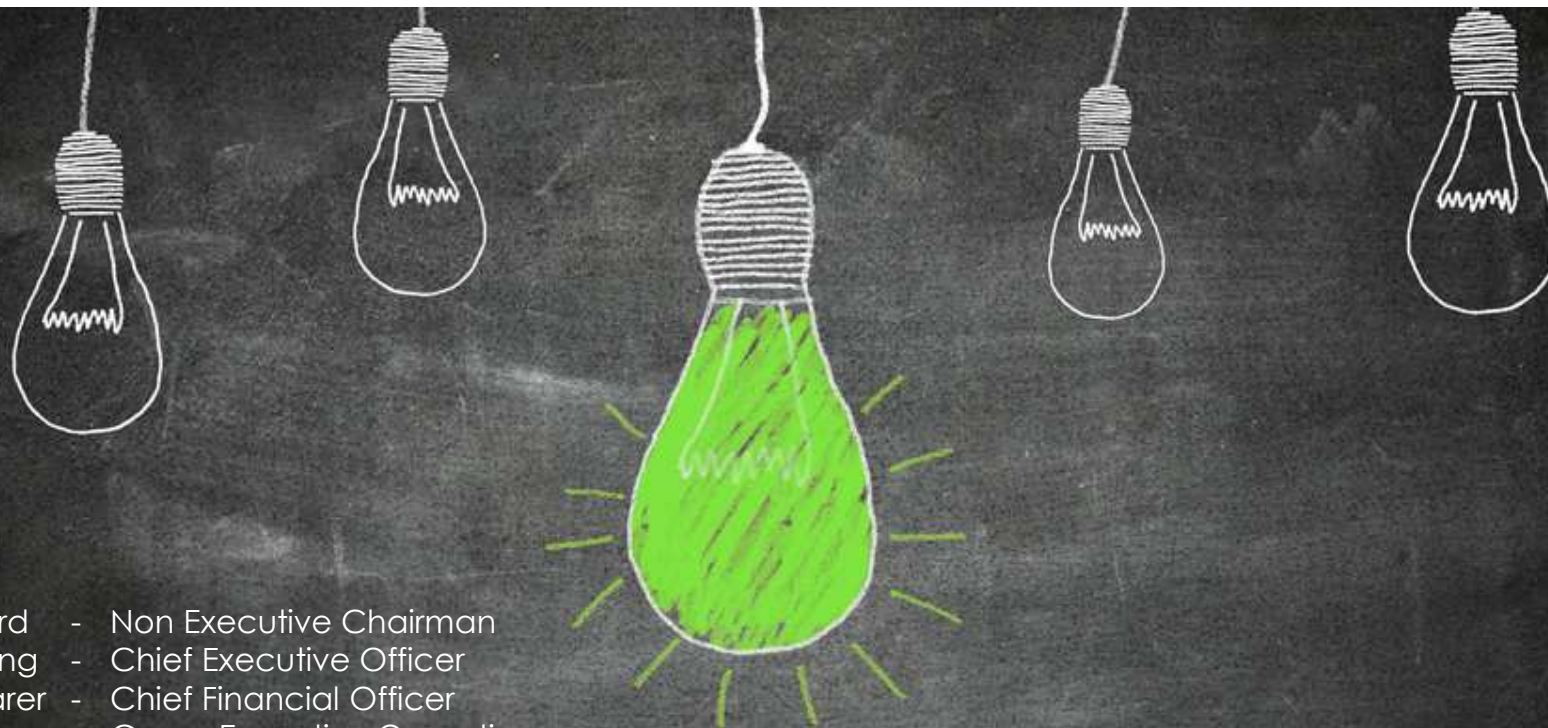


RXP Services Limited

Half Year Results ending 31 December 2013

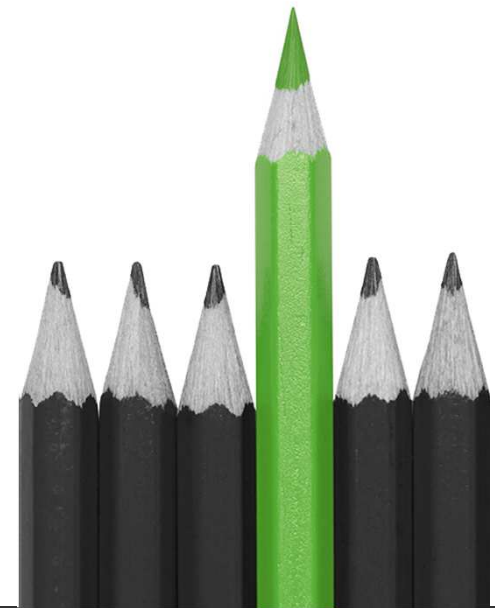
February 2014



John Pittard - Non Executive Chairman
Ross Fielding - Chief Executive Officer
Chris Shearer - Chief Financial Officer
Paul Fielding - Group Executive Operations

