



# DOCdata N.V.

Press & Analyst presentation  
19 July 2007

Half-year 2007 results

19 July 2007

**DOCdata**



# Overview DOCdata



## e-Solutions Group

### Provides:

- ▶ e-Fulfilment
- ▶ e-Financial
- ▶ e-Commerce
- ▶ e-Partnership

### Solutions for:

- ▶ Concept owners
- ▶ Content owners
- ▶ Business to business
- ▶ Business to consumer

## Media Group

### Provides:

- ▶ CD
- ▶ DVD (5 – 9 – 10)
- ▶ Other media

### Production & Supply Chain Services for publishers of:

- ▶ Audio
- ▶ Software
- ▶ Multimedia
- ▶ Film
- ▶ Other

## Industrial Automation Integrators

### Optical and laser equipment:

- ▶ Document security
- ▶ Packaging
- ▶ Motion picture subtitling

### For:

- ▶ Security printers
- ▶ OEM
- ▶ Packaging
- ▶ Other

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# DOCdata N.V.

Half-year 2007 results  
(CFO)

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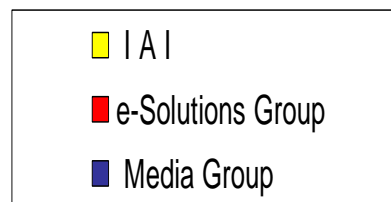
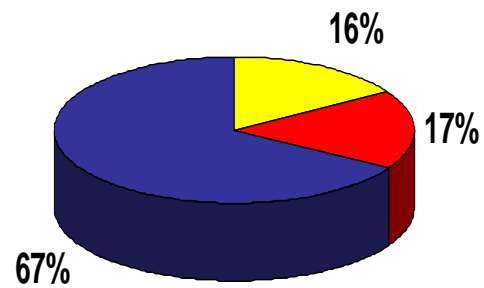
**DOCdata**



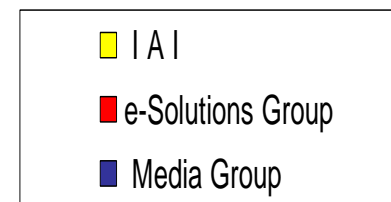
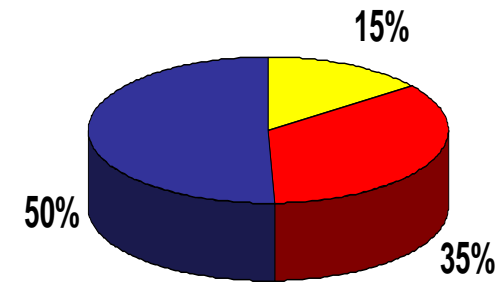
# Revenue Segmentation Half-year



