



Financial Results Presentation FY2007 ended 30 Sep 2007

14 November 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.

- Q4 and FY2007 Overview
- Financial Highlights
- Operational Highlights
- Summary
- Q&A

Solid Q4 results – Record Top Line and Bottom Line

Record Revenue

- US\$161m revenue is highest ever quarterly revenue
- Up 23% from last year
- Strong revenue growth in both services (+29% y/y) and hardware (+20% y/y)

Y/Y Change



23%

Record PATMI

- US\$9.1m PATMI is highest quarterly after-tax profit on record
- Driven by revenue strength, margin expansion, lower effective tax rate
- Margins at Gross Profit, PBT and PATMI are the highest in 6 years
- 19.6% gross margin – benefited from improved revenue mix, healthy services & hardware margins



42%

Record revenue drives full year profit to highest in 6 years

US\$580.8m Revenue

- Highest revenue in Datacraft history
- An increase of 20% over FY2006
- Equally robust growth from services (+20%) and hardware (+21%)
- All 4 geographic regions contributed to growth

Y/Y Change



20%

US\$30.3m PATMI

- Highest profit in 6 years
- Up 43% from US\$21.2m in FY06
- Robust revenue, margin expansion and managed SG&A



43%

19.1% Gross Margin


- An increase from 18.8% in FY2006 thanks to improvement in hardware and services margins



0.3 pct
point

Healthy Positive Cash Flow Continues

- Generated US\$29.4m cash flow from operations
- Returned US\$28.1m to shareholders during the year
 - US\$21.3m dividend paid
 - US\$6.9m on share buyback
- Cash balance of US\$150.5m, compared to US\$151.4m at the start of the year



**US\$29.4m
Op Cash Flow**

Dividend Per Share Raised to US¢ 6.3 (~ US\$28.1m outlay)

- Proposed US¢ 6.3 dividend per share, up 34% from US¢ 4.71 in FY06
 - US¢ 3.4 Ordinary
 - US¢ 2.9 Special
- 6% yield based on current share price
- Total dividend payout approx US\$28.1m



