



# DOCdata N.V.

Press & Analyst presentation  
16 February 2006

Full-year 2005 results

# Overview DOCdata



**Supply Chain Management  
Services for publishers of:**

- Audio
- Software
- Multimedia
- Film

**Media Group**

**DOCdata Media Services**

**Order fulfillment services to:**

- E-commerce companies
- Retail Chains
- Hard- en software companies
- Film companies

**E-commerce Fulfillment**

**DOCdata N.V.**

**Optical and laser equipment for:**

- Document security
- Packaging
- Motion Picture Subtitling

**Industrial  
Automation  
Integrators**



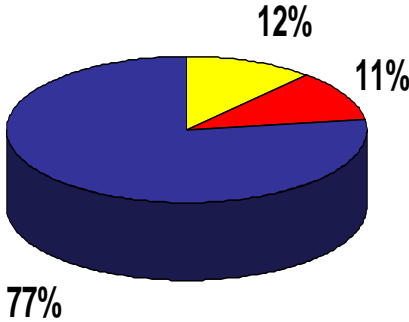
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Full-year 2005 results  
(Finance Director)

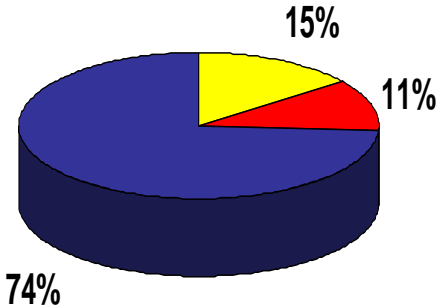
# Revenue Segmentation Full-year



By segment 2004



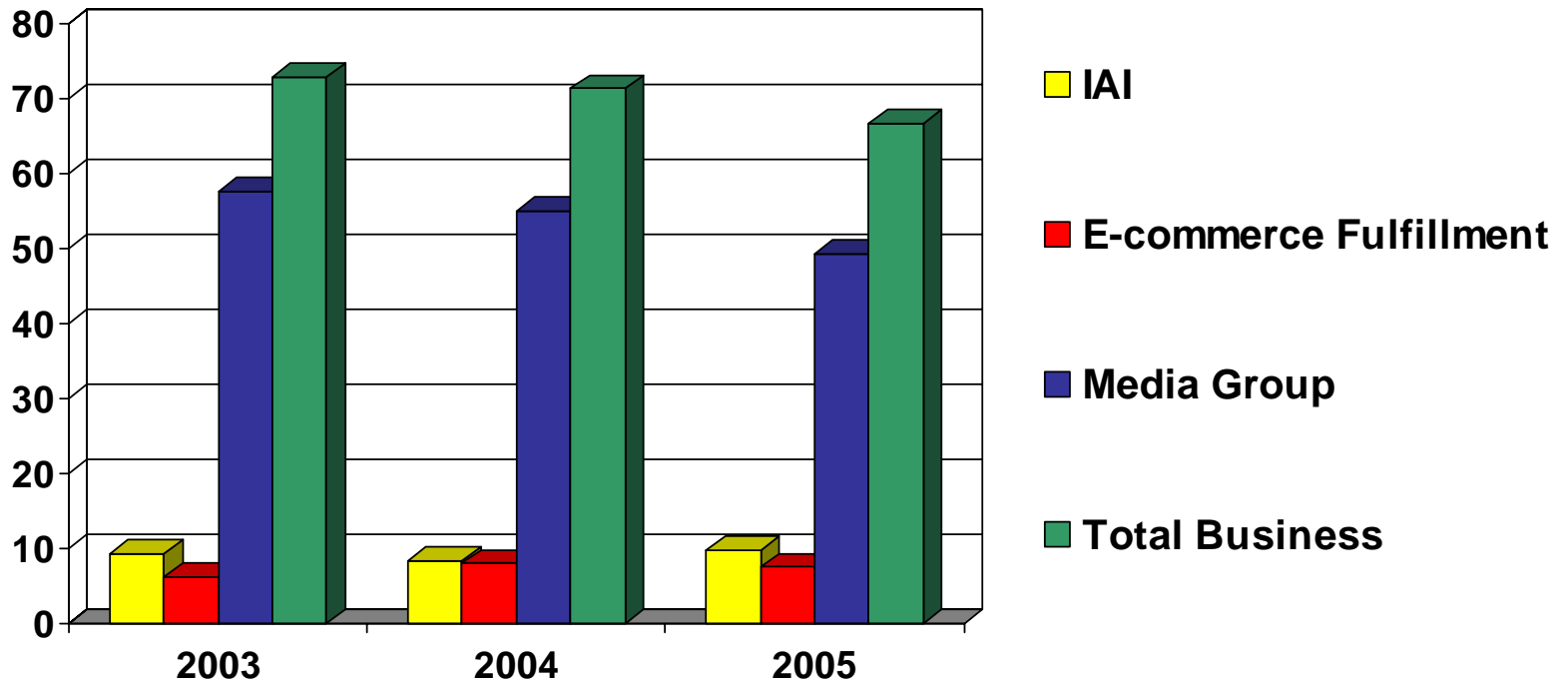
By segment 2005



# Net sales / Revenue Full-year



x €1 million

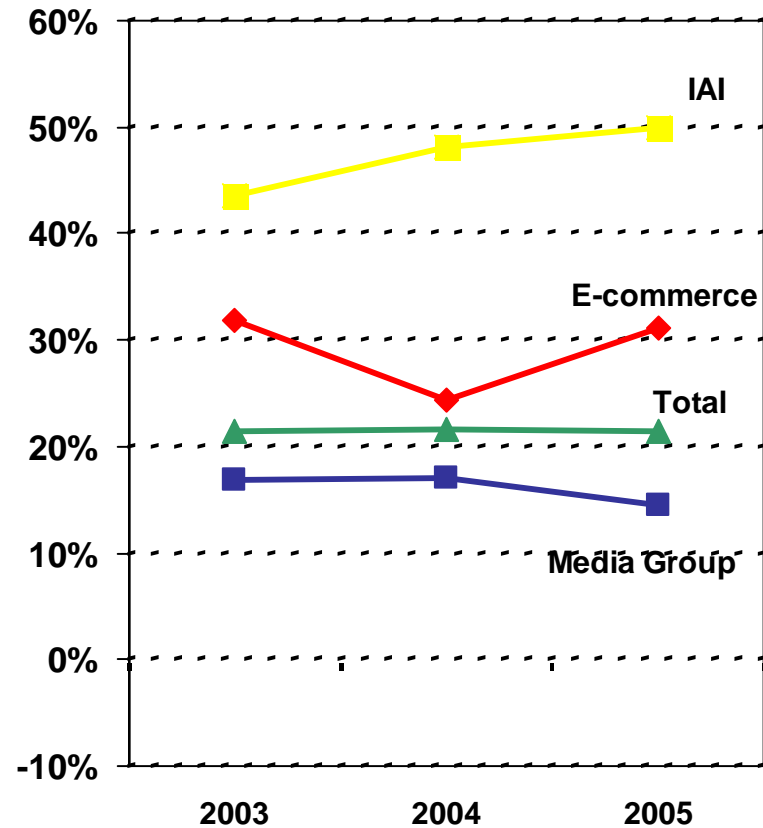
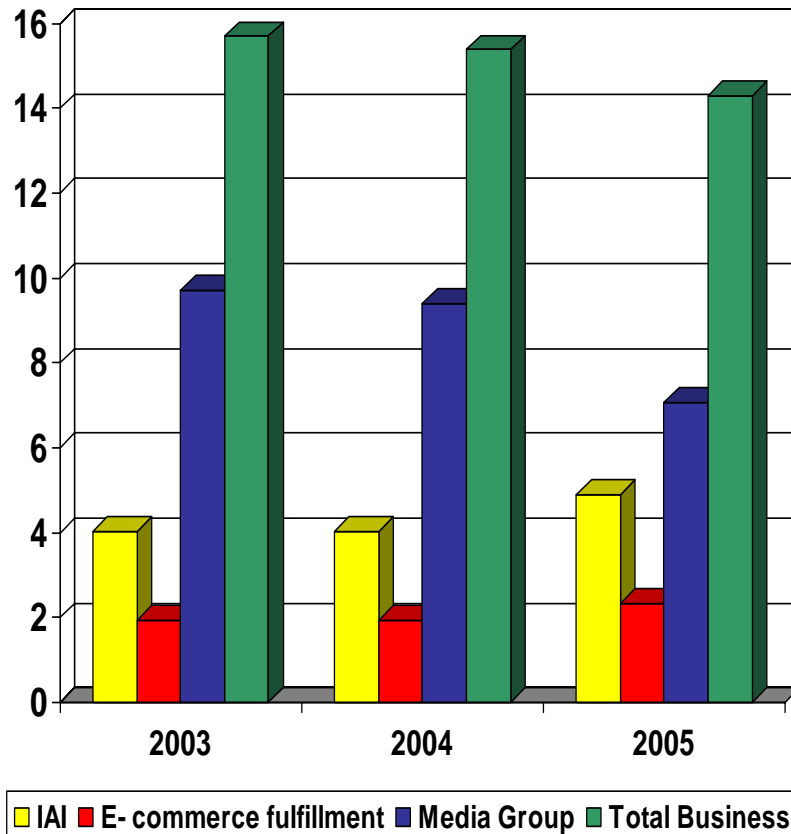


