



# Investor Presentation

July 2004

CARTESIAN CAPITAL PTY LIMITED

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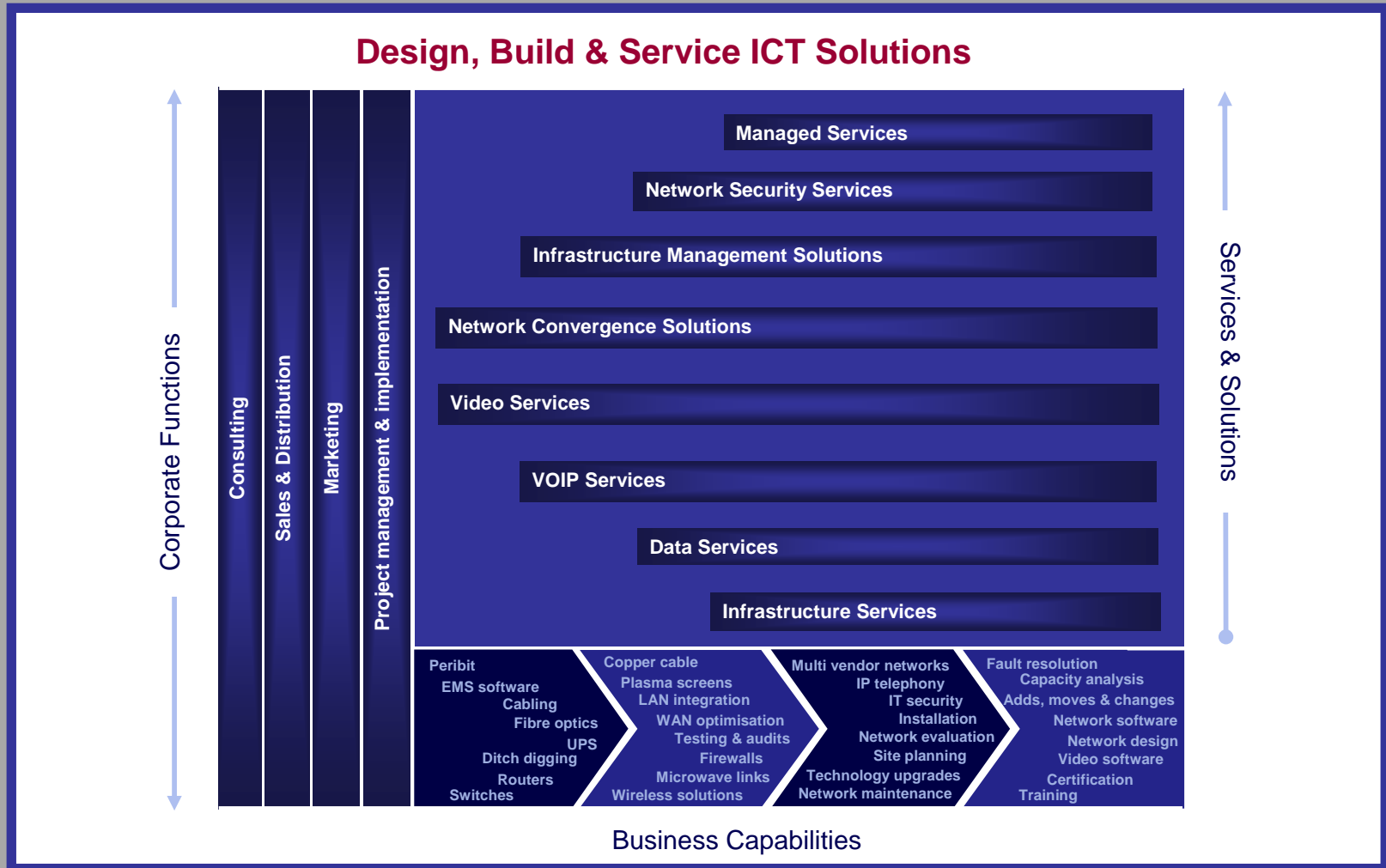
# 1. Executive Summary

- Allied is a leader in design, implementation & support of secure communication networks:
  - ⇒ *contracts with Department of Defence, Department of Foreign Affairs, Telstra and CentreLink;*
  - ⇒ *track record profitable growth (17% compound organic growth over 5 years); and*
  - ⇒ *re-listed in April 2004 following merger of Allied and ServicePoint.*
  
