

DOCdata

Analyst presentation
17 July 2003

Half-year 2003 results

Overview DOCdata

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

- * Music
- * Software
- * Multimedia
- * Film

Order fulfillment services to:

- * E-Commerce
- * Retail Chains
- * Direct Marketing
- * Internet Service Providers

Laser equipment for:

- * Security
- * Packaging
- * Motion Picture Subtitling

Media Group

E-commerce Fulfillment

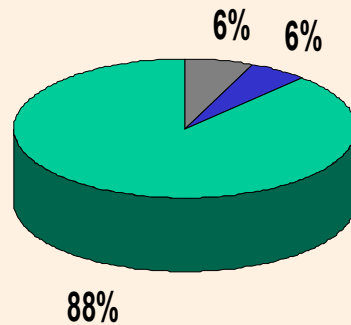
**Industrial
Automation**

DOCdata Media Services

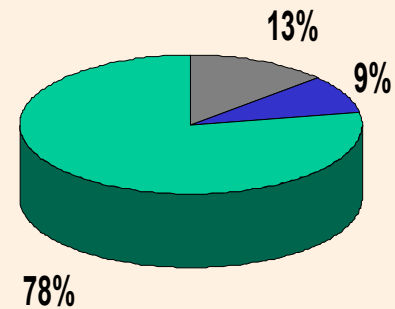
DOCdata N.V.