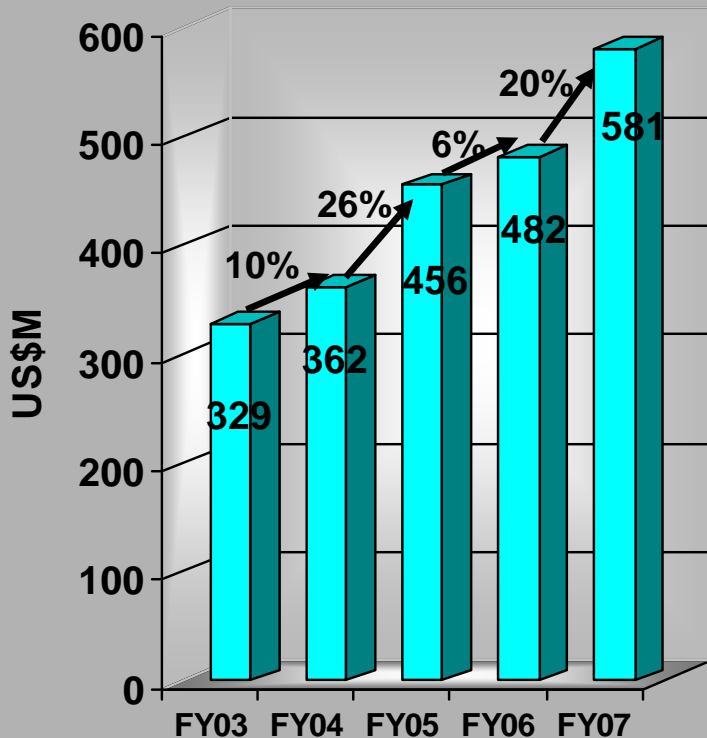
34%



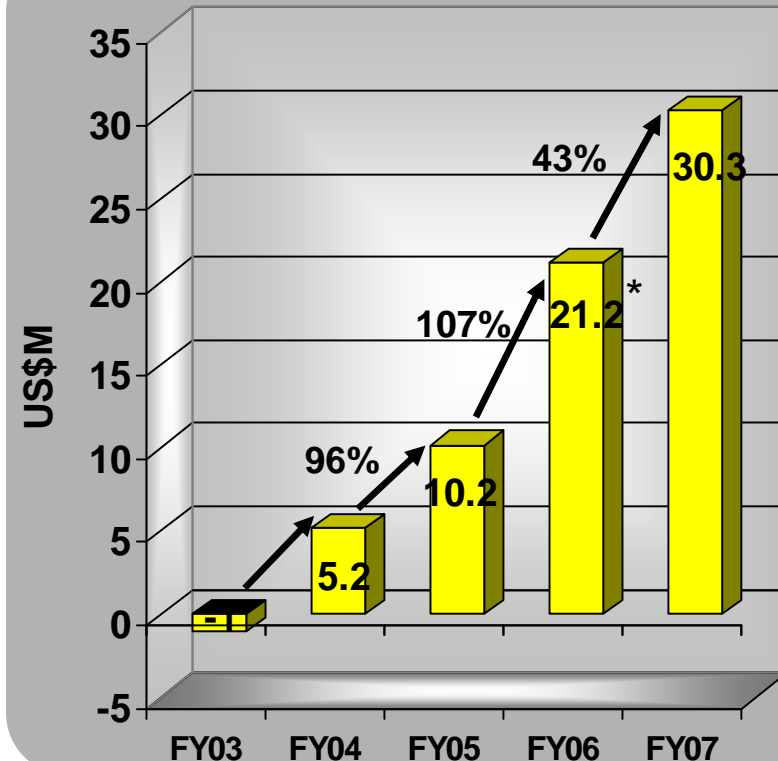
Financial Highlights

5 Year Financial Performance

Revenue



Operating Profit After Tax



* Excludes \$5.2m one-time gain from insurance settlement

Q4 FY2007 Operating Results

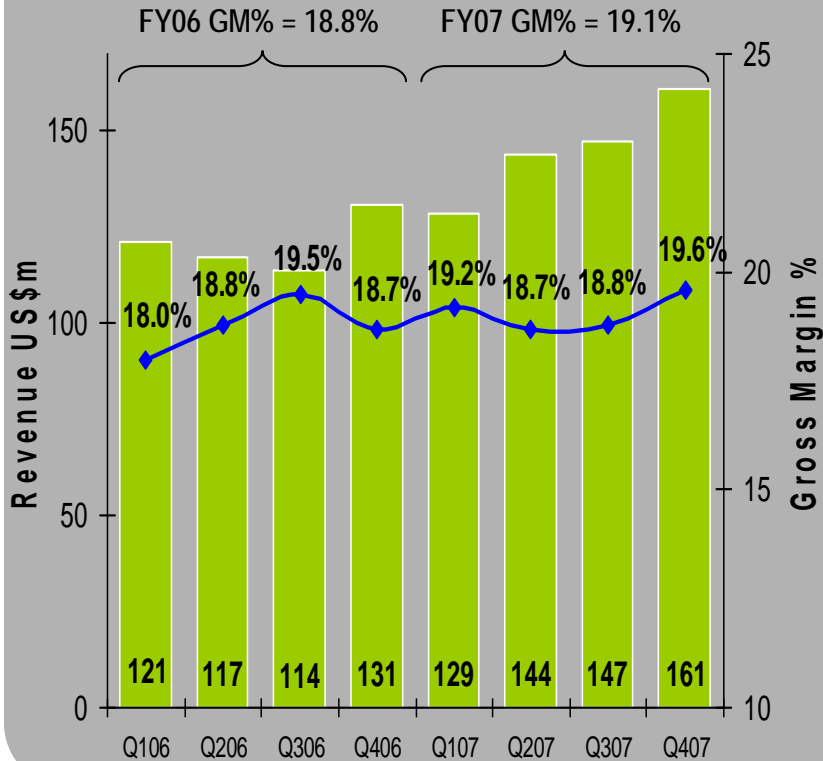
US\$M	Q4'07	Q4'06	Y/Y %	Q3'07	Sequential %
Revenue	161.0	130.9	+23%	147.3	+9%
Gross Profit	31.5	24.5	+29%	27.7	+14%
<i>GM %</i>	19.6%	18.7%		18.8%	
EBITDA	12.8	9.6	+33%	11.1	+15%
EBIT	10.8	7.7	+41%	9.0	+21%
PBT	12.1	9.0	+35%	10.1	+19%
<i>PBT %</i>	7.5%	6.8%		6.9%	
PATMI	9.1	6.5	+42%	7.3	+25%
Basic EPS (US cts)	2.05	1.42	+44%	1.64	+25%

12 Months Operating Results

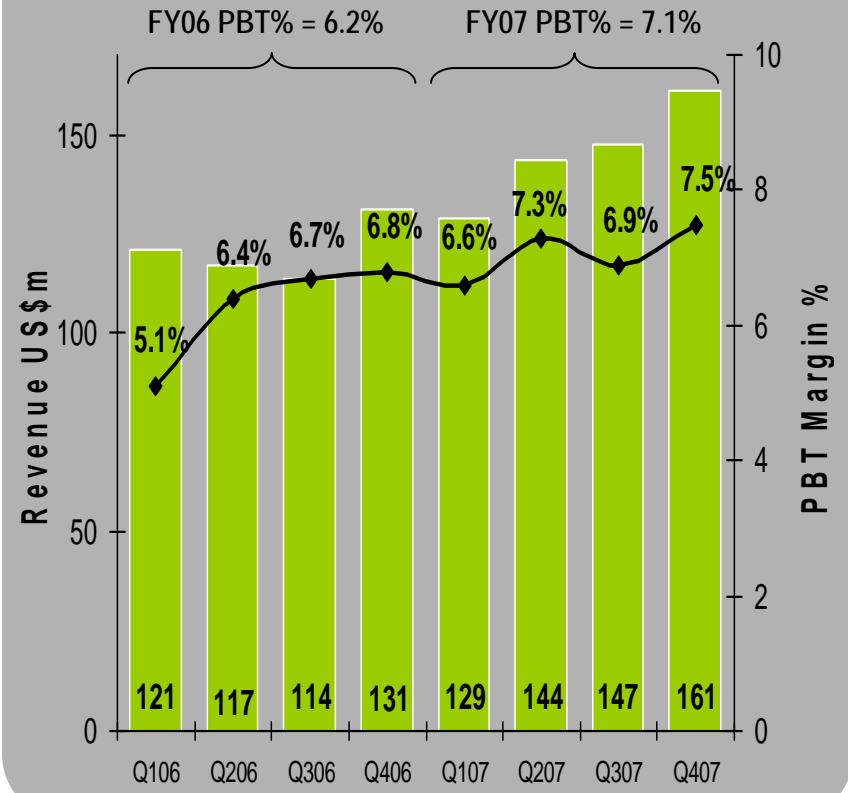
US\$M	12 months to Sep'07	12 months to Sep'06	Y/Y %
Revenue	580.8	482.2	+20%
Gross Profit	110.8	90.4	+23%
<i>GM %</i>	19.1%	18.8%	
EBITDA	44.2	34.1	+30%
EBIT	36.5	26.2	+39%
PBT	41.2	30.1	+37%
<i>PBT %</i>	7.1%	6.2%	
PATMI	30.3	21.2	+43%
Basic EPS (US cts)	6.76	4.57	+48%
Including one-time US\$5.2m insurance settlement received in Jan'06:			
PBT	41.2	35.3	+17%
PATMI	30.3	26.3	+15%

