



2023 Annual General Meeting

Agenda

1. **Company Overview**
2. **Business Performance**
3. **Outlook & Strategy**
4. **Additional Information**



1. Company Overview

CPT Global Overview

Main Service Areas

- Mainframe / Midrange Optimisation & Cost Reduction
- Testing & Assurance
- Modernisation & Transformation
- Cloud Migration Strategies
- Capacity Management, Planning, & Forecasting



Who We Are

We're mainframe and IT experts that help businesses improve system performance, reduce costs and risks, and achieve their IT objectives.

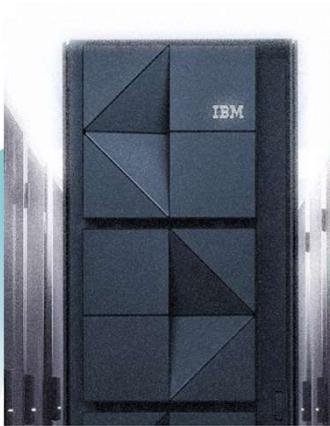
What We Do

We are thought leaders who have helped plan, deliver, maintain, and update mainframe strategies for the world's largest and most successful companies.

How We Do It

Our people are located around the world, making CPT well-positioned to help businesses tackle their toughest global IT challenges.

Specialised Offerings for Complex Projects



MAINFRAMES / MIDRANGE

- **Maintain:** Ensure mainframe efficiency, effectiveness, and reliability.
- **Leverage:** Use mainframe assets across new projects, applications, and initiatives.
- **Modernise:** Activate the most effective mainframe technology for the job.
- **Retire / Migrate:** Outsource, rehost, or decommission an org's trusted workhorse.



TESTING & ASSURANCE

- **Stability & Resilience:** Ensure business systems and applications run reliably and can withstand disruption.
- **Delivery Assurance:** Ensure smooth delivery of system upgrades and changes.
- **Test Automation:** Accelerate the testing process while reducing its overall costs.
- **Testing Governance:** Define the testing strategy and align it with the organization's goals.



An Experienced Business & Skilled Team

30

years in
business

35+

countries &
regions served

ISO 9001

certified to meet
business & regulatory
requirements

130+

IT experts
around the world

25+

years of average
mainframe & IT experience

45%

of our team has been
with CPT 10+ years

Why Businesses Choose CPT Global

Lasting Relationships

Most clients **continue working with our team** after completing our first project together.



Strategic Execution

Our unique skills and results-driven approach have **helped clients save hundreds of millions of dollars.**



Trusted Partner

As a truly independent partner, we give **impartial advice and insights based on our 30+ years** of experience.



Proven Performance

We've **led IT and transformation initiatives for many Fortune 1000 companies** and the world's largest banks.

2. Business Performance

FY2023 Key Numbers

\$28.1M

Revenue

Industry and **economic challenges impacted client project extensions** and approval of new business in Q3, resulting in a second-half loss.

\$10.1M

Margin

We are **actively managing our margins** under this high-pressure environment.

\$(353)K

Net Margin

Operating costs increased from investments in talent, capabilities, and non-recurring business expenses, including Canadian tax review, investment in back-office systems, and implementation of strategic initiatives.

Costs continue to be a focus, as we actively evolve our model and adapt to market and business conditions.

FY2023 Key Numbers

1st Half

\$16.2M

Revenue

Challenging Q3,
Recovering in Q4

\$6M

Margin

Our strategic focus is helping
the business stay competitive.

\$839K

Net Margin

Costs will continue to be a
focus as we enter 2024.

