





**Corporate Presentation** 

November 2008 (v17)

#### Safe Harbor Statement



#### CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

This presentation contains certain statements that may include "forward looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements, other than statements of historical fact included herein are "forward-looking statements" including statements regarding China Information Security Technology, Inc. and its subsidiary companies' business strategy, plans and objectives and statements of non-historical information. These forward looking statements are often identified by the use of forward-looking terminology such as "believes," "expects" or similar expressions, involve known and unknown risks and uncertainties. Although China Information Security Technology, Inc. believes that the expectations reflected in these forward-looking statements are reasonable, they do involve assumptions, risks and uncertainties, and these expectations may prove to be incorrect. You should not place undue reliance on these forwardlooking statements, which speak only as of the date of this presentation. China Information Security Technology, Inc.'s actual results could differ materially from those anticipated in these forward-looking statements as a result of a variety of factors, including those discussed in China Information Security Technology, Inc.'s periodic reports that are filed with and available from the Securities and Exchange Commission. All forward-looking statements attributable to China Information Security Technology, Inc. or persons acting on its behalf are expressly qualified in their entirety by these factors. Other than as required under the securities laws, China Information Security Technology, Inc. does not assume a duty to update these forward-looking statements.



## **Equity Snapshot**



NASDAQ Global Select Listed:	<u>CPBY</u>
Price (11/18/2008)	\$3.51
Market Cap	\$ 172.48 Million
Shares Outstanding (as of 11/13/08 - Basic):	47.26 Million
Shares Outstanding (as of 11/13/08 - Diluted):	49.14 Million
Projected Revenues 2008:	\$ 85.0 Million
Projected Pro-Forma Net Income 2008*:	\$ 27.0 Million
Projected Earnings Per Share 2008*:	\$ 0.56



<sup>\*</sup> Source: Management estimate based on pro-forma calculation. Excludes non-cash compensation expense and amortization of intangible assets associated with the recent acquisitions of ISS, BOCOM, Geo and Zhongtian Technology.

## **Company Overview**



To be the leading provider of integrated software and advanced IT solutions to China's Security Information sector

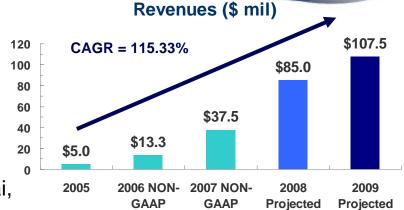
#### ♦ Headquarters: Shenzhen, China

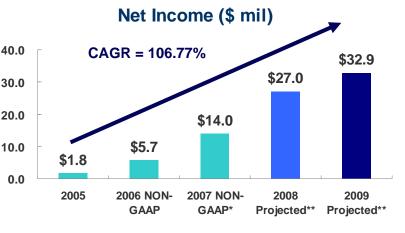
- (1) VIE and subsidiaries located in Shenzhen and Wuhan
- (2) Offices in Guangzhou, Beijing, Shanghai, Nanchang, Changsha, Nanning, Chengdu and Xi'an
- (3) High profile clients all over China

#### Main Business:

- (1) Information Security Technology
- (2) Geographic Information Systems (GIS)
- (3) Product Sales and Services

# **♦** Established Software Development and Project Execution Capabilities





\*Note: excluding around \$0.7 million of non-cash stock compensation expense

<sup>\*\*</sup> Source: Management estimate based on pro-forma calculation. Excludes non-cash compensation expense and amortization of intangible assets associated with the recent acquisitions of ISS, BOCOM, Geo and Zhongtian Technology.

