



CSE Global Limited, Analyst's Presentation
12 November 2012
Fullerton Hotel

Agenda

1. 3Q 2012 Review
2. 9 Months YTD 2012 Review
3. Outlook

3Q 2012 Financial Overview

- Revenue increased by 16% vs. 3Q/11.
- Gross margin at 31.2%, vs 36.1% in 3Q/11.
- PATMI at S\$ 10.8m compared to S\$ 12.7m in 3Q/11 (prior year incl. share of associated co. profit of S\$ 0.4m).
- Positive net operating cash generation of S\$ 4.3m (after interest & tax) in the quarter compared to S\$ 10.2m consumed in 3Q/11.
- New orders for the quarter totalling S\$ 127.1m.
- Order Backlog at end of Q3/12 totalling S\$ 358.8m.

3Q 2012 FX Movement

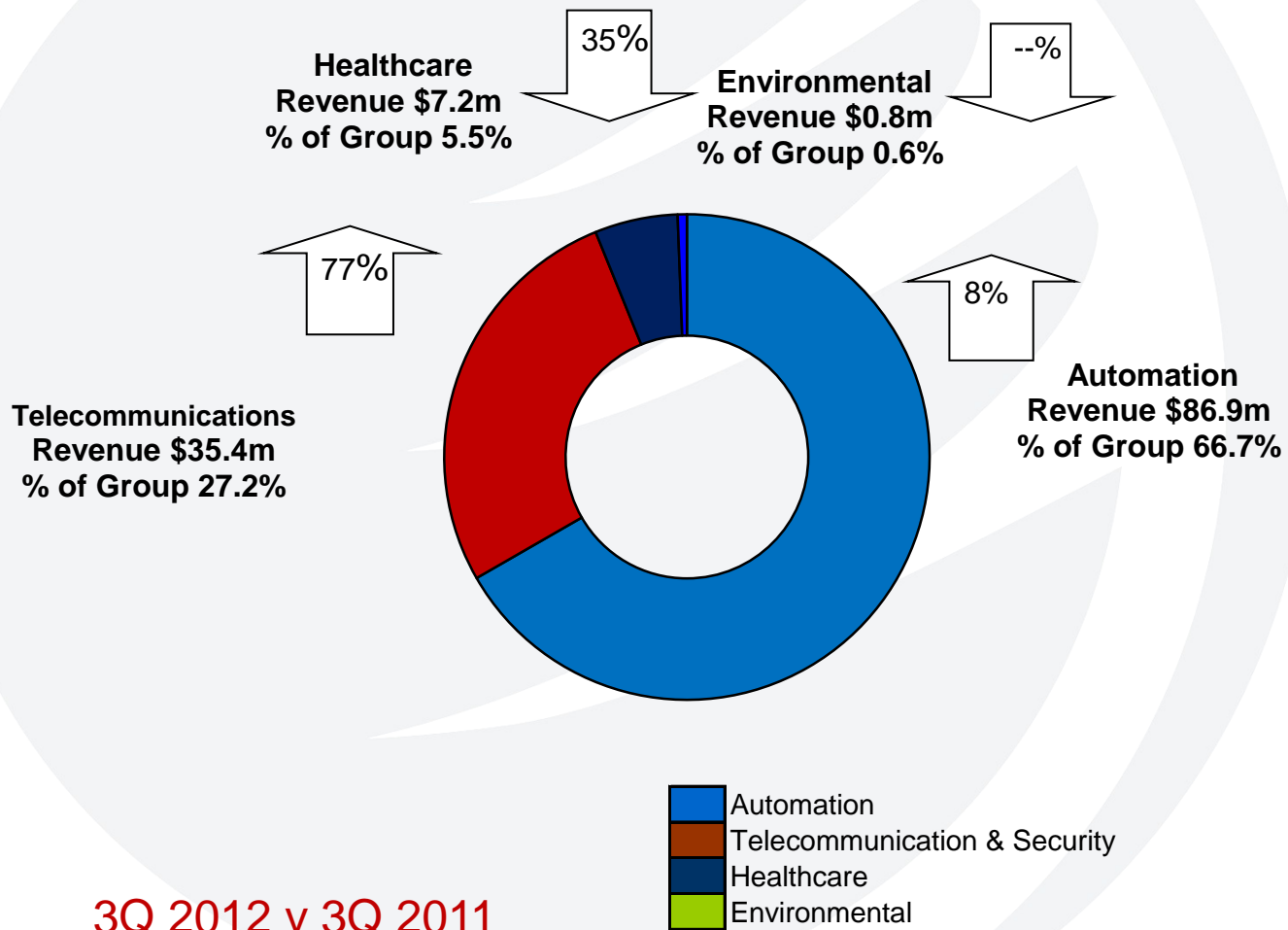
	3Q 2011	3Q 2012	Variance (%)
USD/SGD:	1.229	1.244	1.2
GBP/SGD:	1.983	1.974	(0.4)
AUD/SGD:	1.289	1.299	0.8
EUR/SGD:	1.735	1.562	(10.0)

