



**Singapore Analyst Briefing**  
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**Managing Director**

# CSE-Uniserve Company Overview

- Long relationships representing major electrical companies – Fuji Electric, GE Multilin & Hyundai
- Electrical Engineering High Technology Products & Solutions – Protection, Ethernet communications networks, Cyber security, MV motors, Motor starting and speed control
- Australia & New Zealand based
- 29 years old
- Approx 50 staff
- Offices in major capital cities

# FY07 Performance Overview

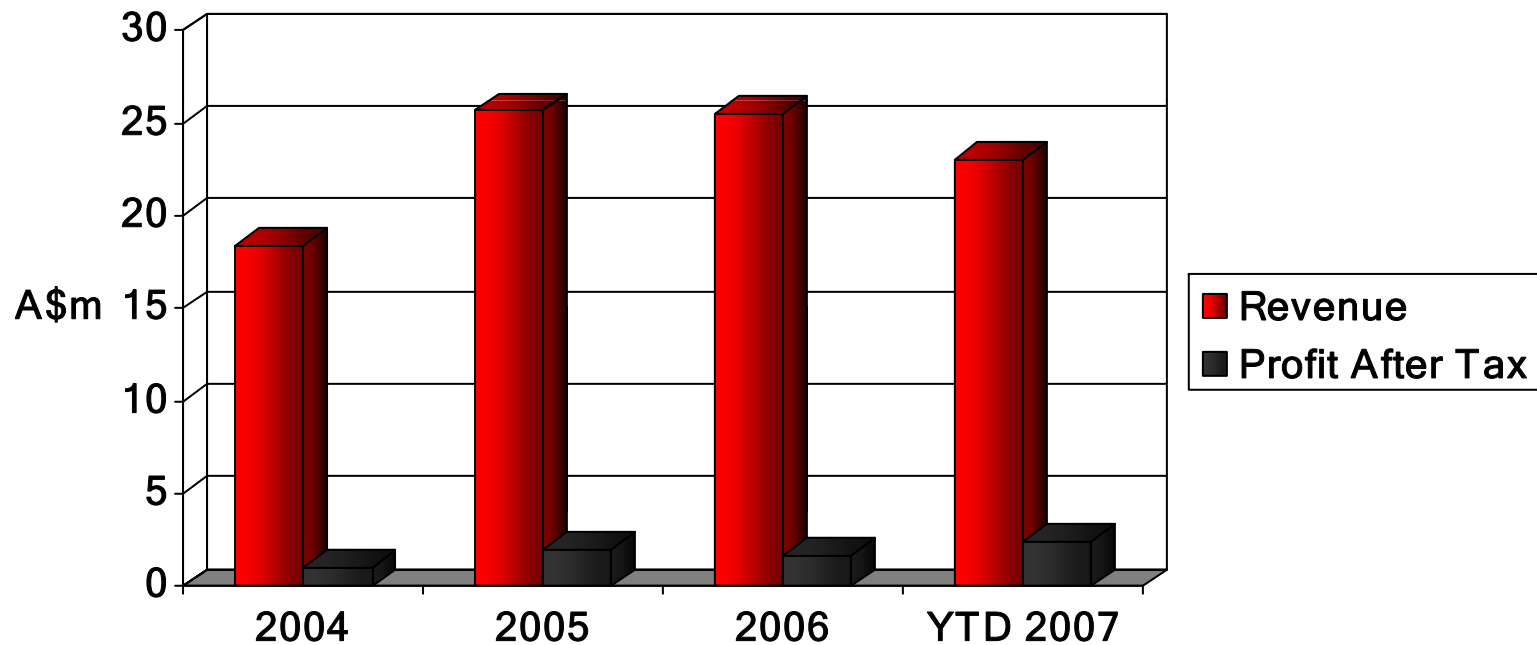
- **2007 A great year**
  - exceeding expectations on all key measures.
- **Australia YTD end of September 2007**
  - Sales ahead of budget.
  - Gross margins exceeded budget.
  - Operating expenses within budget.
  - PBT over double budget.

# FY07 Performance Review - Overview

- **Success 2007**

- Completed and commissioned Drive 1 of 2 for Melbourne Water.
- Won and will largely deliver the Boddington Gold project W.A.. Involves \$4.5M Motor Starters, protection and communications.
- Utility protection exceeded expectations.
  - Transgrid

# Annual Results



# Business Environment

- Mining Projects continue to strengthen in quantity and value. Record number of projects and capital investment.
- China's strong demand for raw materials continuing.
- Renewables sector project growth.
- Grow engineered high-end technologies in Industrial and Utility markets
- Growing oil & gas market in Australia
- Growing demand for Cyber Security solutions for critical control systems



**Thank you – Questions?**