## Financial Visibility



Financial Visibility as of November 19, 2008	
Revenue as of Sep 30, 2008*	\$ 66.29 Million
Backlog as of Sep 30, 2008*	\$ 21.49 Million
Contracts Announced in Q4/2008*	\$ 5.63 Million
Total Revenue Visibility	\$ 93.41 Million



## **Investment Highlights**

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- Strong government investment in Public Security IT market in China; IDC\* estimates 20%+ CAGR\*\* in next 5 years
- High barriers of entry
- Strong brand recognition with high profile clients
- Excellent execution track record
- Rapidly growing revenues and strong profitability
- Market leader with growing portfolio of fully integrated solutions





<sup>\*</sup>International Data Corporation (IDC) provides market intelligence, advisory services and events for the information technology, telecommunications and consumer technology markets.

<sup>\*\*</sup>Compound Annual Growth Rate (CAGR) data provided here is obtained from the IDC's report "China IT Security Market 2008-2012 Forecast and Analysis".



## **Focus on High Growth Markets**



#### Information Security Technology

- First Responder Coordination Platform
- Intelligent Border Control System
- Residence Card Information Management System



- Police-use GIS
- Civil-use GIS

#### Product Sales and Services

- Certification Authority (CA) Application
- Multimedia Display and Control
- Digital Hospital Information System







## **First Responder Coordination Platform**

#### Fully Automated Coordination of Police and Fire Forces



#### Market CAGR - 30%\*

#### **Main Features:**

- Integrates fire, traffic, hospital and general police into one platform
- One call-in number like US integrated "911" system
- > GPS based management of police assets
- Unified notification and response

#### **Benefits:**

- Rapid dispatch and video monitoring of each incident
- Crime analytics and visualization



\*CAGR data provided on slides 8 through 14 are obtained from the China's 11th 5-Year Plan and management's estimates.

## **Residence Card Information System**

#### Next Generation Residence Cards to Manage Urbanization





#### Market CAGR – 20%\*

#### **Main Features:**

- Single card solution with all vital citizen data on one chip
- Integrated with Police-use GIS platform
- Streamline management of social welfare, family planning, education, and housing rental
- Compatible with e-currency TransCard

#### **Benefits:**

Improved visibility and control of internal immigration



## **Intelligent Border Control System**



#### Automated Border Crossings at China's Busiest Ports



#### Market CAGR - 30%\*

#### Main Features:

- Identity verification via fingerprint and facial recognition
- Automated recognition of ID card or travel documents
- Scans license plate automatically
- Fully automated system enables high throughput
- Flagged travelers detained for questioning

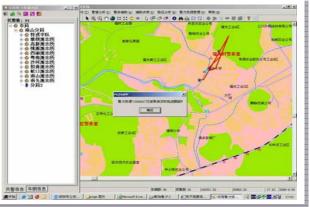
#### **Benefits:**

- Increased processing efficiency
- Decreased stowaways



## **Geographic Information System (GIS)**





#### **Police-use GIS**

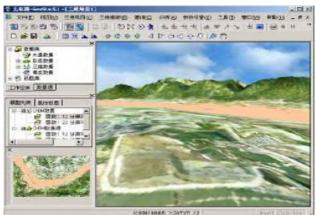
Market CAGR – 23%\*

- Comprehensive GIS platform
- Dispatching and control
- > Pinpoint citizen reported incidents
- Integrated with video surveillance
- Provide interface services with other application platforms



## **Geographic Information System (GIS)**





GeoStar® 5.1

#### Civil-use GIS

Market CAGR - 50%\*

- Development and sales of GIS software
- Contract services for surveying and mapping projects
- > Production of space measurement data
- > Technical consulting
- > Supervision of services for GIS projects



### **Product Sales and Services**

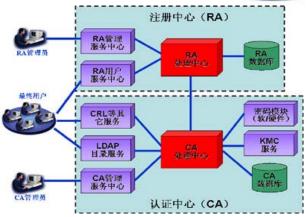


#### Certification Authority (CA)

- Exclusive Certification Authority provider in Shenzhen; issues digital certificates
- Enables turnkey solutions and upgrade opportunity for existing customers

#### Multimedia Display and Control

- Self-developed DLP Large-screen Projecting and Display System
- Widely applied in the fields of public security, communications, power generation and telecom



