

07

INTERIM

# RESULTS

FOR THE SIX MONTHS ended 31 January 2007



Revenue up 27%



PBT up 21%



EPS and HEPS up 20%

Partner for life

## GROUP INCOME STATEMENTS

| (R'000)                                      | Reviewed<br>6 months to<br>31 January<br>2007 | %<br>change | Reviewed<br>6 months to<br>31 January<br>2006 | Audited<br>12 months to<br>31 July<br>2006 |
|----------------------------------------------|-----------------------------------------------|-------------|-----------------------------------------------|--------------------------------------------|
| Revenue                                      | 301 112                                       | 27          | 236 610                                       | 503 292                                    |
| Operating profit                             | 31 579                                        |             | 26 253                                        | 55 207                                     |
| Net interest income                          | 670                                           |             | 383                                           | 508                                        |
| (Loss)/Income from associate                 | (34)                                          |             | -                                             | 123                                        |
| Net income before taxation                   | 32 215                                        | 21          | 26 636                                        | 55 838                                     |
| Taxation                                     | (10 677)                                      |             | (9 504)                                       | (18 381)                                   |
| Profit attributable to ordinary shareholders | 21 538                                        | 26          | 17 132                                        | 37 457                                     |
| <i>Note - Headline earnings = earnings</i>   |                                               |             |                                               |                                            |
| Total shares in issue ('000)                 | 72 216                                        |             | 69 213                                        | 70 538                                     |
| Weighted average of shares in issue ('000)   | 61 643                                        |             | 58 852                                        | 59 118                                     |
| Diluted number of shares ('000)              | 68 848                                        |             | 67 787                                        | 68 686                                     |
| Earnings per share (cents)                   | 34,9                                          | 20          | 29,1                                          | 63,4                                       |
| Diluted earnings per share (cents)           | 31,3                                          |             | 25,3                                          | 54,5                                       |

## RECONCILIATION OF EARNINGS

| (R'000)                              | Reviewed<br>6 months to<br>31 January<br>2007 | %<br>change | Reviewed<br>6 months to<br>31 January<br>2006 | Audited<br>12 months to<br>31 July<br>2006 |
|--------------------------------------|-----------------------------------------------|-------------|-----------------------------------------------|--------------------------------------------|
| <b>Old SA GAAP</b>                   | <b>23 882</b>                                 | <b>30</b>   | <b>18 378</b>                                 | <b>41 245</b>                              |
| IAS 16 Property, plant and equipment | 86                                            |             | 75                                            | 184                                        |
| IFRS 2 Share-based payments          | (2 570)                                       |             | (1 667)                                       | (4 617)                                    |
| IAS 38 Intangible assets             | 322                                           |             | 635                                           | 1 227                                      |
| IAS 17 Leases                        | (90)                                          |             | (117)                                         | (243)                                      |
| Deferred tax on above                | (92)                                          |             | (172)                                         | (339)                                      |
| <b>New IFRS</b>                      | <b>21 538</b>                                 | <b>26</b>   | <b>17 132</b>                                 | <b>37 457</b>                              |

## GROUP CASH FLOW STATEMENTS

| (R'000)                                | Reviewed<br>6 months to<br>31 January<br>2007 | Reviewed<br>6 months to<br>31 January<br>2006 | Audited<br>12 months to<br>31 July<br>2006 |
|----------------------------------------|-----------------------------------------------|-----------------------------------------------|--------------------------------------------|
| Operating income                       | 32 214                                        | 26 253                                        | 55 838                                     |
| Non-cash items                         | 5 012                                         | 4 340                                         | 9 361                                      |
| Working capital changes                | (14 682)                                      | (13 562)                                      | (11 648)                                   |
| Cash generated by operations           | 22 544                                        | 17 031                                        | 53 551                                     |
| Taxation paid                          | (13 788)                                      | (10 361)                                      | (20 467)                                   |
| Dividend paid                          | (8 693)                                       | (6 646)                                       | (6 622)                                    |
| Net interest income                    | 670                                           | 363                                           | 508                                        |
| Cash generated by operating activities | 733                                           | 387                                           | 26 970                                     |
| Cash effect of investing activities    | (16 210)                                      | (6 155)                                       | (7 430)                                    |
| Cash effect of financing activities    | 633                                           | 2 047                                         | (3 390)                                    |
| Net cash change for period             | (14 844)                                      | (3 721)                                       | 16 150                                     |
| Cash at beginning of period            | 84 507                                        | 68 357                                        | 68 357                                     |
| Net cash at end of period              | 69 663                                        | 64 636                                        | 84 507                                     |

