



# 2001 **Insolvency to Innovation** *the five-year record* 2005

Special Shareholders Meeting  
January 19, 2006

# Creative Destruction

“Innovation,” argued Joseph Schumpeter, led to gales of “creative destruction” as innovations caused old inventories, ideas, technologies, skills, and equipment to become obsolete. The question, as Schumpeter saw it, was not “how capitalism administers existing structures,... [but] how it creates and destroys them.” This creative destruction, he believed, caused continuous progress and improved standards.

Capitalism, Socialism and Democracy (1942)  
*Joseph R. Schumpeter*  
Professor of Economics, Harvard University  
Founding President, The Econometric Society

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(five-year perspective)

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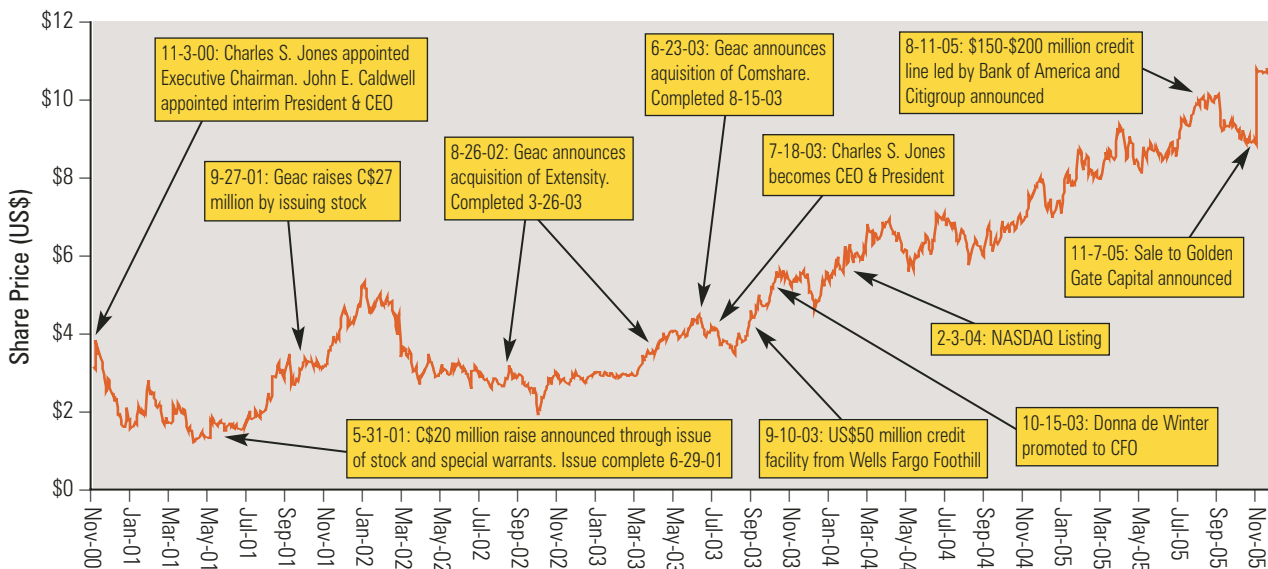
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## Status of Geac – Then and Now

	April 30, 2001	July 31, 2003	Current
Share Price (US\$)	US\$1.12	US\$3.59	To be acquired for US\$11.10 per share
Market Capitalization	US\$69 million	US\$302 million	US\$1 billion
Cash Net of Bank Indebtedness	(US\$2.1 million)	US\$85.7 million	US\$226.5 million
Current Assets	US\$137 million	US\$169 million	US\$288 million
Current Liabilities	US\$305 million	US\$222 million	US\$166 million
Credit Line	US\$225 million credit facility in default. Geac forced to repay	US\$50 million from Wells Fargo Foothill (to be signed)	US\$150-US\$200 million credit line available led by Bank of America and Citigroup, and including JP Morgan Chase, CIBC, Malayan Banking, and Standard Federal Bank
License Revenues	11% of total FY01 revenue, almost all from tier upgrades and additional seats	12% of total FY03 revenue, almost all from tier upgrades and additional seats	16% of total FY05 revenue, of which 26% was from the sale of newly developed products
Pending Event	Credit line expiration, extensions from banks	Purchase of Comshare	Sale of company

