



Financial Results Presentation

Q3 FY2007 ended 30 Jun 2007

1 Aug 2007



Cautionary Note on Forward-Looking Statements

Any statements regarding the potential future performance of the Group are based upon a range of assumptions which Datacraft's management, from their experience, believe are reasonable. However, these statements are estimates only and no assumption can be guaranteed. Any differences between actual conditions and the assumptions may result in a material variance between the actual future performance of the Group and that estimated in this presentation.

- Q3 FY2007 Overview
- Financial Highlights
- Operational Highlights
- Summary
- Q&A

Continued good performance in revenue, earnings & backlog

US\$147.3m revenue

- Revenue grew 30% y/y to US\$147.3m, +2% sequentially, in line with expectations
- Driven by strong growth in both services and hardware
- Services revenue +19%; hardware revenue +36%
- Double-digit revenue growth in all 4 geographic regions
- Hold and Grow

18.8% gross margin

- Similar to Q2's 18.7%
- Stable service and hardware margins
- Compared to gross margin of 19.5% in Q3 last year, lower margin reflects change in revenue mix
- Hardware/services revenue mix was 66/34 this quarter compared with 63/37 in Q3 last year

Robust earnings

- US\$10.1m profit before tax – increased by 33% y/y
- US\$7.3m profit after tax – increased by 38% y/y
- Improving margins – continued productivity gains
 - 6.9% PBT margin vs 6.7% in Q3 last year
 - 5% PAT margin vs 4.7% last year

Backlog at new record

- US\$178m ending backlog, up from US\$169m in last quarter
- Driven mainly by growth in annuity service backlog, in line with our strategy