- FY2004 unaudited results:
  - ⇒ *achieved proforma profit forecasts for FY2004;*
  - ⇒ *to pay 1.5cps fully franked dividend;*
  - ⇒ *Dividend Reinvest Plan (“DRP”); and*
  - ⇒ *Executive Directors to take up DRP for own shareholding.*
  
- Looking forward:
  - ⇒ *new contracts of \$7 million;*
  - ⇒ *order book of \$18 million (vs \$12 million in July 2003); and*
  - ⇒ *order book is ~50% of forecast sales for FY2005.*



Allied Technologies  
Group Limited

# 2. Business Overview: Allied



# Business Overview

# Allied Technologies

Allied Technologies Group

## Capability

- Infrastructure design.
- Consulting services.
- Implementation and integration.
- Project management & QA.
- Enterprise management solutions.
- WAN assessment & integration.
- LAN & campus networks builds.
- Facilities Management.
- Network infrastructure installations.
- Copper and fibre optic.



# Allied Technologies

- Track record of profitable growth:

- ⇒ 13 year track record;
- ⇒ 17% compound organic growth over 5 years;
- ⇒ long standing relationships with key Government departments; and
- ⇒ FY04 result ahead of prospectus forecast.

- Predictable revenue stream:

- ⇒ ~30% revenue locked in under multi year contracts; and
- ⇒ ~50% of FY05 budget under contract.



- Seasonal business with 40% revenue first half, 60% second half historically.

- Strategy to grow revenue organically and through acquisition to \$100 million by December 2005.

# 3. ASX Announcement

## ■ FY2004 unaudited results\*:

- ⇒ *exceeds prospectus FY2004 PBT forecast of \$1.54 million; and*
- ⇒ *merger synergies evident despite only 3 months of operation as merged entity.*

## ■ Dividends\*:

- ⇒ *1.5 cents per share (previously no dividend);*
- ⇒ *fully franked;*
- ⇒ *DRP to allow shareholders to re-invest; and*
- ⇒ *Executive Directors holding more than 55% of ATZ's issued capital are taking up DRP.*

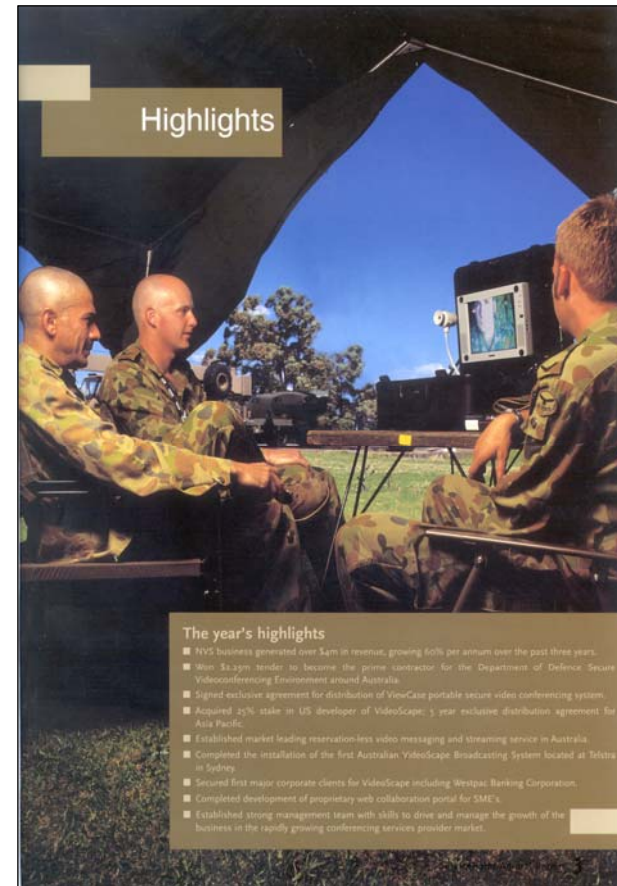
## ■ Looking forward:

- ⇒ *\$7 million of new contract wins over last 2-3 weeks;*
- ⇒ *current order book of \$18 million (vs \$12 million in July 2004); and*
- ⇒ *~50% of FY2005 forecast revenue covered.*

\* Subject to finalisation by auditors.

# 4. Summary

- Dominant in secure voice, data, video and web based communication networks.
- Seeking to expand geographic footprint and customer base.
- Merger benefits not factored into numbers.
- Strong management with a significant equity interest.
- Profit underpinned by contracts and significant barriers to entry.
- Any acquisition should be EPS positive immediately.
- Historical FY2004 PE multiple of 7.1x.



# 5. Contact Details



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