



2005 Full Year Results

marketing

logistics

manufacturing

20 April 2006



2005 Results Highlights

- Solid start to the 3-Year Strategic Plan 2005 - 2007. Net Profit grew 25.3% to US\$13.3 million, achieved solely from organic growth.
- Logistics continues to be the engine of growth with revenue up by 34.8% and Operating Profit up by 55.9%.
- China registered a strong performance. Revenue represented 12.2% of Group total in 2005, up from 6.8% in 2004. Operating profit increased 80.4% vs. 2004.
- 2005 growth driven from expansion of regional relationships. More than half of 77 new contracts wins came from service or geography extension with existing customers.
- Cash flow from operating activities was a healthy US\$19.7 million. Strong unleveraged balance sheet with US\$57.5 million gross cash to fund future growth including M&A.



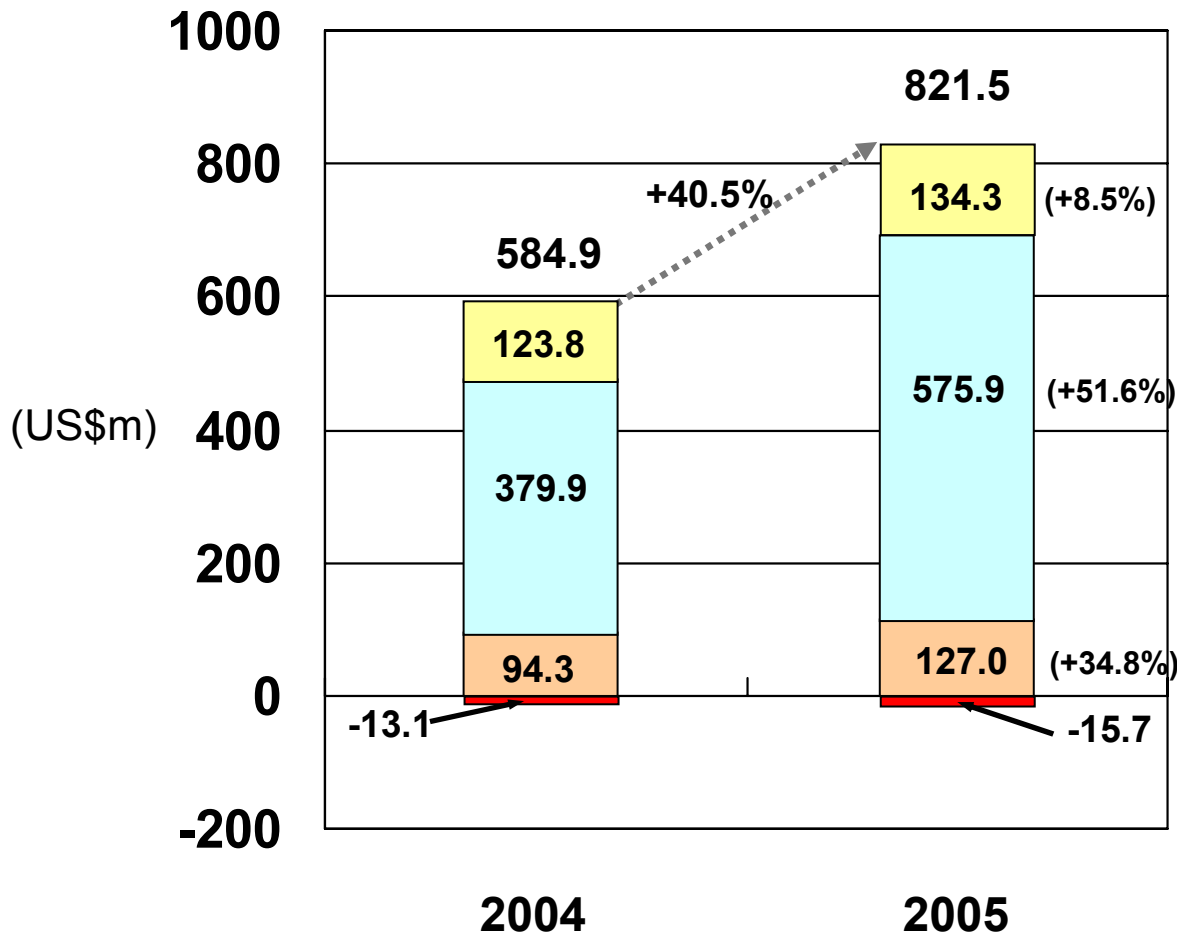
2005 Financial Highlights

(US\$ million)

