



# Financial Results Presentation

## Q3 FY2008 ended 30 Jun 2008

13 Aug 2008

# Cautionary Note on Forward-Looking Statements

As this briefing is taking place within the “offer period” (as defined by the Singapore Code on Take-overs and Mergers), we are not providing any forecasts or views of our Company’s future performance at this briefing.

Consequently, any forward-looking statements that we make are only in relation to the markets and competitive conditions under which our Group operates generally, and are not in any way to be construed as estimates or forecasts of our future performance.



- Q3 FY2008 Overview
- Financial Highlights
- Operational Highlights
- Dimension Data's proposed offer to privatise Datacraft
- Summary
- Q&A

## Robust revenue growth led by services

- US\$187.3m quarterly revenue, +27% y/y
- Led by strong performance from services (+37% y/y) and also robust growth in hardware (+22% y/y)
- Outstanding performance from India & NZ, Greater China and Asean
- By vertical, Media & Com was key growth driver



27%

## Healthy bottom line

- US\$9.0m quarterly profit, +23% y/y
- Earnings per share US¢1.95, +19% y/y reflecting increased shares outstanding due to scrip dividend issued in Mar08



23%

## Stable gross margin

- 18.3% gross margin compared with 18.2% in Q2, and 18.8% in Q3 07
- Price pressure on services and hardware remains in the face of economic uncertainties

## US\$205m backlog

- At similar level to US\$206m in prior quarter
- Annuity services backlog up US\$8m sequentially to US\$122m
- Product/short term services backlog down US\$9m sequentially to US\$83m

## Healthy cash flow & balance sheet

- Cash flow from operations : US\$10.7m in Q3  
US\$39.1m in 9 months YTD
- US\$167.5m net cash



