

Robert Venter
 Chief Executive: Altron

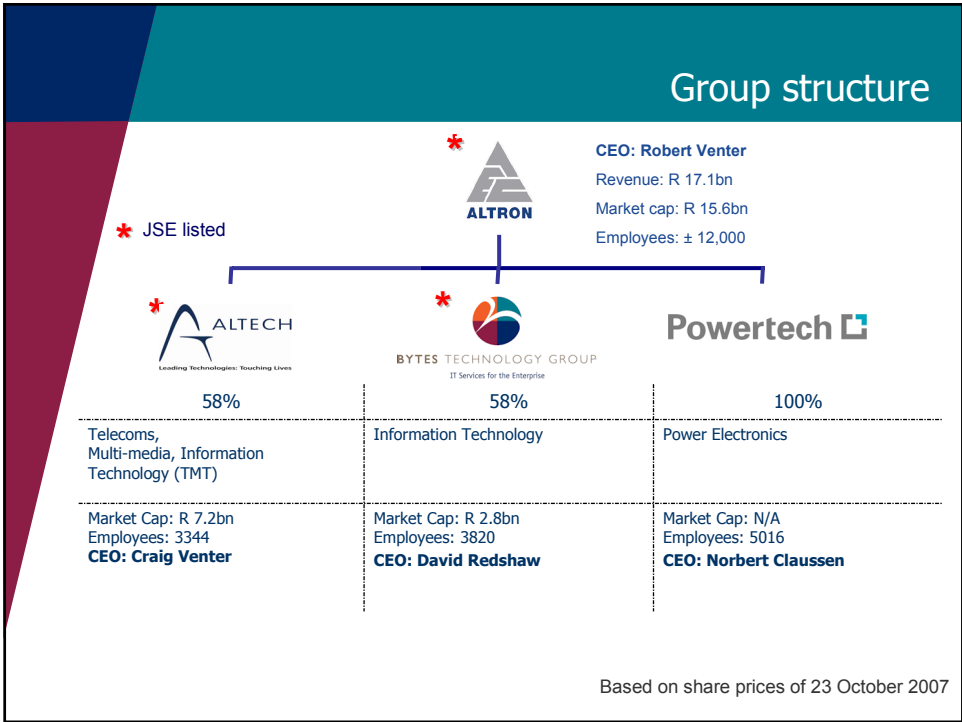
Bytes Investor Day
 Bytes Conference Centre, Midrand
 25 October 2007



BYTES TECHNOLOGY GROUP
IT Services for the Enterprise



ALTRON



Management structure

Office of the Chairman



Dr. WP Venter (73)
Chairman
Altron



Dr. HA Serebro (69)
Snr. Executive Director

Executive Committee



RE Venter (47)
CEO & Chairman of
Executive Committee,
Altron



DC Radley (41)
CFO, Altron



CG Venter (45)
CEO, Altech



JJ Tabane (35)
Group Executive,
Corporate Affairs



N Claussen (46)
CEO, Powertech



PD Redshaw (65)
CEO, BTG



PMO Curle (61)
Corporate Finance

Products and services

Altech



TELECOMMUNICATIONS

Cellular telephony, vehicle tracking, recovery systems and Fleet Management business. Design, installation and commissioning of MOTOROLA two-way radio equipment and systems.

MULTIMEDIA & ELECTRONICS

VAR's of electronic components and products. Design and manufacture of digital satellite and terrestrial digital set-top decoders. Distribution of a range of professional components and products.

INFORMATION TECHNOLOGY

Telecommunications middleware
Payment systems and solutions.
Secure solutions and smart-card technology.

Bytes



INFORMATION TECHNOLOGY

Microsoft licensing & systems integrator. Independent IT consulting services and solutions.

Network solutions & maintenance. ERP implementation.

Exclusive distributor of NCR products (ATMs), services and implementation of EFT applications and scanners.

Desktop services and support. Remote monitoring of IT facilities.

Exclusive partner of XEROX office products and supplier of document management services.

Exclusive partner in Sub Sahara Africa of ALCATEL for voice and data products.

Electronic switching & transactions processing for the medical industry.

Powertech



POWER ELECTRONICS

Medium- and low-voltage power cables.

Cable network solutions and services.

Power and distribution transformers.

Automotive, traction batteries and DC power systems.

Energy management.

Turnkey substation development.

Infrastructural operational support systems.