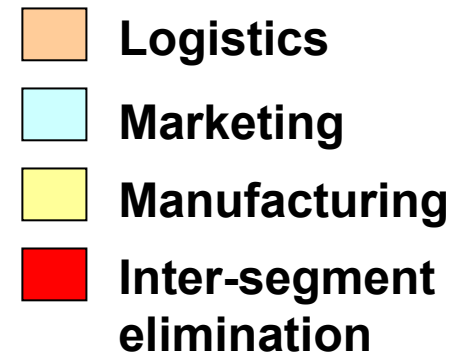
	<u>2005</u>	<u>2004</u>	<u>Change (%)</u>
Revenue	821.5	584.9	40.5%



2005 Revenue Segment Results



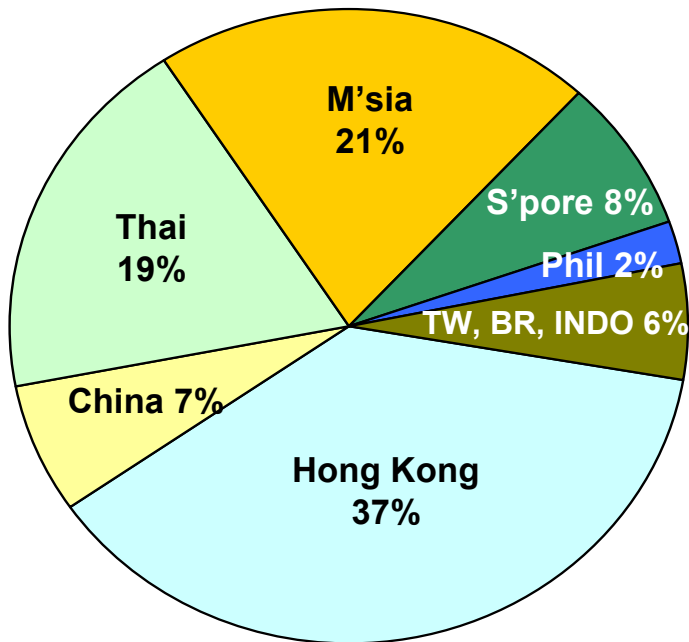
- Logistics benefited from major contract wins in 04 and strong growth in regional accounts
- Marketing growth driven by new operations in Philippines & China expansion
- Manufacturing affected by weak consumption but new wins will drive growth in 2006