Financial Highlights

Q3 FY2007 Operating Results

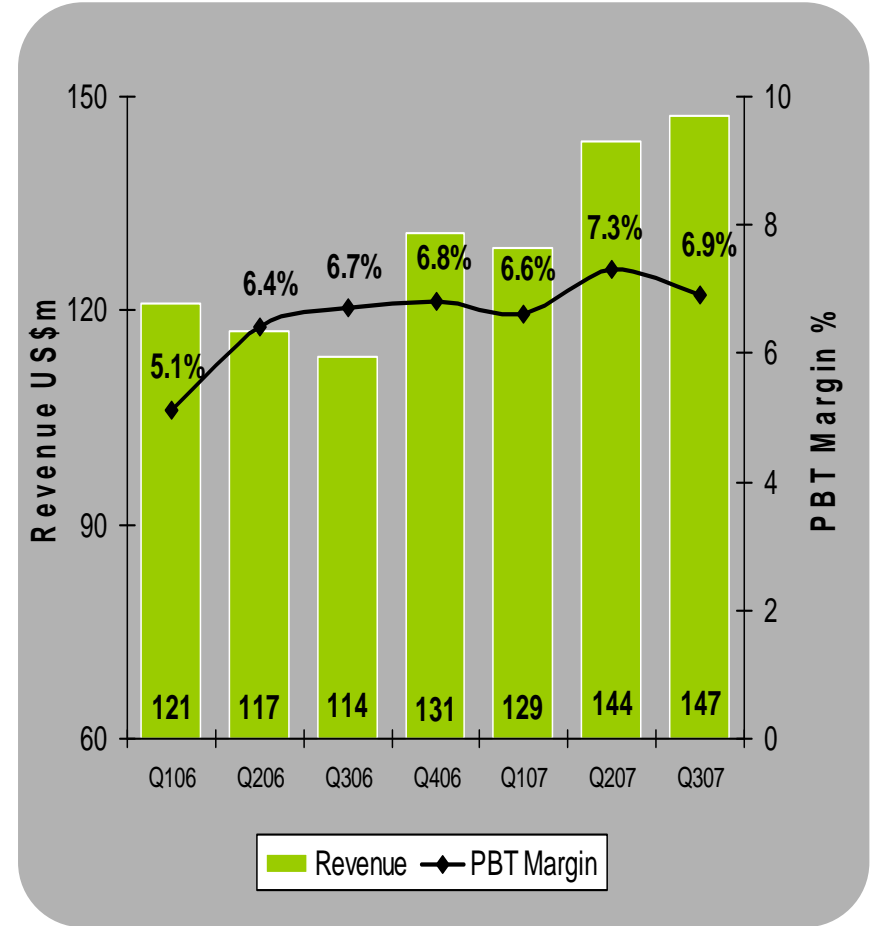
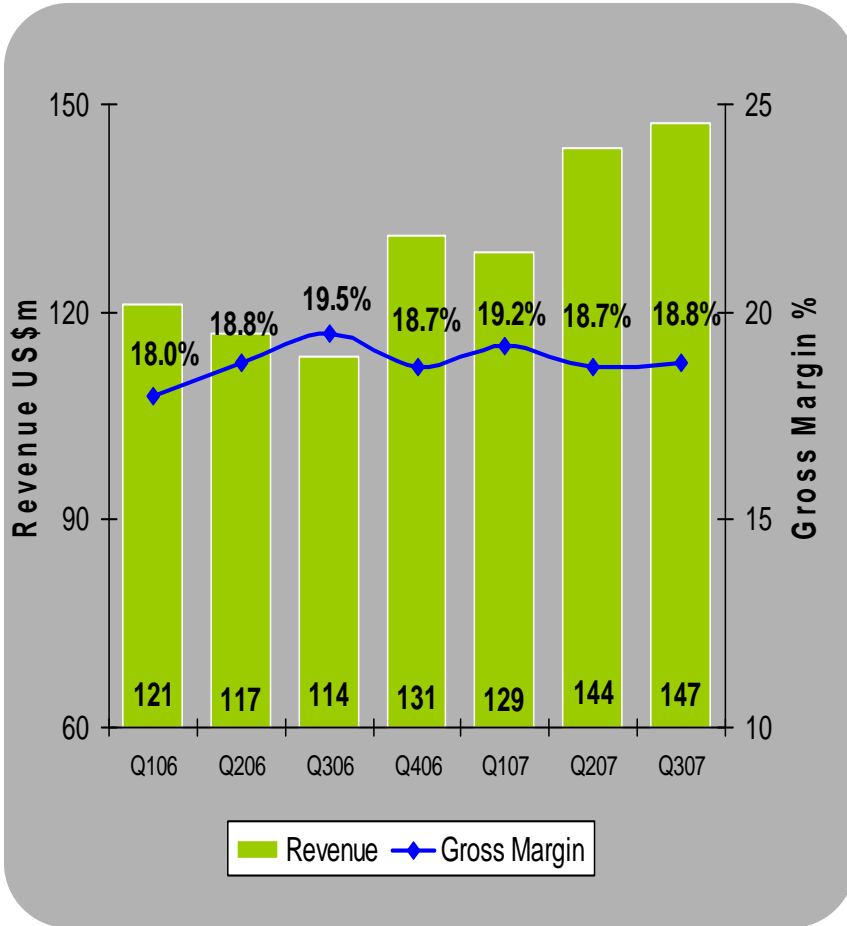
US\$M	Q3'07	Q3'06	Y/Y %	Q2'07	Sequential %
Revenue	147.3	113.5	+30%	143.8	+2%
Gross Profit	27.7	22.2	+25%	27.0	+3%
<i>GM %</i>	<i>18.8%</i>	<i>19.5%</i>		<i>18.7%</i>	
EBITDA	11.1	8.5	+31%	11.1	--
EBIT	9.0	6.5	+39%	9.3	-4%
PBT	10.1	7.6	+33%	10.5	-3%
<i>PBT %</i>	<i>6.9%</i>	<i>6.7%</i>		<i>7.3%</i>	
PAT	7.3	5.3	+38%	7.6	-4%
Basic EPS (US cts)	1.64	1.15	+43%	1.70	-4%

