

## Datacentrix at a Glance

Datacentrix is a vibrant business that provides computing power and business value to enterprise South Africa and operates through offices in Pretoria, Johannesburg, Cape Town and Durban. Established as a separate legal entity through a management buy-out in 1994, the group's successful performance since listing on the JSE Securities Exchange in September 1998 underscores managements' controlled execution of medium and long-term strategies, which are founded on basic business principles.

The company is a leading IT provider and together with specialised business knowledge, provides clients with comprehensive, integrated solutions giving them competitive advantage in their respective industries, helping them realise measurable business value from their IT investment.

Datacentrix represents leading international technology partners with whom the company shares long-standing relationships and for whom Datacentrix boasts some of the highest partner accreditations in South Africa.

## Corporate Structure

The company structure comprises three business divisions:

**Datacentrix Infrastructure** - offers large-scale IT infrastructure hardware and software solutions, including high-end servers, storage area network solutions, enterprise back-up library solutions, security, and server and storage consolidation solutions. The group's top rated accreditations and positioning with international technology vendors, makes Datacentrix the partner of choice for the supply and maintenance of enterprise infrastructure requirements.

**Datacentrix Solutions** - provides a wide range of Microsoft Business Solutions applications and related services to the enterprise market. This divisions' skills base focuses on Microsoft's entry into the business solutions space, archiving of documents and data, super integration of applications, document management and workflow, business intelligence and the outsourced hosting of business applications and related infrastructure.

**Datacentrix Services** - offers an impressive array of service accreditations, initially obtained to ensure high quality support to the group's Infrastructure clients. These accreditations allow Datacentrix to provide in-warranty repairs to clients on behalf of the vendors. The key services of configuration, installation, hardware maintenance, desktop/server support, operating system upgrades and infrastructure outsourcing continue to be the division's focus. The increased market momentum towards selective or full outsourcing continues and Datacentrix boasts specific competencies in the printer, desktop and server environments.



### Value Drivers

- Customer-focused
- Performance driven
- Top technical capability
- Specialised business knowledge
- Excellence in execution and delivery

### Competitive Edge

- Successful
- Consistent performance
- The right people
- Financial discipline
- Vendor relationships and accreditations
- Black empowerment throughout the organisation
- Strategic partner of choice

## Black Economic Empowerment

Datacentrix approached black economic empowerment (BEE) as a strategic imperative almost a decade ago and since this time has relentlessly pursued the implementation of a positive business philosophy. This, together with commitment from the board to transform the company's profile and culture, has resulted in independent assessments and acknowledgements of Datacentrix' BEE efforts. EmpowerDex Economic Empowerment Rating Agency announced Datacentrix as South Africa's most empowered JSE-listed company in March 2003. As it stands, there are only three JSE-listed IT companies that boast more than 25% black ownership.

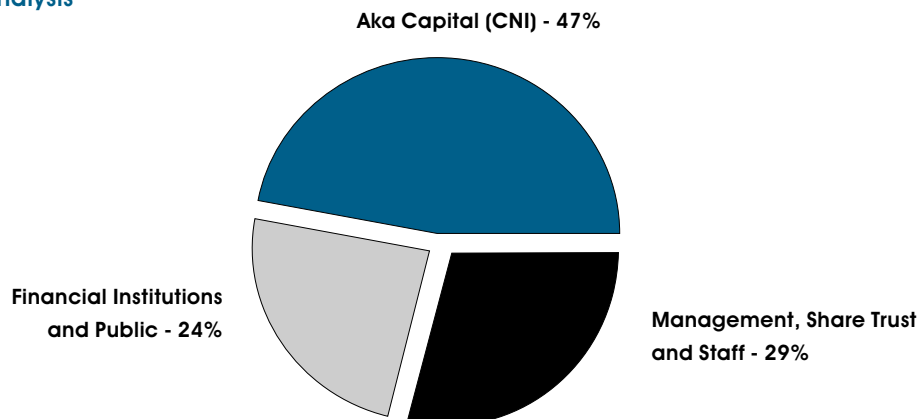
Furthermore, Gary Morolo, executive chairman at Datacentrix, was listed as the only black CEO within the IT sector. Datacentrix also tops the table of weighted control from previously disadvantaged individuals on the board of directors. Fifty-five percent of the Datacentrix Holdings Limited board comprises previously disadvantaged individuals. Gary Morolo (executive chairman), Ahmed Mahomed (executive director), Imogen Mkhize (non-executive) and Sam Nematswerani (non-executive) are the four black directors. Joan Joffe (non-executive) and Natanya Kuper (non-executive) are the two white female representatives. Elizabeth Naidoo (chief financial officer) is an invitee to the board of directors.