Revenue Segmentation – Half-year

By segment 2002

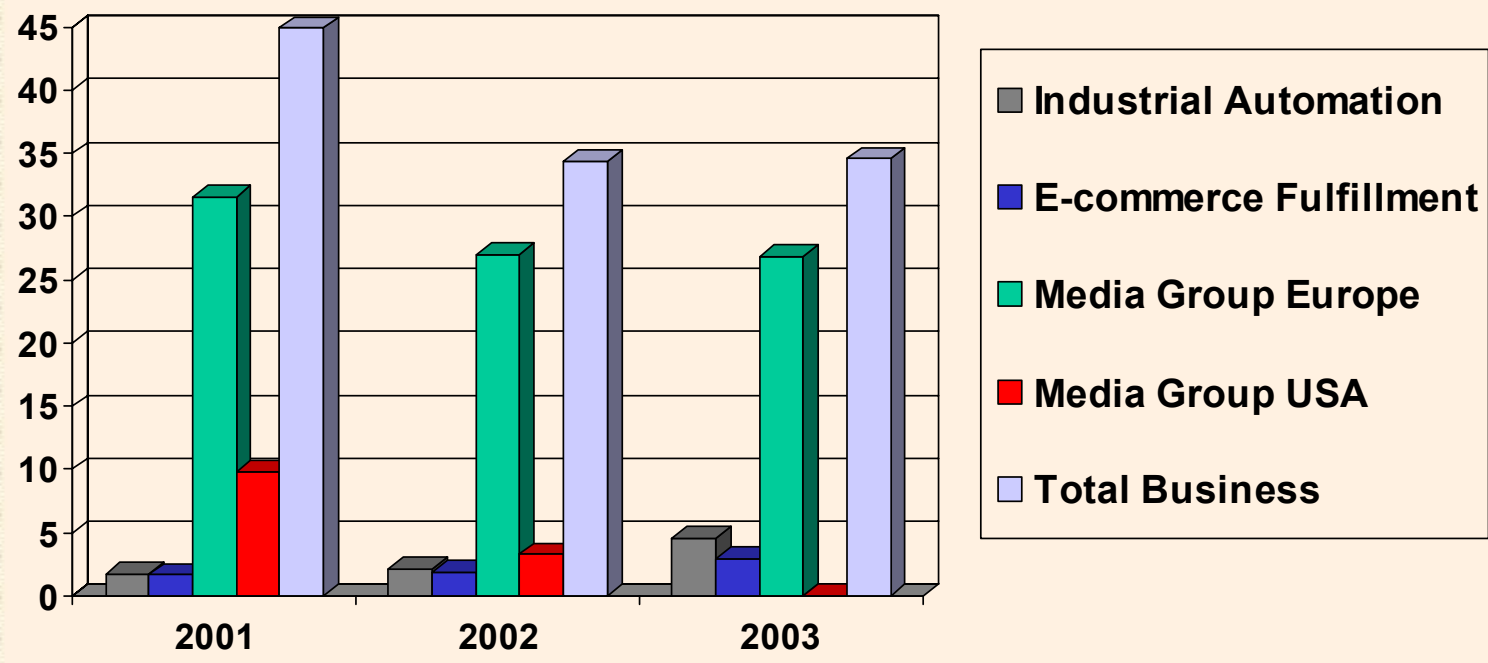


By segment 2003



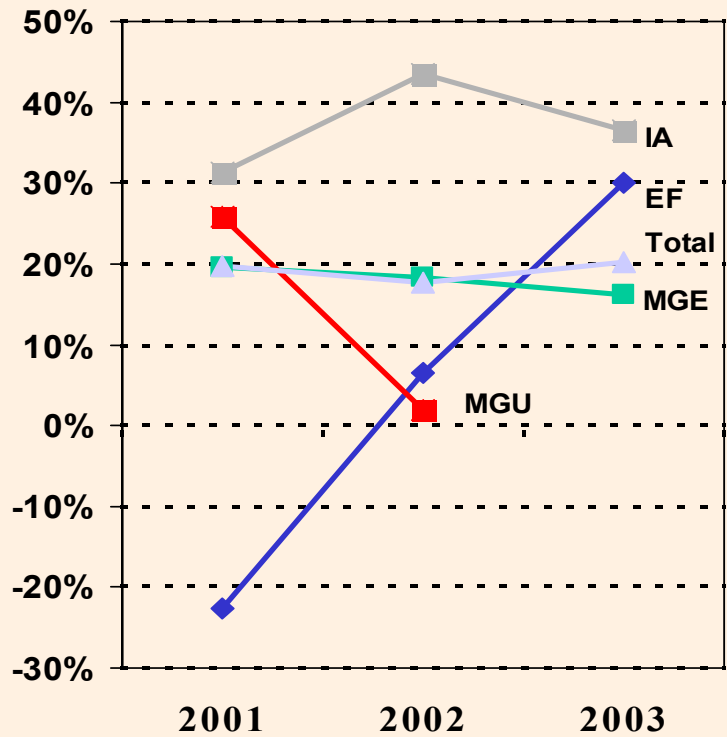
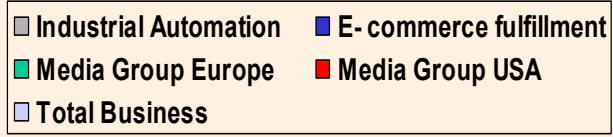
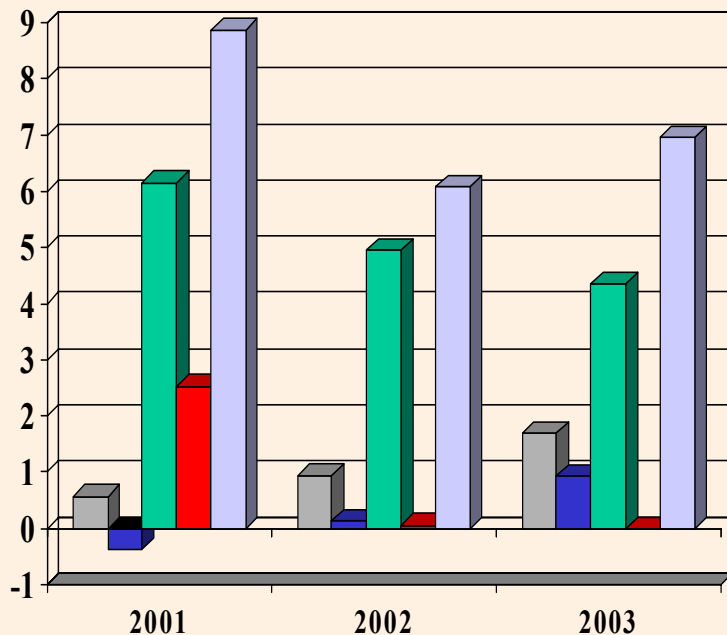
Net sales / Turnover – Half-year

