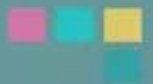




## **Analyst & Investor Presentation** Interim Results 2006

Presented by:  
Steve Allen – Non Executive Chairman  
Eugene Blaine – Managing Director  
Rupert Hutton – Finance Director





## Agenda

- Introduction to Atlantic Global Plc
- Trading highlights
- Review of the 1<sup>st</sup> half of 2006
- The market place – forecasted growth
- The market place – market size and maturity
- Outlook for 2006
- Existing customers



## Introduction to Atlantic Global Plc

- Atlantic EC established in 1993 - over 14 years experience of delivering business solutions
- Joined the London Stock Exchange - admission date June 2001
- Consistently profitable (with the exception of 2005)
- Consistently paid a dividend (with the exception of 2005)
- Strong net cash reserves
- Excellent development partners
  - GlaxoSmithKline - timesheet & contractor module
  - Pfizer - timesheet & contractor module
  - Barclays Bank - business information tracking module
  - LogicaCMG - risk management module
  - **Norwich Union (*Current*)**
- Growing and loyal client base
- Recognised by Gartner (international software analyst) as one of the top 25 software vendors world-wide operating in the PPM market-place



## Trading Highlights

*“Our Prime Objective for the first half of the year was to ‘Achieve Stability’ thus providing a platform to move the company forward during the second half of the year and beyond”*

### Financial Results

- H1 turnover of £933,000 (H1 2005: £930,000)
- Strong balance sheet – net cash 30 June 2006 £1,915,000 (30 June 2005: £1,479,000)
- H1 loss before tax and amortisation £139,000 (H1 2005: £389,000)
- H1 free cash inflow £375,000 (H1 2005: Cash Outflow £245,000)

### Operating Highlights

- Reduced H1 sales and marketing expenditure to £561,000 (H1 2005: £826,000)
- New customers - Provident Financial, Tiscali and Aircom
- Repeat business - Norwich Union Insurance, GlaxoSmithKline and Xchanging
- Improved position in Gartner’s “Magic Quadrant”
- Re-profiled cost base
- Changes to our sales team and our sales methodology
- Increased H1 R&D spend £184,000 (H1 2005: £140,000)
- Improved the net cash position



## Trading Highlights

*“Our Prime Objective for the first half of the year was to ‘Achieve Stability’ thus providing a platform to move the company forward during the second half of the year and beyond”*

	Six Months 30-Jun-06 £000	Six Months 30-Jun-05 £000	
Turnover	933	930	
(Loss) / profit before tax (before goodwill)	(139)	(389)	
Goodwill	91	91	
(Loss) / earnings per share (adjusted)	(0.42) pence	(1.21) pence	
Net cash balance	1,915	1,479	
Free cash flow	375	(245)	
Sales and marketing cost	561	826	
Supported software seats	35,000	31,000	
<b>Strong balance sheet</b>	<b>- net cash increased by £436k from 2005 half year</b>		
<b>Reducing losses</b>	<b>- losses reduced from H1 2005, £389,000 to H1 2006 £139,000</b>		



## Review of the 1<sup>st</sup> Half of 2006

*“Our Prime Objective for the first half of the year was to ‘Achieve Stability’ thus providing a platform to move the company forward during the second half of the year and beyond”*

### R&D

- Increased H1 R&D spend £184,000 (H1 2005: £140,000)
- Major new release scheduled for launch at our user group - 12<sup>th</sup> October 2006
- Investment in the next generation of our products - designed to facilitate adoption

### Marketing

- The Group did not scale back marketing investment
- Increased recognition by Gartner
  - Improved position in the PPM magic quadrant
  - *“Atlantic Global will command a strong position in the growing PPM market in the U.K.”*
- The PPM marketplace is becoming more clearly defined and organisations are starting to invest in this discipline
- Improved lead generation, helped by being established as a player in this field



## Review of the 1<sup>st</sup> Half of 2006

*“Our Prime Objective for the first half of the year was to ‘Achieve Stability’ thus providing a platform to move the company forward during the second half of the year and beyond”*

### **Sales**

In a relatively immature sector where all vendors are experiencing issues which result in Delays in Deal Conversion, we now place more emphasis on “Working with the client” resulting in a more reliable sales pipeline. The majority of this work is chargeable, evidenced by an increase in services revenue of 18%

### **Evolution**

- Changes to the sales team
- Improved sales process

### **Results**

- New PPM implementations at Provident Financial, Tiscali and Aircom
- Further rollouts at Norwich Union (HR), GlaxoSmithKline and Xchanging
- The services revenue increased by 18% compared to the same period during 2005