Highlights

- Pleasing half year results :
 - Revenue: \$23.3M
 - EBIT: \$3.29M
 - People: 301 (as at 31 Dec), > 40% growth in the half
- Acquisition of Nobel in October 2013 provided the catalyst for the launch of our Enterprise Service Management Practice – have “hit the ground running”
- Addition of Integrated Value in October 2013 enabled the successful transition of our Smartforms & Document Management part of our business into a broader Process & Content Management Practice - momentum is building
- Acquisition of Method Group in September 2013 significantly strengthened our consulting & project services capabilities with integration activities being completed seamlessly
- Brisbane Office opened
- Key client projects won at back end of 1H14 and a number of others being finalised – supporting our “recruiting ahead of the curve”
- Outlook remains strong



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 ICT 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 focussed, 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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Sydney
Tel: +61 (0) 9 9252 9252



Canberra
Tel: 1300 251 165



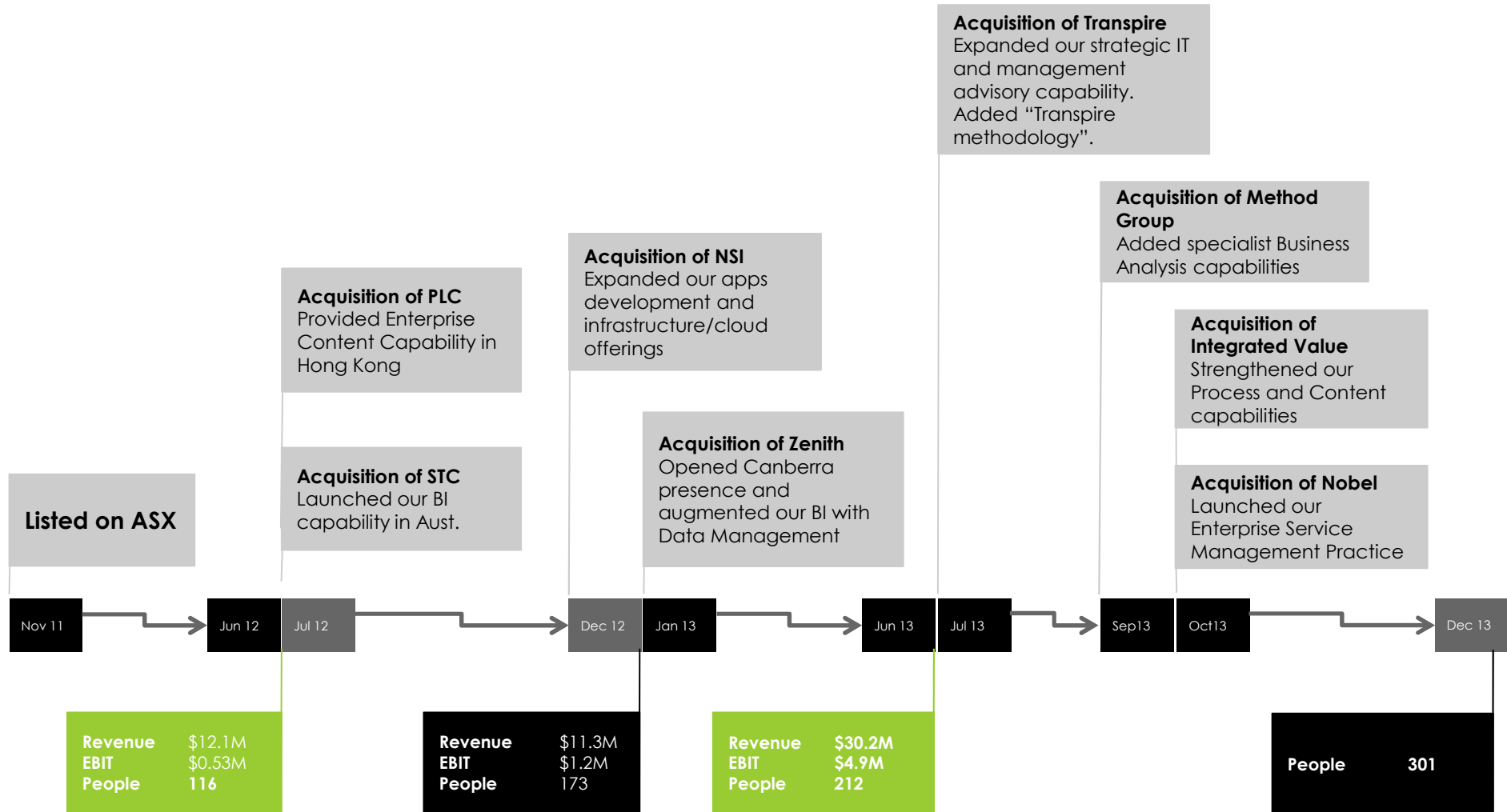
Brisbane
Tel: +61 7 3010 9799



Hong Kong
Tel: +85 2 2529 2238

The journey so far.....

