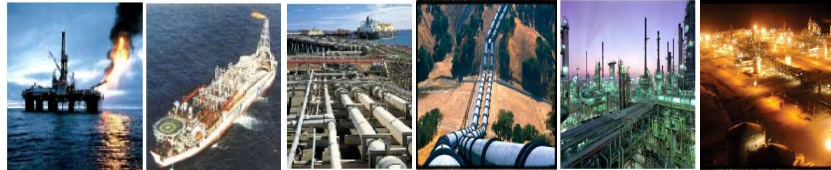


CSE GLOBAL LTD



PULSE OF ASIA 2008

7th January 2008



Customer Satisfaction, *Everytime.* 1

MILESTONES

- 1985 : Commenced operations
- 1993-1995 : Established presence in Thailand, Malaysia & India
- 1997 : Management Buy-In
- 1999 : Initial Public Offering
- 2000 : Acquired W-Industries (US) and Servelec (UK)
- 2003 : Acquired Transtel and established presence in Carmen, Doha, Dubai, Tehran, Soku, Muscat, Shanghai, Beijing and Jakarta
- 2004 : Acquired Uniserve (Australia) & RTUnet (Australia; product business)
- 2006 : Acquired Techno Trade (Belgium; product business) & Scomag (Scotland)



Customer Satisfaction, *Everytime.* 2

BUSINESS OVERVIEW

- Niche system integrator in Control, Telecommunication and Electrical and Healthcare Systems
 - Control
Integrated Control System, Safety Systems, Plant IT
Competitor : Honeywell, Emerson Process, Invensys-Foxboro, Yokogawa, ABB, Siemens
 - Telecommunication
Satellite and Wireless system, Fiber Optic Communication System, PABX, Public Address, CCTV etc.
Competitor : Alcatel, ABB, Siemens
 - Electrical
Protection and Control, High Voltage Electrical Systems
Competitor : Schweitzer Engineering Lab (SEL), Schneider, Rockwell, ABB
 - Healthcare
Web based Electronic Card Record System for mental health, community & children's services
Competitor : Isoft, Cerner, Phenoix partnership IN4TEK



Customer Satisfaction, *Everytime.*

3

CONTROL

- Integrated Control System
 - Process Control System
 - SCADA/Telemetry System
 - Pipeline Control System
 - Well Head Control System
 - Subsea Control System
 - Chemical Injection System
 - I & E Construction



Customer Satisfaction, *Everytime.*

4

CONTROL

- Safety System
 - Emergency Shutdown System
 - Fire and Gas Detection System
 - High Integrity Protection System

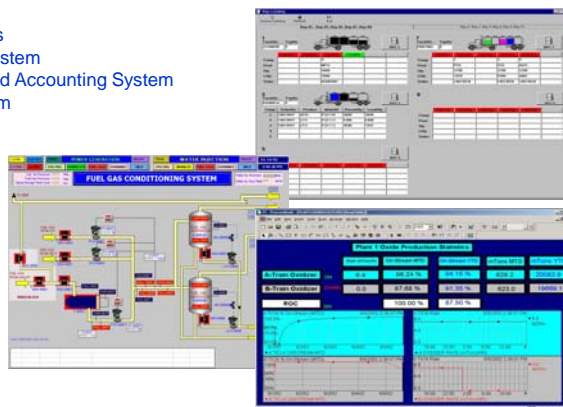


CSE_{global}

Customer Satisfaction, *Everytime.* 5

CONTROL

- Plant IT
 - Plant Information Systems
 - Laboratory Information System
 - Data Reconciliation & Yield Accounting System
 - Terminal Automatic System

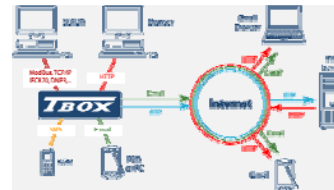


CSE_{global}

Customer Satisfaction, *Everytime.* 6

CONTROL

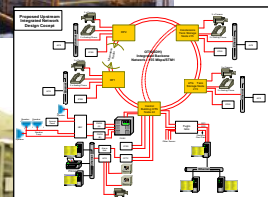
- Product Business
 - RTUs – Kingfisher and Tbox
 - World's first RTU to support ISaGRAF IEC61131-3 and IEC61499 programming language
 - World's first RTU to integrate internet technology as standard such as embedded WEB server, email support, FTP and IP forwarding



