



## 2005 First Half Results

marketing

logistics

manufacturing

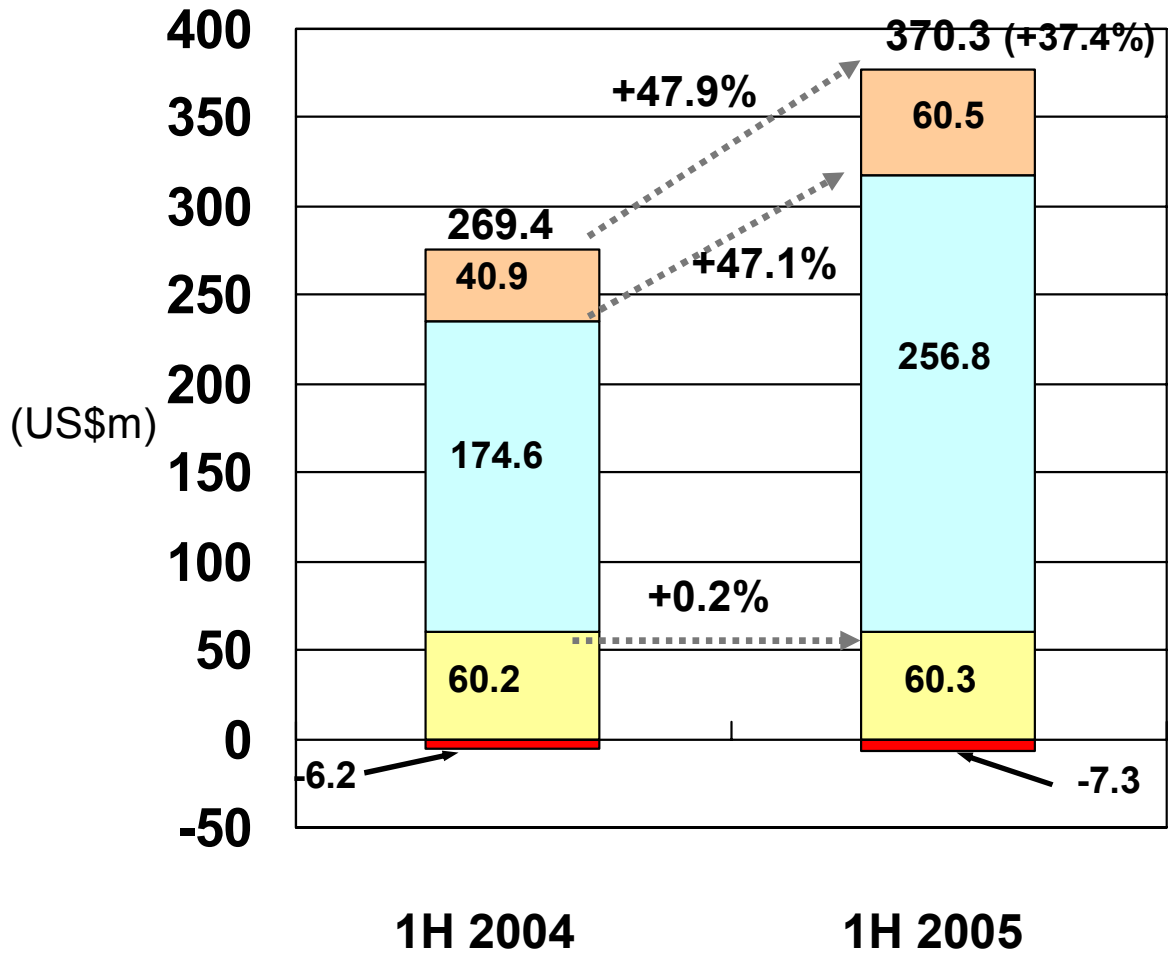
18 August 2005

- Solid start to the IDS Group 3-Year Strategic Plan 2005 - 2007. Operating Profit growth of 23.6% and revenue growth of 37.4%
- Logistics continues to be the engine of growth with revenue up by 47.9% and Operating Profit up by 55.0%
- Profit attributable to shareholders registered double-digit increase (+11%) from US\$6.6 million to US\$7.4 million. Had it not been for a one-off tax credit in the previous period, growth over last year would have been higher
- Solid balance sheet with US\$48.8 million of gross cash (net borrowings of US\$5.0m) to fund future growth