Q3 v Q2 v Q1 Underlying Performance

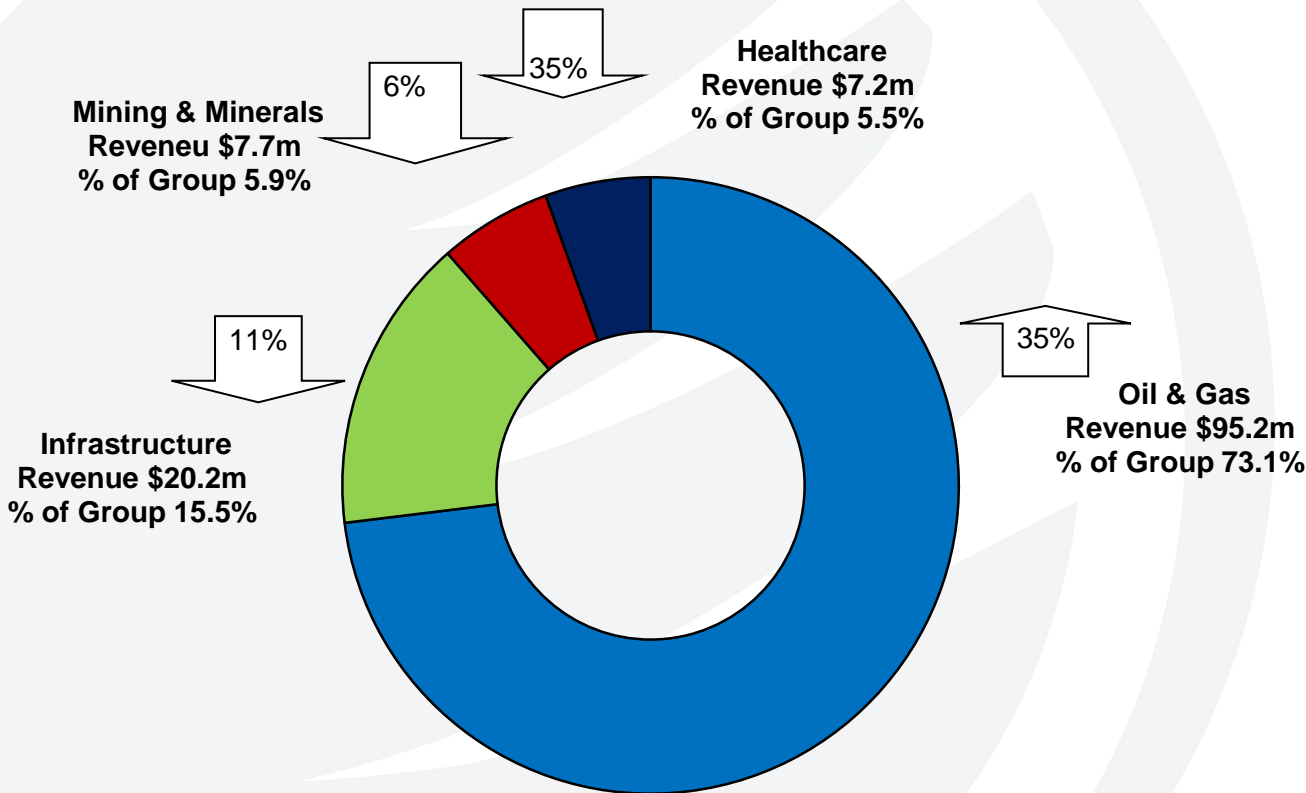
The change in FX has a material impact on the value of loans in US\$ and A\$ to subsidiary companies as we consolidate at quarter end. These loans have tax advantages, but gives the FX exposure which is too expensive to hedge.

