

11 November 2009

Manager of Company Announcements
ASX Limited
Level 6, 20 Bridge Street
SYDNEY NSW 2000

By E-Lodgement

PRESENTATION TO SHAREHOLDERS

Please find attached the presentation to be provided by Mr Mike Fairclough at the Company's Annual General Meeting on 12 November 2009.

Yours faithfully



Emma McCormack
Company Secretary

Stratatel – Going for Growth



2009 Annual General Meeting

Mike Fairclough

STRATATEL

Highlights



- **Strong revenue growth 2008/2009**
- **Strong earnings (EBITDA) growth in 2008/2009**
- **Continued dividends to shareholders**
- **Release of softlog.mobile™; initial trials**
- **Release of CostManager solution for print management**
- **Launched “New Leader” program to empower talented/committed staff**

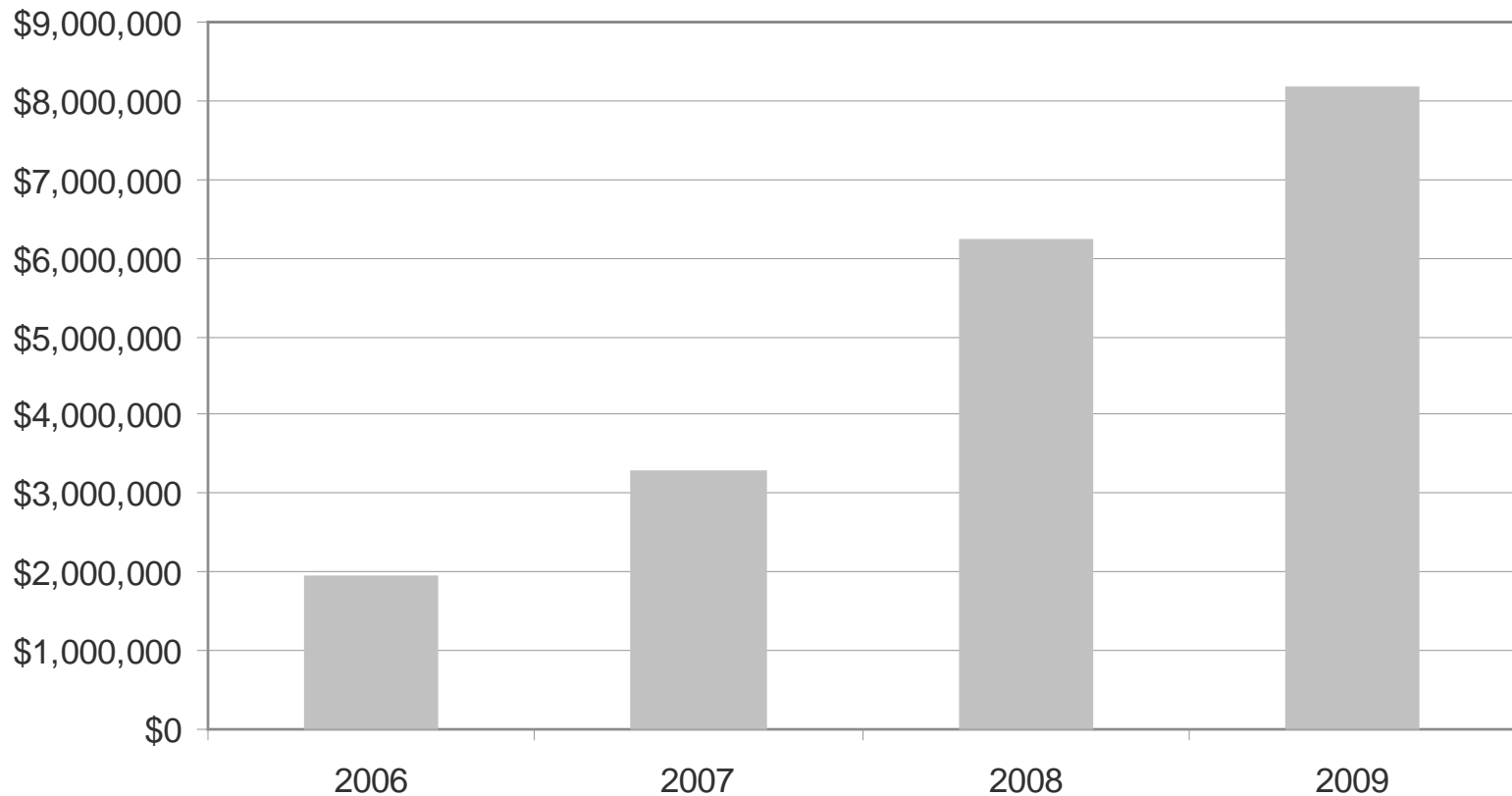
Highlights Continue



- **Stratatel Resource profitable and operating cash flow positive**
- **Achieved IBM Premier Business Partner status**
- **Optus MobileFleet sales pipeline re-energised**
 - Recent new sales
 - Good pipeline
- **Rights Issues successfully completed**