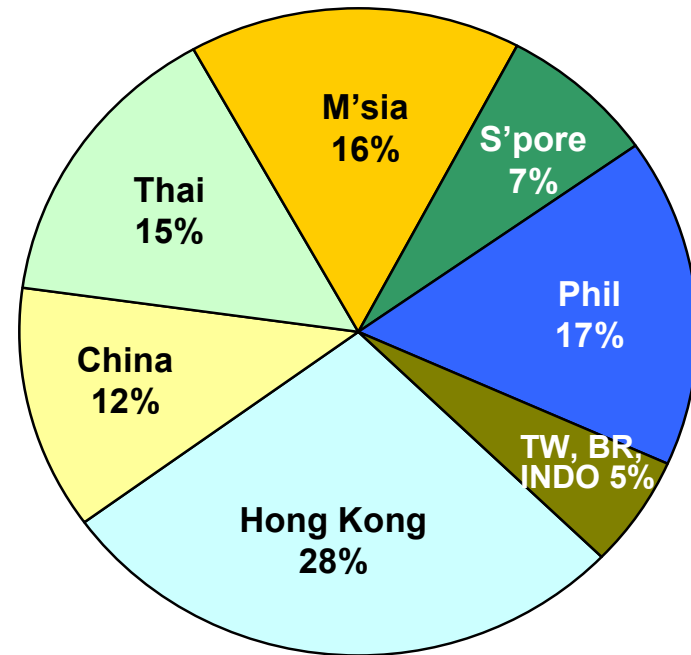


Revenue by Country

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



2004



2005



2005 Financial Highlights

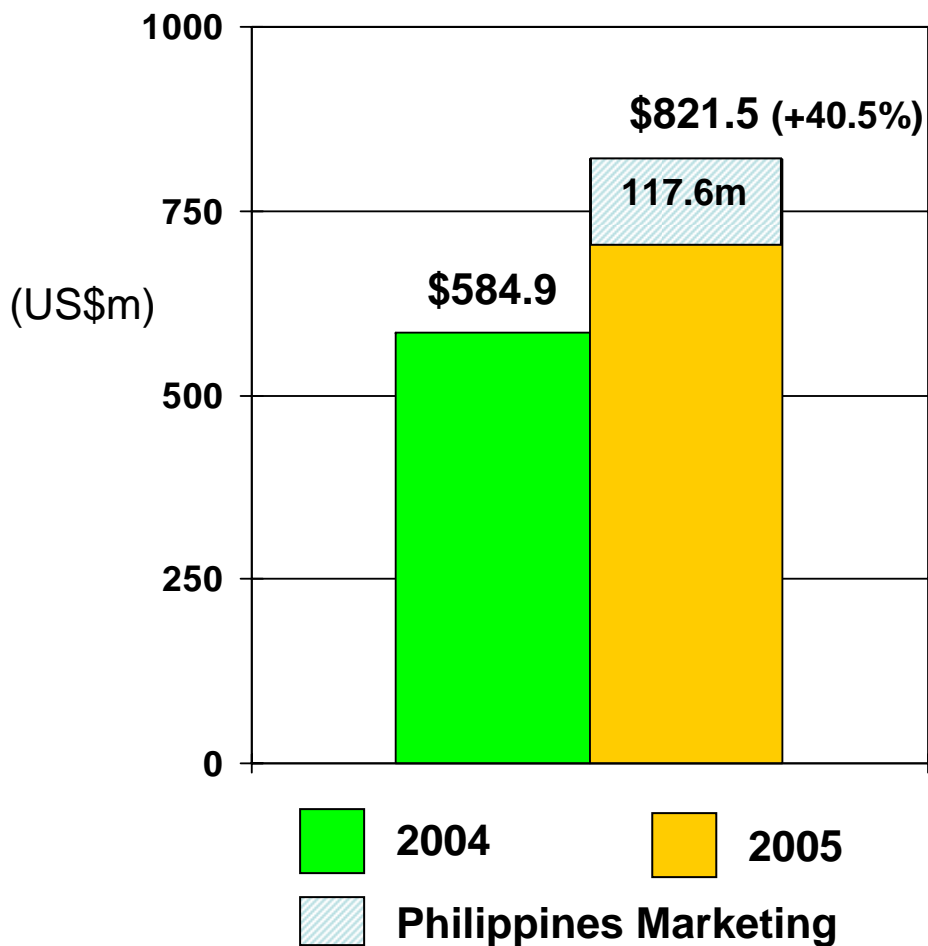
(US\$ million)

	<u>2005</u>	<u>2004</u>	<u>Change (%)</u>
Revenue	821.5	584.9	40.5%
Operating profit	19.0	13.3	42.4%

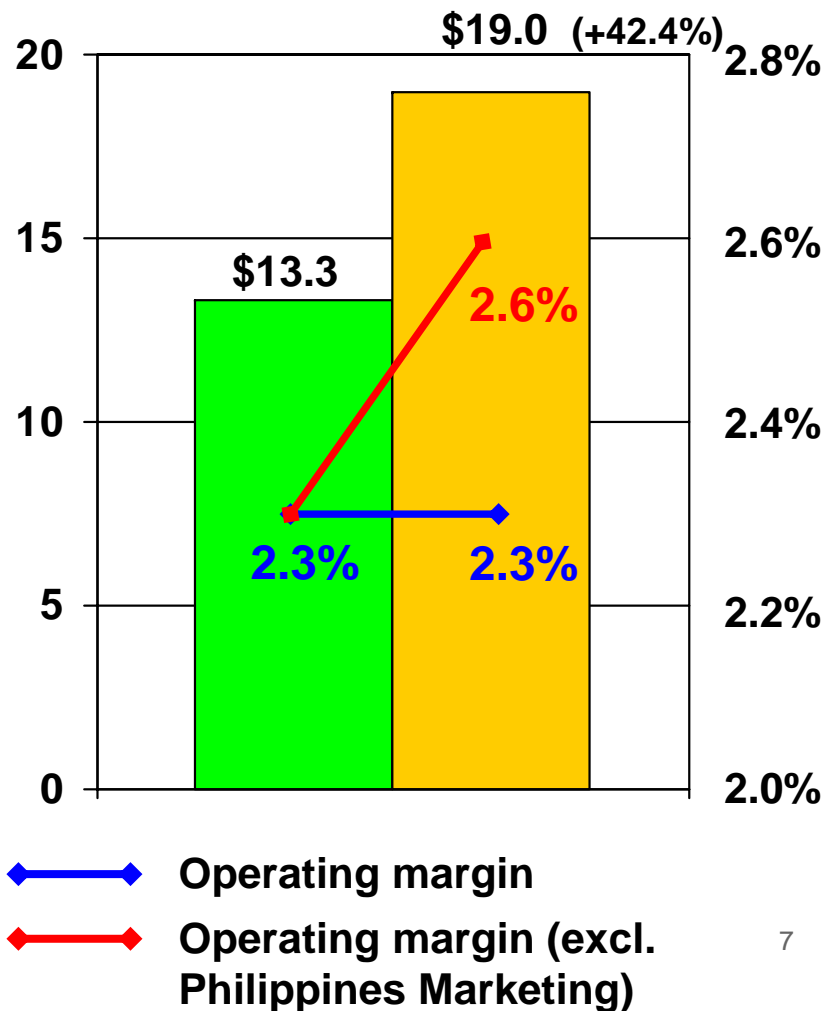


Revenue, OP & Margin

Revenue



Operating Profit & Margin





2005 Financial Highlights

(US\$ million)

