

DOCDATA N.V.

Press & Analyst presentation
19 February 2009

Full-year 2008 results



Vision 2010: Gear to Growth

- ↘ Revenue increases with 12% to € 78.6 million
 - ↘ Revenue Docdata commerce, payments & fulfilment > 30%
 - ↘ Revenue IAI industrial systems > 30%
- ↘ Operating profit (EBIT) increases 45% to € 5.4 million
- ↘ Proposal to increase dividend to € 0.30 per share
- ↘ Industrial Automation Integrators (IAI) changes name into IAI industrial systems and presents new logo



DOCDATA N.V.

listed NYSE Euronext



internet service company
www.docdata.com



iai industrial systems

www.iai.nl



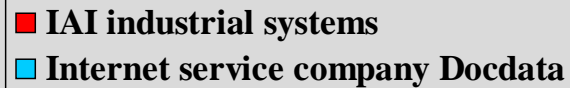
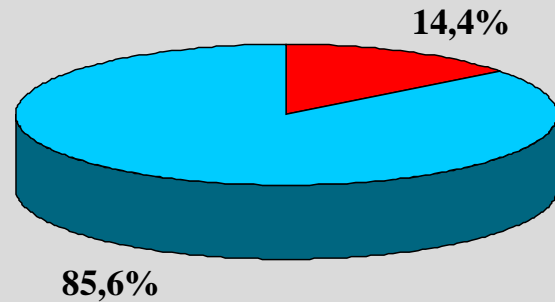
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Full-year 2008 results (CFO)

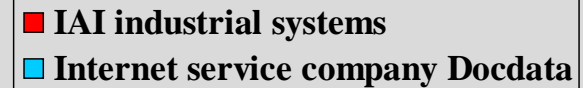
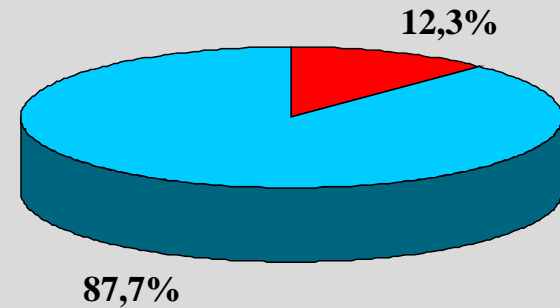


