

CSE GLOBAL LTD

3Q2007 / 9M2007

RESULTS REVIEW

*Analyst Briefing
15 November 2007*

AGENDA

☐ 3Q2007 / 9M2007 Results Review

☐ Business Update

- W Industries
- CSE Servelec
- Transtel
- CSE Uniserve
- Salil Gopinath, COO
- Alan Stubbs, Group MD
- Bary Tarek, MD
- Greg Swinton, MD

☐ Q &A

3Q2007 HIGHLIGHTS

S\$M

		<u>Change YOY (%)</u>
Revenue	109.1	+13.5
GM (%)	35.1	+6.7
PATMI	11.4	+42.1
* EPS (¢)	6.04	+42.8
* Annualised ROE(%)	31.9	-3.5
* Outstanding Orders	335.6	+109.1
* Operations Cash Generation	16.0	(N.M.)

*9M FY2007
(N.M.) – not meaningful

3Q2007 RESULTS

S\$M

	<u>3Q2006</u>	<u>3Q2007</u>	<u>Variance (%)</u>
Revenue	96.1	109.1	+13.5
GM (%)	28.4	35.1	+6.7
G & A	15.7	22.5	+43.3
PATMI	8.0	11.4	+42.5
NET MARGIN (%)	8.3	10.5	+2.2

9M2007 GROUP P&L

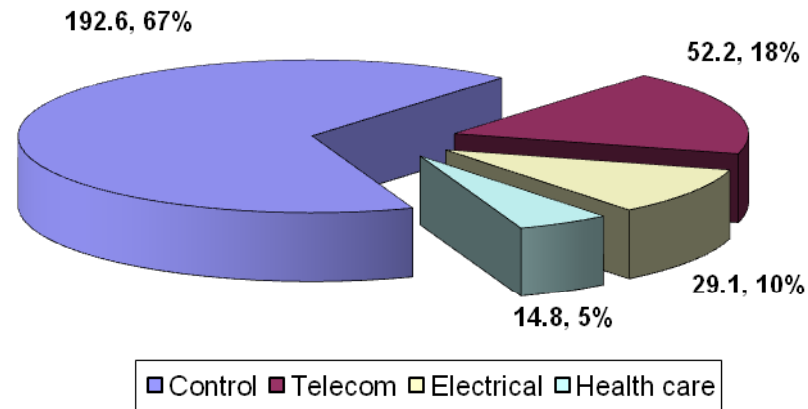
S\$M

	<u>9M2006</u>	<u>9M2007</u>	<u>Variance (%)</u>
Revenue	250.5	288.7	+15.2
GM(%)	30.4	35.8	+5.4
G&A	46.3	61.1	+32.1
PATMI	21.1	30.5	+44.4
Net Margin(%)	8.4	10.6	+2.2

9M2007 BUSINESS SEGMENTS

Revenue (\$M)

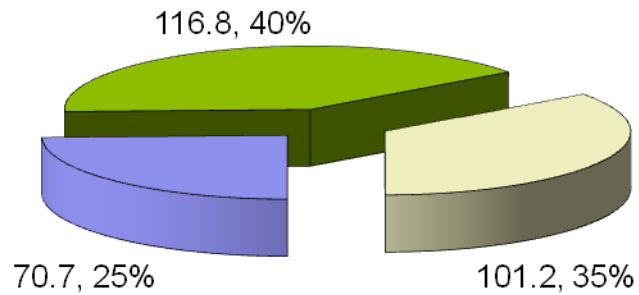
Business Segments : Control, Telecommunication, Electrical and Healthcare