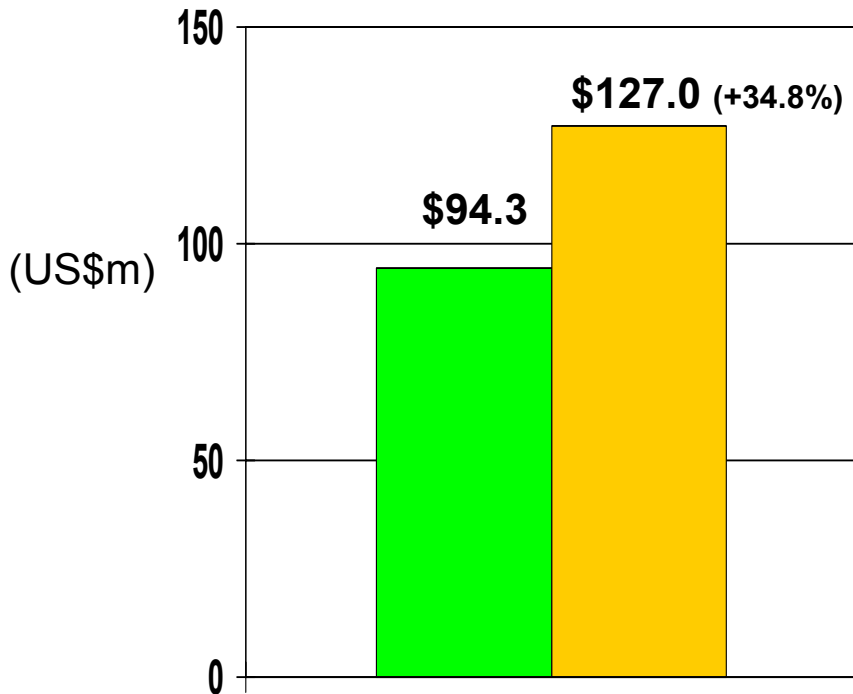
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Revenue	821.5	584.9	40.5%
Operating profit	19.0	13.3	42.4%
(Less: interest, tax, minority)	<u>(5.6)</u>	<u>(2.7)</u>	
Net Profit	<u>13.3</u>	<u>10.6</u>	<u>25.3%</u>

- Full year Dividend of HK 20 cents / share represents a payout ratio of approximately 60%
- 2005 Final Dividend = HK 14 cents / share
- 2005 Interim Dividend = HK 6 cents / share



