



Result Meeting

CSE Global Limited, Fullerton Hotel, Singapore  
13 November 2013

## 3Q 2013 Financial Overview

- Revenue decreased by 6.3%, as compared to 3Q12
- Gross margin at 32%, vs 28% in 3Q12
- PATMI S\$11.4m as compared to S\$10.8m 3Q12
- PATMI up 5.8%, as compared to 3Q12 before discontinued operations and one-time transactions
- Strong operating cash generation of S\$18.5m in 3Q13
- New orders in 3Q13 totalling S\$115.3m, decreased 9.3%
- EPS up 5.8%, as compared to 3Q12 before discontinued operations and one-time transactions
- Return on Equity 18.5% annualised
- Net Gearing at 7.1%, down from 19.2% at year-end and 28.3% at the end of 3Q12

## 3Q 2013 FX Movement

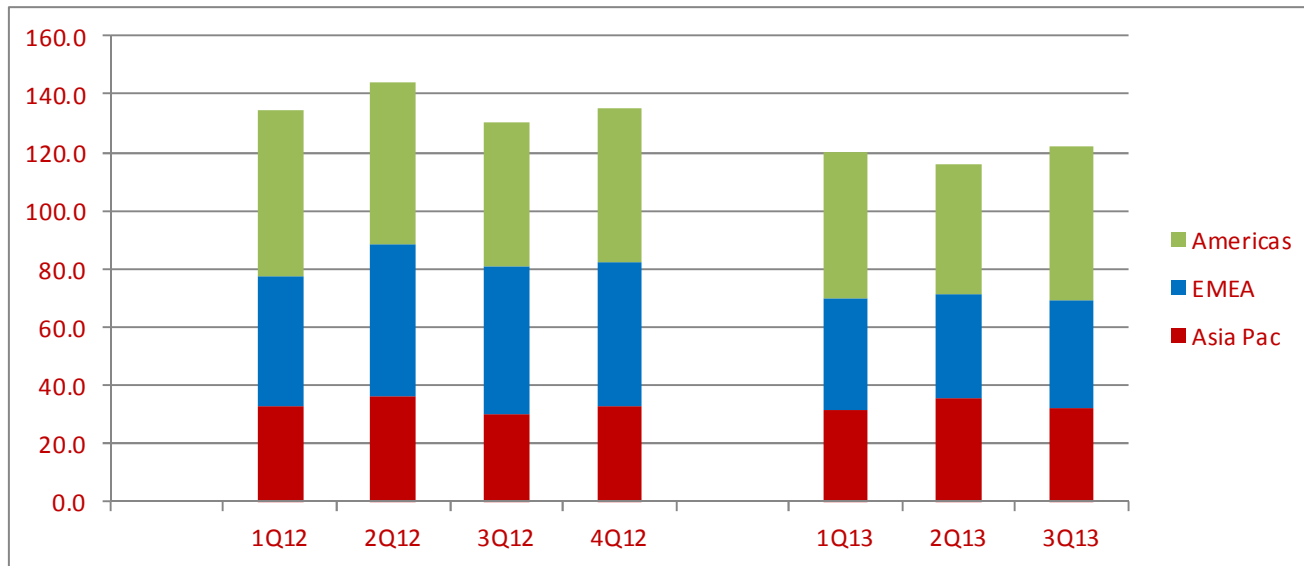
	<b>3Q 2012</b>	<b>3Q 2013</b>	<b>Variance (%)</b>
<b>USD/SGD:</b>	1.244	1.264	1.60
<b>GBP/SGD:</b>	1.974	1.976	0.07
<b>AUD/SGD:</b>	1.299	1.163	(10.4)
<b>EUR/SGD:</b>	1.562	1.687	8.0

## 3Q 2013 Constant Currency

<b>S\$M</b>	<b>3Q 2012</b>	<b>3Q 2013</b>	<b>Variance (%)</b>	<b>3Q 2013 Constant Currency</b>	<b>Variance (%)</b>
<b>Revenue:</b>	130.3	122.0	(6.3)	122.7	(5.8)
<b>PAT:</b>	10.8	11.4	5.8	11.4	5.8

# Revenue by Geographical Region

S\$m	1Q12	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13
Americas	57.2	56.0	49.6	53.1	50.3	44.5	52.4
EMEA	44.8	51.9	50.3	49.1	38.4	35.5	37.4
Asia Pac	32.7	36.3	30.4	33.0	31.4	36.0	32.2
<b>Total</b>	<b>134.7</b>	<b>144.2</b>	<b>130.3</b>	<b>135.2</b>	<b>120.1</b>	<b>116.0</b>	<b>122.0</b>

