

Shareholder Presentation and Teleconference Dial in

On Thursday 29th August at 4:15pm the company will be holding a Teleconference Dial in for interested shareholders and investors.

To participate, please telephone Donna Martin on (02) 9307 4007 prior to the call to receive instructions and toll free dial in numbers.

Matt Ranawake
Chief Financial Officer

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Konekt Limited (KKT)

Shareholder Presentation

28 August 2013

Dial in details: investors interested in participating in the presentation please call Donna Martin on (02) 9307 4007

- Poor first three quarters partially offset by good fourth quarter
- Positive EBITDA for year; Cash positive; nil net debt
- Key Customer wins in Government & Corporates
- Business now Corporate/Government 57% to 43%
- Customer view of Care outcomes improving – *heading towards “#1 in Care”*
- Relationship building with Customers across all segments
- Staff retention significantly improved

| | 4Q 2013 (\$000) | 2012-13 (\$000) | 2011-12 (\$000) |
|-------------------|----------------------------|----------------------------|----------------------------|
| Revenue | 8,346 | 30,844 | 33,214 |
| EBITDA | 597 | 66 | 1,129 |
| Profit before tax | 504 | (236) | 899 |
| Profit after tax | 334 | (184) | 610 |

- State based Workers Compensation Schemes likely to reduce spend
- Corporate & Government spend will be steady to increasing
- Quality of Care remains key to Customer retention
- Little progress in Workplace Health & Safety harmonisation
- Industry consolidation will continue
- Opportunities with larger Corporates; election is delaying decisions
- Insurers and Agents likely to remain a key opportunity
- Pre-employment business in the mining sector will remain challenging

New Products & Processes

Konekt Investment Program

- Konekt invests in products and processes:
 - ✓ *to provide better service*
 - ✓ *to differentiate via a unique and compelling capability for clients*
 - ✓ *to improve our productivity*

- During 2012-13 we launched:
 - ✓ *JobScreen product*
 - ✓ *Konektiva Live product*
 - ✓ *enhanced reporting system*
 - ✓ *a new Customer Relationship Management system*
 - ✓ *new servers, systems, network security and back-up platform*

Main elements of Konekt's strategy:

- 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 (57%) to Insurers and Agents (43%) in line with long term targets*
- MHS/ADF win now coming on stream with expected volumes
- Solid pipeline of Customer opportunities
- Customers increasingly happy with Care outcomes

- Konekt brand building across the market
- Products and services – investment to continue attention on productivity & compelling customer benefits
- Build on 2013 productivity gains
- Key focus on quality outcomes & new business development
- Move towards consistent profitability

For further information contact:

Damian Banks
Chief Executive Officer

Matt Ranawake
Chief Financial Officer

(02) 9307 4000