



DOCdata N.V.

Analyst presentation
21 July 2005

Half-year 2005 results

Overview DOCdata



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

- Audio
- Software
- Multimedia
- Film

Order fulfillment 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 Fulfillment

**Industrial
Automation
Integrators**

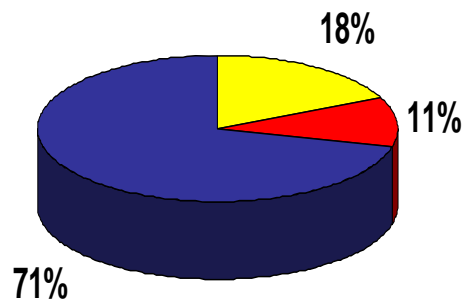
DOCdata Media Services

DOCdata N.V.

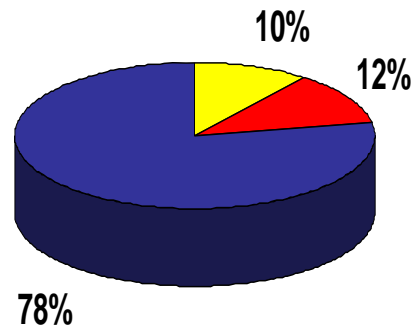
Revenue Segmentation Half-year



By segment 2004



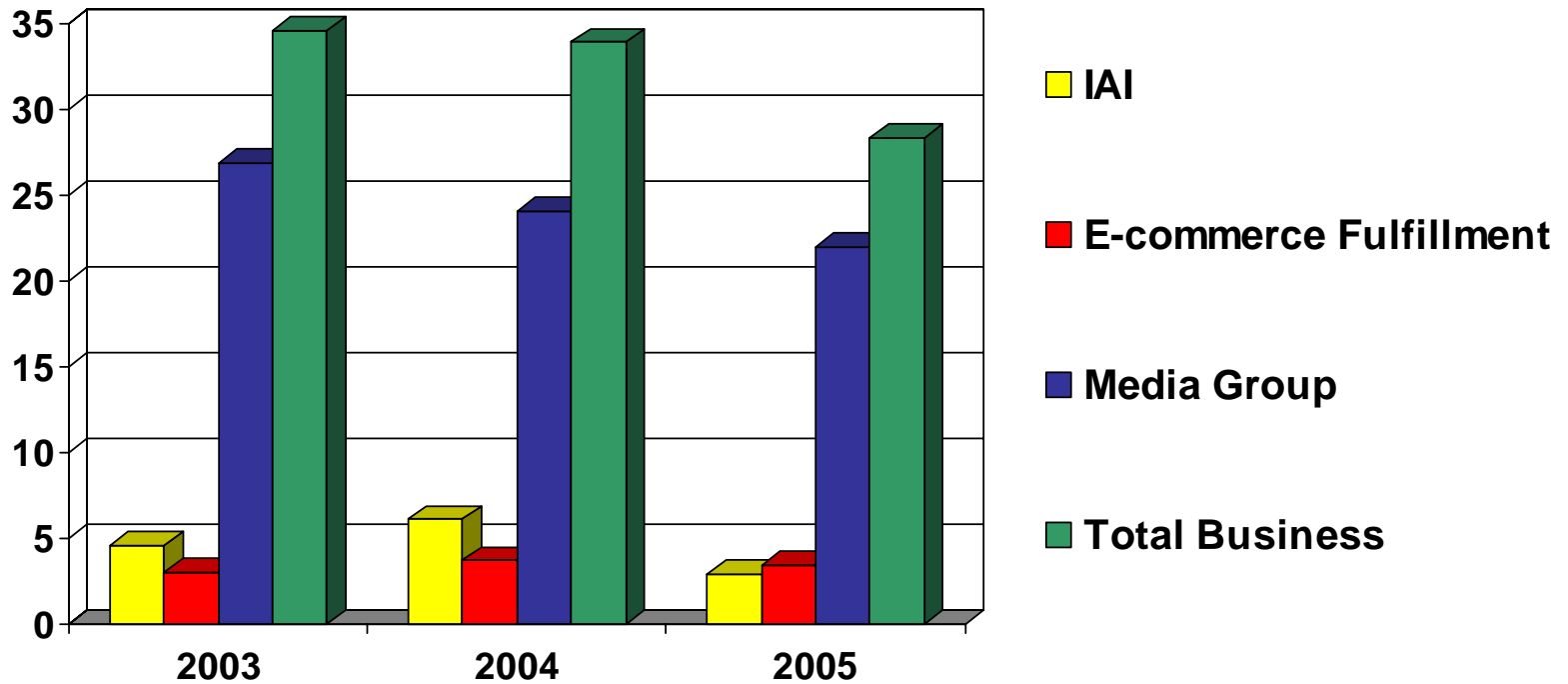
By segment 2005



Net sales / Revenue Half-year



x €1 million

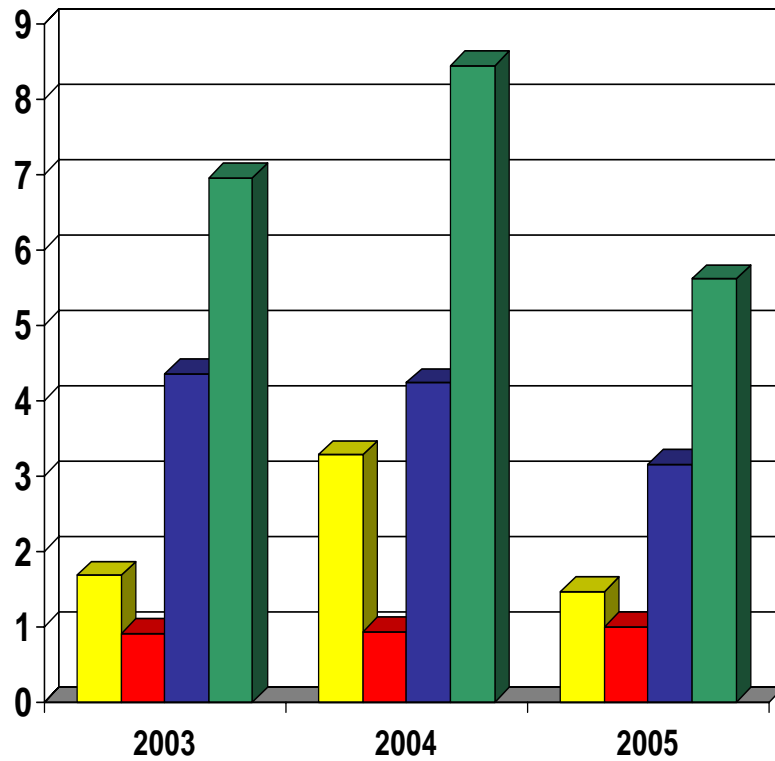


2004 and 2005 based on IFRS

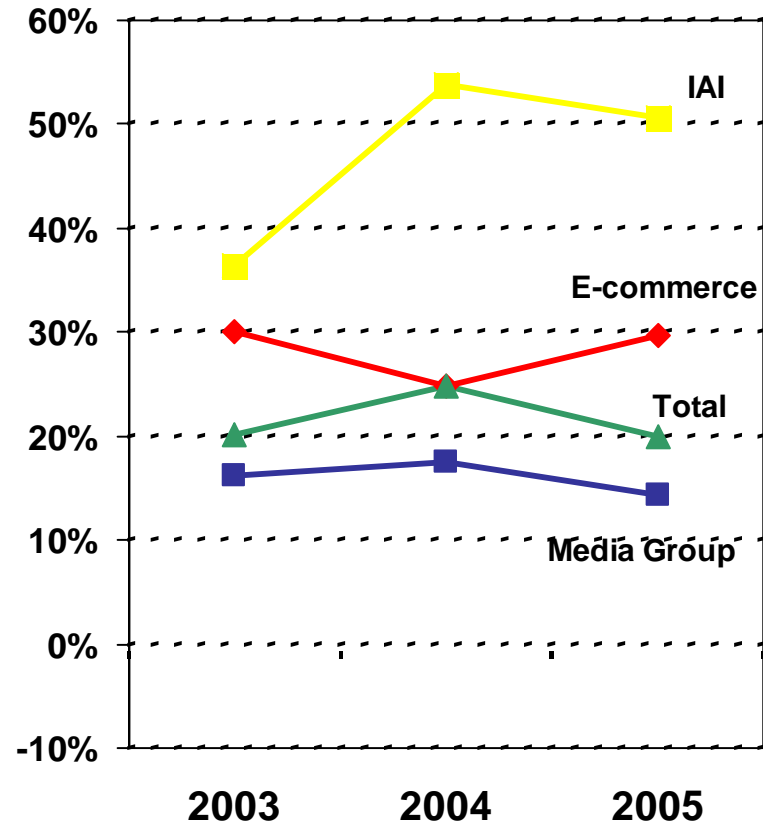
Gross Profit & Gross Profit Margin Half-year