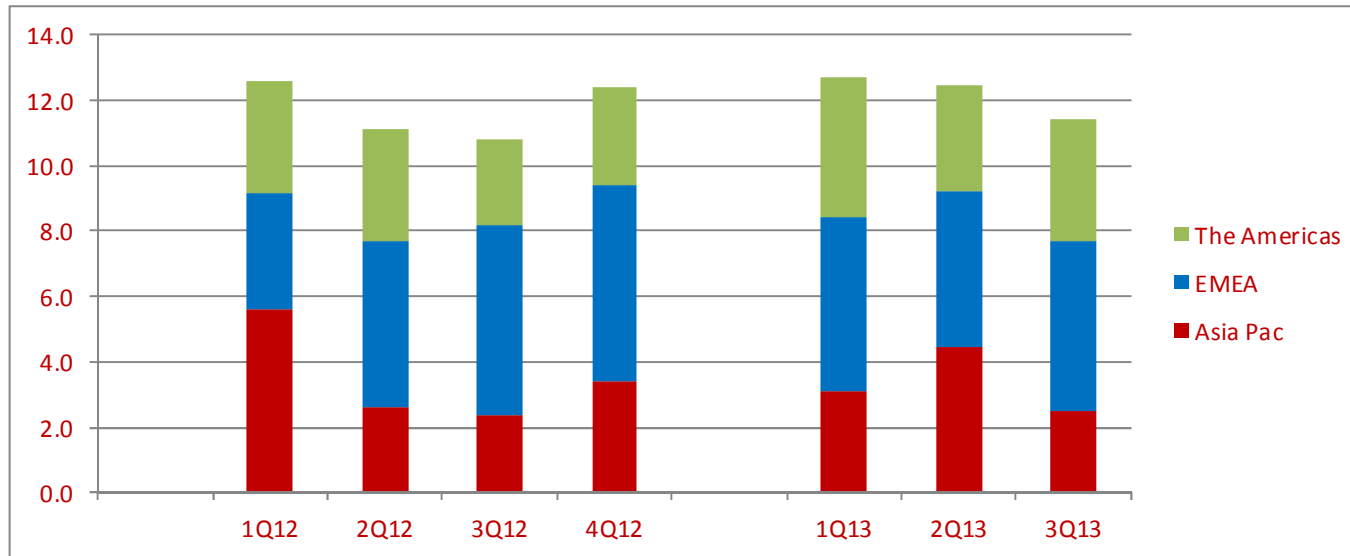


Change in the quarter vs. prior quarter

Americas	19%	-2%	-11%	7%	-5%	-12%	18%
EMEA	-22%	16%	-3%	-2%	-22%	-8%	5%
Asia Pac	-7%	11%	-16%	9%	-5%	15%	-10%

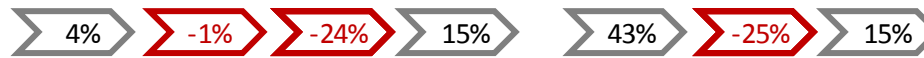
# PAT by Geographical Region

S\$m	1Q12	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13
The Americas	3.4	3.4	2.6	3.0	4.3	3.2	3.7
EMEA	3.6	5.1	5.8	6.0	5.3	4.8	5.2
Asia Pac	5.6	2.6	2.4	3.4	3.1	4.5	2.5
<b>Total</b>	<b>12.6</b>	<b>11.1</b>	<b>10.8</b>	<b>12.4</b>	<b>12.7</b>	<b>12.5</b>	<b>11.4</b>