Power solutions for mining, transport, utilities and material handling.

Electrical accessories and insulation materials.

Lighting control gear. Engineering software.

Electrical power infrastructure equipment

Energy management

Environmental technologies

TELECOMMUNICATIONS

Copper and optical fibre telecommunication cables and accessories.

Standby power and rectifier systems.

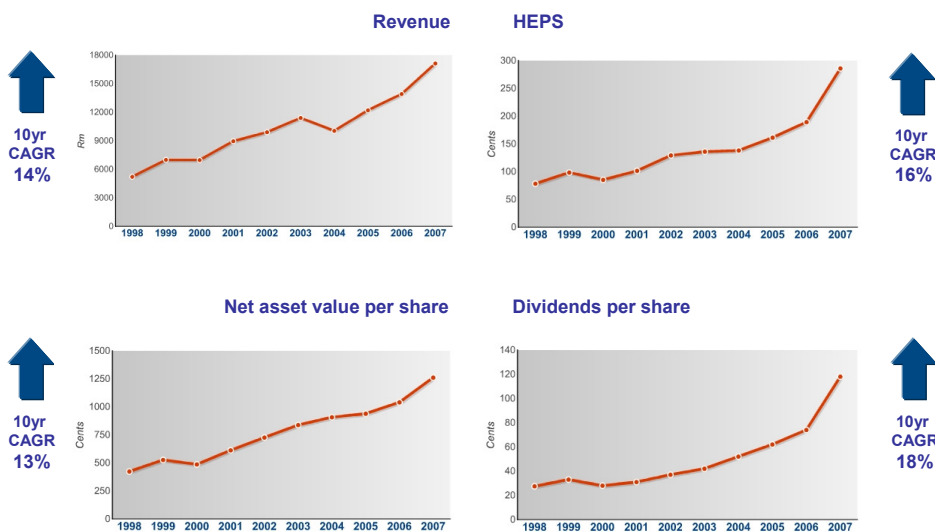
Solar systems. Access network solutions

Engineering software. Telecoms equipment

Empowerment partners

Altech	BTG	Powertech
 <p>Pamodzi *</p> <ul style="list-style-type: none"> • 28% Altech NamITech • 25.01% Altech Data • Key principals: Ndaba Ntsele, Solly Sithole <p>Nariku (Pty) Ltd</p> <ul style="list-style-type: none"> • 25% Altech Netstar Fleet Management • Key principal: Dr Enos Banda <p>Platina Venture Holdings</p> <ul style="list-style-type: none"> • 25% Altech Alcom Matomo • Key principal: Penuell Maduna 	 <p>Kagiso Ventures *</p> <ul style="list-style-type: none"> • 27% Bytes SA • Key principal: Roger Jardine 	 <p>Izingwe Capital *</p> <ul style="list-style-type: none"> • 27% Aberdare Cables • Key principal: Siphon Pityana <p>Kagiso</p> <ul style="list-style-type: none"> • 25.01% Battech • Key principal: Roger Jardine <p>Wiphold</p> <ul style="list-style-type: none"> • 20% ABB SA - 10% ABB Powertech Transformers • Key principal: Louisa Mojela <p>Power Matla</p> <ul style="list-style-type: none"> • 25.01% Desta Power Matla • Key principal: Solly Moloko <p>Mahogany Capital</p> <ul style="list-style-type: none"> • 25.1% Calidus Whiteleys • Key principal: Taurai Muranda
* Anchor partners		

10 year track record

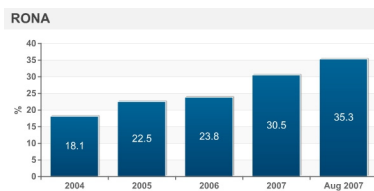
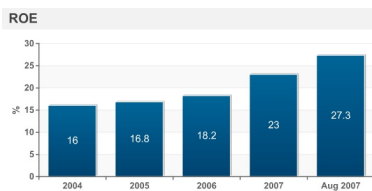
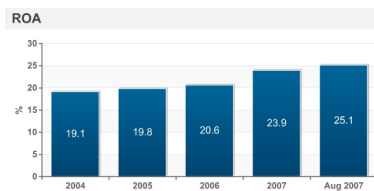
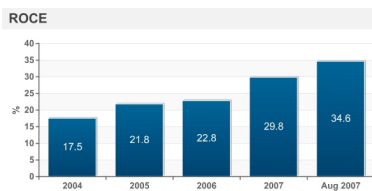