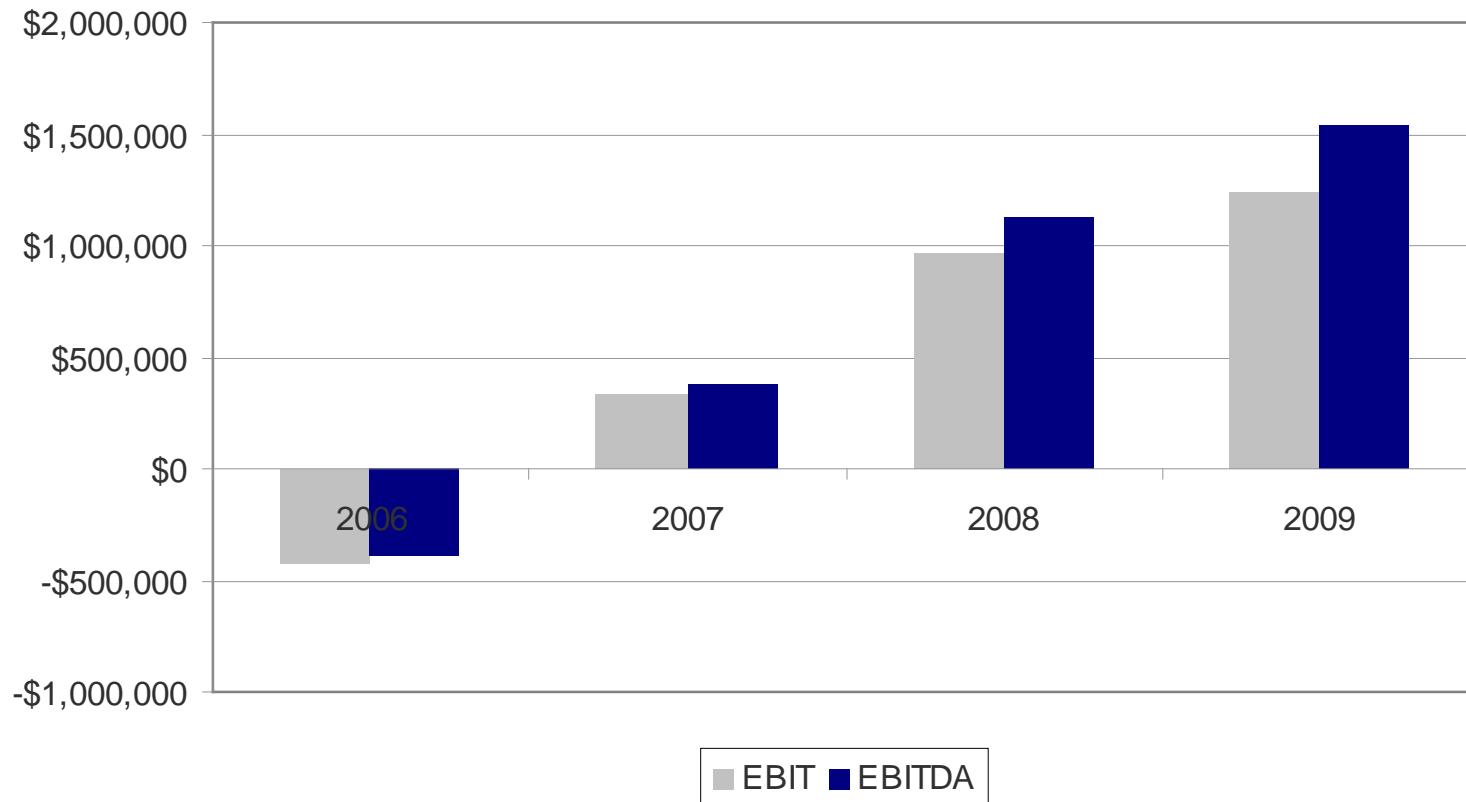
Financials to 30 June 2009

Consolidated Revenue Growth 2006-2009



Financials to 30 June 2009

Consolidated EBIT/EBITDA Growth 2006-2009

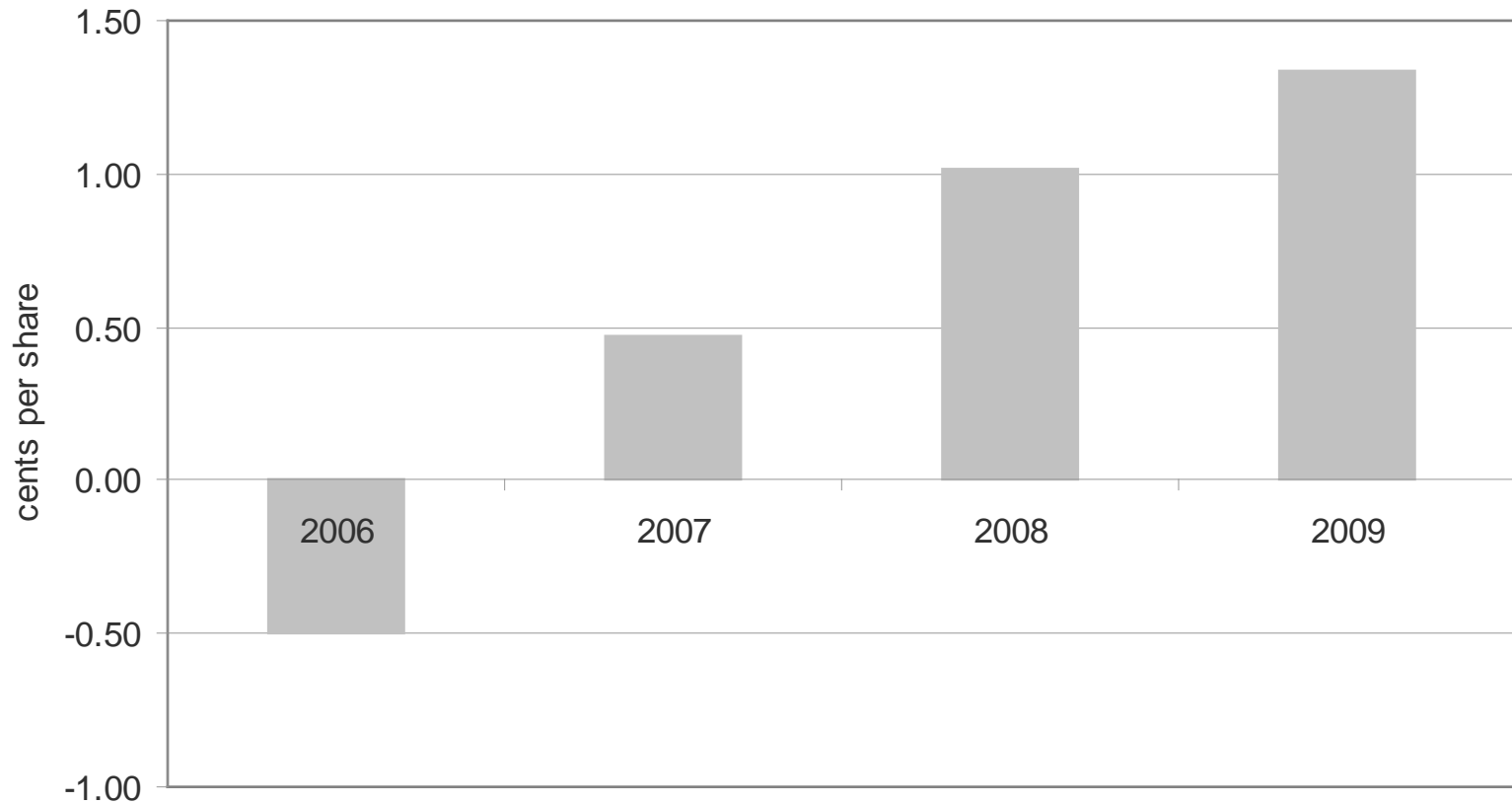


EBIT EBITDA

-\$1,000,000

Financials to 30 June 2009

EBITDA per Share Growth 2006-2009



-1.00

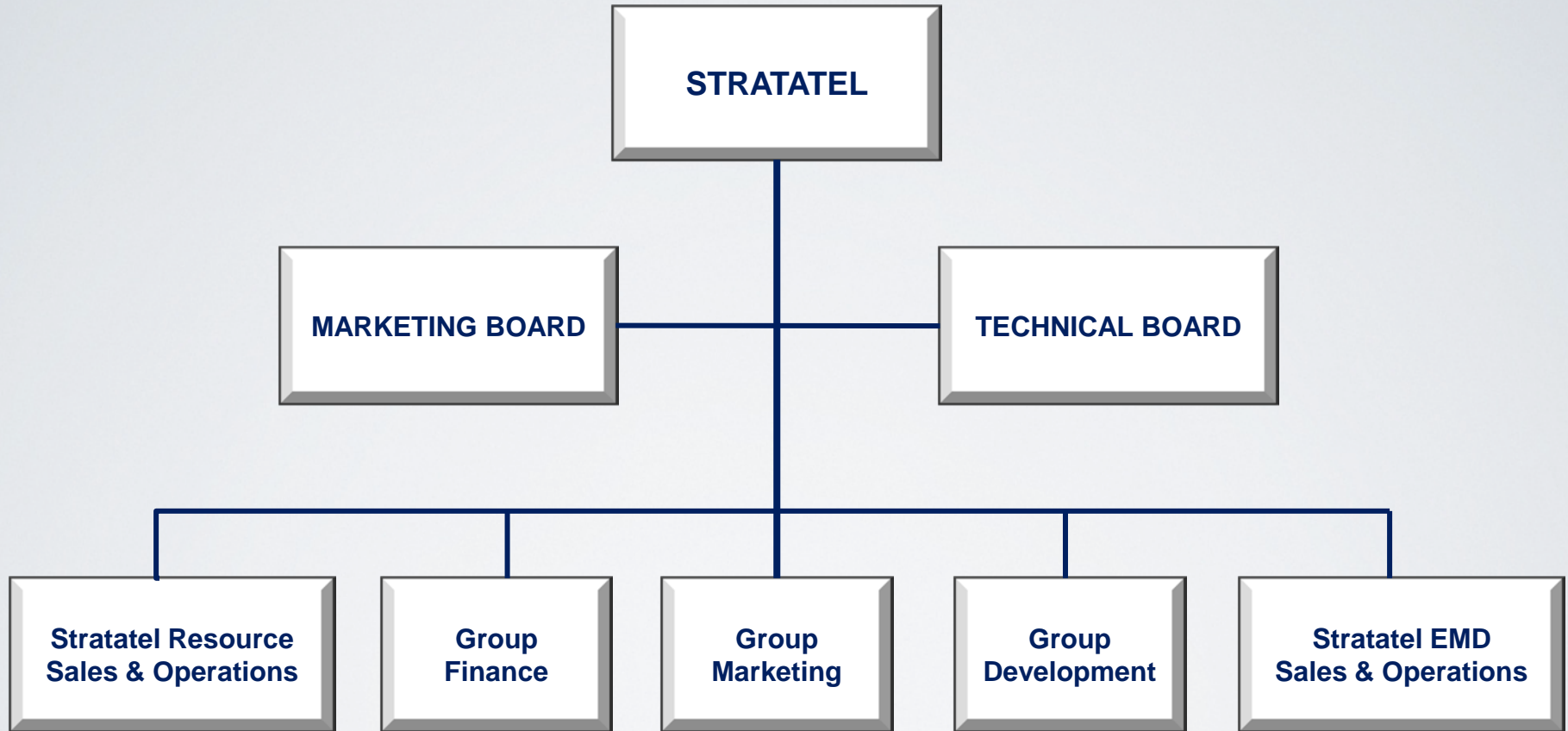
Stratatel Operations Today

QUICK FACTS

- **2 operating divisions**
- **~ \$6m of annuity revenue as at 1/11/09**
- **~ 67 staff**
- **4 Australian offices**
- **2 International representative offices**



Stratatel Operations Today



About Stratatel Resource

- **IBM Premier Business Partner (software)**
- **Only Premier Partner in WA**
- **Established 15 years**
- **Need to hold IBM certifications to sell and support**
- **Sells High End Software Solutions/applications using IBM Software (commission on sales up to 40%)**