2005 Results - Logistics

Revenue

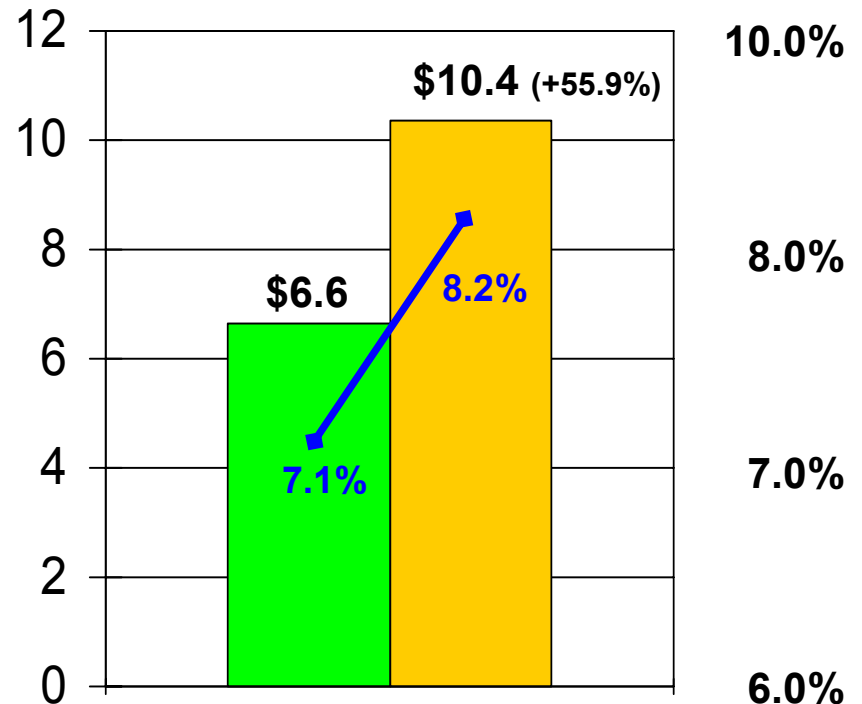


2004



2005

Operating Profit & Margin

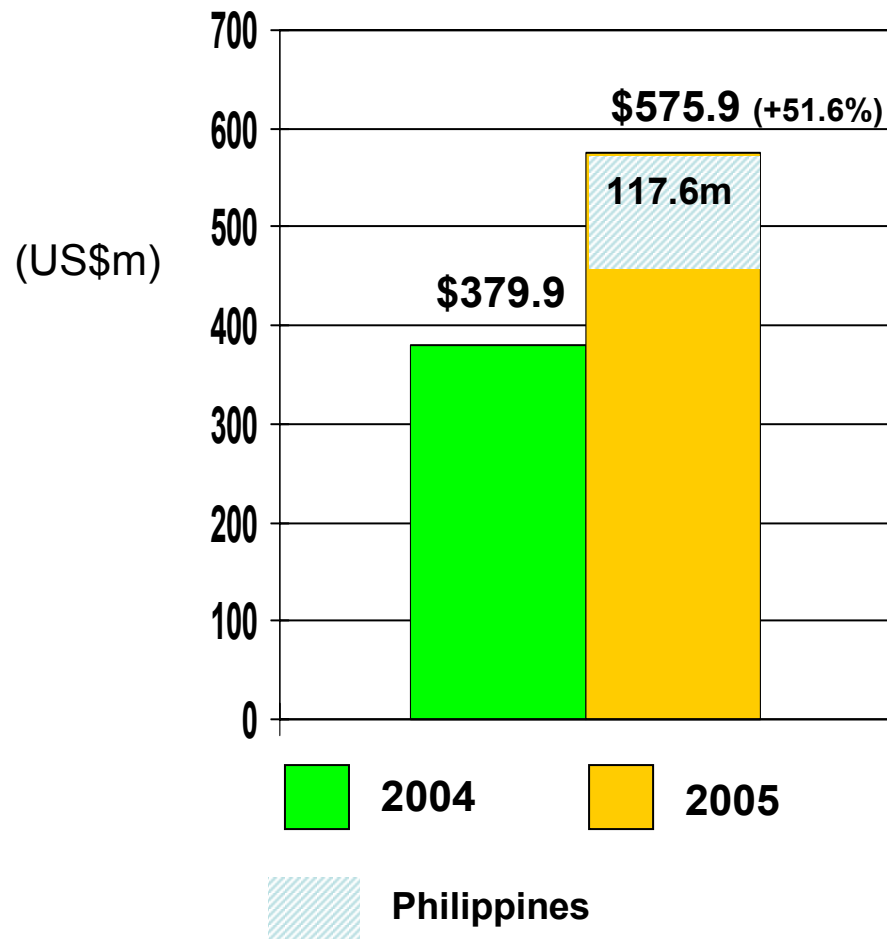


Operating margin

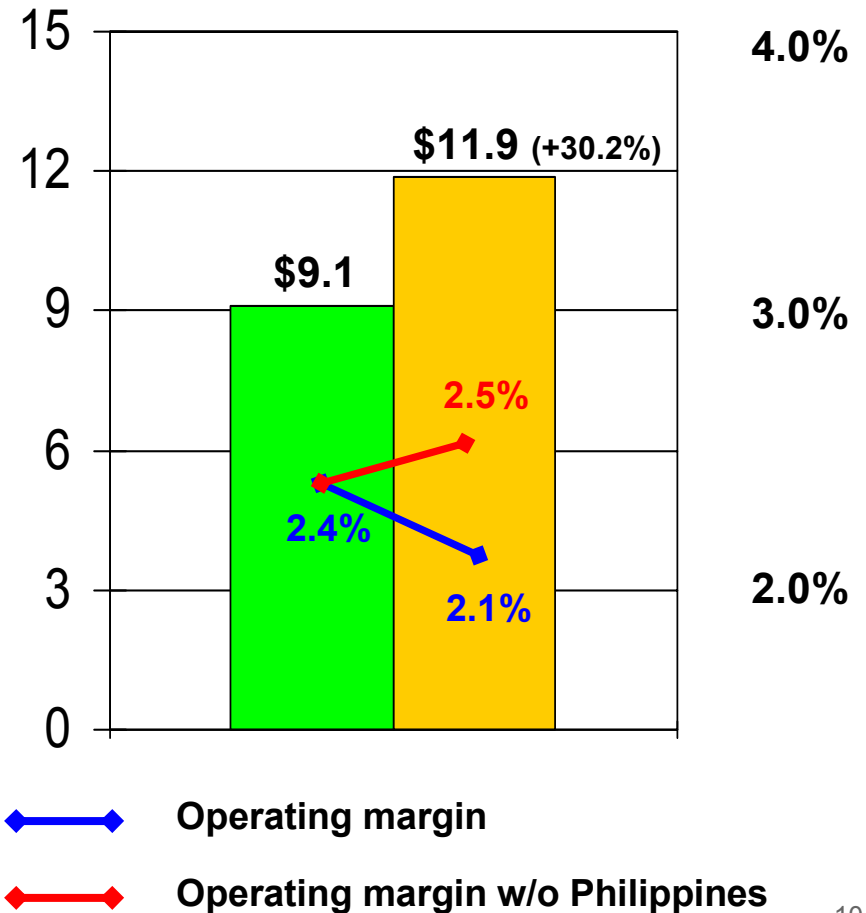


2005 Results - Marketing

Revenue



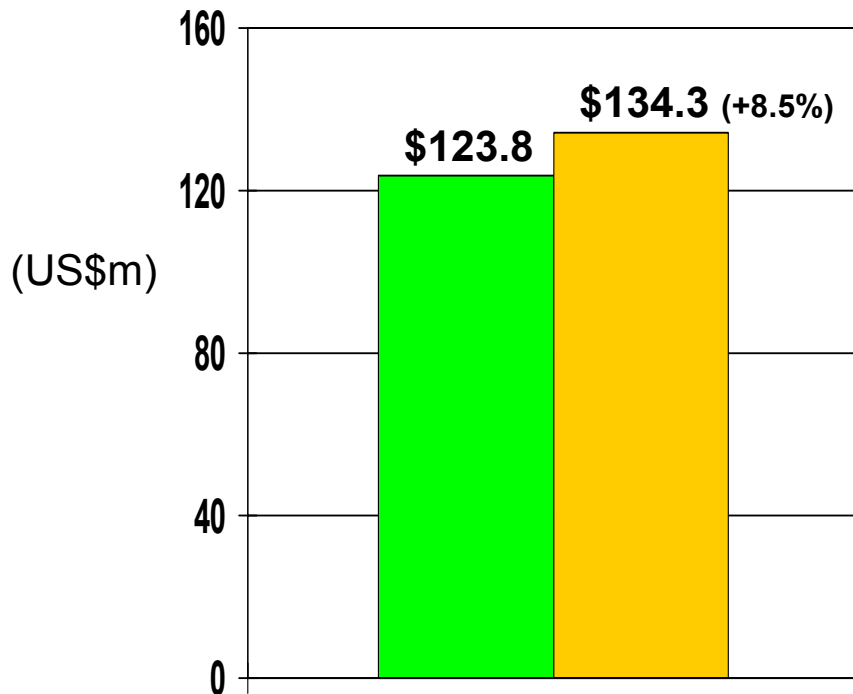
Operating Profit & Margin



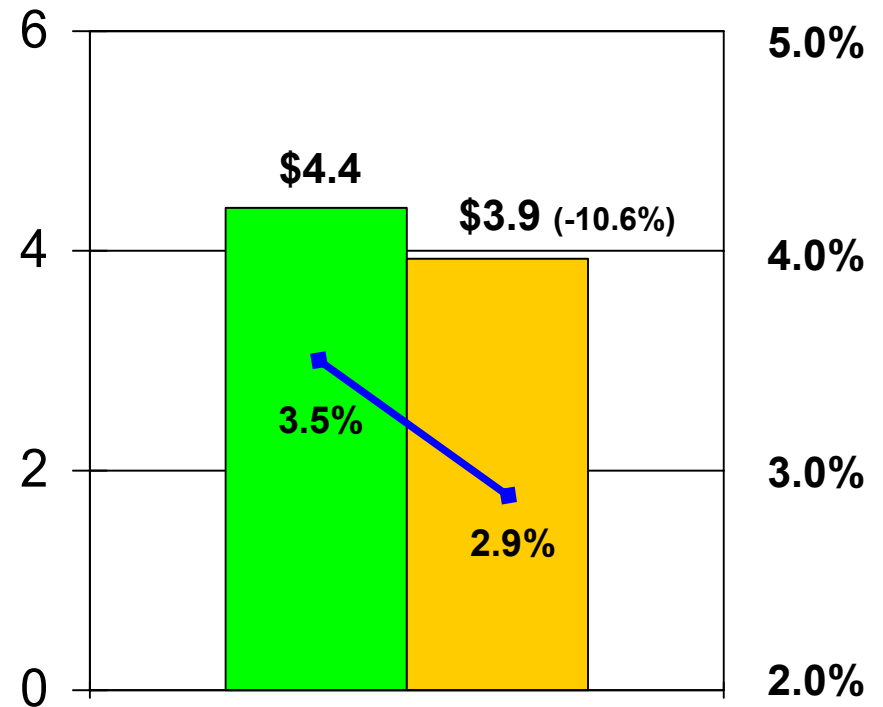


2005 Results - Manufacturing

Revenue



Operating Profit & Margin



2004 2005

Operating margin



2006 Outlook

- Logistics – early 2006 wins include P&G Taiwan, Johnson Diversey China, Diageo Singapore solidify our dominant position
- Manufacturing – riding the trend of outsourcing eg. Pfizer, Nestle, Johnson & Johnson etc.
- Marketing – Leverage leadership in China for SE Asia growth