# Financial Highlights

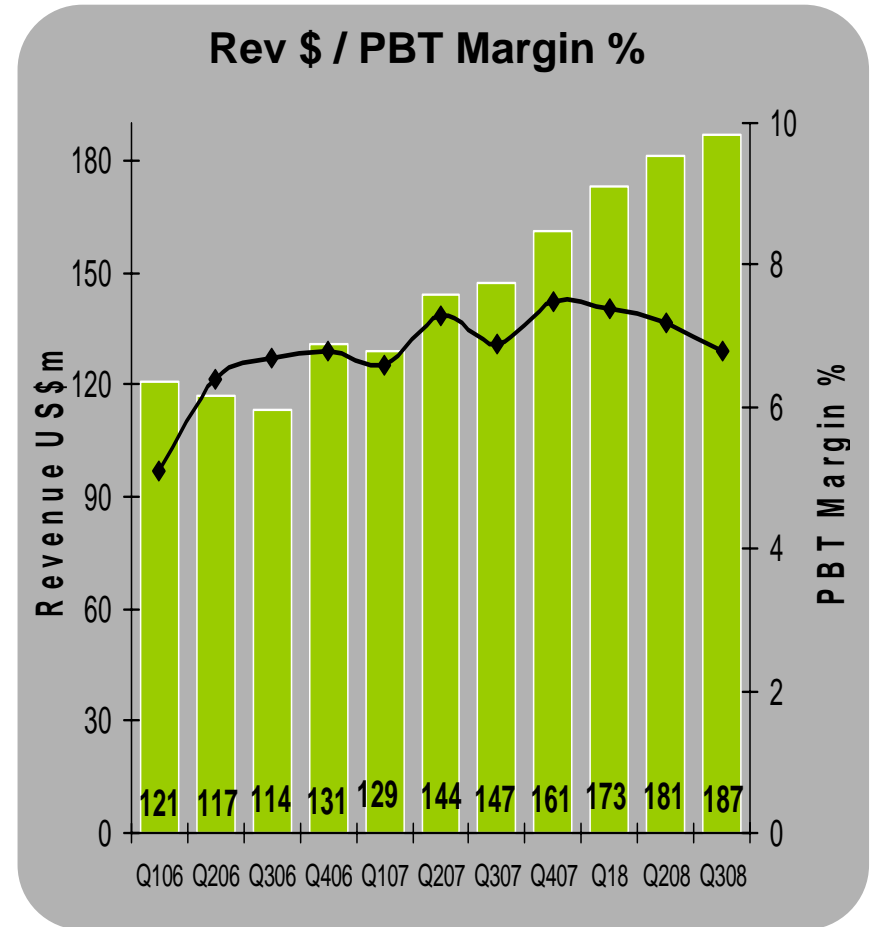
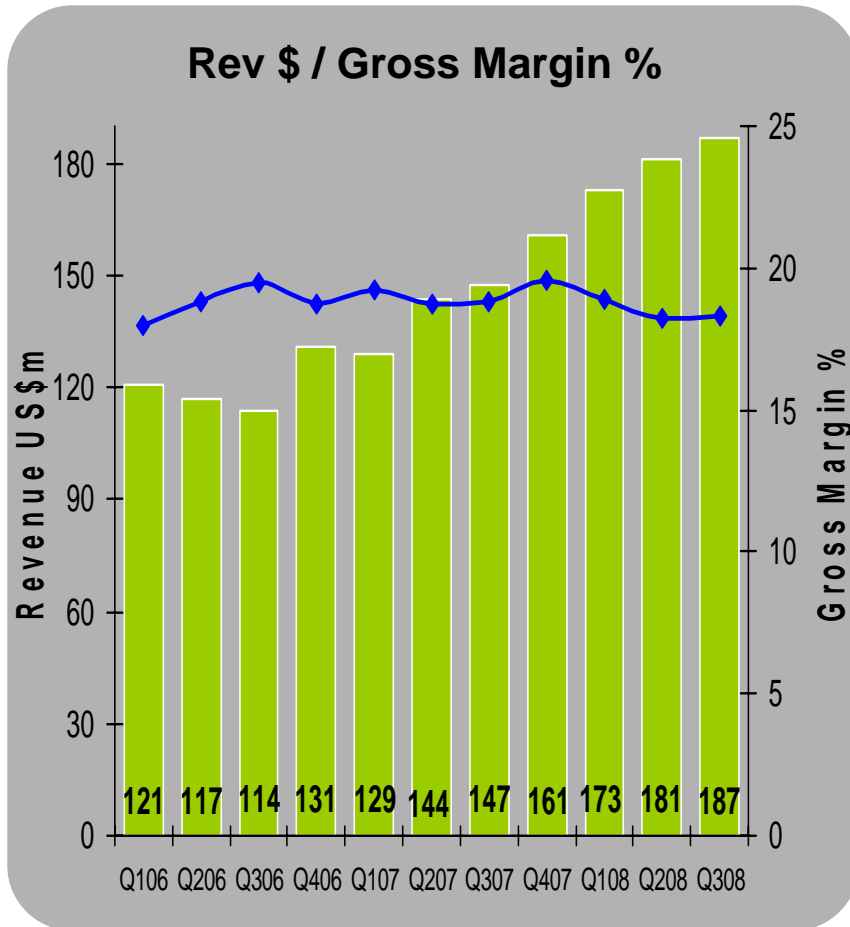
# Q3 FY2008 Operating Results

