

# FY2024 INVESTOR PRESENTATION

**Building the Bridge for Clients & Partners**

# TODAY'S AGENDA

- Services & Solutions Overview
- The Shifting Landscape
- The Challenges of Modernising
- CPT: Bridging the Gap
- Why CPT Is Relevant
- Supporting Hybrid Architectures
- 30-Year IT Experts
- Navigating Industry Changes
- Our Value Proposition
- Partner & Industry Recognition
- Meeting Market Demands



# KEY SERVICES & SOLUTIONS OVERVIEW

Cost Reduction & Technology Assurance Experts for 30 years.

## MAINFRAME OPTIMISATION

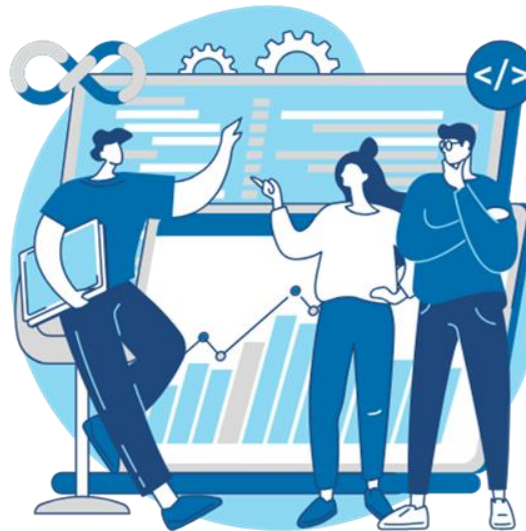
- Workload management
- Performance tuning
- Database optimization

## MAINFRAME SECURITY

- Vulnerability assessments
- Security audits
- Detection and response strategies

## MAINFRAME SOFTWARE RATIONALISATION

- Portfolio analysis
- Application modernisation
- Migration planning



## CLOUD OPTIMISATION

- Cloud strategy
- Migration planning
- Database optimisation

## FINOPS

- Cost management
- Budgeting
- Forecasting
- Program services

## TESTING / QA

- Test automation
- Mainframe Test Coverage
- Performance testing
- Security testing

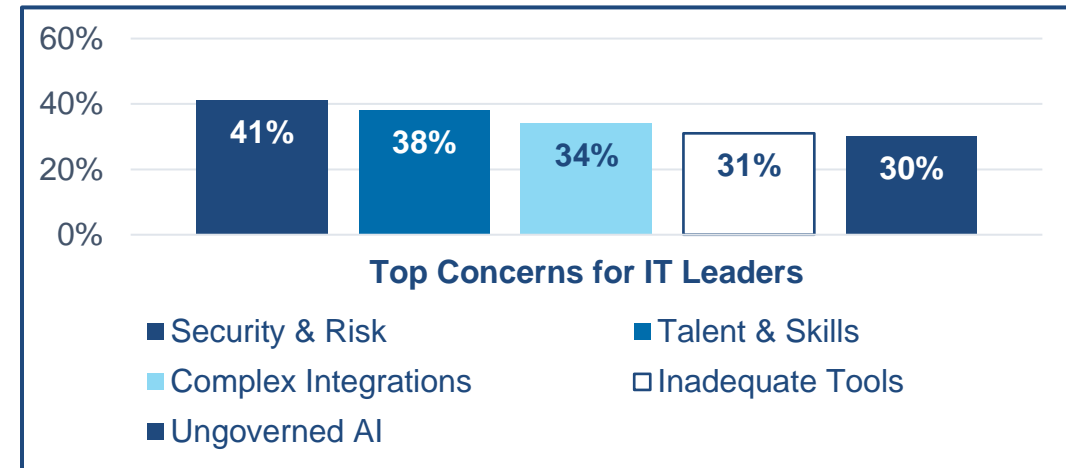
# A SHIFTING BUSINESS LANDSCAPE

*"We're moving beyond the cloud-first mentality. Hybrid architectures, leveraging the power of both mainframes and the cloud, are essential for enabling innovation and value creation."*