## Overview of the Past Five Years

### Stock Chart (US\$)



### Summary Financial Statement (Fiscal Year Ending April 30)

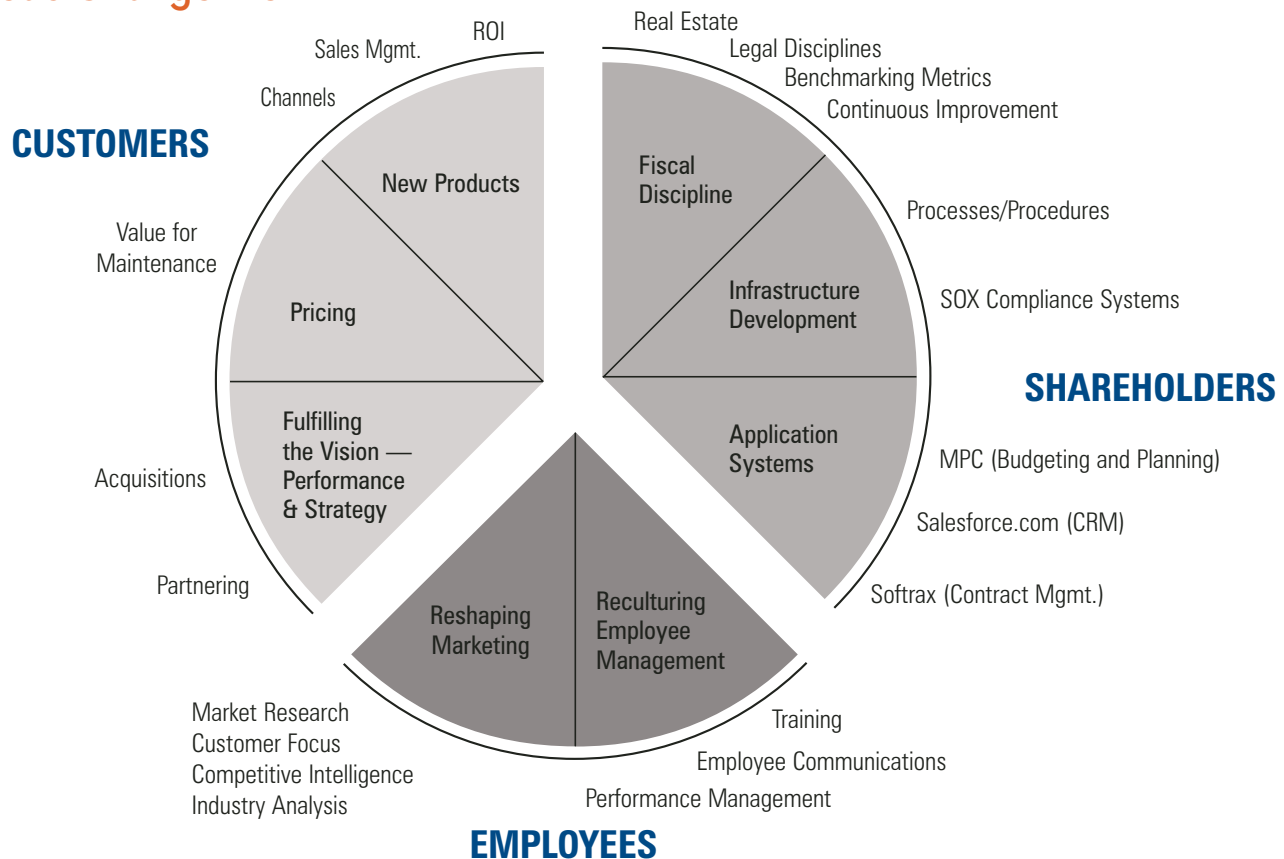
US\$ Millions (Except Earnings per Share)	FY2001	FY2002	FY2003	FY2004	FY2005
Software	\$ 59.8	\$ 53.4	\$ 49.4	\$ 65.2	\$ 71.0
Support & Services	\$ 442.9	\$ 370.8	\$ 328.5	\$ 355.0	\$ 360.9
Hardware	\$ 49.2	\$ 33.1	\$ 30.6	\$ 25.1	\$ 12.4
<b>Total Revenues</b>	<b>\$ 551.9</b>	<b>\$ 457.3</b>	<b>\$ 408.5</b>	<b>\$ 445.3</b>	<b>\$ 444.4</b>
<b>EBITDA</b>	<b>\$ 57.4</b>	<b>\$ 85.6</b>	<b>\$ 65.7</b>	<b>\$ 87.7</b>	<b>\$ 100.2</b>
<i>EBITDA Margin</i>	10.4%	18.7%	16.1%	19.7%	22.5%
<b>Net Income</b>	<b>\$ (169.1)</b>	<b>\$ 33.7</b>	<b>\$ 31.9</b>	<b>\$ 57.2</b>	<b>\$ 77.0</b>
<i>Net Income Margin</i>	-30.6%	7.4%	7.8%	12.8%	17.3%
<i>Earnings per Share (US\$)</i>	\$ (2.72)	\$ 0.45	\$ 0.39	\$ 0.66	\$ 0.87

## Change and Focus

### Getting Strategic Focus: Defining a Single Audience

Geac is the software solution for the Chief Financial Officer. Whether our customers have a need to do more with less as a result of an increasingly competitive environment, or as a result of regulatory pressure, Geac provides best-in-class technology solutions for the issues confronting the Chief Financial Officer.

