# Welcome to Computershare Limited's Annual General Meeting 2005



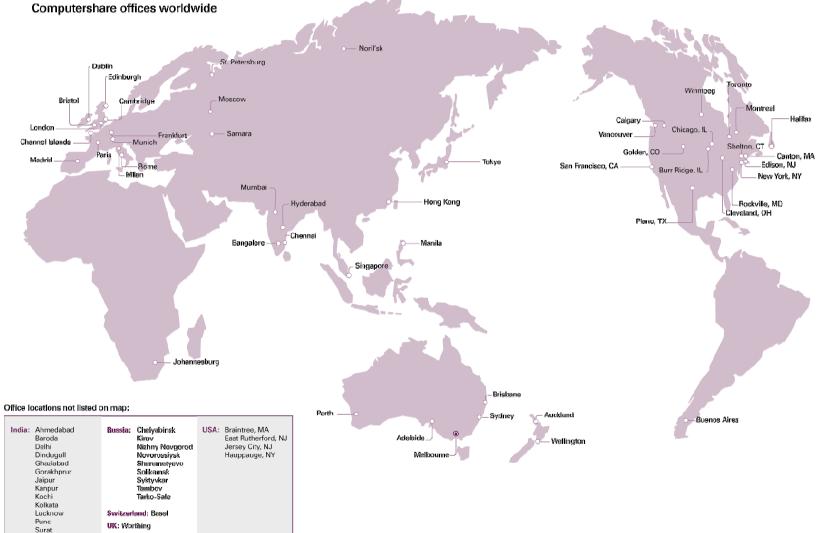


# Chris Morris Chief Executive Officer



## **GLOBAL OFFICE LOCATIONS**

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Computershare

## ABOUT US

Computershare is a global leader in share registration, employee equity plans, proxy solicitation and other specialised financial and communication services.

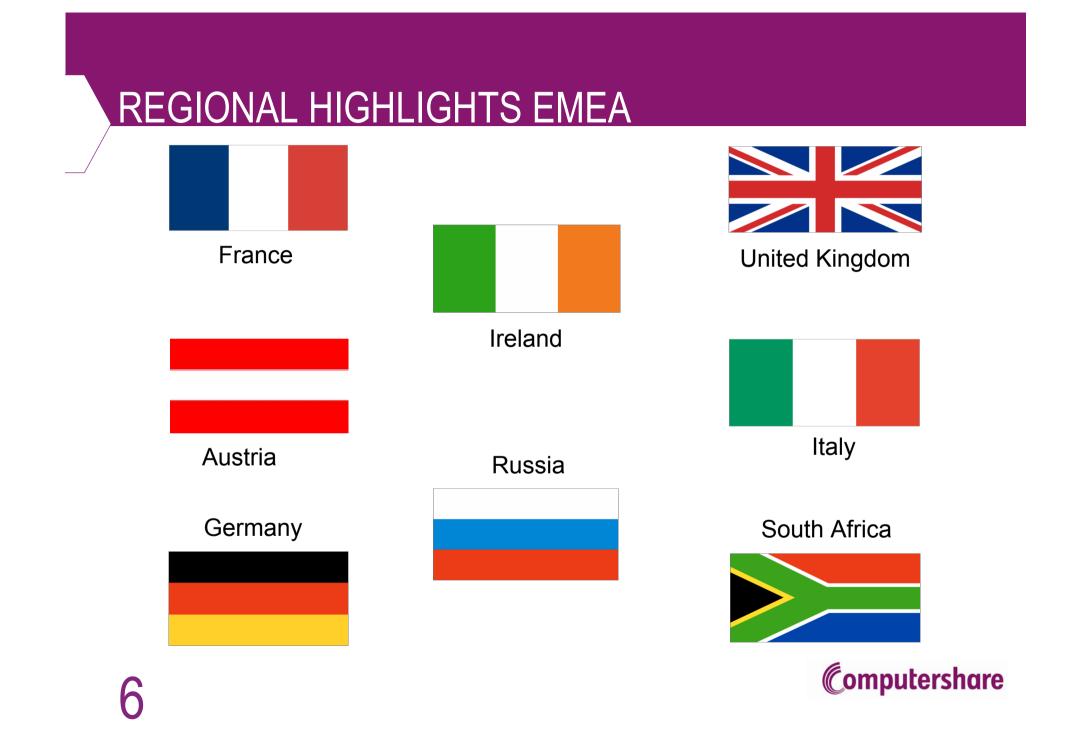
- Nearly 10,000 employees
- Service over 14,000 corporations
- Service approx. **90 million** shareholder & employee accounts across **21 countries**



# REGIONAL HIGHLIGHTS ASIA/PACIFIC







# REGIONAL HIGHLIGHTS NORTH & STH AMERICA



United States of America







Argentina



# CORPORATE SOCIAL RESPONSIBILITY

- 'A' rating on the RepuTex<sup>®</sup> SRI Share index
- \$700,000 raised by staff for Tsunami Appeal
- eTree donations: replanting of more than one million trees
- Change-A-Life
  - Working with CARE to establish a commercial farm and orphanage
  - Matching staff donations dollar for dollar
  - A\$966,000 pledged globally by staff this financial year







# EQUISERVE

- Better than we expected
- Financially on track
- Conversions started, targeted for completion
  December 2006
- SBC migrated last weekend
  - 1.1 million holders





# UNITED KINGDOM

#### Current issues

- Service levels
- Market strategy and results
- Processes, procedures and management layers

#### Solutions

- Energised management team
- The CTC program
  - Open and frank communication with staff
  - Remove all levels of bureaucracy
  - Flatten management structure



# THE YEAR AHEAD - GROWTH

- Global offering
  - Acquisitions
  - NA
    - Mutual Funds
    - Fixed Income
  - Japan
  - Cross sell/on sell existing clients
  - Geographical growth
    - Continental Europe
    - South America
    - Russia

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# THE YEAR AHEAD - STRUCTURE

### • Operations

- Standard KPIs
- Call Centre
- Transfer Pricing

### Client Management

- P&L Reporting
- Client Segmentation
- Siebel

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#### Shared Services

- Must be efficient
- Support of business unit managers



# THE YEAR AHEAD - GLOBAL

- Plans
  - Focused and co-ordinated group, globally
  - A long way ahead of the competition
- Global Register
  - Portis: Common portal to view all holders
  - Just won two clients in the UK



# THE YEAR AHEAD - EARNINGS

- Revenue approaching A\$1.5 billion
- Growth in EPS >20%





#### Chris Morris Chief Executive Officer

