

Ten Year Review

	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999
Revenue (R'000)	1 346 971	1 201 904	1 034 397	882 205	763 782	770 738	521 581	394 064	248 437	168 239
EBITDA (R'000)	157 096	124 564	88 661	78 084	59 009	52 222	33 378	24 298	19 936	14 676
Total assets (R'000)	548 529	457 345	450 141	367 709	321 329	321 473	256 753	186 401	135 715	95 579
Cash holdings (R'000)	221 896	173 841	165 615	167 146	131 022	117 784	71 460	45 089	50 427	44 613
HEPS (cents)	52.0	40.4	28.7	25.7	21.3	20.6	11.4	11.3	11.0	9.0
EPS (cents)	52.0	40.0	25.5	21.5	16.9	17.2	10.1	9.7	11.0	9.0
Net asset value (cents)	150.4	127.0	124.9	109.4	95.8	80.1	64.6	44.7	29.8	32.9
Tangible net asset value (cents)	141.4	118.6	116.2	96.6	79.1	60.5	55.2	31.3	29.8	32.9
Actual number of shares in issue ('000)#	195 785	195 655	195 647	195 801	195 024	189 040	178 258	161 830	159 287	154 455
Number of employees	707	670	568	567	453	390	287	238	125	101
Group employment equity: % Black staff	51%	51%	51%	51%	45%	43%	42%	42%	42%	42%
Group employment equity: % Designated staff	66%	66%	67%	66%	66%	63%	61%	61%	61%	61%

EBITDA: Earnings before interest, taxation, depreciation and amortisation
Adjusted for treasury shares

Corporate Profile

Datacentrix is a leading and empowered IT integrator, providing computing power and business solutions to corporate South Africa. It has offices in Pretoria, Samrand, Johannesburg, Cape Town and Durban with a comprehensive network of SMMEs and service personnel around South Africa who are utilised for servicing outlying areas. Datacentrix has been listed on the JSE since September 1998.

Vision

Datacentrix strives to be the partner of choice for IT infrastructure, business solutions, outsourcing and other related IT services to enterprise South Africa.

Mission

Our mission is to invest in people, maximise stakeholder wealth, embrace broad based black economic empowerment and represent leading technology partners with distinction.

Group Values

The group's success is built on four pillars which are its shared values and they underpin its relationships with all its stakeholders - both internal and external. These values are:

- Performance-driven
- Passion
- Pride
- Professionalism

Global Technology Partners

The group continues to receive multiple partner awards as a technology expert that delivers quality solutions focused on client requirements. These global partnerships remain critical to the company's success as a leading IT integrator. The company remains at the forefront of the latest IT innovations and offers the highest level of technical support and engineering expertise.

Datacentrix' strong strategic position, which links international manufacturers and the local market, adds business value to the South African ICT industry. This forms part of Datacentrix' business value chain, which is supported by a range of IT services, solutions and infrastructure offerings. Datacentrix has a competitive and attractive pricing model as a result of direct purchases from its global technology partners.

Client Satisfaction

Datacentrix is proud of its client base, which can be credited to the company's strong value proposition. Clients are core to Datacentrix' business and therefore, the company customises its offerings to suit individual requirements, which are critical for high client delivery and satisfaction.

Datacentrix has managed to retain high levels of client satisfaction over the years and continues to build on those areas where clients desire quality service. Datacentrix' overall client relationship strategy is to provide clients with key business information to enable them to make the best technology solutions choices, resulting in improved business performance and competitive advantage.



Group's Business Focus

The group's business activities focus on the following areas:

Infrastructure and Related Services

- Enterprise systems
- Enterprise systems management
- Hardware solutions
- Software solutions
- Network solutions
- Microsoft licensing and services
 - Platforms
 - Support
 - Upgrades
 - Migrations
 - Advanced projects
- Security solutions
- IT infrastructure projects
- Vendor warranty services
- Hardware services
 - Install, move, add, change, dispose and deployments
 - Configuration
 - Non-warranty repairs
- Desktop, server and infrastructure outsourcing
 - Selective outsourcing
 - Managed print services
- Resourcing

Solutions

- Professional services, consulting, implementation, training and support in the areas of:
- Business solutions
 - Enterprise resource planning
 - Productivity applications
 - Microsoft Great Plains
 - Microsoft Customer Relationship Management
 - Business intelligence and performance management
 - Data warehousing
 - Workflow and business process management
 - Optimisation and content management
 - Development and business integration
 - Archiving solutions

Broad Based Black Economic Empowerment

Broad Based Black Economic Empowerment (BBBEE) Profile

Datacentrix remains a broad based black empowered IT company, and has been acknowledged for its empowerment status since the time of its listing in 1998. The company has played a significant role within the ICT sector, both medium and small markets, and continues to embrace black economic empowerment initiatives. With the current revision of the legislation, which has its own challenges, the company has recently being audited and awarded a level five contributor "BBB" status by Empowerdex. Datacentrix strongly believes that it has made exceptional contributions to all areas of BBBEE including ownership, management control, employment equity, skills development, preferential procurement, enterprise development and socio economic development and will continue to do so to improve its rating.

Skills Development

This refers to the skills development expenditure for black employees on any program specified in the learning programme's matrix including learnerships. Datacentrix' learnership programme is managed in conjunction with

various accredited educational institutions that develop and provide the theoretical component of the programme. This includes the Datacentrix Microsoft Learning Academy, which offers an NQF level 5 (MCSE or MCSD) programme on a 12 month period. Based on the student's performance they have an equal opportunity to be permanently placed within the group.

Preferential Procurement

Datacentrix annually reviews its supplier base and is committed to procure directly from those suppliers who have made significant progress in developing and supporting BBBEE. With reference to the BBBEE legislation, it was necessary for Datacentrix to review its procurement policy to differentiate between Qualifying Small Enterprises and Exempted Medium Enterprises using broad and narrow based criteria with exclusion of non-discretionary suppliers.