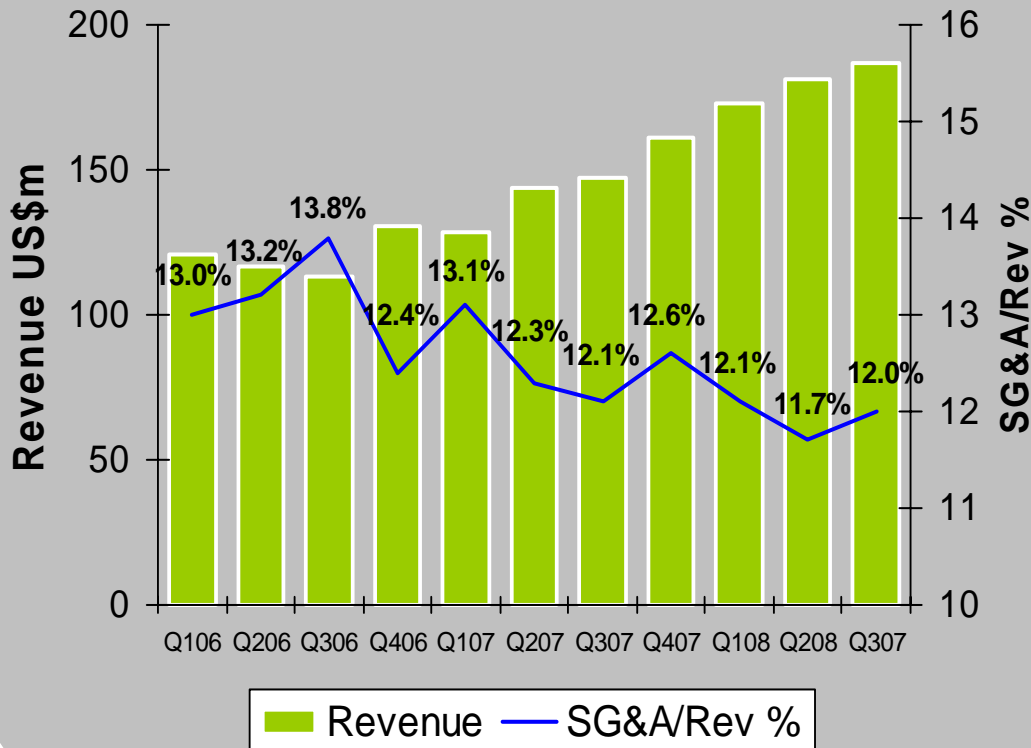
US\$M	Q3'08	Q3'07	Y/Y %	Q2'08	Sequential %
Revenue	187.3	147.3	+27%	180.6	+4%
Gross Profit	34.4	27.7	+24%	32.9	+5%
<i>GM %</i>	18.3%	18.8%		18.2%	
EBITDA	13.5	11.1	+21%	14.0	-4%
EBIT	11.6	9.0	+29%	11.8	-1%
PBT	12.7	10.1	+25%	13.0	-3%
<i>PBT %</i>	6.8%	6.9%		7.2%	
PATMI	9.0	7.3	+23%	9.5	-5%
Basic EPS (US cts)	1.95	1.64	+19%	2.12	-8%

# 9 Months Operating Results

US\$M	9 months to Jun 08	9 months to Jun 07	Y/Y %
Revenue	541.0	419.8	+29%
Gross Profit	100.0	79.3	+26%
<i>GM %</i>	18.5%	18.9%	
EBITDA	41.2	31.4	+31%
EBIT	35.1	25.6	+37%
PBT	38.6	29.1	+33%
<i>PBT %</i>	7.1%	6.9%	
PATMI	27.9	21.2	+32%
Basic EPS (US cts)	6.19	4.71	+31%

# Revenue vs Gross and PBT Margins





- Q3 SG&A expense totalled US\$22.4m or 12% of revenue
- In \$ value, Q308 SG&A is up US\$4.6m from same quarter last year (+26% Y/Y) and US\$1.2m sequentially (+6% Q/Q).
- Increase reflects higher sales & solutions headcount to support revenue growth and the vertical market focus, and investments in certain geographies

# Balance Sheet Highlights

US\$M	Jun 08	Mar 08	Jun 07
Trade Debtors	146.3	130.0	116.1
- DSO	64 days	62 days	68 days
Trade Creditors	86.4	74.1	69.3
Fixed Assets	13.5	14.1	14.7
Inventory	9.2	6.7	10.5
Net Cash + ST Inv	167.5	162.7	134.1
Shareholders Funds	218.7	215.3	192.9