Financial summary

R millions	6 months to Aug 07	6 months to Aug 06	% change	12 months to Feb 07
Revenue	11 044	8 339	↑ 32	17 126
EBITDA	1 012	828	↑ 22	1 763
Operating profit	902	711	↑ 27	1 528
Operating margin (%)	8.2	8.5		8.9
HEPS (cents)	171	124	↑ 38	286
Diluted HEPS (cents)	152	110	↑ 39	250
Cash on hand	1 759	1 516		1 589

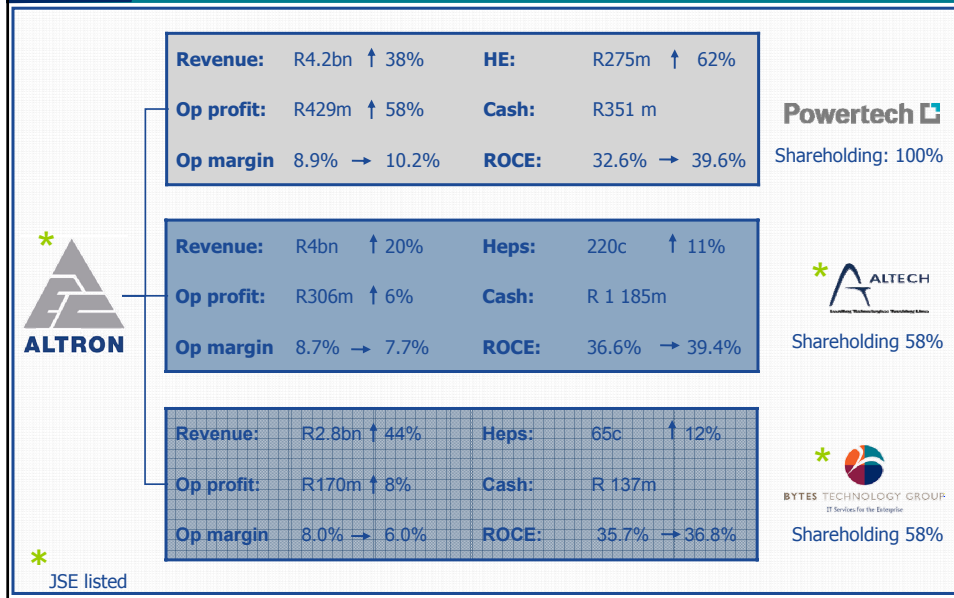
Altron balance sheet ratios

	Aug 07	Feb 07	Aug 06
Return on capital employed (operating income: debt and equity)	34.6	29.8	31.4
Return on equity (attributable income: equity)	27.3	23.0	23.5
Return on operating assets	25.1	23.9	22.4
Return on net assets	35.3	30.5	32.1

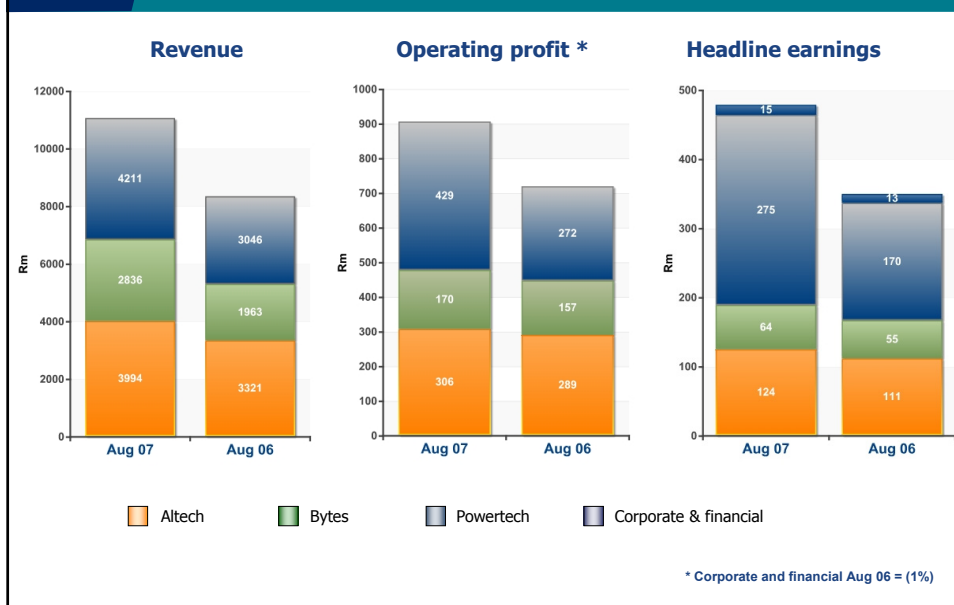


Subsidiary company results

(for the 6 months ended 31 August 2007)