9 Months Operating Results

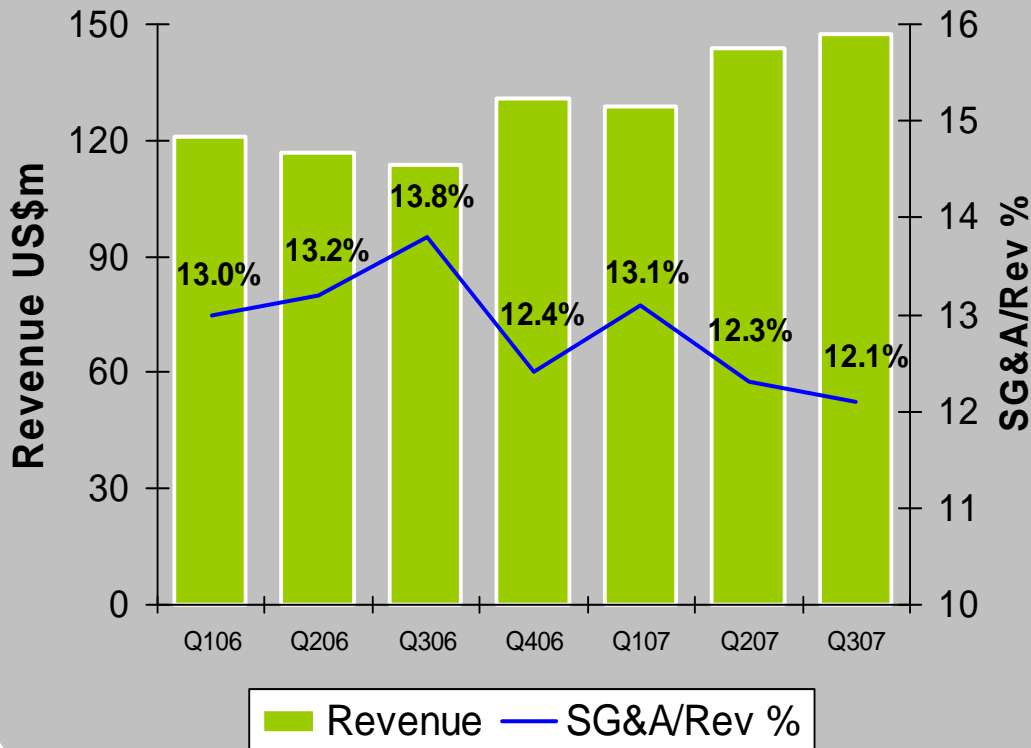
US\$M	9 months to Jun 07	9 months to Jun 06*	Y/Y %
Revenue	419.8	351.2	+20%
Gross Profit	79.3	66.0	+20%
GM %	18.9%	18.8%	
EBITDA	31.4	24.5	+28%
EBIT	25.6	18.5	+39%
PBT	29.1	21.2	+38%
PBT %	6.9%	6.0%	
PAT	21.2	14.7	+44%
Basic EPS (US cts)	4.71	3.16	+49%

* Excluding one-time insurance settlement gain of US\$5.15m in Q2'06

Revenue vs Gross & PBT Margins



SG&A/Revenue %



- Q3 SG&A expense totalled US\$17.8m or 12.1% of revenue
- In \$ value, SG&A is up 13.3% year-over-year and <1% sequentially
- Reflects mainly additions to sales headcount