### Geac Change Pie

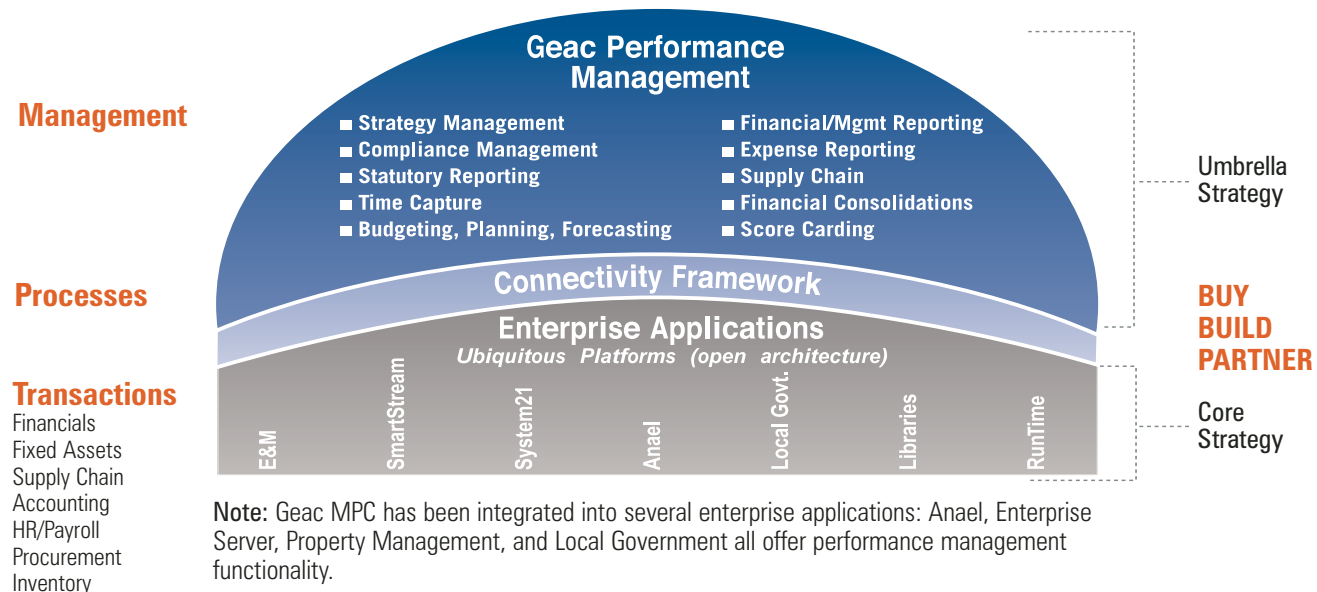


## Getting Strategic Focus

### Over 2 Decades, More than 40 Legacy Software Acquisitions

- ▶ Advanced Business Technologies
- ▶ Clarus Corporation (Assets)
- ▶ Claymore Systems Group
- ▶ Collier-Jackson, Inc.
- ▶ Comp-Tech Incorporated
- ▶ Compro
- ▶ Comshare
- ▶ Control Transaction Corporation
- ▶ Convergent Solution Pty. Ltd.
- ▶ Cruickshank Technology Pty.
- ▶ Cybergraphic Group
- ▶ Datamark International Limited
- ▶ DDN Holdings Northern Ltd.
- ▶ Dun & Bradstreet Software Services
- ▶ EBC Informatique
- ▶ ECI Computer Inc.
- ▶ Extensity
- ▶ Fasfax Corporation
- ▶ Florida Computer & Network
- ▶ FGH Decision Support Systems
- ▶ Gazette Technologies
- ▶ Hotel Computer Systems Limited
- ▶ Hotel Systems Pty. Limited
- ▶ JBA Holdings plc
- ▶ JBA Italia s.r.l.
- ▶ LIBRA Corporation Signature Divison
- ▶ Management Data GmbH
- ▶ Matrix Publishing Systems
- ▶ MJC Systems Spol. S.r.o.
- ▶ New Tech Hospitality Systems Ltd.
- ▶ News Holding/Interealty
- ▶ OCS Technology Public Safety Unit
- ▶ Perc Technical Services
- ▶ Phoenix Systems Ltd.
- ▶ Praxa Limited
- ▶ Princeton Network Systems
- ▶ Pro-Mation, Inc.
- ▶ Real Estate Unit, GTE Enterprise
- ▶ Remanco International
- ▶ RunTime A/S
- ▶ Software Shop Systems, Inc.
- ▶ Soluzioni Gestionali srl
- ▶ Stowe Computing Australia
- ▶ Stowe Computing (NZ) Limited
- ▶ Technology Services Group
- ▶ Tranti Systems Inc.
- ▶ TWG Technologies