# Cash Flow Summary

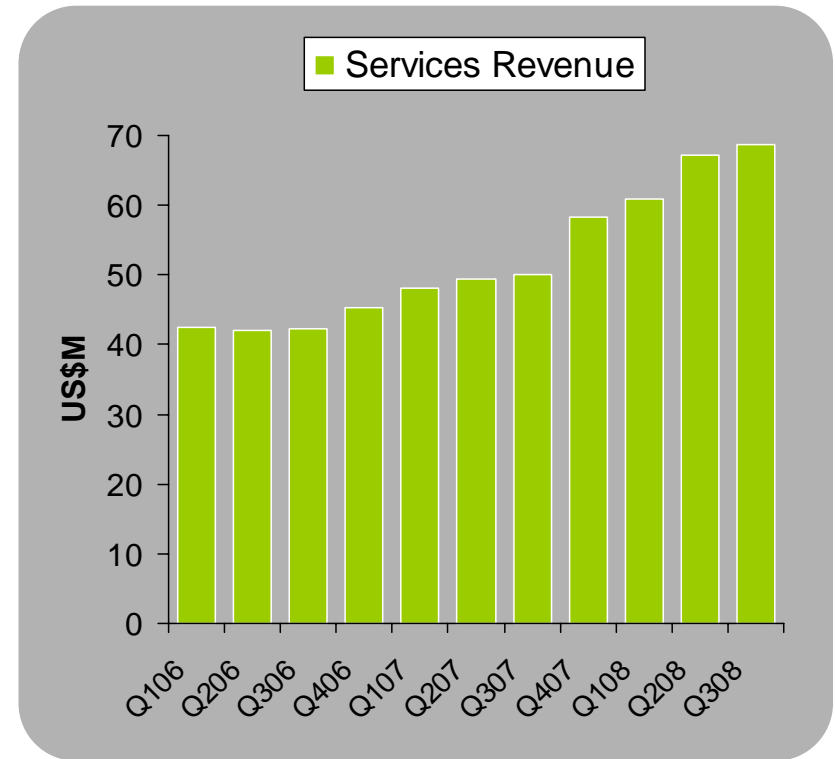
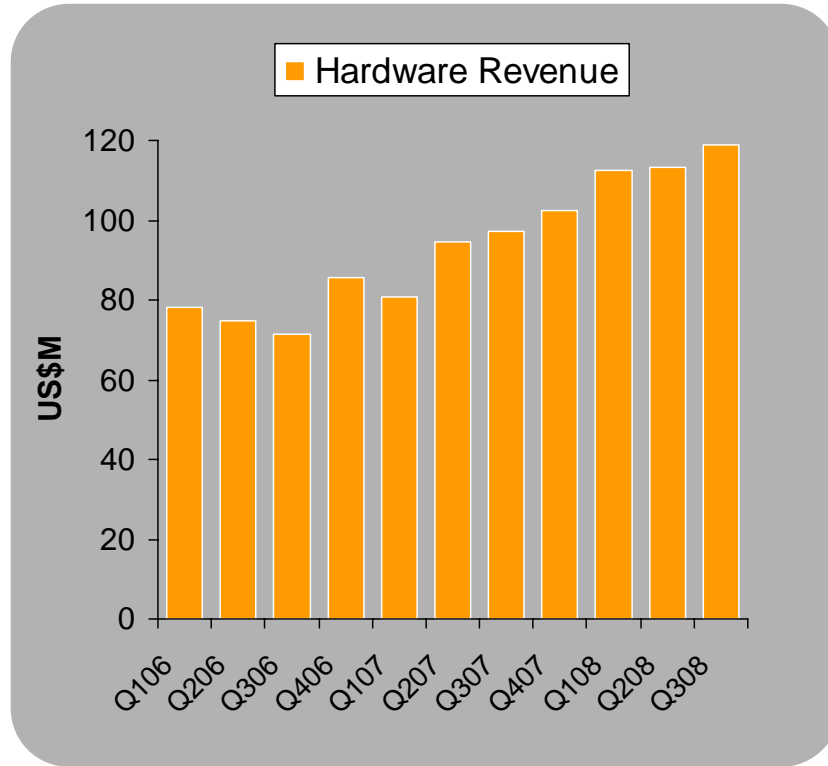
<b>US\$M</b>	<b>3 months to Jun 08</b>	<b>9 months to Jun 08</b>
<b>Beginning Net Cash + ST Investments</b>	<b>162.7</b>	<b>150.5</b>
<b>Cash flow from operations</b>	<b>10.7</b>	<b>39.1</b>
<b>Share Buyback</b>	<b>--</b>	<b>(1.2)</b>
<b>Dividend</b>	<b>--</b>	<b>(9.3)</b>
<b>Acquisition</b>	<b>(0.1)*</b>	<b>(3.9)</b>
<b>Capex</b>	<b>(1.7)</b>	<b>(5.3)</b>
<b>Others</b>	<b>(4.1)</b>	<b>(2.4)</b>
<b>Ending Net Cash + ST Investments</b>	<b>167.5</b>	<b>167.5</b>