Revenue segmentation

By line of business 2008

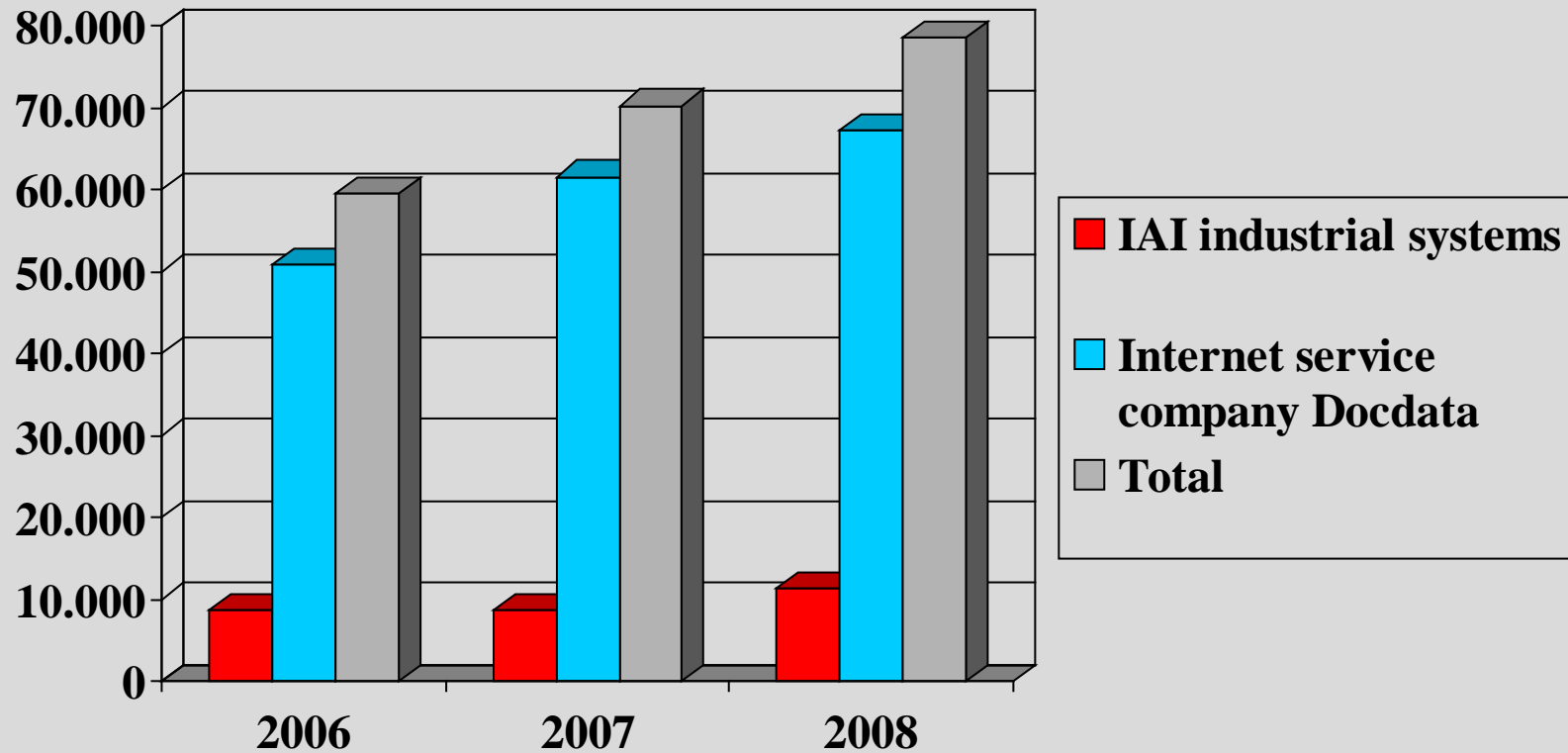


By line of business 2007