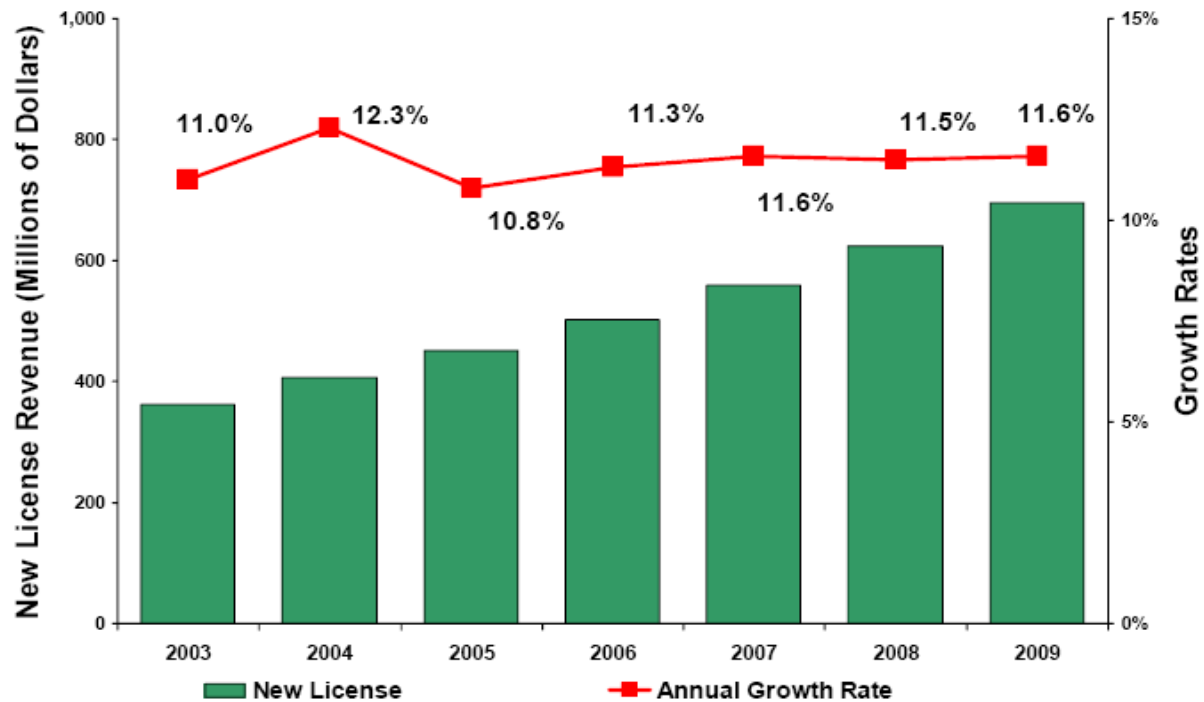
### **Further Steps**

- The R&D effort is currently focussed on making our solutions easier to adopt



The Market Place – Forecasted Growth (Source Gartner – Current Data)

## Worldwide PPM Software New License Revenue, 2003-2009 Forecast

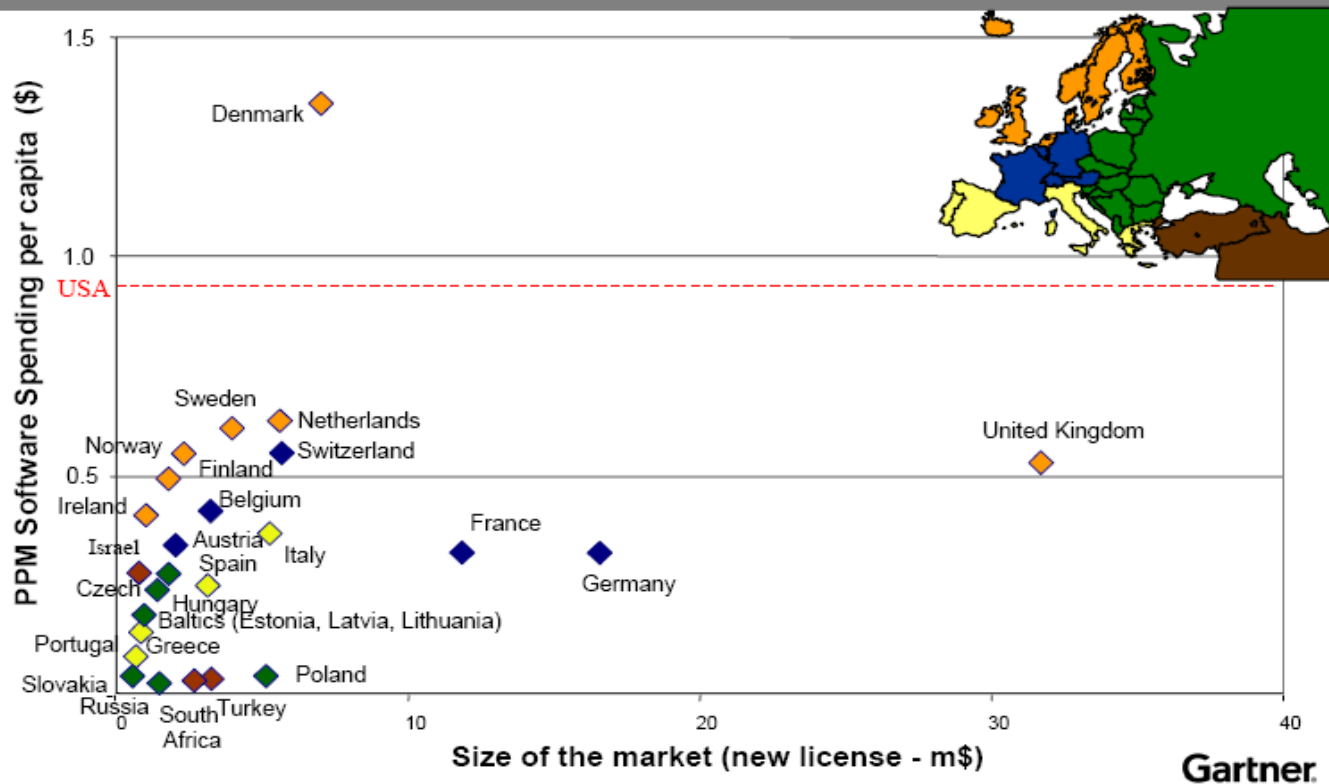


Gartner.



The Market Place – Market Size & Maturity (Source Gartner – current data)

Which Countries are the Most PPM Software Intensive and how does that Compare to their Market size?





## 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

*"Whilst it is too early to predict accurately what degree of success the Group will achieve during 2006 as a whole, we are encouraged to see that our sales methodology is being adopted enthusiastically by our prospective customers."*

**Source: Atlantic Global Chairman's Statement – September 2006**



Existing Customers

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