

DOCdata

Analyst presentation
28 February 2003

Full year 2002 results

Overview DOCdata

Supply Chain Management
Services for publishers of:

- Music
- Software
- Multimedia

Order fulfillment for:

- E-commerce
- Retail chains
- Direct marketing
- Internet service providers

Laser Equipment for:

- Security
- Packaging
- Motion picture subtitling

Media Group

E-commerce Fulfillment

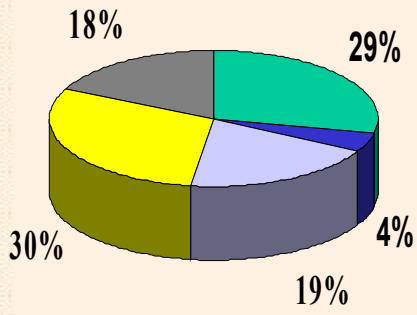
Industrial
Automation

DOCdata Media Services

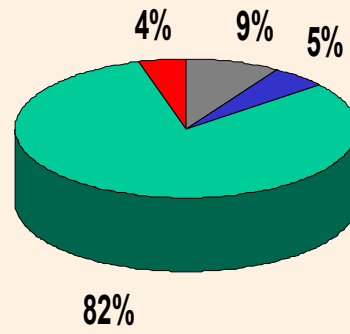
DOCdata N.V.

