

# **RXP Services Limited**

## **Half Year Results – period ending 31 December 2012**

**28 February 2012**

**Ross Fielding – Chief Executive Officer**

**Chris Shearer – Chief Financial Officer**

- 1. Key Take-Outs**
- 2. Consolidated Financial Results**
- 3. RXP Services - Recap**
- 4. Focus moving forward**

## 1. RXP Services – Key Take Outs

- **Successfully listed 28 November 2011**
- **Acquired businesses continue to operate profitably and in line with expectations**
- **Integration activities are ahead of plan (back office functions now integrated)**
- **New organisation structure in place and operating**
- **Current staff 102**
- **Demand for RXP Services “core technology verticals” remains strong**

## 2. RXP Services – Consolidated Financials

	1H FY12 (\$'000)
Revenues	2,110
Expenses	(2,561)
NPAT	(316)
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Cash	834
Trade receivables	2,818
Other current assets	472
Total current assets	4,124
Trade and other payables	3,269

- Revenue of \$2.11M includes only 5 weeks of contribution from Indigo & Vanguard (aligned to acquisition completion dates)
- Expenses include one-off acquisition costs and the full allocation of 6 months corporate costs (total \$695K)
- Effective NPAT Gross Margin for 5 week period is ~18%
- Total current assets exceed payables (0-30 days) by \$855K
- Underlying core business is profitable