Contribution per subsidiary



Key growth drivers for the group

A positive medium to long-term outlook for Altron



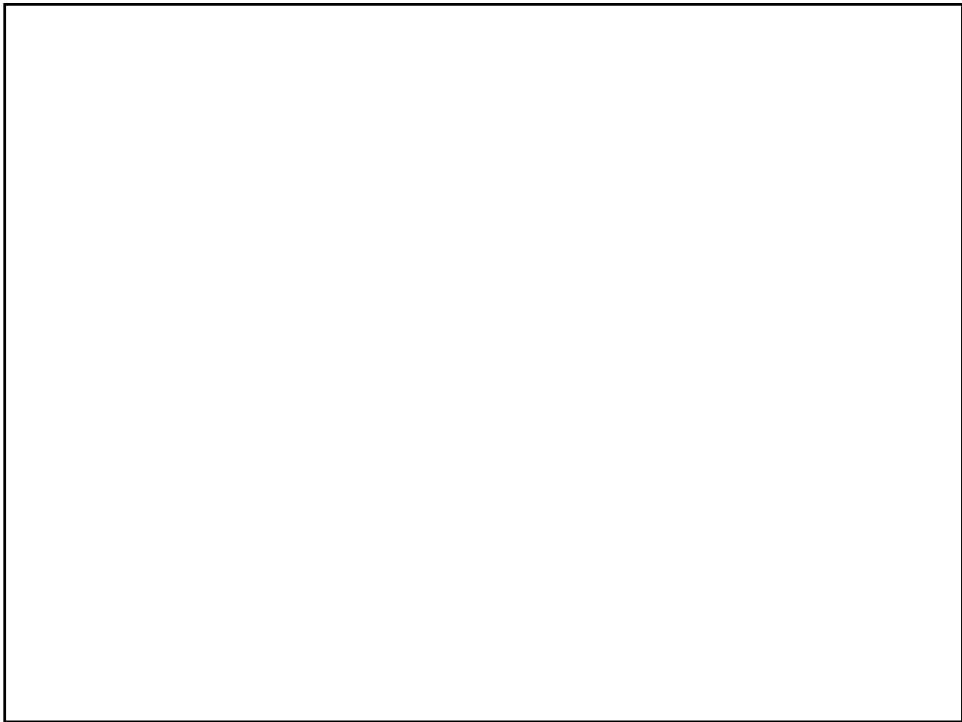


Group Overview

David Redshaw
Chief Executive Officer :
Bytes Technology Group



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IT Services for the Enterprise



Bytes Document Solutions

Rob Abraham
Managing Director



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IT Services for the Enterprise

Brief overview

Bytes Document Solutions (BDS) previously known as **Xerox** South Africa is a leading document management technology and services enterprise. Like Xerox, **BDS** provides the document industry's broadest portfolio of offerings.

- ❑ **Digital systems** include colour and black-and-white printing and publishing systems, digital presses and "book factories," multifunction devices, laser and solid ink network printers, copiers and fax machines.
- ❑ BDS **services expertise** is unmatched and includes helping businesses **develop online document archives**, analyzing how employees can most efficiently share documents and knowledge in the office, **operating in-house print shops or mailrooms**, and building Web-based processes for personalizing **direct mail, invoices, brochures** and more. Xerox also offers associated software, support and supplies such as toner, paper and ink.
- ❑ BDS the **exclusive Xerox distributor** in 23 African countries operates through a network of distributors, dealers, concessionaires and channel partners.
- ❑ Through its own **direct organization** employing **1083 employees** BDS focuses on the **Top 50 South African corporations**.