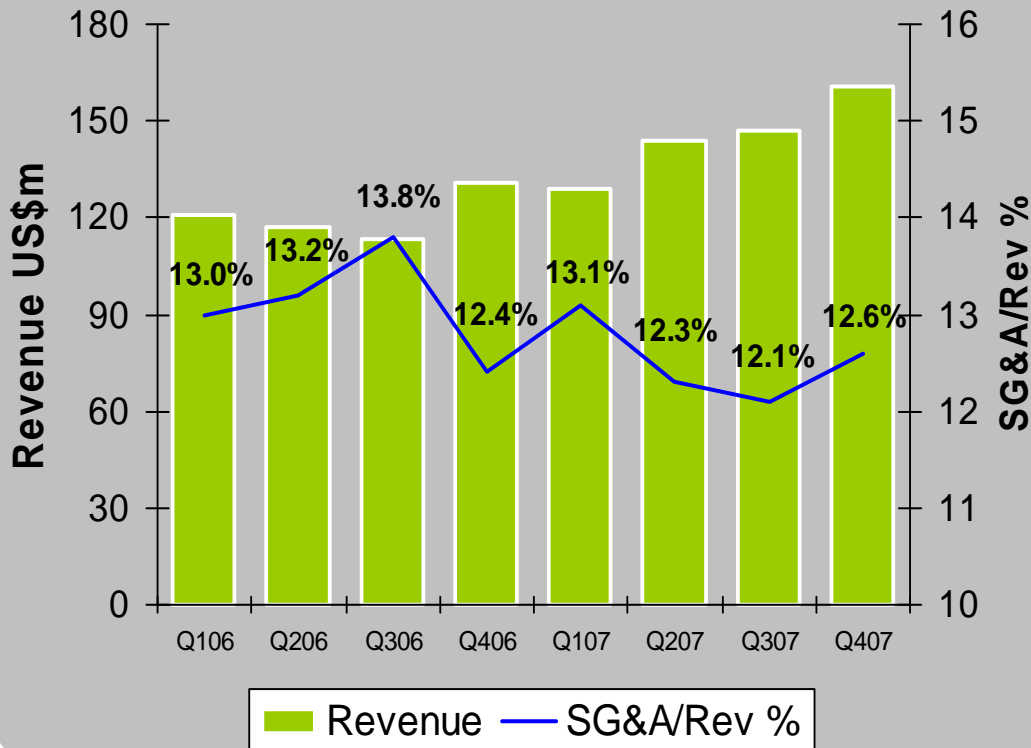
Improving Margins

Gross Margin



PBT Margin





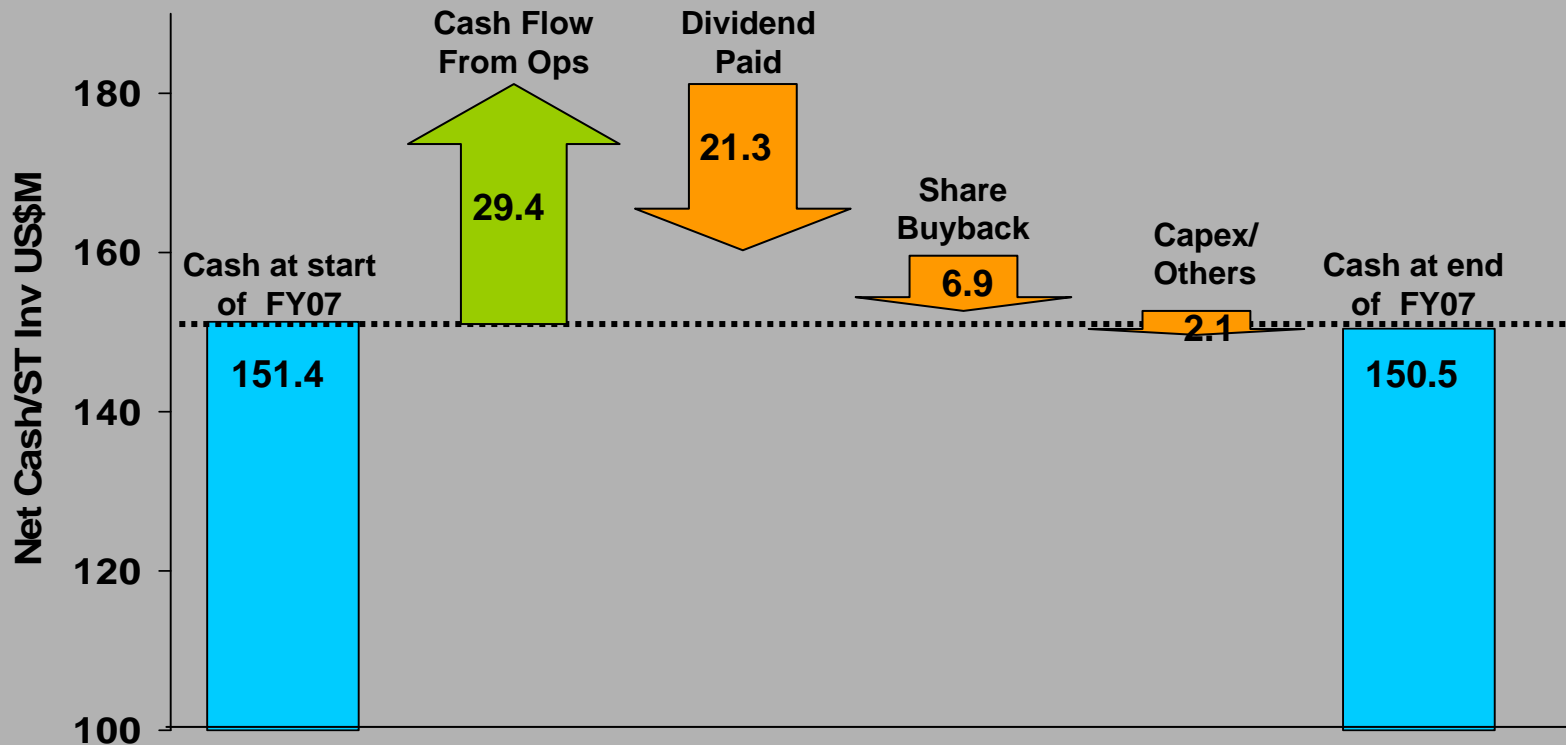
- For the year, SG&A/Rev % averaged 12.5%, down from 13.1% in FY06
- In \$ value, FY07 SG&A is up 15% from last year (vs 20% revenue growth). Increase mainly due to higher headcount, in particular sales personnel
- Q4 SG&A expense totalled US\$20.2m or 12.6% of revenue
- Q4 SG&A increase mainly due to headcount increase and higher variable bonus provision