	Q1	Q2	Q3	Variance QoQ
Business PAT:	11.0	12.3	11.8	+12% / -4%
FX Effect on Loan Value:	1.7	(1.2)	(1.0)	
Group PAT:	12.7	11.1	10.8	

Revenue by Business Sector



Revenue by Industry

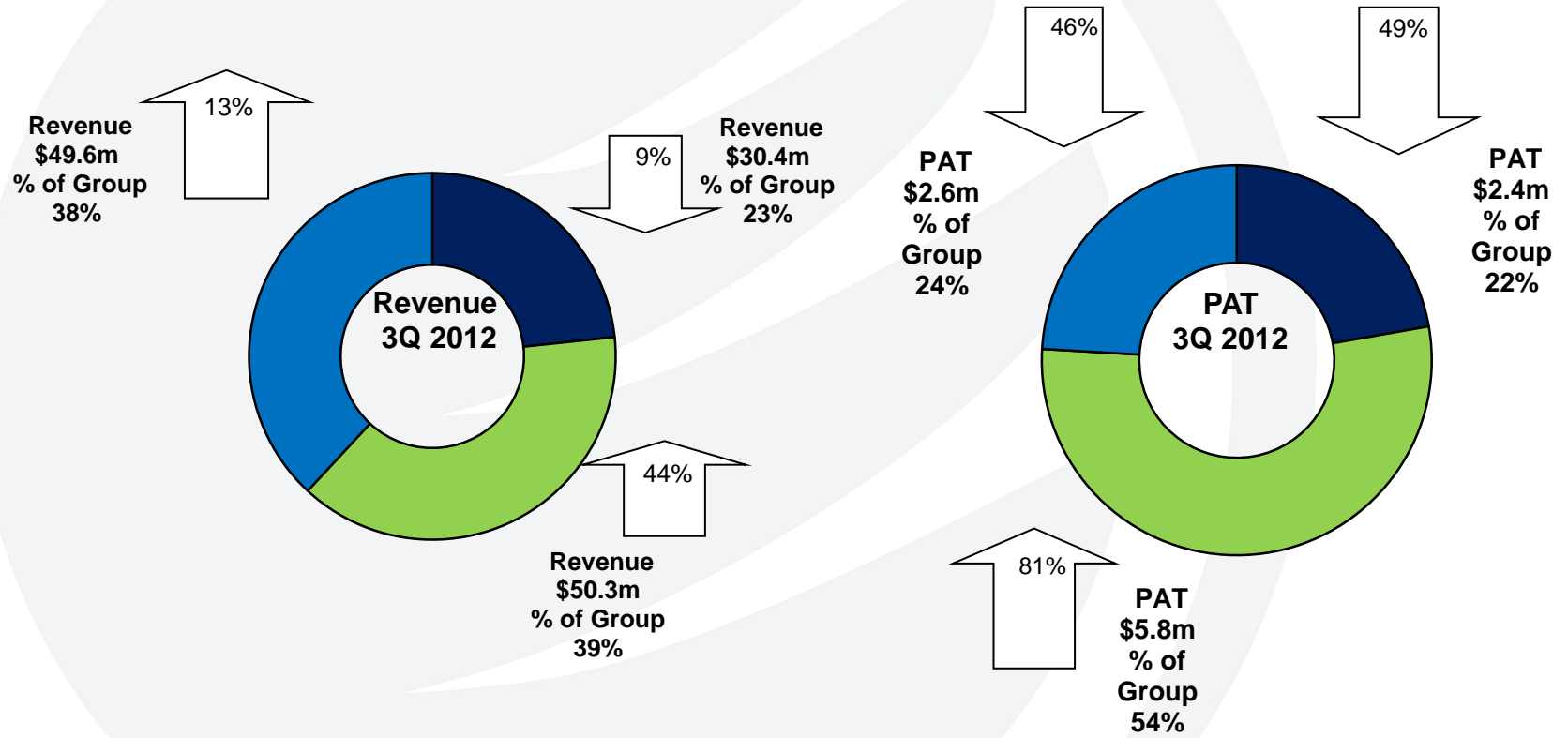


3Q 2012 v 3Q 2011

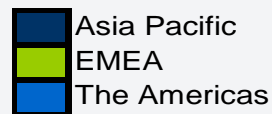
- Oil & Gas
- Infrastructure
- Mining & Mineral
- Healthcare



Performance by Geographical Region

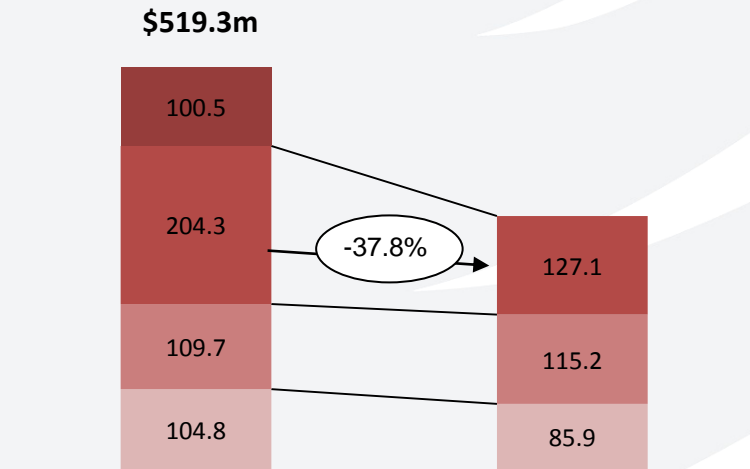


3Q 2012 v 3Q 2011



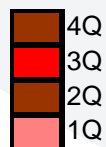
3Q 2012 Orders

New Orders

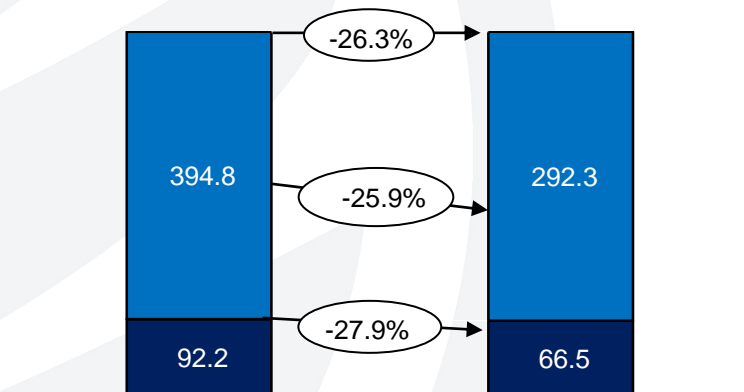


FY 2011

9M 2012



Outstanding orders



3Q 2011

3Q 2012



3Q 2012 Group Balance Sheet

S\$M	Sep-11	Jun-12	Sep-12
Cash at Hand & Bank:	67.1	70.4	60.8
Work in Progress:	86.5	74.6	103.3
Receivable:	108.2	157.8	130.5
Payable:	52.2	83.3	81.0
Loan:	122.8	127.4	123.2
Net Loan:	66.9	57.0	62.4
Shareholder Fund:	192.0	223.1	220.8
Net Gearing (%):	34.8	25.6	28.3

3Q 2012 Group Cashflow

S\$M	3Q/11	3Q/12
As at beginning of the period:	67.1	70.4
Dividends:	-	(7.7)
Cash from Operations:	(4.4)	10.3
Interest & Tax:	(5.8)	(6.0)
Capital Expenditure:	(3.6)	(0.8)
Bank Loans:	2.0	(4.2)
Net effect of FX on cash:	0.6	(1.2)
As at end of period:	55.9	60.8