The company's involvement in empowerment has moved beyond a purely internal focus with Neville Naaidoo, director at Datacentrix Western Cape, elected as the national chairman of BIT4M (formerly the Black Information Technology Forum) in March 2003, and Imogen Mkhize, non-executive director at Datacentrix, as deputy national chairperson. Mkhize has also been appointed to the recently announced government task team for economic empowerment.

Datacentrix' staff complement has increased by 36% since financial year 2002 to 390 employees and has maintained a remarkable employment equity ratio with 63% of the group from the designated group and 43% black employees. (2002: 287 employees with 61% designated employees and 42% black employees).

### Shareholders' Analysis



**Our technology partners and value offerings include:**

**ADIC** Datacentrix offers data storage for the open systems market. This includes a broad range of tape automation, storage networking and data management software products. The company's expertise encompasses scalable storage capacity, multi-protocol connectivity and software-based data management.

**COMPUTER ASSOCIATES** Datacentrix helps manage the computing infrastructures of companies across industries with a broad range of software solutions, which can be used in a variety of mainframe and distributed environments; they are integrated and are platform-neutral.

**CISCO SYSTEMS** Datacentrix provides solutions for transporting data - voice and video - ensuring that both customers' networks operate with maximum performance, security and flexibility.

**CITRIX** Datacentrix simplifies access to information by enabling efficient, centralised management of heterogeneous computing environments, while providing secure, on-demand access to a wide array of resources from any location, device or connection.

**COGNOS** Datacentrix builds on the strengths of operational systems like enterprise resource planning (ERP) and customer relationship management (CRM) to encompass the entire enterprise and provide meaningful information and actionable insights.

**HP** The group's offerings include key technology components of enterprise IT infrastructure such as enterprise storage, servers, management software, printing and imaging solutions together with a comprehensive portfolio of related services.

**IBM** Datacentrix provides clients with advanced information technologies, including computer systems, software, networking systems and storage devices. The network of service professionals translates these advanced technologies into business value for clients.

**IXOS** Datacentrix offers clients innovative, cost-effective and scalable solutions to ensure that business information and corporate knowledge is available to those who need it, when they need it and where they need it. These solutions are accompanied by full integration capabilities with the clients' existing software environments, be it SAP, Siebel, Microsoft, Lotus Notes, a portal or line-of-business applications. The document solutions enhance, speed up and facilitate internal and external business processes. This results in improved services to the client's own employees, business partners and end customers.

**LEGATO** Datacentrix delivers enterprise software solutions and services, which keep business-critical information and applications available. The group offers the advantages of business continuance through enterprise automation with information protection, application availability and storage management solutions.

## MICROSOFT

Datacentrix offers solutions for the automation of financial and operational processes including desktop and embedded operating systems, business process applications, business services, server platforms, Web-based services and licensing.

## NETVIZ

Datacentrix provides a unique diagramming tool, which helps clients visualise, understand and manage their IT and business systems ensuring that their enterprise data can be graphically represented, centralised and distributed with ease.

## NOVELL

Datacentrix provides computing power to integrate information, applications, processes and systems to optimise clients' businesses, eliminate obstacles and leverage information assets. The company delivers secure identity management, Web application development and cross-platform networking services, all supported by strategic consulting, technical support and educational services.

## RIGHTFAX

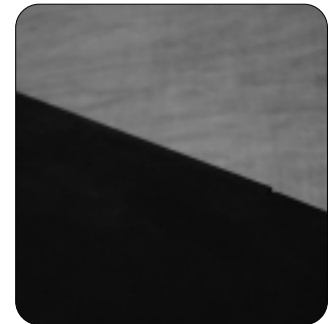
Datacentrix provides an efficient way to send and receive documents electronically from desktop, email, CRM, ERP and other business applications. The group offers e-document delivery, production fax and network fax solutions, bringing together fax, email and Internet technologies.

## STERLING COMMERCE

The B2B solutions help companies gain control over their business processes and improve the overall efficiency of their e-business infrastructure. Datacentrix facilitates the digital exchange of business transactions, addresses the specific business problems clients face when seeking to integrate business processes internally and externally and also integrates e-marketplace applications and data with back-end business processes. Part of the solutions include ensuring secure and reliable exchange of information over the Internet and private networks and bridging any in-house gaps associated with solution configuration, operation and support.

## SYMANTEC

Datacentrix provides Internet security technology, including a broad range of content and network security software and appliance solutions to enterprise South Africa. The company's security solutions range from client, gateway and server security solutions for virus protection, firewall and virtual private network, vulnerability management, intrusion detection to Internet content and e-mail filtering, remote management technologies and security services.



## VERITAS

Datacentrix provides data protection, storage management, high application availability and disaster recovery software to numerous blue chip companies in South Africa. All of the software utilised is open and supports all significant business applications, operating systems and storage hardware.

