



Innovative bulk material technology solutions



2006 Annual General Meeting

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Agenda



- Introduction
- Year in review
- Year ahead
- Summary



Introduction



- Significant growth since ASX listing in 2001
- Revenue growth of 26% to \$1.95 million for 05/06 financial year
- A large proportion of this revenue is recurring with long term (5 year) contracts in place with global resource companies
- 24 installations in NSW, QLD, WA and Indonesia in Coal, Iron Ore and Bauxite
- Seeking other bulk material applications including base metals

Introduction



- Awarded AusIndustry Commercial Ready innovation grant for SMS3D.net
- Offices in Newcastle, Brisbane, Wollongong and Perth
- Partners in Europe, South Africa and China
- Providing management information systems and services to the global mining, power and port industries

Introduction



Portfolio:

- Software Products:
 - Pit to Port.net[®]
 - Pit to Plant.net[™]
 - Port to Plant.net[™]
 - SMS3D.net[™]
 - dPipe[®]



- Complementary Services:
 - Logistics Outsourcing
 - Systems Customisation & Integration
 - Consulting & Project Management



- Surveying Division



Introduction



Supply Chain Management



(Export)



(Domestic)



(Import)

3D Stockpile Modelling



System Integration



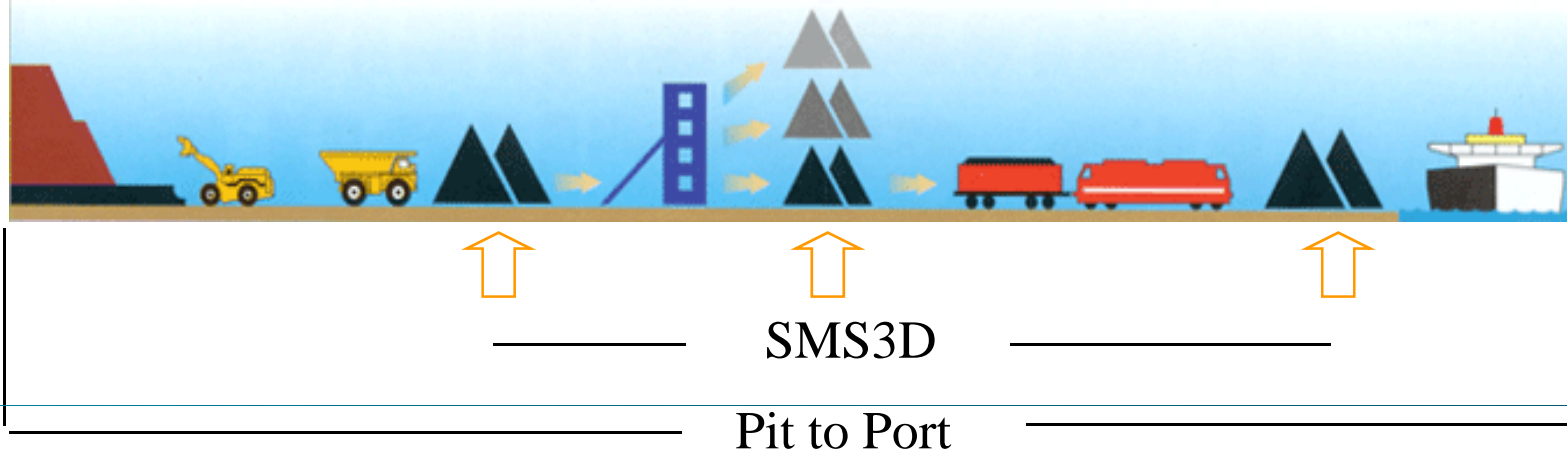
Introduction



Flagship Products:

- Pit to Port.net® Mining supply chain management system
- dPipe® Integrating mining information systems
- SMS3D.net™ Complex 3D modelling and quality tracking through stockpiles

