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## RXP SERVICES LIMITED

ABN 30 146 959 917

### Release to Australian Stock Exchange

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**8 April 2014**

#### **RXP Services Limited – Company Update**

**Dear Shareholders,**

On Wednesday 9 April 2014 RXP will be presenting the attached company update at the UBS Australian Emerging Companies Conference in Sydney.

In summary, our business continues to experience very good growth. The momentum we built up in the first half combined with a number of new client wins will see strong 2nd half fy14 results and positions the company well to deliver full year results in line with expectations.

Any questions relating to this announcement should be directed to Mr Ross Fielding, Chief Executive Officer +61 3 8256 4855.

#### **RXP SERVICES LIMITED**

A handwritten signature in black ink, appearing to read 'Ross Fielding'.

Ross Fielding  
Chief Executive Officer  
-ENDS-

#### **About RXP**

RXP Services Limited (RXP) is a Technology services company. RXP provides consulting and professional services to a number of S&P/ASX 200 corporations and government bodies here in Australia and in Asia. With staff and offices in Melbourne, Canberra, Sydney, Hobart, Brisbane and Hong Kong, RXP has been providing expert consulting services to clients for over 20 years. Our focus is on ensuring clients maximise the benefits they receive from both their existing and future Technology investments.

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# RXP Services Limited

UBS Emerging Companies Conference - 9 April 2014



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Ross Fielding - Chief Executive Officer

# Our Business

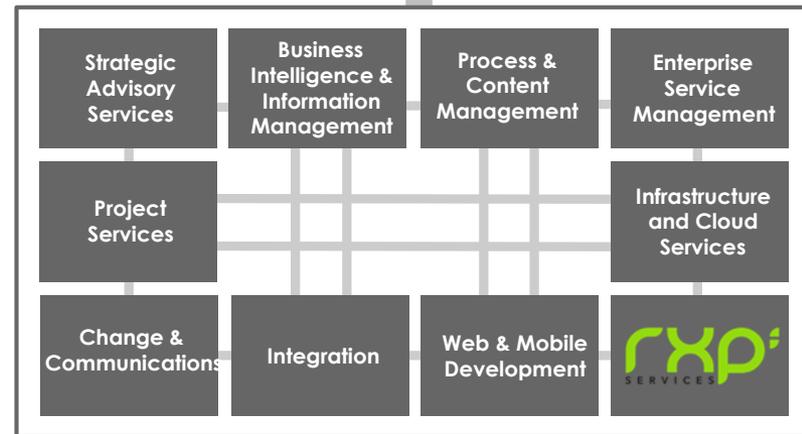
We combine exceptionally talented people with proven methods to deliver solutions that enable our clients to increase revenue, improve customer satisfaction and engagement, and improve EBIT.

We are an ASX listed Technology consulting services company that has provided professional services to S&P / ASX 200 corporations and government bodies in Australia and Asia for over 20 years.

We are a client focused, practice led organisation.

Our practices:

- group our capabilities in a way that optimises engagement with clients.
- integrate and work as “one rxp” when we engage end to end services
- structured to support optimal delivery while providing our staff with career progression and learning opportunities.