2004 and 2005 based on IFRS

# Gross Profit & Gross Profit Margin Full-year



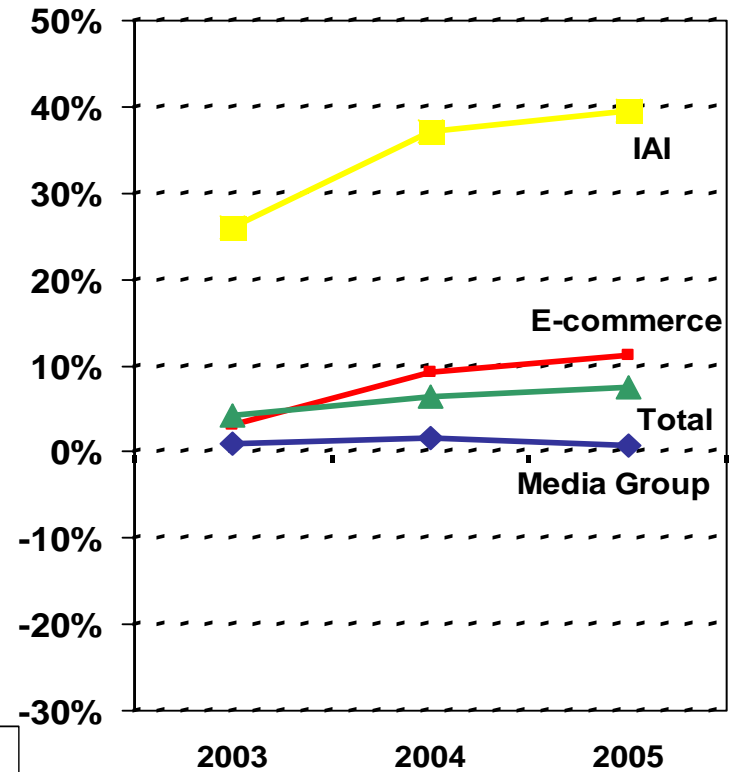
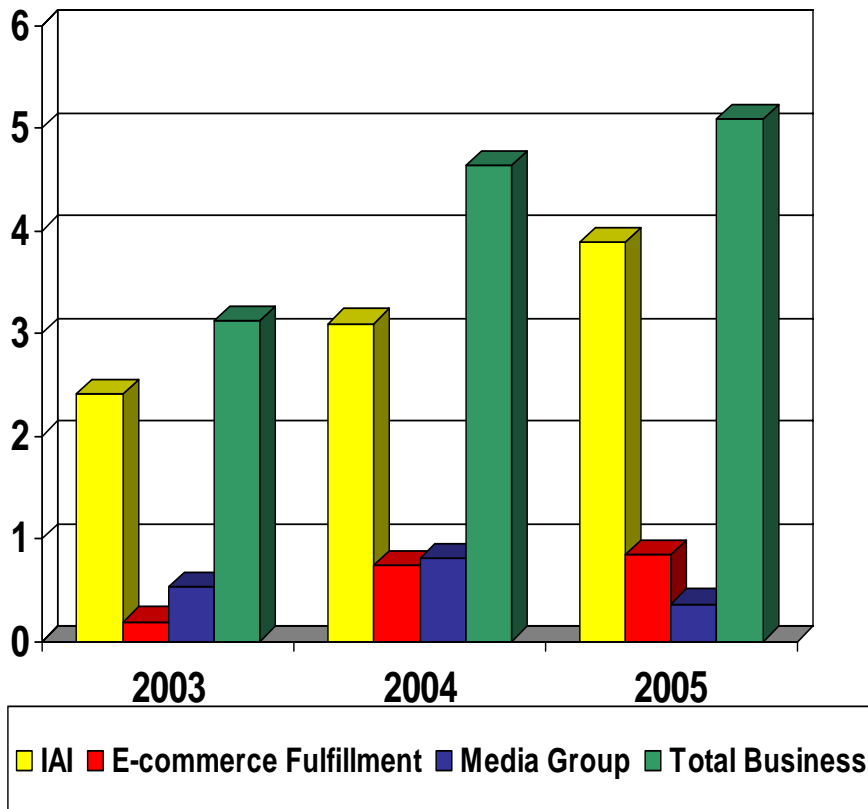
x €1 million