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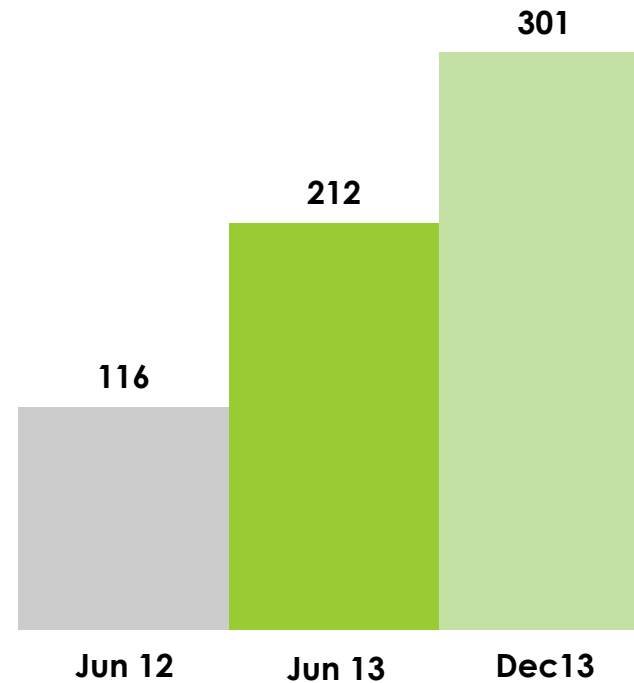
Financials at a glance – 1H fy14

	FY12 \$M	FY13 \$M	1H FY14 \$M (total)		1H FY14 \$M (Australia)		1H FY14 \$M (Hong Kong)
			Forecast	Actual	Forecast	Actual	
Revenue	12,080	30,159	22.54	23.3	21.69	22.521	0.779
PBT	534	4,916	3.78	3.29	3.53	3.507	(0.207)
PBT margin (%)	4.42%	16.30%	16.7%	14.2%	16.3%	15.6%	N/A

- Solid overall results
 - strong Revenue result reflecting our focus on Practice x-sell, new business wins, successful integration of acquisitions
 - good PBT result particularly in light of softness in Hong Kong and our “recruiting ahead of the curve” approach
- Cash flow from operations continues to grow as a result of growth in underlying revenue
- Zero debt with \$25.4M in cash as at 31 December 2013

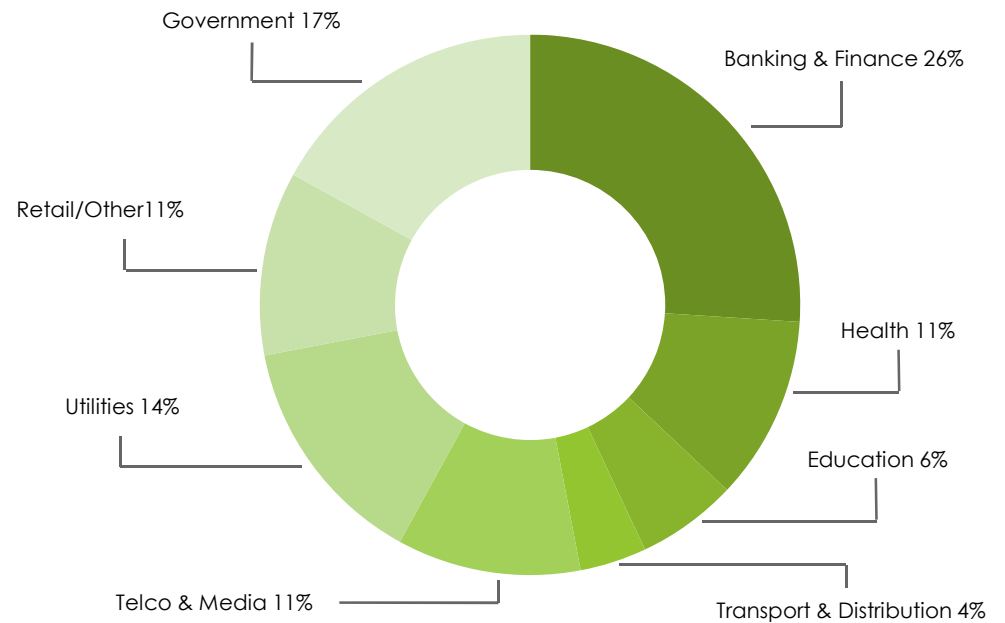
People

- Continued recruitment activity, with implementation of our “recruit ahead of the curve” approach
- The October – December period was our busiest “recruitment” period
- Intern/Graduate/Associate program launched
- Staff retention rate remains very high