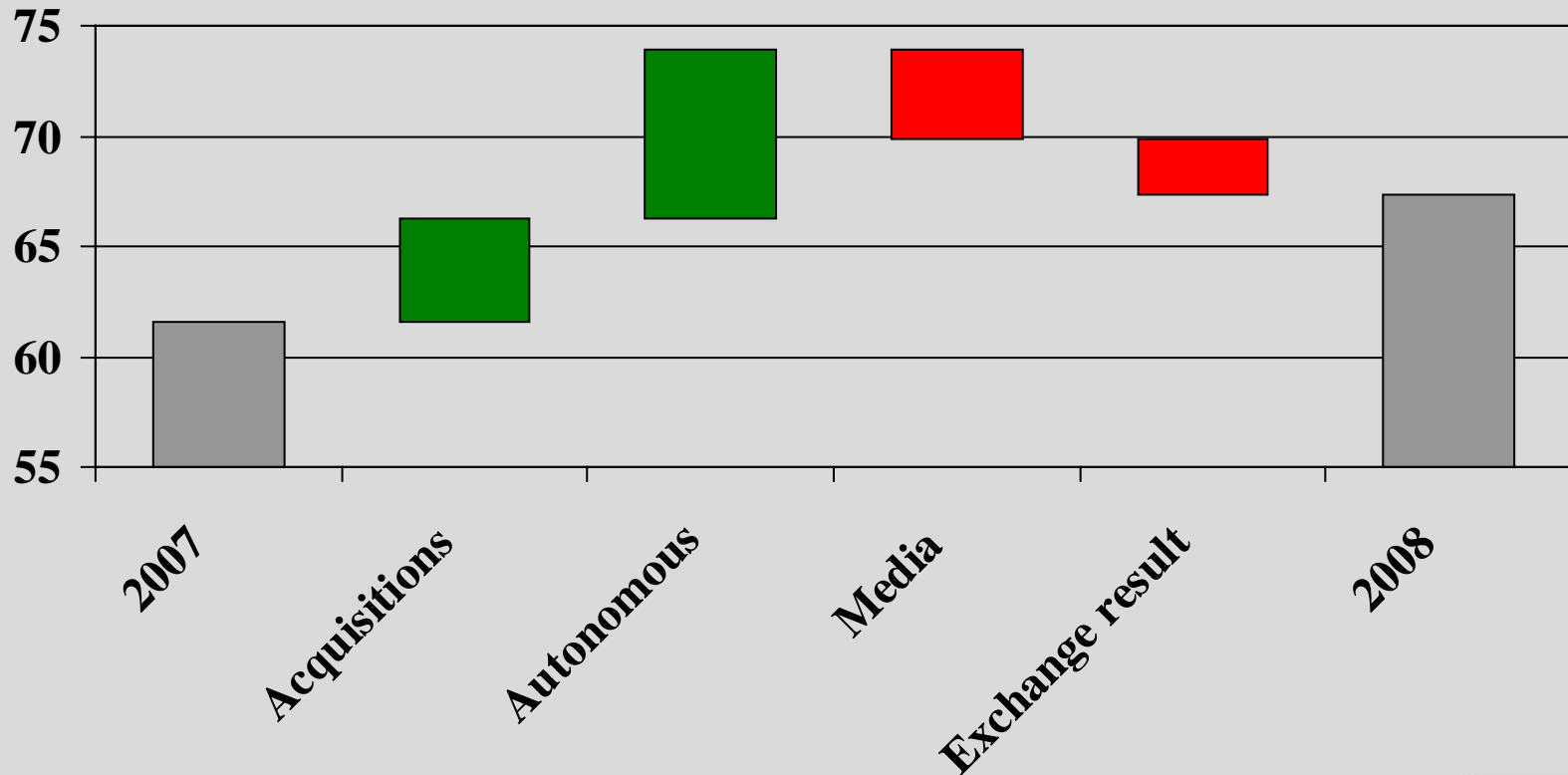
Revenue

Euro x 1.000



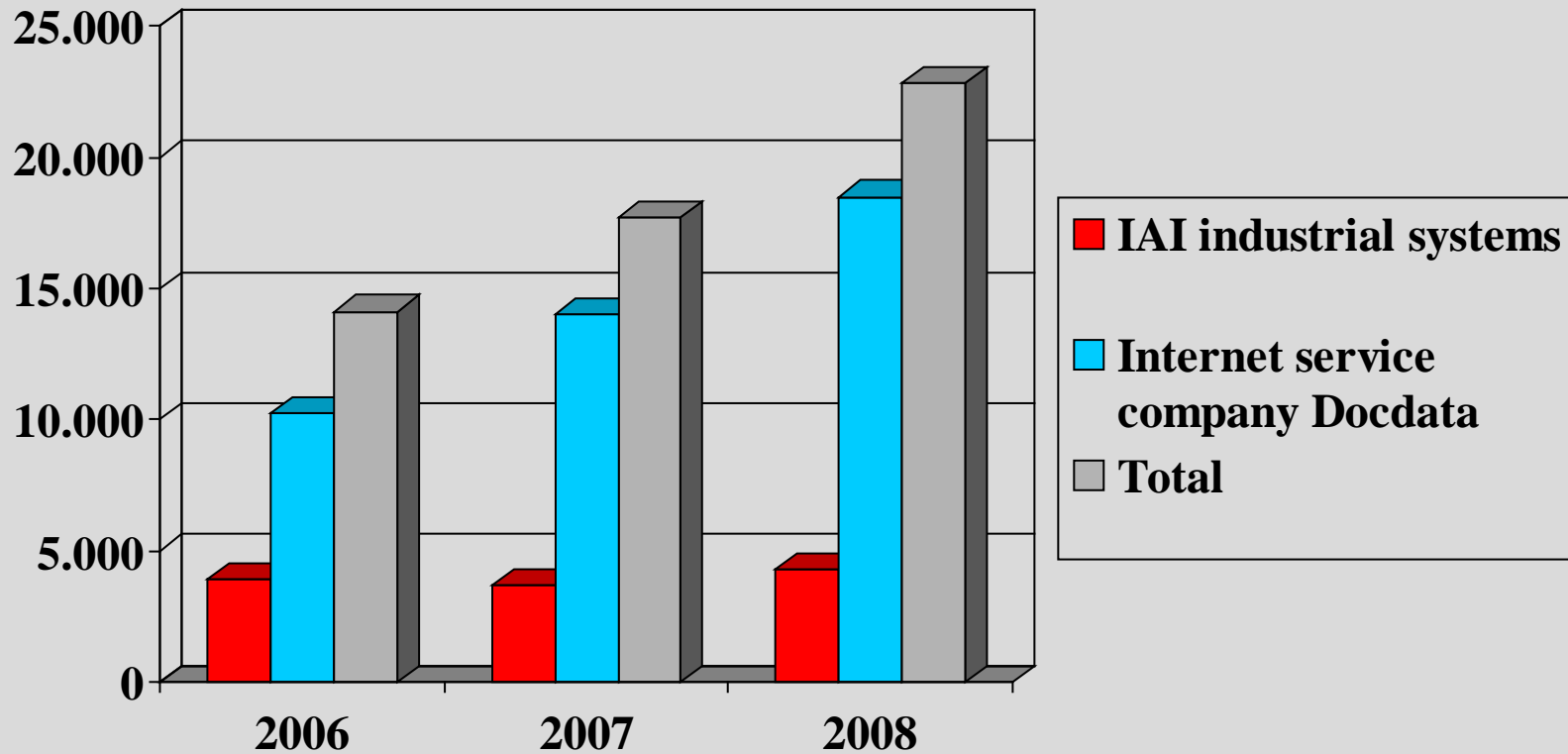
Revenue development