Revenue Segmentation – Full year 2002

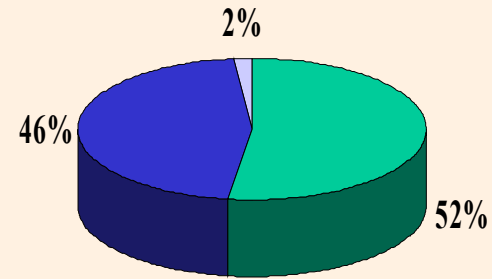
By geographic area



By segment

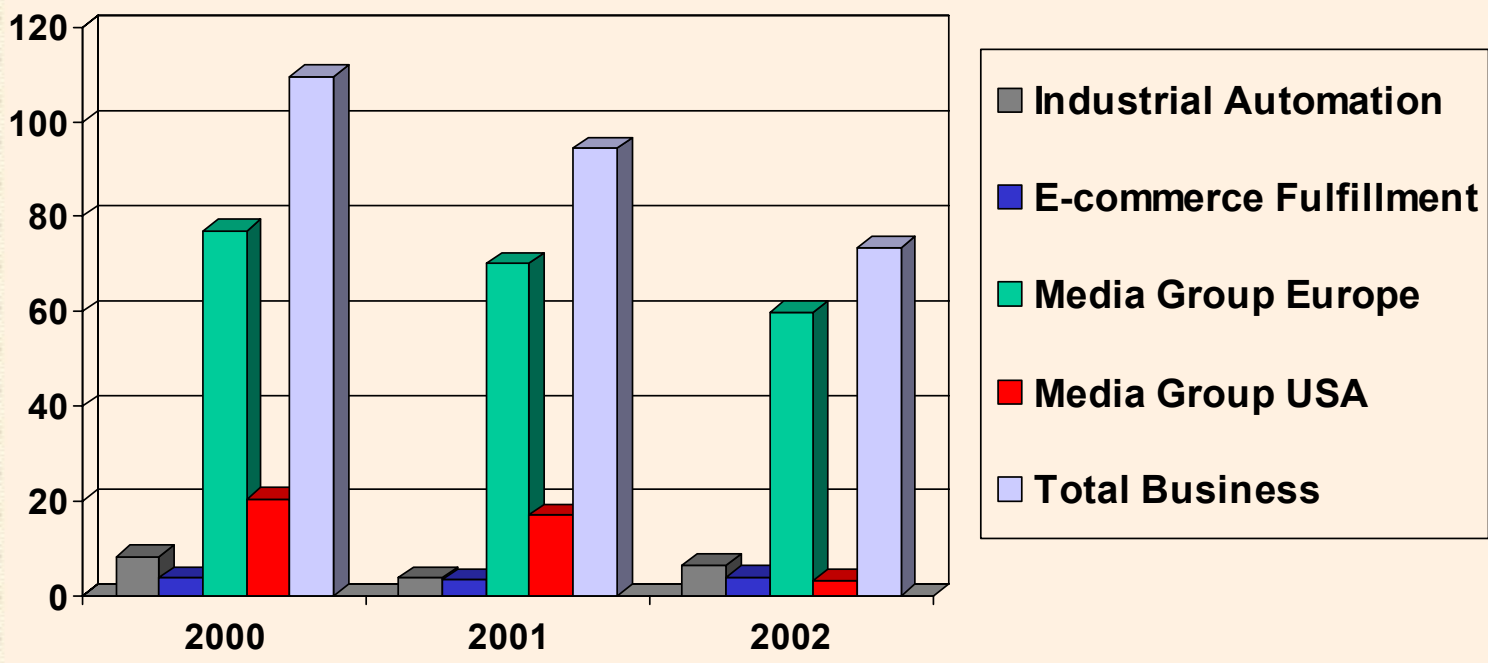


