

Level 17, BNP Paribas Centre 60 Castlereagh Street Sydney NSW 2000 Telephone: (612) 9231 7500 Facsimile: (612) 9231 7660

www.servcorp.com.au SERVCORP LIMITED ABN: 97 089 222 506

19 February 2007

The Manager Company Announcements Office Australian Stock Exchange Limited By Electronic Lodgement

Dear Sir

#### Servcorp Limited (SRV) Half-Year Results Presentation

Enclosed is a copy of the half year update presented by Servcorp's Director, Taine Moufarrige, at Servcorp's half year results presentation held at Level 29, Chifley Tower, Sydney this evening.

Yours faithfully



**Greg Pearce Company Secretary** 



#### A Deloitte Technology Fast 50 winner – awarded for IT excellence

SYDNEY NORTH RYDE CANBERRA BRISBANE MELBOURNE PERTH ADELAIDE AUCKLAND DUBAI KUALA LUMPUR 6 Top Locations 123 Epping Road St. George Centre 2 Top Locations 2 Top Locations 2 Top Locations Santos House 2 Top Locations Emp Locations

(9714) 330 3369

HONG KONG SHANGHAI BEIJING SINGAPORE BANGKOK OSAKA TOKYO NAGOYA PARIS

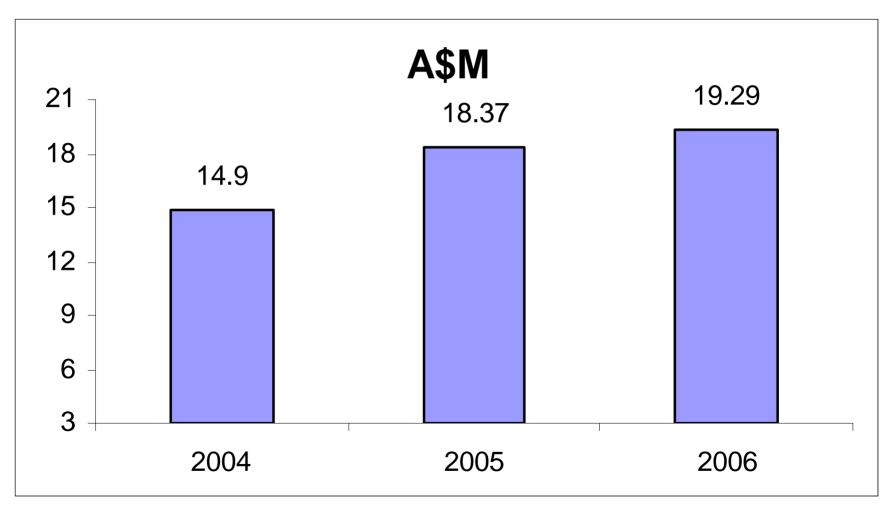
BRUSSELS

2 Top Locations
2 Top Locations
Oriental Plaza
3 Top Locations
3 Top Locations
2 Top Locations
11 Top Locations
Nikko Shoken Building
2 Top Locations
Bastion Tower

# **ESERVCORP**Analyst Presentation

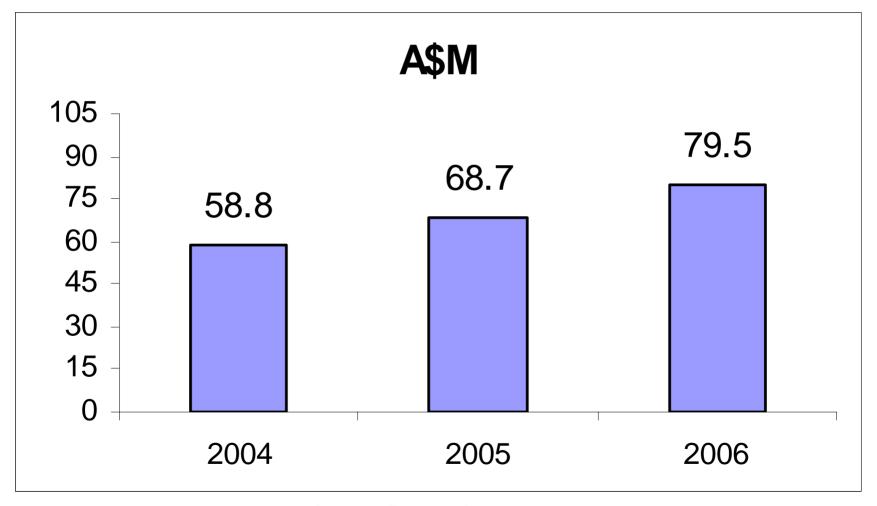
Monday 19 February 2007

#### NPBT MATURE FLOORS GROWTH



June – December 2006

# REVENUE GROWTH JUNE - DECEMBER



June – December 2006

#### 2006/2007 10 NEW CENTRES

- Perth Central Park July 2006 ☑
- Singapore Prudential Tower August 2006 ☑
- Paris Louis Vuitton August 2006 ☑
- Sydney Market St September 2006 ☑
- Beijing Oriental Plaza September 2006 ☑
- Tokyo Shiodome October 2006 ☑
- Nagoya Lucent Tower January 2007 ☑
- Tokyo Sunshine City January 2007 ☑
- Bahrain BFH May 2007

#### JANUARY-DECEMBER 2007 ROLL OUT NEW PRODUCTS

- IP Phones 4 floors to go
- OTIIS 9 floors to go
- Hottdesk Version 2 rolling out Singapore implemented

Our clients control their business

### SERVCORP DIFFERENTIATES ITSELF IN THE MARKET PLACE WITH:

- Only the best locations and fit outs
- In house, built for business, IT solutions that give our clients control of their business
- In house, built for business systems that let us control our business
- Strong team and service culture
- We are the best in the industry in the world

#### 2006/2007 FOCUS ON GROWTH

- Focus on retaining strong management
  - New remuneration plan for our top level executives
- Focus on maintaining margins on mature floors
  - Strong
- Focus on maintaining occupancy on mature floors
  - 84%
- Focus on growing immature floors as fast as we can
  - On track
- Focus on maximising return from new products
  - Efficiencies improving



## **AROUND THE WORLD January-December 2007**

#### **EUROPE/MIDDLE EAST**

- Dubai booming
- Bahrain opening mid May
- Middle East opportunities
- Europe stable but tough
- Brussels Making money from February

#### **JAPAN**

- Profit stabilised
- More competitive market
- Weak Yen hurts
- Immature floors perform well
- South performing strongly

### ASIA/CHINA

On track – will continue to improve

Will do better as management matures

• Immature floors are on or ahead of target

### **AUSTRALIA AND NEW ZEALAND**

- Boom markets booming
- Target markets tough
- Sydney strengthening
- Auckland erratic but consistent

#### **INDIA**

- Franchise Agreement with the K Raheja Group
  - Strong company
  - Good fit
- No compromise on standards
- Product protected
- 6 centres in 3 years
- Franchise model "in a box"

#### 2006/2007 FORECAST

- Mature floor profit forecast remains at \$41 million
  - \$22 million for the half
- Immature floors are in good shape
- The forecast is subject to economic conditions remaining as they are and currencies having little impact
- 2007/2008 should be strong
- Office<sup>2</sup>