## Operating Income & Operating Margin (before amortisation) Full-year

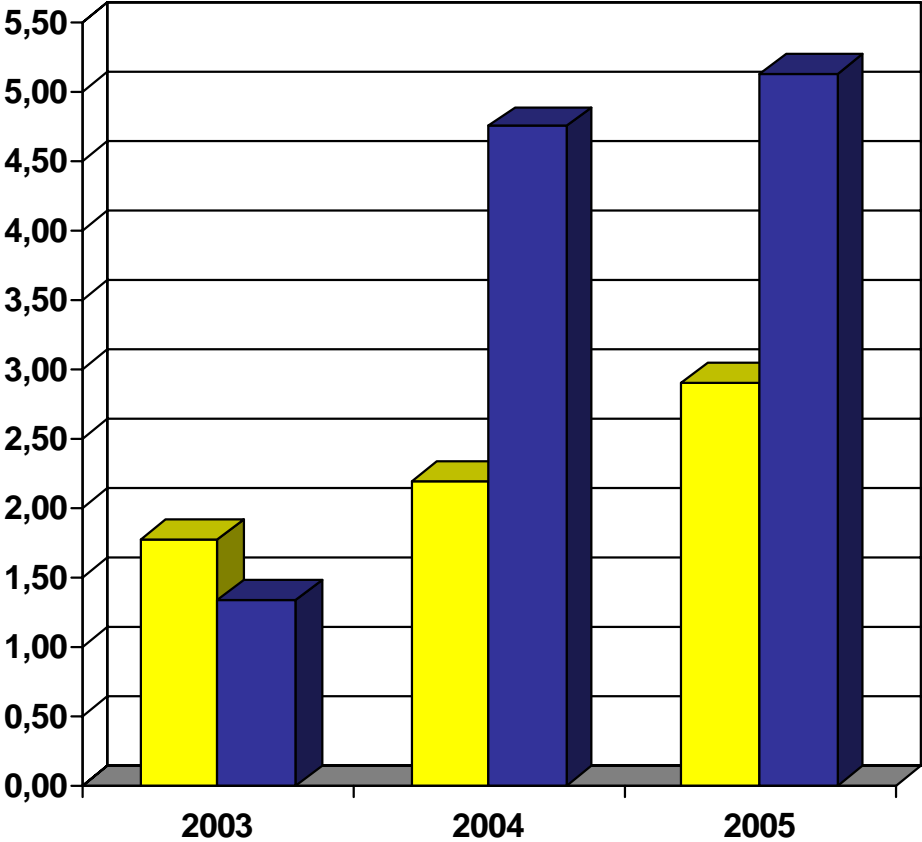
x €1 million



2004 and 2005 based on IFRS

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

x €1 million



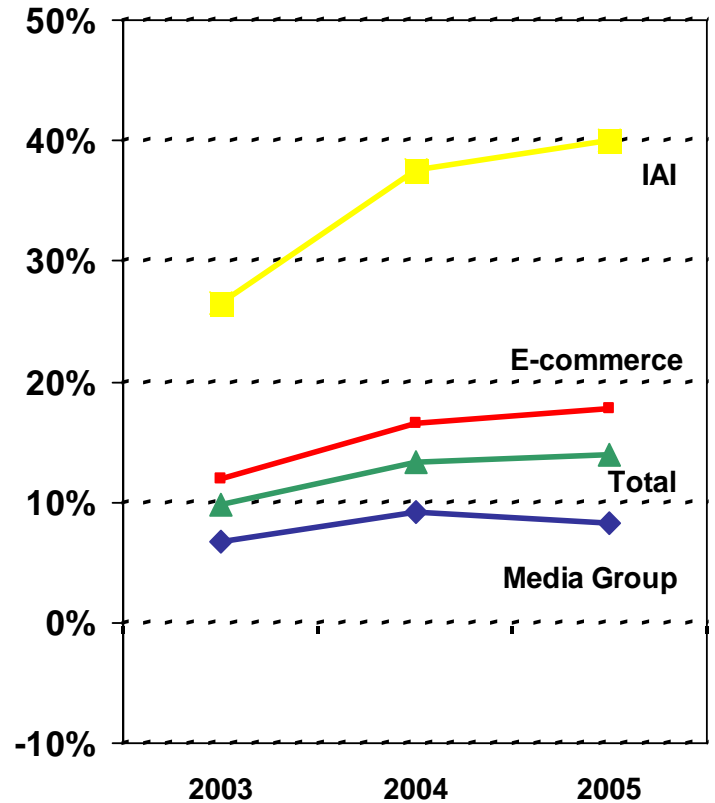
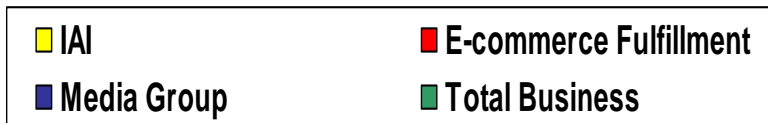
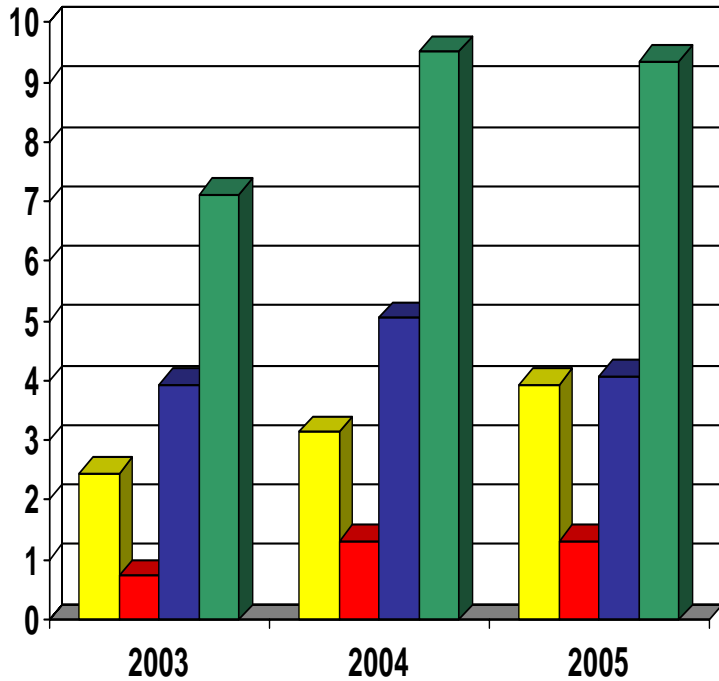
■ Profit for the period  
■ Profit before tax