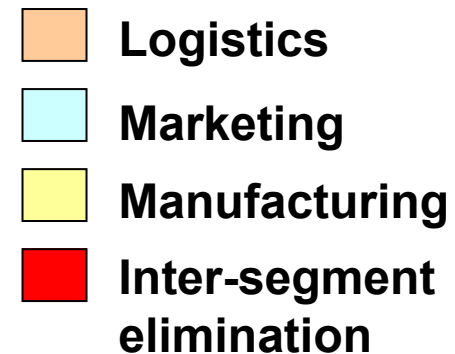
(US\$ million)

	<u>2005</u>	<u>2004</u>	<u>Change (%)</u>
Revenue	370.3	269.4	37.4%

# 1st Half 2005 Revenue Segment Results



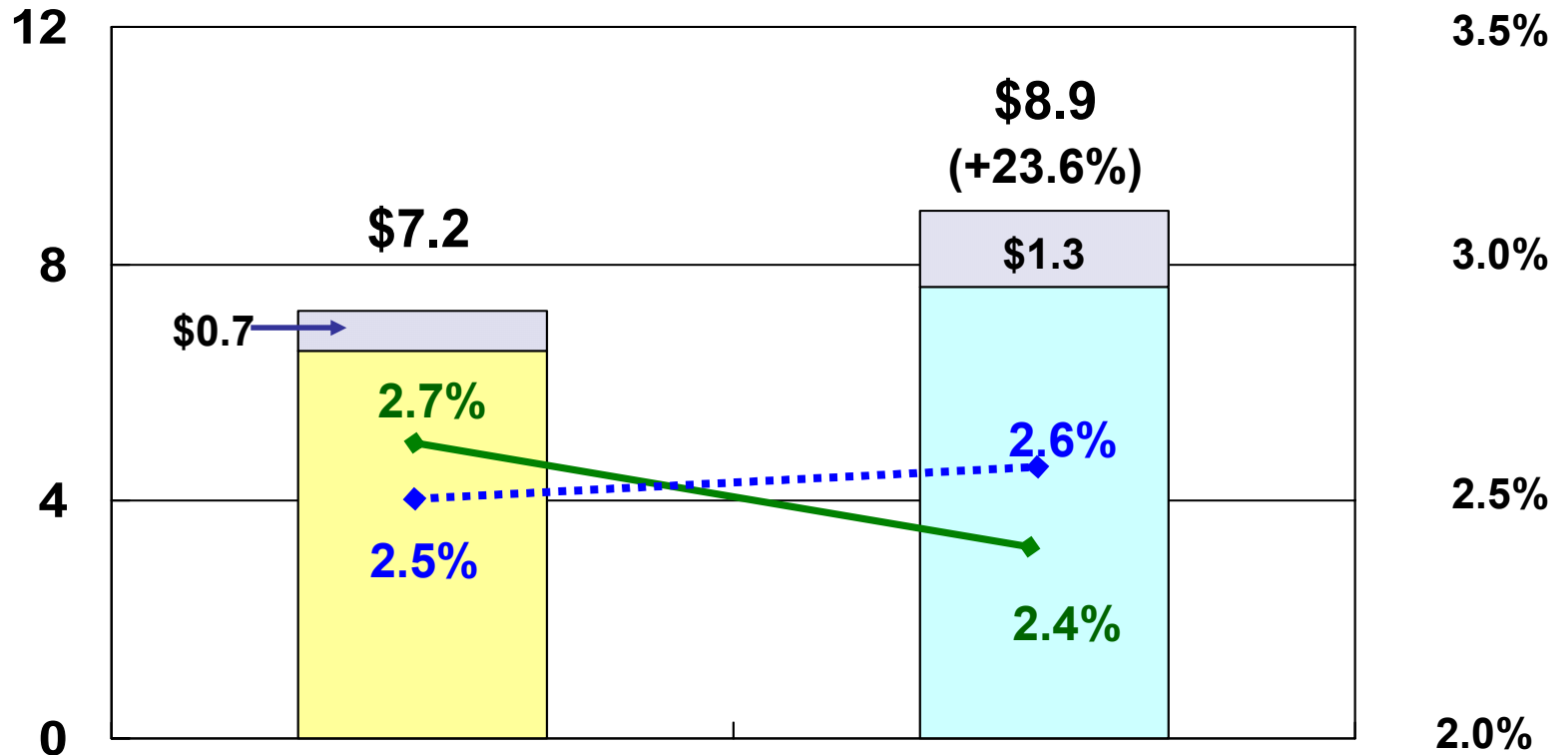
- All-round solid Logistics growth
- Marketing growth driven by new operations in Philippines & China expansion
- Manufacturing affected by sluggish Malaysian sales