### Building One Company Around Gartner's Financial Value Chain



## Geac's Recent Acquisitions

### Umbrella Strategy: Process and Management

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#### Extensity (NASDAQ: EXTN)

- ▶ Expense management software
- ▶ Headquarters: Emeryville, CA
- ▶ Price: C\$74.0 million
- ▶ Cash/short-term investments: C\$43.9 million
- ▶ Tax assets: C\$7.6 million
- ▶ Completed 3/6/03
- ▶ After acquisition, strategy changed, hosted "thin client" product developed
- ▶ Converted division losses to profitability with strict cost-cutting initiatives

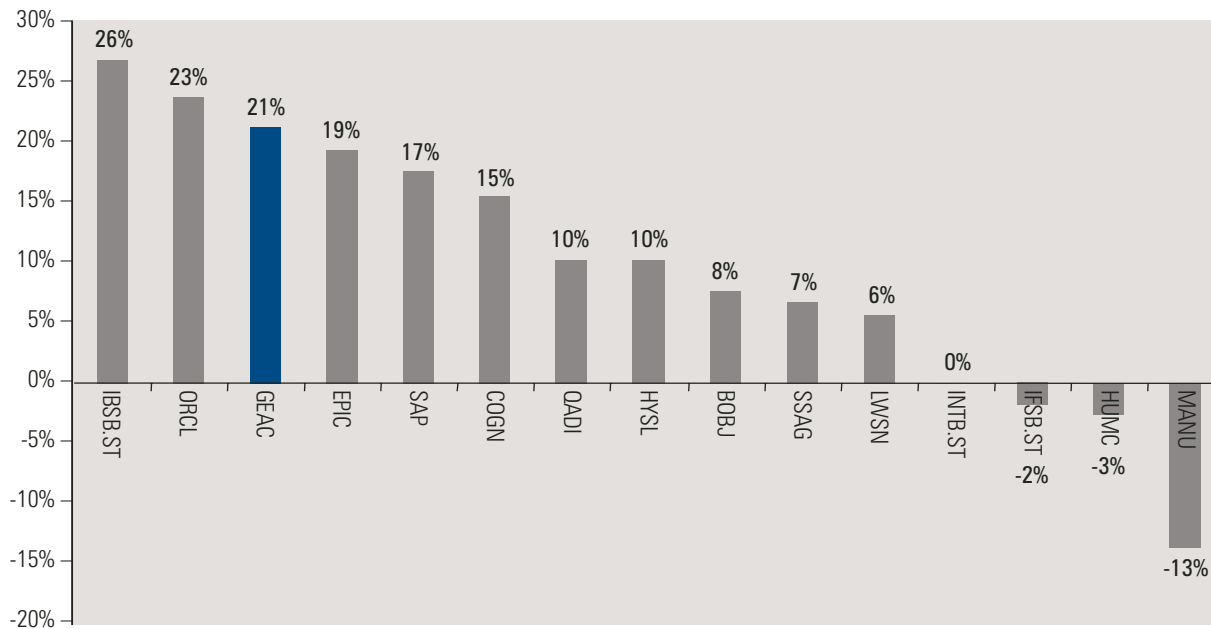


#### Comshare (NASDAQ: CSRE)

- ▶ Budgeting/planning software
- ▶ Headquarters: Ann Arbor, MI
- ▶ Price: US\$53.8 million
- ▶ Net cash/short-term investments: US\$14.7 million
- ▶ Revenue: US\$58.3 million
- ▶ Completed 8/14/03
- ▶ After acquisition, implemented significant cost cuts and released next-generation MPC product
- ▶ Geac also migrated MPC technology into many of its legacy platforms