By application



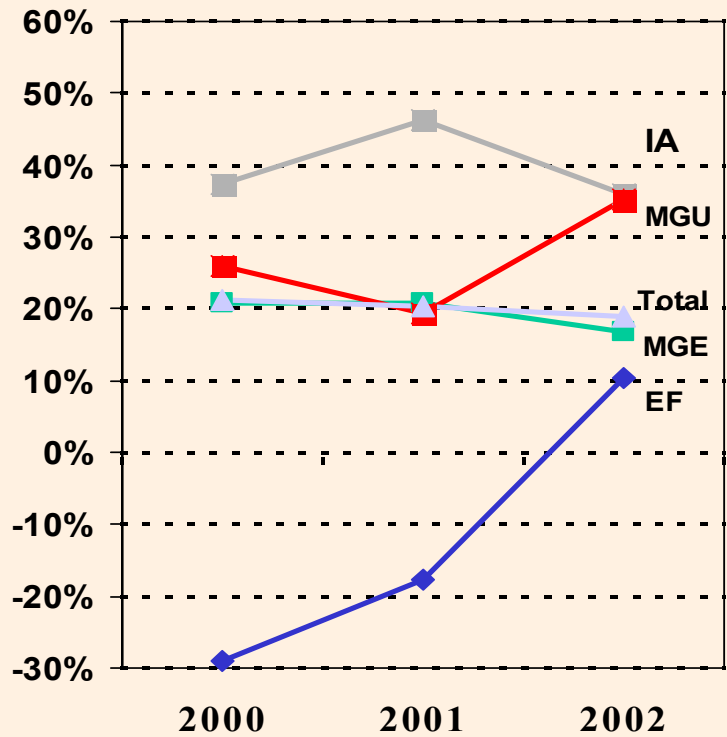
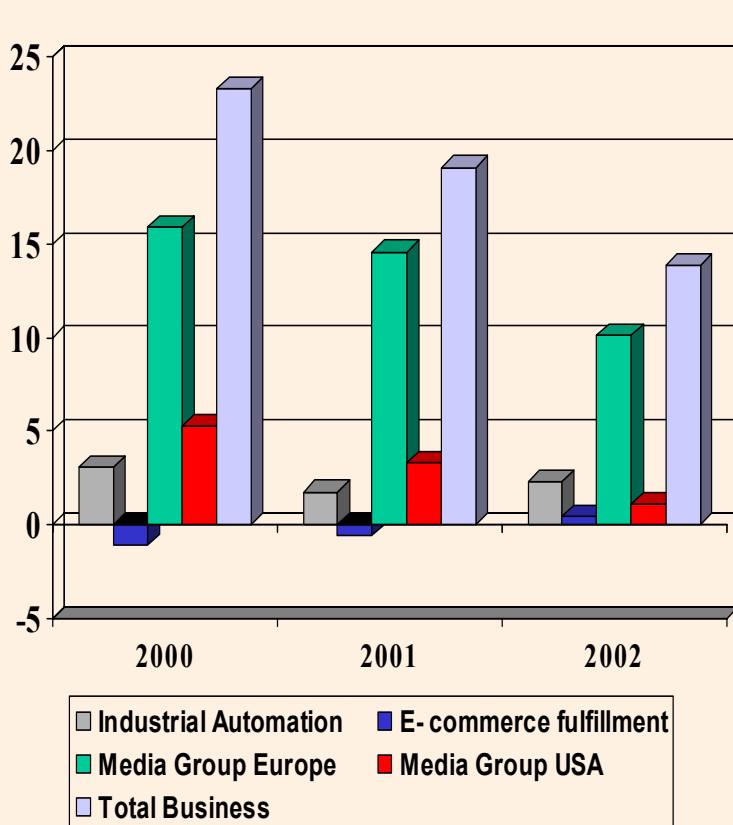
Net sales / Turnover – Full year