(US\$ million)

	<u>2005</u>	<u>2004</u>	<u>Change (%)</u>
Revenue	370.3	269.4	37.4%
Operating profit	8.9	7.2	23.6%

# 1st Half 2005 Operating Profit



1H 2004
  1H 2005

China/Philippines  
↔ Overall Op. margin  
⋯ Op. margin w/o China/Philippines

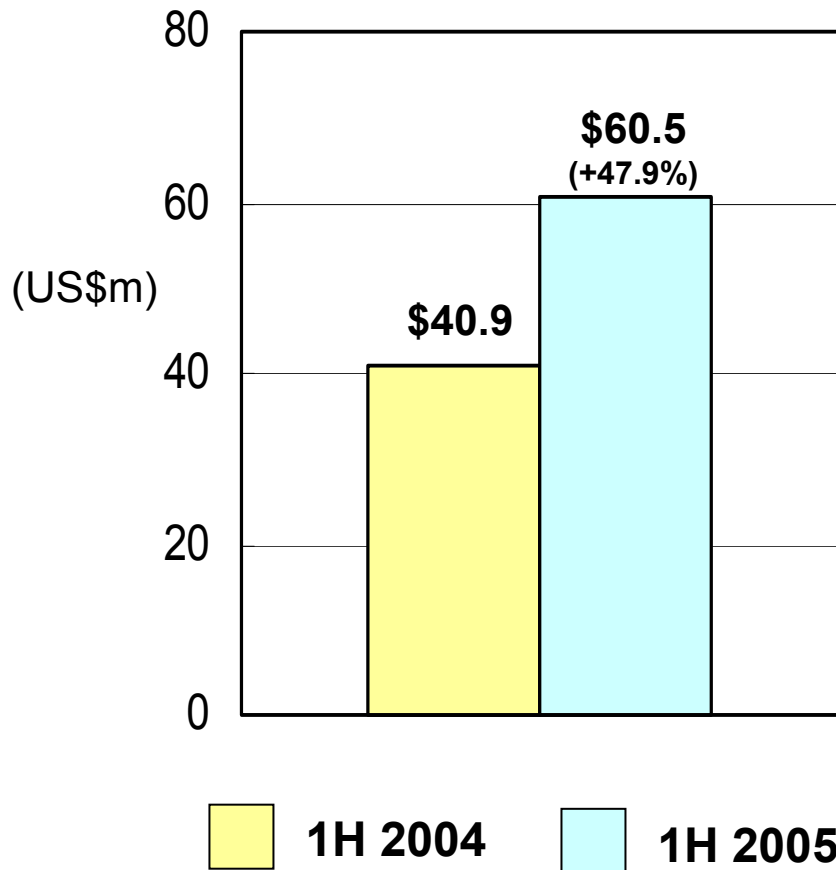
(US\$ million)