## Comparable Net Income (% of Revenue)

### Achieving Above-Average Profitability

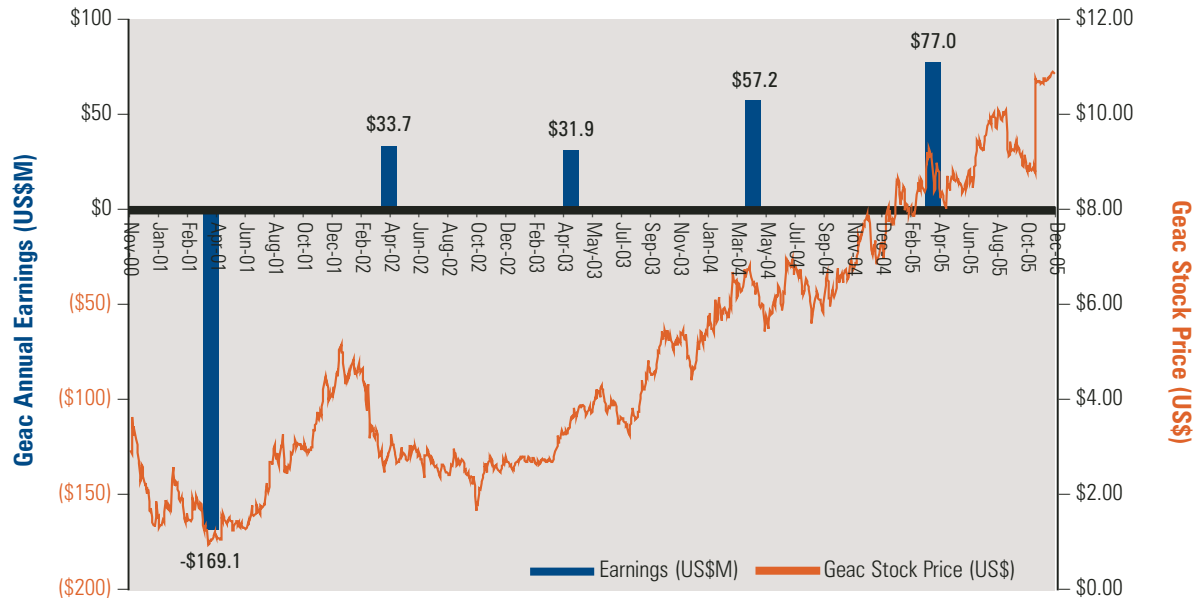


Ratios are the most recent 12 months' total net income after taxes divided by total revenues.



## Five-Year Historical Performance

### Historical Earnings (US\$ Millions) and Stock Price (US\$)



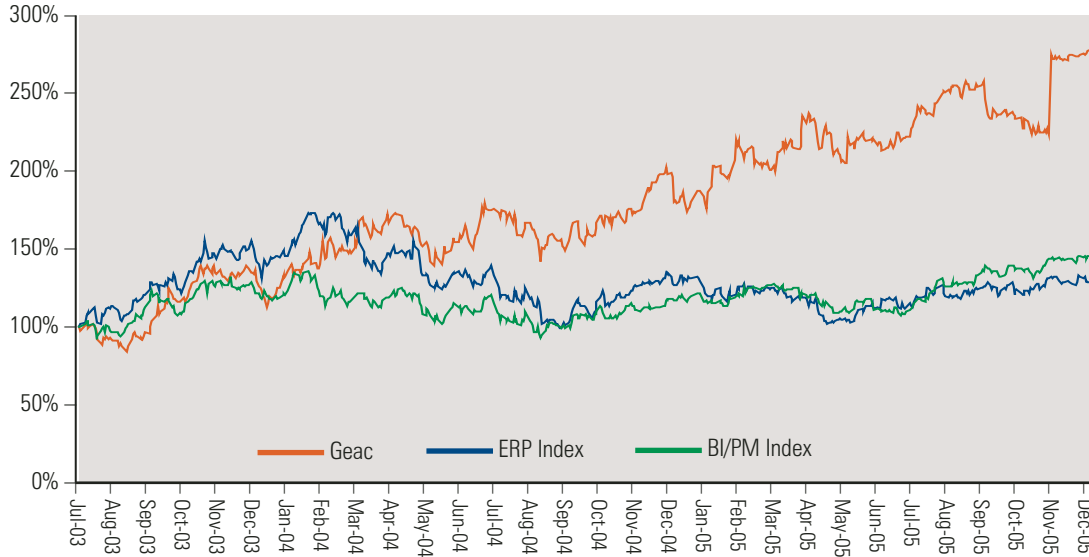
### Five-Year Comparable Stock Performance

Security/Index	4/30/2001	Current	Change
<b>Geac (US\$)</b>	<b>\$ 1.12</b>	<b>\$ 11.10</b>	<b>889%</b>
NASDAQ Composite	2,116	2,277	8%
Dow Jones Industrial Avg.	10,735	10,882	1%
TSX Average	9,348	11,508	23%
Business Objects	\$ 36.20	\$ 42.59	18%
Cognos	\$ 20.36	\$ 34.47	69%
Epicor	\$ 1.15	\$ 14.41	1153%
Hummingbird	\$ 19.00	\$ 22.53	19%
Hyperion	\$ 11.21	\$ 36.16	223%
Manugistics	\$ 33.92	\$ 1.80	-95%
Oracle	\$ 16.16	\$ 12.79	-21%
QAD, Inc.	\$ 2.91	\$ 7.81	168%
SAP	\$ 39.18	\$ 47.94	22%

**Note:** Prices have been adjusted for splits. Current price is the buyout price for Geac and the closing price as of 1/5/2006 for the other companies and indices.