x € 1 million

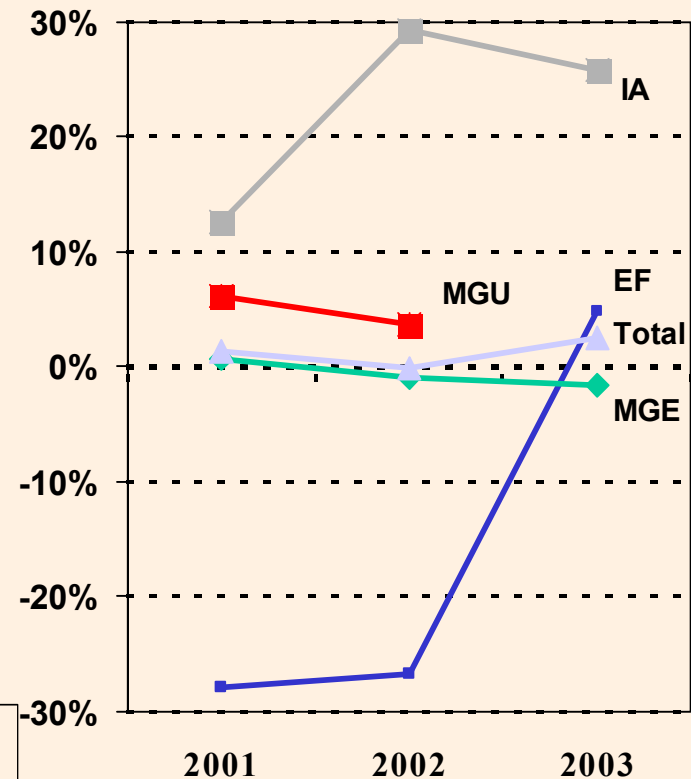
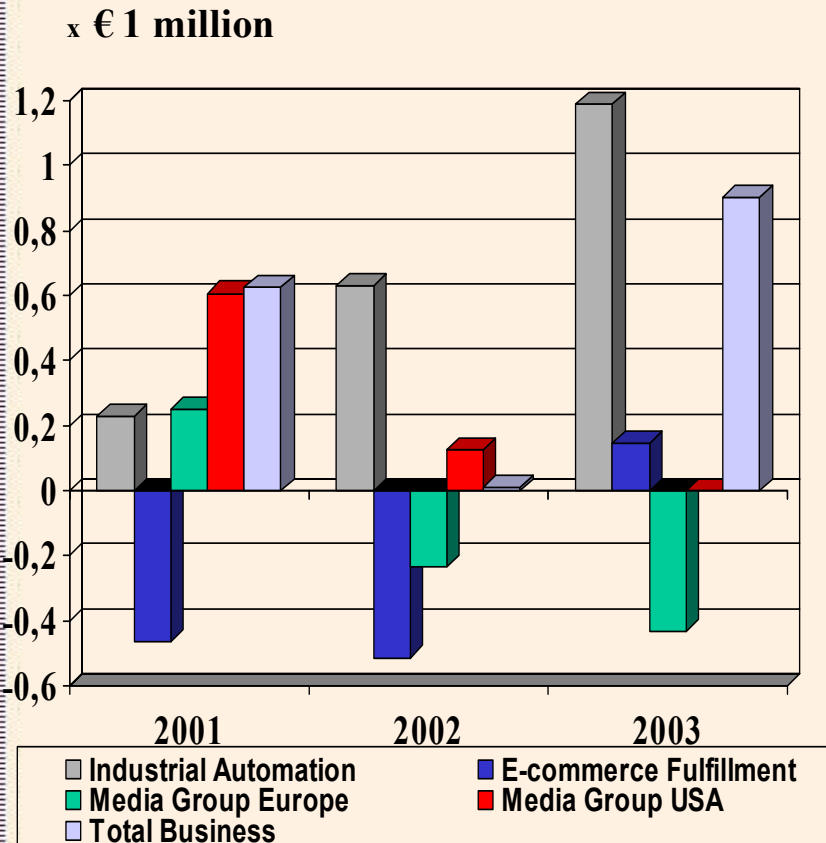