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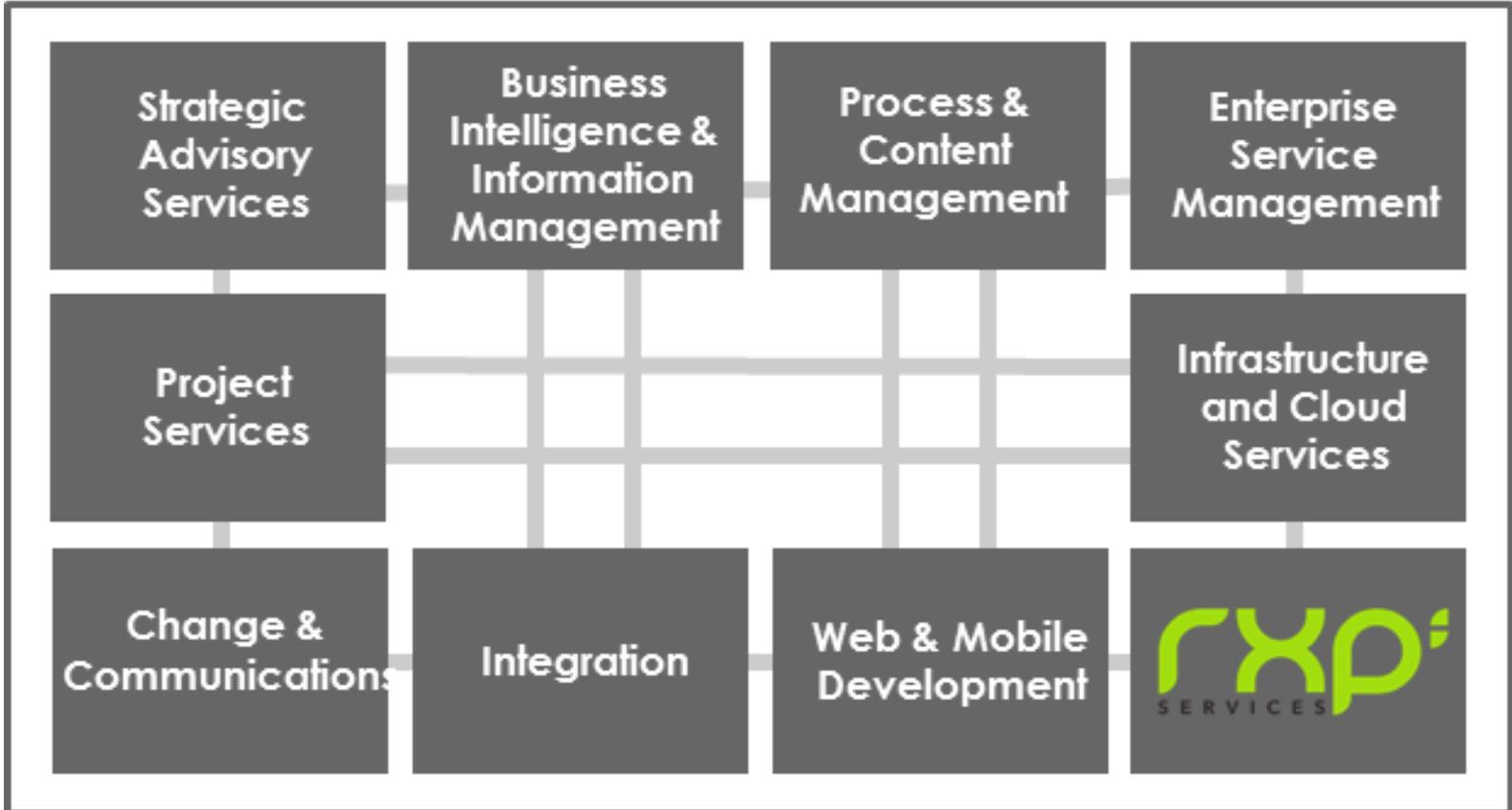
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# Our Capabilities

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# Why RXP

**Customers choose us because together we unlock and optimise the business value of every client we represent. We have shared values and proven proprietary methods which empower us to achieve great outcomes.**

We build each delivery team based on cultural fit, business & technical domain knowledge, career development, location, duration and availability. We establish a collaborative approach that forms real partnerships and deliver greater results, together.

Large teams can create complexity and overhead. We believe in allocating a small teams of highly skilled professionals to deliver outstanding results. Our incremental delivery approach also ensures that value is delivered sooner.



Often the most simple answer to the problem is the best. We consider project challenges from a holistic and multiple perspectives. Our technical depth and insight will ensure clients make the right technology and process choices.