Euro x 1.000

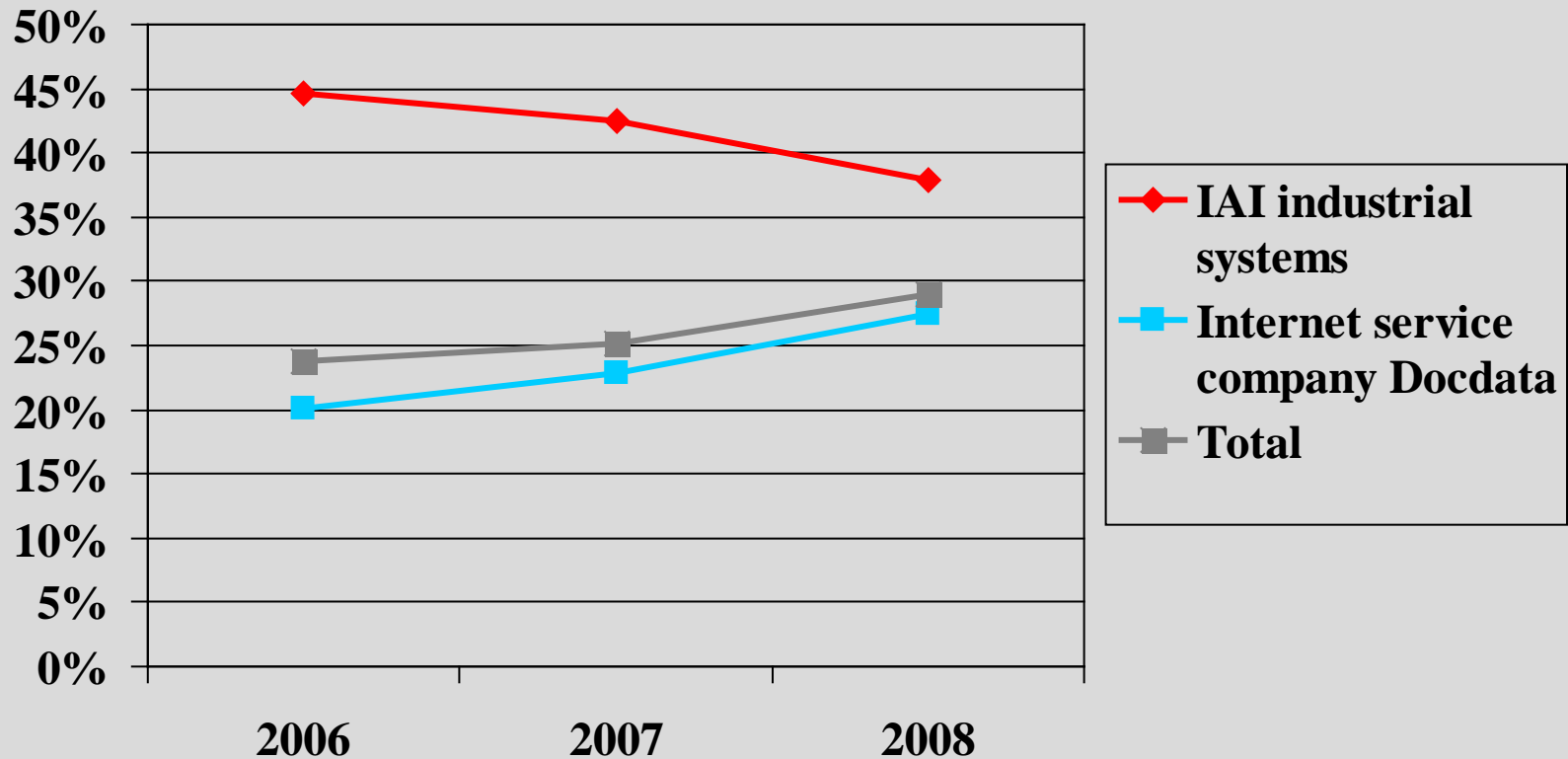


Gross profit

Euro x 1.000

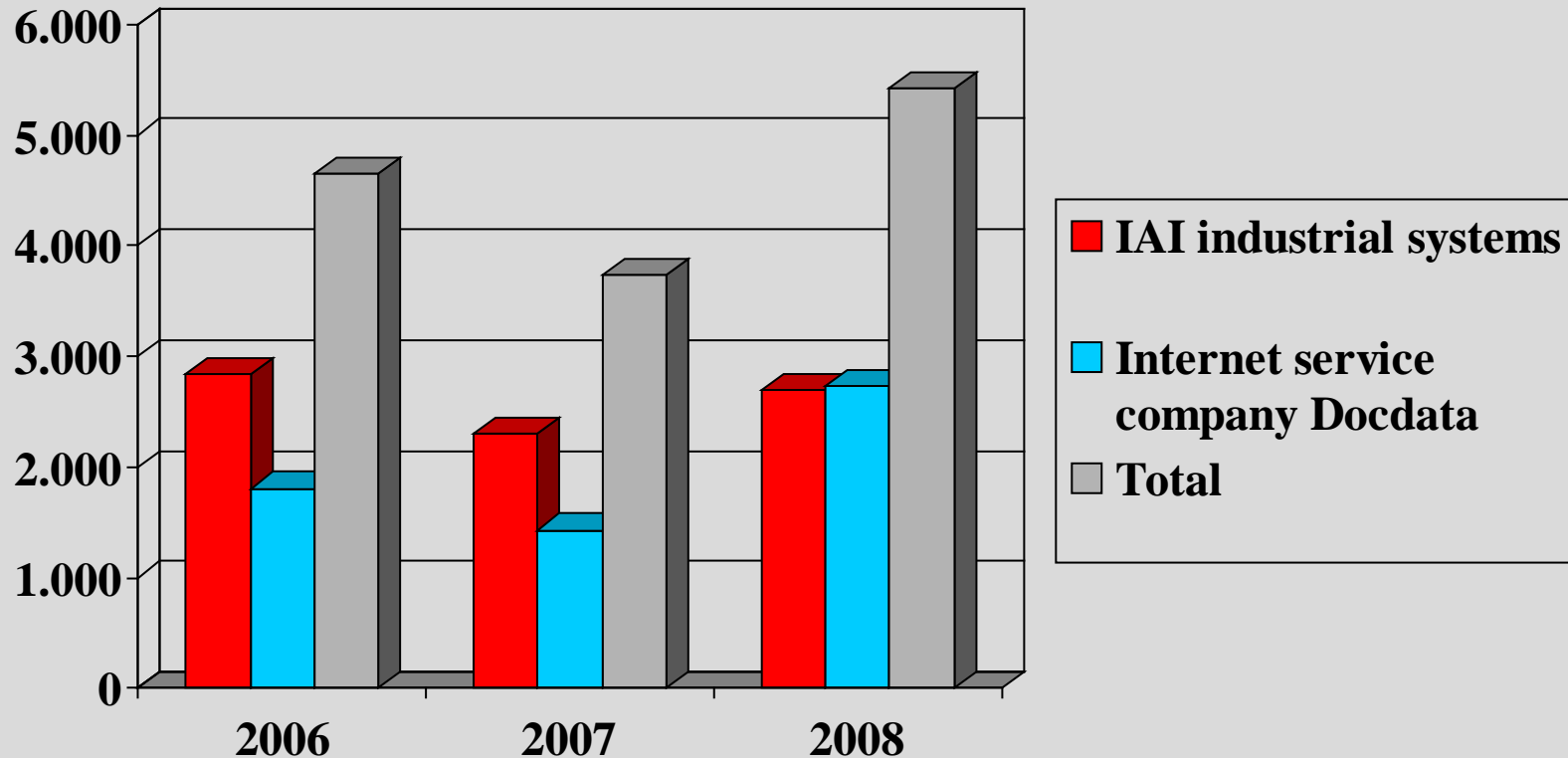