	<u>2005</u>	<u>2004</u>	<u>Change (%)</u>
<b>Revenue</b>	<b>370.3</b>	<b>269.4</b>	<b>37.4%</b>
<b>Operating profit</b>	<b>8.9</b>	<b>7.2</b>	<b>23.6%</b>
(Less: interest, tax, minority)	<u>(1.5)</u>	<u>(0.6)</u>	<u>          </u>
<b>Profit attributable to Shareholders</b>	<u><b>7.4</b></u>	<u><b>6.6</b></u>	<u><b>11.0%</b></u>

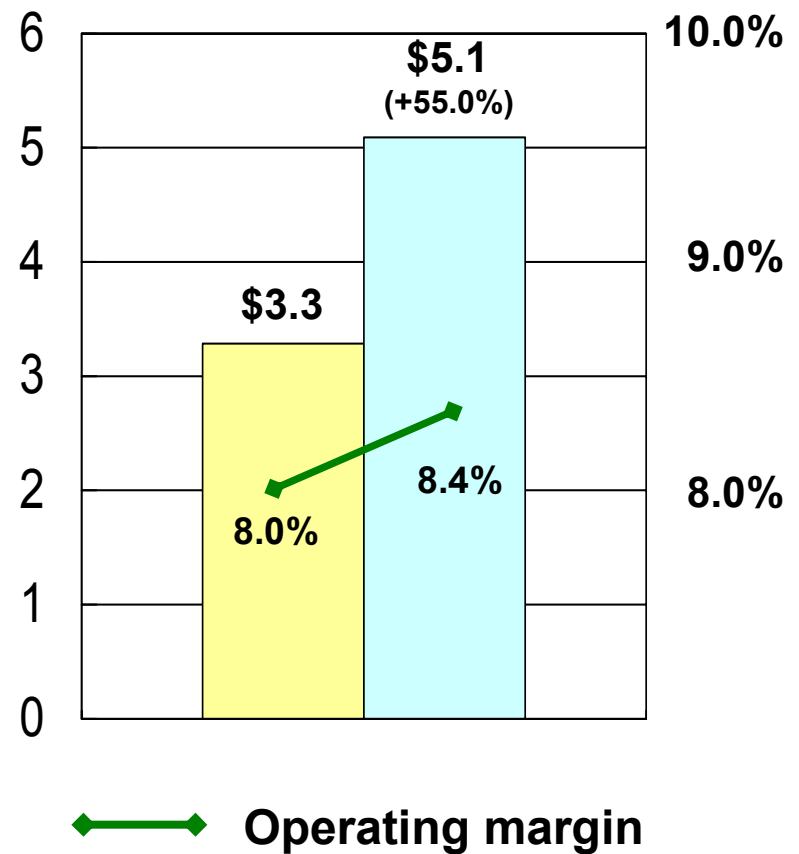
<b>Earnings per share</b>	<b>US 2.39cents</b>	<b>US 2.77cents</b>
	<b>HK18.6cents</b>	<b>HK21.7cents</b>
<b>Shares outstanding</b>	<b>309m</b>	<b>240m</b>