## Three-Year Historical Performance

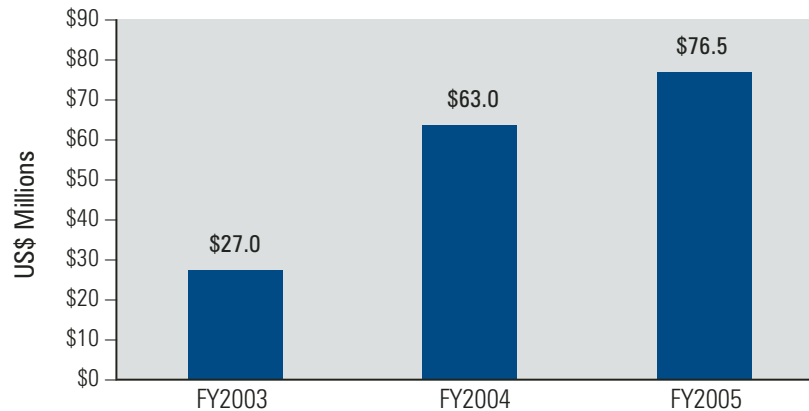
### Historical Earnings (US\$ Millions)



ERP index is equal weights in Lawson, JDA, Epicor, QAD and Manhattan Associates.

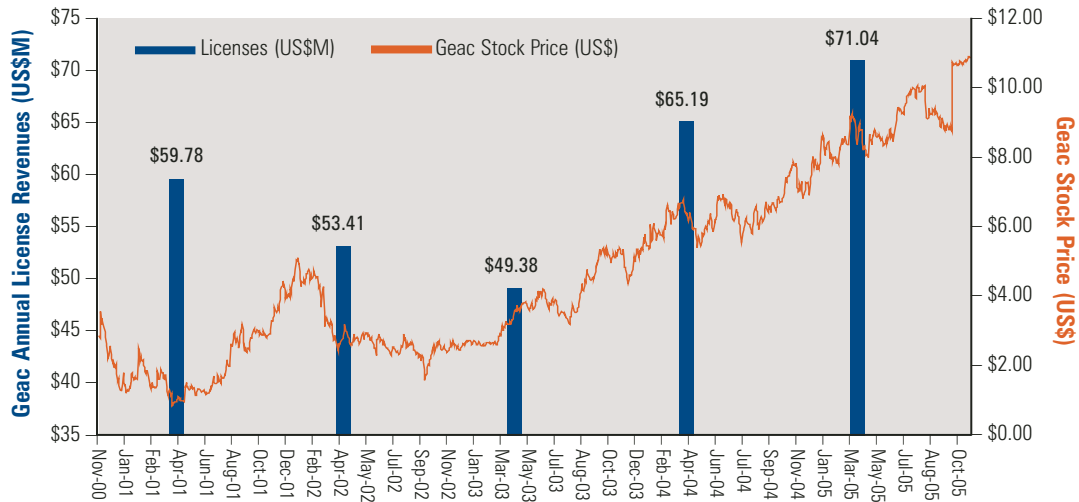
BI/PM index is equal weights in Business Objects, Hyperion, Cognos, Actuate and Informatica.