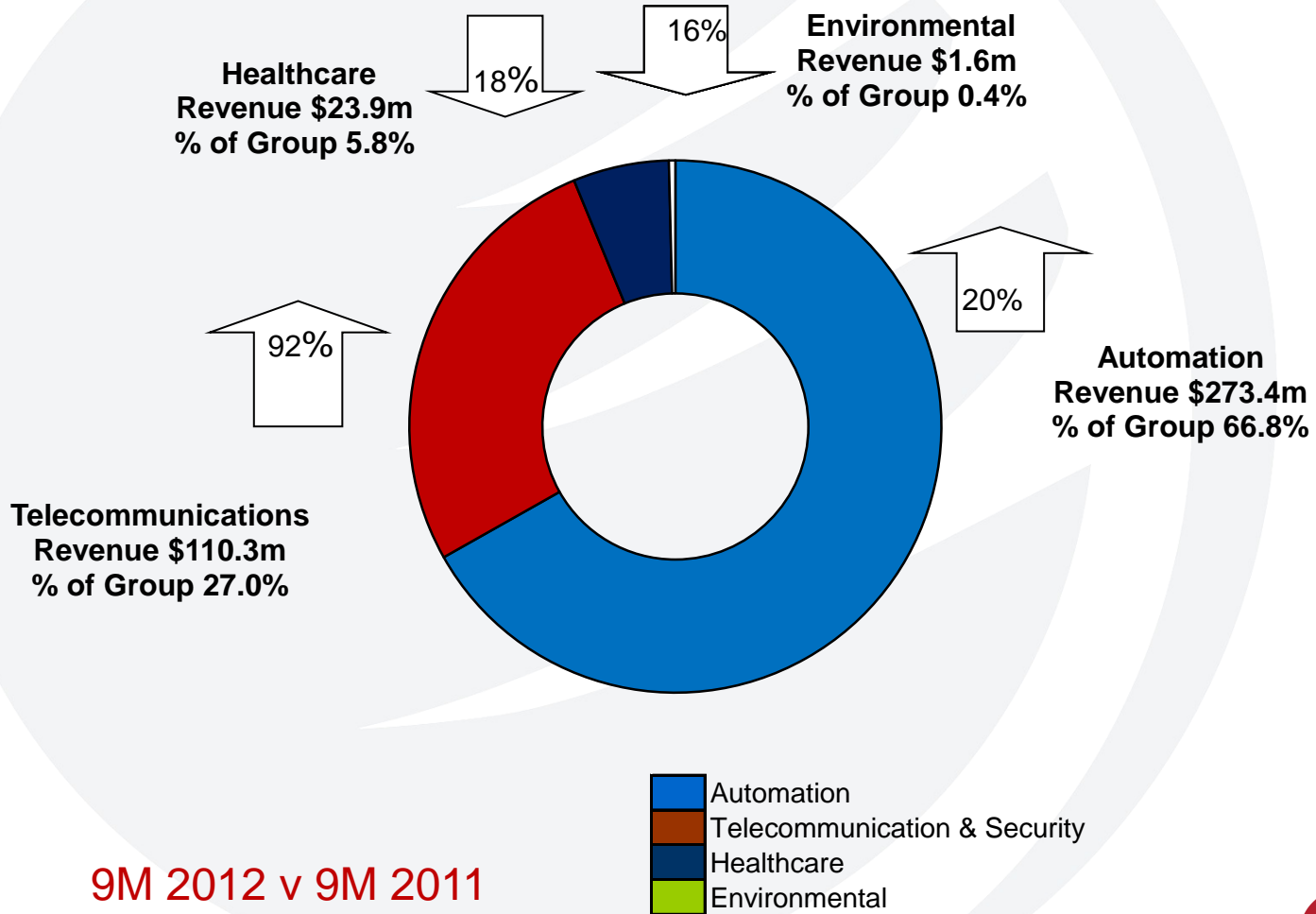
9M 2012 Financial Overview

- Revenue increased by 29%, as compared to 9M/11.
- Gross margin at 30.3%, vs 31.0% in 9M/11.
- PATMI increased by S\$ 16.3m compared to 9M/11 (excluding sale of associated co).
- Positive net operating cash generation of S\$ 11.8m (after interest & tax) in the 9 months compared to cash consumed in 9M/11.
- New orders for 9M/12 totalling S\$ 328.2m.