*\* Final payment for NZ acquisition*



# Operational Highlights

# Hardware & Services Revenue



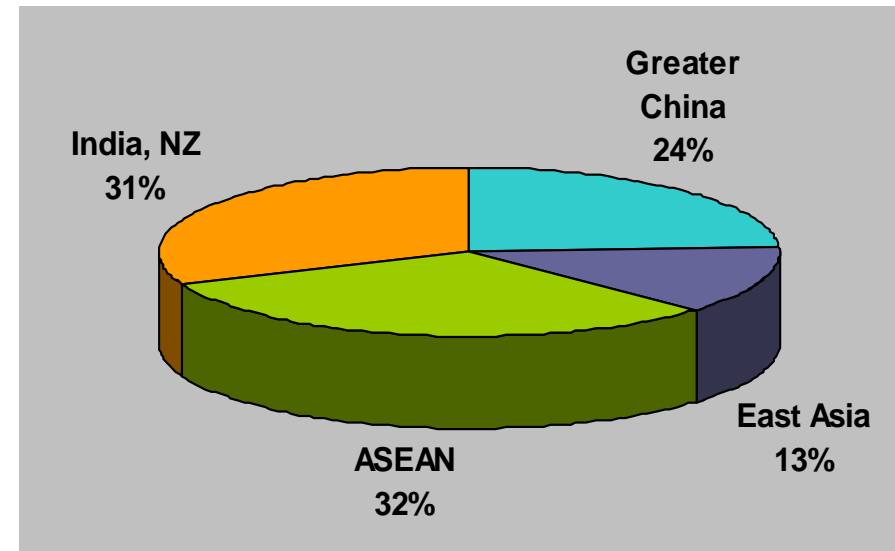
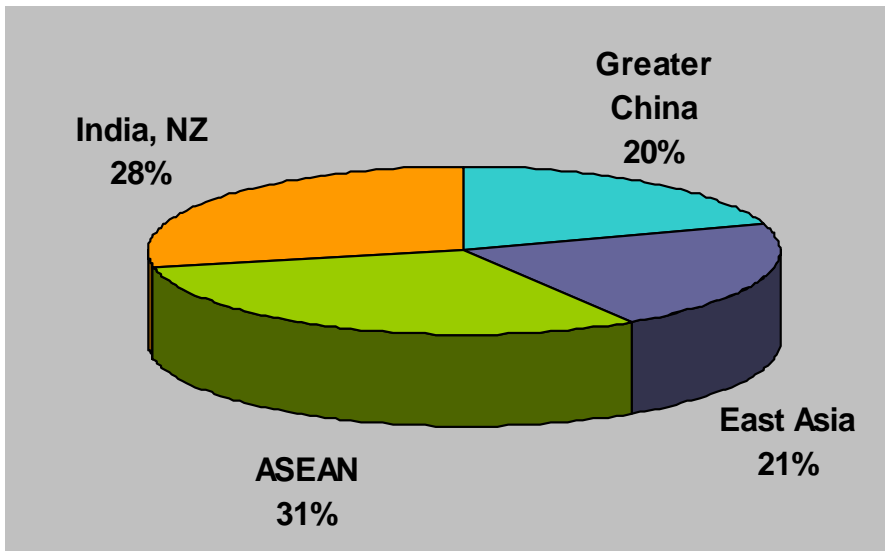
- Q3 HW rev accounted for 63% of group rev
- ↑ 22% y/y; ↑ 5% q/q

