

...Technology is a tool
people make the difference...

15th Annual General Meeting

Corporate Presentation

25 May 2011



A momentous year for ECS ICT...

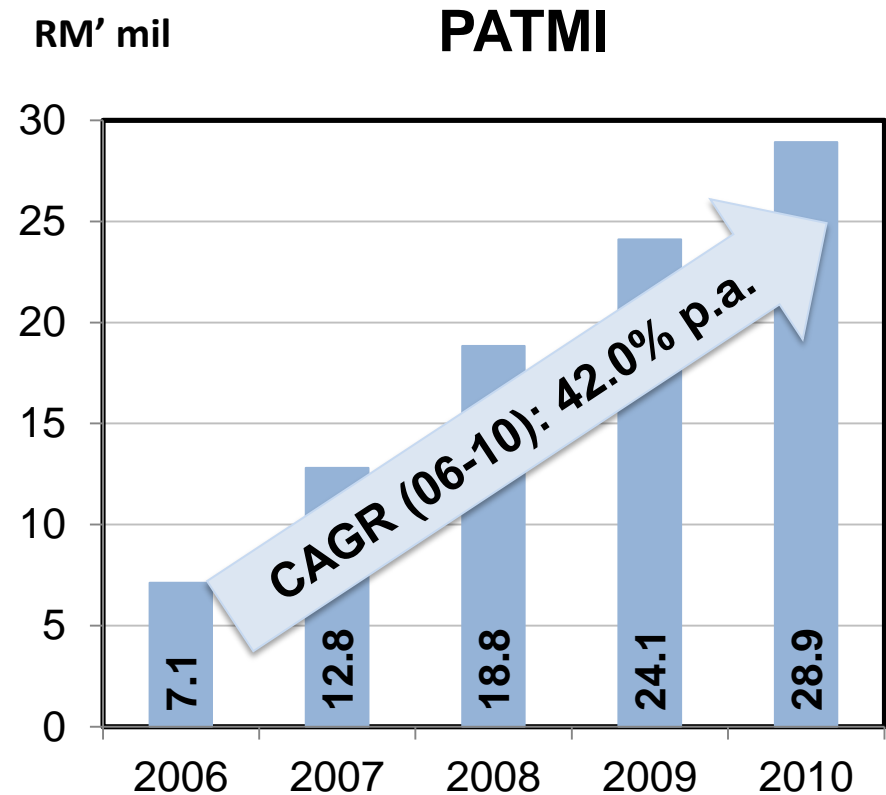
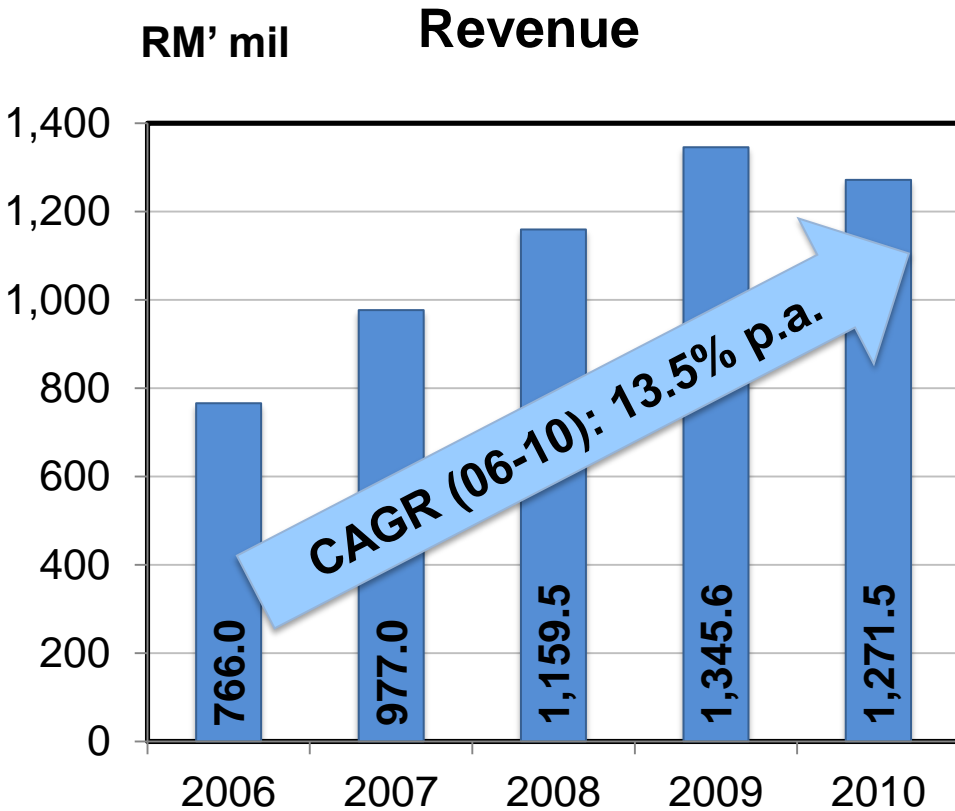