By segment 2006



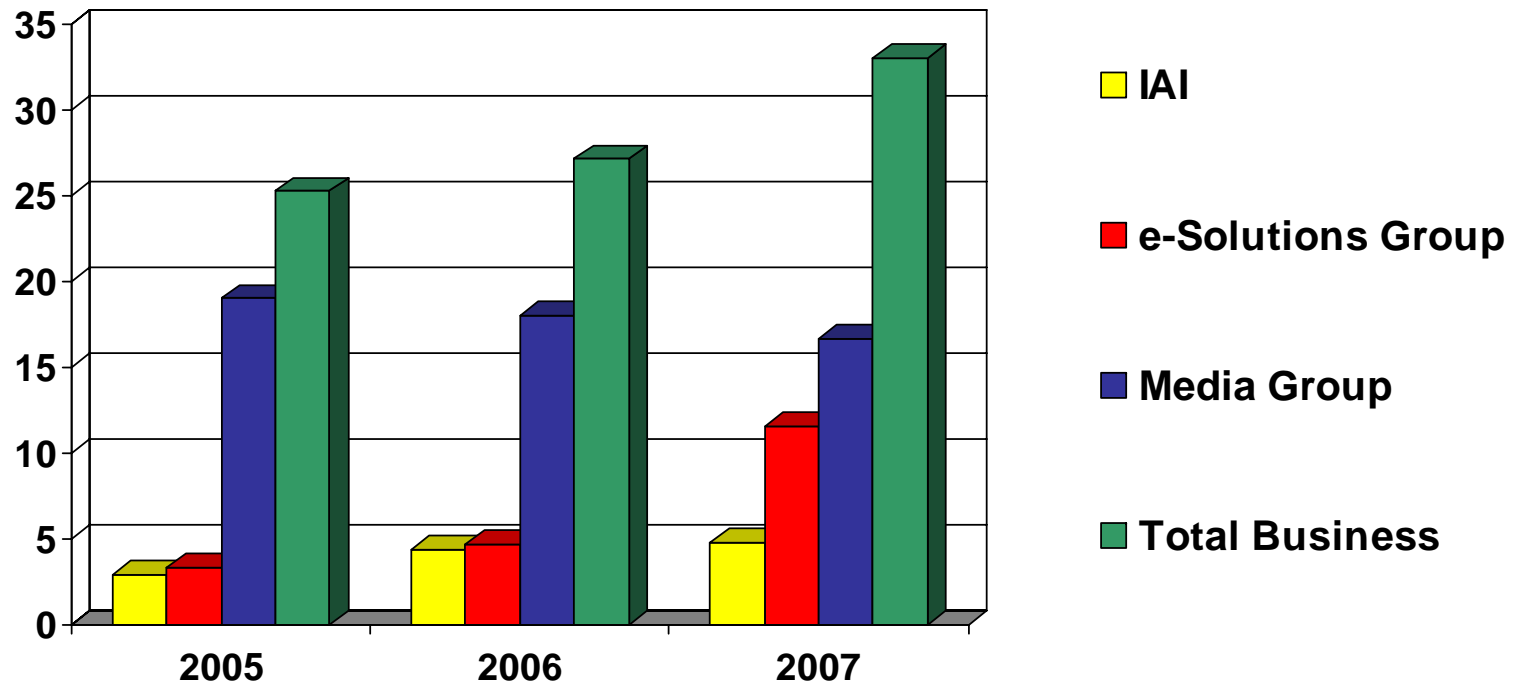
By segment 2007



# Revenue (continuing operations) Half-year



x €1 million