### Historical Operations Cash Flow Less Capital Expenditures (US\$ Millions)

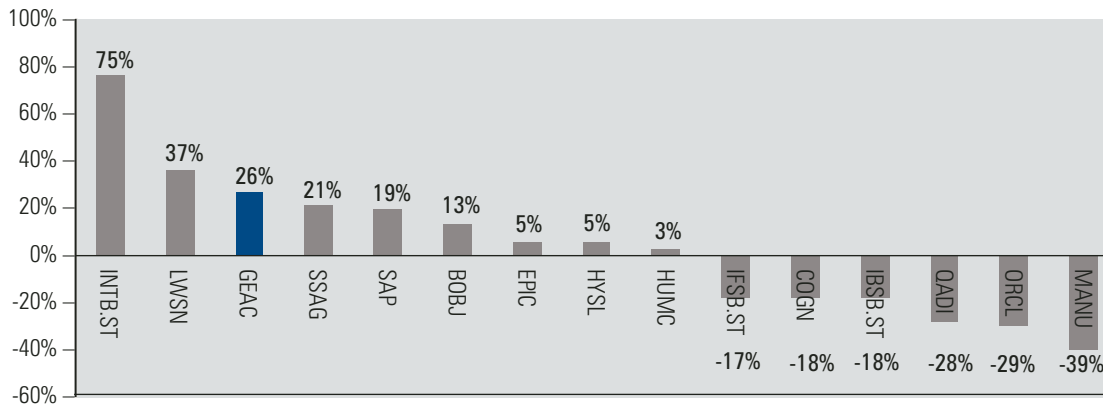


# License Growth

## Annual License Revenues: The Growth Driver



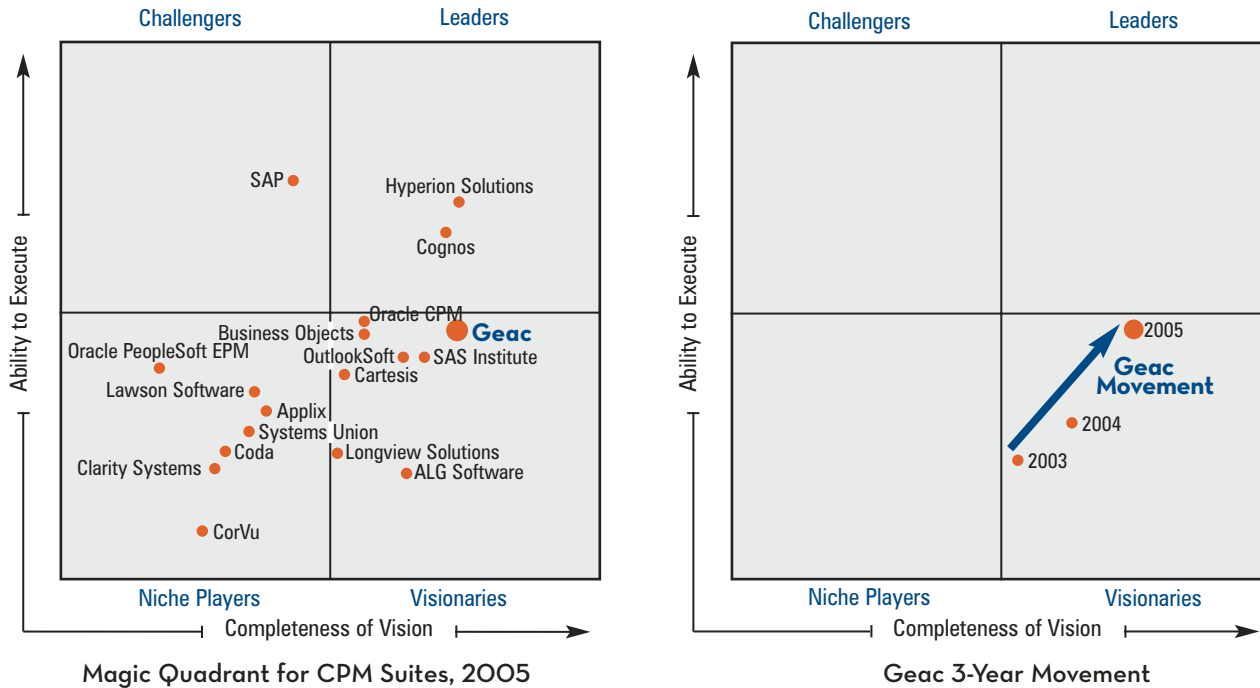
## Most Recent Quarter Organic License Growth (Adjusted for Acquisitions)



**Note:** Adjustments are based on recent acquisitions. Business Objects adjusted for 37 days of SRC acquisition, assumed annual revenue of \$27.5 million, license revenue of \$9 million or \$750,000 per month. Scala licenses assumed to account for 27.3% of Epicor's licenses (as was the case in preceding quarter), adjusted for 39 days since Scala was bought 39 days into the previous year's quarter. IBS had 3 acquisitions with annual revenues of approx. SEK 200 million per year or SEK 50 million per quarter: licenses assumed to be SEK 15 million per quarter. RedDot license contribution unknown, but purchase price was EUR 43.6 million, assume two times revenue price, so revenue of approx. \$6 million per quarter, and license revenues of approx \$1.5 million/quarter. Oracle growth rate is for application software, using Oracle's reported figures plus the figures for PeopleSoft for the quarter ended September 30, 2004. Because of the PeopleSoft acquisition, the Oracle growth rate represented in this chart may be materially distorted. For information on any of the companies included above, please refer to published financial statements, quarterly press releases, and MD&A discussion on their respective websites.

# Achieving Industry Recognition

## Geac Progression on the Gartner Magic Quadrant



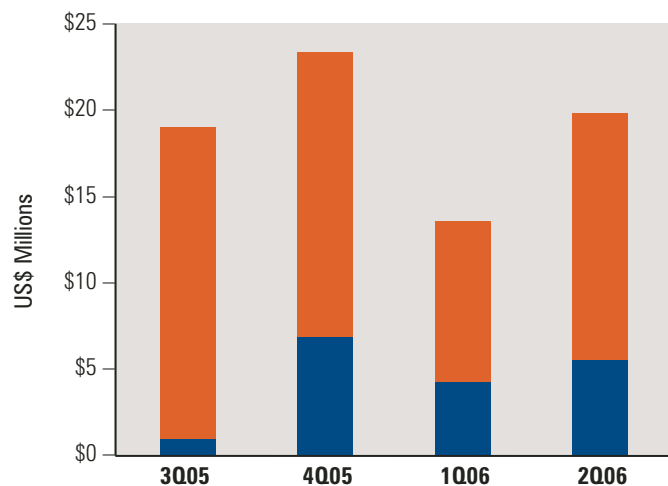
## Ventana Affirms Geac's Product Development in Two Consecutive Reports