**- Industry Leaders via IBM**

# 96%

of organisations are moving some workloads off the mainframe



# 89%

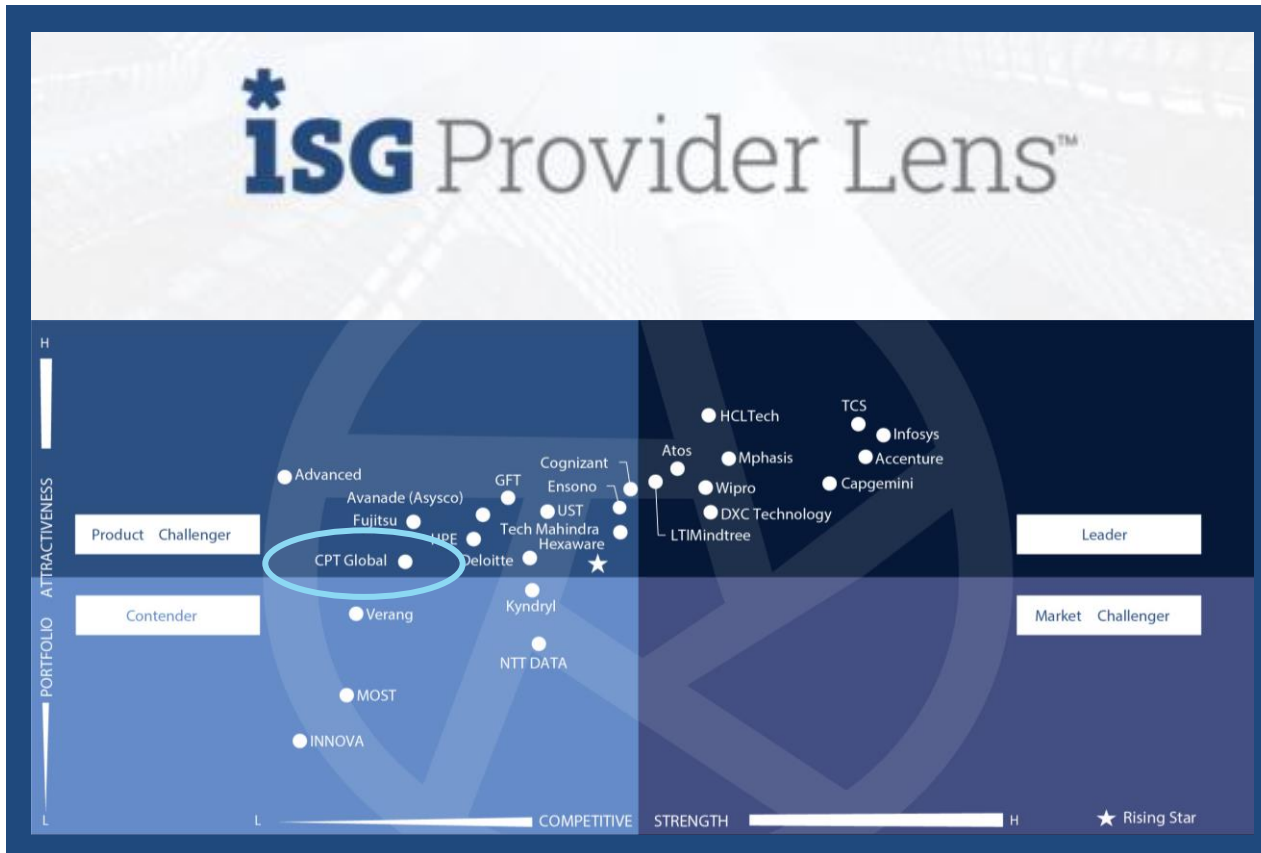
of businesses consider mainframes as extremely or very important to their strategy and operations

# 56%

of companies use mainframes as their preferred platform for critical workloads

# RECOGNISED AMONG INDUSTRY GOLIATHS

CPT Global is a key piece of modernisation for clients and partners.



ISG is a leading global technology research and advisory firm that has consistently positioned CPT Global as a strong performer in key areas.



Google Cloud



pwc



# BRIDGING THE MODERNISATION GAP



CURRENT STATE OF  
CLIENTS & PARTNERS

FUTURE STATE OF  
CLIENTS & PARTNERS

Modernising is a complex journey. Organisations often find themselves stranded between legacy systems and their digital future.