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Offerings - Products & services

- ❑ **Xerox Global Services** – Office Document Assessments, Document management and workplace optimisation, print and mail room services, facilities management.
- ❑ **Field Services and Maintenance Agreements** - covering repairs, warranty management, toner supply and refurbish services.
- ❑ **Office Products** - Printers, copiers, multifunction, supplies and imaging products.
- ❑ **Production Equipment** - Digital presses, wide format, printers, high volume copiers and software solutions.
- ❑ **Laser Facilities** - 24x7 digital print bureau and mailing facility.
- ❑ **Office Supplies** – document related products e.g. toners, paper & tally rolls etc.

Markets & Competitive arena

- ❑ **Estimated Market Share**
 - ❑ 50%+ high speed digital cut sheet market
 - ❑ 10% of the laser equipment printer/MFP market and 2.5% in unit market share
 - ❑ 7000 + customers
 - ❑ 17500 Units under contract (directly)
 - ❑ 4 bn printed pages per annum
 - ❑ Print on 737 500 km paper per year (18 times around the Earth)
 - ❑ Supply in excess of 1,6m km of paper per year (40 times around the earth)
 - ❑ #1 Document Management Services
- ❑ **Competitor Arena**
 - ❑ HP
 - ❑ Lexmark
 - ❑ Nashua
 - ❑ Konica Minolta
 - ❑ Oce
 - ❑ Kodak



Growth & strategy objectives

- ❑ **PSG** – launch colour CF production printing market
- ❑ **XGS** – growth (KPMG, SAA, SARS, MONDI, Nissan, Anglo Plat)
focus on **value added services/solutions**
- ❑ **OSG** – increase coverage (additional resellers)
- ❑ **OPB** – introduce Xerox 2 tier distribution model
- ❑ **Laser** – vertically integrate supply chain
- ❑ **OSD** – enter retail market & e-commerce space
- ❑ **Internal Efficiency** – Xmobile & PartnerNet

Bytes Specialised Solutions

Pat Holgate
Divisional Executive



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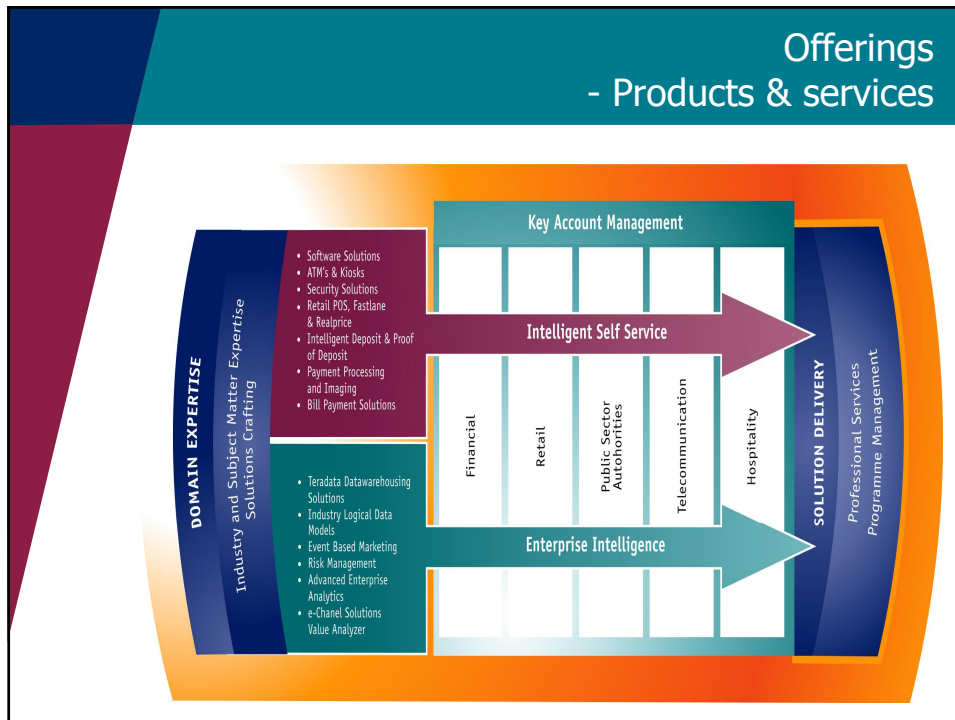
Brief overview

- ❑ Sole distributor in Southern Africa for:
 - ❑ NCR Solutions
 - ❑ Teradata Solutions
- ❑ Bytes Specialised Solutions markets, sells, services 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



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Offerings - Products & services