x €1 million



■ IAI ■ E-commerce fulfillment ■ Media Group ■ Total Business

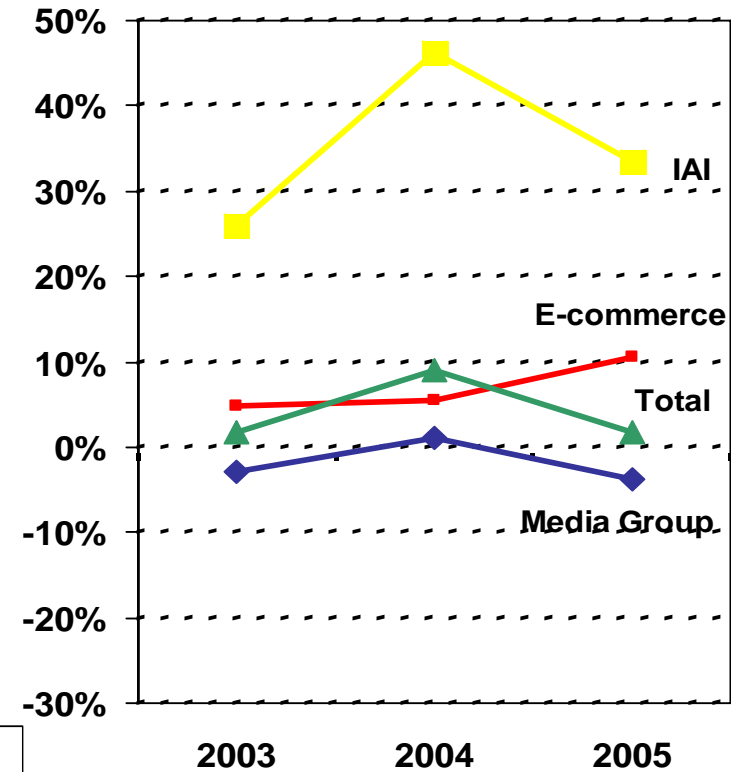
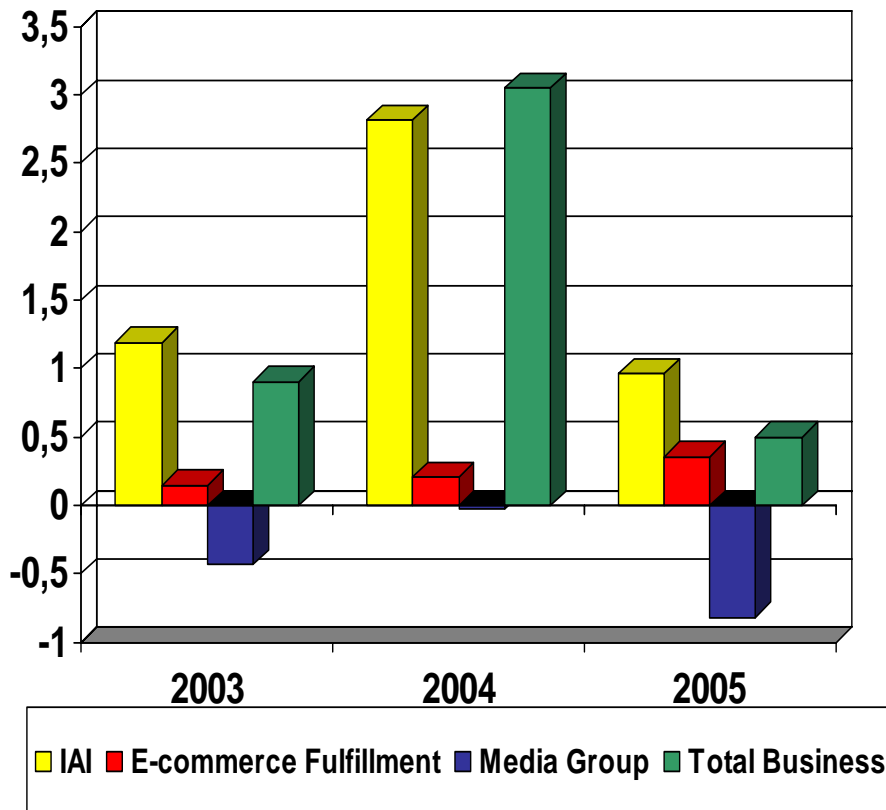