Our practices have been established around specialised expertise that are highly valuable to our clients and achieves runs on the board faster.

Clever thinking is inherent in our approach. Our proprietary Transpire methods, aligned to leading and emerging industry standards, ensure that we progress down the most optimal route with the right preparation



# Our recent acquisition

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## Insight4 – March 2014

- Strengthens our current **Applications Development Practice**
  - proven strong leadership
  - Ability to attract high quality loyal staff (including graduates)
  - enhances our capabilities in growing areas of Microsoft product set (SharePoint, Dynamics CRM, .NET and SQL Server); Insight4 is a Microsoft Certified Partner
- Provides RXP with a “**near shore**” development capability
  - enhances our ability to be cost effective in bidding for work across all of our locations
- Have a strong history in the **Education sector** in Hobart which is “transportable” and will be leveraged into other regions – already working with the likes of Victorian Education Department and Catholic Education Office
- Have a strong history in the **Utilities sector** in Hobart which will enhance the work we are already doing in this sector
- Already working on expanding Insight4’s footprint in Sydney, Melbourne & Canberra

Integration of Insight4 into RXP has gone extremely well

- team fully integrated and expanding not only in Hobart but also into Sydney, Canberra and Melbourne

# Future acquisition(s)

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- Our acquisition strategy and drivers remains the same; focussed on driving a spread of services (in demand services), spread of clients and spread of geographies
- We are currently in detailed discussion with 2 acquisition targets
- We continue to follow the acquisition framework and process that we have developed and evolved; it's proven successful to date

# Our People

- Constantly developing and strengthening our Leadership Group
- Continued focus on People & Talent - single development framework in place driving “**shared leadership**” across the company
- Our focus on people remains: **clever thinking, great people, great teams, delivering outcomes for clients**
- Business performance driven based on a “**balanced scorecard**” approach
- Implement a balanced staffing model between permanent and contract staff

The right team, at the right time

Achieving the right outcomes

# Our Clients

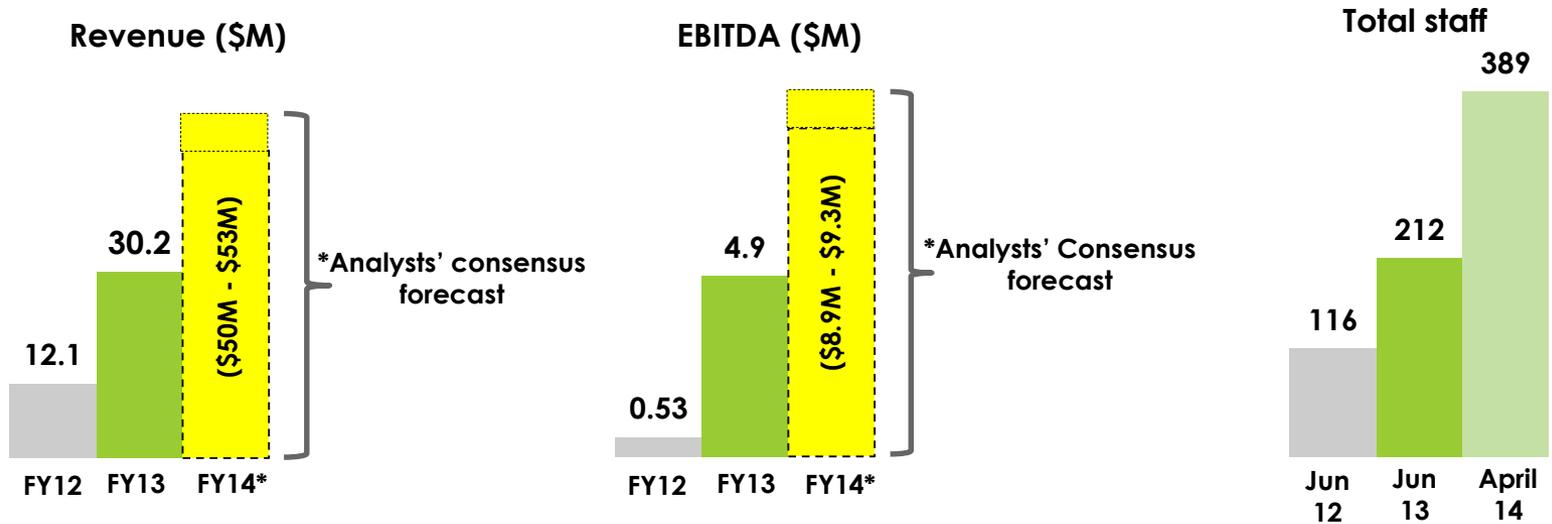
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- We work with many government departments in Australia (Federal, State and Local) and also Government bodies in Hong Kong
- We work with most of the leading organisations in Australia and Hong Kong across Banking & Finance, Telecommunications, Retail, FMCG, Transport, Media & Entertainment, Airline and Health industries.
- RXP is a “Client Focussed / Practice Led” business with offices in Melbourne, Canberra, Sydney, Hobart, Brisbane and Hong Kong. Our focus is on delivering outcomes – outcomes for our clients, outcomes for our people and outcomes for our partners.