- Strong Business Development pipeline championed by exclusive Regional Business Development Unit
- Expanding our Menu of Services – “Unbundling” of new services
 - ❖ Credit & Cash Management
 - ❖ Export Logistics + International SCM
 - ❖ Transportation & Network Management

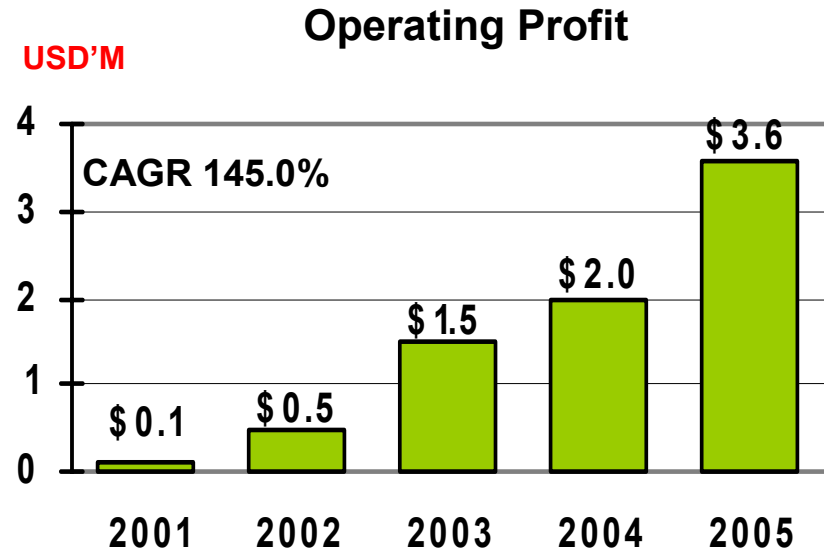
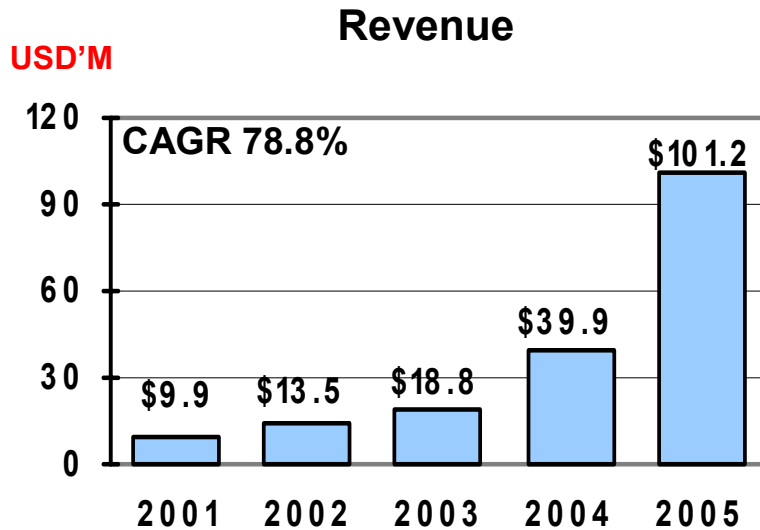


2006 Outlook

- Continue to invest in IT and realizing value / competitive edge
 - ❖ Enhance our WMS and implement transportation system
 - ❖ Further roll out business applications – Trigantic, Tradex, Road Warrior
 - ❖ Implement JD Edwards ERP in Taiwan (Project Golden Dragon)
- Country Resource Teams (CRT) in place to support quantum growth
 - ❖ Ensure functional support structure is effective & cost-efficient
 - ❖ Position strong and adequate resource base for M&A integration
- M&A – Fill in the Mosaic & New Market Entry
 - ❖ M&A activities gaining momentum
 - ❖ Final stages of finalizing a number of deals
- China is poised for aggressive growth



China – Poised for aggressive growth



- Revenue from China represented 12.2 % of Group revenue in 2005, up from 6.8% in 2004.
- Deep and extensive Logistics and Distribution network supported by unparalleled IT infrastructure and Group-wide standardized application systems.
- Blue chip customer base which includes Abbott, Cerebos, Pfizer, Kellogg's, Alberto Culver, Nike, Adidas, Elizabeth Arden, DOW, Amway, Levis, Exxon Mobil Chemical.