2004 and 2005 based on IFRS

Operating Income & Operating Margin (before amortisation) Half-year



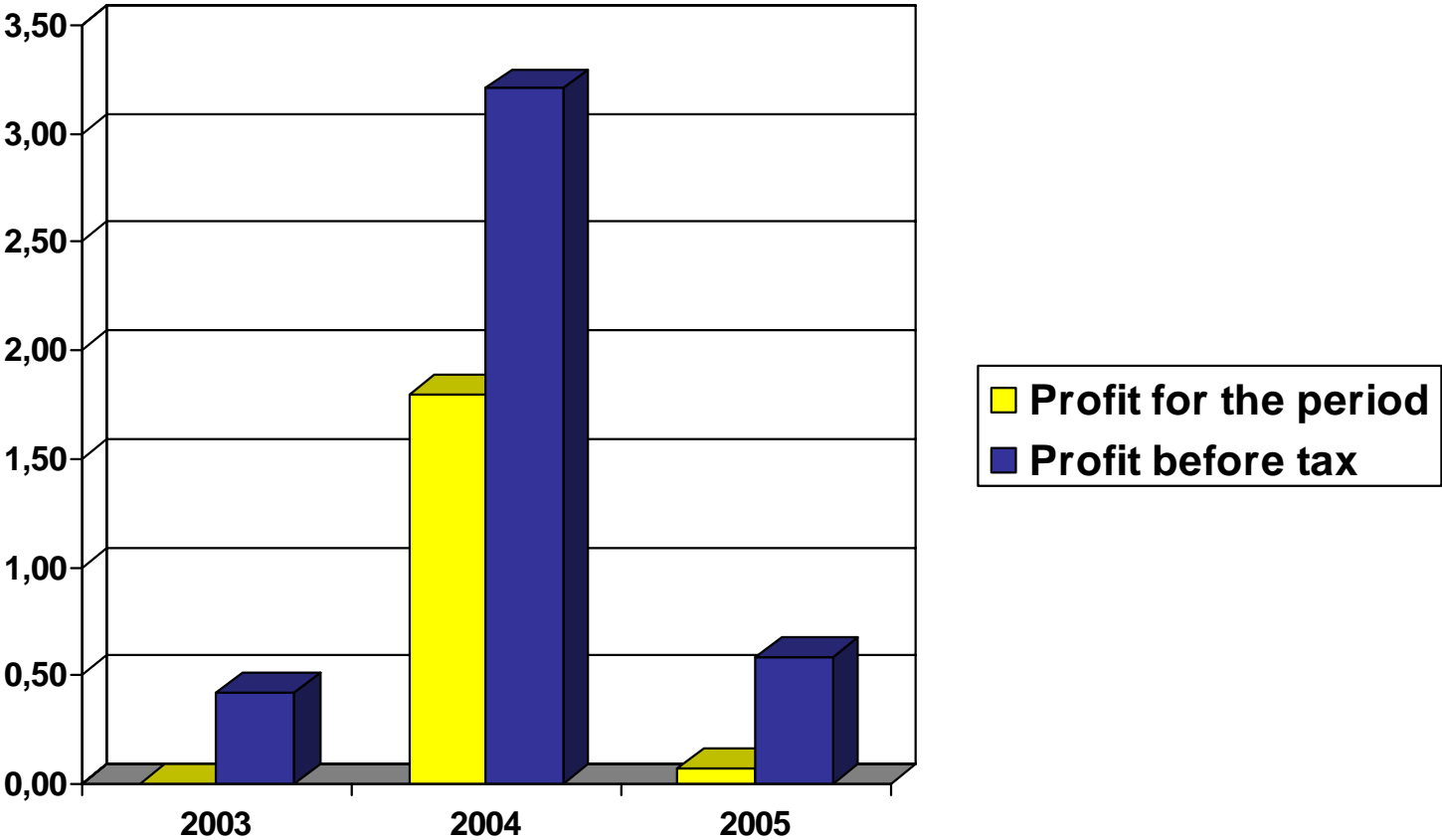
x €1 million



2004 and 2005 based on IFRS

