

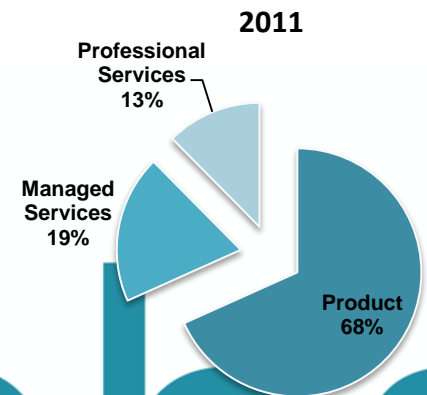
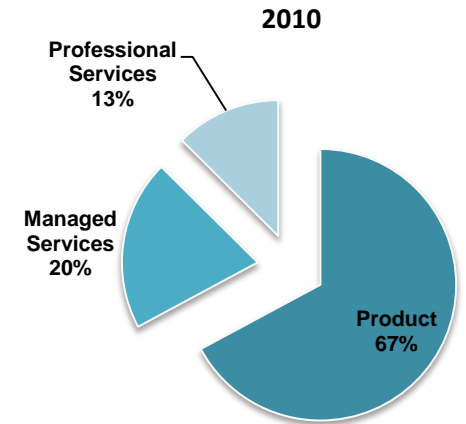
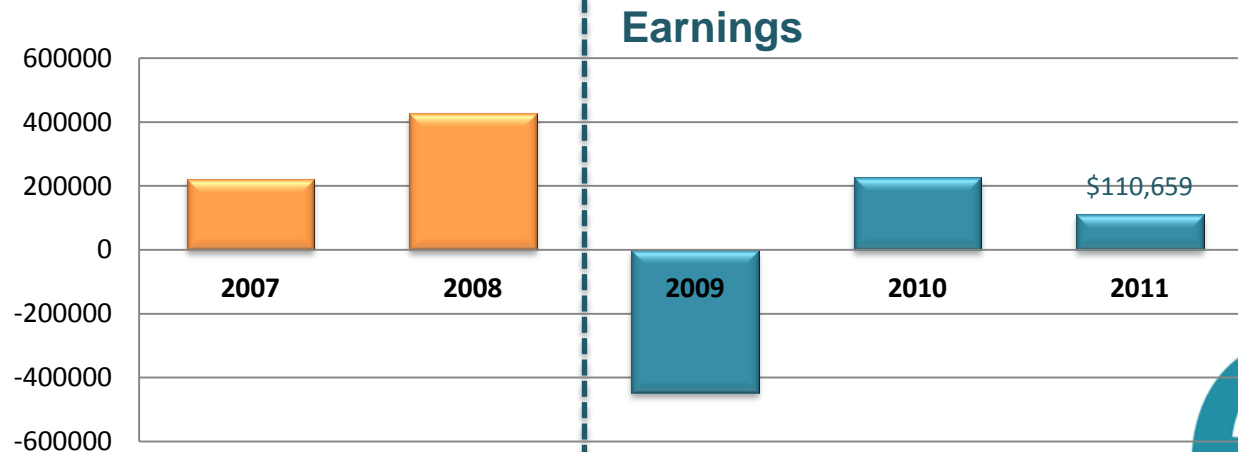
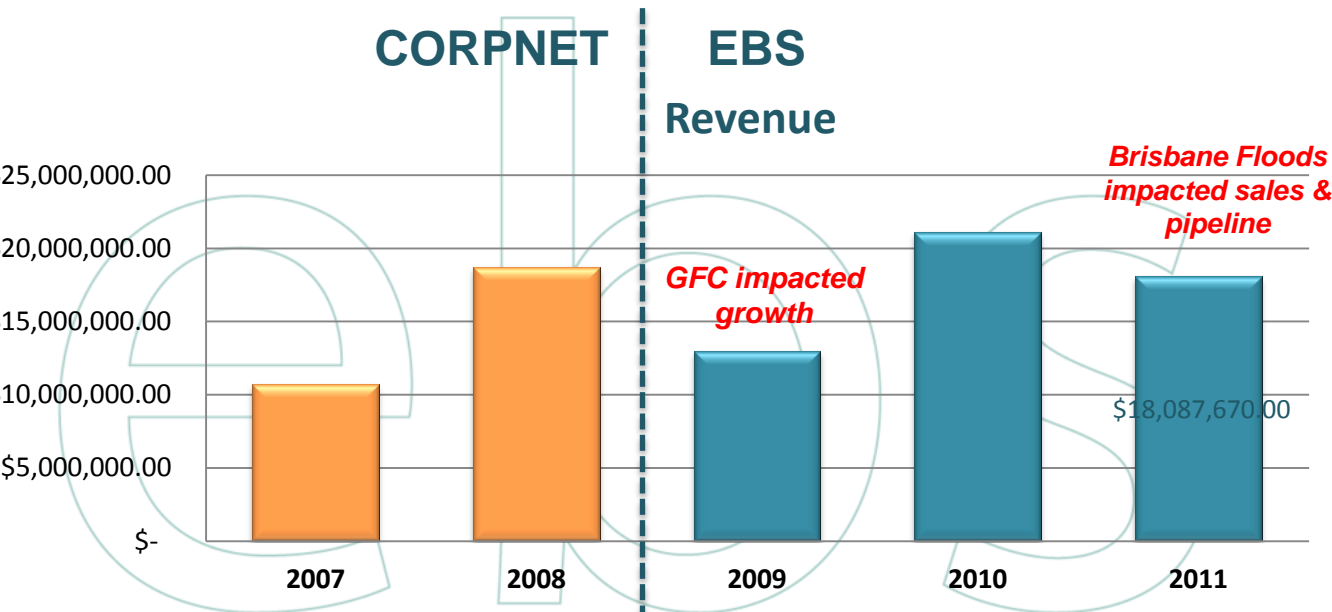
MANAGING DIRECTOR'S PRESENTATION

