

Konekt Limited (KKT)  
**Shareholder Presentation**

21 February 2014

***Dial in number: 1800 153 721***  
***Participant PIN code: 752550***

- Increase in revenue by 8% to \$16.1m over prior half year
- Increase in revenue translating into profit before tax
- Profit before tax \$667,000 an increase of \$1.13m
- Cash balance \$2.65m compared to \$696,000 at 30 June 2013; nil net debt
- Customer mix stabilised toward correct risk adjusted mix
- Strong performance in MHS/ADF account continuing
- Konekt brand and market profile improving steadily
- Staff retention continues to improve

	1H 2012-13 (\$000)	1H 2013-14 (\$000)	Var (\$000)	Var %
Revenue	14,904	16,076	1,172	8%
EBITDA	(343)	801	1,144	-
Profit before tax	(467)	667	1,134	-
Profit after tax	(326)	467	793	-
Cash*	696*	2,655	1,959	281%

\* Cash balance is compared to balance as at 30 June 2013

- State based Workers Compensation Schemes continuing to reduce spend with more changes likely, but direction now foreseeable
- Corporate & Government spend will be steady to increasing
- Quality of Care remains key to Customer retention
- Industry consolidation already evident in some States
- Opportunities with larger Corporates continues
- Insurers and Agents likely to remain a key opportunity
- Pre-employment business in the mining sector remains subdued but opportunities exist across infrastructure and other sectors

Key elements of Konekt's strategy remain unchanged:

- Industry Leadership in Client Care
- Increasing large Customer exposure in Insurers, Corporates & Government – *concentrating spend*
- Increase trend from Injury Management to Injury Prevention
- Explore industry consolidation options

- Substantially rebalanced Customer base: *shifted towards Government and Corporates (60%) to Insurers and Agents (40%) in line with long term targets after Scheme changes*
- MHS/ADF win now producing expected volumes and has stabilised
- Solid pipeline of Customer opportunities, but conversion unpredictable
- Customers increasingly happy with Care outcomes particularly our larger Customers

- Continue to build Konekt quality, service and brand
- Investment in products to continue attention on Customer quality drivers and internal productivity
- New business development to more than replace softer markets and sectors
- Move towards consistent profitability

For further information contact:

**Damian Banks**  
Chief Executive Officer

**Matt Ranawake**  
Chief Financial Officer

(02) 9307 4000