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# Investor Showcase

May 2016

# Company Values

- Technology Services company that makes a real and positive difference to the people who work for us, the clients who we deliver outcomes to and the Partners with whom we work

We play a key role in helping clients leverage today's technologies and plan for tomorrow's as they strive for excellence in their business

Focussed on growth areas - Digital & Cloud; Information, Analytics and Insights; Efficiency, Scalability & Flexibility; Innovation

Committed to the OneRXP operating model bringing together our specialisations and focussed on "delivering outcomes together"

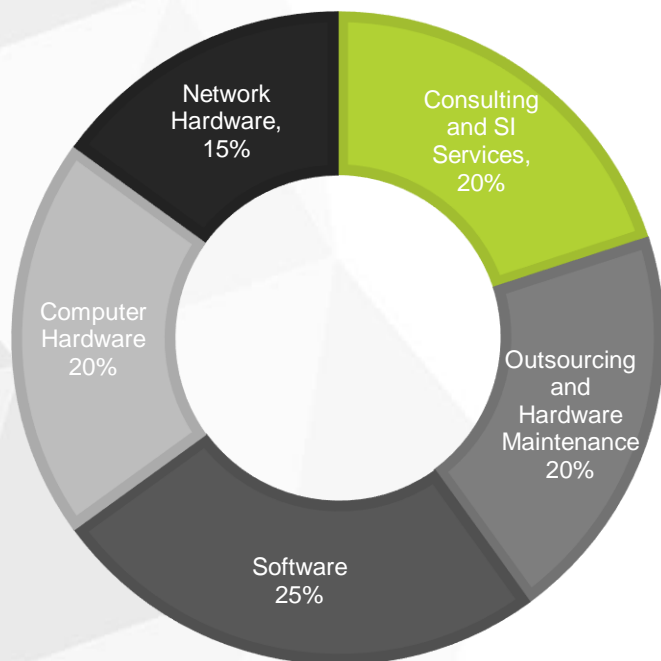


# Our Industry is Strong

IT is a critical part of the Australian economy with spending on IT products and services accounting for ~5% of our national GDP

Core drivers of growth:

- Digital & Cloud
- Customer knowledge and insights
- Productivity, Scalability, Flexibility
- Innovation/differentiation



Source: IDC and Forrester

Sector	Consulting and SI (\$m)	Total IT spend (\$m)	Market (%)
Banking, Finance and Insurance	2,204	11,019	22
Government	1,566	7,831	16
Retail and Manufacturing	1,468	7,338	15
Telco and media	1,259	6,295	13
Business Services	762	3,811	8
Resources a construction	785	3,923	7
Education	632	3,160	6
Health	468	2,338	5
Utilities	387	1,937	4
Transportation	360	1,801	3
<b>Total</b>	<b>9,891</b>	<b>49,453</b>	

In the RXP core market of consulting and systems integration this represents a total addressable market of almost \$10b annually

# Case Studies

Case Study 1 – **Construction & Property Group:** Digital Marketing and Sales Portal

Case Study 2 – **Horse Racing Body:** User Experience Design

Case Study 3 – **State Government:** Digital Enablement Program

Case Study 4 – **Large State Government Department:** Information & Analytics Portal

Case Study 5 – **Engineering, Construction & Maintenance Company,** Field Force Management Solution

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# Wrap-up

- We hope, through the examples we have worked through, you got a sense for the type of client work RXP undertakes
- We remain focussed on growth areas - Digital & Cloud; Information, Analytics and Insights; Efficiency, Scalability & Flexibility; Innovation
- Our capabilities and commitment to the OneRXP operating model (bringing together our specialisations and focussed on “delivering outcomes together”) is winning

**Reconfirm our guidance: Target revenue of \$120m  
EBITDA margin 13-14%**

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