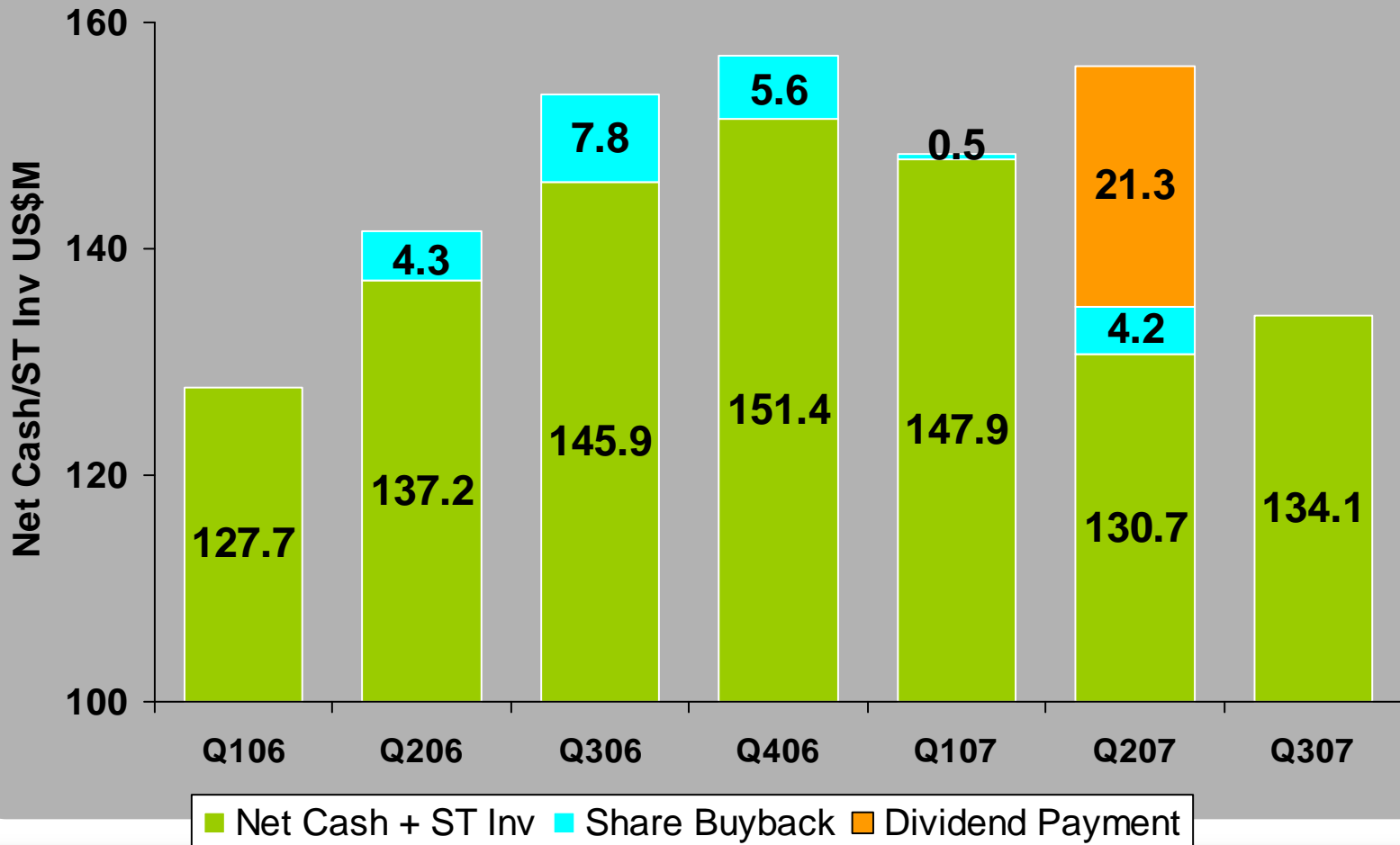
Balance Sheet Highlights

US\$M	Jun 07	Mar 07	Jun 06
DSO	68 days	67 days	70 days
- Trade Debtors	116.1	114.2	93.9
Trade Creditors	69.3	77.9	62.8
Fixed Assets	14.7	14.3	12.8
Inventory	10.5	17.3	10.3
Net Cash + ST Inv	134.1	130.7	145.9
Shareholders Funds	192.9	183.5	188.1

Cash Flow Summary

US\$M	3 months to Jun 07	9 months to Jun 07
Beginning Net Cash + ST Investments	130.7	151.4
Cash flow from operations	4.1	11.2
Dividend	--	(21.3)
Share Buyback	--	(4.8)
Capex	(2.4)	(7.3)
Others/ cash settlement for options	1.7	4.8
Ending Net Cash + ST Investments	134.1	134.1

Net Cash/ST Investments



- Share purchase in 9 months to Jun 2007
 - Year-to-date bought back 4.2m shares for US\$4.8m (average price = US\$1.15)

- Total purchase since inception of share buyback program
 - Since Jan 2006, bought back 21.3m shares for US\$22.5m (average price = US\$1.06)
 - Repurchased shares held in treasury
 - 0.5m of treasury shares utilised for exercise of employee share options
 - Current shares outstanding, excluding treasury shares = 447.3m (reduced by 4.4%)

- Mandate for share buyback
 - Remains in force until next AGM in Jan 2008
 - Renewal of program requires fresh approval from shareholders
 - Timing of share purchase depends on market conditions