- Q3 SVCE rev accounted for 37% of group rev
- ↑ 37% y/y; ↑ 2% q/q

# Revenue by Geographic Regions

Q3'07

Q3'08

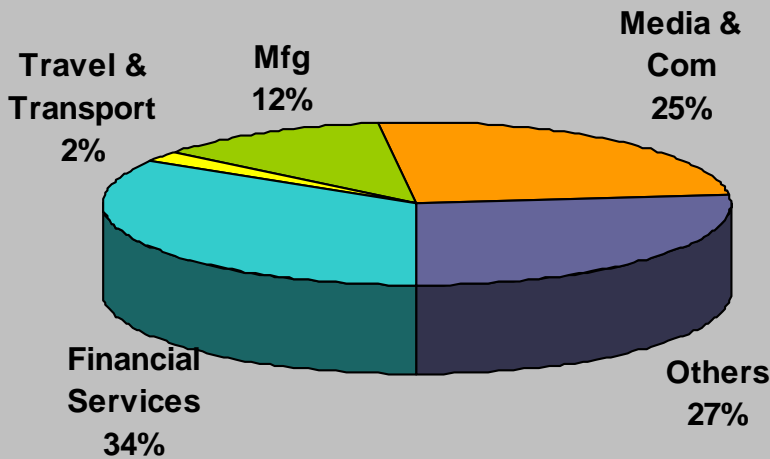


## Q3'08 Performance

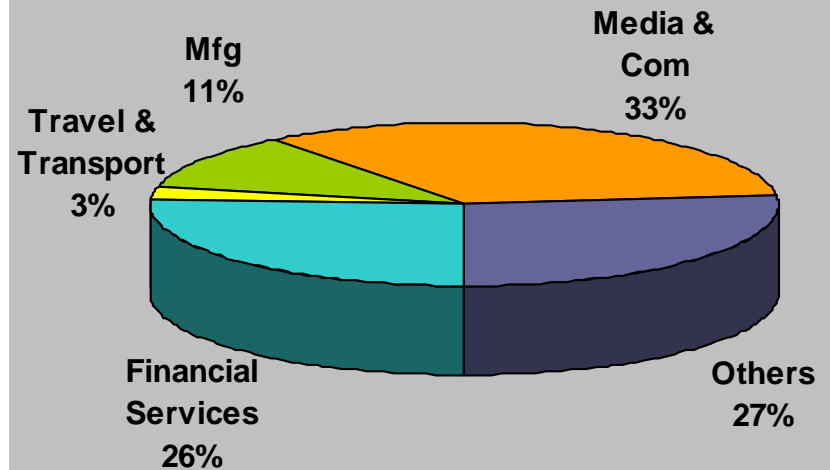
- Robust revenue growth from 3 regions - India & NZ, Greater China and Asean (+32% to +52%)
- Especially strong performance from India, NZ and Greater China. Singapore and Indonesia also achieved strong double digit revenue growth
- East Asia's revenue declined 20% y/y due to weak results from Korea and Japan

# Revenue by Verticals

Q3'07



Q3'08



## Q3'08 Performance

- Strong y/y growth from Media & Com, Manufacturing and Travel & Transport
- Revenue from Financial Services vertical flat y/y amid significant turmoil in financial markets
- Media and Communications was exceptionally strong on the back of infrastructure rollout in several countries

## Media & Communications

- Leading mobile service provider in SE Asia – US\$9m refresh of core signaling network & infrastructure expansion
- Asia based global service provider – US\$3.9m converged communications with Telepresence infrastructure
- Global media company – US\$3.8m regional network upgrade
- Leading broadband service provider – US\$2.1m multimedia network infrastructure
- Leading service provider in Indonesia – US\$1.6m expansion of signaling network

## Financial Services

- Leading bank in Asia – US\$6.5m Uptime services and support contract
- Global banking group – US\$6m services contract
- Global banking group – US\$1.6m network infrastructure upgrade and consolidation
- Leading bank in Asia – US\$ 1.4m services contract
- US based financial services institution - US\$1m data centre infrastructure

## Manufacturing

- Leading pharmaceutical corporation – US\$3m regional Uptime services and support
- Leading enterprise software company – US\$2.8m network expansion
- Leading semiconductor manufacturer – US\$1.7m infrastructure for a new plant in Asia
- Global electronics manufacturer – US\$1.4m network refresh with Telepresence, IPT and wireless deployment
- Leading Japanese electronics manufacturer – US\$0.9m network expansion

## Others

- Leading application service provider – US\$5.8m datacenter expansion
- Metropolitan electricity authority in Asia – US\$2.6m network infrastructure
- Leading real estate developer in Asia - US\$1.4m next generation office facility
- Leading consulting services organization – US\$1.6m network and datacenter enhancement
- Leading hospital authority in Asia - US\$1m network expansion