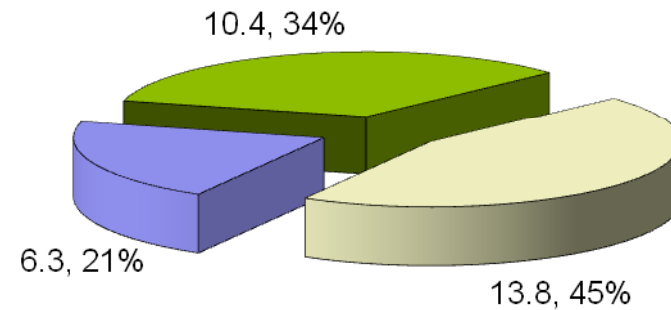
9M2007 GEOGRAPHICAL SEGMENTS

S\$M

REVENUE



PAT

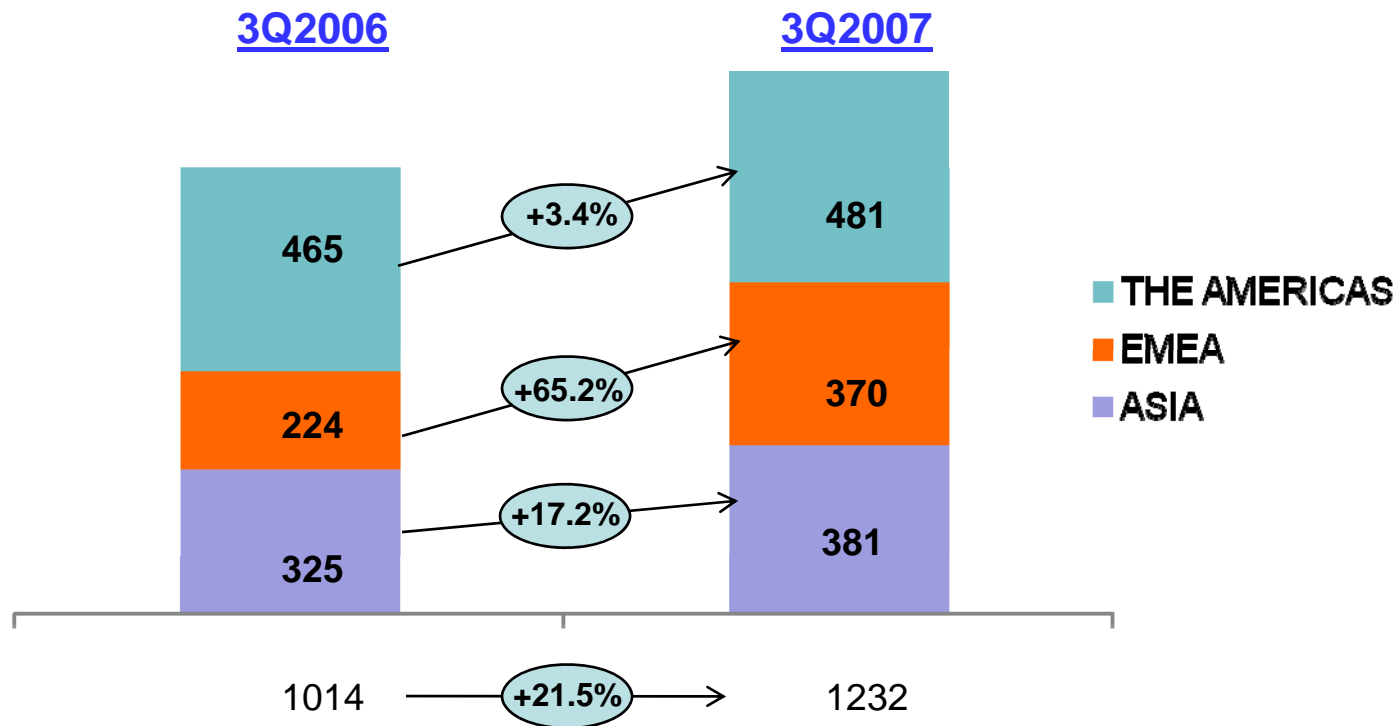


 THE AMERICAS

 ASIA PACIFIC

 EMEA

HUMAN RESOURCE GROWTH



Acquisitions of Scomag & Techno Trade in Dec 2006 added 115 employees in EMEA

9M2007 GROUP BALANCE SHEET

S\$M

	<u>9M2006</u>	<u>9M2007</u>
Cash at Hand & Bank	26.0	45.0
Project Net WIP	10.3	16.5
Receivable	70.4	81.8
Unbilled Receivable	51.5	59.3
Payable	52.8	69.1
Loan	72.2	108.1
Shareholder Fund	100.9	127.5
Net Loan	46.2	*63.1
Net Gearing	0.46	0.49

*Net loan increased by only \$16.7M despite of 3 acquisitions amounted to \$34.0M and dividends pay out of \$11.8M (total \$45.8M)