# EBITDA & EBITDA Margin Full-year



x €1 million

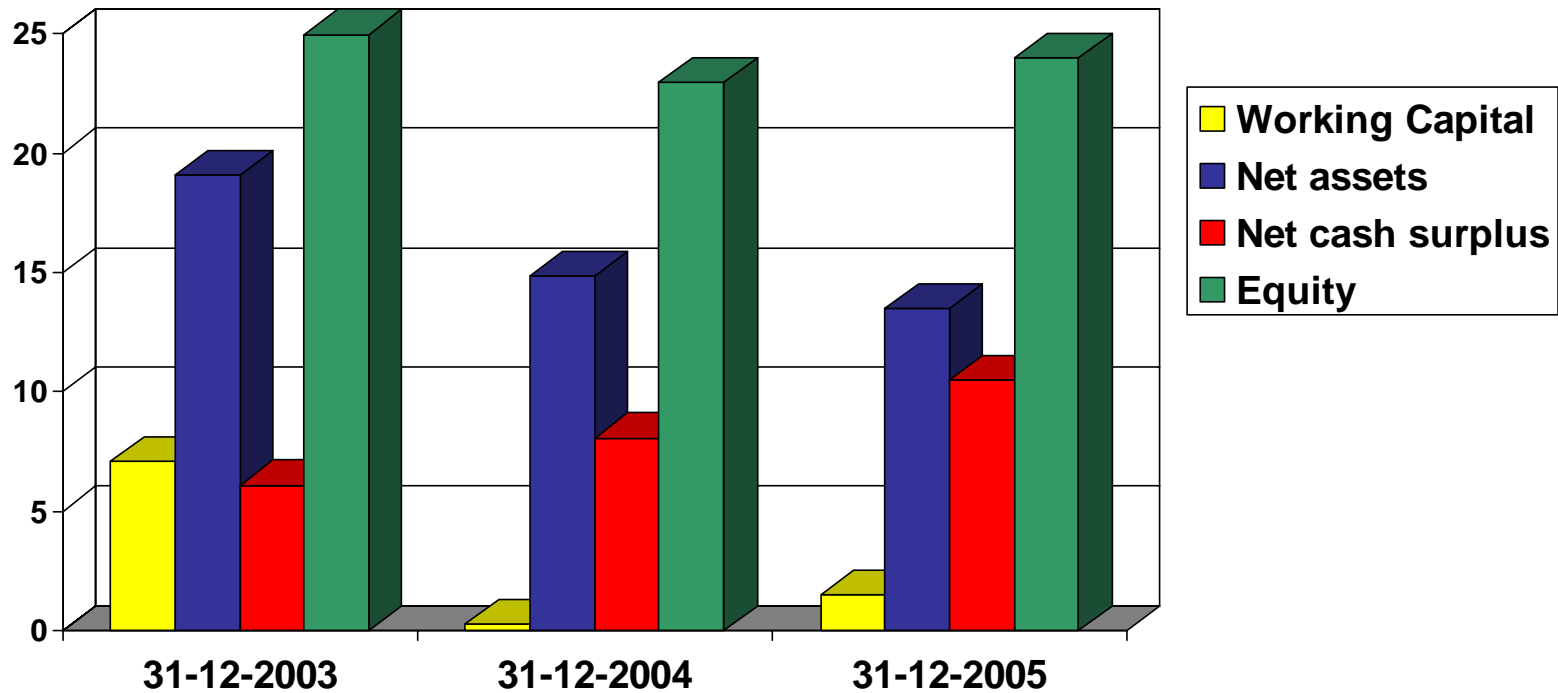


2004 and 2005 based on IFRS

## Balance Sheet



x €1 million



2004 and 2005 based on IFRS



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Comments  
(CEO)

## CEO comments: high and low lights



### High lights

- Good development Industrial Automation Integrators
- Positive development E-commerce Fulfillment
- Sound financial position for growth
- Dividend payment proposal of € 0.40 per share in May 2006



### Low lights

- Delay of passport-personalisation-systems for Ukraine
- Margin & price pressure remains in Media Group market
- Turnaround DOCdata France not realised yet