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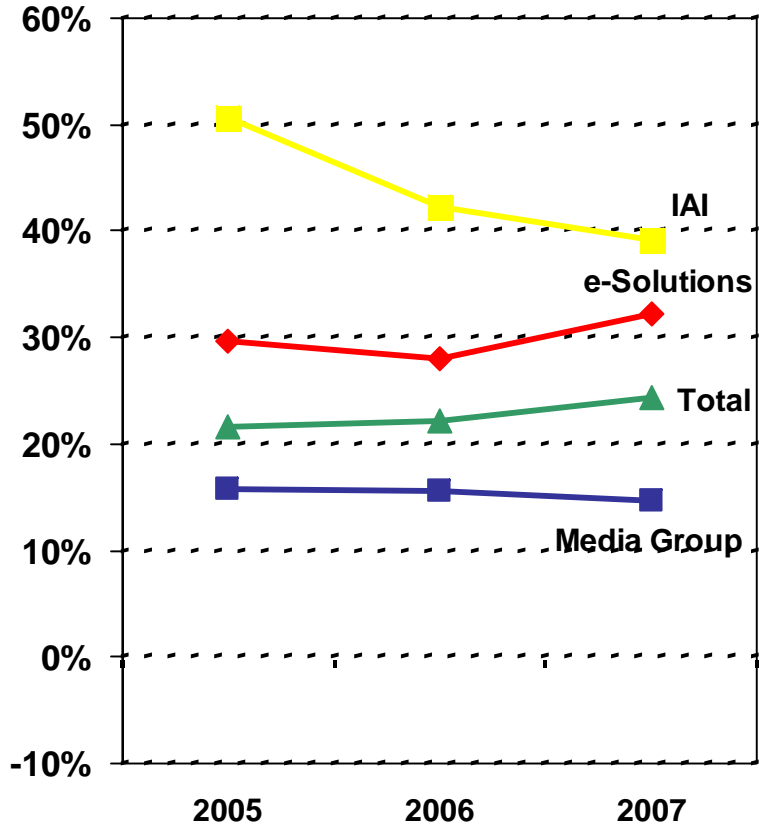
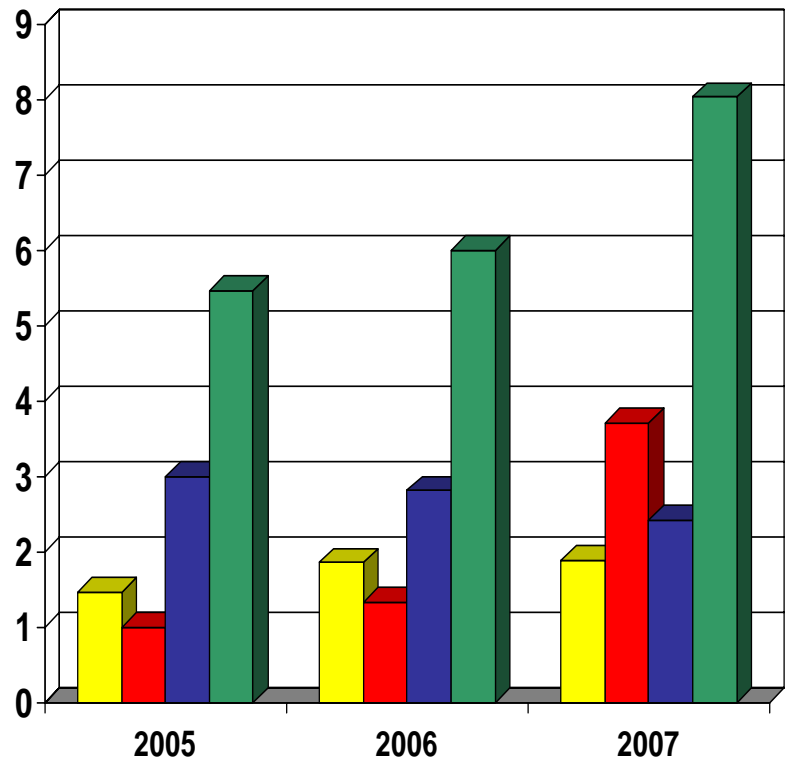
**DOCdata**