x € 1 million



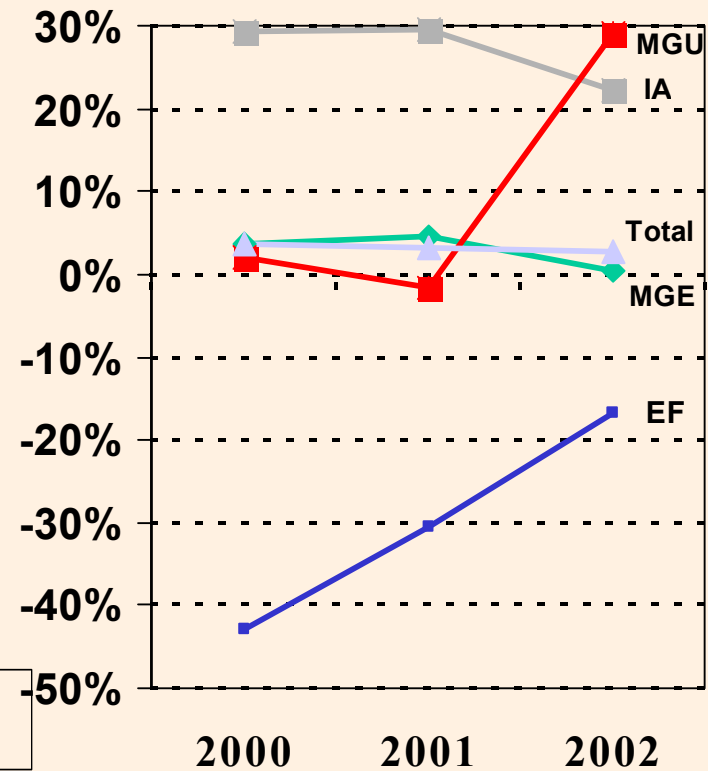
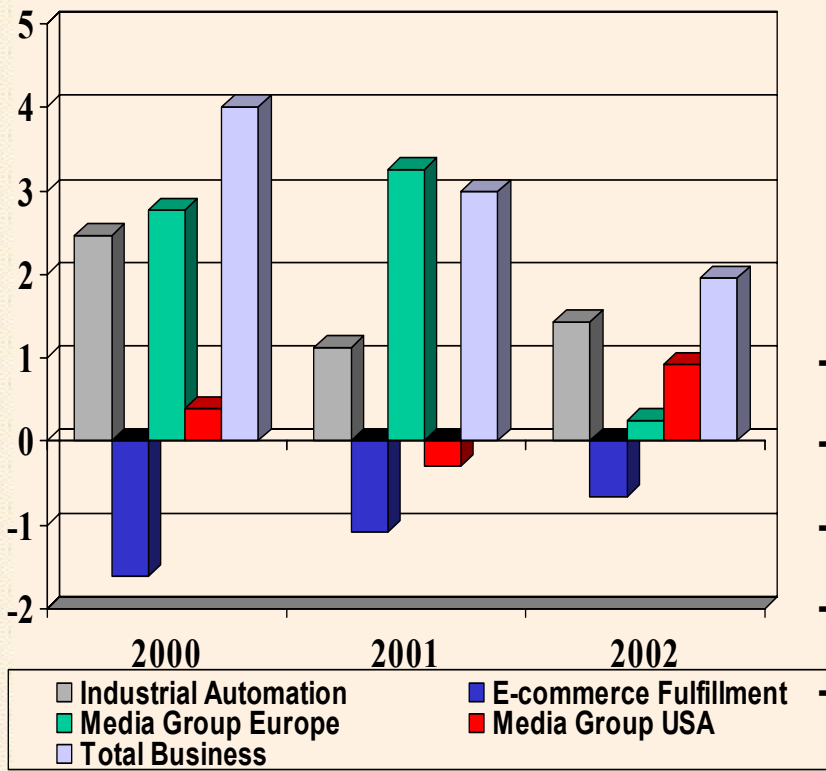
Gross Profit & Gross Profit Margin – Full year

