

## INTERIM RESULTS FOR THE SIX MONTHS ended 31 January 2007

## Partner for life

Revenue	up <b>27</b> %
PBT	up 21%
EPS and HEPS	up 20%

# 01//

### GROUP INCOME STATEMENTS

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

# 02//

### **RECONCILIATION OF EARNINGS**

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

# 03//

### GROUP CASH FLOW STATEMENTS

(R.000)	Reviewed	Reviewed	Audited
	6 months to	6 months to	12 months to
	31 January	31 January	31 July
	2007	2006	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

### 04//

GROUP BALANCE SHEETS			
	Reviewed	Reviewed	Audited
	at	at	at
	31 January	31 January	31 July
(R'000)	2007	2006	2006
ASSETS			
Non-current assets			
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
Current assets			
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
Total assets	357 874	252 004	309 979
EQUITY AND LIABILITIES			
Ordinary shareholders' interest	168 331	128 616	150 485
Non-current liabilities			
Long-term borrowings	4 536	5 996	4 211
Current liabilities			
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	-
Total equity and liabilities	357 874	252 004	309 979

213,3

185,8

Net asset value per share (cents)

### 05//

### GROUP EQUITY STATEMENT

(R <sup>.</sup> 000)	Share capital	Share premium	Reserves	Retained earnings	Ordinary share- holders' interest
31.7.2005 Audited	501	10 797	4 709	68 752	84 759
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)
31.1.2006 Reviewed	594	42 929	5 861	79 232	128 616
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
31.7.2006 Audited	604	40 792	9 532	99 557	150 485
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
31.1.2007 Reviewed	625	43 407	11 881	112 418	168 331

233,1



COMMENTARY

#### **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 onsite 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")





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