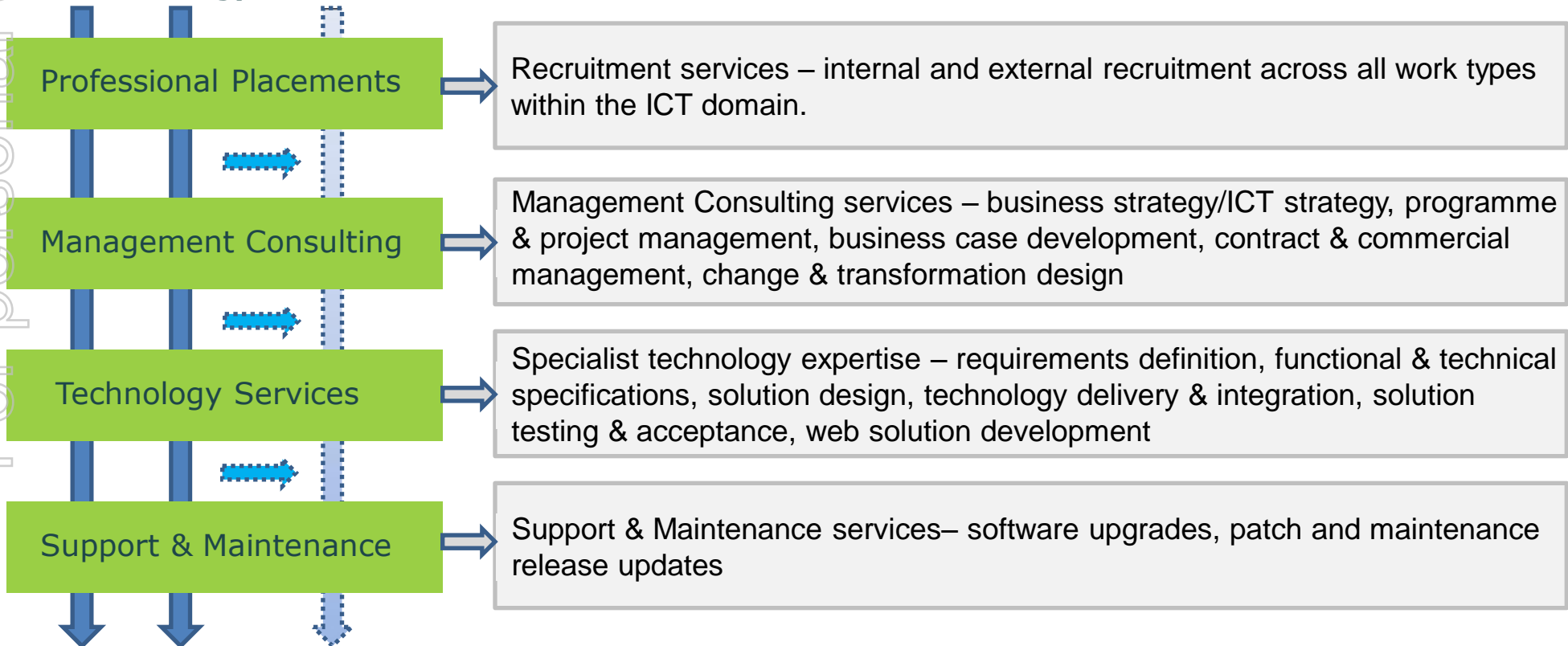
## 3. RXP Services - Recap

### Business Overview

#### Professional Services company – Melbourne, Sydney, Hong Kong

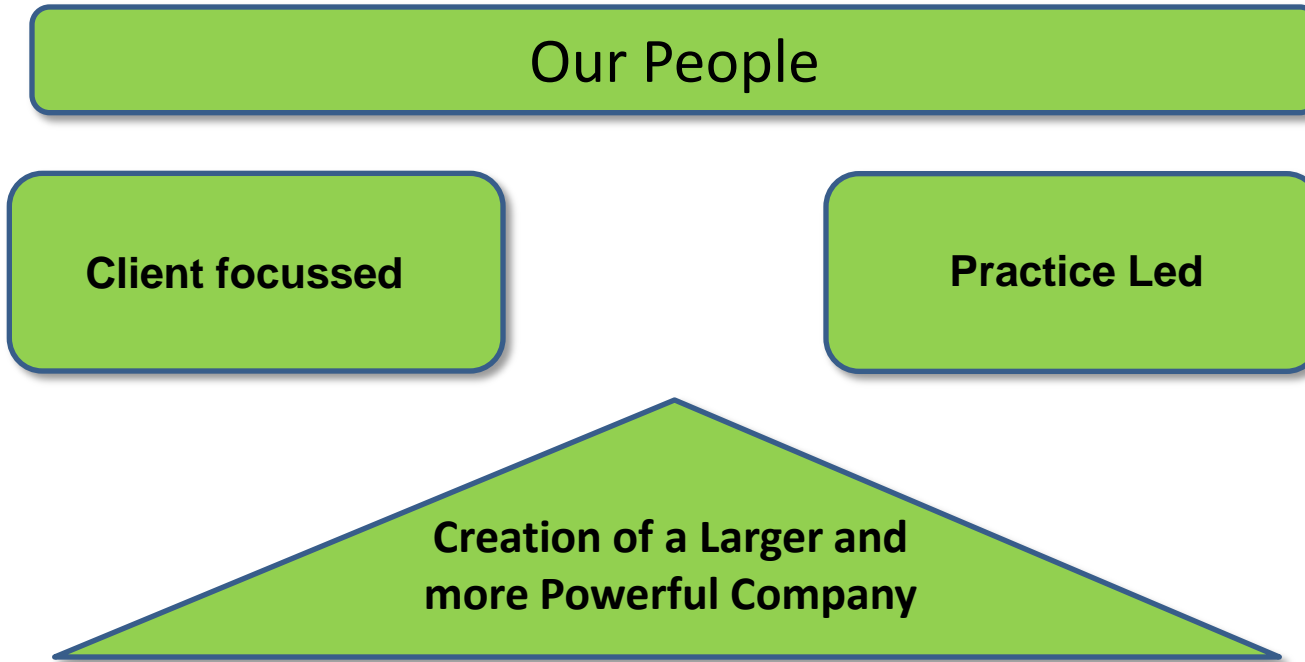
- Provider of ICT consulting and professional services to Clients (incl. a number of S&P/ASX 200 corporations and government bodies in Australia and Hong Kong – offices in Melbourne, Sydney, Hong Kong)
- Organic and acquisitive growth with a focus on client spread, services spread and geographic spread