Profit for the period & Profit before tax Half-year

x €1 million



2004 and 2005 based on IFRS

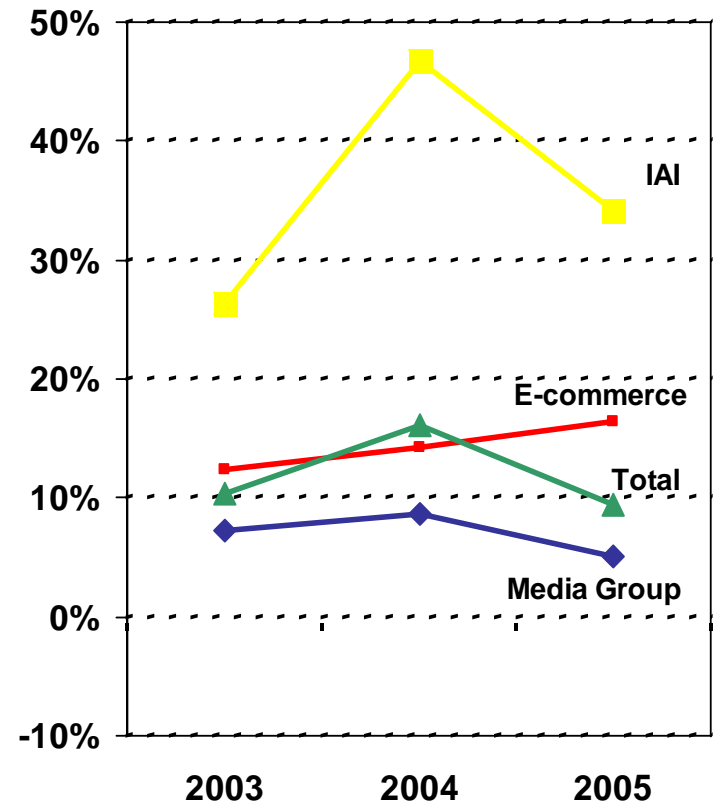
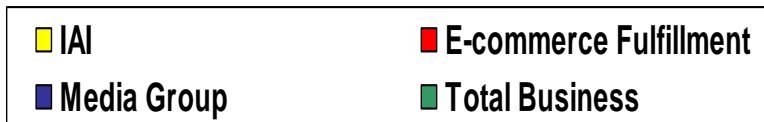
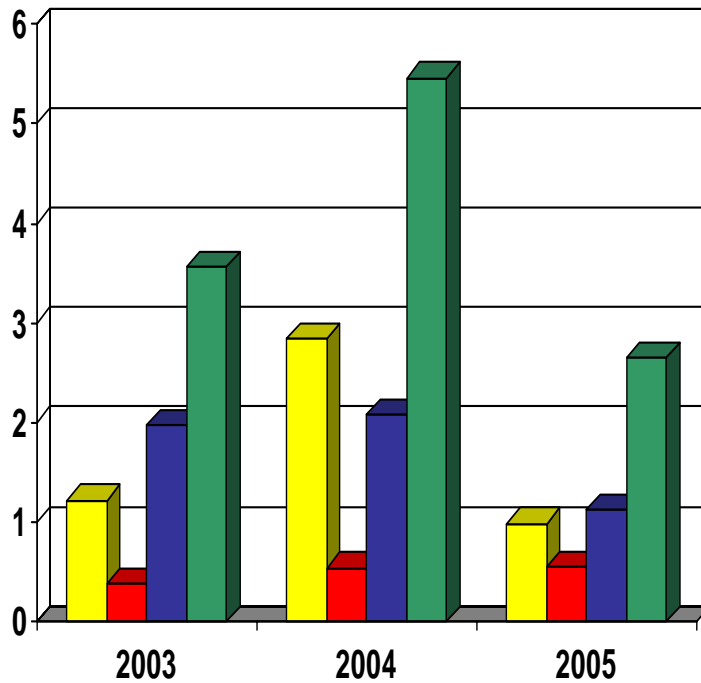