Balance Sheet Highlights

US\$M	Sep 07	Jun 07	Sep 06
DSO	61 days	68 days	61 days
- Trade Debtors	120.7	116.1	96.3
Trade Creditors	76.4	69.3	62.0
Fixed Assets	14.3	14.7	12.9
Inventory	10.2	10.5	9.5
Net Cash + ST Inv	150.5	134.1	151.4
Shareholders Funds	202.5	192.9	190.8

Robust Positive Cash Flow Continues

- US\$29.4m cash generated from operations in FY07
- US\$28.1m cash usage – dividends, share buyback in FY07



Cash Flow Summary

US\$M	3 months to Sep 07	12 months to Sep 07
Beginning Net Cash + ST Investments	134.1	151.4
Cash flow from operations	18.2	29.4
Dividend	--	(21.3)
Share Buyback	(2.1)	(6.9)
Capex	(1.4)	(8.6)
Others/ cash settlement for options	1.7	6.5
Ending Net Cash + ST Investments	150.5	150.5

▪ Share buy-back

- In FY07, bought back 6m shares for US\$6.9m (average price = US\$1.15)
- Since inception of program in Jan 2006, bought back total of 23.1m shares for US\$24.5m (average price = US\$1.06)
- Purchased shares held in treasury
- 0.8m treasury shares have been reissued for employee share options
- Current shares outstanding, excluding treasury shares = 445.7m (reduced by 4.8%)
- Likely to continue program into CY08, subject to renewal of mandate by shareholders at Jan 2008 AGM

▪ Dividend

- Propose US¢ 6.3 dividend per share or total of US\$28.1m comprising
 - US¢ 3.4 ordinary dividend (~ 50% of FY07 after-tax profit) and
 - US¢ 2.9 special dividend
- A 34% increase over last year's US¢ 4.71 dividend per share
- Option of cash or scrip dividend *