1. **Listing of ECS ICT Berhad on 15 April 2010**
 - Raised RM34.98 million for the Group
2. **Payment of Interim Dividend of 4 sen per share on 15 June 2010**
 - Gesture of appreciation to shareholders for their vote of confidence for ECS ICT
3. **Appointment of 4 new brands**
 - **ASUS** to distribute its full range of notebooks and EEE PCs
 - **YTL Communications** as exclusive distributor for 4G devices to access 'Yes' broadband
 - **Fujitsu** to distribute Enterprise Systems
 - Schneider Electric's **American Power Conversion Corporation** to market power management products



Highlights of 2010

Strong revenue growth with sustainable profits...



Revenue and PATMI Trend

Asset-light balance sheet ensuring capital optimally utilised for revenue-generating assets...



(RM' mil)	As at 31 Dec 2010	As at 31 Dec 2009
PPE & Other Long Term Assets	5.2	5.2
Current Assets	261.6	292.7
Current Liabilities	119.0	208.1
Non-Current Liabilities	0.4	0.2
Total Equity	147.4	89.6
Total Borrowings	12.7	51.7
Cash & Cash Equivalents	30.7	24.2
Gearing (net of cash) (x)	Net cash	0.31
Net Tangible Assets/share (RM)*	1.22	0.75

* Based on total enlarged number of shares of 120.0 mil shares of RM0.50 par

Balance Sheet (as at 31 Dec 2010)

Despite lower revenues from decrease in ICT Distribution segment, profits enhanced by Enterprise Systems...



(RM'mil)	2010	2009	Change
Revenue	1,271.5	1,345.6	(5.5%)
Gross Profit	77.1	68.9	12.0%
<i>Gross Margin</i>	6.1%	5.1%	1.0 pt
Profit Before Tax	39.4	33.5	17.5%
<i>PBT Margin</i>	3.1%	2.5%	0.6 pts
PATMI	28.9	24.1	20.0%
<i>Net Margin</i>	2.3%	1.8%	0.5 pts
EPS (sen)*	24.1	20.1	18.4%

* Based on total enlarged number of shares of 120.0 mil shares of RM0.50 par

Income statement (FY2010)

Further expanding our product range...



- **ICT Distribution expansion**

- Group added 3 new distributorships in 1Q11 alone:

Samsung notebook & Galaxy Tab



Apple iPad



Dell PC, Notebook & Enterprise Systems



Key Initiatives for 2011

- **Enterprise Solutions for Cloud Computing and Data Centre**
 - Opened our Technology Centre in May 2011 to better serve our customers
 - Comprehensive range of products
 - Value-added technical services



Key Initiatives for 2011

Continuously improving our efficiency...



- **Upgrading of ERP System**
 - To enhance employee productivity
 - To increase business process efficiency
 - To provide better customer service



Key Initiatives for 2011

...Technology is a Tool,
People Make the Difference...





Q & A session