**Interim Dividend**                      **HK6 cents**

## Revenue



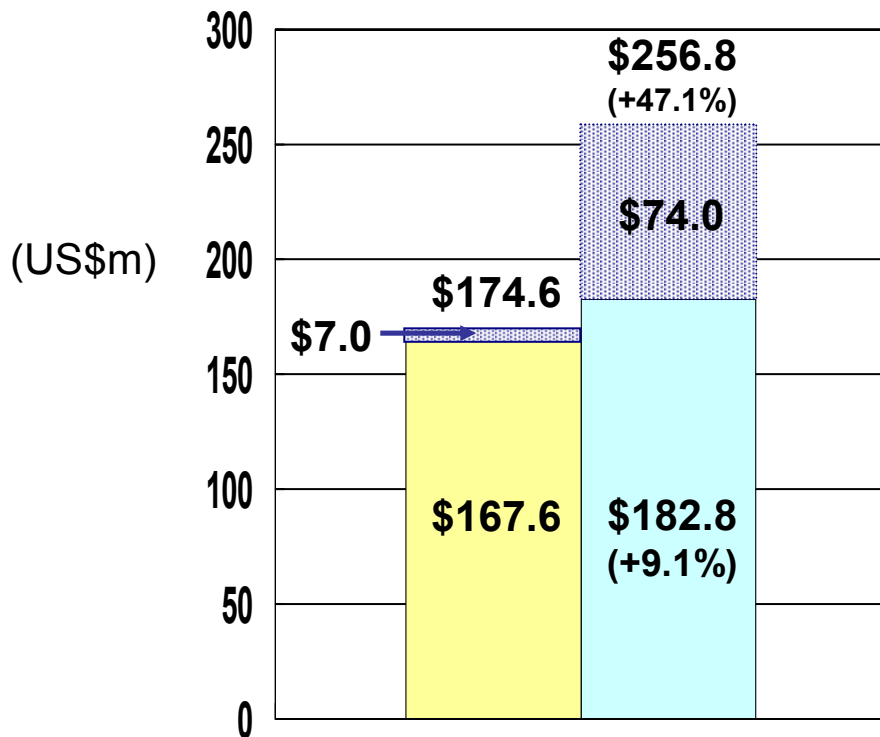
## Operating Profit & Margin



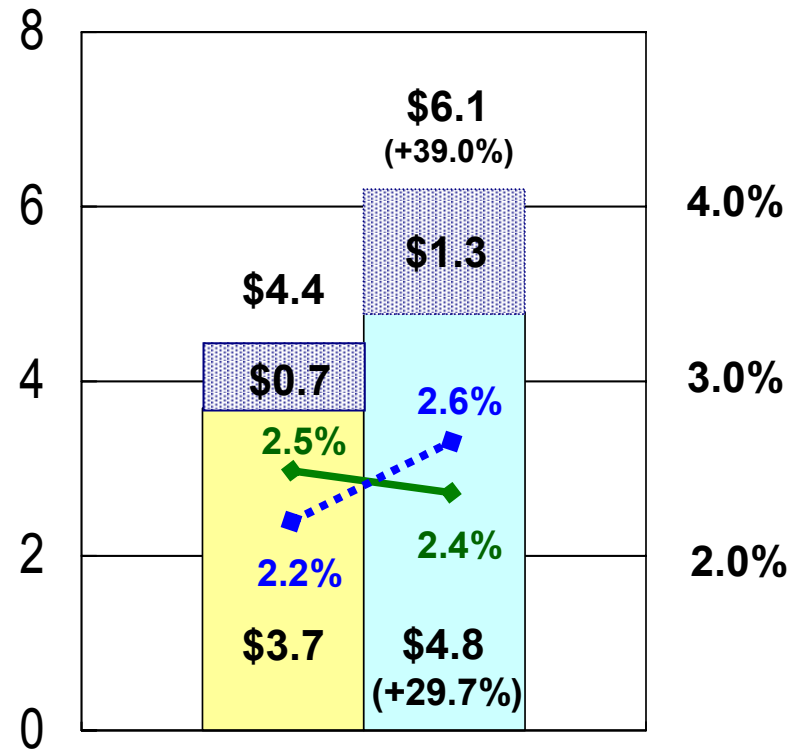