9M2007 GROUP CASHFLOW

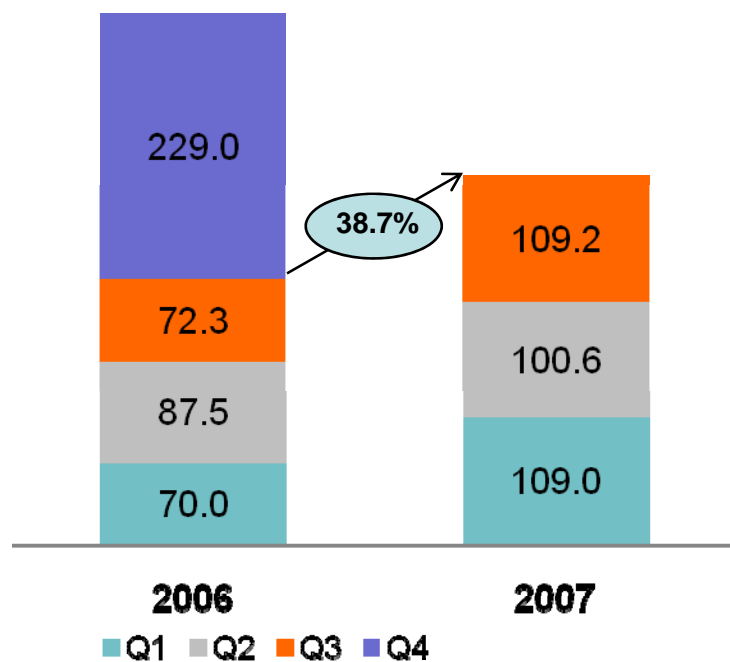
S\$M

	<u>9M2006</u>	<u>9M2007</u>
As at beginning of year	29.4	66.9
New Share Issue	2.1	1.4
Net additional investment in subsidiaries & associates	--	(34.6)
Net Operations	0.3	16.0
Capital Expenditure	(2.3)	(2.4)
Bank Loans	(2.6)	10.3
Dividends	(8.3)	(11.8)
As at end of quarter	25.9	45.0

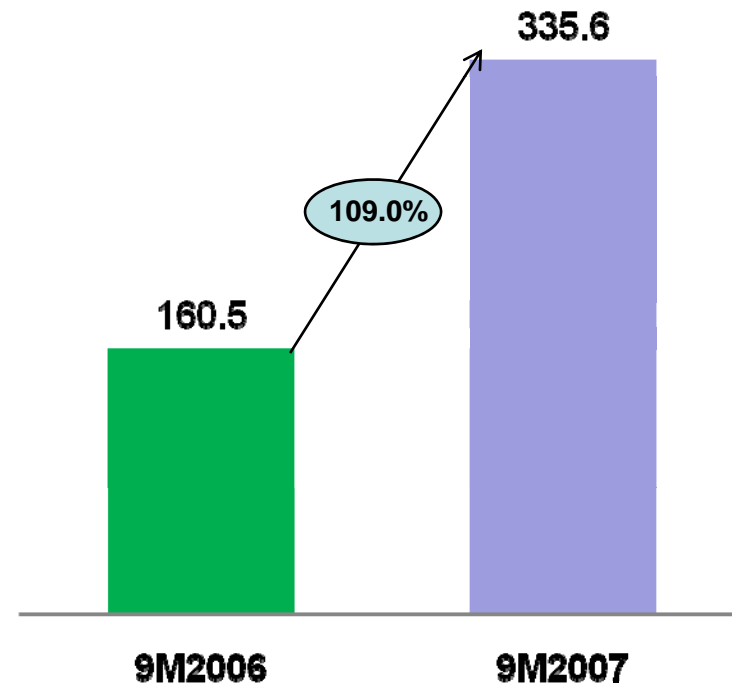
9M2007 ORDERS

S\$M

New Orders



Outstanding Orders



FY2007 OUTLOOK

- ❑ The 9M07 PAT of \$30.5M has already exceed total FY2006 profit of \$29.1M
- ❑ On course for another earnings milestone in FY07
- ❑ Order trends and favorable market environment enable the Group to support another good year ahead