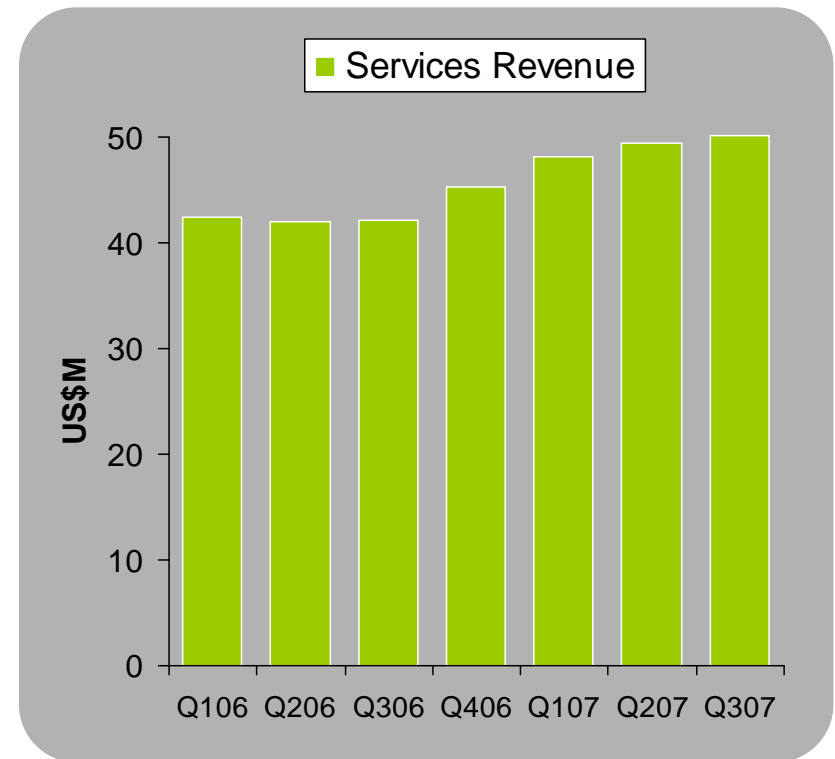
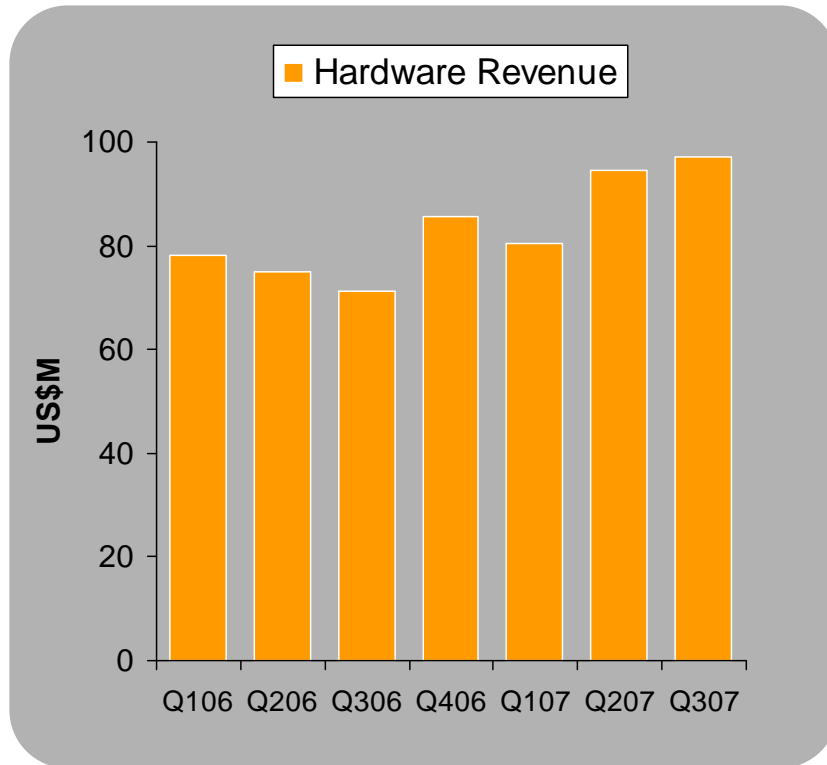
Update on JV with SCS

- Signed JV agreement on 25 July 2007
- Incorporated new company Sumisho Joho Datacraft in Tokyo
- Facility agreed, team being assembled