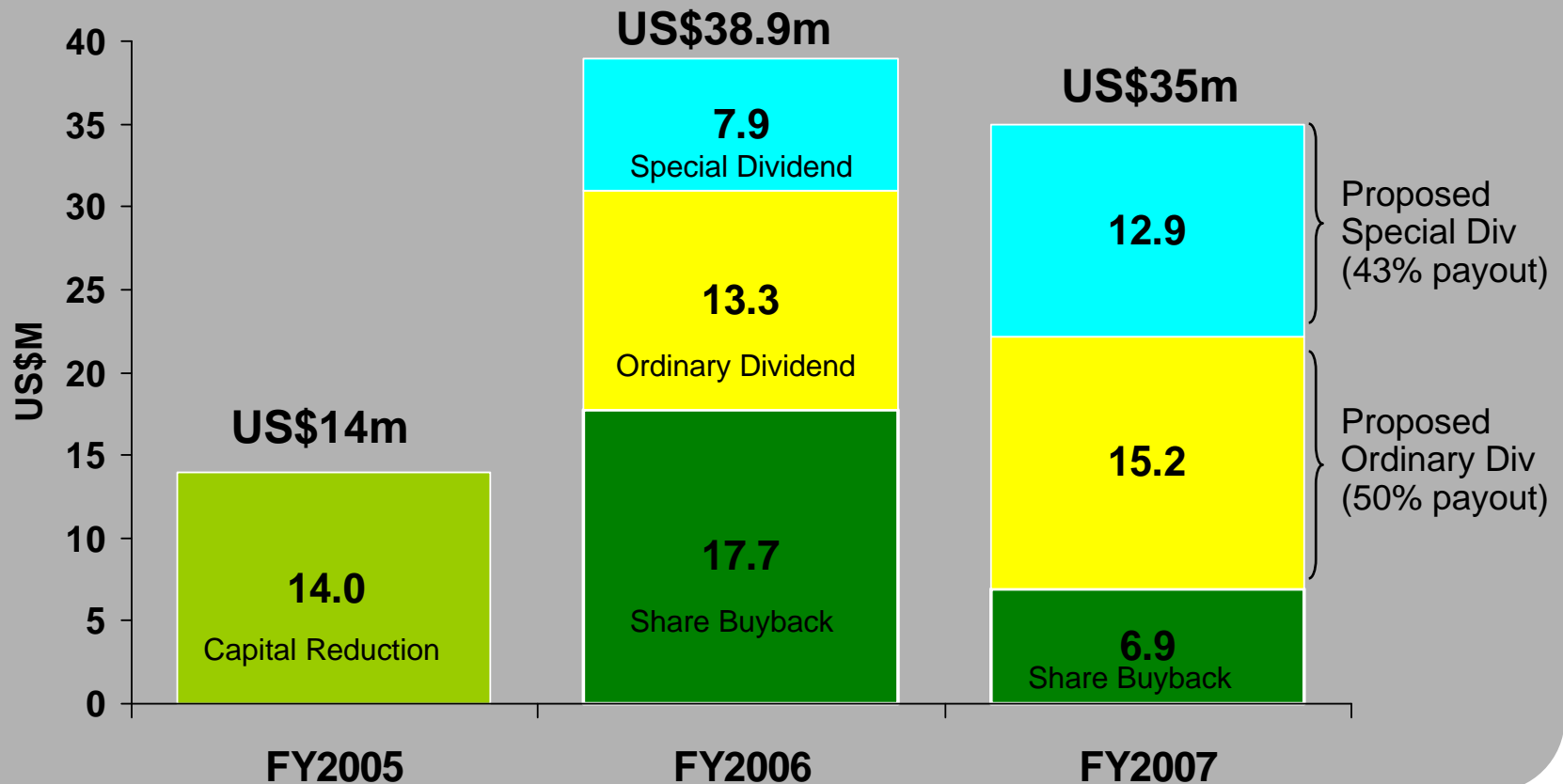
▪ Acquisitions

- Post dividend payout, cash on hand approximates US\$122m
- Cash on hand will be higher, possibly US\$135m+, if some shareholders elect for scrip dividend
- Group has ample financial resources to fund growth and M&A

* Scrip dividend will be satisfied via issue of new shares

Return to Shareholders

- A total of US\$88m cash returned to shareholders in 3 years
- Representing 142% of the 3 years' aggregate profit

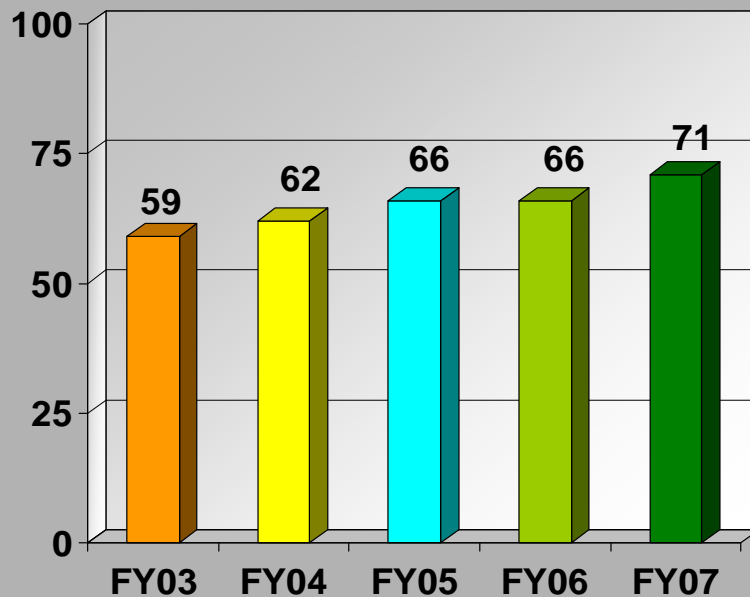




Operational Highlights

Employee Satisfaction continues to improve

Employee Satisfaction Survey

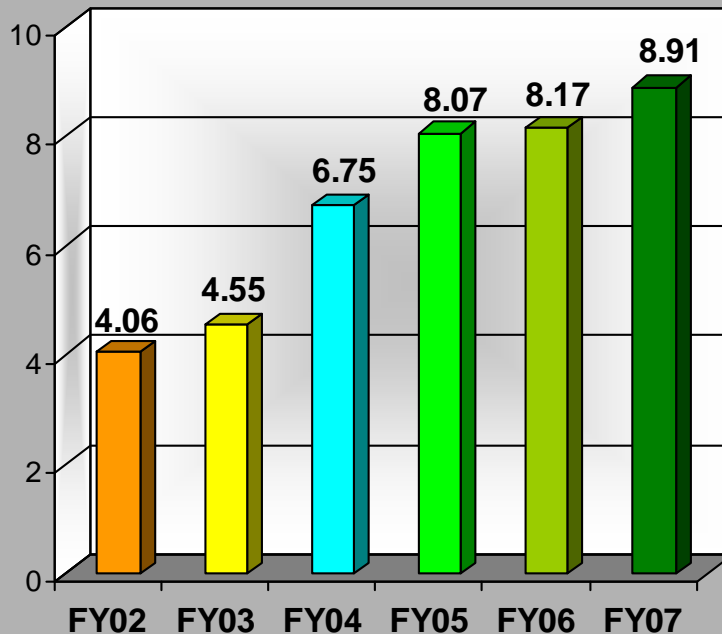


Source : Inform Software Pty Ltd

- Independent research firm surveyed 1286 employees (96% participation rate)
- Survey measures employee satisfaction in 9 key areas eg training & development, compensation & reward, communication and leadership
- Consistent y/y improvement across all areas measured
- Employee satisfaction has improved (11 countries) or maintained (2 countries) across the 13 countries