Gross profit margin



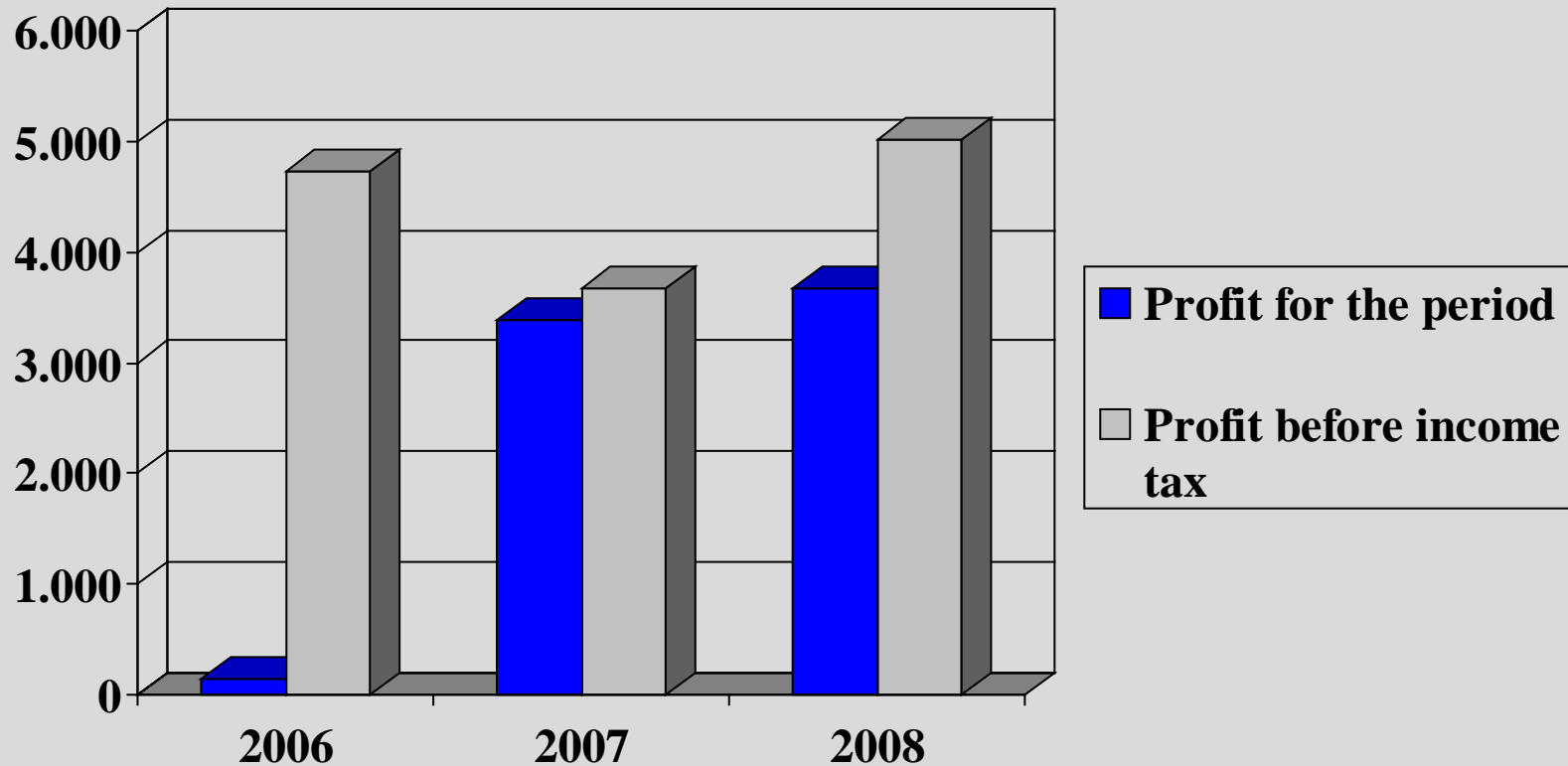
Operating profit before financing result (EBIT)