**CA Module Structure** 



Multimedia Control Center in Customs at Baiyun Airport



## **Digital Hospital Information System**

## Serves the growing demand for digital hospital and electronic medical record systems in China





#### Market CAGR - 20%\*

- All medical records integrated into one centralized system
- Reduces medical errors
- Improves the efficiency of delivering healthcare services
- Integrated command and decision system for public health and disease control
- High compatibility and scalability



#### **Business Model**



#### Information Security Technology

- Projects with follow-on phases and add-on contract opportunities
- Yearly maintenance service at 5% 10% of original contract\*

#### Geographic Information System (GIS)

- Projects with follow-on phases and add-on contract opportunities
- Yearly Maintenance service at 5% 10% of original contract\*
- Recurring revenue model -- monthly user-based fee model
  - Currently 5,000 users, increasing to 10,000\* users in Shenzhen City (\$8.80/M)

#### **Product Sales & Services, and Remote Sensing (RS)**

Projects with follow-on phases and add-on contract opportunities

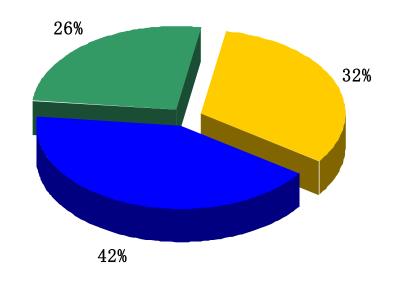


<sup>\*</sup> Managements estimates.

## **Revenue Breakdown Forecast**



#### 2008 Revenue Breakdown



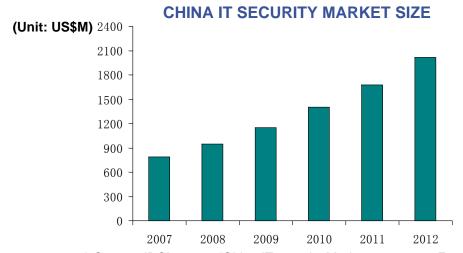
Information Security Technology	32%
Geographic Information Systems (GIS)	42%
Product Sales and Services	26%



## **High Growth Markets**

#### **Public Security Information Technology**

◆ According to a recent IDC report, China IT Security market in 2007 increased by 35.2% with market size of US\$780 million, and will grow at a 20%+ rate over the next 5 years



\* Source: IDC's report "China IT security Market 2008-2012 Forecast and Analysis"

#### **Geographic Information System (GIS)**

- ◆ Police-Use GIS: Management Estimates Current Market Opportunity of \$326 M and 23% growth rate in next five years
- ◆ Civil-use GIS: Management Estimates Current Market Opportunity of \$1.5 B and a 50% growth rate in next five years



## **Attractive Market Opportunity**



- Driven by the Golden Shield Project and Golden Health Project launched by the PRC government
- Increased requirement to improve efficiency and productivity of Government
- Public security information technology is aligned with "Police Force Technology Reinforcement" initiatives of PRC government

Public Security IT Products	Market opportunities*	Growth rate*
Intelligent Border Control System	Total of 288 Borders in China	30%
Residence Card Management System	Total of 287 prefecture cities	20%
Digital Hospital Solution	Market opportunities**	Growth rate**
Hospital Information System	\$1.17 - \$2.34 billion per year	20%



<sup>\*</sup>Source: China's 11th 5-Year Plan; China's Statistics Bureau

<sup>\*\*</sup>Source: The Ministry of Health of China; CCW Research.