AGM - 29TH NOVEMBER 2011

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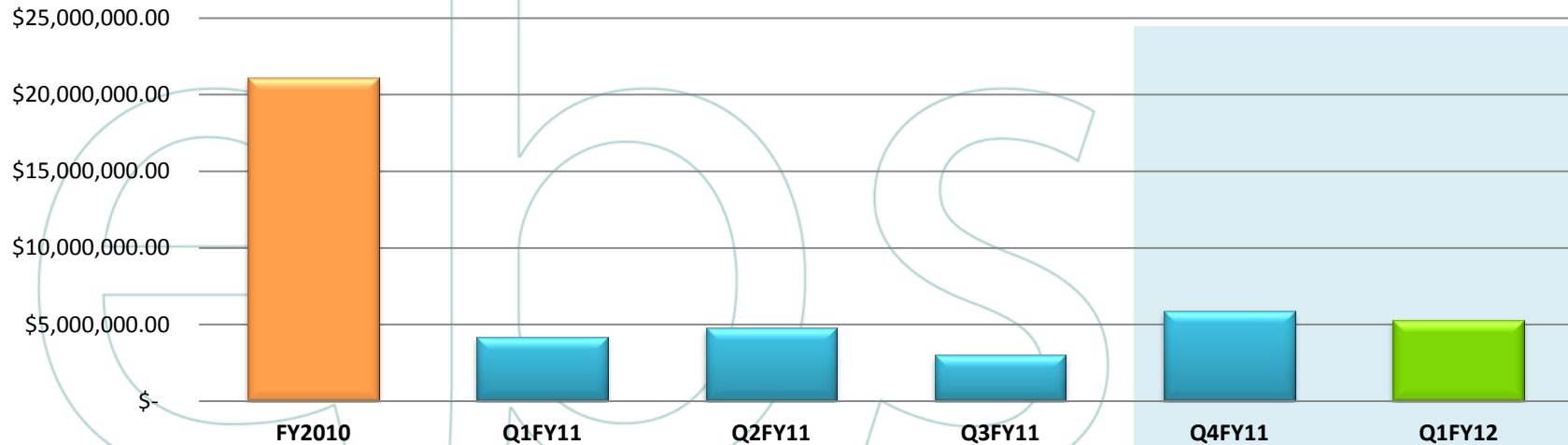
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Financial Performance Previous Years