TYPICAL BULK MATERIALS PREPARATION PROCESS



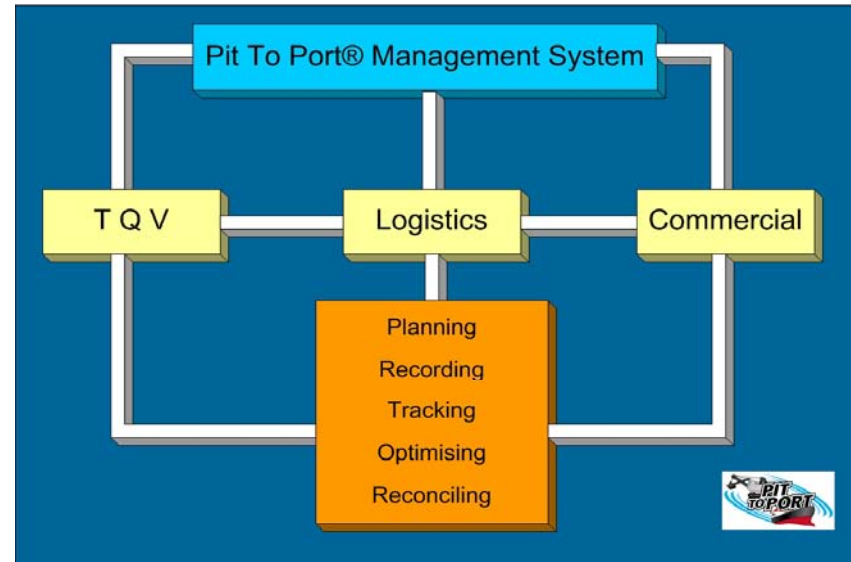
Introduction



Pit to Port.net® allows companies to:

- Plan
- Record
- Track
- Optimise
- Account
- Reconcile
- Report the tonnage, quality & value of bulk commodities from source to the customer.

- Installed at 20 sites throughout WA,NSW, QLD and Indonesia



Introduction



Pit to Port.net[®] is modular:

- Mining
- Processing
- Stockpiling
- Blending
- Transportation
- Shipping
- Contract management
- Despatch /Demurrage
- Invoicing, revenue, cash and marketing cost accounting
- Budgeting and planning



Introduction



SMS3D.net:

- Intra-stockpile tracking
- High accuracy prediction for tonnage and quality
- Simplifies blend planning to ensure bulk commodity deliveries are within specification
- Installed at Rio Tinto's Cape Lambert and West Angelas iron ore operations - also at Comalco Weipa to model bauxite stockpiles