# Gross Profit & Gross Profit Margin (continuing operations) Half-year



x €1 million



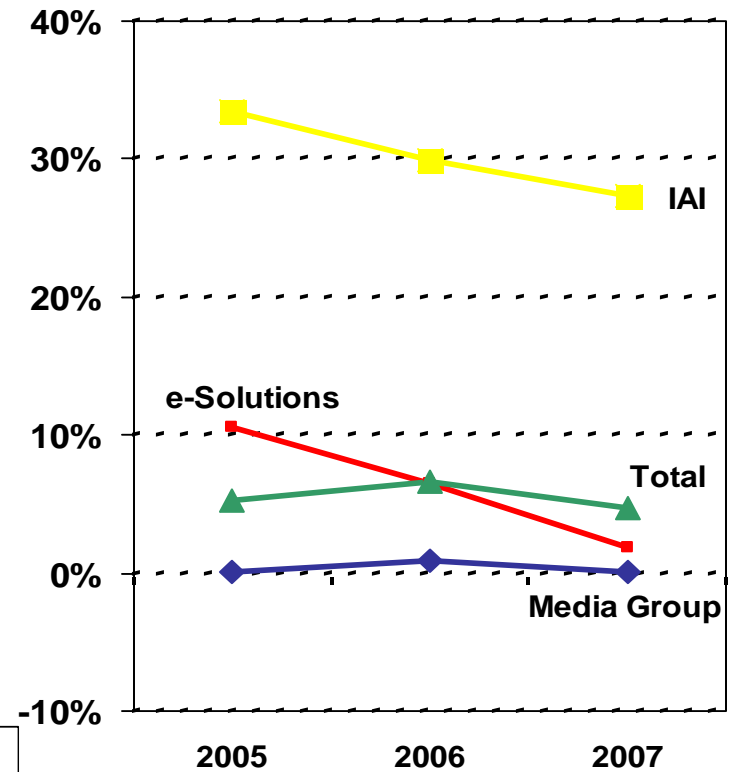
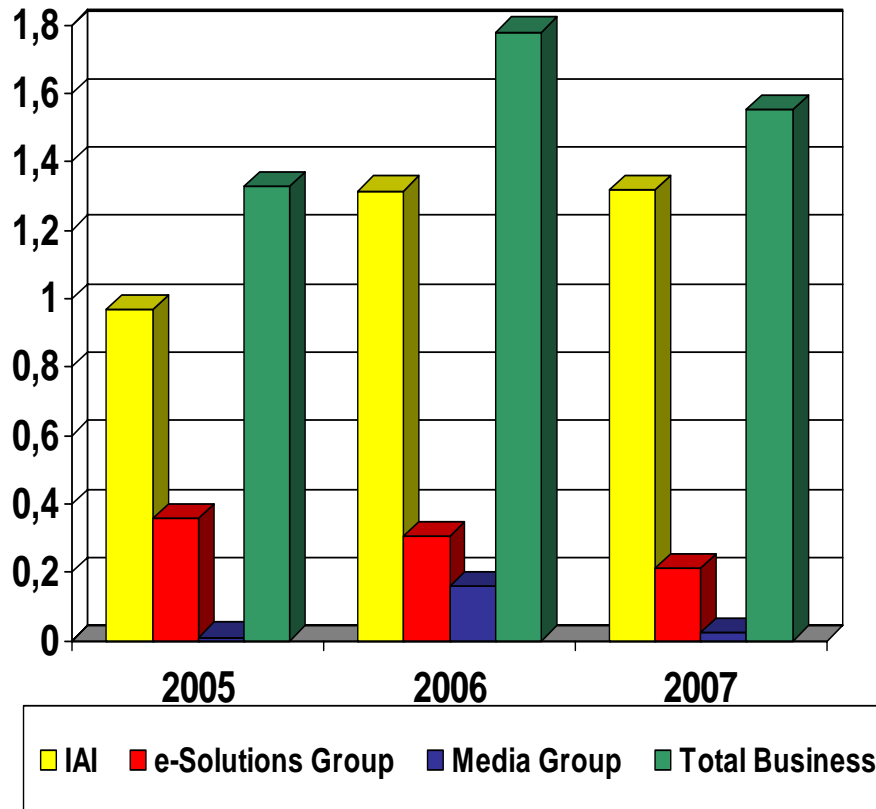
■ IAI ■ e-Solutions Group ■ Media Group ■ Total Business

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# Operating Income & Operating Margin (before financing income) (continuing operations) Half-year