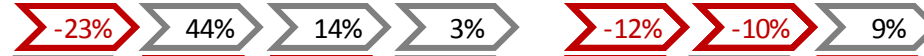


Change in the quarter vs. prior quarter

The Americas



EMEA

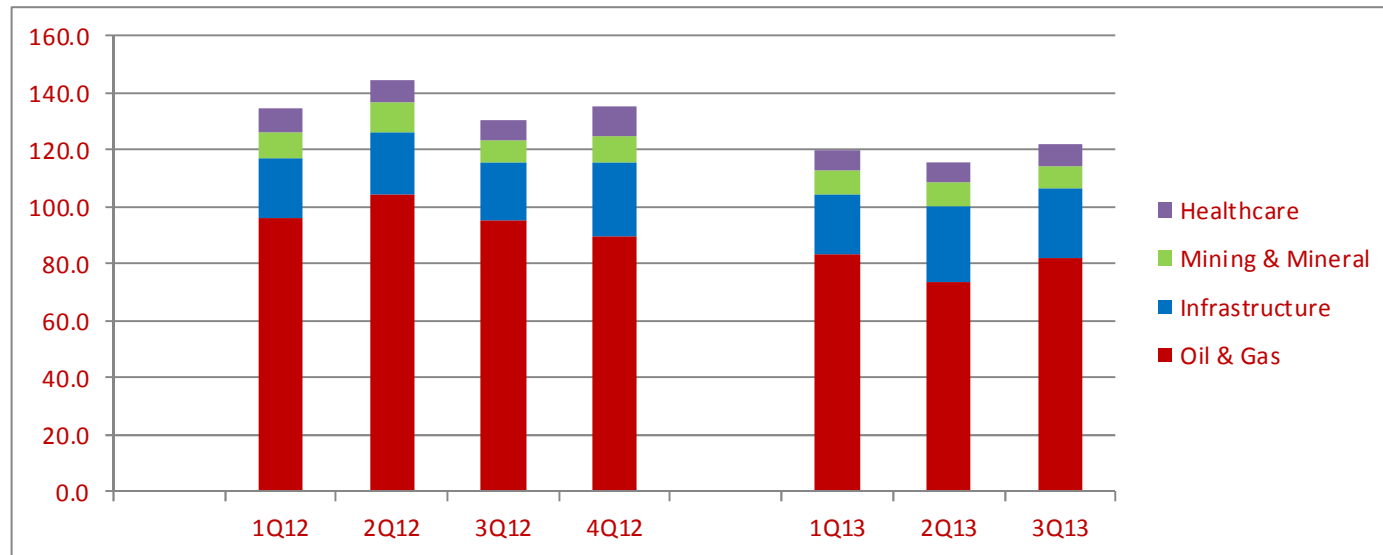


Asia Pac



# Revenue by Industry

S\$m	1Q12	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13
Healthcare	8.8	7.8	7.2	10.1	7.3	7.2	7.6
Mining & Mineral	9.0	9.9	7.7	9.2	8.2	8.7	7.8
Infrastructure	21.0	21.8	20.2	26.4	21.3	26.3	24.3
Oil & Gas	95.9	104.7	95.2	89.5	83.3	73.8	82.3
<b>Total</b>	<b>134.6</b>	<b>144.2</b>	<b>130.3</b>	<b>135.2</b>	<b>120.0</b>	<b>116.0</b>	<b>122.0</b>



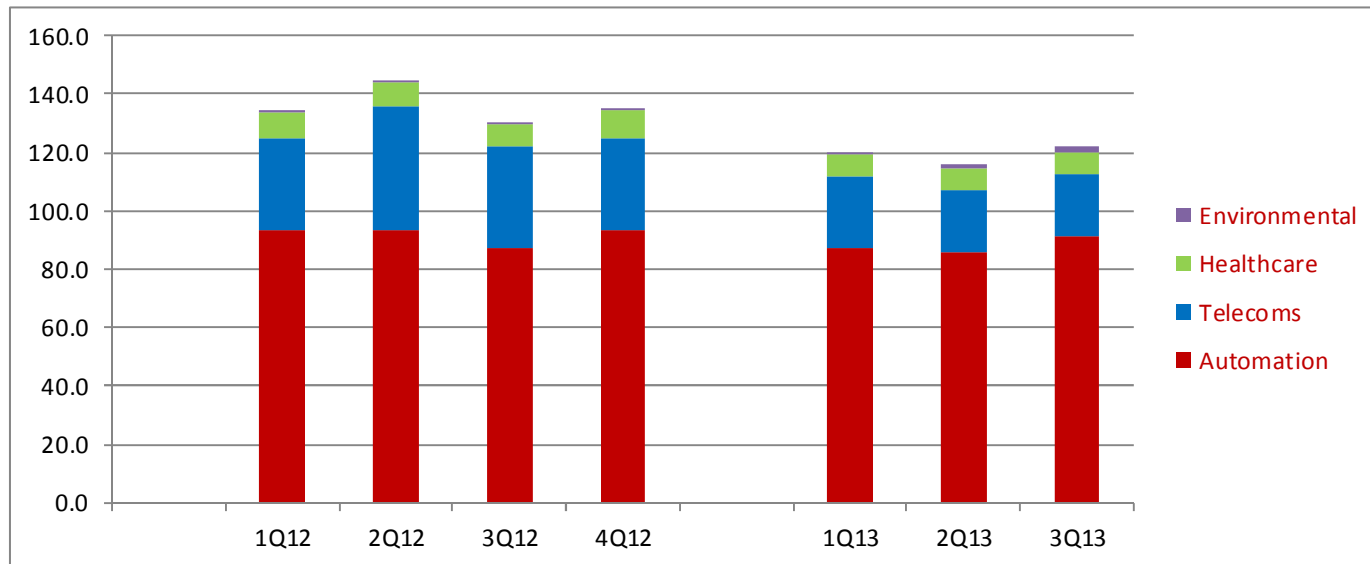
Change in the quarter vs. prior quarter

Oil & Gas  
Other



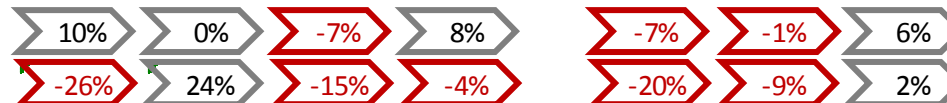
# Revenue by Business Solution

S\$m	1Q12	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13
Environmental	0.6	0.2	0.8	0.4	1.0	1.5	1.7
Healthcare	8.9	7.8	7.2	10.1	7.3	7.2	7.6
Telecoms	31.8	43.1	35.4	31.0	24.8	21.3	21.4
Automation	93.4	93.1	86.9	93.7	87.1	86.0	91.3
<b>Total</b>	<b>134.7</b>	<b>144.2</b>	<b>130.3</b>	<b>135.2</b>	<b>120.1</b>	<b>116.0</b>	<b>122.0</b>