Gross Profit & Gross Profit Margin – Half-year

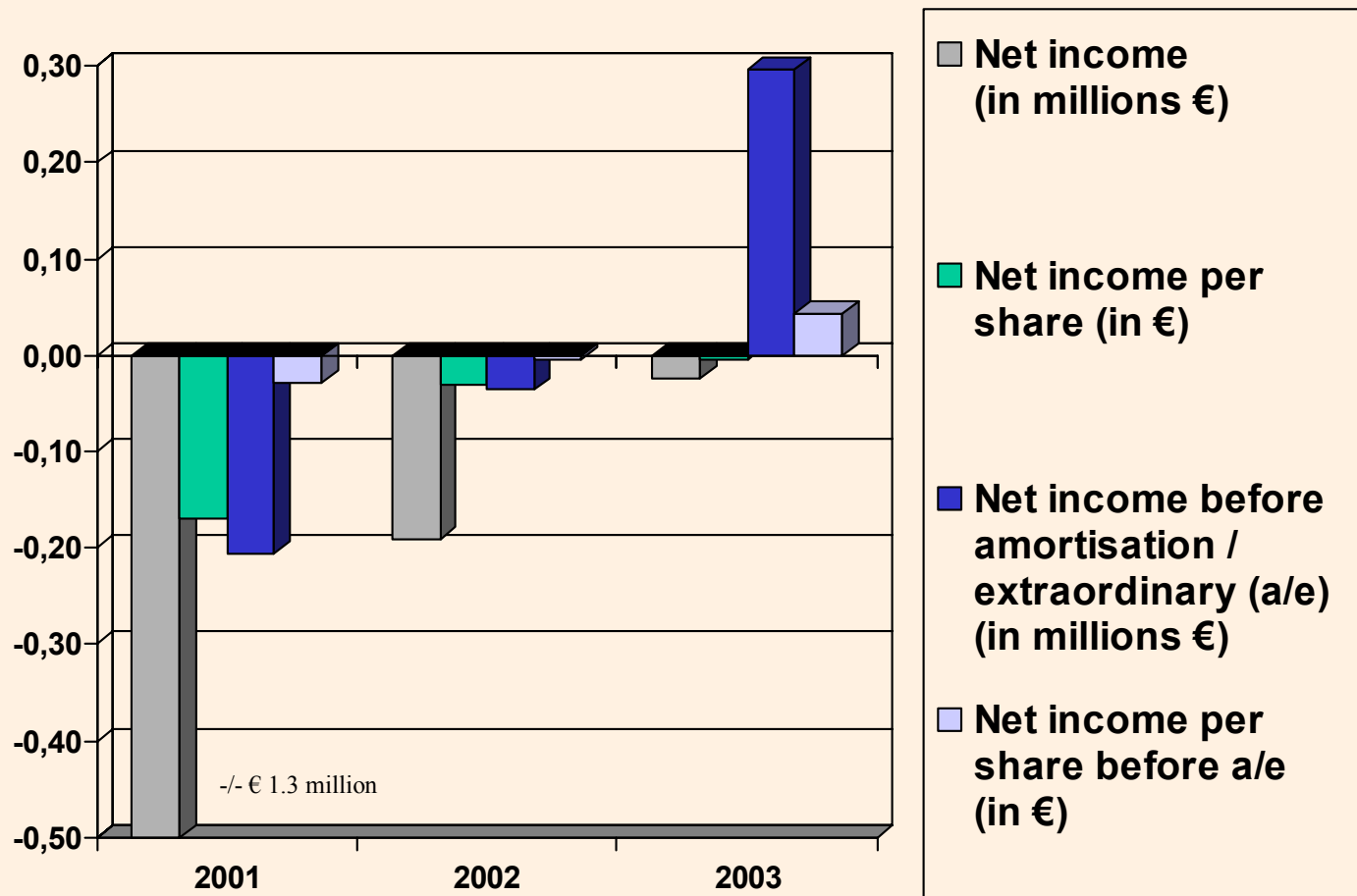
x € 1 million



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