x €1 million

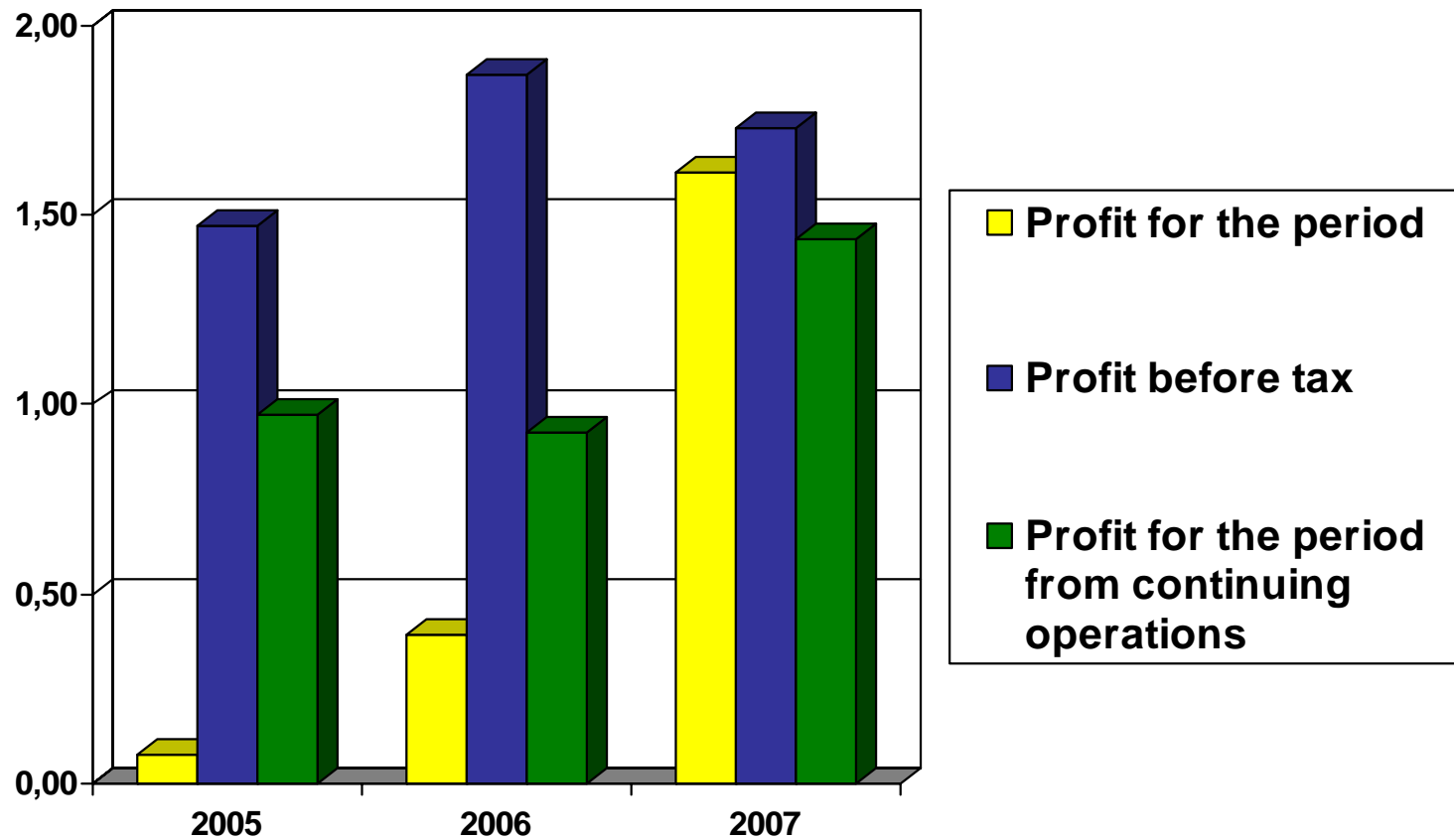


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# Profit for the period & Profit before tax Half-year