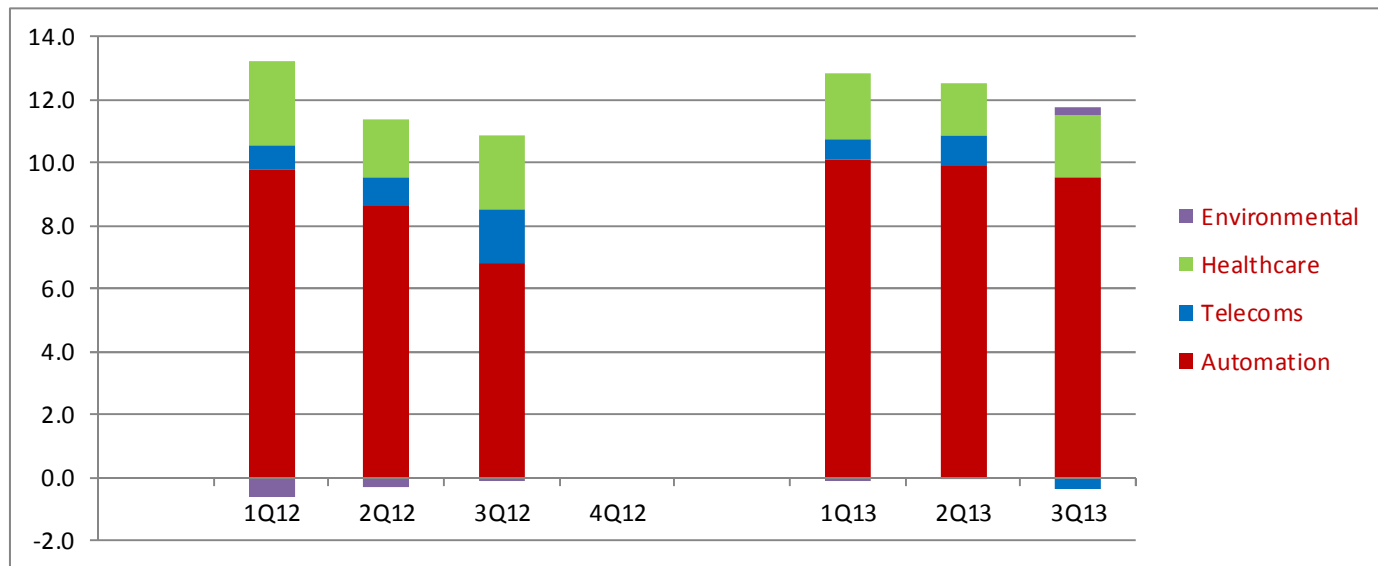
Change in the quarter vs. prior quarter

Automation  
Other



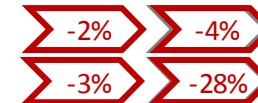
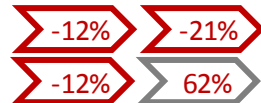
# PAT by Business Solution

S\$m	1Q12	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13
Environmental	-0.6	-0.3	-0.1		-0.1	0.0	0.2
Healthcare	2.6	1.9	2.4		2.1	1.7	2.0
Telecoms	0.7	0.9	1.7		0.6	0.9	-0.4
Automation	9.8	8.7	6.8		10.1	9.9	9.5
Total	12.6	11.1	10.8		12.7	12.5	11.4