x € 1 million

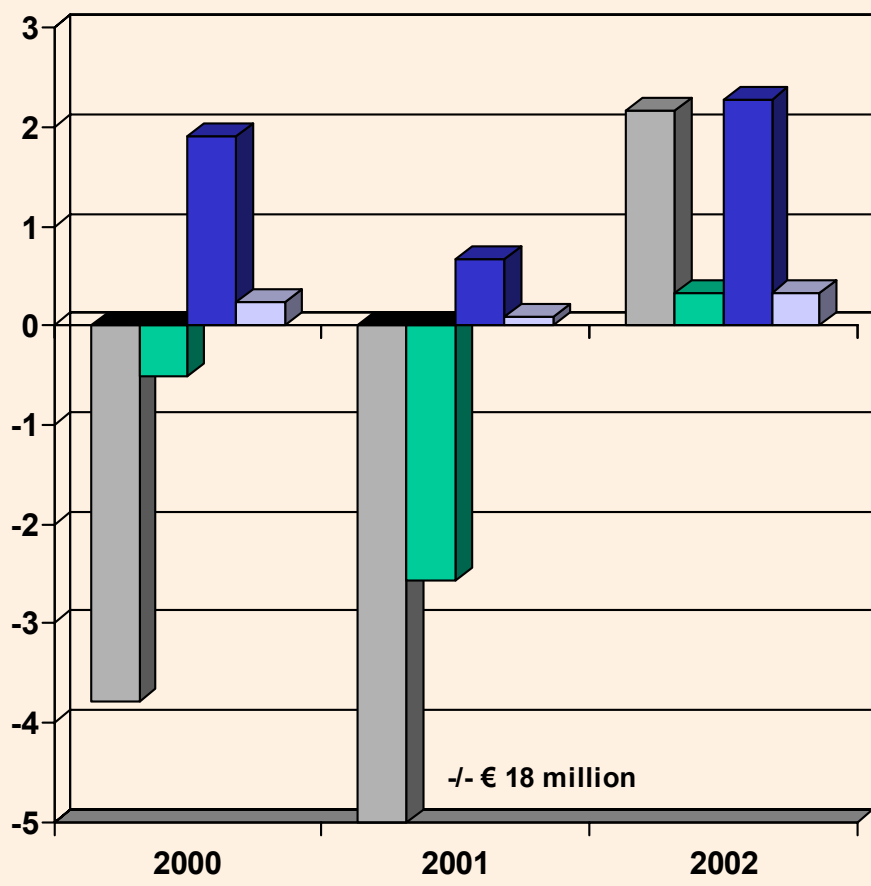


Operating Income & Operating Margin (before amortisation) – Full year

x € 1 million



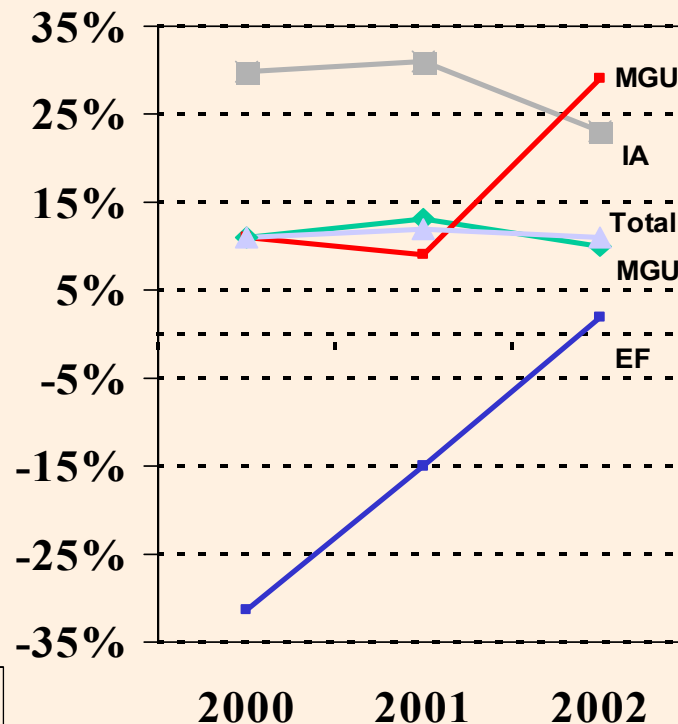
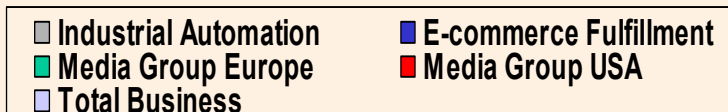
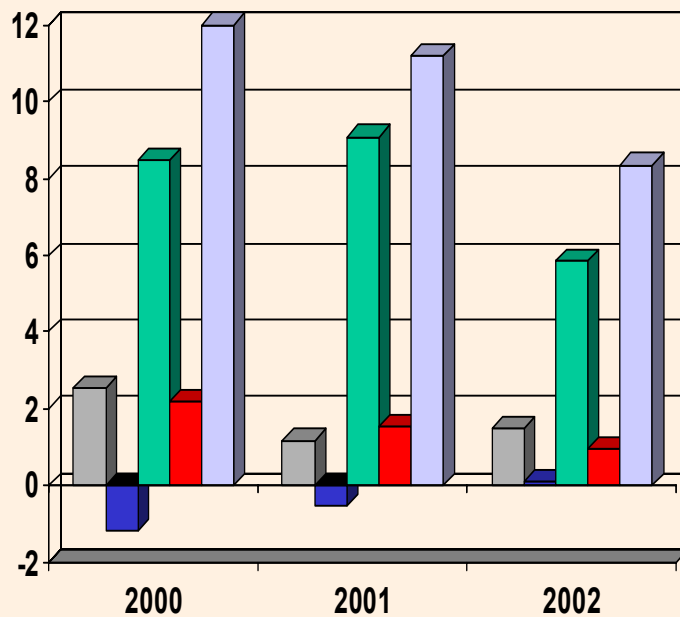
Net Income & Net Income per share Full year



- Net income (in millions €)
- Net income per share (in €)
- Net income before amortisation / extraordinary (a/e) (in millions €)
- Net income per share before a/e (in €)