■ Profit for the period
■ Profit before tax

EBITDA & EBITDA Margin Half-year



x €1 million

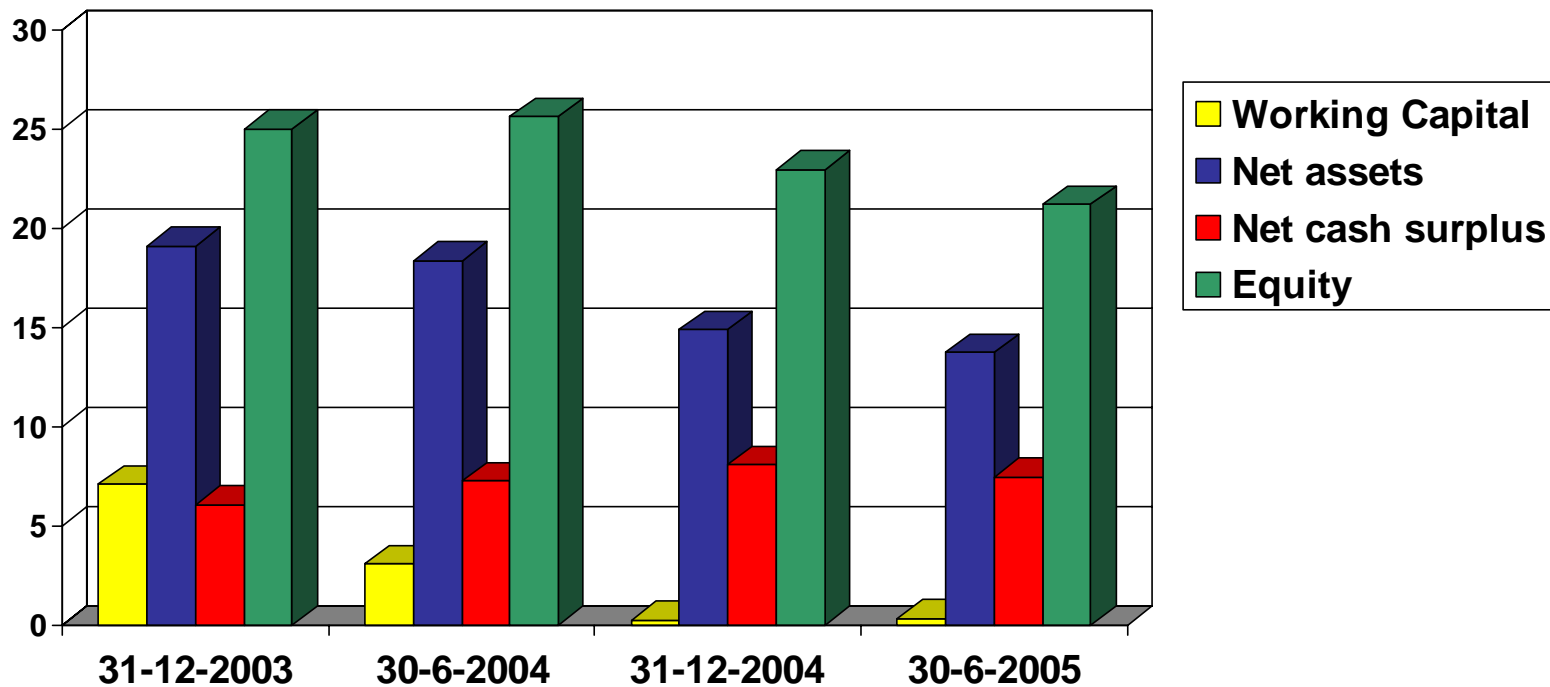


2004 and 2005 based on IFRS

Balance Sheet



x €1 million



2004 and 2005 based on IFRS

CEO comments: high and low lights



High lights

- Good development Industrial Automation Integrators
- Positive development E-commerce Fulfillment
- Finalisation restructuring DOCdata France
- Sound financial position for growth
- Dividend payment of €0.35 per share in May 2005
- Limited influence of IFRS implementation per 1-1-2005



Low lights

- Delay of passport-personalisation-systems for Ukraine
- Margin & price pressure remains in Media Group market
- High raw material prices

CEO comments: Strategy



IAI

- Focus on developing opportunities within present markets
- Development of new markets
- Analysis of possibilities for strategic partnerships

E-commerce Fulfillment

- Focus on autonomous growth (within Europe) through a more diversified client base and offer additional services
- Possibility of setting up new satellite distribution centres
- Support and invest in e-commerce initiatives & IT solutions

Media Group

- Offer superior customer service
- Adding new clients (specifically DVD clients)
- Focus on operational cash flow
- Offer additional services



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