Clients

- A good spread of clients continues to be a focus
- We have seen growth across most of the industry verticals
- Have added key clients in Government, Banking & Finance, Health, Education, Telco & Media, Food & Beverages
- We have been able to drive penetration of our services into existing clients
- Focus is on ensuring we fully leverage the additions we have made to our capabilities and service offerings



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Acquisition Update - recent acquisitions

Method Group:

- The addition of Method Group has significantly strengthened our consulting & project services capabilities
- The broader RXP group has been able to leverage Clients brought in as a result of the acquisition, winning new business in other RXP Practices
- Integration has been completed and once again results being delivered are in line with expectations
- Focus now is on building out our clients base for this Consulting & Project Services Practice in all regions

Integrated Value:

- Led by Matthew Elliott, the addition of Integrated Value has enabled us to broaden our smartform & document Management capabilities and offerings to clients
- Has provided the catalyst to transition our Smartforms / Document Management Practice into a broader Process & Content Practice
- Integration has been completed with pleasing results being delivered (in line with expectations)
 - x-sell into existing clients, addition of new clients, establishment of new Partnerships, strengthening of existing Partnerships

Acquisition Update - recent acquisitions

Nobel:

- The addition of Nobel to the RXP team signalled the launch of our Enterprise Service Management (ESM) Practice within RXP
- The ESM Practice has “hit the ground running” delivering solid early results
- With a number of new client opportunities combined with those possible within our existing client base, the outlook for this Practice is strong

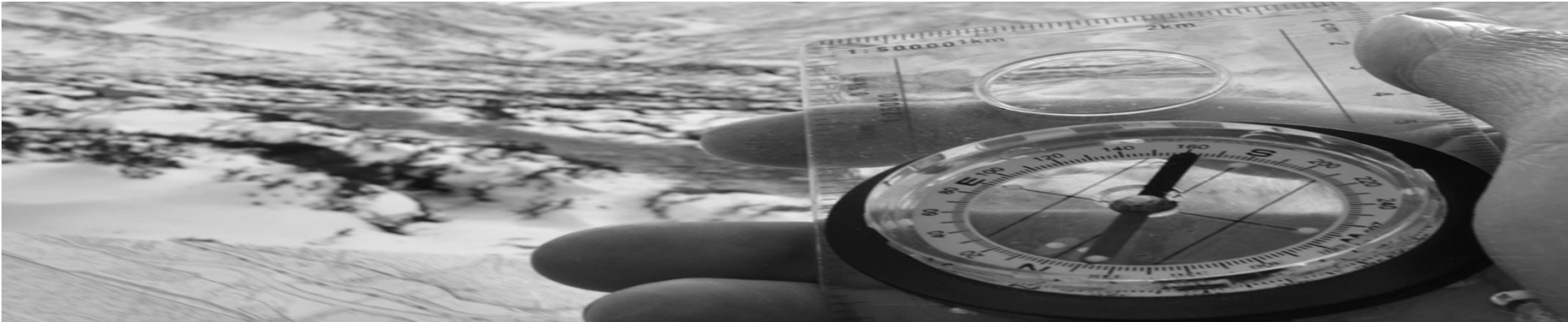
Acquisitions – current activity

- We are in the final stages of Due Diligence on an acquisition and expect to be able to announce within the next 2 weeks
- We are also in Due Diligence discussions with another 2 companies
- Our approach to acquisitions remains consistent and we will continue to follow the process that we have developed and that has proven successful to date
 - We will always put our process ahead of any timing pressures

Summary

- We have hired well over the Oct – Dec period and with a solid pipeline we continue to do so
- Growth seen across most of our Practices, with a number of new key opportunities being finalised (Health, Education, Telco & Media, Government)
- Whilst Hong Kong has seen a challenging 1H fy14, we expect to see a turnaround around in 2H fy14
 - new business with existing clients and the addition of 2 new clients
 - our newly formed Process & Content Practice (driven by the Integrated Value acquisition) will be a driver
- We maintain focus on targeted acquisitions in Australia and Hong Kong
 - Currently finalising discussions with target acquisition in Australia and in detailed discussions with two other potential acquisitions
- Cash flow from operations expected to continue to grow in line with forecast revenue growth
- We have momentum and expect a strong 2nd Half with growth in both Revenue and EBITDA
 - For fy14 expect >\$48M in revenue and a resulting EBITDA margin better than 16.3% achieved in fy13 (despite the current softness in Hong Kong)

Our Strategic Compass – priorities remain the same for period ahead



- **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

