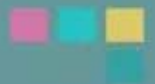




## **Analyst & Investor Presentation** Preliminary Results 2005

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





## Agenda

- Introduction to Atlantic Global Plc
- Trading Highlights
- Preliminary Results 2005
- Review of 2005
- Outlook for 2006
- The Market Place – Forecasted Growth
- The Market Place – Market Size and Maturity
- Our Customers



## Introduction to Atlantic Global Plc

- Atlantic EC established in 1993 – over 13 years 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
- Included in the Gartner Magic Quadrant  
One of the top 25 software vendors globally operating in the PPM market-place



## Trading Highlights

*“2005 was a difficult year but the financial results do not reflect the progress made and the lessons learned”*

### Financial Results

- Turnover of £2,137,000 (2004: £2,146,000)
- Strong Balance Sheet – Net Cash £1,539,000 (plus Trade Debtors £842,000)
- Loss before Tax & Amortisation £450,000 (2004 Profit before Tax & Amortisation: £369,000)
- Free Cash Outflow £185,000 (2004: cash Outflow £282,000)

### Operating Highlights

- Sales and Marketing Expenditure increased to £1,551,000 (2004: £1,009,000)
- New Corporate Vision Installations / New Customers
- Won “Most Effective Use of IT Award 2005” (Corporate Vision Implementation at LogicaCMG)
- Gartner’s “Magic Quadrant” – Recognised as One of the Top 25 PPM Vendors Worldwide
- Re-Profiled Cost Base
- Revised our Sales Methodology
- Reduced the Second-half Loss during 2005
- Improved the Net Cash Position

*“... Improved trading position in the second half year where the loss on ordinary activities before taxation and goodwill, was reduced to £73,000 from the first half year loss reported of £377,000”*

	Year ended 31-Dec-05 £000	Year ended 31-Dec-04 £000	
Turnover	2,137	2,146	
(Loss)/Profit before Tax (before Goodwill)	(450)	369	
Goodwill	181	181	
(Loss) / Earnings per share (adjusted)	(1.90) pence	1.37 pence	
Net Cash Balance	1,539	1,896	
Free cash flow	(185)	(282)	
Sales and Marketing Cost	1,551	1,009	
Supported Software Seats	34,000	29,000	
<b>Strong Balance Sheet</b>	<b>- Net Cash Increased by £60k from half year</b>		
<b>Reducing Losses</b>	<b>- Losses reduced from H1 2005, £377,000 to H2 2005 £73,000</b>		



## Review of 2005

*“It became apparent that the full benefits of PPM were still to be fully understood by the market-place”*

### **Approach to 2005**

- We invested heavily in anticipation of the market uptake of PPM software
- Increased Sales & Marketing Investment from £1,009,000 in 2004 to £1,551,000 in 2005

### **Difficulties Experienced & Actions Taken**

- Found ourselves “Educating” a Market Place that is in its infancy
- Q3 - Re-profiled our Management Team
- Q3 – Re-profiled the Cost Base
- Q4 - Revised our Sales Process

### **Successes**

- Implementation at Virgin Mobile, Norwich Union (CS), Friends Provident, Harvey Nash & Orange
- Reduced the second half loss to £73,000 from a first half loss of £377,000
- Improved the Net Cash Position from by £60,000 from the half year
- Hosted our first PPM solution in partnership with Rackspace (Orange)
- PPM Seminars



## Outlook for 2006

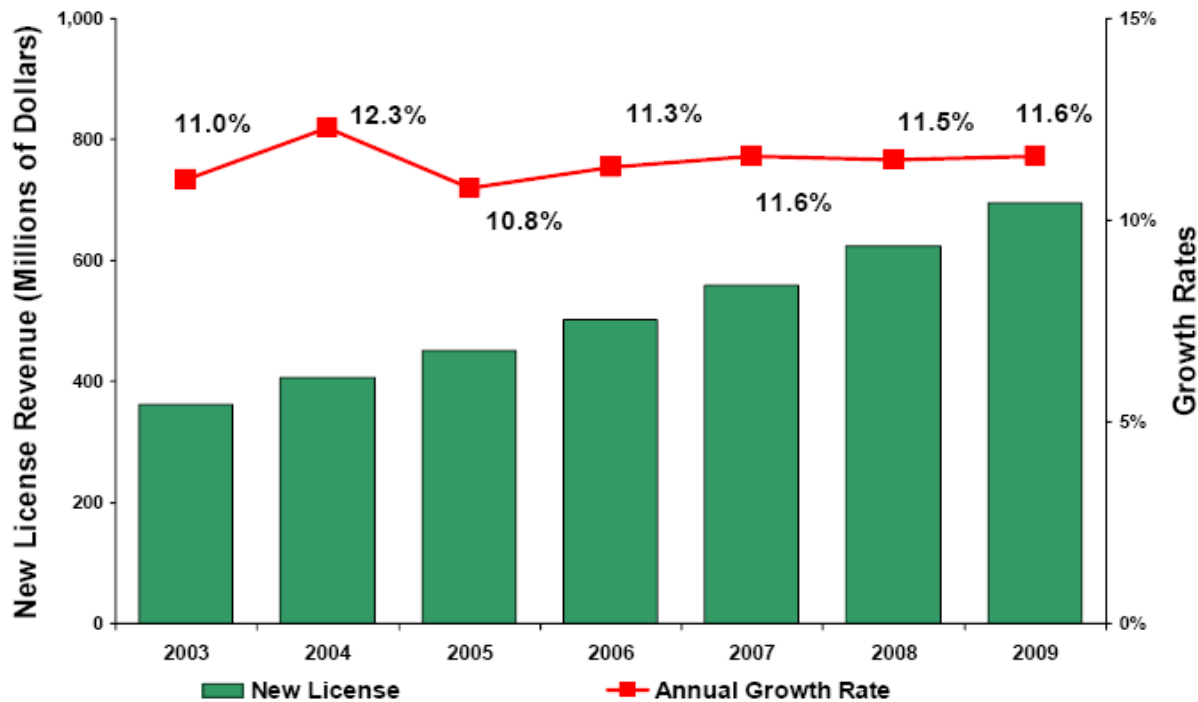
*“The Current levels of Sales Engagement are at an all time high”*