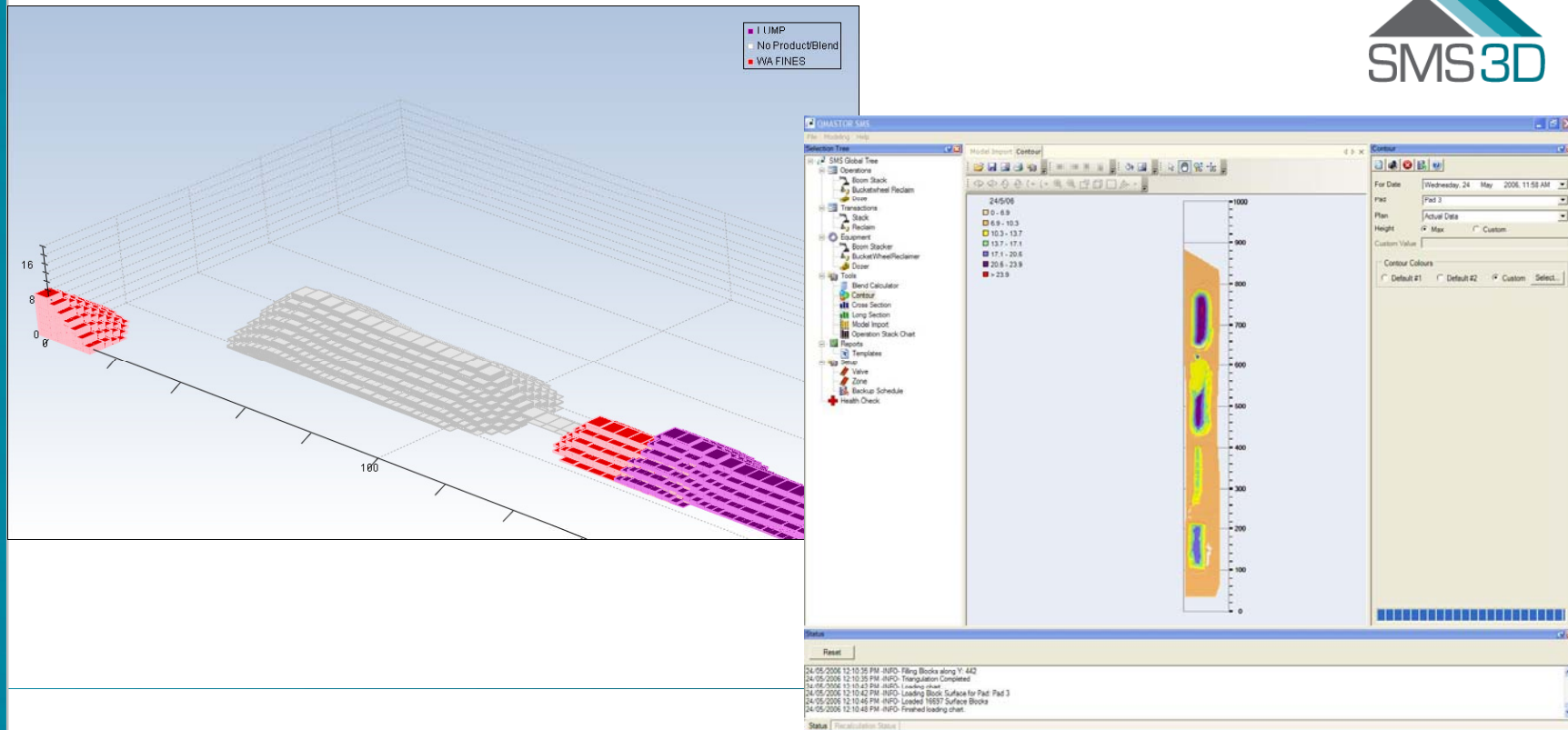
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Introduction



SMS3D.net:



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Clients



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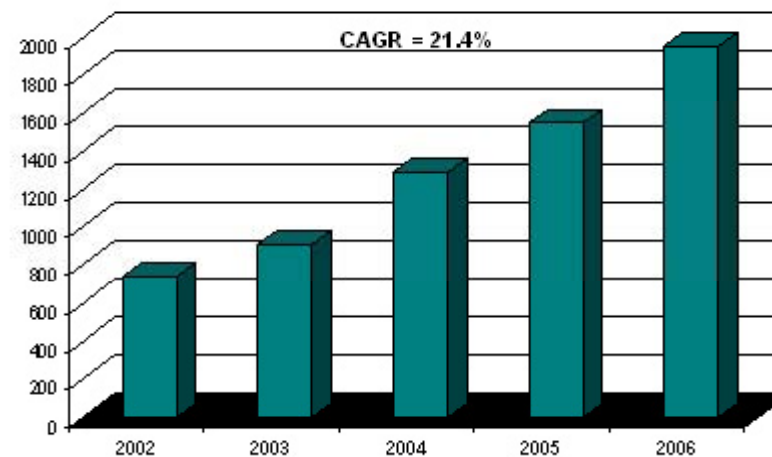


Year in Review



- Revenues \$1,955,824 + 26%
- EBITDA \$223,177
- EBIT (\$115,967)
- NPAT (\$85,124)

QMASTOR Revenue Growth (AUD '000)



Year in Review



Why the result

- Increased revenue from
 - New licensing and support contracts
 - Professional consulting
 - Strong increase in Integration services
 - Surveying

- Operating expenses reduced by 0.4% however depreciation and amortisation expenses increased based upon non tangible asset write-down

- Net operating cash flows increased to \$353,959 – resulting in the first positive cash flow since listing in 2001

Year in Review



Partners

- China –GCEL
 - Some minor interest from small players

- South Africa –eFreight
 - Worked together on a iron Ore and coal proposals. Visited eFreight operations and conducted joint presentations both in SA and over the Web

- Europe –ATIC Services
 - In conjunction with ATIC carried out some site presentations to a large electricity utility in France.

