

CSG Systems International Overview, Q2-2017



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**

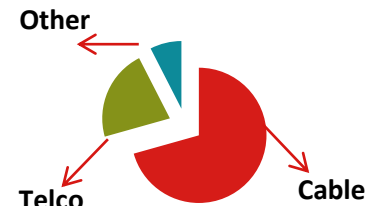
Committed to Creating Long-Term Shareholder Value

- 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:

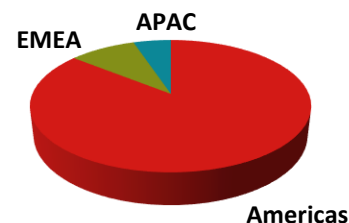
- Increased investments to drive accelerated top line growth
- Conversion of Comcast customer accounts onto CSG platform
- Growth in managed services offering
- Consolidation and market share opportunities
- Ascendon cloud solution
- Cord-cutting and Over-the-Top threat/opportunity

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
 -TW Subs
 DISH
 Telstra
 MTN South Africa
 GCI
 Cable One
 TalkTalk

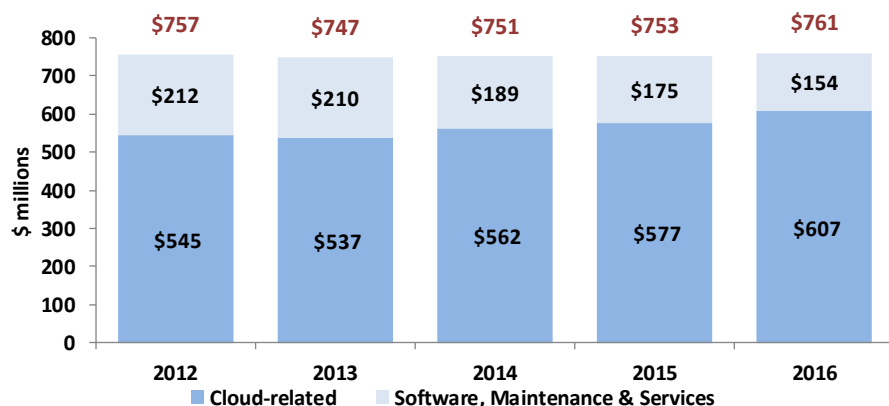
Contract Renewal

June 2019
 December 2019
 May 2017
 December 2017
 September 2021
 May 2019 / February 2021
 August 2023
 December 2021
 March 2020

CSG Systems International Financial Overview



Recurring Revenue, Expanded Product Portfolio

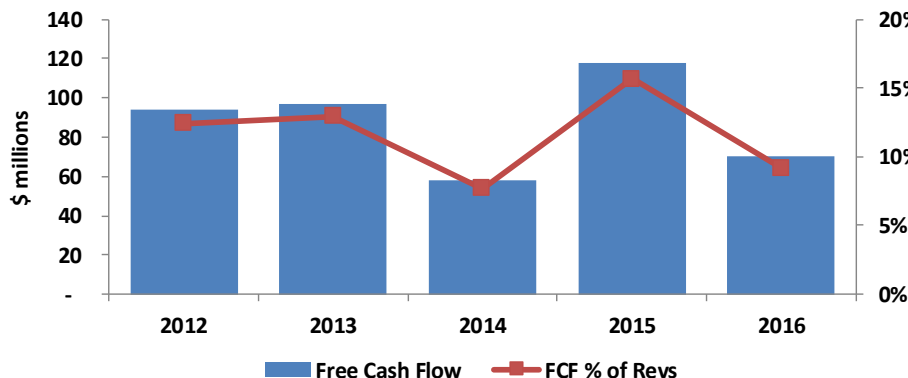


Business Model Characteristics:

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 3/31/17

Cash & ST Investments	\$238M	
<i>Per Share</i>		\$7.30
Total Debt	\$361M	
<i>Per Share</i>		\$11.08
<i>Net Debt/Equity Ratio</i>		0.49 x