- The revised sales process is generating the expected levels of customer activity  
Engage with customer (paid for) to assist in establishing investment case for a PPM solution  
Will result in a more predictable revenue stream during 2006
- We have an experienced management team used to operating in the PPM market-place
- Engaged in joint prospecting exercises with PPM partners(2)
- New Revenue Stream from “Smaller Packaged Product Offering” aimed at smaller organisations
- Introduced series of low cost, low risk client engagement products  
Customer Workshops,  
Health Checks and  
Pilot Programmes
- Introduced series of low cost, low risk client engagement products



The Market Place – Forecasted Growth (Source Gartner – November 2005)

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

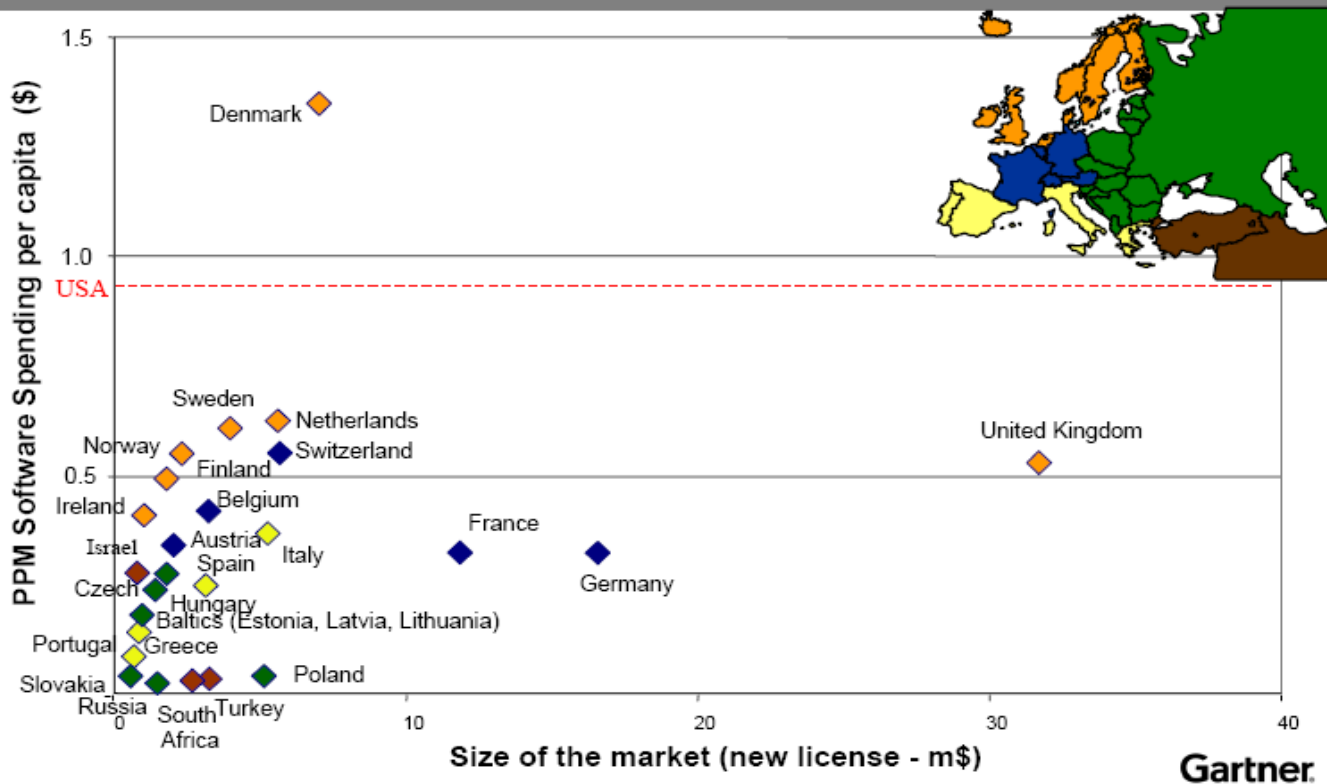


Gartner.



The Market Place – Market Size & Maturity (Source Gartner – November 2005)

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





Existing Customers

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