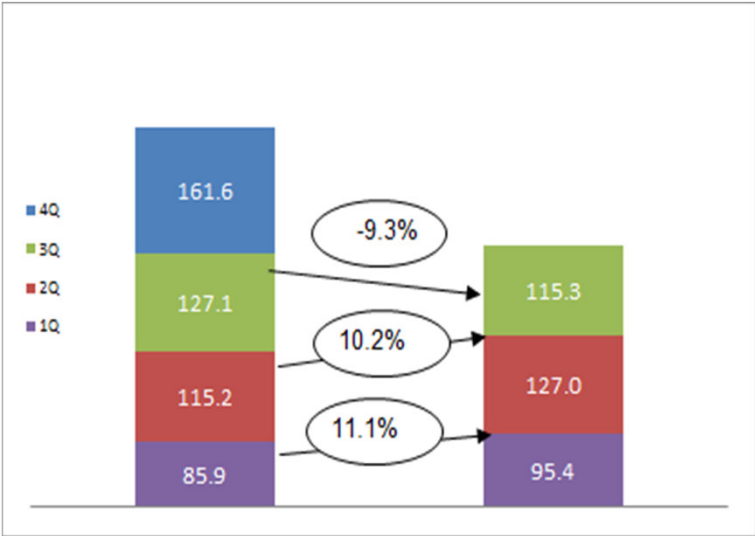
Change in the quarter vs. prior quarter

Automation  
Other



# 3Q 2013 Orders

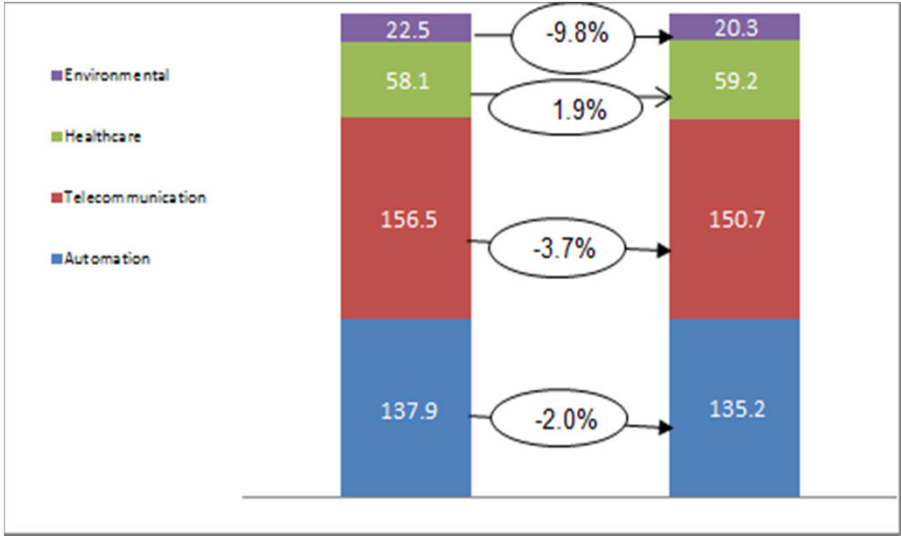
## New orders



**FY 2012**  
**S\$ 489.8m**

**2013 YTD**  
**S\$ 337.7m**

## Outstanding orders



**2Q 2013**  
**S\$ 358.8m**

**3Q 2013**  
**S\$ 365.4m**



## 3Q 2013 Group Balance Sheet

S\$M	3Q/12	2Q/13	3Q/13
<b>Cash at Hand &amp; Bank:</b>	60.8	90.9	80.9
<b>Work in Progress:</b>	103.3	69.1	75.5
<b>Receivable:</b>	130.5	120.2	111.9
<b>Payable:</b>	81.0	58.3	59.8
<b>Loan:</b>	123.2	105.9	98.3
<b>Net Loan:</b>	62.4	15.0	17.4
<b>Shareholder Fund:</b>	220.8	244.2	246.6
<b>Net Gearing (%):</b>	28.3	6.2	7.1

**CSE**

## 3Q 2013 Group Cashflow

S\$M	3Q/12	3Q/13
<b>As at beginning of the quarter:</b>	70.4	90.9
<b>Acquisitions of subsidiary companies, net of cash acquired:</b>	-	(12.2)
<b>Net Operations:</b>	4.3	18.5
<b>Capital Expenditure:</b>	(0.8)	(0.6)
<b>Bank Loans:</b>	(4.2)	(7.7)
<b>Dividends payout:</b>	(7.7)	(7.7)
<b>Net effect of FX on cash:</b>	(1.2)	(0.3)
<b>As at end of quarter ÷</b>	60.8	80.9

## 9M 2013 Financial Overview

- Revenue decreased by 12.5%, as compared to 9M12
- Gross margin at 33%, vs 27% in 9M12
- PATMI of S\$36.5m, as compared to S\$34.1m in 9M12
- PATMI up 7.0%, as compared to 9M12 before discontinued operations and one-time transactions
- Operating cash generation of S\$65.7m in 9M13
- EPS up 7.0%, as compared to 9M12 before discontinued operations and one-time transactions
- Return on Equity of 19.7% annualised
- Net Gearing at 7.1%, down from 19.2% at year-end and 28.3% at the end of 9M12