- ▶ Ventana Research, a leading Performance Management research and advisory services firm, conducted an assessment of more than 30 vendors and 70 products for its 2005 Performance Management Vendor and Product Scorecard.
- ▶ Ventana Research rated Geac's MPC product suite the highest in every category of "align," "optimize," and "understand" – the strategic business processes that help companies manage their business performance requirements. Geac was the overall winner in the Ventana Research Scorecard with a score of 97.3%.



## Innovation Index: Percentage of License Revenue from Newly Developed Products

Even with decreases in Geac's development expenditures, Geac's new product introductions and enhancements resulted in ongoing innovation and product development across major product lines.



In the above chart, the dark blue segment represents license sales for products developed within the previous year.

- ▶ In 4Q04, the average enterprise application license deal over \$150K was \$231K, and in 2Q06, Geac had increased that figure to \$294K.
- ▶ Between 4Q04 and 3Q05, Geac closed an average of 23 enterprise application deals over \$150K, but in the past three quarters has secured an average of 34.

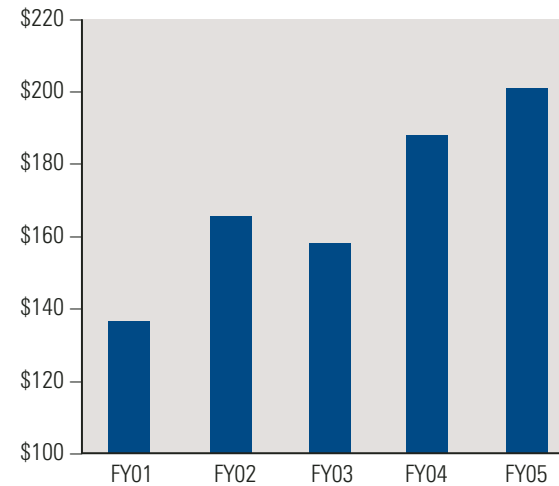
### Incubating Creative Destruction – Business Highlights in FY05

- ▶ GPM license revenue increased 21.6%
- ▶ SmartStream license revenue increased 10.9%
- ▶ RunTime license revenue increased 81.0%
- ▶ Interealty license revenue increased 240.7%
- ▶ Libraries license revenue increased 16.8%
- ▶ Public Safety license revenue increased 9.1%

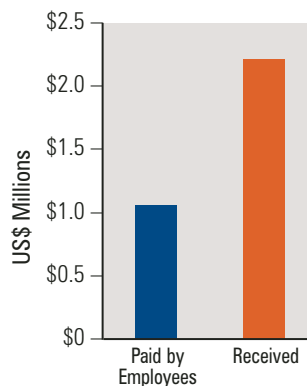
## Creating Value for Employees

- ▶ In FY05, the Employee Stock Purchase Plan achieved over 25% participation in North America. At the offer price of \$11.10, this represents gains to employees of **\$1.2 million**, or 112.8%.
- ▶ In FY05, 1.38 million shares of Geac were granted to employees under the Restricted Share Unit plan. At the acquisition price, this represents **\$15.1 million**.
- ▶ Stock options granted to employees will be worth **US\$36.9 million** at the sale price.
- ▶ Selected leaders of the future were sent to Harvard Business School, Northwestern University (Kellogg Graduate School of Management), Wharton School of the University of Pennsylvania, and Queen's School of Business (Kingston, ON) for executive education courses.
- ▶ In FY01, Geac generated US\$142K in revenues per employee compared to \$205K in FY05.

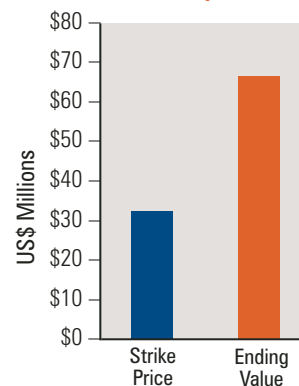
### Revenue per Employee (US\$)



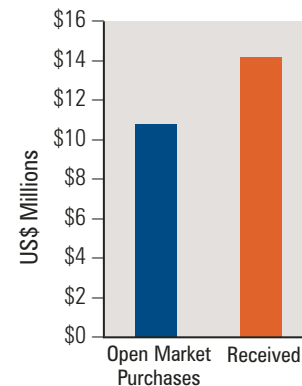
### Employee Stock Purchase Plan



### Stock Options



### Restricted Share Units







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