## **Strong Brand Recognition**

#### **♦** First Responder Coordination Platform

- > Shenzhen Citywide Ambulance Command System
- > Shenzhen City Fire / Police / Traffic Department First Responder Coordination Platform
- > Shantou City Police Bureau First Responder Coordination Platform
- Macao City 999 Emergency Response System

#### Intelligent Border Control System

- > Shenzhen Bay Port Automated Check System (Visitor Vehicle, Anti-stowaway)
- > Futian Port Border Control Closed-Circuit Television Monitoring and Information Management System
- > ShaTauKok Port Border Control System
- Shenzhen City Huangang Port Border Control System
- > Shenzhen City Da Chan Wan (Back-office management)
- > Shenzhen International Airport Logistics Intelligent Surveillance Information System

#### **♦** Residence Card Information Management System

Shenzhen City Residence Card Information Management System (Phase I & II)

#### **♦** Police-use Geographic Information System (PGIS)

- Guangdong Province Police-use Geographic Information System
- > Shenzhen Police-use Geographic Information System (PGIS Phase I & II)
- > Zhuhai City Police-use Geographic Information System
- Chongqing Municipality Police-use Geographic Information System
- > Kashgar City Police-use Geographic Information System, Xinjiang Province
- > 12315 PGIS platform for the Industry and Commerce Administrative Bureau of Hainan Province

#### **♦** Digital Hospital Information System

Digital Hospital and Medical Information Systems for Three Shenzhen City Hospitals



## **Sustainable Competitive Advantages**

# CIST enjoys first mover advantage in industry with high entry barriers and where customers face high switching costs

#### High barriers to entry

- iASPEC holds Computer System Integration Level I (the highest level in China) license from Ministry of Information of China and Information System Security Service qualification from Guangdong Province
- Wuda Geo holds Level A Certificate of Surveying & Mapping, the highest qualification for providing the widest range of GIS services in China

#### High cost of switching

 Customers have incentive to purchase follow-on phases from same vendor to expedite implementation and save cost

#### Scalability of platform

CIST has digitized detailed proprietary GIS data of Shenzhen and Guangdong that can be leveraged for Civiluse applications in logistics, insurance, and location based services across industries







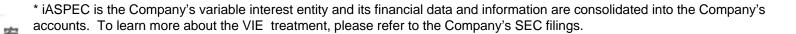


## **Software Development Capabilities**

- Exclusive licenses to numerous registered and copyrighted software solutions
- Strategic partnerships with IBM, Microsoft, ESRI, Oracle and Sun
- Advanced software integration and update capabilities with increased emphasis on R&D
- iASPEC\* has certifications from:

CIST

- Computer System Integration Level One Qualification from Ministry of Information of China
- State Secret-related Computer Information System Integration Certification
- Guangdong Province Computer Information System Security Service Qualification



## **Growth Strategy**



- Expand geographic footprint to cover all major China markets
- Strengthen R&D capability to enhance and expand core products and further penetrate customer base
- Continue to dominate rapidly growing public security technology market and expand beyond Guangdong
- Pursue strategic acquisitions to support strong internal growth
- Leverage PGIS strength and recent acquisitions to target planned expansion into Civil-use GIS
- Penetrate **Digital Hospital Industry** to serve growing demand for digital hospital & electronic medical record system in China



## **Growth Strategy – Expansion Map**



## Management



#### **Jiang Huai Lin (President & CEO)**

- Founder and General Manager of Fujian Wild Wolf Electronics Co. Ltd.
- Well-rounded experience in business development and strategic planning

#### **Wendy Wang (CFO)**

- Over 10 years in financial reporting, accounting, forecasting and analysis, internal control and tax planning
- Served as China Regional Financial Controller of Amphenol Corporation
   (NYSE:APH)

#### **Zhi Xiong Huang (CTO)**

- Over 15 years in diversified software system development
- General Manager of product development of Shenzhen RunShen Information System Co.

#### Yi Fu Liu (COO)

- Over 10 years in corporate operations, strategy management and market development
- General Manager of iASPEC



## **Summary Balance Sheet**



(\$ in thousands)	Ended September 30 2008	<u>Ended December 31</u> 2007 200	
Cash and Cash Equivalents	\$ 21,574	\$ 19,755	\$ 172
<b>Total Current Assets</b>	86,116	53,989	2,159
Total Assets	149,586	88,854	2,209
<b>Total Current Liabilities</b>	28,045	4,787	564
Total Liabilities	28,045	4,787	564
Minority Interest (iASPEC)	14,616	10,061	
Total Stockholder's Equity	106,925	74,006	1,645
Total Liabilities & Stockholder's Equity	149,586	88,854	2,209



<sup>\*</sup> Source: Company SEC filings.

