

Altron Investors Day 2009

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Bytes Specialised Solutions



BYTES TECHNOLOGY GROUP
IT Services for the Enterprise

Brief Overview

- Sole distributor in Southern Africa for
 - NCR Solutions
 - Teradata Solutions
- Bytes Specialised Solutions is primarily a sales company which markets, sells and supports the NCR and Teradata solutions in our geographic area
- Geographic sphere
 - South Africa, Lesotho, Botswana, Swaziland and Namibia
- Staff complement - 134
 - 117 Permanent
 - 17 Contractors
- Head office based in Johannesburg, with an office in Cape Town

Products/Solutions

- **ATMs**
 - Full suite of configurable Self Service Automated Teller Machines
 - Innovative new technologies including Intelligent Deposit
 - According to the 2007 RBR report, there were 18 000 ATMs in South Africa.
 - Bytes/NCR have about a 60% market share.
- **Franchise ATMs**
 - ATMs deployed at locations which are not situated within the banks, e.g. within Retail stores
 - Industry Sector – Financial, Retail, Wholesale, Oil & Petroleum and SMME



Products/Solutions

- **APTRA**
 - A suite of ATM application software based on 30 years of NCR ATM application experience
 - APTRA Promote enables marketing and advertising on ATMs
 - APTRA Relate enables personalised, targeted marketing through ATMs
 - Industry Sector – Banks
- **Point of Sales (POS) Terminals and Scanners**
 - Full suite of terminals, scanners and printers
 - Innovative new technologies including Self Check Out and Electronic Shelf Labeling
 - Industry Sector - Retailers



Products/Solutions

- **Advanced Store @ Retail (AS@R)**
 - Retail POS and Self Service application software suite
 - Industry Sector – Retailers (food)
- **Payment Solutions**
 - Cheque item processing, signature verification & image archive including hardware, software, professional services and support
 - Industry Sector - Banks



Products/Solutions

- **Teradata**
 - Teradata offers a powerful, complete solution that combines parallel database technology and scalable hardware with the world's most experienced data warehousing consultants, and the best tools and applications available in the industry today
 - Industry Sector – Banks, Telco's, Retailers, Government and Airline



Markets & Competitive Arena

- Markets
 - Financial Services
 - 4 Major retail banks in South Africa
 - Presence in all of them
 - Major retail banks in neighboring countries
 - Retail
 - 6 Tier 1 retailers
 - Pick 'n Pay; Woolworths; Edcon; Mass Stores; Shoprite; Spar
 - Present in 4 tier 1 retailers
 - Telecommunications
 - Recently won the Vodacom Teradata account
 - Public Sector Authorities
 - Data Warehouse implementations at SAA and SARS
 - Shortlisted for the SAPO franchise ATMs.

Markets & Competitive Arena

- Competitors
 - Diebold, Wincor & Triton
 - IBM
 - SAP
 - Gijima AST
 - Oracle
 - ATM Solutions
 - Cash Axxess
 - UCS

Markets & Competitive Arena

- Differentiators
 - Blue chip customer base built by BTG/Altron over many years.
 - NCR Financial Self Service & Retail POS
 - No. 1 in global ATM market
 - No. 2 in global POS
 - Teradata Data Warehousing
 - Powerful customer references
 - Proven experience in +100 countries, including South Africa
 - Local COE plus access to +4000 Teradata professionals world-wide
 - ATM Franchise
 - NCR world-class solution supported by national infrastructure
 - Full branded ABSA ATMs

Top 10 Customers



Growth Strategy and Objectives

- Bytes Specialised Solutions strategy is to focus on the needs of specific markets that originate and conclude high volume profitable business transactions with end customers in South Africa and selected African countries through our unique business solutions
- Focused Growth Opportunities for the next 2-3 years
 - Intelligent Deposit at FNB, Absa and POC at SBSA.
 - New ATM technology – Handy Amounts in Remote Places (HARP) for unbanked
 - Teradata into Vodacom



EMPOWERDEX Rating

EMPOWERDEX Economic Empowerment Rating Agency

May 2008

Johannesburg

EMPOWERDEX Verified Scorecard

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Bytes Specialised Solutions

A Division of Bytes Technology Group South Africa (Proprietary) Limited

Registration Number: 2003/027603/07

an EMPOWERDEX Verified Generic Scorecard Rating

A

Level Four Contributor

Recognition Categories:			Enhanced Scoring Criteria		
Black Ownership	27.00%		Net Value Score	7 of 7	
Black Women Ownership	4.49%		Value Adding Enterprise -	No	
Element	EMPOWERDEX Score	Target Score	Element	EMPOWERDEX Score	Target Score
Ownership	A 18.56	20.00	Preferential Procurement	C 18.57	20.00
Control	A 8.87	10.00	Enterprise Development	A 18.00	15.00
Employment Equity	E 2.22	13.00	Socio-Economic Development	A 8.00	5.00
Skills Development	B 10.74	13.00	Operational Capacity	A	Unconstrained

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REPORT FOR DISCUSSION PURPOSES ONLY

EMPOWERDEX (Pty) Ltd	Contribution Level	Procurement/Recognition
AAA+	Level One Contributor	130%
AAA	Level Two Contributor	125%
AA	Level Three Contributor	110%
A	Level Four Contributor	100%
BBB	Level Five Contributor	80%
BB	Level Six Contributor	60%
B	Level Seven Contributor	50%
C	Level Eight Contributor	10%
D	Non Compliant Contributor	0%

THIS CERTIFICATE SHOULD BE READ IN CONJUNCTION WITH THE ENTIRE ATTACHED REPORT

Empowerdex (Pty) Ltd. Reg. 2001/027963/07
Directors: V Jack, CC Wu, D Ntunalo, L Ratsoma, B Khoosai