Euro x 1.000



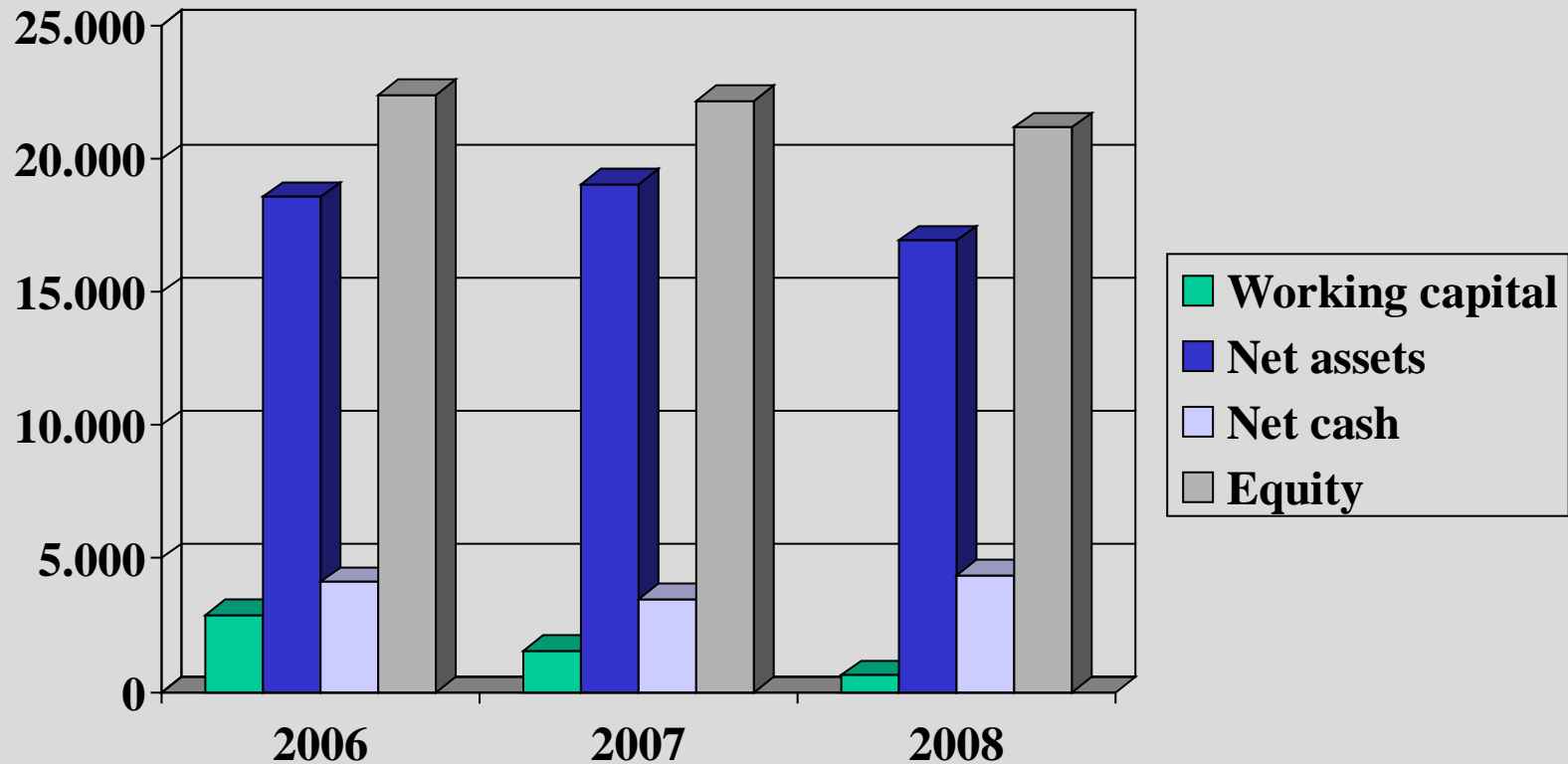
Profit for the period

Euro x 1.000



Balance sheet

Euro x 1.000



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Strategy (CEO)



What did we promise

- ↘ Anchor acquisitions in Docdata organisation and optimise synergies within the Internet service company Docdata
- ↘ Focus on autonomous profitable growth for the Internet service company Docdata
- ↘ Develop total concept
- ↘ Enabling success



Internet service company Docdata

↘ **Enabling success**

- ↘ *We are the Internet service company*
- ↘ *We deliver customer-focused and integrated solutions*
- ↘ *We process unique transactions*