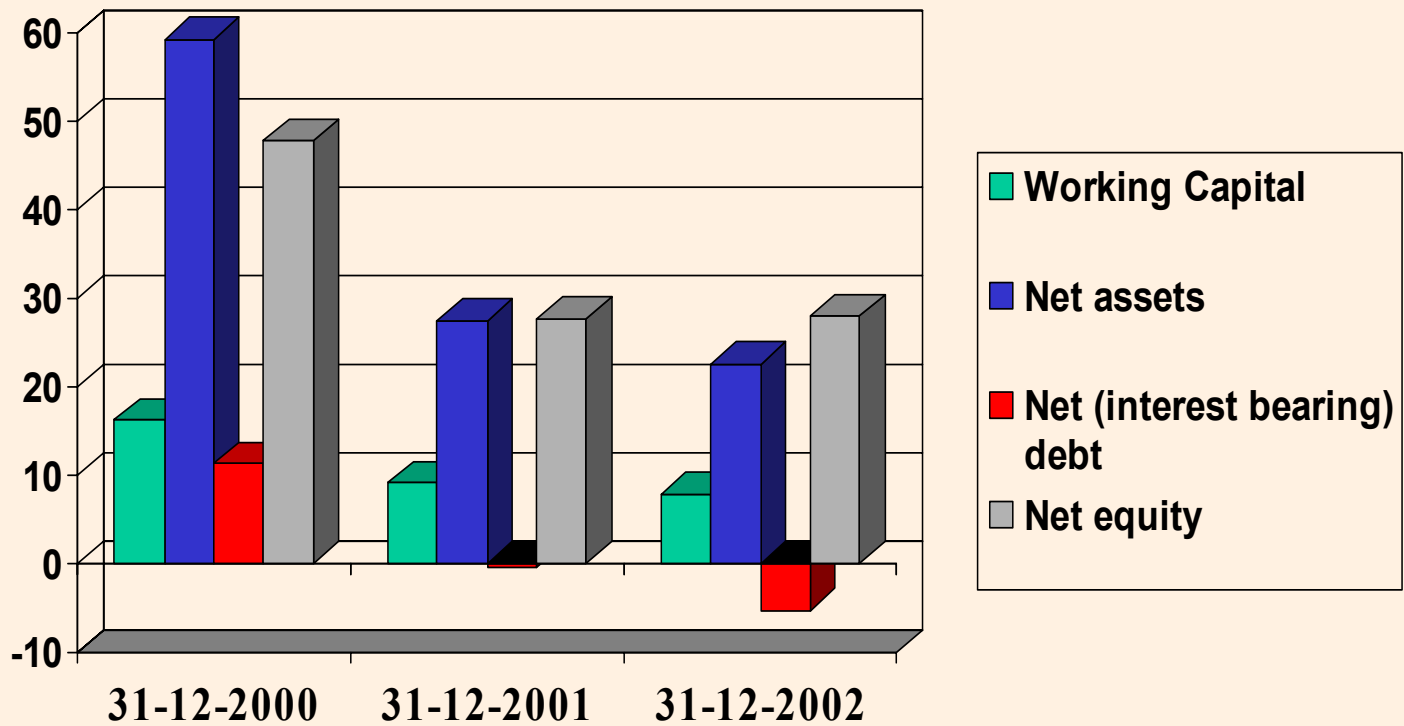
EBITDA & EBITDA Margin Full year

x € 1 million



Balance Sheet

x € 1 million



CEO comments: Full year 2002 (1)

- **Very challenging year**
 - Sales substantially lower (for the Media Group and specifically for DOCdata France)
 - EBITA lower than in 2001
 - Media market stays very competitive
- **Financially remaining in a strong position**
 - Positive net result : € 2.2 million
 - Positive operational cash flow : € 12.3 million
 - Solvency ratio : 57.3% (year-end 2001: 41.1%)
 - Receivable position net (interest bearing) debt : € 5.3 million (year-end 2001: € 0.4 million)

CEO comments: Full year 2002 (2)

- **High lights**

- Positive development Industrial Automation
- Sound financial position for growth
- Withdrawal from US Media Market
- Positive development E-commerce Fulfillment
- Payment of € 0.13 per share from share premium reserve

- **Low lights**

- Margin pressure remains within the Media Group market
- Overcapacity resulting in price pressure within the Media Group market
- DVD development for the Media Group not enough to fully compensate for the downward trend in the CD market

CEO comments: Strategy

Industrial Automation

Focus on developing opportunities within the security market, both through autonomous growth and acquisitions

Focus on enhancing current features with new technologies and developing new markets with current technologies

E-commerce Fulfillment

Focus on autonomous growth (within Europe) through a more diversified client base and additional services

Media Group

- 1) Offering superior customer service
- 2) Adding new clients (specifically DVD clients)
- 3) Focus on operational cash flow

CEO comments: Forecast 2003

- Further growth in revenues and profit Industrial Automation
- Further improvement E-commerce Fulfillment
- No forecast for the Media Group due to volatile and competitive market