## **Summary Income Statement**



Summary Income Statement*	Three Mos.	Ended Sep 30	Sep 30 Nine Mos. Ended	
(\$ in thousands)	2008	2007	2008	2007
Revenues	\$ 27,178	\$ 10,158	\$ 66,293	\$ 18,598
Gross Profit	12,457	5,073	30,229	12,704
Gross Margin	46%	50%	46%	68%
Operating Income*	8,713	3,909	20,121	10,579
Operating Margin	32%	38%	30%	57%
Net Income*	8,034	3,722	18,664	10,420



<sup>\*</sup> Source: Company's SEC fillings.

## 2009 Outlook and Financial Guidance



#### **2009 Financial Guidance**

Revenue: \$ 107.5 million

> Net Income: \$ 32.9 million

> EPS: \$ 0.70

#### **Catalysts**

- Central Government's Goal for "Harmonious Society"
- Golden Shield Project Phase II Initiative
- Golden Health Project Initiative
- 2011 World University Olympic Games in Shenzhen
- China's \$586 Billion Domestic Economic Stimulus Plan



## **2009 Category Segmentation**



#### Digital Information Security Technology

- First Responder Coordination Platform
- Residence Card Information System
- Intelligent Border Control System

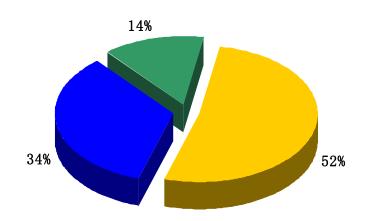
#### Geographic Information Systems (GIS)

- Police-use GIS
- Civil-use GIS

#### Digital Hospital Information System

Hospital Information System

#### 2009 Revenue Breakdown Forecast

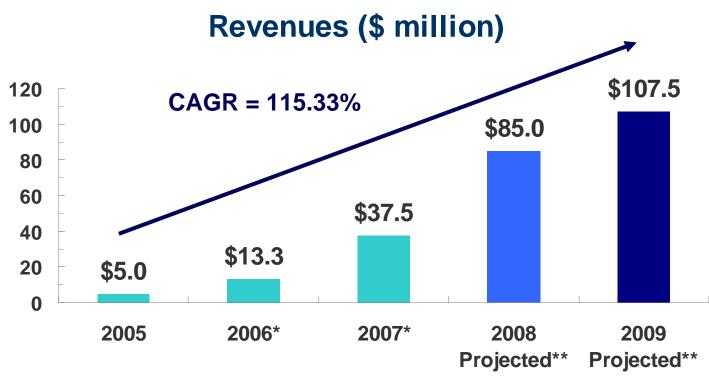


Digital Information Security Technology	52%
Geographic Information Systems (GIS)	34%
Digital Hospital Information System	14%



## **Rapidly Growing Revenues**





<sup>\*</sup> Non-GAAP revenues for 2007 are shown, which include revenues from iASPEC

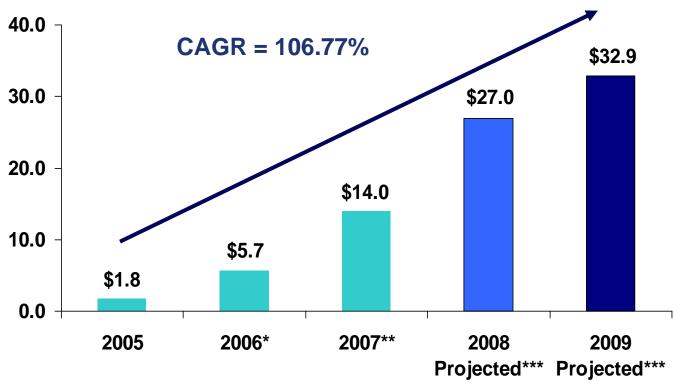


<sup>\*\*</sup> Source: Management estimate based on pro-forma calculation.