# Segment Results - Marketing

## Revenue



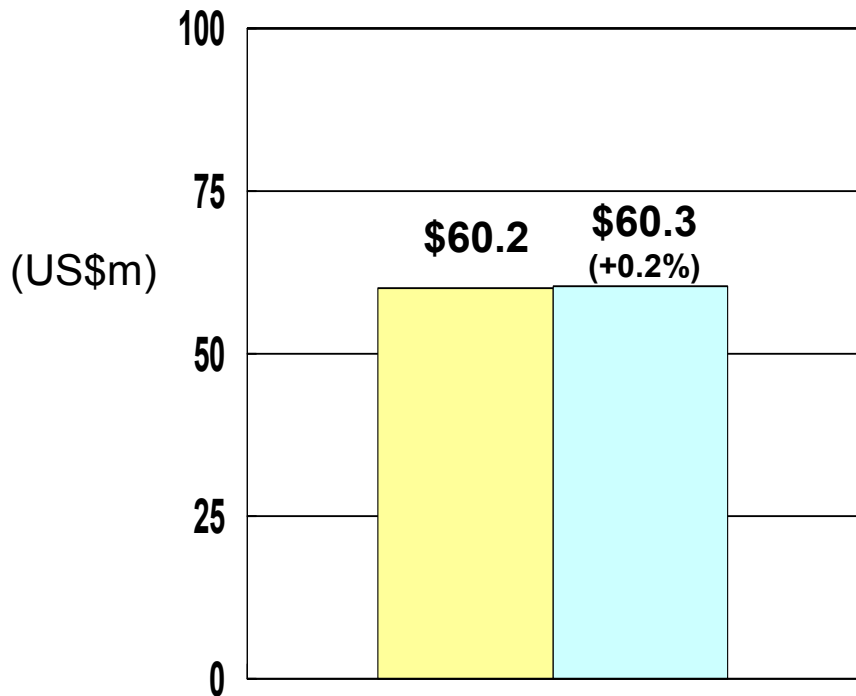
## Operating Profit & Margin



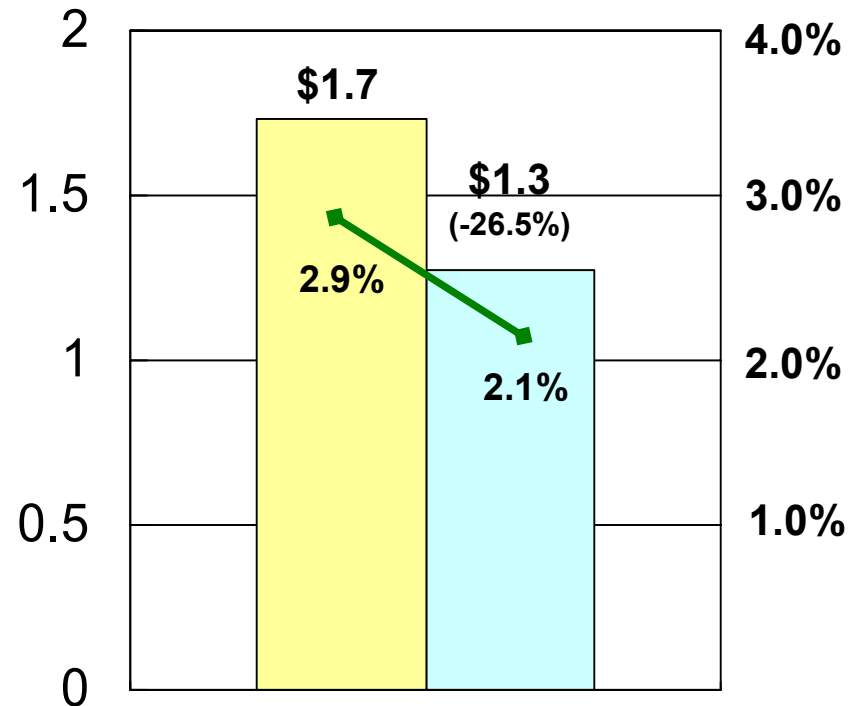
1H 2004
  1H 2005
  China/  
Philippines