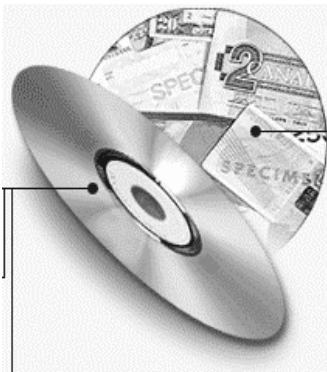


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Strategy  
(CEO)

# DOCdata

*Vision 2010*  
*"Gear to Growth"*



Vision 2010: "Gear to Growth"  
The innovative service company



- The e-Commerce Service Company
- The Laser Application Company
- With a focus on
  - Customer Intimacy
  - Innovative solutions
  - Profitable Growth

## 2006-2007 Transitional years



- DOCdata will make the change from a production company to an innovative service company
- New services need to be set up or acquired
- Results 2006 further depend on:
  - Successful delivery of systems
  - Successful turnaround DOCdata France
  - Lower raw material prices

## Market development CD & DVD replication

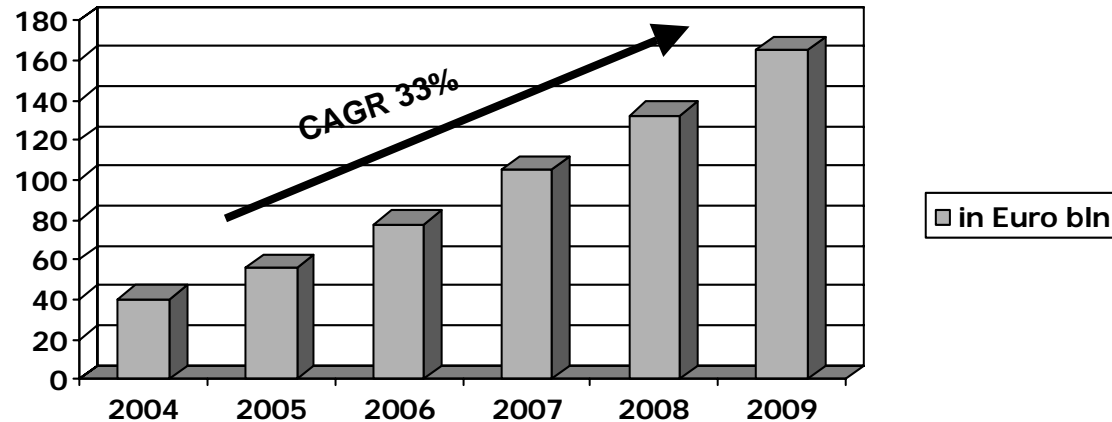


- CD market declining
- DVD growth not enough to compensate
- Consumers shifting to other products & devices (MP-3, mobile, downloads, on-demand, etc.)
- Digital channel developing strongly ('legal' gaining on 'illegal')
- Future of Blu-ray / HD-DVD not yet clear