Client Relationships – Strong and Growing

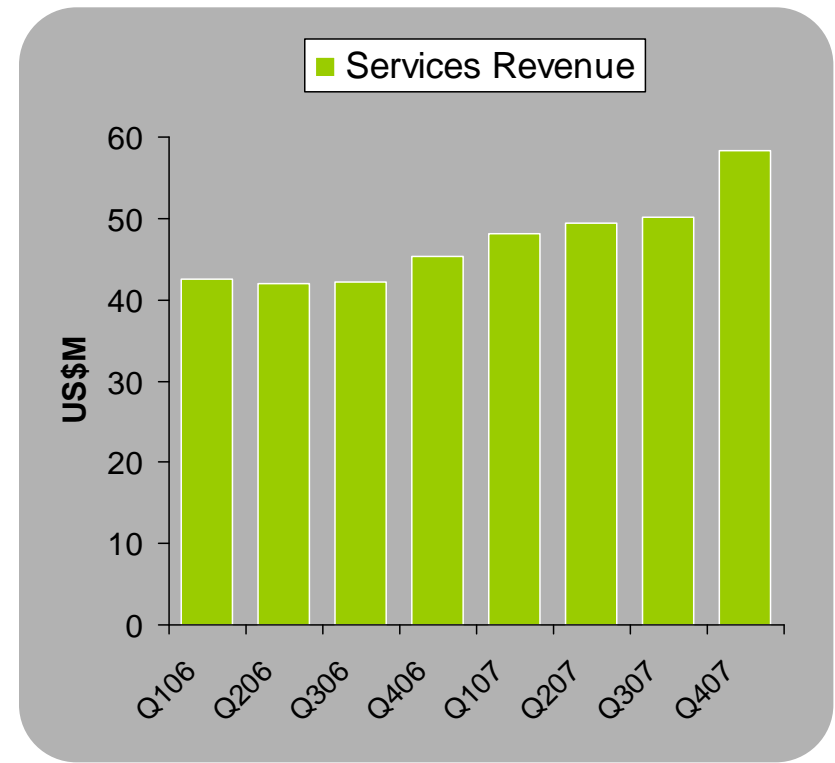
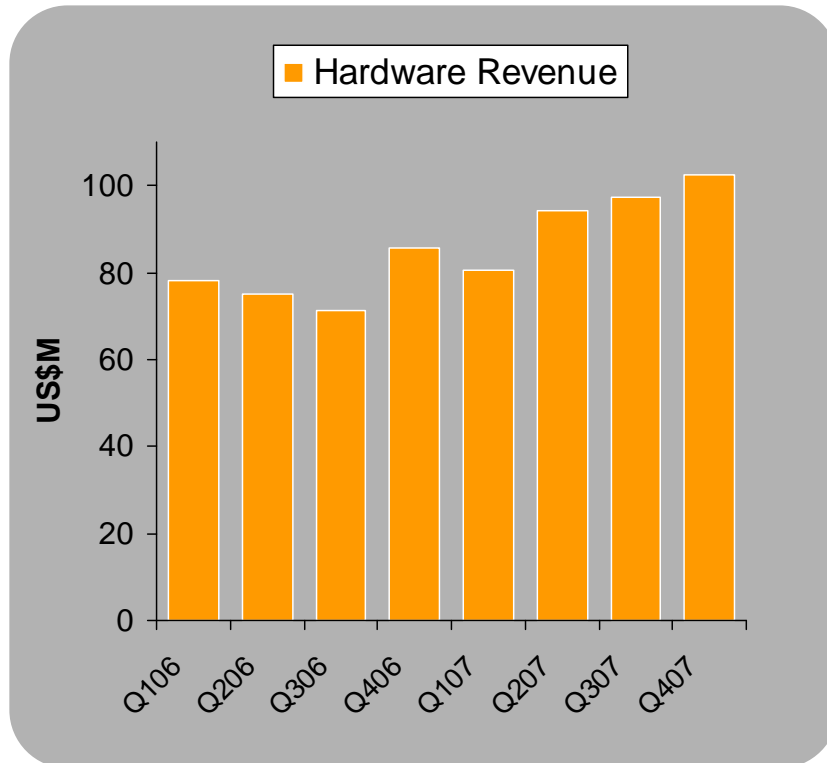
Client Satisfaction Survey



Source: The Research Pacific Group

- Independent research firm surveyed 294 clients in 12 countries, including top 14 MNC clients
- Client satisfaction improved for the 5 consecutive year:
 - 89% are “delighted”
 - 10% are “satisfied”
 - 1% “less than satisfied”
 - No dissatisfied clients
- Top MNC clients satisfaction even higher at 9.29

Hardware & Services Revenue



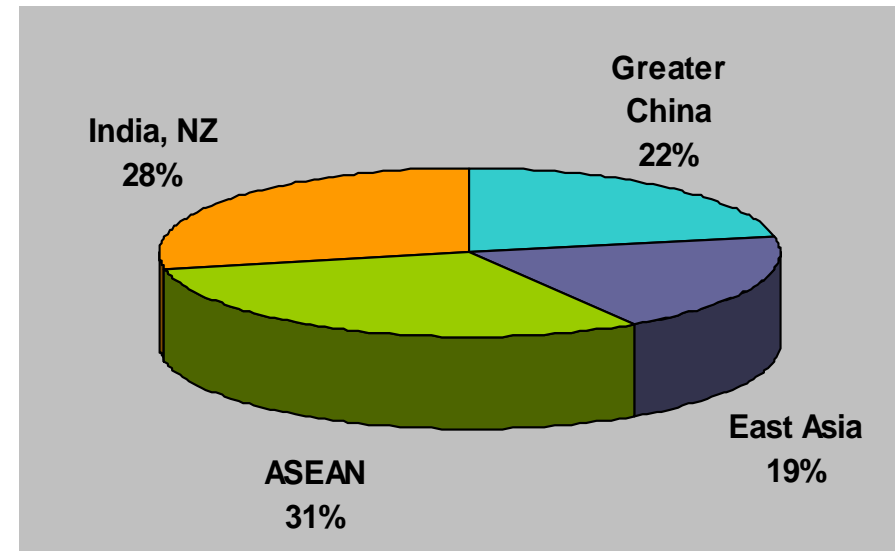
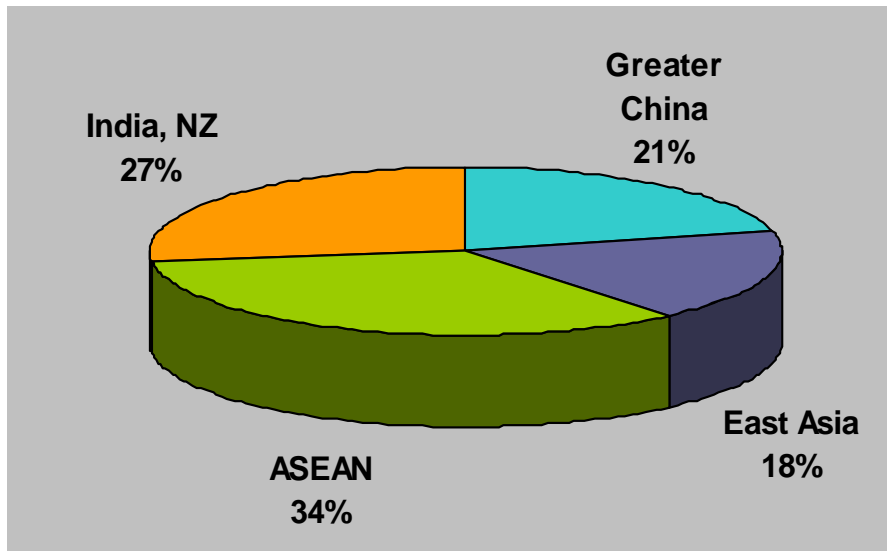
■ Q4 HW rev accounted for 64% of group rev
■ ↑ 20% y/y; ↑ 6% q/q