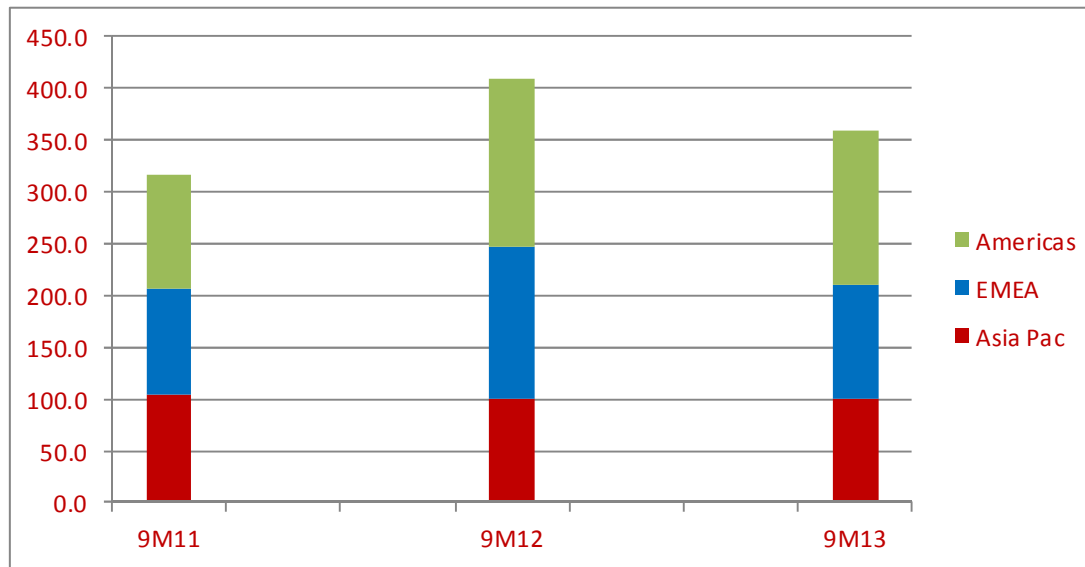
## 9M 2013 FX Movement

	<b>9M 2012</b>	<b>9M 2013</b>	<b>Variance (%)</b>
<b>USD/SGD:</b>	1.258	1.253	(0.4)
<b>GBP/SGD:</b>	1.989	1.937	(2.6)
<b>AUD/SGD:</b>	1.304	1.226	(6.0)
<b>EUR/SGD:</b>	1.616	1.653	2.3

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# Revenue by Geographical Region

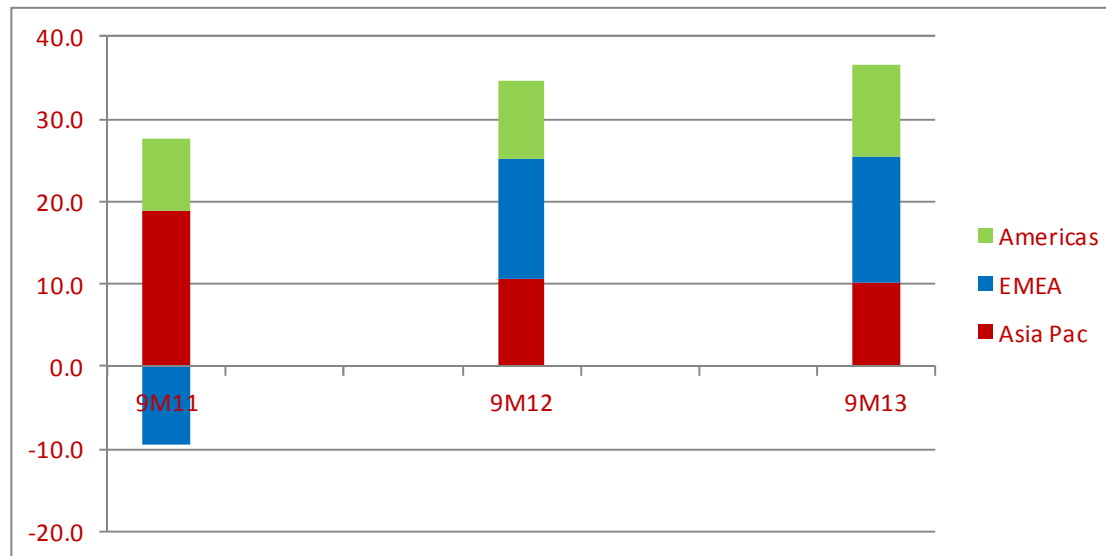
S\$'m	9M11	9M12	9M13
Americas	109.4	162.9	147.2
EMEA	102.6	146.9	111.3
Asia Pac	104.6	99.4	99.6
<b>Total</b>	<b>316.6</b>	<b>409.2</b>	<b>358.1</b>