◆ ◆ Overall Op. margin  
◆ ◆ Op. margin w/o  
China/Philippines

## Revenue



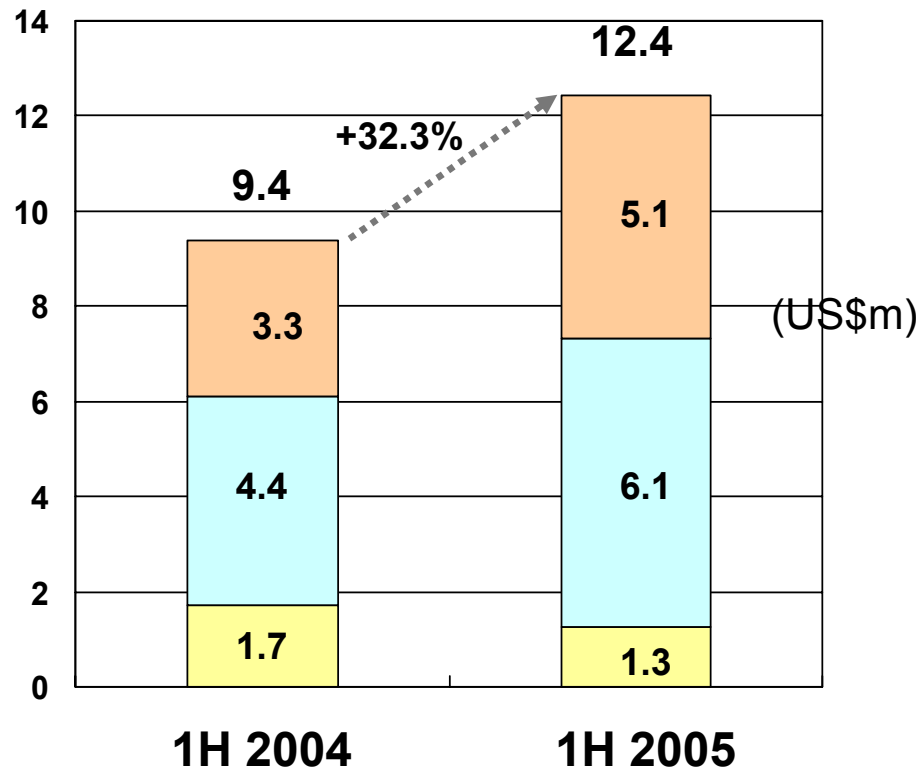
## Operating Profit & Margin



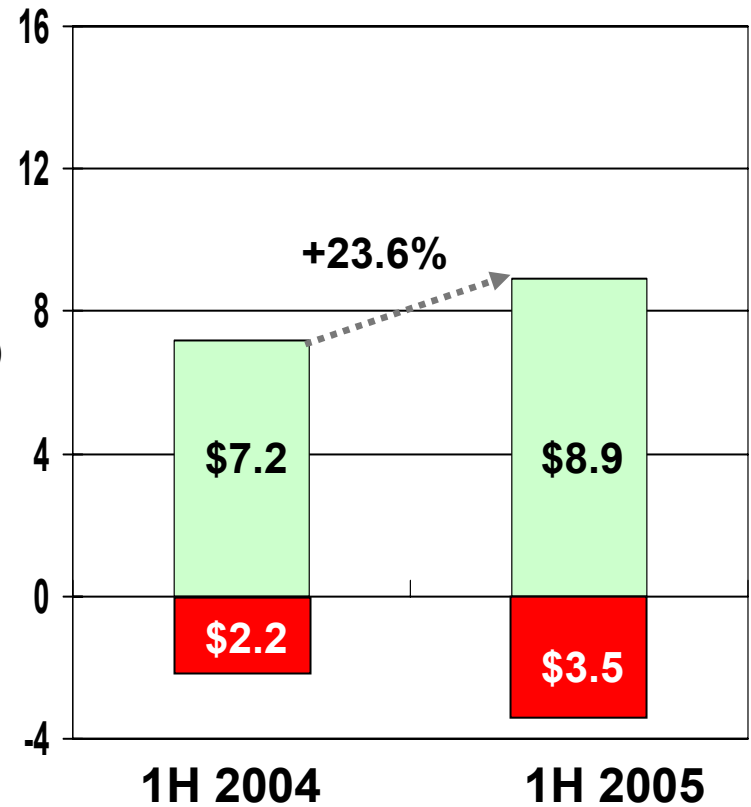
1H 2004
  1H 2005

↔ Operating margin

## Before Corporate



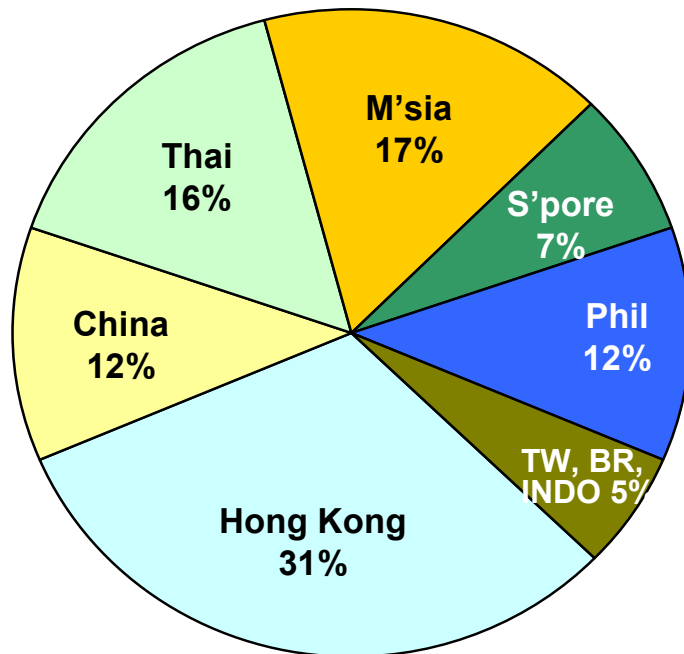
## After Corporate



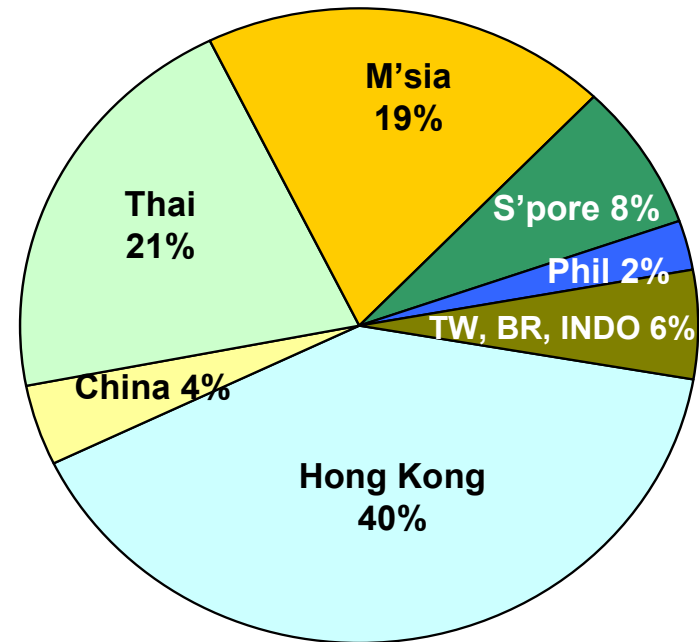
Logistics
  Marketing  
 Manufacturing

Corporate

**Revenue growth in 2005 driven by rapid expansion in China and new Marketing start-up in Philippines**



**1H 2005**



**1H 2004**

- Focus on expanding regional relationships to continue. Together with the 32 new contracts signed in 1st half 2005, this will yield strong organic growth
- Logistics expected to remain strong driven by:
  - ❖ 10 new Distribution Centres established in 1st half 2005
  - ❖ Focus on transportation management service to key customers
  - ❖ Emphasis on Export Logistics
  - ❖ Strong business development pipeline
- IDS Marketing China investment in distribution infrastructure and systems to open opportunities for achieving critical mass, business pipeline will add to strong 1st half growth

- Manufacturing sales to remain flat but investment in capacity and new lines will begin to yield stronger results in 2006
- Across the board strengthening of leadership and management team with emphasis on Functional Country Resource Teams (CRT)
- Active pursuit of M&A opportunities, strong prospects emerging in Indonesia, Thailand, Hong Kong and Malaysia

To aim to double Net Profit from  
US\$10.5 million in 2004 to US\$21.0 million in 2007