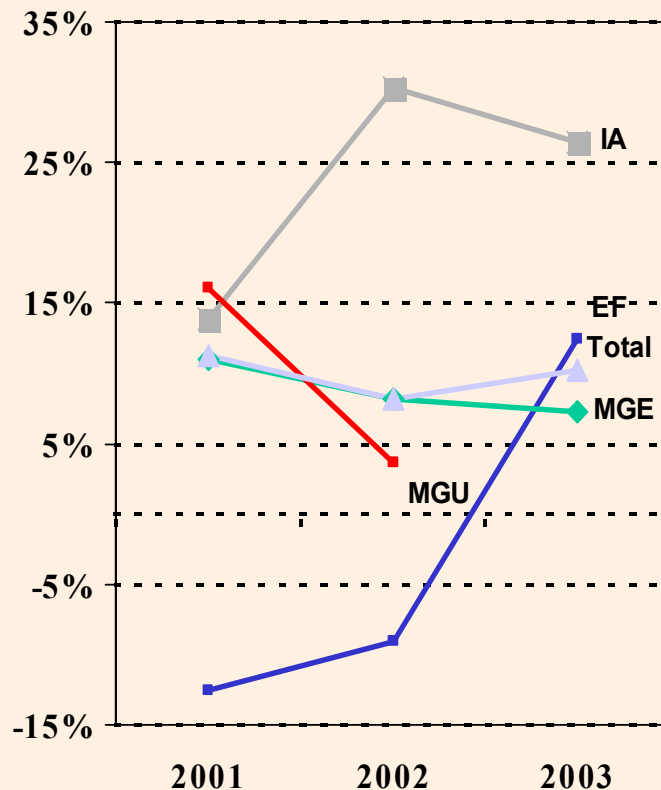
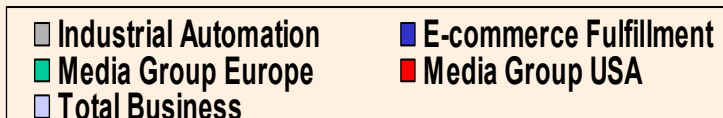
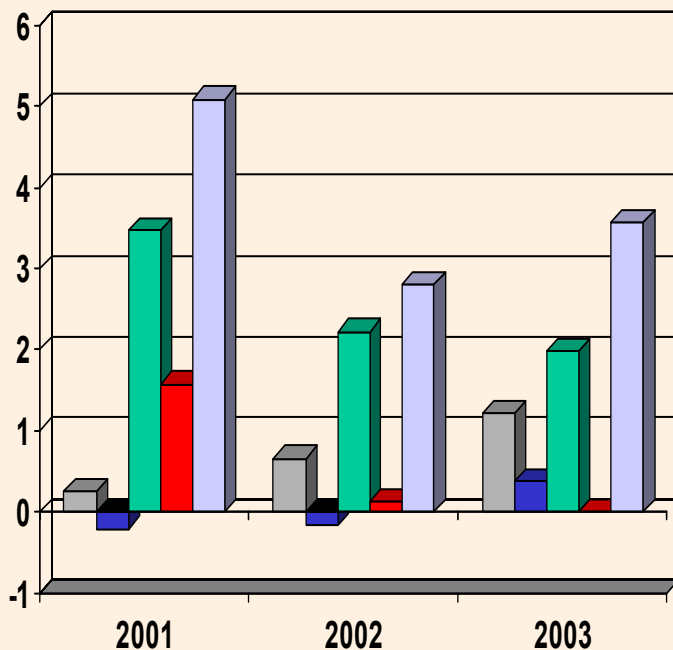


