop new Client Relationships**
- 6. Develop and expand our Partnerships**
- 7. Grow through targeted Acquisitions**

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We maintain our focus on growth

- Good start to FY15 delivering the expected revenue run rate
- Organic growth in staff numbers continues with over 470 people at 3 November
- Increased focus on investing in the development of repeatable/reusable cloud based solutions that will be further leveraged in the second half and beyond
- Our pipeline is stronger than ever with project wins increasing in size
- Cross-sell opportunities are strengthening as our business continues to mature
- Forecasting strong revenue and earnings growth in FY15 with PBT margin expected to be similar to that achieved in FY14
- Expect solid growth in EPS in FY15
- Further acquisitions are in play; focus on ensuring funding is balanced between use of cash, debt and equity

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We have delivered strong results and look forward with confidence

- Have built a great team with leaders at all levels
- Delivered 85% Revenue growth and 95% PBT growth in FY14
 - 6 acquisitions completed delivering strategic value
- Look forward to integrating and fully leveraging Centrum and the Business Process Management capabilities the team bring
- Will continue to expand and evolve our capabilities to ensure relevance to clients
- Will continue to invest in developing repeatable & reusable cloud based solutions

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rxp
SERVICES