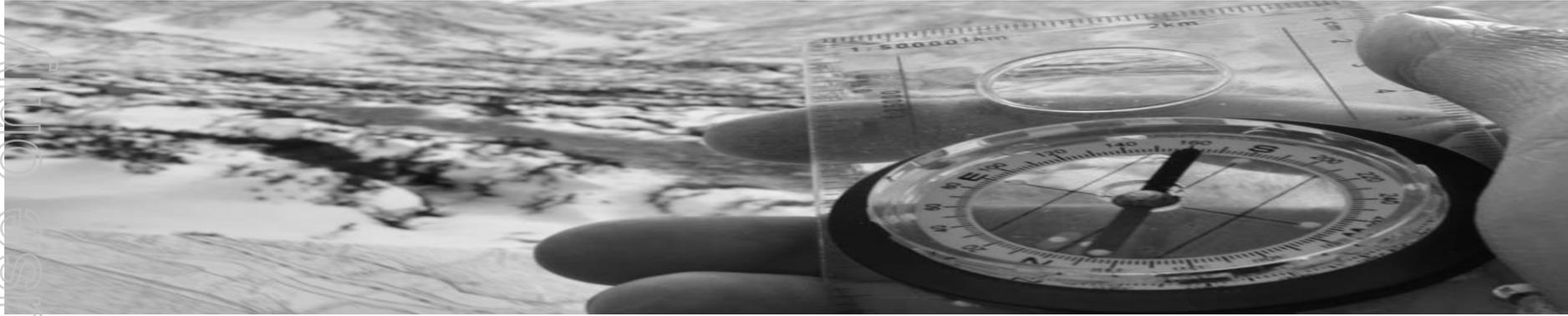
# The High Level Numbers

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- Good first half fy14 results (\$20.3M Revenue; \$3.3M EBIT)
- Strong growth in 2<sup>nd</sup> half as expected, resulting from momentum built in 1<sup>st</sup> half combined with a number of recent client wins in Banking & Finance, FMCG, Telco & Media, Health, Education, Government
- Positive outlook producing strong results; expected to be in line with analysts' consensus forecast

# Our Strategic Compass



1. Grow our People & Capabilities
2. Grow RXP Brand Awareness
3. Grow our Client Base
4. Increase Practice Penetration
5. Develop & Expand our Practices
6. Develop & Expand our Partnerships
7. Develop & Expand our Geographies

Clever thinking is inherent in our approach. Our proprietary Transpire methods, aligned to leading and emerging industry standards, ensure that we progress down the most optimal route with the right preparation

# Important notice

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