2nd Half

\$11.9M

\$4.1M

\$(1.1)M

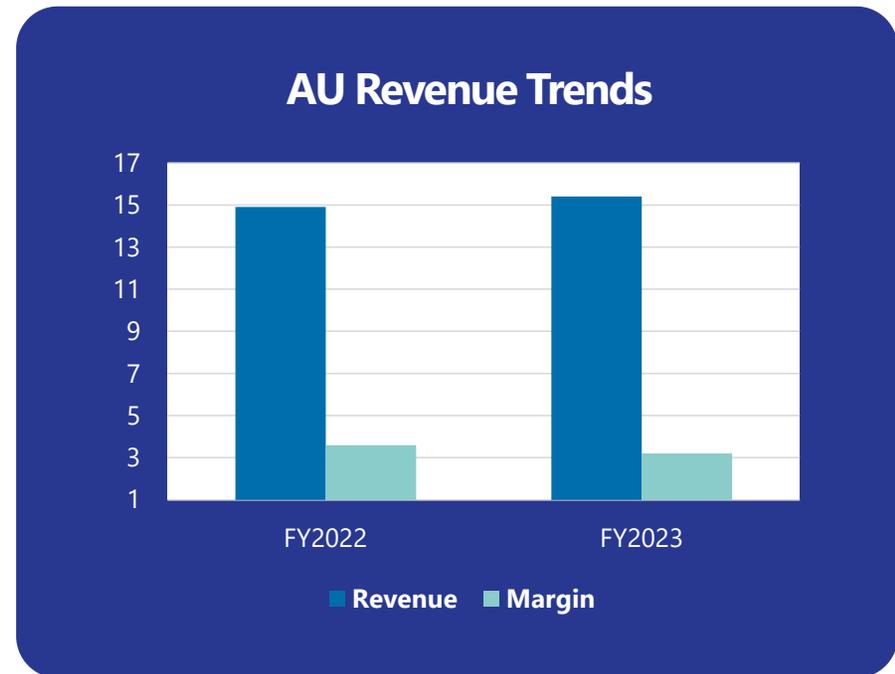
**Financials are in AUD*

Australia YoY

FY2022



FY2023



Australia revenue of \$15.4m up on FY2022 (\$14.9m) with a lower margin.

Northern Hemisphere YoY

FY2022



FY2023



NH Revenue & Margin Trends



Northern Hemisphere revenue of \$12.7m down on FY2022 (\$15m) with improved margin.

Major Wins in FY2023



Successfully completed a **multi-year database modernisation program** at a Fortune 500 US financial services company.



Continue our **work with long-term clients as we deepen these trusted relationships** by expanding our portfolio of services.

FY23 SUCCESSES



Delivered **several large mainframe Risk Reward engagements** across the banking, healthcare, and insurance industries.



Successfully completed **several delivery governance and test assurance engagements** across state government, education, and employment industries.

3. Outlook & Strategy

Mainframes are More Relevant Than Ever

Mainframes are Powering Major Organizations

67%

of the Fortune 100

90%

of the top 50 banks

80%

of the top 10 insurers

80%

of the top 10 telcos

80%

of the top 10 retailers

80%

of the top 5 airlines

FORRESTER

Mainframes Are A Critical Part Of Modern IT Strategies

Unparalleled Processing Power And High Security Make The Mainframe A Strategic Component Of Hybrid Environments

BMC Mainframe Survey Results Show a Platform on the Rise

BY: JOHN MCKENNY ON NOVEMBER 16, 2023

Connect and extend: Mainframe modernization hits its stride

Deloitte Insights

Instead of completely replacing mainframe systems, businesses have begun looking for ways to extend the functionality of mainframe systems by linking them to emerging technologies

CIO

Modernization holds the key to IBM i success

BrandPost • By Milan Shetti, CEO Rocket Software
May 17, 2023 • 4 mins

Digital Transformation

As IBM i investment increases and the IT talent pool shrinks, it's clear that businesses will become more reliant on partners that deliver solutions that automate data center modernization.

Services Aligned with Client & Industry Trends

CPT Global's Market Opportunity

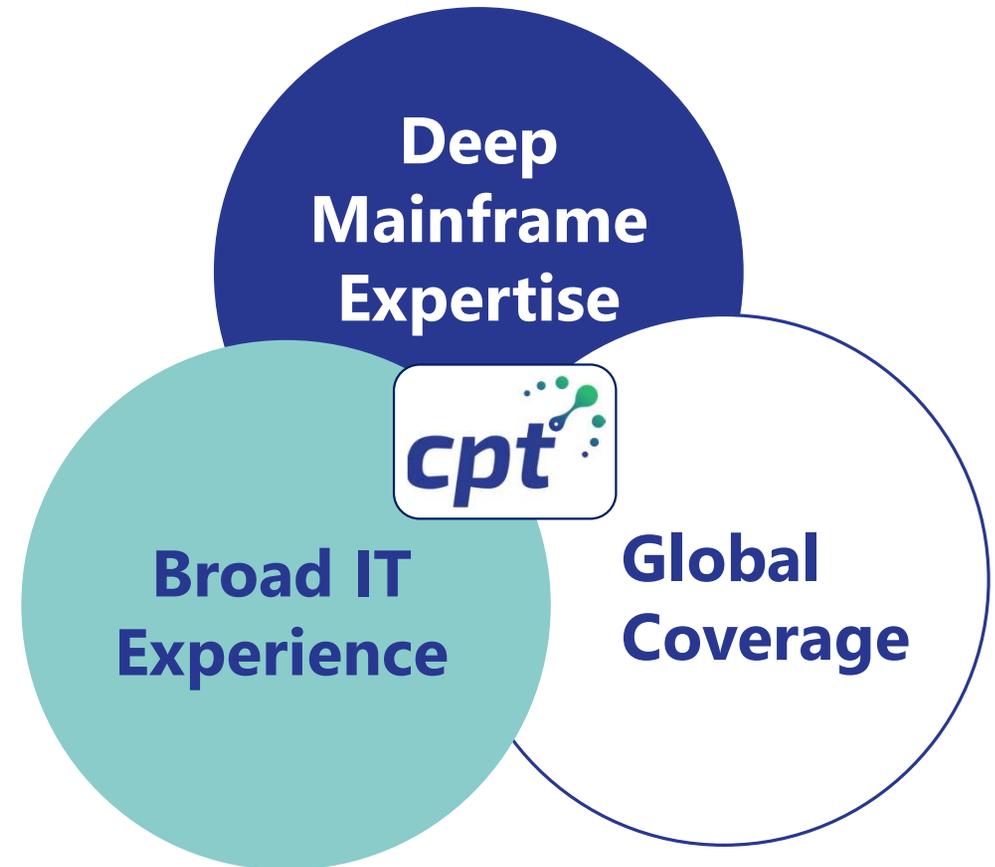
High costs, technical issues, and business uncertainty has changed how companies plan to leverage the mainframe.