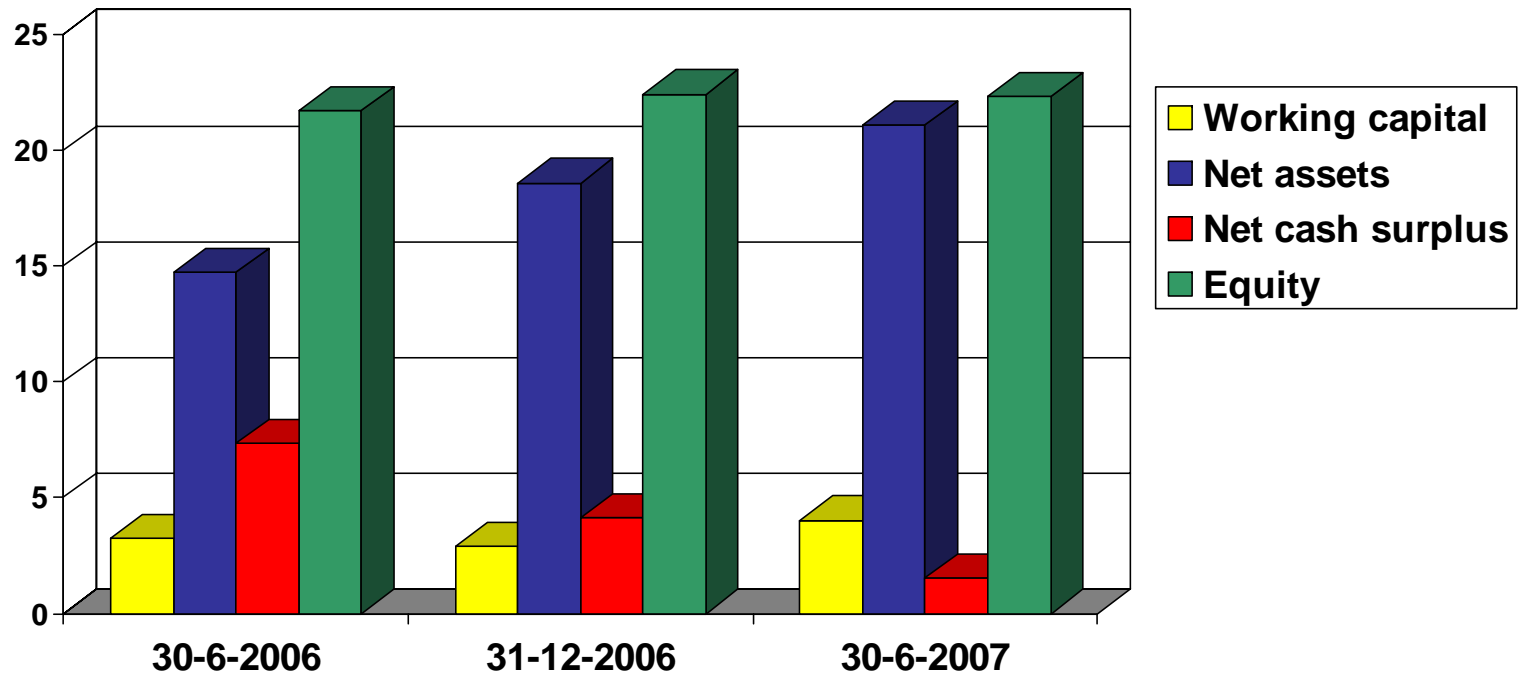
x €1 million



# Balance Sheet



x €1 million





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Strategy  
(CEO)

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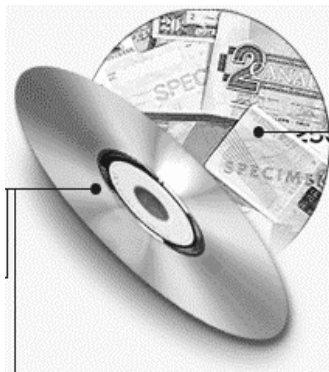


# DOCdata



*Vision 2010*

*"Gear to Growth"*

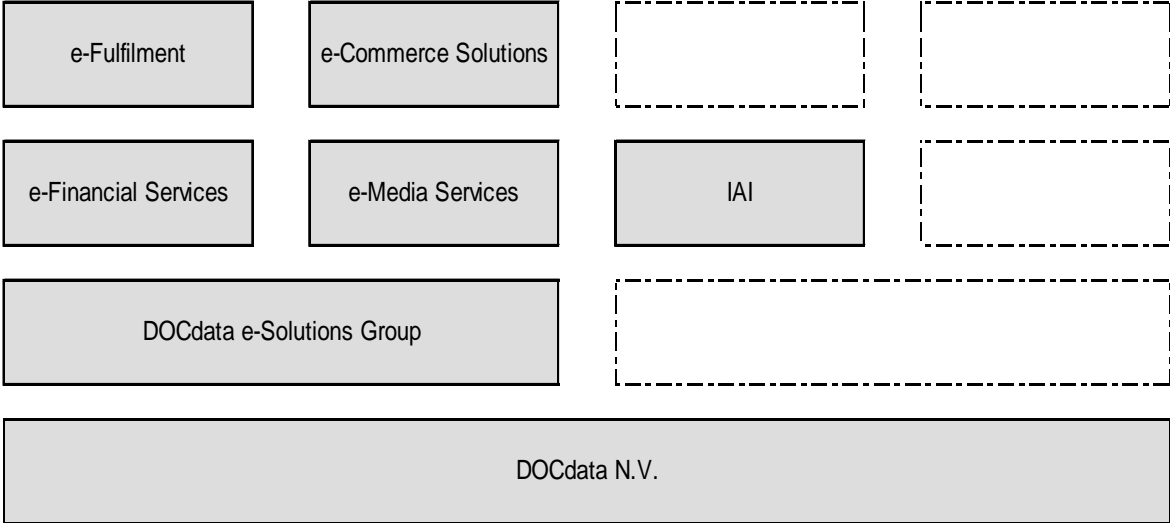


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# DOCdata; "transforming"