Operational Highlights

Hardware & Services Revenue



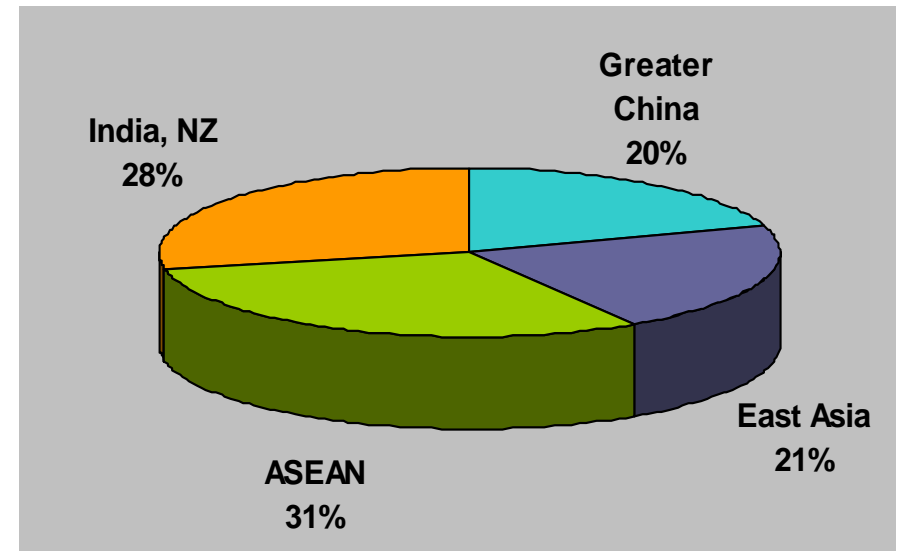
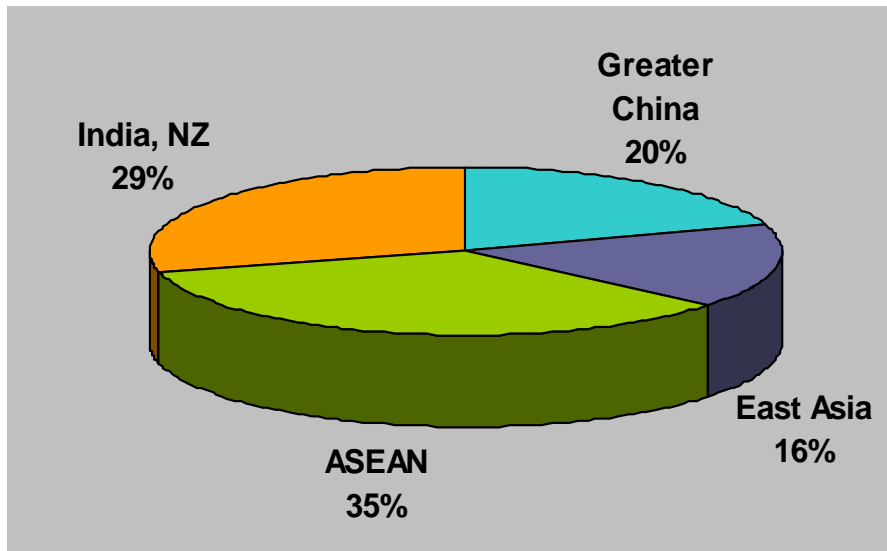
■ Q3 HW rev accounted for 66% of group rev
■ ↑ 36% y/y; ↑ 3% q/q