# Market development e-Commerce



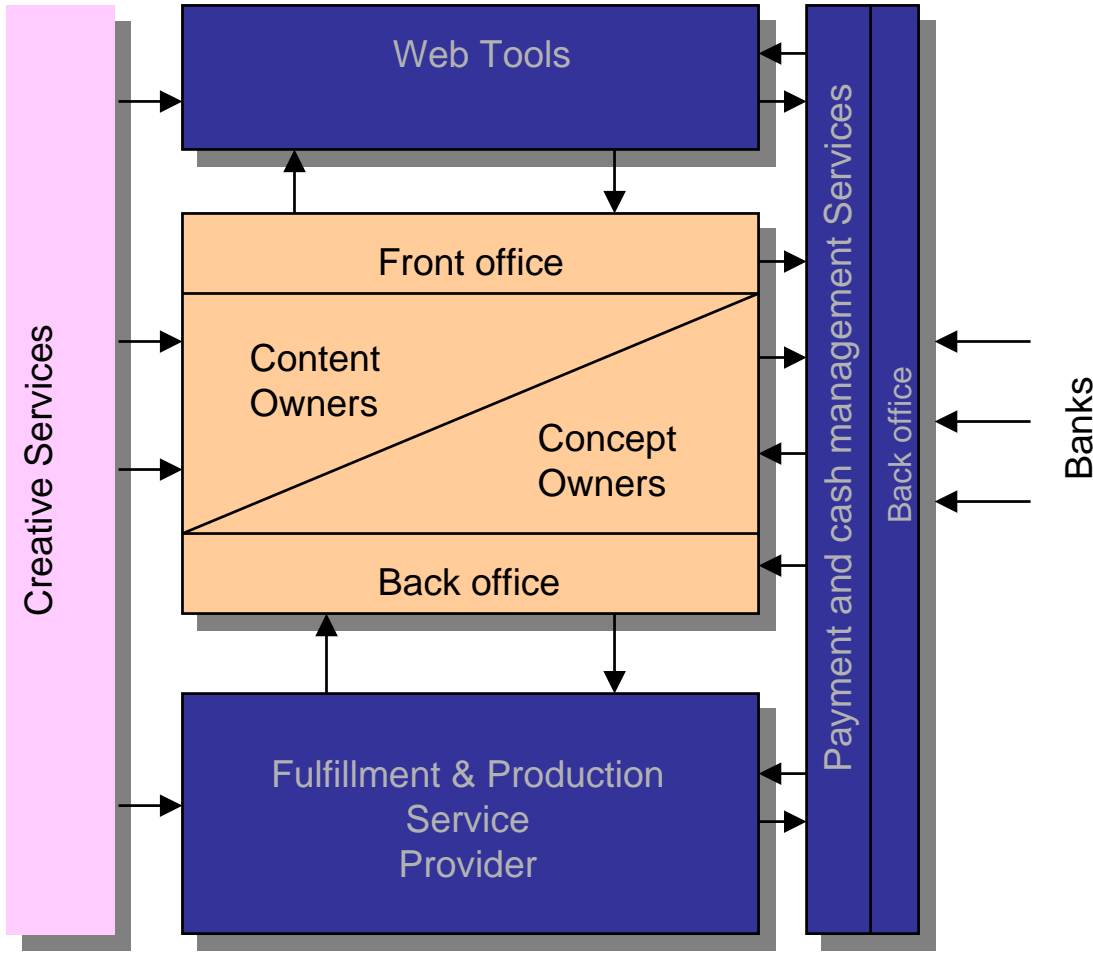
Development of e-commerce in Europe



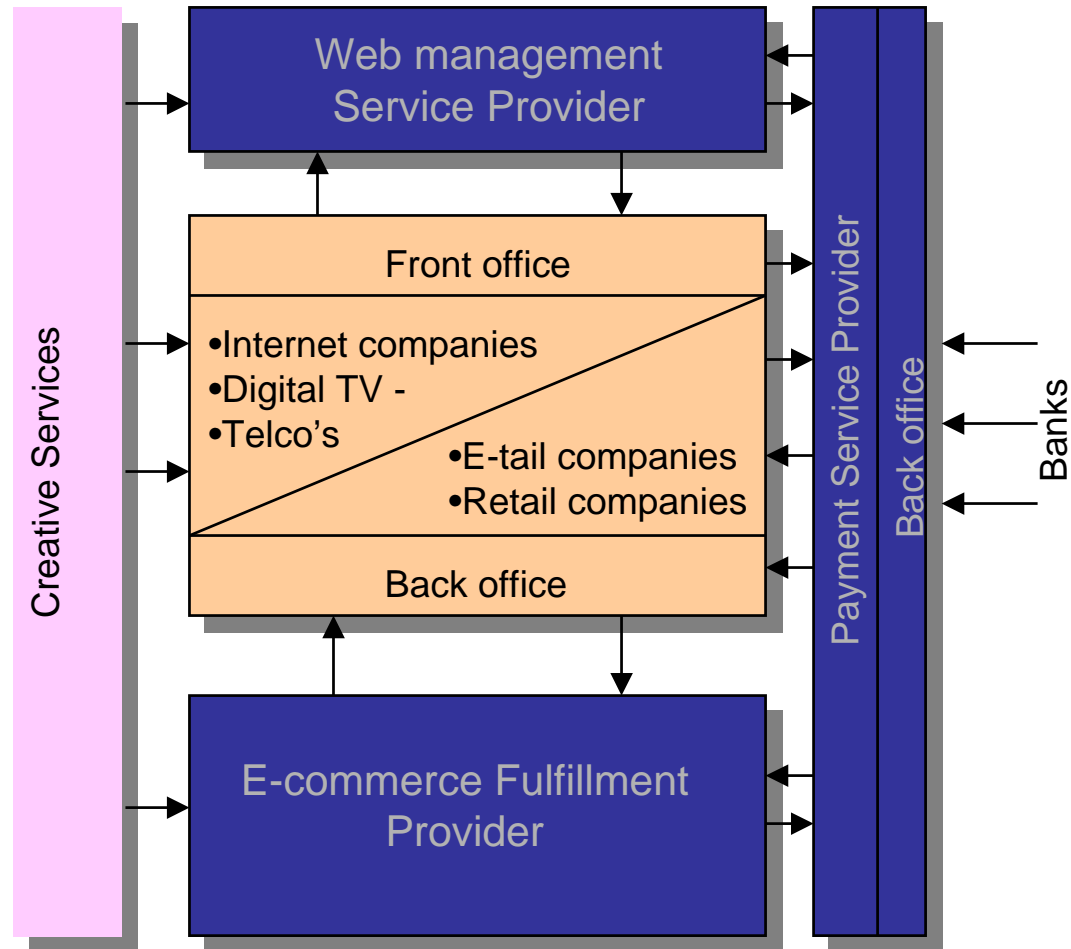
## Key trends

- Internet as key distribution channel
- Exponential growth of number of buyers-on-line/broadband
- Internationalization/Globalization of business
- Technology enabling new services (such as downloads and games)
- Improved business operations and dis-intermediation