**CPT Global helps businesses navigate the challenges and opportunities of implementing hybrid architectures to fuel success.**

# WHY CPT GLOBAL IS RELEVANT

## CPT IS CAPITALISING ON THE GROWING DEMAND FOR MAINFRAME & ASSURANCE SERVICES

*“I would say mainframe is one of our highest priorities, the primary reason being most of our business-critical applications or mission-critical infrastructure runs in the mainframe.”*

- [Deloitte](#)

### ➤ HYBRID IS WINNING

Organisations are exploring ways to modernise while leveraging their mainframes in hybrid architectures.

### ➤ STAYING ON THE PLATFORM

Modernising rather than migrating is a strategic choice for many businesses.

### ➤ CPT'S CRITICAL ROLE

We offer the expertise and solutions needed to make modernisation successful.

**2 out of 3 enterprises**  
use hybrid cloud to power their AI initiatives  
- [Gartner](#)



# SUPPORTING THE ENTIRE JOURNEY

CPT delivers expertise and support across strategies and technologies.

## STRATEGIES



### INVEST

Continued value in mainframe as strategic and want to use new capabilities



### MAINTAIN

Current value in the mainframe but not clear about future strategic investment



### DIVEST

The mainframe as technology that should be completely or mostly retired to platforms that offer greater future value and are a better strategic fit