Supply Chain Management Services for publishers of:  
 \* Audio  
 \* Software  
 \* Multimedia  
 \* Film

Order fulfilment services to:  
 \* E-commerce companies  
 \* Retail Chains  
 \* Hard- en software companies  
 \* Film companies

Optical and laser equipment for:  
 \* Document security  
 \* Packaging  
 \* Motion Picture Subtitling

Media Group

E-commerce Fulfilment

Industrial Automation Integrators

DOCdata Media Services

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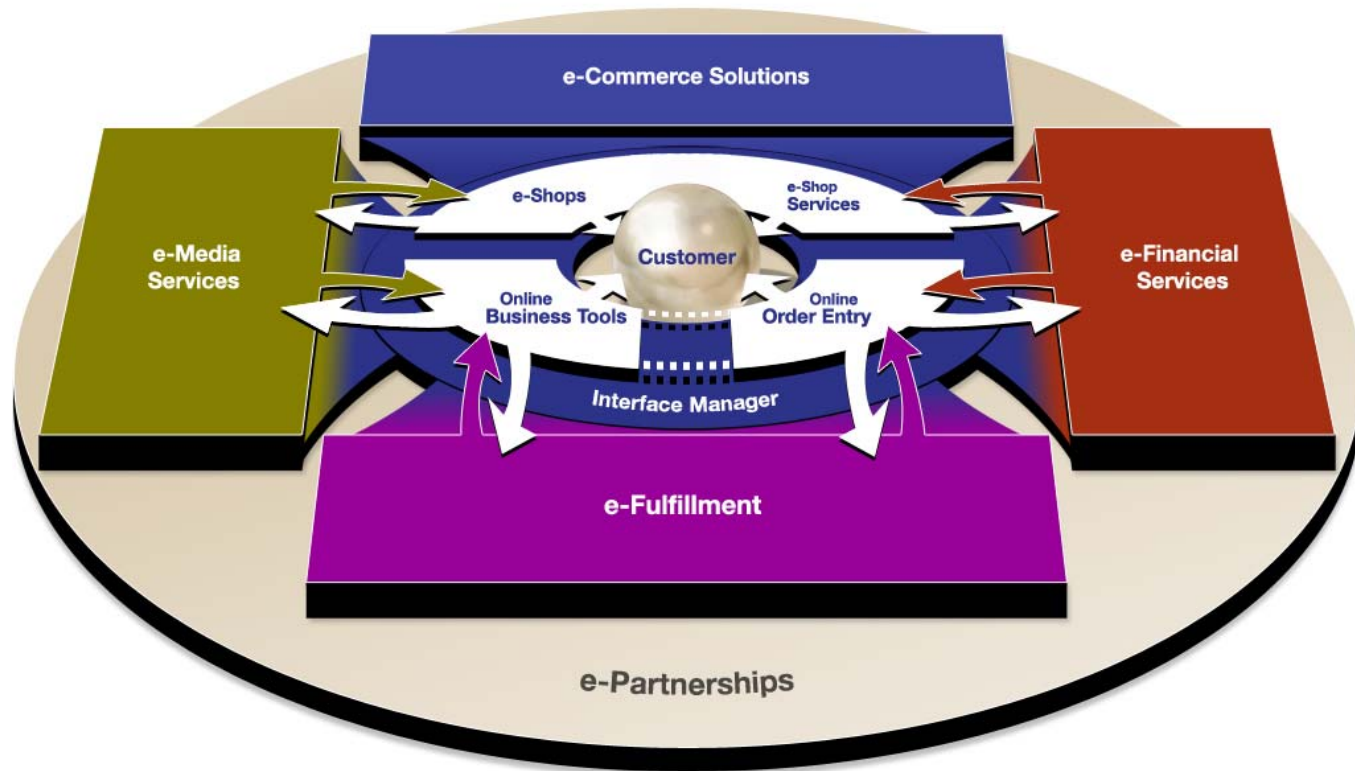


