

ANNUAL RESULTS PRESENTATION

2006

PARTNERING FOR SUCCESS



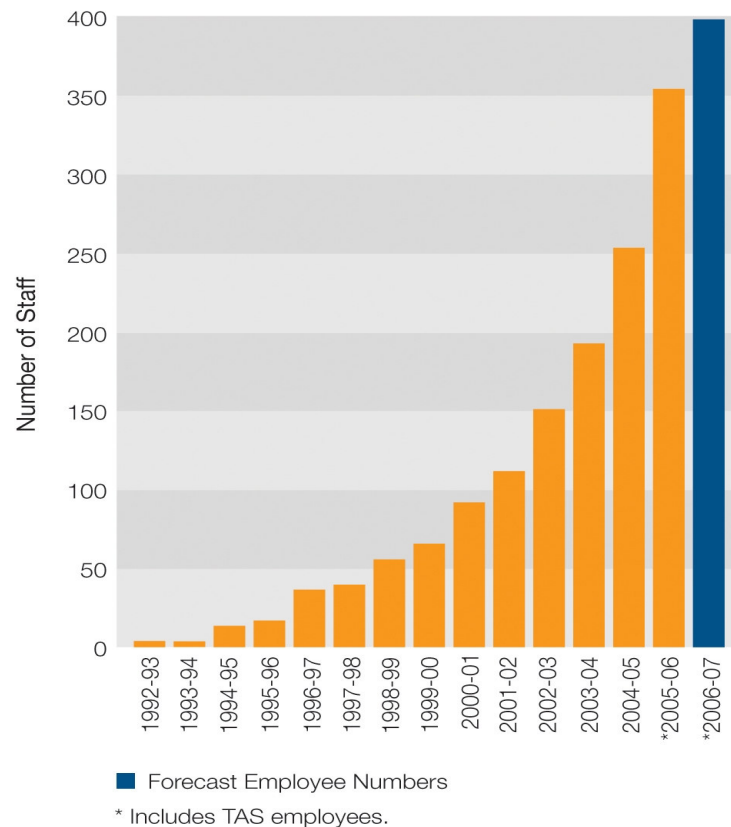


## FY 2006 Full Year Results Summary

	\$M
<b>Record Sales Revenue</b>	<b>45.46</b>
<b>Record EBITDA</b> (before employee share expense)	<b>13.57</b>

# Staff Numbers

DWS Employee Numbers



- **Staff numbers increased from 254 to 357 over the 2006 financial year due to our continued focus on recruitment and commitment to retention**
- **Acquisition of TAS included 40 staff in Sydney**



## Our Staff

- **Focus on recruiting the “best” graduates through close university relationships**
- **Initiated standardised suite of consultant training covering**
  - **Consulting Skills**
  - **Technologies**
  - **SpinnakerOne™ Quality**
  - **Personal Development**
- **Engaged international experts to further develop our staff and strengthen client relationships**
- **Continued focus on non-technology related Special Interest Groups for staff**
- **The best and most active staff social club in the IC&T consulting industry**



## Our Clients

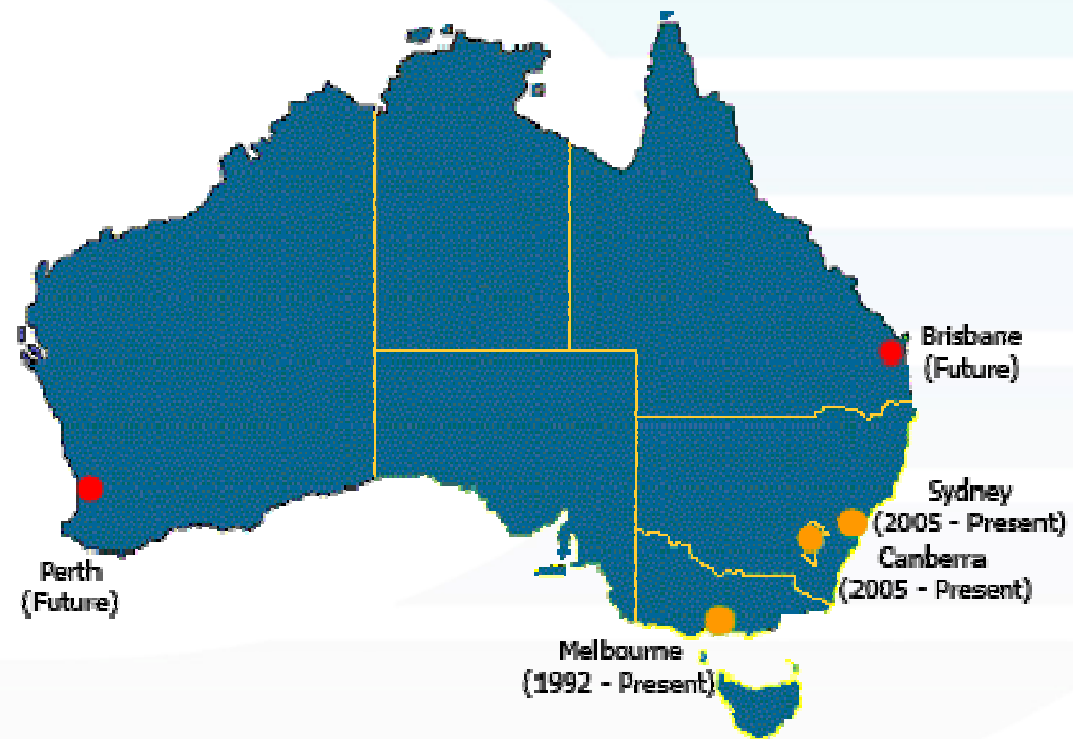
- **Continued focus on both “supplier and partner of choice” for our clients**
- **Initiated group client forums to**
  - **Measure our performance**
  - **Allow clients to compare the services provided by DWS**
  - **Guide future client strategy**
- **Continued to earn significant revenue from longer term clients**



## Our Quality Approach

- Trademarked our *SpinnakerOne* name-mark and spinnaker logo
- Continued improvement of our SpinnakerOne™ Quality System with particular focus on
  - Project Management
  - Process Refinement
  - Support Services
- Maintained ISO9001 certification of SpinnakerOne™
- Enhanced SpinnakerOne™ training programs for both staff and clients

# Our Regions





## Summary

- **Scaleable business model which has seen DWS become the business applications provider of choice amongst our clients**
- **DWS expects growth in Sydney at an accelerated rate after the successful integration of TAS**
- **DWS expects continued strong growth in Melbourne with new and existing clients**
- **FY2007 outlook is positive – we are on target and both offices are delivering strong results**
- **DWS is examining expansion opportunities**
- **DWS will look at extending its “off site” capability**
- **DWS to develop IP into its core business**