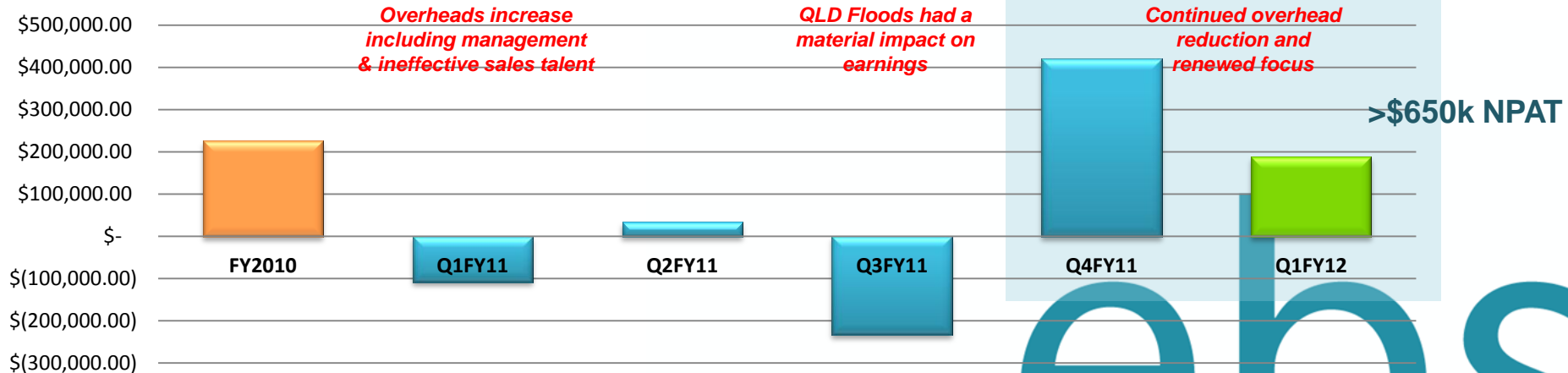


Quarter by Quarter Financial Review

Revenue



Earnings



Overview of Year 2011

- Corpnet continues to be the commercial engine of EBS representing 99.5% of the consolidated revenue.
- 15% reduction in full year revenue - Q3 resulted >50% less than forecasted revenue
- Commitment to maintain talent in expectation of revival.
- Unexpected impact with January floods – 6 month impact to cash flow and strategy execution
- Stable end-of-year position in improving but highly competitive market
 - modest operating profit 51% less than previous year, looking critically at cost model.
 - balance sheet – cash reserves & undrawn bank facilities
- Sharpened our strategic focus – People, Customers, Products & Systems.
- Successful customer acquisition – 15 new mid market / enterprise customers

Original EBS Investment prior to Corpnet merger

- No report from IBS of progress towards delivery of market-ready SafeWorlds product.
- Ceased operation of Datagard (Spheritec) business due to the value proposition in the market and the investment required to resolve original configuration.