Enterprise Development

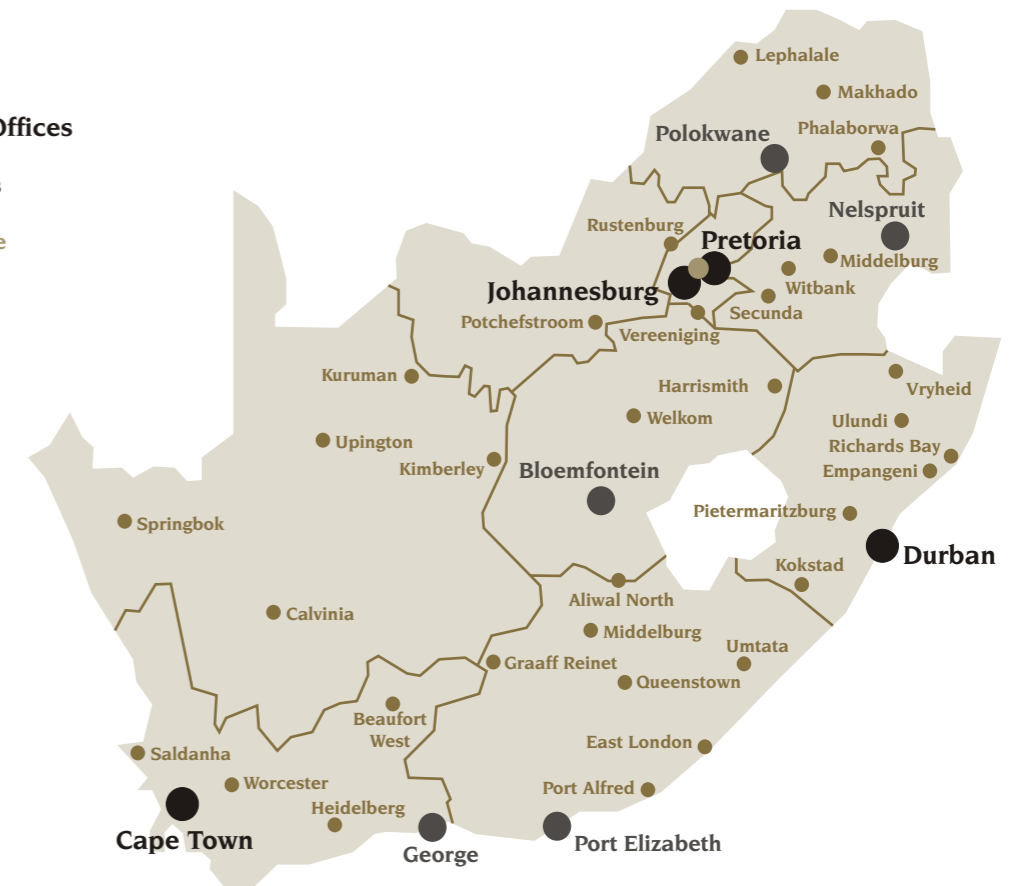
Datacentrix commenced its Enterprise Development Programme in 1998 by partnering with a pool of black owned

● Datacentrix Offices

● Service Centres

● Logistics Centre

● SMME Partners



and empowered SMMEs to service and cover South Africa's widely dispersed geographical regions. The main objective of this programme is to incorporate SMME partners in various value adding operations; to build capacity within these enterprises and also accelerate the development, sustainability and ultimate financial and operational independence of the same SMME partners.

Datacentrix focuses strongly on technical skills transfer and training of its partners, as well as business mentorship, workshops and various other services aimed at facilitating growth within Datacentrix' SMME partner network. Datacentrix fully recognises that job creation cannot be attained without the sustainable growth of the small business sector. This growth can only be made possible if small businesses are assisted and afforded a platform to grow, develop and graduate from micro and survivalist entities to become sustainable, job creating, enterprises.

In order to implement and monitor these crucial elements of enterprise development, Datacentrix has tasked a dedicated team with implementing Datacentrix' enterprise development strategy. Currently we have a national footprint.

Socio Economic Development

Since the BBBEE legislation came into practice, Datacentrix is continuously seeking to accurately align itself with all the principles of good practice. Datacentrix strongly believes in actively investing in socio economic strategies that have the potential to deliver a positive, long-term impact on the company's business, employees and the South African

community. These strategies encourage socio economic development and contributions are linked to more than just the financial circumstances of the beneficiaries. The group's commitment to socio economic development is mainly driven by passion. The following are some of the beneficiaries who have benefited from Datacentrix' CSI programme:

Kutumela Molefi Primary School, Lesedi High School, Boschoek Primary School, Kungwini Early Learning Centre in partnership with Kungwini Welfare Organisation, Abraham Kriel, Botshabelo, Casa Caritas, Emdeni Orphanage, Women's Day Charity - People Opposing Woman Abuse (POWA), Roundabout PlayPumps, St Luke's Hospice, Timios Homes, Transvalia School for Epilepsy, Zifuneleni Junior Secondary School in Soweto, CANSA, SITA HP partnership for computer labs at Holy Family Combined School and Kgamanyane High School (North West).

Datacentrix runs an employee voluntary programme as well as a women empowerment programme. The employee voluntary programme encourages Datacentrix employees to volunteer their time, knowledge and experience, by visiting and spending time with their local charity organisations or in those community projects that the company supports.

The objective of the programme is to create employee awareness about the various social issues in the country and to give employees an opportunity to make a difference in the community. The women empowerment programme is mainly aimed at supporting and empowering female employees to deal with corporate, sector and general issues facing women in the workplace.