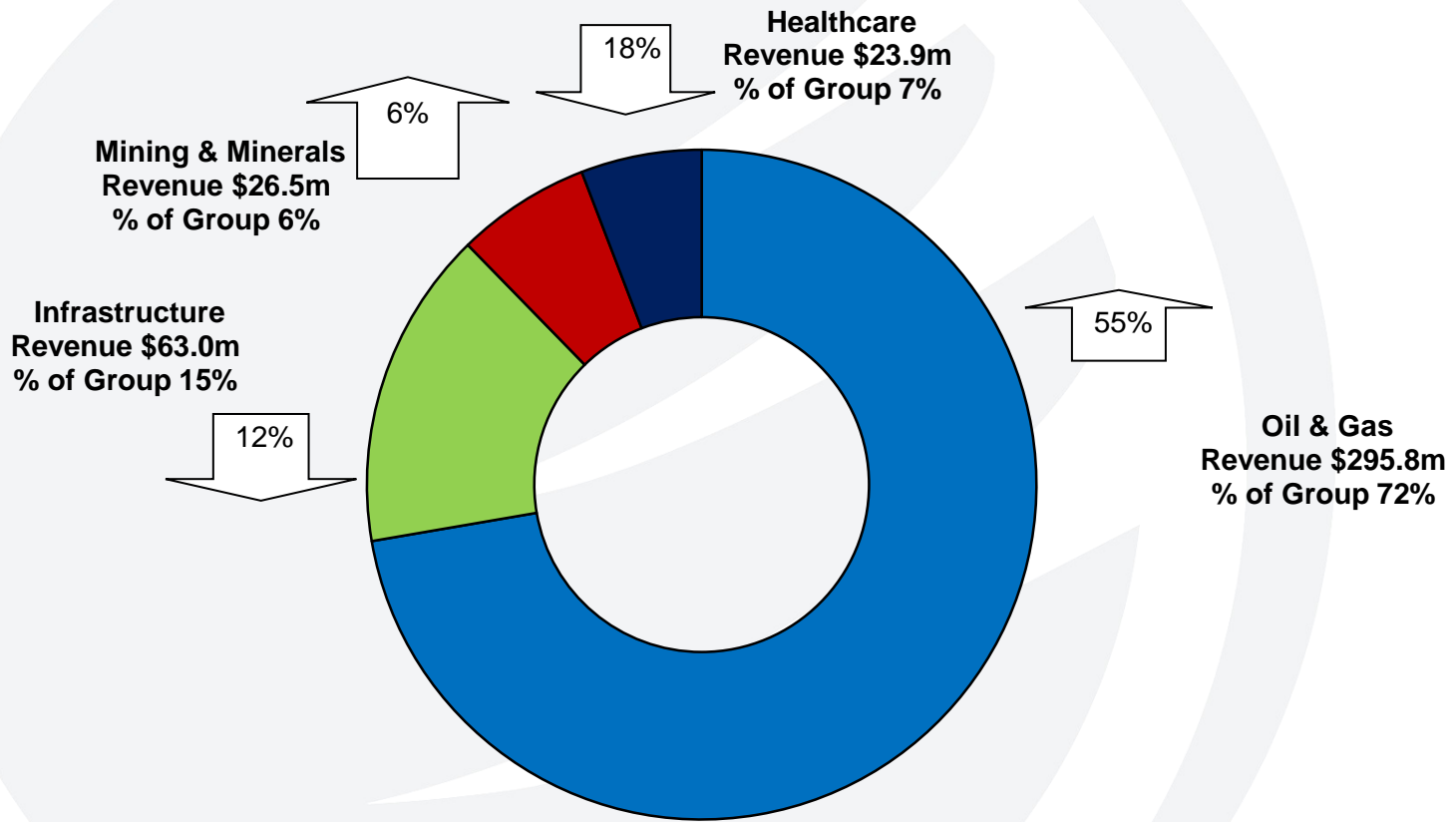
9M 2012 FX Movement

	9M 2011	9M 2012	Variance (%)
USD/SGD:	1.248	1.258	0.8
GBP/SGD:	2.018	1.989	(1.4)
AUD/SGD:	1.295	1.304	0.7
EUR/SGD:	1.756	1.616	(8.0)