Customer Satisfaction, Everytime. 7

TELECOMMUNICATION

- Provides turnkey telecom infrastructure for the energy industries, solution includes;
 - Fiber Optic Telecom Backbone Networks
 - VSAT Telecom Transmission Solutions
 - Microwave Telecom Transmission Solutions
 - IP/LAN/WAN/MAN Network Solutions
 - RF Transmission & Wireless Solutions
 - Emergency Paga & Communication Systems
 - CCTV Surveillance & Security Systems



Customer Satisfaction, Everytime. 8

ELECTRICAL

□ Power Conversion

The power conversion business incorporates various electrical control equipment including low/medium voltage variable speed drives and solid state soft starters, slip energy recovery drive and liquid resistance starters, all centered around the starting, running and electronic speed control of low, medium and high electric motors.



Customer Satisfaction, Everytime. 9

ELECTRICAL

□ Protection System and Control

The protection system mainly deploys the GE Multilin range of products which cover motor protection, feeder protection, line protection, transformer protection and generator protection etc. Offerings include industrial network & network security design, and implementation to protect real-time process control and SCADA systems of critical infrastructure systems.



Customer Satisfaction, Everytime. 10

HEALTHCARE

The RiO software package covers Mental Health, Community and Child Health with the different care settings being accommodated via the configuration of the system. RiO is a clinically rich package designed to be used by clinicians for themselves and for the benefits of their patients. The core of the system is a person-centric administration system or PAS, and with other key functions such as:



- Case Notes
- Assessments
- Care Plans
- Mental Health Act Administration
- Appointment Scheduling
- Clinic management
- In-patient management
- Reporting
- Care Setting Functionality



BUSINESS OVERVIEW

- Industries
 - Oil & Gas 75%
 - Power & Water Utilities 10%
 - Mining & Mineral 5%
 - Transportation & Healthcare 10%
- Oil & Gas : upstream 65%; midstream 5% and downstream 30%
 - Upstream – offshore oil production facilities & FPSO
 - Midstream – pipeline
 - Downstream – LNG plant, Refinery & Petrochemical Complex
- Greenfield (New) & Brownfield (Old) projects are about 55% & 45 % respectively



BUSINESS OVERVIEW

- Business Segments: Control, Telecommunication, Electrical and Healthcare

<i>S\$M</i>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>9M2007</u>
Revenue				
Control	162.7	177.6	211.9	192.6
Telecommunication	19.0	44.4	74.2	52.2
Electrical	10.7	32.9	27.3	29.1
Healthcare	6.1	12.4	21.1	14.8

GLOBAL OPERATIONS

- The Group currently has presence 28 cities in 20 countries with about 1232 employees worldwide (as at Sep 2007)

- Global Manpower

- Asia Pacific	-	381
- America	-	481
- Europe/Middle East/Africa (EMEA)	-	370

GLOBAL PRESENCE



GEOGRAPHICAL SEGMENTS

S\$M

	2004	2005	2006	9M2007
Revenue				
Asia Pacific	52.2	85.2	104.5	70.7
The Americas	106.1	122.2	151.9	116.8
EMEA	40.2	59.9	77.9	101.2
Group	198.5	267.3	334.3	288.7
PATMI				
Asia Pacific	5.6	6.1	6.3	6.2
The Americas	7.9	9.2	11.9	10.4
EMEA	2.8	6.8	10.9	13.8
Group	16.3	22.1	29.1	30.5