Cost-efficiency, performance, resilience, and hybrid solutions are taking priority over lift-and-shift or other large-scale modernisation initiatives.

As technology experts, CPT Global is positioned to help clients meet these needs and get the most out of their mainframe environments.

Client needs based on recent experiences:

- Expert assessments
- Modernisation strategies
- Cost-effective solutions
- Operational expertise



ISG Survey: An Independent Perspective On CPT

CPT Global is ranked among the world's top mainframe service providers

- Why CPT Global was chosen for ISG's Sweet Spot:**
- Comprehensive Portfolio of Mainframe Solutions
 - Strategic Partner Ecosystem
 - Industry-Tailored Services
 - Experienced Team of Consultants
 - Defined Future Roadmap

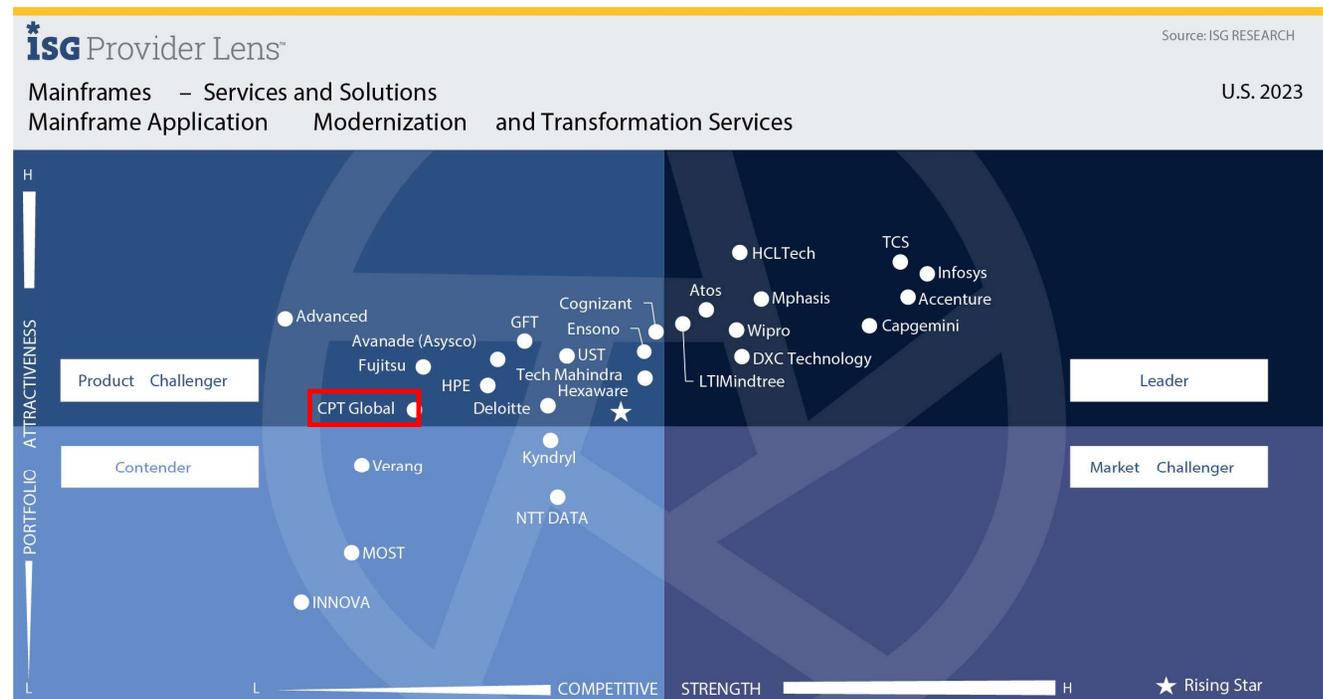


ISG Survey: An Independent Perspective On CPT

CPT Global is the only specialized provider among billion-dollar companies

Value we deliver according to ISG:

- CPT Global **helps clients modernise** in-house legacy systems while delivering **cost savings of 25 percent**
- The business identifies performance and capacity issues to **ensure clients achieve optimal utilisation of their rightsized mainframe** infrastructure



Sticking to Our Core Strategy

Our strategy enables CPT to adapt to operating challenges, enable strategic growth, and seize opportunities that come into view.

Focus Areas

Prioritizing Modernisation Readiness

Showcasing Our Expertise

Innovating for the Future

Collaborating with Leading Partners

Driving Performance with Good Governance

Prioritising Modernisation Readiness

We will continue working across all stages of modernisation to help our clients succeed

71% of Fortune 500 companies rely on mainframes for day-to-day operations.

Expert Mainframe Assessments

Our deep industry experience and mainframe expertise help us understand client needs and add value as a partner quickly.

Cost-Effective Solutions

Our Cost Optimisation and Risk Reward offerings deliver the perfect solution, improving system performance while lowering mainframe costs.

Operational Expertise

In addition to our mainframe & midrange services, CPT Global delivers cloud optimization services to help businesses achieve modernization and reduce their IT costs.

Modernisation Strategies

Our world-class network of industry-leading solutions and partnerships ensure client success – from strategy to implementation.

51% of IT spending & 66% of software budgets will shift to hybrid & cloud solutions by 2025.

Empowering Our People

We're creating a strong culture by showcasing our talent, enhancing skillsets, and improving internal processes

Thought Leadership



Testing in Modernization

Showcasing our expertise and experience is enhancing our company's profile and creating opportunities to secure new clients, work with more partners, and establish CPT as industry thought leaders.

[READ NOW](#)



Modernisation Trends

Exploring deeper technical topics with our experts gives our audience an inside look at our work, the IT trends that are happening with clients, and how the mainframe is being leveraged today.

[READ NOW](#)



Mainframe Mentoring Program

Our Mentoring Program pairs experienced mainframe professionals with up-and-coming IT talent, providing training, development, and networking opportunities.

This program helps create a community of mainframe professionals committed to sharing their knowledge and expertise with future generations.

Innovating for the Future

Our team is making great progress on creating and promoting unique IT solutions

Test Coverage for Mainframe

Our IP software, *Test Coverage for Mainframe*, is advancing after last year's announcement.

Test Coverage for Mainframe delivers deep, system-level analytics and a forensic analysis of test coverage and "what if" scenarios for IT teams.

Fact-based metrics provide specific insights into change impact and test coverage across:

- Jobs
- Programs
- Transactions
- SQL statements

The software is being discussed with clients and will complete testing before its official launch.

Watch the Interview on Our New Initiative



Collaborating With Leading Partners



New and strengthened strategic partnerships continue to grow our business pipeline

Amazon Web Services (AWS)



Why this partnership is meaningful:

- Access to AWS resources, services, events, and programs
- Marketing, sales, and technical support
- Training and certification
- Co-selling opportunities
- Revenue share on AWS services



Strategic

Enablement

Driving Performance with Good Governance

CPT is laser-focused on strengthening margins by enhancing Board management and oversight



Steve Targett

Steve Targett joined the Board on 24 January 2023, bringing a wealth of leadership experience from his previous roles at ANZ Bank and NAB in Australia, Lloyds Bank in London, and a variety of Chairperson roles for leading international businesses.

Steve is to succeed Fred Grimwade as CPT Global's Chairman following the 2023 AGM.



Deborah Hadwen

Deborah Hadwen joined the Board on 1 July 2023 and is already making great contributions to CPT Global. Deborah brings vast executive experience from previous roles at Tata Consultancy Services (TCS), as well as other commercial and board appointments.

CPT Global is strongly committed to good governance, believing it is one of the greatest contributors to our success.

We've added experienced directors and implemented governance policies to ensure the business:

- Is managed in a fair and transparent manner
- Is viewed as a leader for ethical business practices
- Stays dedicated to corporate social and financial responsibility
- Enhances shareholder value

4. Additional Information

Disclosure

This presentation contains general information about the activities of CPT Global (CPT) which is current as of August 2023. It is in summary form and does not purport to be complete. It presents financial information on both a statutory basis as well as information provided on a non-statutory basis.

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