China – Network Expansion

First mover advantage gained from April 2004
 CEPA approved wholly-owned national
 distribution licence has allowed IDS to
 establish distribution leadership in 120 cities
 with direct key account sales in over 20 cities.

	Coverage (Cities)	Direct Sales (Cities)	Key Accounts (Outlets)
2005	100	5	6,000
2006	120	23	10,000

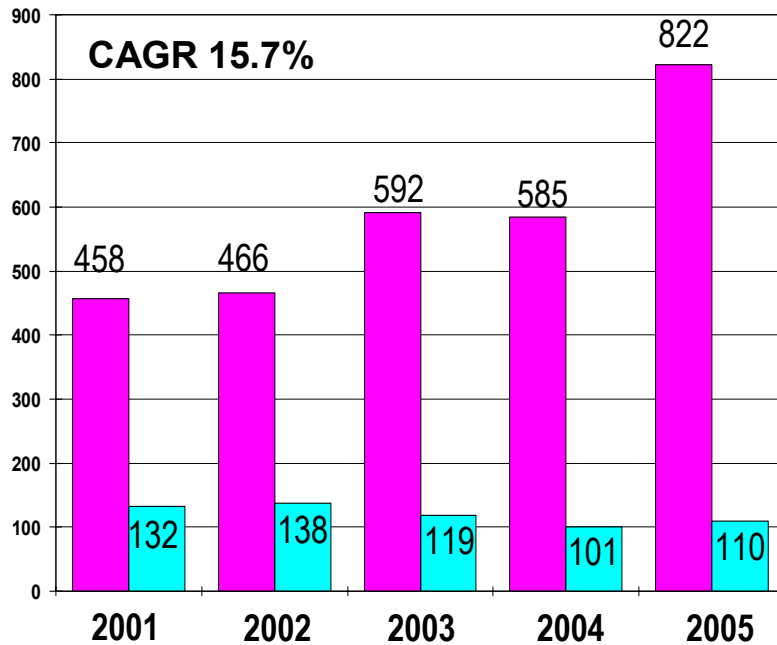


● Major office
 ▲ Sales office
 Direct sales cities in red



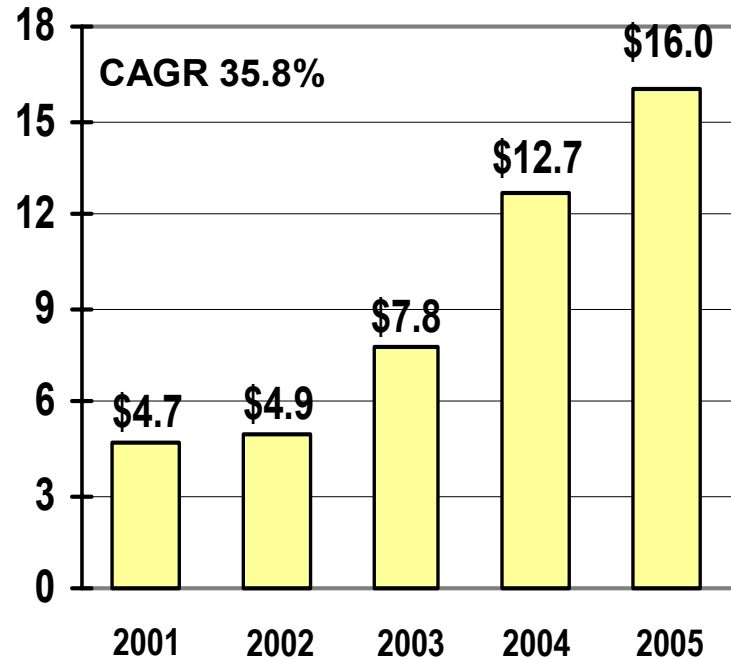
IDS Business Model Asset Light & Scalable

USD'M



Revenue Growth – An Asset Light Business Model

USD'M



Core Operating Profit – Strong Operating Leverage

Business Assets represents the sum of working capital, tangible assets, intangible assets and rental deposits.

Revenue
 Business Assets

Core Operating Profit represents Operating Profit excluding other material gains and expenses of a capital or non-recurring nature.



Strategic Plan 2005 - 2007

On track to achieve Strategic Plan objective

To target doubling of Net Profit from
US\$10.6 million in 2004 to US\$21.2 million in 2007