



## **Analyst & Investor Presentation** AGM Presentation 2007

Presented by:

Steve Allen:

Non Executive Chairman

Eugene Blaine:

Managing Director

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Finance Director

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## Agenda

- Introduction to Atlantic Global Plc
- Trading highlights
- Review of 2006
- Existing customers
- Outlook for 2007



## Atlantic Global – The Company

- **Atlantic EC established in 1993**
  - *Over 14 years experience of delivering business solutions*
- **Financial Position (Net Cash Reserves and Cash Generative)**
  - *Net cash 31 December 2006: £1,600,000*
  - *Free cash inflow £61,000 (12 months ended 31 December 2006)*
- **Excellent Development Partners**
  - *Development Pedigree: GlaxoSmithKline, Pfizer, Barclays Bank, LogicaCMG, Norwich Union*
  - *Product Steering Committee consists of Leading UK Organisations*
- **Growing and Loyal Client Base (last four months) –**
  - *Kingston Communications (Large Telecommunications Company – December 2006)*
  - *GroupM – (Global Media Organisation – December 2006)*
  - *National Assembly of Wales (Government – February 2007)*
  - *TRL Technology and Oxford Pharmaceutical Sciences (March 2007)*
- **International Recognition - Gartner Magic Quadrant**
  - *One of the top 25 software vendors world wide operating in the PPM market-place*
  - *Only UK Organisation, and only one of Two European Organisations*



## Atlantic Global - Trading Highlights 2006

*“Our Prime Objective for 2006 was to ‘Achieve Stability’ and return to profitability, thus providing a strong platform to move the company forward during 2007 and beyond”*

- **Financial Results**

- Successful return to operating profit before goodwill amortisation in the second half of 2006
- Loss before tax and amortisation reduced to £51,000 (2005: £475,000)
- Turnover comparable year on year at £1,961,000 (2005: £2,137,000)
- Strong balance sheet – net cash 31 December 2006 £1,600,000 (31 Dec 2005: £1,539,000)
- Free cash inflow £61,000 (12 months ended 31 December 2006) - (2005: Cash Outflow £185,000)



## Atlantic Global - Trading Highlights 2006

*“Our Prime Objective for 2006 was to ‘Achieve Stability’ and return to profitability, thus providing a strong platform to move the company forward during 2007 and beyond”*

### Operating Highlights

- Improved the net cash position
- Significant operational efficiencies achieved
- Reduced sales and marketing expenditure to £1,015,000 (2005: £1,550,000)
- New customers - Provident Financial, Tiscali, GroupM, Kingston Communications, Oxford Pharmaceutical Sciences, TRL Technology and Aircom International
- Repeat business - Norwich Union Insurance, GlaxoSmithKline and Xchanging
- Stronger position in Gartner’s “Magic Quadrant”
- Rebuilt the Sales and Consulting teams
- Increased R&D spend by 20% to £329,000 (2005: £274,000)

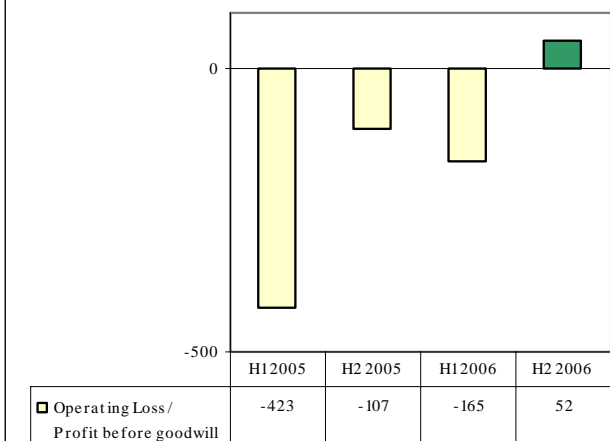


## Atlantic Global - Trading Highlights 2006

Year Ended	2006 £'000	2005 £'000
Turnover	1,961	2,137
Loss before Tax (before Goodwill)	(51)	(475)
Goodwill	181	181
Adjusted earnings / (Loss) per share	0.23 pence	(1.98) pence
Net Cash Balance	1,600	1,539
Free Cash inflow / (outflow)	61	(185)
Sales & Marketing Cost	1,015	1,550
Supported Software Seats	37,000 seats	34,000 seats

2006 Analysis	2006 - H2	2006 - H1
Return to Profitability H2 2006 £'000	52	-165

Operating Loss / Profit before goodwill £'000





## Atlantic Global - Development Strategy

- Major new release (Version 12) - Launched January 2007
- Version 12 is focussed on making PPM easier to understand, easier to use and quicker to implement
- Functional Innovation Platform for Next Generation of our Products

### **1. Tactical Development Workstream - Purpose – “Enhance Corporate Vision in the Current Technology”**

*“Steve Cotterell thinks that this enterprise project management system is one of the most configurable he has come across”*

*Source: Steve Cotterell, Project Manager Today – January 2007 (USA Correspondent)*

- Approximately 50% of R&D effort during 2006 building the next generation of our product range
- The first release of this product is scheduled for September 2007

### **2. Strategic Development Workstream - Purpose – “Safeguard the Long Term Commercial Future of the Company”**

#### **Rational**

- Facilitate Easy Adoption
- Geographic Coverage

#### **Deliverables**

- Marketing work stream
- Product Development work stream
- Easy Adoption work stream



## Atlantic Global - Sales & Marketing

- **Marketing**

- The PPM Marketplace continues to mature (although slower than anticipated)
- Atlantic Global recognised as a strong, unique solution in the UK market
- Established a valuable database of contacts who have expressed an interest in PPM
- Translating “interest” into revenue remains the single greatest challenge to all PPM vendors

- **Sales**

- Successful PPM implementations during 2006 at Provident Financial, Tiscali, Teleca, GroupM, Kingston Communications and Aircom International
- Achieved further rollouts within Norwich Union, GlaxoSmithKline and Xchanging
- Rebuilt the Sales and Consulting teams (following 2005) to support planned growth
- Further enhanced the Marketing and Sales Process together with supporting Management systems
- Support revenue increased by 19%, compared to the same period during 2005

- **Sales Related R&D effort**

- R&D effort is currently focussed on making our solutions easier to use, implement and adopt



Atlantic Global – Our Customers

GOVERNMENT /SERVICES	FINANCIAL AND PROFESSIONAL SERVICES	TECHNOLOGY	TELECOMS	PHARMACEUTICAL /UTILITIES
      	        	      	   	    



## Atlantic Global - Outlook for 2007

### Atlantic Global

"We believe that the company is in a much stronger position to take advantage of the expected growth in the Project Portfolio Management market place. As a result, the Group is confident that top line growth will be restored in 2007, with the aim of delivering increased shareholder value."

*Source: Atlantic Global Managing Director's Statement – March 2007*

### Gartner

Atlantic Global has progressed on both accounts - "ability to execute and in terms of completeness of vision."

"Atlantic Global continues to build from time/cost reporting implementations to address resource assignment, project status, and other PPM features and functions. With the addition of portfolio management, resource approval and workflow planned for 2006, Atlantic Global will command a strong position in the growing PPM market in the U.K."

*Source: Gartner PPM Magic Quadrant – July 2006*

### Atlantic Global

"The success demonstrated by Atlantic Global during the final quarter of 2006 has continued into the first quarter of 2007 with several new accounts being added....."

"Early indications are that trading in the first half of 2007 is expected to show an improvement compared to the first half of 2006. Furthermore, current trading is also in line with market expectations for the full year."

*Source: Atlantic Global PLC: - AGM Statement & Trading Update – May 2007*