Snapshot - Acquired Clients in FY11



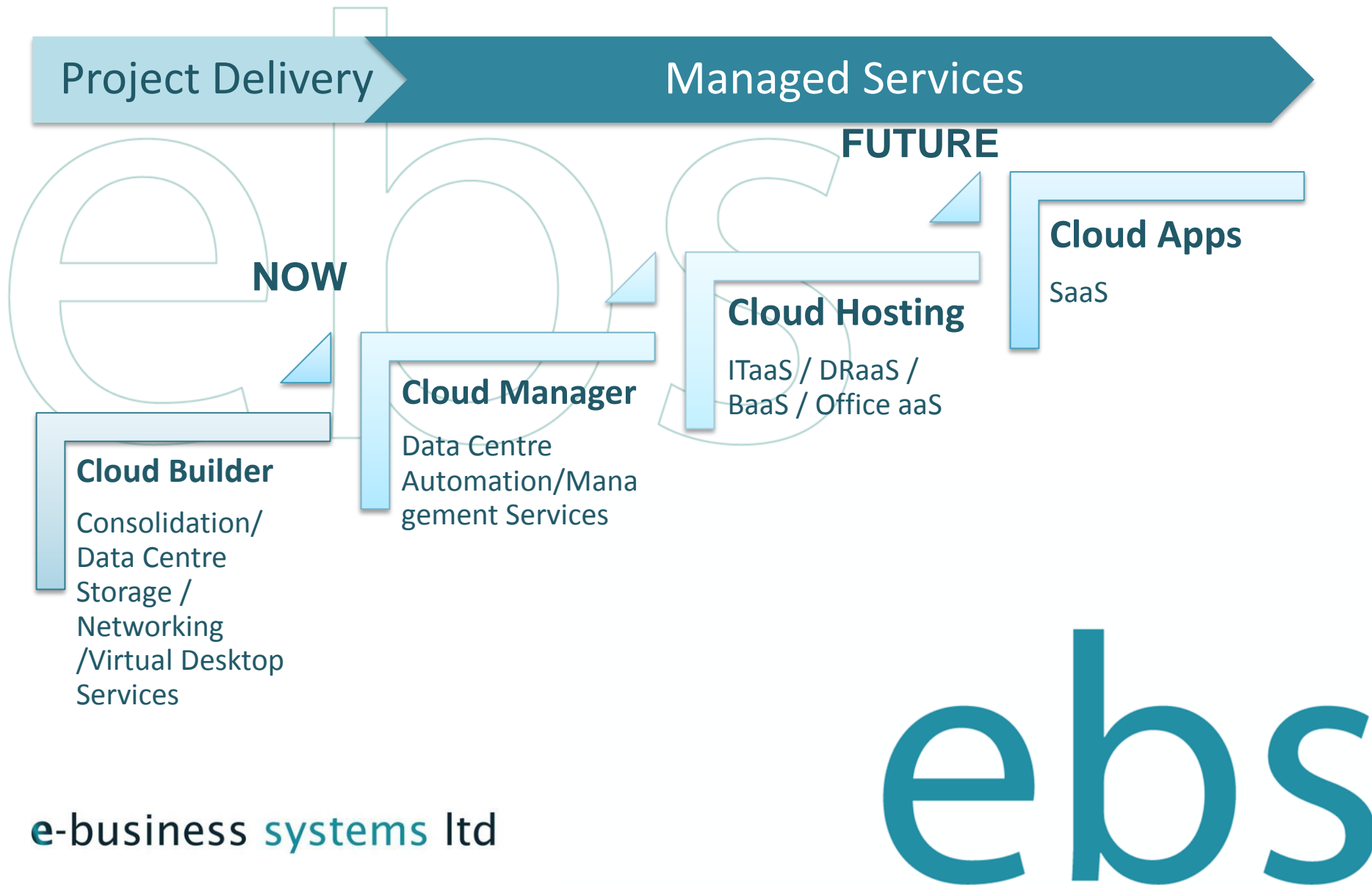
Looking Ahead - 2012

- Market tightening - less spend - more competition, resulting in lower margins.
- Business model changes - demand for services changing – “cloud”
- Service contract exposure – re-focus on reducing the risk associated with few larger managed services contracts – more focus on the small to medium market segment
- Reduction in fixed costs – Differentiated low cost business model (systems and automation)
- Maintain focus on the data centre, virtualisation, workforce enablement and managed services businesses. (Market research supports continued growth in all these areas.)
- Re-invigorate our consulting services business – Technology services
- **“As A Service”** - Differentiated service model based on “Private Cloud” and on demand services allowing customers to scale with limited capital investment. *ITaaS* – Offering including *DaaS*, *BaaS*
- Working capital solutions

Going from “Good to Great” program - \$520k investment schedule

- Training and development - to maintain differentiation with capability
- Branding & Customer Differentiation program
- Sales enablement and talent recruitment
- Managed service model automation & redevelopment
- People value & cultural program
- New Product Development – Managed Solutions Focus and Differentiated Solution Streams .

Future Service Model



Summary

There are still concerns over the economy and whilst the market outlook where we have differentiated capability is strong, competition is greater than ever with longer sales cycles.

As a result we will continue to Invest in the right areas whilst we change our delivery model with greater focus on efficiency.

Our overall focus is on resetting our foundation for greater sustainable growth in 2013 and beyond.

THANK YOU

AGM – 29TH NOVEMBER 2011

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