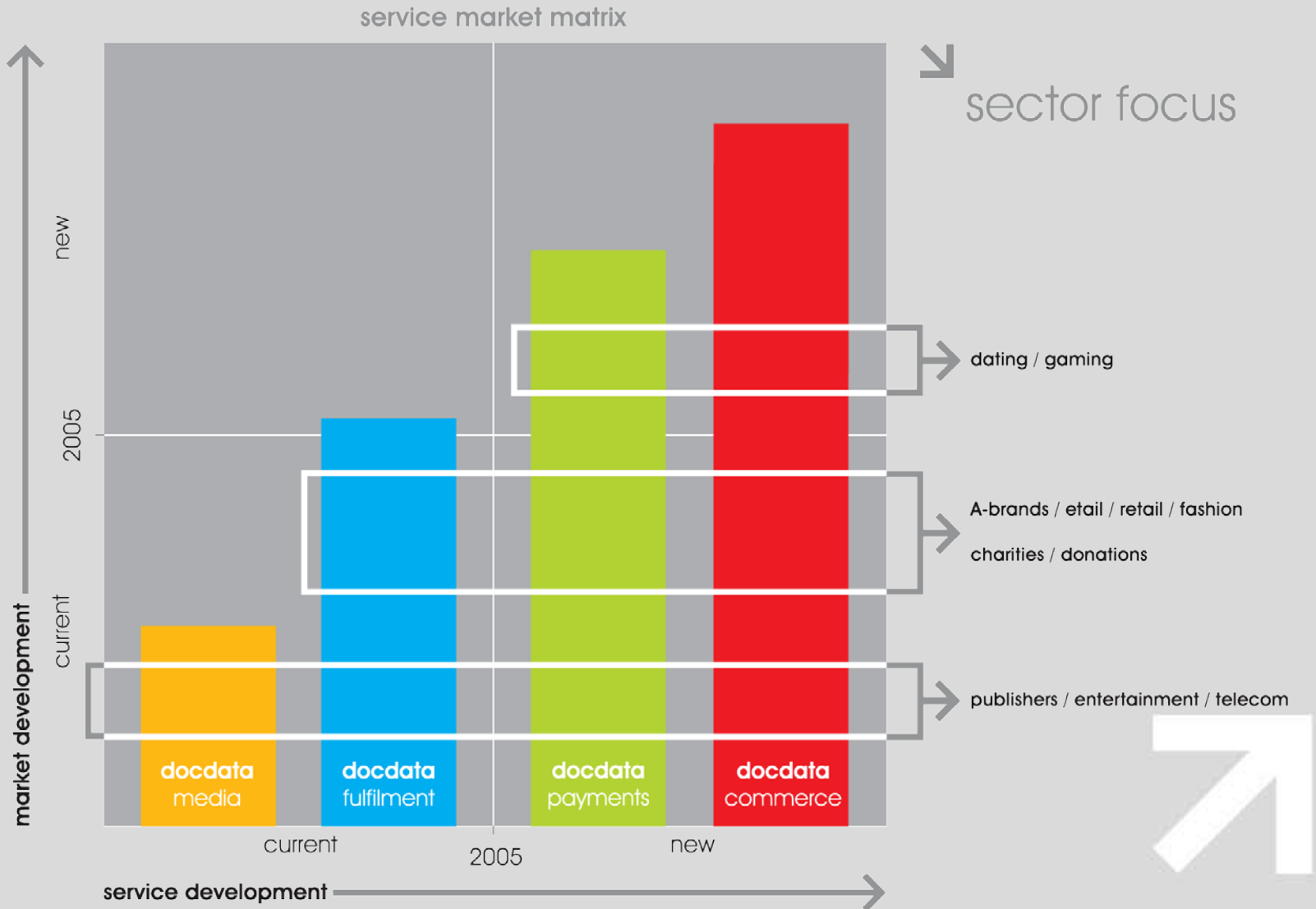


Docdata 2008

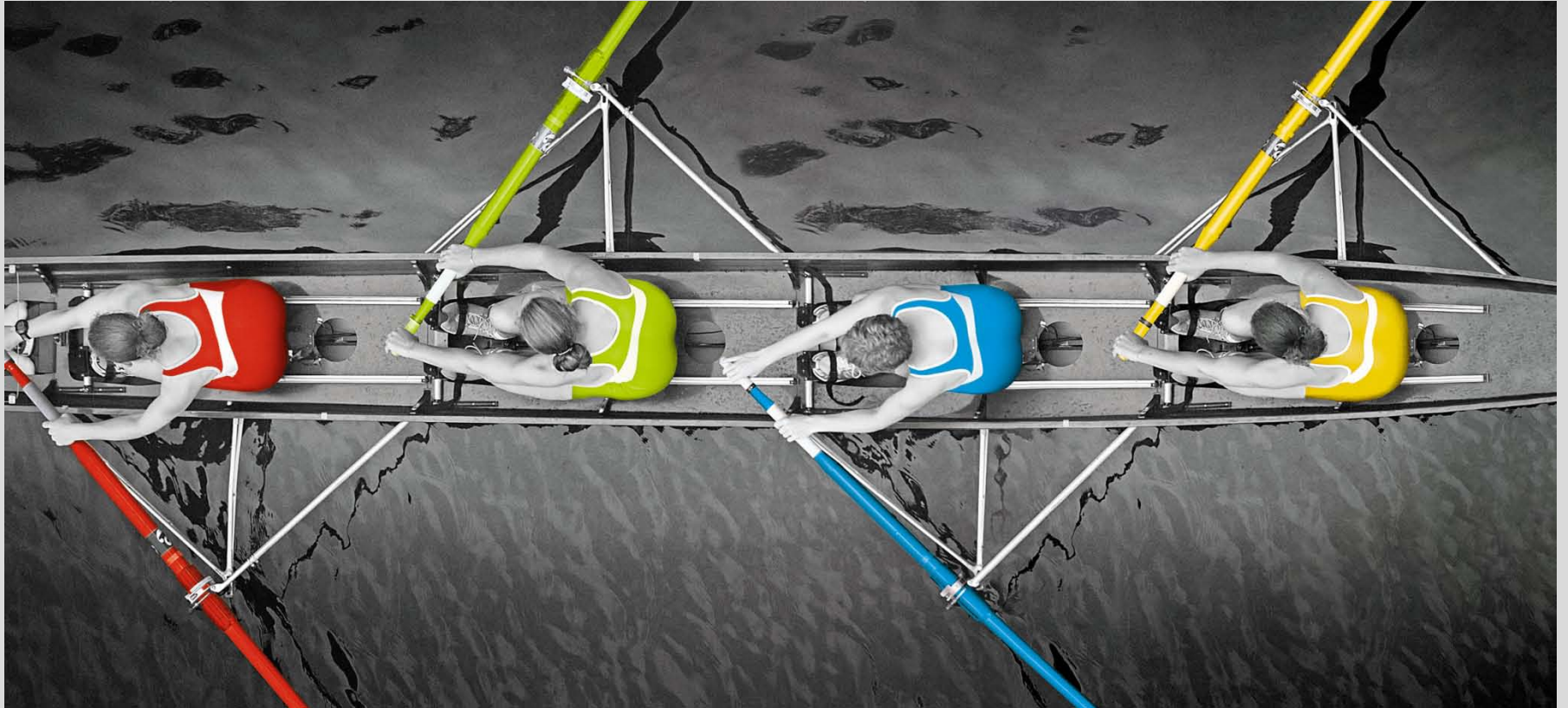
- ↘ Increase # transactions (highlight > 2 million unique transactions in 1 month)
 - ↘ Growth existing clients
 - ↘ Addition of new clients
- ↘ High investment in people, IT systems and hardware
- ↘ On route to operational excellence
- ↘ All (new) companies renamed under the Docdata brand