## APPROACH

Modernise on Mainframe

Integrate with Mainframe

Modernise on Mainframe

Integrate with Mainframe

Migrate off Mainframe

Migrate off Mainframe

Integrate with Mainframe

## CPT SERVICES

### Maximise Potential

- Optimise in place
- Software Review
- Skills uplift
- Mainframe Resilience

### Unlock Opportunities

- Mainframe Discovery
- Application reviews

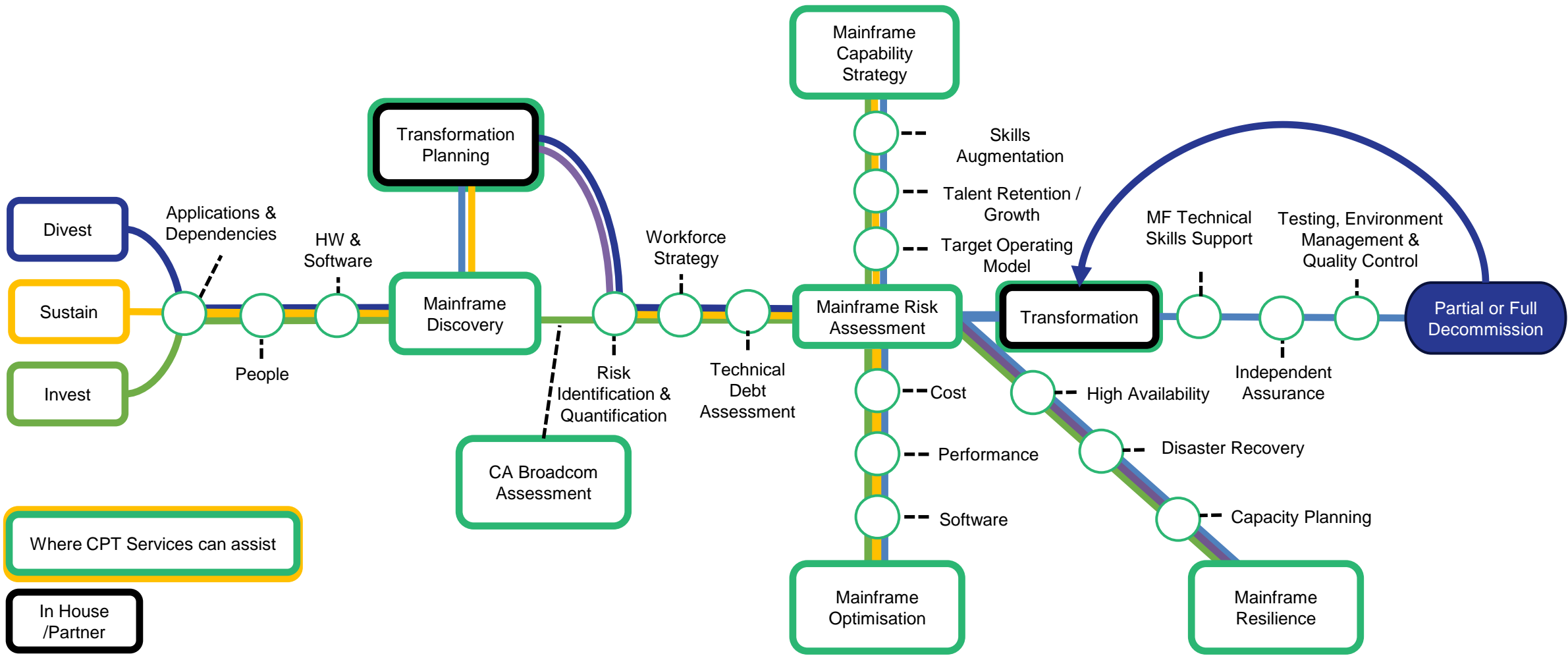
### Assure the Future

- E2E Architecture
- Program Assurance
- E2E Testing
- Performance optimisation



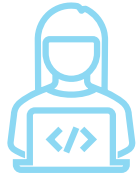
# WHERE CPT DELIVERS & SUPPORTS

CPT delivers expertise and support across strategies and technologies.



# THE EASY BUTTON ISN'T AN OPTION

With all the challenges and risks, organisations need an experienced partner.



## SKILLS SHORTAGES

A shrinking talent pool can lead to operational challenges.



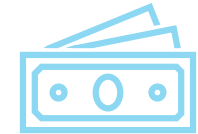
## AGING INFRASTRUCTURE

Outdated hardware and software pose security risks.



## SECURITY THREATS

Internal and external attacks can compromise sensitive data.



## INCREASING COSTS

Inefficient resource utilisation can drive up costs.



## REGULATORY COMPLIANCE

Adhering to evolving regulations is essential.



## VENDOR LOCK-IN

Reliance on specific vendors can limit flexibility.



## EXOTIC LANGUAGES

Legacy languages can hinder modernisation efforts and increase maintenance costs.



# NAVIGATING INDUSTRY CHANGES

## CORE SERVICES

- Mainframe Security
- FinOps & Cloud Performance Optimisation
- ISV / Broadcom Replacements / Optimisation
- Hybrid / Midrange Modernisation and Optimisation
- Mainframe Modernisation and Optimisation
- Program Test Governance and Assurance
- Mainframe Test Coverage
- Test Automation

## BUSINESS-DRIVEN STRATEGIES

- Regional and technical leadership
- Sales and technology partnerships
- Mentorship program development
- Expansion of marketing initiatives

FY2024

**\$20.7M**

revenue

HY2024

**\$11.2M**

revenue

FY2024

**\$(1.4)M**

(loss) / profit before tax

HY2024

**\$202K**

(loss) / profit before tax

# CPT GLOBAL'S VALUE PROPOSITION



## COST & PERFORMANCE

49% of companies are focused on lowering mainframe costs and improving performance.

### CPT Services:

- Optimisation & Cost Reduction
- Modernisation-In-Place
- ISV / Software Replacements



## TECHNOLOGY & TALENT RISKS

39% of businesses have staffing and skills shortages that negatively impact IT capabilities.

### CPT Services:

- Staff Training & Upskilling
- Business Continuity Solutions
- Hybrid Strategies & Support



## SECURITY & COMPLIANCE

64% of IT leaders say mainframe compliance and security are their top priority.

### CPT Services:

- End-to-End Security Assessments
- Compliance & Risk Management
- Best-in-Class Security Practices

# MEETING MARKET DEMANDS



**By leveraging CPT Global's expertise and experience, organisations are meeting the challenges of modernising, securing, and testing their IT environments.**

Our commitment to client and partner success drives us to deliver innovative solutions and exceptional results.

# GLOBAL LOCATIONS & EXPERTS

35+

COUNTRIES & REGIONS SERVED

130+

EXPERTS WORLDWIDE



20+

YEARS OF AVG IT EXPERIENCE

45%

HAVE BEEN WITH CPT FOR 10+ YEARS

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