# Dimension Data's Proposed Offer To Privatise Datacraft

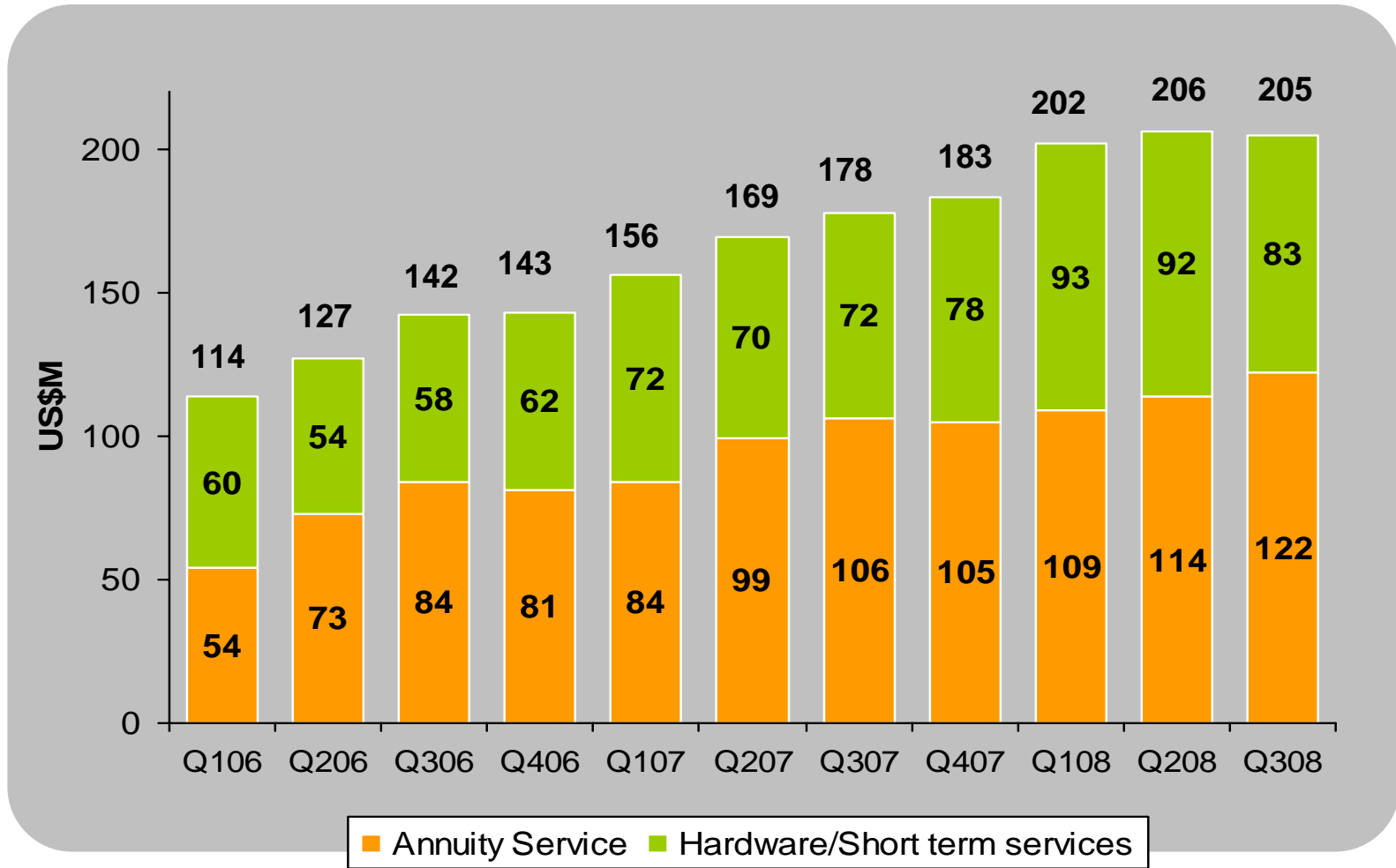
- Dimension Data announced on 22 July 2008 its intent to buy remaining 44.9% of Datacraft shares it does not already own
- Proposed acquisition to be effected by way of a Scheme of Arrangement under the Singapore Companies Act
- Cash consideration of US\$1.33 per share
- Proposed acquisition subject to various regulatory and shareholder approvals
- Process will take several months to complete



# Future Outlook

- Market trends
  - Increased caution and some budget tightening
  - Strong demand for services & solutions to help clients reduce costs and improve efficiencies
  - Growing interest in incorporating greater flexibility in the pricing and financing of IT services
- US\$205m backlog
  - US\$83m hardware/short term services backlog (down US\$9m sequentially)
  - US\$122m annuity services backlog (up US\$8m sequentially) boosted by several large FSI wins
- Market sentiment is cautious

# Backlog



- Pleasing set of results for Q3
- Increased caution and some budget tightening
  - Strong demand for solutions/services to reduce costs, improve efficiencies, optimise performance
  - Growing interest in more flexible pricing/financing options
- US\$205m backlog
  - US\$83m hardware/short term services backlog
  - US\$122m annuity services backlog

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