■ Q4 SVCE rev accounted for 36% of group rev
■ ↑ 29% y/y; ↑ 16% q/q

Revenue by Geographic Regions

FY06

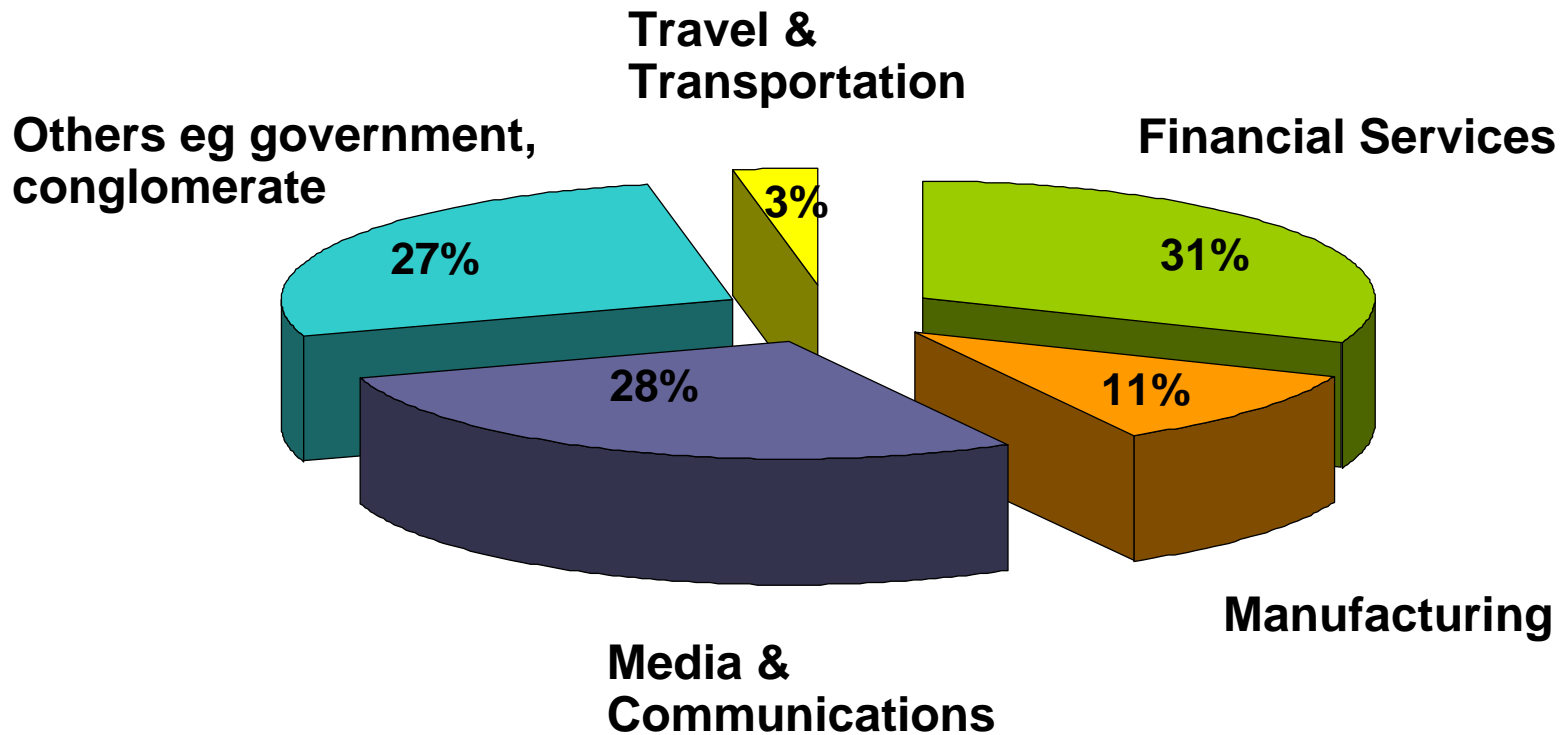
FY07



FY07 Performance

- All 4 geographic regions achieved revenue growth y/y
- Most Asean countries did well but partially offset by lower contribution from Thailand
- Japan remained unprofitable for the year, but showed encouraging progress in Q4
- Especially strong performance from India, HK, China

FY07 Revenue By Verticals



Media & Communications

- Korea – US\$5.4m operational outsourcing & backbone expansion for a leading broadband service provider
- India – US\$4.1m IP MPLS expansion for a leading global service provider
- Korea – US\$2.8m convergence network for a major corporate enterprise through a leading service provider
- A global service provider – US\$3.6m IP MPLS backbone expansion
- A global service provider – US\$1.8m corporate network deployment
- Indonesia – US\$0.8m support services contract for a local service provider
- Global media and entertainment conglomerate – US\$0.6m network enhancement