## GROUP BALANCE SHEETS

| (R'000)                             | Reviewed<br>at<br>31 January<br>2007 | Reviewed<br>at<br>31 January<br>2006 | Audited<br>at<br>31 July<br>2006 |
|-------------------------------------|--------------------------------------|--------------------------------------|----------------------------------|
| <b>ASSETS</b>                       |                                      |                                      |                                  |
| <b>Non-current assets</b>           |                                      |                                      |                                  |
| Property, plant and equipment       | 15 389                               | 11 670                               | 12 359                           |
| Intangible assets                   | 104 433                              | 71 967                               | 78 700                           |
| Investment in associate             | 1 093                                | 918                                  | 848                              |
| Loans receivable                    | 867                                  | 132                                  | 132                              |
| Deferred tax                        | 3 866                                | 4 219                                | 6 589                            |
| <b>Current assets</b>               |                                      |                                      |                                  |
| Inventory                           | 5 877                                | 1 343                                | 2 460                            |
| Trade and other receivables         | 152 325                              | 96 774                               | 124 384                          |
| Bank and cash                       | 74 024                               | 64 981                               | 84 507                           |
| <b>Total assets</b>                 | <b>357 874</b>                       | <b>252 004</b>                       | <b>309 979</b>                   |
| <b>EQUITY AND LIABILITIES</b>       |                                      |                                      |                                  |
| Ordinary shareholders' interest     | 168 331                              | 128 616                              | 150 485                          |
| <b>Non-current liabilities</b>      |                                      |                                      |                                  |
| Long-term borrowings                | 4 536                                | 5 996                                | 4 211                            |
| <b>Current liabilities</b>          |                                      |                                      |                                  |
| Trade and other liabilities         | 128 890                              | 81 466                               | 99 379                           |
| Vendors for acquisition             | 24 075                               | 2 224                                | 11 679                           |
| Deferred revenue                    | 25 128                               | 26 097                               | 36 102                           |
| Taxation payable                    | 2 553                                | 7 260                                | 8 123                            |
| Bank overdraft                      | 4 361                                | 345                                  | -                                |
| <b>Total equity and liabilities</b> | <b>357 874</b>                       | <b>252 004</b>                       | <b>309 979</b>                   |
| Net asset value per share (cents)   | 233,1                                | 185,8                                | 213,3                            |

## GROUP EQUITY STATEMENT

| (R'000)                           | Share<br>capital | Share<br>premium | Reserves      | Retained<br>earnings | Ordinary<br>share-<br>holders'<br>interest |
|-----------------------------------|------------------|------------------|---------------|----------------------|--------------------------------------------|
| <b>31.7.2005 Audited</b>          | <b>501</b>       | <b>10 797</b>    | <b>4 709</b>  | <b>68 752</b>        | <b>84 759</b>                              |
| Treasury shares – consolidation   | 2                | 487              | 255           | -                    | 744                                        |
| EOH Share Trust – consolidation   | 4                | 112              | (739)         | -                    | (623)                                      |
| Currency translation              | -                | -                | (31)          | -                    | (31)                                       |
| Earnings                          | -                | -                | 1 667         | 17 132               | 18 799                                     |
| Dividends                         | -                | -                | -             | (6 652)              | (6 652)                                    |
| Share issue                       | 179              | 54 392           | -             | -                    | 54 571                                     |
| EOH Mthombo Trust – consolidation | (92)             | (22 859)         | -             | -                    | (22 951)                                   |
| <b>31.1.2006 Reviewed</b>         | <b>594</b>       | <b>42 929</b>    | <b>5 861</b>  | <b>79 232</b>        | <b>128 616</b>                             |
| Treasury shares – consolidation   | (6)              | (3 158)          | 14            | -                    | (3 150)                                    |
| EOH Share Trust – consolidation   | 2                | 68               | 686           | -                    | 756                                        |
| Currency translation              | -                | -                | 21            | -                    | 21                                         |
| Earnings                          | -                | -                | 2 950         | 20 325               | 23 275                                     |
| Share issues                      | 14               | 953              | -             | -                    | 967                                        |
| <b>31.7.2006 Audited</b>          | <b>604</b>       | <b>40 792</b>    | <b>9 532</b>  | <b>99 557</b>        | <b>150 485</b>                             |
| Treasury shares - consolidation   | 2                | 845              | 55            | -                    | 902                                        |
| EOH Share Trust - consolidation   | 2                | 232              | (280)         | -                    | (46)                                       |
| Currency translation              | -                | -                | 4             | -                    | 4                                          |
| Earnings                          | -                | -                | 2 570         | 21 538               | 24 108                                     |
| Dividends                         | -                | -                | -             | (8 677)              | (8 677)                                    |
| Share issues                      | 17               | 1 538            | -             | -                    | 1 555                                      |
| <b>31.1.2007 Reviewed</b>         | <b>625</b>       | <b>43 407</b>    | <b>11 881</b> | <b>112 418</b>       | <b>168 331</b>                             |