■ Q3 SVCE rev accounted for 34% of group rev
■ ↑ 19% y/y; ↑ 1% q/q

Revenue by Geographic Regions

Q3'06

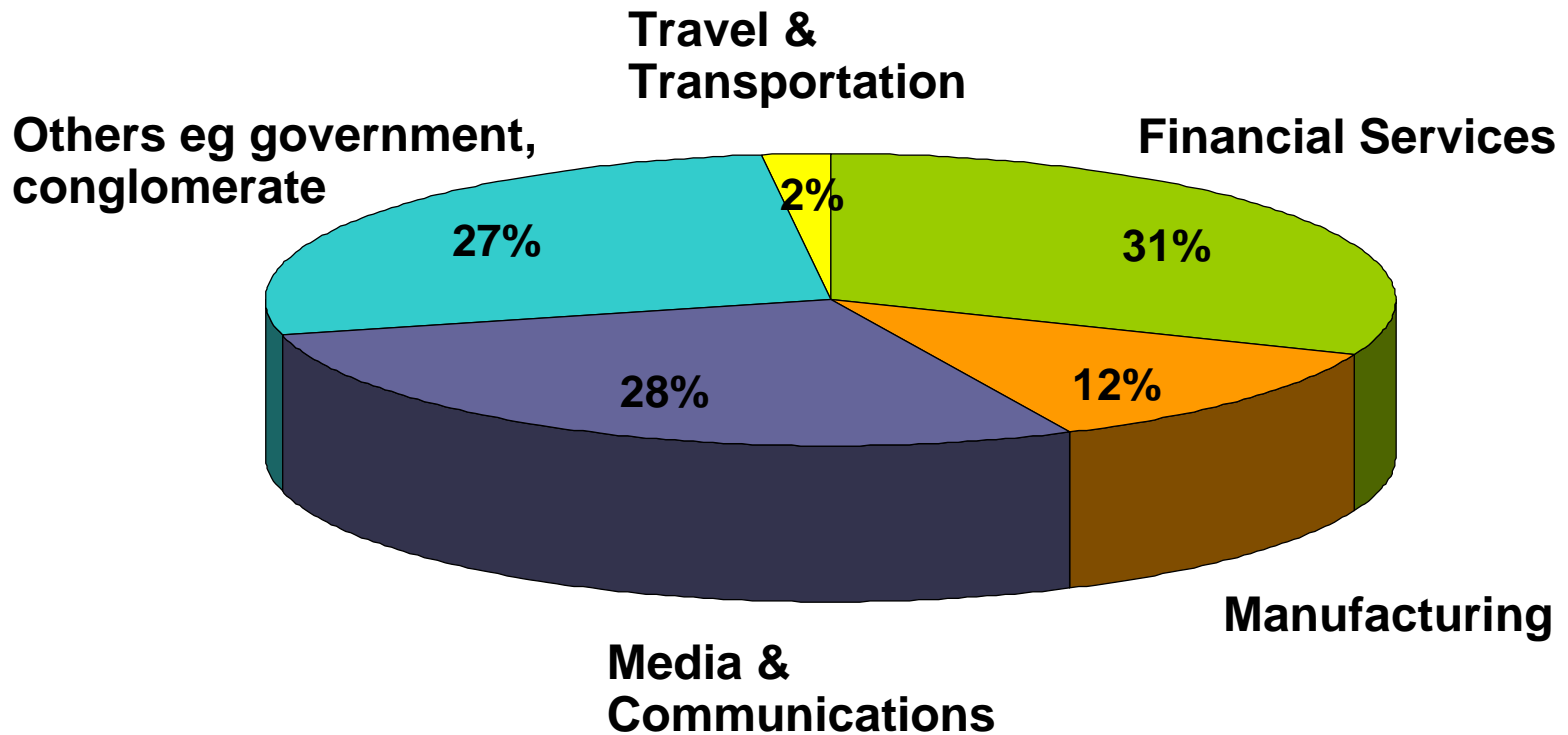
Q3'07



Q3'07 Performance

- Good revenue growth across all 4 regions
- East Asia achieved strong y/y revenue growth due to low base last year
- Strong results from India, Hong Kong, Singapore, China, NZ and Indonesia

Revenue by verticals – 9 months to Jun 07



Financial Services

- Asia – US\$6.9m next generation datacenter for global banking corporation
- Indonesia – US\$6.3m datacenter for leading local bank
- Asia – US\$5.6m datacenter expansion, IPT and security enhancement for global investment bank
- Asia – US\$4m datacenter, network migration and expansion for global financial institution
- Asia – US\$2.6m security and network enhancement for European banking group
- Japan – US\$1.3m contact center enhancement for leading insurance corporation
- Korea – US\$1.2m MPLS expansion for leading local securities firm
- Singapore – US\$2m network refresh for global financial institution

Travel & Transportation

- Asia – US\$1.4m call center and network enhancement for a leading transportation and logistics corporation
- Korea – US\$0.6m wireless and IPT deployment for local transport organisation

Media & Communications

- Korea – US\$4m POP expansion and maintenance for major service provider
- Global service provider – US\$1.2m backbone POP expansion and corporate network expansion
- Singapore – US\$0.6m maintenance service for leading service provider
- New Zealand – US\$0.6m iBoss enhancements for a leading service provider

Manufacturing

- Asia – US\$2.4m network enhancement and upgrade for global software house
- Asia – US\$1.4m converged communications infrastructure for leading semiconductor manufacturer
- Asia – US\$1.2m network enhancement for leading internet search engine
- China – US\$1.1m maintenance services for global communications equipment manufacturer
- Asia – US\$1m network and services project for leading PC maker

