

Altron Investors Day 2009

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Bytes Technology Group



BYTES TECHNOLOGY GROUP
IT Services for the Enterprise

Bytes background

Formed in 2001/2 from –

USKO Revenue R 763m

 Loss R 107m

Fintech Revenue R1,525m

 Op Income R 134m



Bytes background

In 2002 Bytes had –

Revenues R2,341m

Operating Profit R 110m

3119 Employees



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Today –

Revenues over R6 billion

Operating Profit 2008 R365 million

Over 4000 Employees

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A more diversified group today –

	Revenues	Operating Profit
South Africa	64%	82%
International	36%	18%
Employees SA	3,800	
Employees International	250	


In 2001 – no material international operations

Bytes background

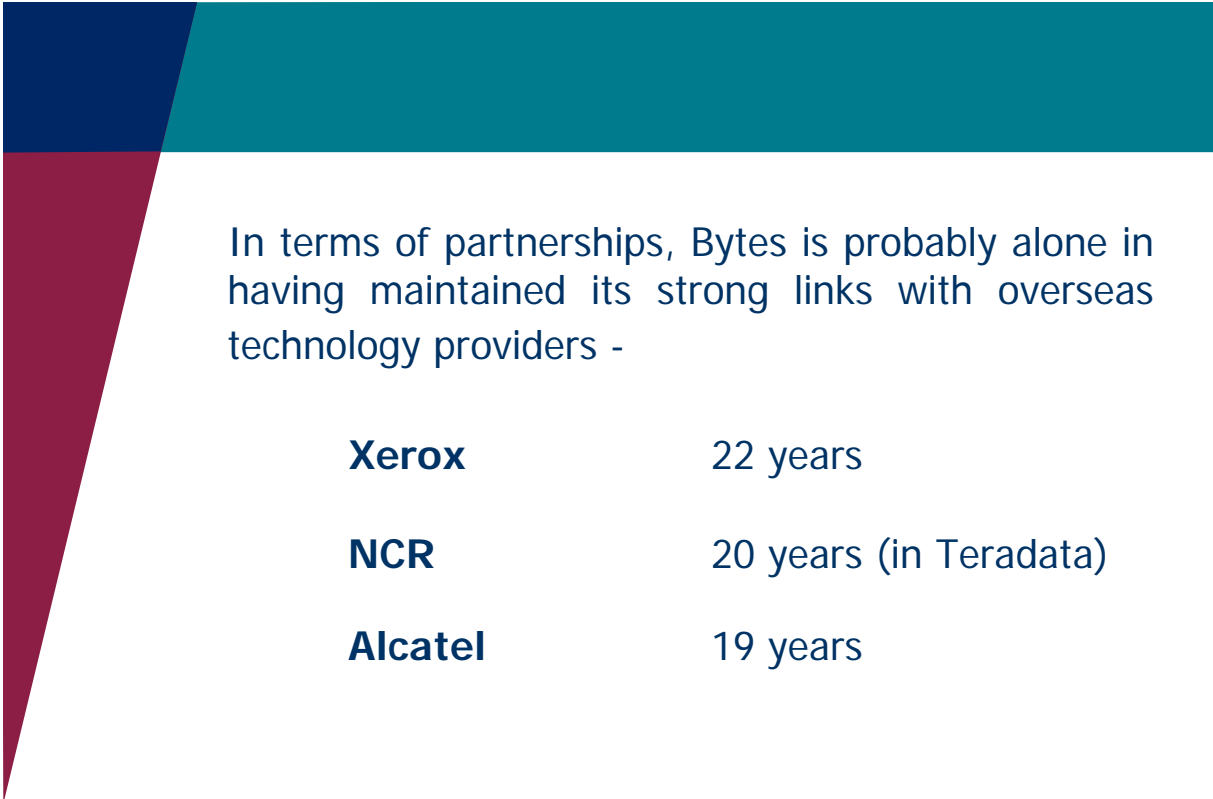
Operations substantially boosted by the acquisition of CS Holdings in 2004 which had -

Revenues	R550m
Operating Loss	R 50m

The acquisition brought in several synergistic businesses and two new areas



**We are a very acquisitive
group, having made over 20
acquisitions since 2001**



In terms of partnerships, Bytes is probably alone in having maintained its strong links with overseas technology providers -

Xerox 22 years

NCR 20 years (in Teradata)

Alcatel 19 years



Black empowerment

Our South African businesses are fully empowered with our partners Kagiso who have a full 27% shareholding in Bytes South Africa (Pty) Ltd



Bytes International

BYTES UK

Operations centre on Microsoft Licensing and Xerox channel partnership

UK Operations

We have major operations in –

Ewell	Microsoft & HQ
Crawley	Xerox
Watford	Xerox
Halifax	Xerox / Microsoft

UK Operations


We have smaller operations in –

Bury

Birmingham

Witham

London (city)



Our major business which we want to expand is with Microsoft as a LAR, however our Xerox operations with revenues of ±R400m make us their largest UK channel partner



Bytes International

NON-UK BUSINESSES



Bytes International

Subsidiaries in –

Botswana

Namibia

Mauritius

Mozambique

Saudi Arabia

Dubai



Bytes International

Trading relationships through

- **Xerox**

- **Alcatel**

in 20 African countries



End

THANK YOU