## GROUP PROFILE

**EOH is a technology and business solutions provider creating lifelong partnerships by developing business and IT strategies, supplying and implementing solutions and managing enterprise-wide business systems and processes for medium to large clients.**

EOH operates as a fully integrated business in the following three broad clusters of business unit types:

**Technology** – through a number of subsidiary companies, EOH is able to sell, implement and support a range of world-class business applications including: ERP, CRM, Business Intelligence, Advanced Planning and Scheduling, e-Commerce, Manufacturing Execution Systems (MES) and Technology Performance Management Solutions.

**Consulting** – operates in the private and public sector offering services ranging from strategic process consulting, project services, change management and education. This cluster also develops IT strategy, advises on enterprise architecture, IT governance and risk management.

**Outsourcing** – EOH offers comprehensive maintenance and support of clients' IT infrastructure and applications through the rendering of full IT Outsourcing, Application Hosting and Managed Services as well as desktop support services and the providing of on-site resources.

EOH has a presence in all major centres in South Africa and Botswana, also operating elsewhere in Africa.

## BASIS OF PREPARATION

These interim results are prepared in accordance with IAS 34 (Interim Financial Reporting) and the South African Companies Act, 1973.

The Group's auditors, IAPA Johannesburg, Chartered Accountants (SA), have reviewed the financial information for the six month period to 31 January 2007.

## ACQUISITIONS

The results include the business operations and investments of Bromide Technologies ('Bromide') from 1 January 2007. The rationale for this acquisition is the intention to expand the Group's offerings to clients to include infrastructure offerings as part of the strategy to deliver 'end to end' solutions. Bromide is a significant player in the infrastructure support services arena, with a large client base and a strong history of delivery and success.

## FINANCIAL RESULTS

The board is satisfied with the performance for the period under review. These results show the consolidation of the Bromide acquisition from January 2007. The strong revenue growth of the Group continues to be substantially organic with earnings remaining healthy and growth being funded internally with sufficient cash reserves to support future growth plans.

## FUTURE PLANS

EOH is a major player in the technology, consulting and outsourcing space and these offerings are enhanced by its ability to deliver effective 'end to end' solutions to its clients. This will now include infrastructure provision and support, hosting and networking and the provision of interim skills to EOH customers. The wide range of solutions offered to various

industries in both the public and private sector, in conjunction with a well proven business model, strong management and financial strength, bode well for its future growth.

EOH sees the strong market conditions, specifically those in the technology field, continuing with EOH well positioned to capitalise on these. EOH's growth strategy remains focused on organic growth, supplemented by strategic acquisitions.

### **TRANSFORMATION**

The EOH Mthombo Trust is now fully operational and with its implementation, EOH now has 31,4% effective black ownership. 38% of Group employees are PDIs, as is 45% of our board. We see transformation as an ongoing process to which all our people are committed to and involved in.

### **DIVIDENDS**

It is the Group's practice to declare dividends at the end of the financial year. A dividend of 14,0 cents per share was paid to shareholders recorded in the books of EOH at the close of business on Friday, 27 October 2006.

Asher Bohbot  
Chief Executive Officer

19 March 2007

# Systems make it possible...

# People make it happen!

## REGISTERED OFFICE

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## DIRECTORS

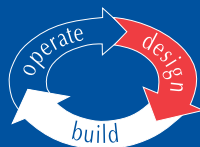
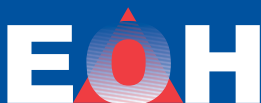
Dr Mathews Phosa (Non-executive Chairman), Asher Bohbot (Chief Executive Officer),  
Rob Sporen (Dutch), Lucky Khumalo, Jane Thomson, Ken Cullinan, John King, Dion Ramoo,  
Nkosinathi Khumalo, Steven Evans, Prof. Tshilidzi Marwala (Non-executive).

## COMPANY SECRETARY

Adri Els

For further information, please contact Rob Sporen on the above numbers or  
on cell: 082 444 7533

EOH Holdings Limited  
Incorporated in the Republic of South Africa  
(Company registration no: 1998/014669/06)  
Share code: EOH ISIN: ZAE000071072  
("EOH" or "the Group")



partner for life