



More than you expect.

CSG Limited

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2 May 2017

ASX Announcement (ASX:CSV)

Supplementary information – Historic revenue breakdown

CSG Limited (ASX:CSV) (the Company) refers to its previous release to the ASX titled “FY2017 Half Year Accounts Presentation” and dated 20 February 2017.

On slide 4 of the presentation the Company provided a breakdown of revenue which was split into transactional and annuity revenue for FY2016 and 1H FY2017. This was the first time that the Company has presented its revenue in this format. The Company has since received numerous requests from investors to provide a historical breakdown of revenue on the same basis.

Attached to this release is the comparable data for FY2013, FY2014 and FY2015.

The Company intends to continue providing a breakdown of its revenue in this format in future earnings periods.

END

Further Information:

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CSG – Supplementary Information: Historic Revenue Breakdown

2 May 2017



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Historic revenue breakdown



Historic revenue breakdown – Transactional vs. Annuity

Revenue (\$m)	1H FY2013	2H FY2013	FY2013	1H FY2014	2H FY2014	FY2014	1H FY2015	2H FY2015	FY2015	1H FY2016	2H FY2016	FY2016	1H FY2017
TRANSACTIONAL													
Print equipment	29.1	42.2	71.3	37.6	46.0	83.6	47.8	52.5	100.3	44.6	40.3	84.9	38.5
Technology equipment	-	-	-	-	-	-	1.2	2.1	3.3	10.3	23.1	33.5	11.3
TOTAL TRANSACTIONAL	29.1	42.2	71.3	37.6	46.0	83.6	49.0	54.6	103.6	55.0	63.4	118.4	49.8
ANNUITY													
Print Service	43.4	42.2	85.6	44.8	45.5	90.3	44.4	45.1	89.5	42.4	41.5	83.9	43.1
Technology Subscription	-	-	-	-	-	-	-	-	-	2.9	7.8	10.7	8.6
Finance	7.9	7.8	15.7	8.8	10.2	19.0	11.0	12.6	23.6	13.0	12.8	25.8	13.5
TOTAL ANNUITY	51.3	50.0	101.3	53.5	55.7	109.2	55.4	57.7	113.1	58.3	62.1	120.4	65.3
Other	10.8	1.2	12.0	4.0	2.4	6.4	3.8	3.7	7.5	3.6	4.0	7.6	5.5
TOTAL REVENUE	91.2	93.4	184.6	95.2	104.1	199.3	108.2	116.1	224.2	116.9	129.6	246.5	120.7

1. 1H FY2016 only includes 4 months of CodeBlue revenue. 2H FY2016 only includes 1 month of PrintSync revenue. 1H FY2017 includes 6 months of PrintSync and CodeBlue revenue.
2. Other revenue includes non-trading items such as licensee fees, hedging and vendor marketing contributions.
3. Other revenue in 1H FY2013 includes interest income on cash received from the sale of CSG's Technology Solutions business to NEC in July 2012.