	Change in the 9M vs. prior 9M	
Americas	49%	-10%
EMEA	43%	-24%
Asia Pac	-5%	0%

# PAT by Geographical Region

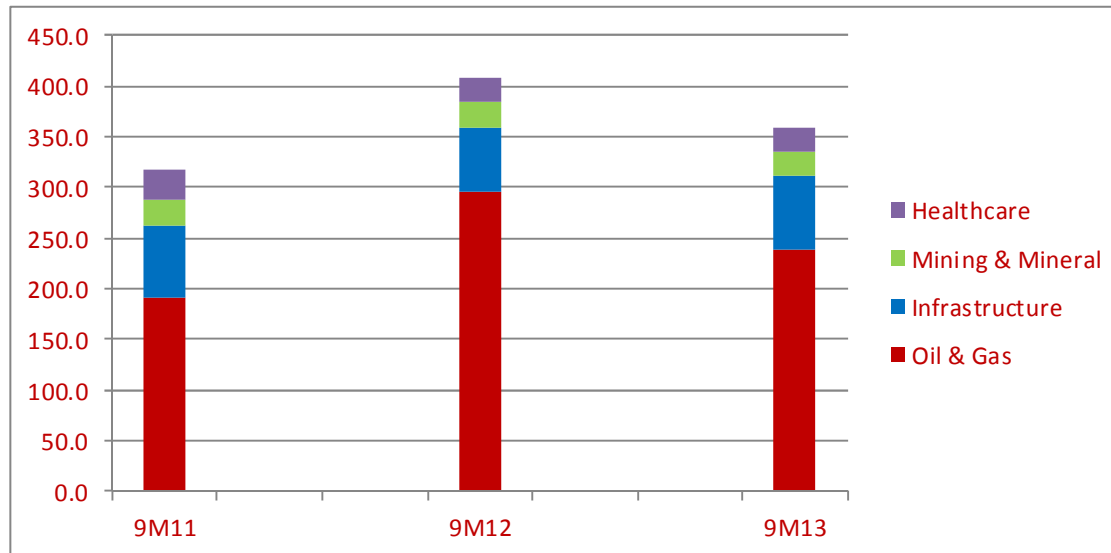
S\$'m	9M11	9M12	9M13
Americas	8.9	9.4	11.2
EMEA	-9.4	14.5	15.3
Asia Pac	18.8	10.6	10.1
<b>Total</b>	<b>18.3</b>	<b>34.5</b>	<b>36.6</b>



	Change in the 9M vs. prior 9M	
Americas	6%	19%
EMEA	N.M.	6%
Asia Pac	-44%	-5%

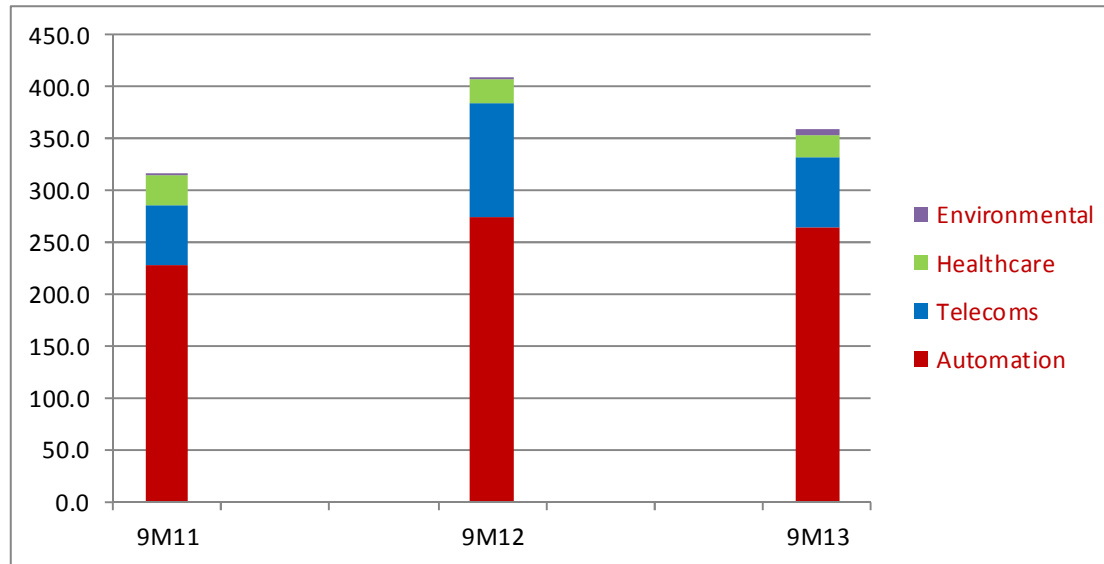
# Revenue by Industry

S\$m	9M11	9M12	9M13
Healthcare	29.3	23.8	22.1
Mining & Mineral	25.0	26.6	24.7
Infrastructure	72.0	63.0	71.8
Oil & Gas	190.4	295.8	239.4
<b>Total</b>	<b>316.7</b>	<b>409.1</b>	<b>358.0</b>



# Revenue by Business Solution

S\$m	9M11	9M12	9M13
Environmental	1.9	1.6	4.2
Healthcare	29.2	23.9	22.1
Telecoms	57.4	110.3	67.5
Automation	228.1	273.4	264.4
<b>Total</b>	<b>316.6</b>	<b>409.2</b>	<b>358.1</b>