- **Provides application design, build and support services on hourly rate and project basis**
- **Targeting: Government, Mining and Engineering and current Stratatel clients**
- **Significant growth opportunity in Australia and overseas**
- **Organic growth and acquisition**

The Outlook

- **Govt/Enterprise clients, gaining sales momentum (Phoneware/FleetManager)**
- **Why the Company is optimistic of double digit revenue growth in 2009/2010**
 - new products/refresh the current products
 - more salespeople/growing sales pipeline
 - additional marketing resources for sales lead generation
 - key partners Canon, IBM, Optus, Telstra, NEC
 - large govt/enterprise client base
 - new business division, Stratatel Resource; substantial untapped opportunity
 - public relations/advertising strategy to support sales and corporate activities
 - financial capacity to execute business plan

Potential Game Changes



OPPORTUNITIES

- **International release and distribution of softlog.mobile™**
- **Softlog sales ramp up for Canon – Australia/New Zealand and other international opportunities**
- **IBM Business Partner expansion – Australia and international**
- **Additional applications on mobiles – Blackberry, iPhone**
- **Acquisition opportunities in pipeline**

The Plan



ACQUISITIONS:

- **Software and services targets**
- **Complete 1 to 2 acquisitions in 2009/2010**
- **Complete 1 to 2 acquisitions in 2010/2011**
- **Each ideally between \$5m – \$10m revenue**
- **Profitable**
- **Targeting IBM Business Partners but not essential/limited**
- **Continue to develop products for organic growth**

The Plan



SO BY 31/12/2011

- **Consolidated annualised revenue in the range of \$30m – \$35m**
- **Consolidated annualised EBITDA in the range of \$5m – \$6m**
- **Revenues underpinned by base of recurrent revenue which should deliver:**
 - **increased share price**
 - **increased dividends**

Capital Structure

Shares:	139,743,441
Listed Options:	23,115,861
Unlisted Employee Options:	4,500,000
Current Share Price:	7 cents (02 November 2009)
Market Capitalisation:	\$9.8 million
No debt	
Operating cashflow positive and profitable	
Cash at bank	\$1.8m (31 October 2009)

Do you know this company?

- **Over the 4 years to 30 June 2009:**
 - **Average revenue growth 49% pa**
 - **Average EBITDA growth of 93% pa**
 - **Average EBITDA per share growth of 65% pa**
- **Maintained annual dividend of 0.5 cents per share since 2007**
- **Currently trades at a EBITDA Multiple of 6.4 times¹**
- **Has IP ownership**
- **Stable competent management**
- **Is the leader in its field in Australia**
- **Has major revenue generating alliances with Optus, Telstra, NEC, Canon, IBM**
- **Has over 1,000 clients (including ASX 200 companies)**
- **Has growth opportunities overseas**
- **Board and management have significant equity in the business**