CSE *global*

16
Customer Satisfaction, Everytime.

HISTORICAL PERFORMANCE

S\$M

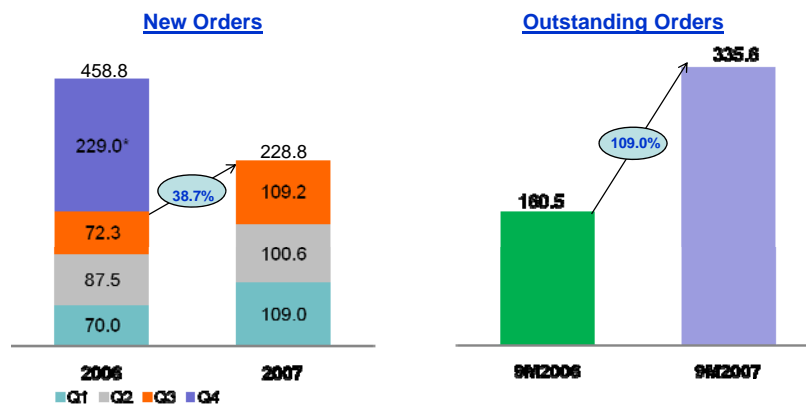
	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>9M2007</u>
Revenue	198.5	267.3	334.5	288.7
GM (%)	32.7	32.7	32.8	35.8
PATMI	17.4	22.1	29.1	30.5
Net Margin (%)	8.8	8.3	8.7	10.6
New Orders	200.0	362.8	458.8	318.8
ROE (%)	23.7	25.3	29.8	31.9
Op Cash Generation	12.3	6.4	16.8	16.0



Customer Satisfaction, Everytime. 17

9M2007 ORDERS

S\$M



*Healthcare order about S\$108M

Customer Satisfaction, Everytime. 18

OPERATING CAPITAL EFFICIENCY

S\$M

	1999	2000	2001	2002	2003	2004	2005	2006	9M2007	Total
Revenue	55.9	105.6	113.9	143.2	169.0	198.5	267.3	334.5	288.7	NA
PAT	7.8	13.7	4.1	12.1	14.2	17.4	22.1	29.1	30.5	151.0
New Capital	14.3	27.1	0.4	18.2	1.6	3.0	3.6	2.6	1.4	72.2
Divestment of non-core business / assets	--	2.8	1.0	--	4.4	1.1	2.4	7.6	--	19.3
CapEx	1.3	7.3	7.5	1.4	1.5	3.6	4.3	3.5	3.2	33.6
Acquisition	0.3	79.8	3.8	19.6	7.5	19.5	10.3	30.7	3.7	175.2
Dividend	--	--	--	--	2.4	5.1	6.5	8.3	11.8	34.1

* Net borrowing @ end 9M2007 = S\$63.1m
Net gearing @ end 9M2007 = 0.49



GROWTH STRATEGIES

- **The globalization of markets and competition**
 - With the globalization of our market and competition entering a new stage, we accelerate the pace and ramp up investment in operations outside Singapore, including acquisitions and step up efforts to penetrate global customers



GROWTH STRATEGIES

□ Growth on Growth (G-O-G)

Organic

- To capture greater market share in the faster growing markets such as Middle East, Africa, Americas and Australia
- To expand solutions and services in served markets

Acquisitions

- To obtain technology, increase market shares, and to enter new product niches and geographical markets
- Acquisition has been an important part of our process and over time, we are becoming a discerning and effective acquirer

GROWTH STRATEGIES

□ To improve gross margin by becoming a Niche Technology Leader

- IP based product and technology business is important to our future growth
- Total R&D investment (self funded or on customers' projects) amounted to about S\$9.0M (FY07) for the following products:-
 - Tbox & Kingfisher RTU products
 - Rio Healthcare software
 - SCOPE-X SCADA software

THE MARKET ENVIRONMENT

- Oil & gas price remain high and global energy demand remain strong
- Australia has become a significant contributor to its role in the global mineral resources market. Mining projects continue to strengthen in quantity and value. Record number of projects and capital investment

THE MARKET ENVIRONMENT

- With the good progress made in rolling out our software in the mental and community trust in London cluster, we are poised to secure more business

	CSC Total Trusts (Delivered)	Fujitsu Total Trusts (Delivered)	BT Total Trusts (Delivered)
Total MHTs	42 (12 iSoft)	13 (0)	10 (6 CSE)
Total PCTs	88 (15 iSoft + 17 TPP)	30 (0)	31 (16 CSE)
Total Acute	89 (11 iSoft)	43 (5 Cerner)	32 (2 Cerner)

iSoft = IPM – legacy interim system ; no Lorenzo deployed
 TPP = SystemOne – strategic project
 CSE = Rio – strategic product
 IDX = Carecast – discontinued offering
 Cerner = Millennium strategic product

- Growing opportunities in the road user charging/congestion charging projects in Asia

OUTLOOK

- The 9M2007 PAT of \$30.5M has already exceeded total FY2006 profit of \$29.1M. We are on course for another earning milestone in FY2007
- Order trends and favorable market environment enable us to expect another record performance in FY2008