Change in the 9M vs. prior 9M

Automation  
Other



## 9M 2013 Group Balance Sheet

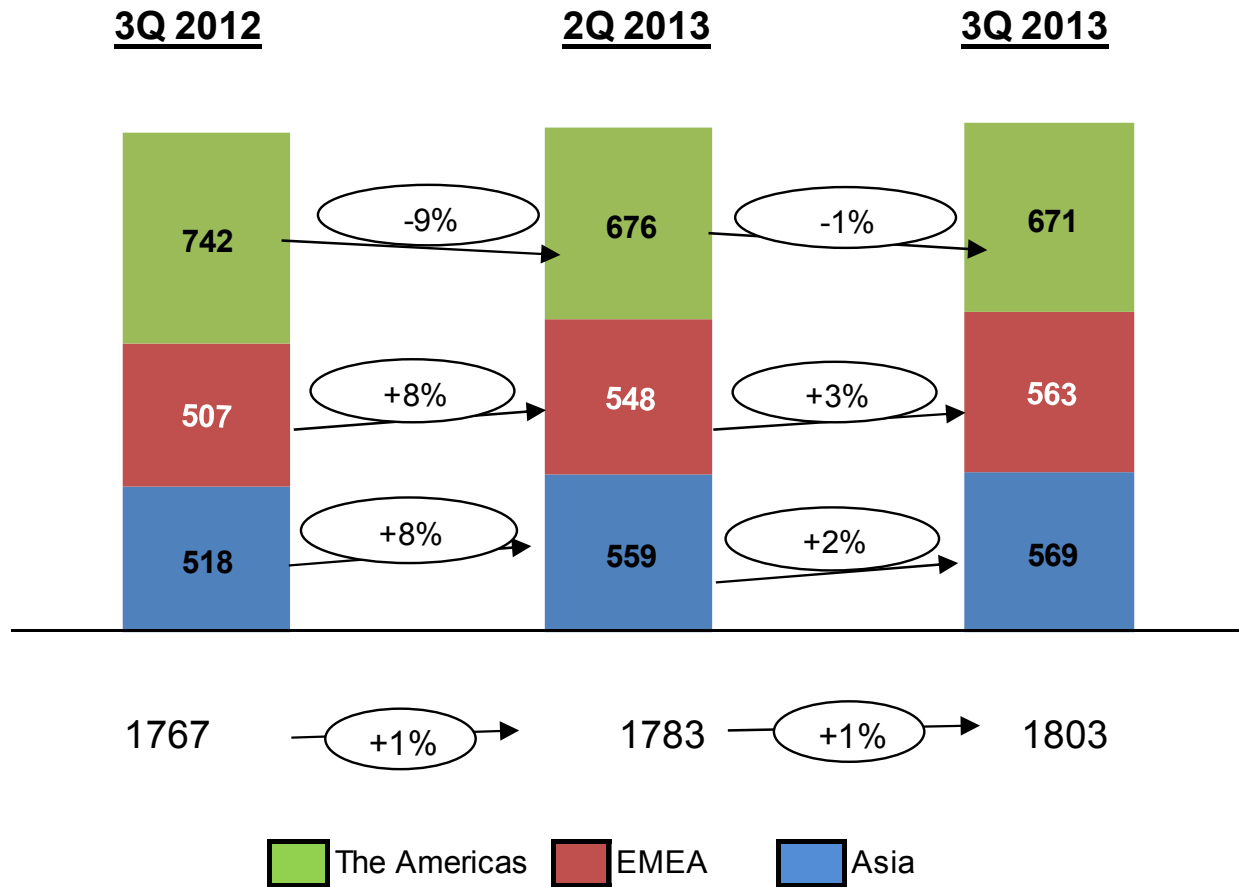
S\$M	30-Sep-12	31-Dec-12	30-Sep-3
<b>Cash at Hand &amp; Bank:</b>	60.8	74.2	80.9
<b>Work in Progress:</b>	103.3	82.4	75.5
<b>Receivable:</b>	130.5	139.1	111.9
<b>Payable:</b>	81.0	78.0	59.8
<b>Loan:</b>	123.2	118.7	98.3
<b>Net Loan:</b>	62.4	44.5	17.4
<b>Shareholder Fund:</b>	220.8	231.2	246.6
<b>Net Gearing (%):</b>	28.3	19.2	7.1

## 9M 2013 Group Cashflow

<b>S\$M</b>	<b>9M12</b>	<b>9M13</b>
<b>As at beginning of the period:</b>	53.5	74.2
<b>Proceeds from sale of Assoc Company eBworx Bhd:</b>	20.9	-
<b>Dividends:</b>	(18.1)	(22.7)
<b>Net additional investment in subsidiaries &amp; associates:</b>	-	(15.6)
<b>Net Operations:</b>	11.8	65.7
<b>Capital Expenditure:</b>	(4.9)	(0.7)
<b>Bank Loans:</b>	(0.3)	(20.4)
<b>Net effect of FX on cash:</b>	(2.1)	0.4
<b>As at end of period:</b>	60.8	80.9

**CSE**

# Human Resource Growth



# Business Outlook

CSE remains confident of an improvement in its overall profitability from operations in 2013 as compared to 2012.

# Update of Divestment of UK operations

- Book-building completed, price fixed.
- EGM schedule on 28<sup>th</sup> November 2013.

Subject to approval at the EGM

- Gross sale proceeds : S\$244.1M (P/E 14.0x )
- Net sales proceeds : S\$219.6M (P/E 12.6x)
- Special dividend : S\$0.28 per Ordinary Share
- CSE will consolidate Oct and Nov for the UK operations.

Thank You

Any Questions