## 2006 and 2007 Transitional Years



- **e-Solutions strategy evolves daily and implementation of new strategy is 'on track'**
  - **DOCdata is making the change from a production oriented company to an innovative internet service company**
  - **Develop Corporate identity**
  - **New services have been and will be set up or acquired**
  - **Prepare platform for substantial growth**
- **Strategy development IAI is focus for 2007**

DOCdata e-Solutions Group  
Total concept but self-sustaining business models



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## DOCdata e-Solutions



- **e-Fulfilment**
  - **Fulfilment, invoicing & value added services**
  - **Storage & inventory management**
  - **Return handling, refurbishment & reconditioning**
  - **Carrier management, tracking & tracing**
  - **Extensive real time & online reporting**
- **e-Commerce Solutions**
  - **Website & web shop building & management**
  - **Web engine & web tools development**
  - **Fraud prevention & detection tools**
  - **Creative services, e-Marketing & concept development**
  - **Data management & analysis**
  - **e-Business management tools**

## II. DOCdata e-Solutions



- **e-Financial Services**
  - e-Payment & disbursement
  - Accounts receivable management & reconciliation
  - Donation handling & contribution services
  - Fraud prevention, detection & debt collection
  - Extensive real time & online reporting
- **e-Media Services**
  - Content carrier services
    - CD/DVD/HD-DVD/Blue Ray
    - Memory cards
    - Other formats
  - e-Application services
  - e-Content distribution & brokering


# DOCdata e-Solutions Group



- **e-Fulfilment**
  - **DOCdata e-Commerce Fulfilment** (*high growth HY2007*)
  - **DOCdata e-Commerce Fulfilment GmbH** (*growth HY2007*)
  - **Braywood Holdings Ltd.** (*rename to DOCdata*)
  - **Pegasus Dienstleistungen GmbH** (*growth HY2007*)
- **e-Commerce Solutions**
  - **DOCdata e-Commerce Solutions B.V.** (*high growth HY2007*)
- **e-Financial Services**
  - **Triple Deal B.V.** (*May 25, 2007: 70%. Rename to DOCdata*)
  - **Braywood Holdings Ltd.** (*Donation e-Payment*)

## Media Group



- **Media Group**  **e-Media Services**
- **Support the successful roll-out of the e-Solutions strategy**
- **With a focus on:**
  - **Maximizing cash flow to invest in e-Solutions**
  - **Refocus management capabilities to e-Solutions**
  - **Cross-selling e-Solutions to existing clients**
  - **Development e-Content Services**
  - **Development e-Application Services**



## Focus 2007; Roll out e-Solutions strategy



- **Realise e-Financial Services offering**
- **Realise total e-Solutions offering in the UK and Germany**
- **Develop Corporate identity**
  - rename Triple Deal into DOCdata e-Financial Services
  - rename Braywood into DOCdata e-Fulfilment
- **Launch “DOCdata 2.0” with a marketing campaign**
- **Autonomous growth through addition of new clients and growth of existing clients**
- **Realise e-Media Services offering**

# Industrial Automation Integrators



- **2007 will be used to re-define the strategy for IAI**
  - **Q1: Industry experts hired who analysed market opportunities**
  - **Q2: Company search based on Q1 analysis**
  - **Q3/Q4: Decisions and target setting**
- **With a focus on**
  - **Synergy with core competences IAI**
  - **Innovative business solutions**
  - **Profitable growth**



## Outlook; 2007 transitional year



**2007 revenue and operating income will depend on:**

- **Revenue stability Media Group**
- **Successful implementation of the new strategy for the e-Solutions Group**
- **The contribution to revenue and results by the 2006 acquisitions and start-ups for 12 months in 2007**
- **The delivery of new orders for IAI**
- **Extra costs for the development and implementation of the strategy**



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Any questions?