9M 2012 Revenue by Business Solutions



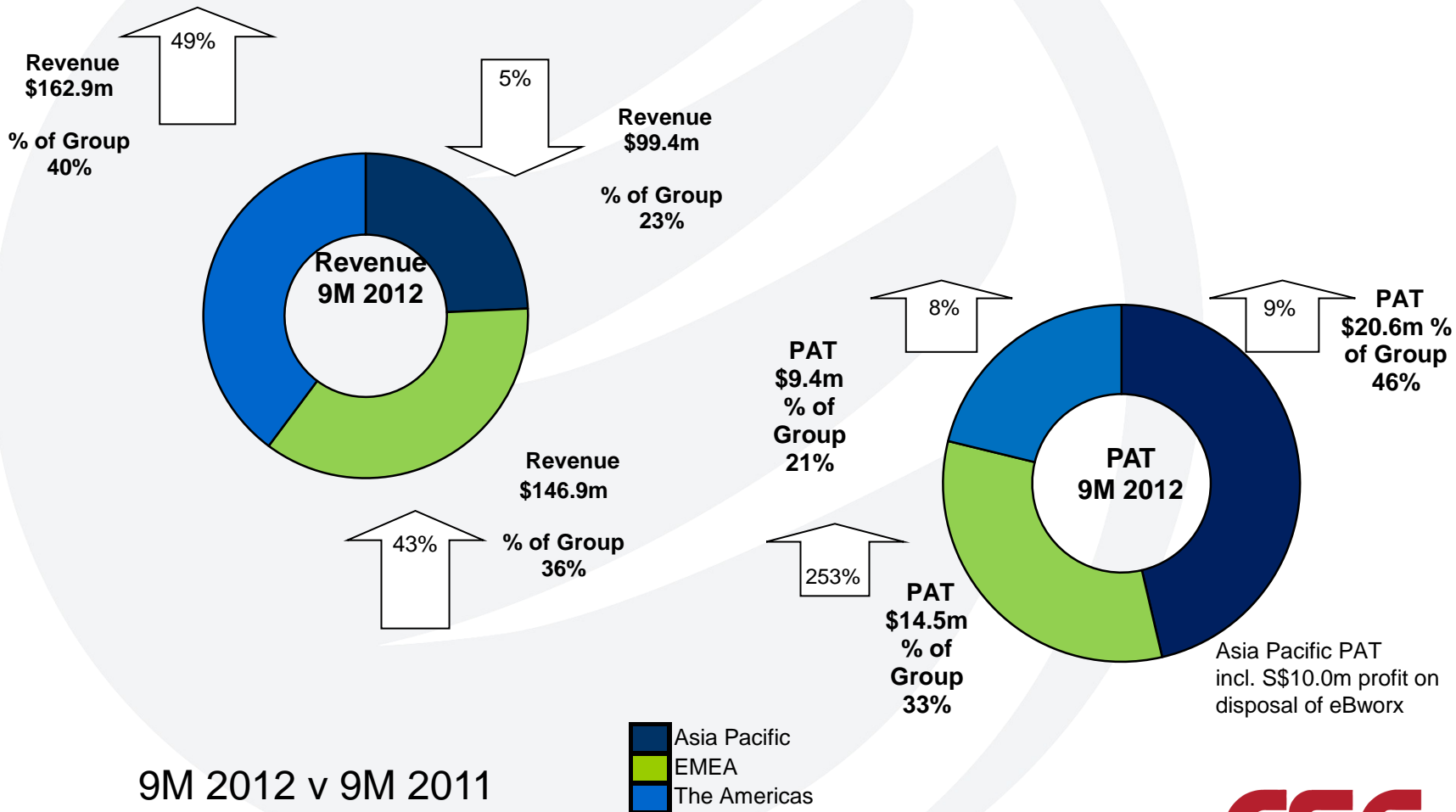
9M 2012 Revenue by Industries



9M 2012 v 9M 2011



9M 2012 Performance by Geographical Region



9M 2012 Group Balance Sheet

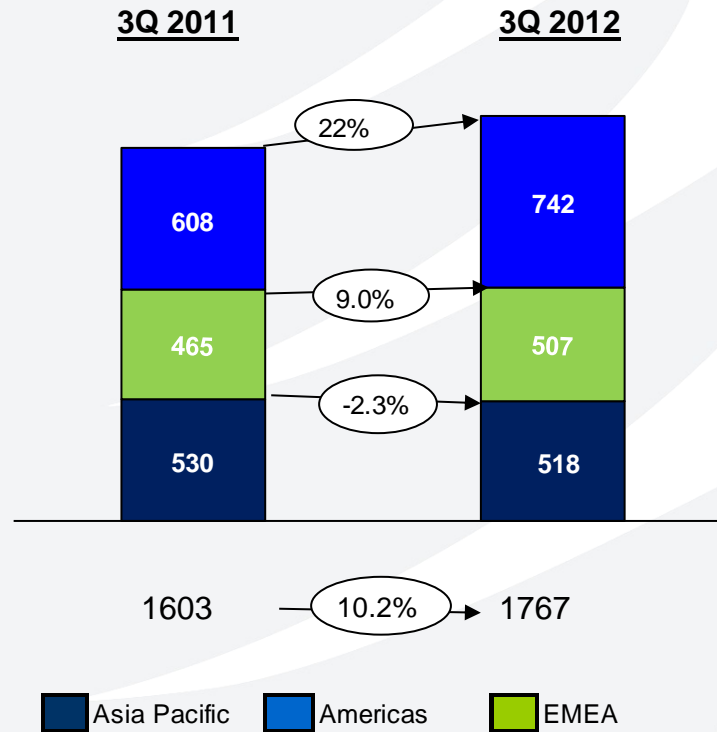
S\$M	Sep-11	Dec-11	Sep-12
Cash at Hand & Bank:	67.1	53.5	60.8
Work in Progress:	86.5	88.8	103.3
Receivable:	108.2	106.5	130.5
Payable:	52.2	62.9	81.0
Loan:	122.8	123.5	123.2
Net Loan:	66.9	70.0	62.4
Shareholder Fund:	192.0	204.1	220.8
Net Gearing (%):	34.8	34.3	28.3

9M 2012 Group Cashflow

S\$M	9M 11	9M 12
As at beginning of the period:	58.4	53.5
Proceeds from sale of Assoc Company eBworx Bhd:	-	20.9
Proceeds from Ord Shares & Investment in subs:	6.0 (39.4)	-
Dividends:	(20.6)	(18.1)
Operations:	9.5	27.2
Interest & Tax:	(15.9)	(15.4)
Capital Expenditure:	(5.1)	(4.9)
Bank Loans:	64.4	(0.3)
Net effect of FX on cash:	(1.4)	(2.1)
As at end of period:	55.9	60.8



Human Resource Growth



- Following the announcement of the results in Q312 (which were affected by lower gross margins in the UK and USA and by foreign exchange losses) and an on-going review of its business units, the company now anticipates operating profits after tax for the full year to be lower than 2010.
- However, CSE has an outstanding order book of S\$358.8 million at the end of 3Q12 and is continuing to secure large new orders.

- The UK Healthcare market remains slow, but we have recently won three Mental Health Trusts and two small private hospitals. Oceano has been issued as a beta test version to UHB

- Two new orders will improve the fortunes of this business. Further orders are anticipated

- In USA revenues will decrease slightly as we chase higher margin work, but the nett position will be positive.
- Australia continues to be strong, UK and Asia a little slow

- New project wins in Australia have improved the Australian operation and will bolster Singapore. Middle East continues to be a mixture, but generally very competitive

Thank You

Any Questions?

CSE