# DOCdata 2006 BtoB platform: The full Commerce Service Company



# DOCdata 2006 BtoC platform: The e-Commerce Service Company

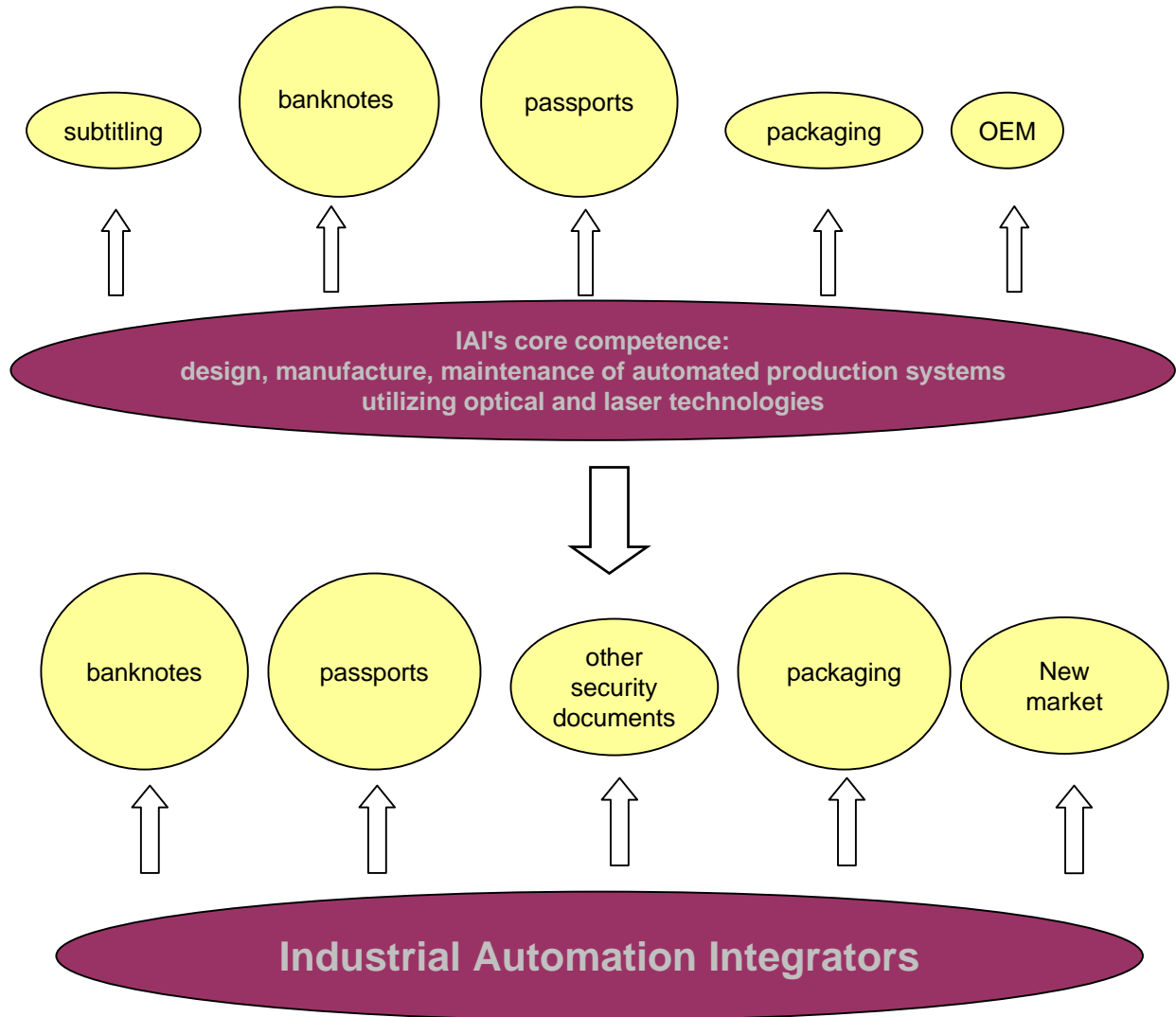


# The e-Commerce Service Company



- PSP: Payment Service Provider
  - Provides multiple payment solutions
  - Predominantly for internet shops
  - Clearing with banks
- FSP: Fulfillment Service Provider
  - Provides fine-meshed fulfillment solutions
  - Provides warehousing
- WSP: Web Service Provider
  - Provides Management of website
  - Provides E-marketing tools
  - Hosting etc

# The Laser Application Company





# Vision 2010: "Gear to Growth"

## The innovative service company



- Questions



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