Manufacturing

- India – US\$3.7m network and IT enhancement for a global software house
- Asia – US\$1.1m new office deployment for a global software and content provider
- China – US\$0.6m network consolidation for a global energy corporation
- Asia – US\$0.7m converged infrastructure upgrade for a leading industrial equipment manufacturer

Travel & Transportation

- Asia – US\$1.2m call center and network enhancement for a leading transportation and logistics corporation
- Asia – US\$1.4m IP telephony and network convergence for a global container shipping and logistics services enterprise

Financial Services

- Asia – US\$3.8m datacenter expansion, IPT and security enhancement for a global banking group
- Asia – US\$3.3m next generation datacenter & converged network and security deployment for a global banking group
- Asia – US\$3.2m IPT convergence systems and network expansion for a global banking group
- Singapore – US\$2.8m datacenter deployment and maintenance services for a major local banking group
- Korea – US\$1.5m IPT deployment for a leading local bank

Others

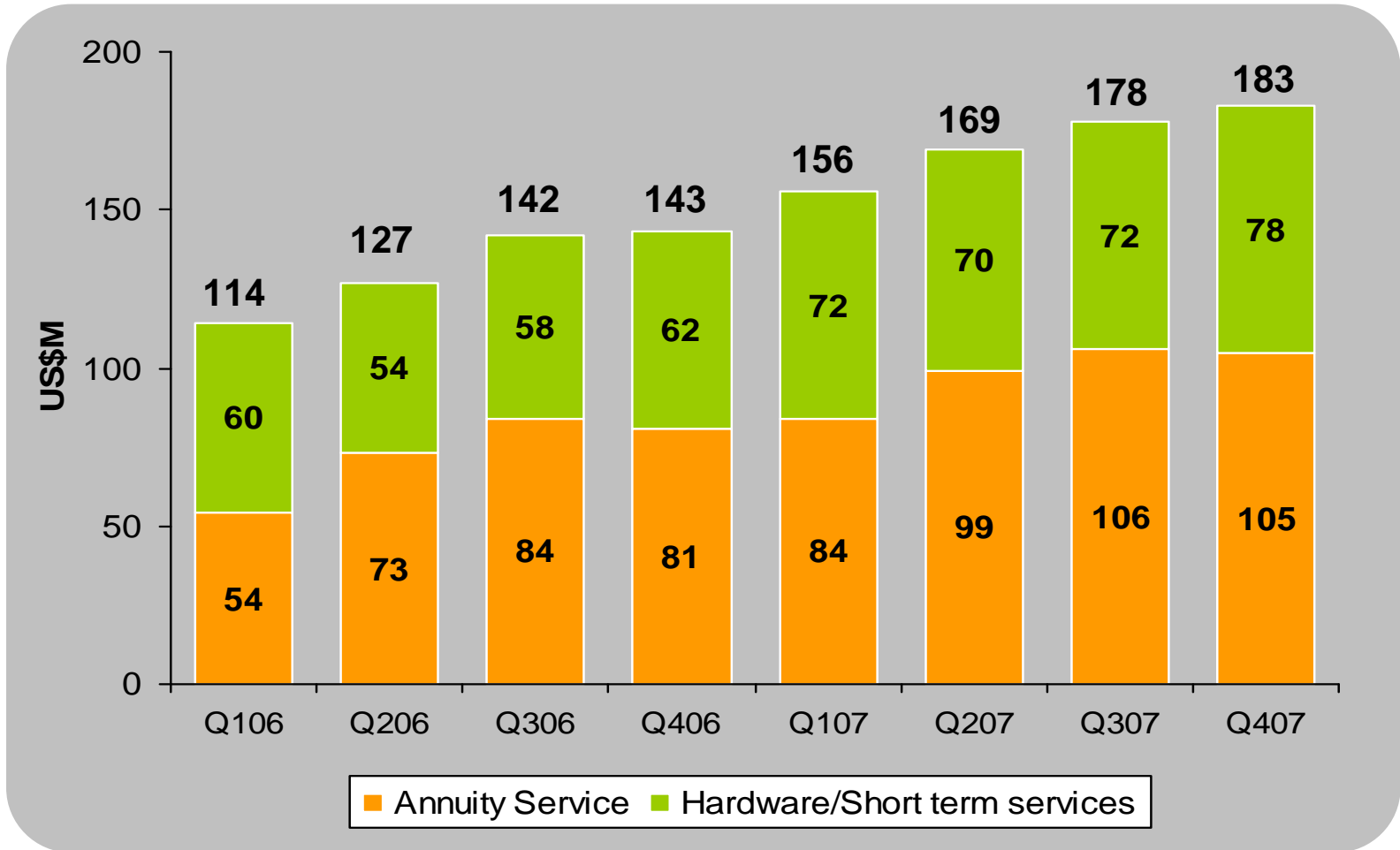
- NZ – US\$1.7m IPT convergence network for a major infrastructure service provider



Future Outlook

- Asia offers exciting growth opportunities in our target verticals
- Datacraft well positioned to benefit given strong fundamentals
 - Proven business model – consistent execution and delivery
 - Solid balance sheet; no debt
 - Financial strength to pursue growth, M&A
 - Support from key stakeholders – employees, clients – continues to grow
- Momentum in business supported by healthy backlog – US\$183m new high
- Recent volatility in global financial markets – so far no impact, will watch closely
- Continue to execute our model
 - Sustainable profitable growth
 - Cash performance
 - Shareholder return

Backlog



- Another strong year
 - Record revenue US\$581m
 - Record Q4 profits US\$9.1m
 - Record dividend : 34% y/y hike to US¢ 6.3 per share
- 5 years solid track record
 - Top line : from US\$329m to US\$581m
 - Bottom line : from US\$1m loss to US\$30m profit
 - Positive cash generation every year
 - Return to shareholders US\$88m
- Strong fundamentals, continue to execute our model



THANK YOU