Markets & Competitive arena

Markets

- Financial
- Retail
- Public Sector Authorities
- Telecommunications
- Hospitality

Competitors

- Diebold, Wincor, Triton
- IBM
- SAP
- Gijima AST
- BCX
- Oracle
- ATM Solutions
- Cash Access
- UCS

Growth & strategy objectives

- ❑ 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 1-2 years
 - ❑ Gain access to SBSA for ATMs
 - ❑ New ATM technology – Handy Amounts in Remote Places (HARP) for un-banked
 - ❑ Teradata into another Bank & Telco
 - ❑ Maturity of self service solutions
 - ❑ Self checkout, intelligent deposit, branch assisted self service
 - ❑ New application software for ABSA self service
 - ❑ Break into new targeted markets – e.g. hospitality
 - ❑ Penetrate into new Retail channel
 - ❑ Solution sales to drive major projects and services annuity revenues
 - ❑ ATM Franchise – exploit and grow ABSA and Nedbank partnerships

Bytes Systems Integration

Rob Griggs
Executive Director



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Brief overview

Enterprise Systems Integration

Our objective is to design, implement & support customised I.T. solutions through the integration of hardware & software systems from global technology leaders, that *deliver* on r.o.i. expectations

Staff complement – 580

ISO 9001 : 2000 Certified

Major player in South Africa, Central & East Africa (Botswana, Malawi, Mauritius, Mozambique, Tanzania)



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Offerings - Products & services

- **Major Business Units:**
 - **Microsoft & PMC**
 - **Advanced Technology Services**
 - **EBS/SAP**
 - **Kronos**
 - **Software Design (W.Cape)**



Markets & Competitive arena

- **Main Competitors:**
 - **Accenture**
 - **IBM**
 - **BCX**
 - **Dimension Data**
 - **Gijima AST**
- **Differentiators & Competitive Advantage:**
 - **Global representation through partnership Getronics**
 - **BytesNet**
 - **ISO 9001 : 2000 Accreditation**
 - **Strategic Partnerships**
 - **Strategic Suppliers**
 - **Track record – trusted to manage complex IT environments to blue chip companies**
 - **Financially sound**
 - **Leading expertise across key environments**
 - **Empowerment Profile**

Growth & strategy objectives

**Vision and Goal : excluding acquisitions,
become a R1 billion company
by Feb 2010, with an EBIT of 6%.**

- BytesNet**
- Reach into Africa**
- Juniper & Service Providers**
- Microsoft consolidation**
- Enterprise Business Software**

Digital Healthcare Solutions

Hennie Du Plessis
CEO



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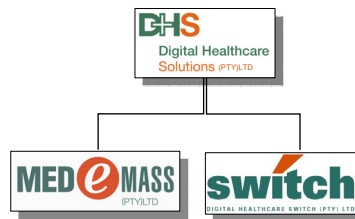
Brief overview

❑ Digital Healthcare Solutions:

- ❑ Wholly owned subsidiary of Bytes
- ❑ Exclusively in healthcare IT
- ❑ Primary office in Midrand, plus 5 regional offices
- ❑ Total staff complement - 205

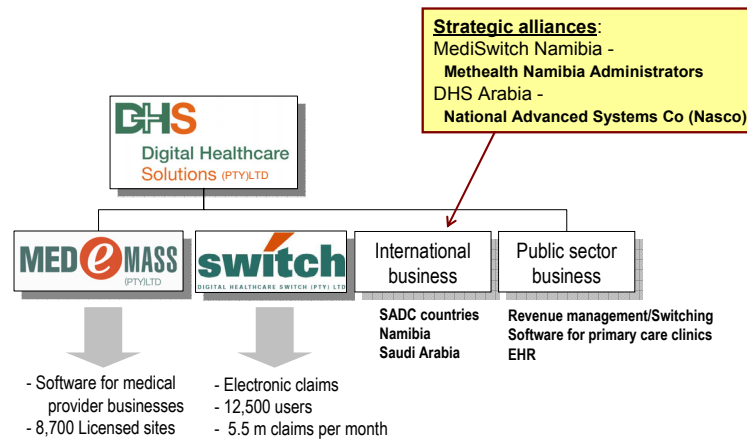
❑ Organisation:

- ❑ Med-e-Mass (Pty) Ltd
- ❑ Digital Healthcare Switch (Pty) Ltd
- ❑ Also:
 - ❑ 50% equity partner in Mediswitch Namibia (Pty) Ltd
 - ❑ 50% equity partner in DHS Arabia Limited