## **Sustainable Profitability**

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#### **Net Income (\$ million)**





<sup>\*\*</sup> Excludes non-cash compensation expense of \$677,891 for 2007.

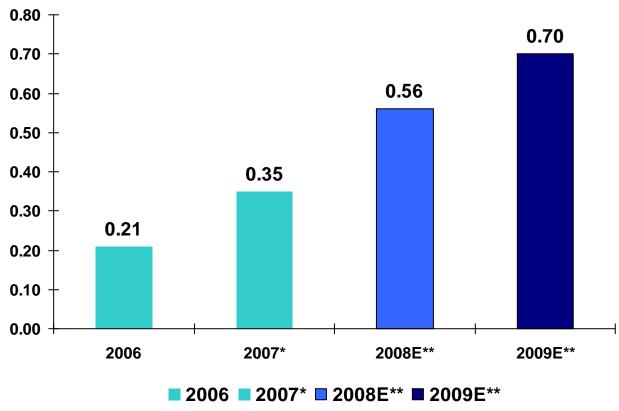
<sup>\*\*\*</sup> Source: Management estimate based on pro-forma calculation. Excludes non-cash compensation expense and amortization of intangible assets associated with the recent acquisitions of ISS, BOCOM, Geo and Zhongtian Technology.

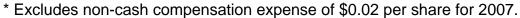


## **Rapidly Growing Earnings Per Share**



#### Diluted EPS (\$)





<sup>\*\*</sup> Source: Management estimate based on pro-forma calculation. Excludes non-cash compensation expense and amortization of intangible assets associated with the recent acquisitions of ISS, BOCOM, Geo and Zhongtian Technology.



## **Investment Highlights Summary**

CÍST

- Industry Leader with Differentiated Products
- **♦** Sustainable Competitive Advantages with High Barriers to Entry
- **♦** Attractive Industry with Strong Government Support
- **♦** Profitable and Rapidly Growing Business
- ◆ Ranked by Deloitte (10/30/08) as one of China's 50 Fastest Growing Hi-tech Enterprises







## **Contact Information**





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E-mail: crocker.coulson@ccgir.com

Web Site: www.ccgirasia.com









Thank You!



# Reference Slides



## **Company Structure**



#### **NASDAQ:CPBY**

China Information Security Technology, Inc. (Nevada, U.S.A.)

China Public Security Holdings Limited (British Virgin Island)

Public Security
Technology (China)
Company Ltd.
(Hong Kong)

Information Security Software Investment Ltd. (Hong Kong) Information Security
Technology (China)
Company, Ltd.
(Mainland China)

Kwong Tai International Technology Ltd. (Hong Kong) Information Security
International Investment
& Development Ltd.
(Hong Kong)

Information Security Software (China) Company Ltd. (Mainland China) iASPEC Software Company, Ltd. (Management Services Agreement) Shenzhen Zhongtian Technology Development Co., Ltd. (Mainland China) Shenzhen Bocom Multimedia Display Technology Co., Ltd. (Mainland China)

**57%** 



Wuda
Geoinformatics
Co., Ltd.
(Mainland China)

## **Management Services Agreement**



- ➤ IST (China) operates through an exclusive Management Services Agreement with Shenzhen iASPEC Software Engineering Company Limited (iASPEC)
- ➤ iASPEC net income/losses flow through to IST iASPEC considered as CIST's variable interest entity, all financials consolidated beginning Q3 2007
- > iASPEC holds secrecy licenses, and sub-contracts non-sensitive work to IST
- > CIST appoints board and senior management of iASPEC
- ➤ All material actions of iASPEC is subject to CIST board approval
- ➤ Exclusive option to acquire equity of iASPEC if PRC regulations permit foreign ownership of PRC companies with security licenses