Service market matrix



Total concept



IAI industrial systems



- **What did we promise:**
 - Building competence into the solar cell and module market
 - Developing (ink) jetting technology for the security printing market
 - Delivery of systems in the security printing market in order to secure the profitability
 - Develop new Corporate Identity

IAI industrial systems



- **Forward thinking:**
 - *We offer high quality production systems and a reliable organisation*
 - *We offer flexible, fast, reliable and accurate technological solutions*
 - *We offer the most innovative laser and optical technology*



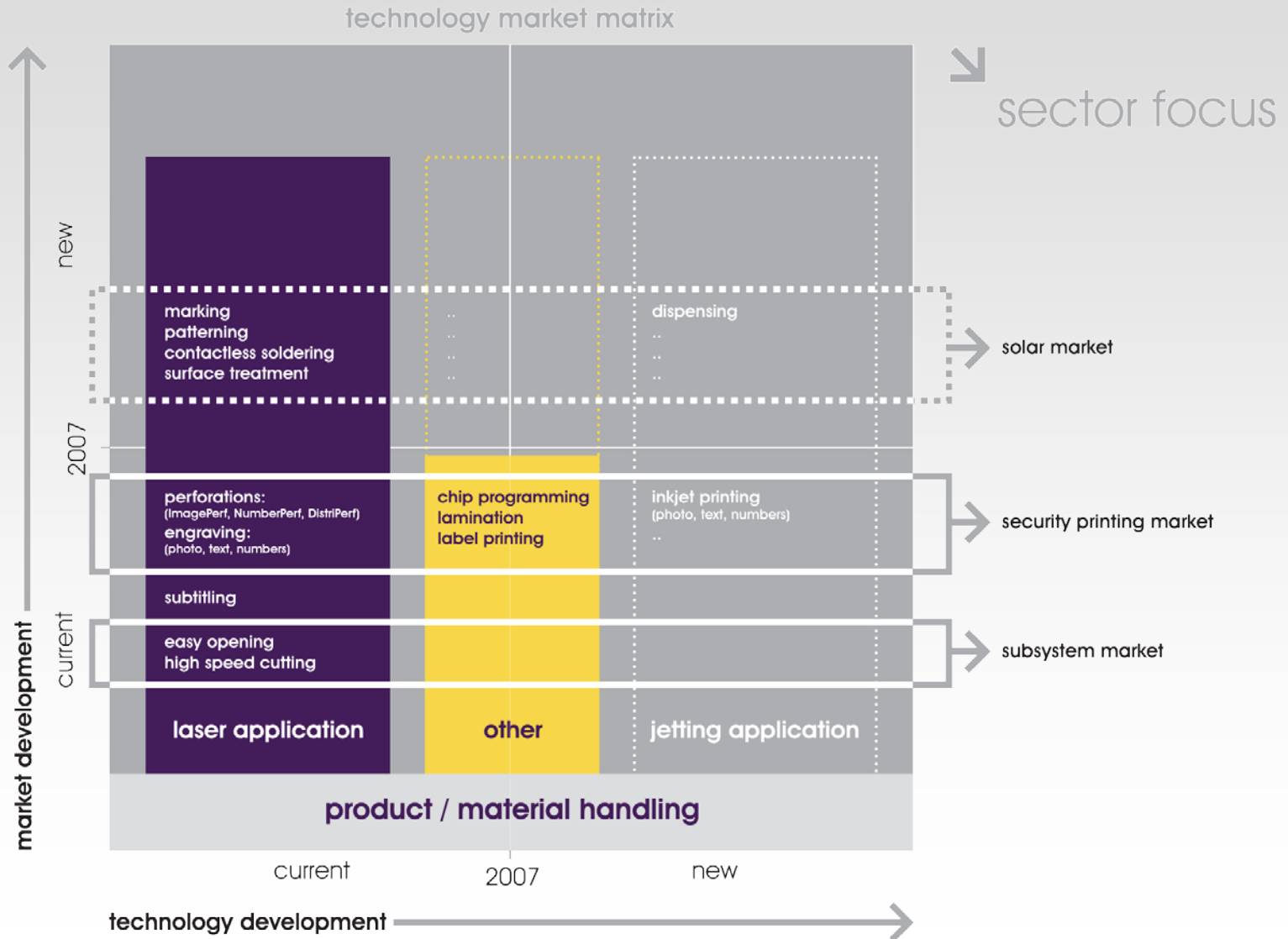
iai industrial systems

IAI industrial systems 2008

- Development of 3 new systems for security market
 - BMOOne for paper passport including inkjet printing
 - WebMaster Flex and SheetMaster Flex
- Realisation of orders
 - Algeria, South Africa, India, European country
- Delivery of high-end systems
 - BMOOne Ukraine
 - MicroPerf® Switzerland
 - WebMaster and SheetMaster Flex for South Africa



Technology market matrix



↳ Focus 2009:

↳ Operational Excellence

↳ Autonomous growth Internet service company Docdata

↳ Focus on growth # unique transactions

↳ Economic reality will dampen growth

↳ Service development in UK and Germany

↳ Docdata media will decline further

↳ Autonomous growth IAI industrial systems

↳ Successful delivery of orders

↳ Realise new orders



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Any questions ?