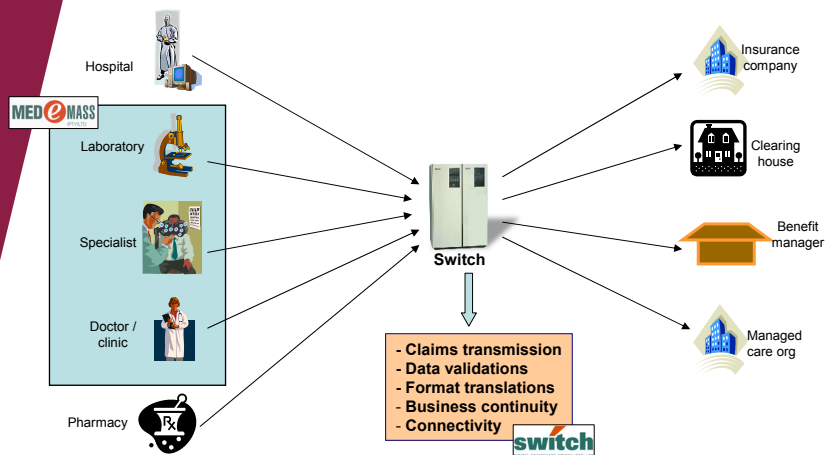


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Offerings - Products & services



Markets & Competitive arena



Growth & strategy objectives

Drivers of change:

- Government intervention and regulation
- Market re-structuring and consolidation
- Technology changes and advances
- BEE



□ Focus on growth:

- Deeper penetration into existing markets
- Launch of improved / new products
- Development of new businesses
 - SA public sector
 - Africa & Middle East

□ Focus on performance:

- Sales growth and customer retention
- Re-engineering of business models

□ Focus on capacity:

- Development of leadership
- Alignment and improvement of skills and key capabilities



Bytes Managed Services

Deidre le Hanie
Managing Director



BYTES TECHNOLOGY GROUP
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Brief overview

Bytes Managed Services (Bytes MS) is a focused workspace management and equipment maintenance organisation with a "Fit for the Future" culture.

- ❑ A broad geographic coverage (national and neighbouring countries) enables the company to deliver hardware and software maintenance as well as comprehensive project support services to many prestigious corporate clients
- ❑ Strategic partners include the support of various brands such as NCR, Dell, IBM, HP, ACER, Brother and Cisco under various service level agreements
- ❑ Innovative service offerings and our continuous focus on optimisation of processes and cost, have enabled us to deliver positive returns to all key stakeholders, securing long term contracts and establishing solid relationship
- ❑ Staff complement - 1 238



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Offerings - Products & services

- ❑ Support and Maintenance
 - ❑ Desktop, Laptop & Servers
 - ❑ Printers
 - ❑ POS
 - ❑ EFT POS
 - ❑ Image Processing
 - ❑ ATMs
 - ❑ Data Warehousing
 - ❑ ITIL
 - ❑ Call Management and Logistics
- ❑ Onsite Managed Services
- ❑ Repairs, Warranty Management and Remanufacture
- ❑ IT Project Management

Markets & Competitive arena

- ❑ Current Markets – Bytes MS holds an estimated 6% share of a market valued at R6bn.
 - ❑ Financial Sector
 - ❑ Distribution Sector
 - ❑ Utilities & Manufacturing
 - ❑ Public Sector
- ❑ Competitive Arena
 - ❑ GijimaAst
 - ❑ BCX
 - ❑ Choice
 - ❑ UCS
 - ❑ MIT(EOH)

Growth & strategy objectives

- ❑ Short Term Quick Wins
 - ❑ Access to tenders through Partnerships (Government and Private Sector)
 - ❑ Focus on Opportunities with Short Award Cycles & Value < R2m
 - ❑ Ensure High Volume and Quality Profitable prospects
- ❑ Medium and Long Term
 - ❑ Excellent growth opportunities within current accounts and prospective customers
 - ❑ Develop Audio Visual and Open Source Capability
 - ❑ Focus on Thin Clients to Complement Desktop Support
 - ❑ Expand Remote Management Capabilities
 - ❑ Fast track ITIL adoption to increase retention of contracts and assure prospective customers

Questions & Answers



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