Overall disappointing performance from the partners.

Actively looking to resolve this issue by the 3rd quarter of 07 FY.

Year in Review



Highlights

AusIndustry Grant

- Received an AusIndustry Commercial ready grant for \$404,862 for SMS3D.net development

QBH

- Signed 5yr contract with Queensland Bulk Handling (QBH) for the provision of Pit to Port.net

Comalco

- Awarded contract to supply Pit to Port.net and SMS3D.net to Rio Tinto's Comalco Weipa bauxite operation.

Year in Review



QMASTOR awarded Innovation grant

- 405K over 2 years
- First grant for northern NSW. Promoted by AusIndustry as leading example of innovation with export potential
- Merit based including Commercial and Export potential, innovation and technical strength
- Provides QMASTOR with development without significant to shareholders, while providing QMASTOR with a unique and highly marketable product



Year in Review



QMASTOR awarded contract to supply Queensland Bulk Handling (QBH) with a Bulk Terminal Management System



- QBH operate an 8Mtpa export coal terminal at Fishermans Island, QLD.
- The project scope includes the provision of Pit to Port.net to facilitate: supply chain management; port stockyard management; berth and vessel scheduling; ship loading and reporting and charting.
- 5yr contract signed.
- This installation provides a suitable platform for continued expansion of QMASTOR systems into import/export Ports globally.

Year in Review



Pit to Port.net and SMS3D.net to be installed at Rio Tinto's Comalco Aluminum



- Comalco Weipa produces up to 15M tonnes of bauxite per annum.
- The scope includes the provision of both Pit to Port.net and SMS3D.net to facilitate End to End material tracking; inventory; 3 dimensional stockpiling; blending & grade control and reconciliation.
- It is envisaged this will be the first of many bauxite installations.
- Our commodity independent software simplifies our continued expansion into new market segments.

Subsequent



Pit to Plant.net and dPipe to be installed at Xstrata Coal's Oaky Creek Project



- The Oaky Creek Project consists of two underground longwall operations and one open cut mine producing in excess of 10Mtpa.
- The scope includes the provision of Pit to Plant.net to facilitate detailed material tracking; inventory; stockpiling; blending & grade control and reconciliation.
- dPipe will be used to integrate to existing systems for automated data extraction and synchronisation.
- QMASTOR strengthens dominant position in Australian coal segment.



Year Ahead



Mission

- Increase Sales
- Building Stronger channels in SE Asia, North America, South America and Southern Africa.
- New Sales in non coal markets
- New Sales to Third Party companies
- Examine M&A opportunities.

Year Ahead



How –Leverage Existing Business

- Leverage our reputable image and win new accounts in the coal, iron and bauxite market segments domestically.
- Improve distribution channels internationally and target specific geographical segments in order to establish and maintain a dominant presence (ie. Indonesia; South Africa)
- Increase revenue from existing customers (via enhancements and SMS3D.net value-add capability)
- Other business opportunities

Year Ahead



How –With Better Marketing

- Complete re-branding of products
- Full redevelopment of brochures
- Construction of marketing materials
- Development of our excellent case studies
- New website soon

Year Ahead



How –Better Sales Strategies

- Targeted marketing campaign
- Six Exhibitions during the year in Aus, SA, Indo and Europe
- Marketing trips to WA, NSW, QLD, VIC, SA, NZ, Indo, Europe
- Full time Marketing Co-ordinator
- Installation of CRM

Year Ahead



How – By Acquisition

- Targeting profitable companies in our space
- Current marketing leaders or emerging leaders
- Complimentary to our business
- Self Sustaining with minimal QMASTOR management

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Year Ahead



- Expecting a significantly improved year result. We are estimating a half year profit of approximately 100K with strong performance in the second half. We expect to continue produce strong cash flows in the year
- We expect to announce multiple installations in the next three months
- The board intends to return profits to shareholders as dividends.



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Q&A



Thank you for your time

Questions?