Net Income & Net Income per share Half-year



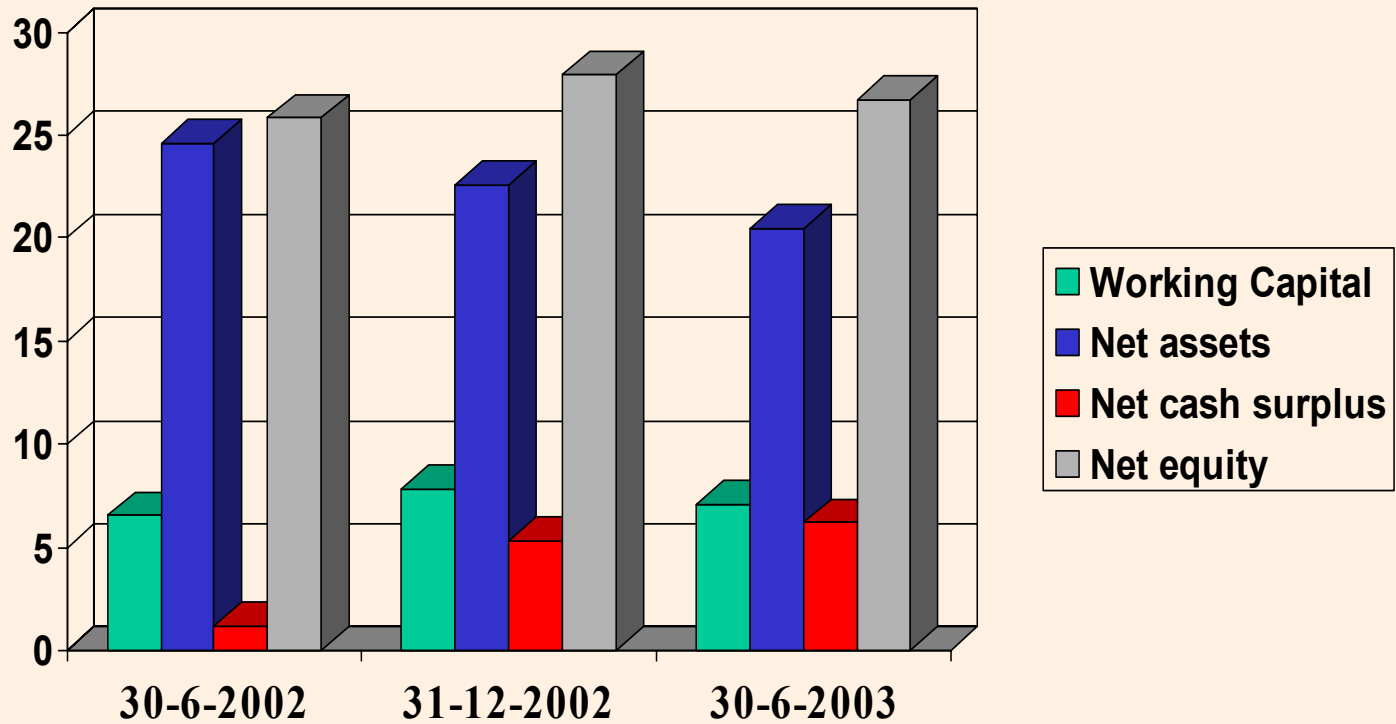
EBITDA & EBITDA Margin Half-year

x € 1 million



Balance Sheet

x € 1 million



CEO comments / summary

- **Improvement of turnover & results**
 - Increased turnover for the divisions Industrial Automation & E-commerce Fulfillment
 - Improvement of EBIT for the divisions Industrial Automation & E-commerce Fulfillment
- **Financially remaining in a strong position**
 - Positive operational cash flow : € 4.24 million
 - Solvency ratio : 61.9% (year-end 2002: 57.3%)
 - Receivable position net (interest bearing) debt : € 6.2 million (year-end 2002: € 5.3 million)

CEO comments:

- **High lights**
 - Positive development Industrial Automation
 - Positive development E-commerce Fulfillment
 - Sound financial position for growth
 - Payment of € 0.13 per share from share premium reserve
 - Possible payment of € 0.50 per share in 2nd half 2003
 - Lower USD rate
- **Low lights**
 - Margin pressure remains within the Media Group market
 - DVD development for the Media Group too slow
 - Results DOCdata France

CEO comments: Strategy

Industrial Automation

Focus on developing opportunities within the security and packaging markets

E-commerce Fulfillment

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

Media Group

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

CEO comments: Forecast 2003

- Further growth in revenues and profit Industrial Automation based on the order intake
- E-commerce Fulfillment remaining on track in 2003
- No forecast for the Media Group due to volatile and competitive market