#### Core Technology Verticals



### 3. RXP Services – Recap cont.

#### Formation

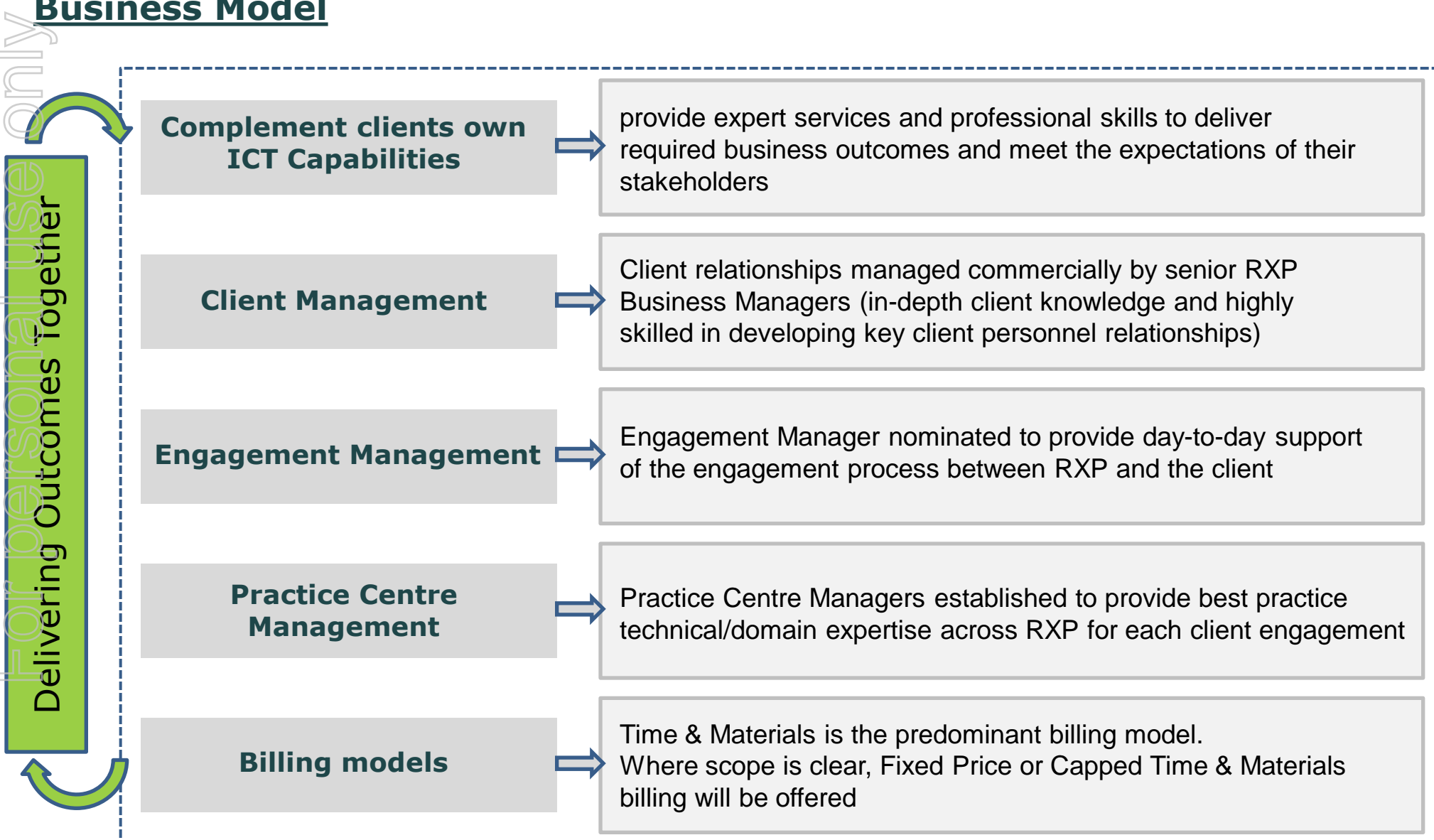


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### 3. RXP Services – Recap cont.

#### Business Model



## 3. RXP Services – Recap cont.

### Growth Strategy

#### Focus on Organic and Acquisitive Growth

##### Organic Growth

- Leverage considerable industry contacts and networks
- Retain and expand existing engagements / Service Agreements across existing client base
- Establish ICT Services Agreements with new customers
- Develop new service offerings – new verticals

##### Acquisitive Growth

- Focus on acquisitions that expand existing Client Spread, Services Spread and/or Geographic Spread
- Will focus on profitable businesses with a track record
- Focus on businesses that have complementary business models and culture



## 4. RXP Services – Focus Moving Forward

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- **Drive completion of integration activities**
- **Continue development of the “RXP Culture”**
- **Fully leverage current partner and client relationships across the RXP group**
- **Expand geographies and client relationships**
- **Continue to build out and add to “core technology verticals” (both organic and acquisitive)**

**Delivering for  
our People**

**Delivering for  
our Clients**

**Delivering for  
our  
Shareholders**