Others

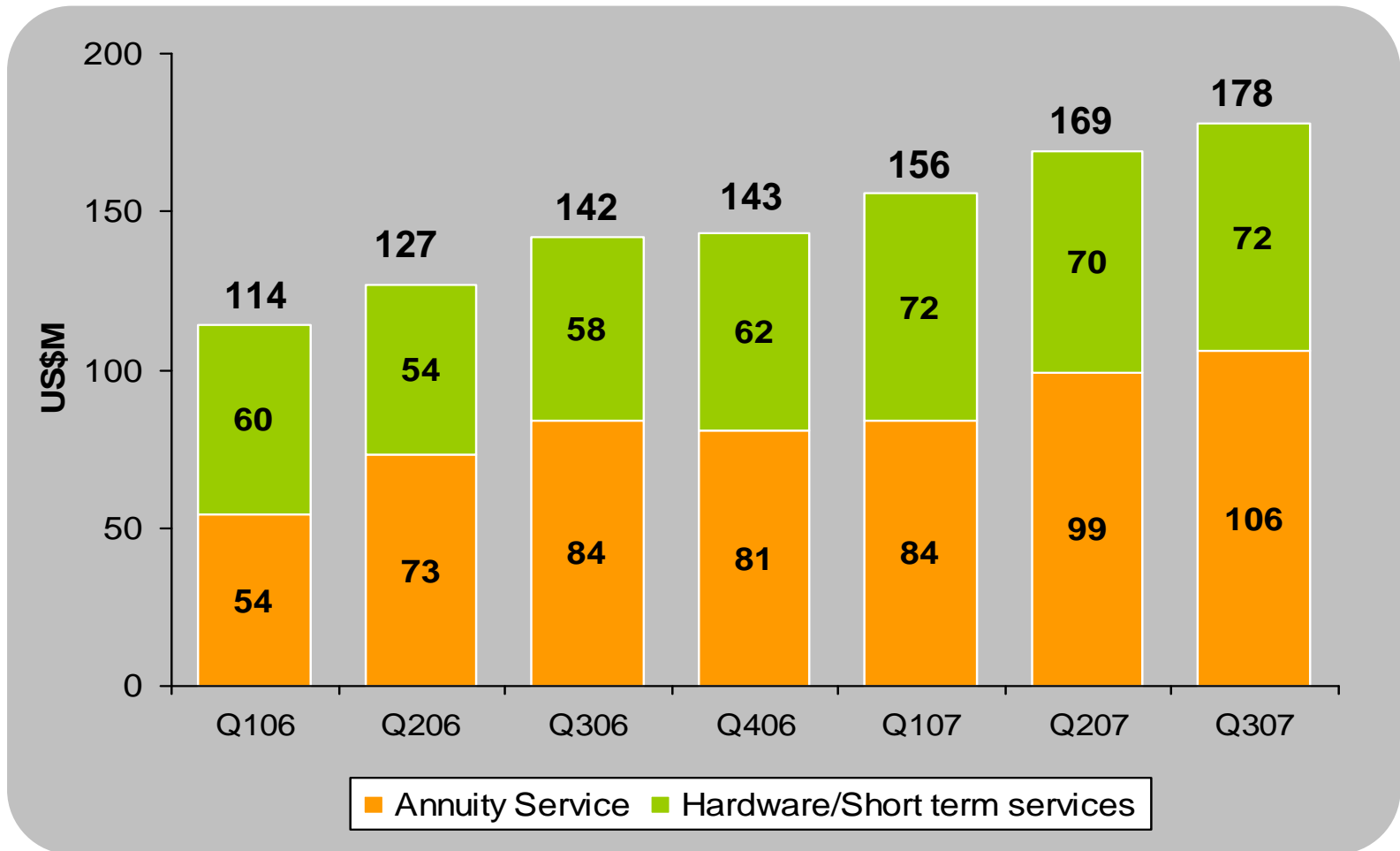
- Asia – US\$1.1m call center expansion across Asia for leading BPO provider



Future Outlook

- US\$178m backlog sets a new high
 - Backlog increased by US\$9m from US\$169m last quarter
 - Led by \$7m increase in annuity service backlog and US\$2m increase in hardware/short term services backlog
 - Continued growth in annuity service backlog encouraging
- Outlook positive
 - Short term outlook underpinned by US\$72m backlog for hardware/short term services, up from US\$70m in prior quarter
 - Longer term outlook supported by healthy annuity service backlog

Backlog



- Q3 delivered pleasing results in line with expectations
 - Healthy top line (+30% y/y) and bottom line (+38% y/y)
 - Continue to execute against our focus this year – Hold & Grow
 - 9 months results – revenue +20%, bottom line +44%, stable GM (18.9% vs 18.8% last year)
 - US\$178m backlog sets new record

- Outlook positive
 - Q4 outlook supported by US\$72m hardware/short term services backlog
 - Longer term outlook underpinned by growing annuity service backlog



THANK YOU