

# CSG Systems International Overview, Q3-2017



## CSG At-A-Glance

- Trusted global technology partner, helping clients launch and monetize communications and entertainment services in digital age
- 500+ clients, primarily serving the global communications industry
- 3,300+ employees in over 20 countries
- Solid business model, strong balance sheet and cash flow generation

## Consistent Execution of our Business Strategy

- Expand our **business-critical solutions** within our clients' operations as we solve their business needs
- Create **recurring, long-term** client relationships that grow over time
- Grow our **leadership position and domain expertise** in complex and dynamic markets
- Expand product offerings through **innovation and investments**
- Deliver on our commitments as a **trusted partner**

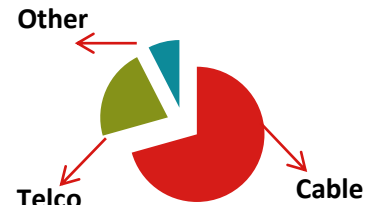
## Committed to Creating Long-Term Shareholder Value

- Grow revenues and profits through successful execution on our long-term business strategy
- Return capital to shareholders
  - Return 25 – 50% of free cash flow through cash dividends and share repurchases

## Current Events/Discussion Items with Investors:

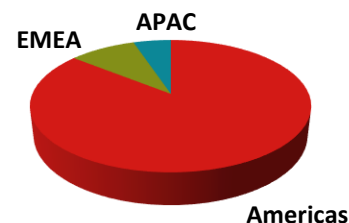
- Increased investments to drive accelerated top line growth
- Conversion of Comcast customer accounts onto CSG platform
- Expanded and extended contract with Charter
- Growth in managed services offering
- Consolidation and market share opportunities
- Ascendon cloud solution
- Cord-cutting and Over-the-Top threat/opportunity

## 2016 Revenues



*Approximately 70% of revenues are generated from broadband, cable and satellite providers; 20% from telco carriers; and remainder from other various verticals.*

## 2016 Revenues



*Approximately 85% of our revenues are generated from the Americas region; 10% from EMEA; and 5% from APAC.*

## Long-Term Contracts Provide Strong Visibility (sample of clients):

### Clients

Comcast  
Charter  
DISH  
Telstra  
MTN South Africa  
GCI  
Cable One  
TalkTalk

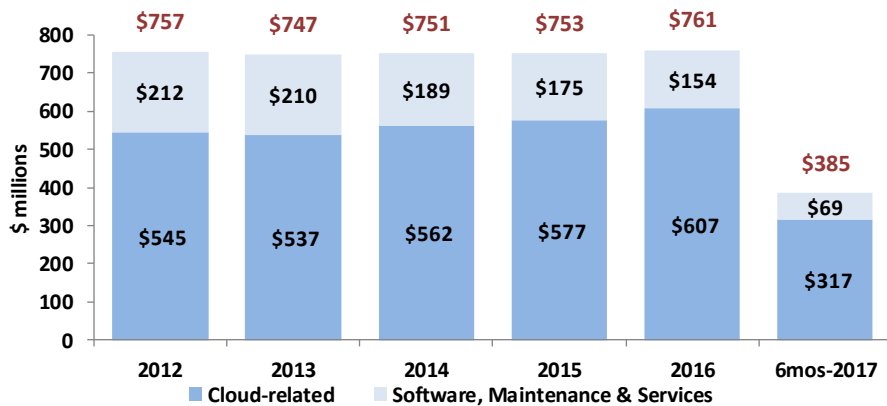
### Contract Renewal

June 2019  
December 2021  
December 2021  
September 2021  
May 2019 / February 2021  
August 2023  
December 2021  
March 2020

# CSG Systems International Financial Overview



**Recurring Revenue, Expanded Product Portfolio**

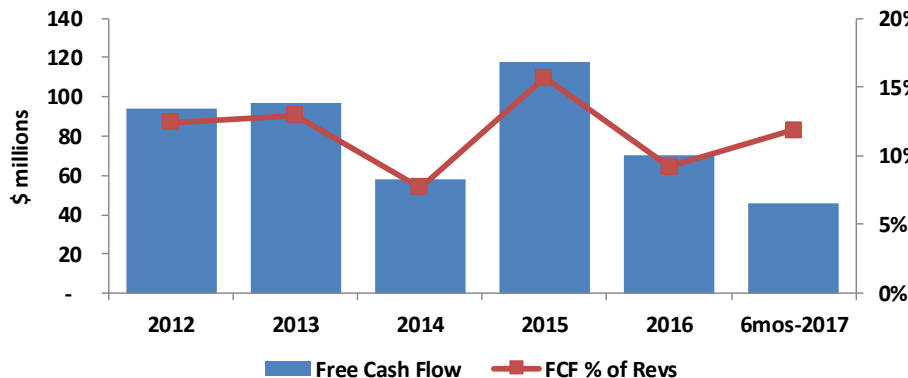


**Business Model Characteristics:**

**Recurring revenue base of 90% of total**

- Long-term cloud-based solutions and contracts for managed services.
- Traditional software license model includes license fees, professional services work and highly visible maintenance fees of license fees.

**Cash Generating Business Model**



**Key Balance Sheet Data 6/30/17**

Cash & ST Investments	\$245M	
<i>Per Share</i>		\$7.42
Total Debt	\$358M	
<i>Per Share</i>		\$10.83
<i>Net Debt/Equity Ratio</i>		0.36 x