



**CONTROL  
INSTRUMENTS**

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**INTERIM RESULTS**  
FOR THE SIX MONTHS ENDED  
30 JUNE 2008

28 AUGUST 2008

# AGENDA

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- Strategy 2004 concluded
  - Results
  - OEM
  - Aftermarket
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# STRATEGY 2004

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Remain competitive in global and local automotive industries:

- Increase critical mass of business units
  - Globalise the businesses
  - Increase development of products in which the Group owns the Intellectual Property
  
  - Strategy concluded with sales of Tripmaster and OE plastics businesses
    - Revenue - year ended 31 December 2005 = R395 million
    - Revenue - six months ended 30 June 2008 = R501 million
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# RESULTS - SEGMENT INFORMATION

	Revenue		EBITDA*		Operating profit	
	6 months ended 30/06/2008 Unaudited	6 months ended 30/06/2007 Unaudited	6 months ended 30/06/2008 Unaudited	6 months ended 30/06/2007 Unaudited	6 months ended 30/06/2008 Unaudited	6 months ended 30/06/2007 Unaudited
Aftermarket	218 868	229 517	12 399	21 755	5 439	28 533
OEM	284 150	202 393	23 333	7 044	10 297	(6 673)
Head Office	-	-	(12 061)	(15 714)	(12 382)	(15 725)
Eliminations	(1 895)	(20 893)	-	-	-	-
<b>Total Continuing Operations</b>	<b>501 123</b>	<b>411 017</b>	<b>23 671</b>	<b>13 085</b>	<b>3 354</b>	<b>6 135</b>
Discontinued OEM	14 973	31 519	(5 495)	(1 083)	(5 495)	(2 454)
Discontinued fleet management	6 633	139 681	(4 324)	41 291	(4 467)	40 669
Eliminations	-	(17 101)	-	-	-	-
<b>Total Group</b>	<b>522 729</b>	<b>565 115</b>	<b>13 852</b>	<b>53 293</b>	<b>(6 608)</b>	<b>44 350</b>

\* EBITDA = Earnings before interest, tax, depreciation, amortisation, negative goodwill and profit/loss on sale of property, plant and equipment

# CONTROL INSTRUMENTS

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- **OEM – Pi Shurlok**
  - Aftermarket – CI Automotive
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- Migrating the business from
    - International engineering services with a production facility in South Africa
    - to
    - Business with its own product range that targets niches in the international OEM markets (not only automotive)
  - Provide customers with specialised and validated product that is application specific and production ready - quickly and cost effectively
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# OEM STRATEGY

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- Expand outside automotive OEM market
  - Pi Shurlok's technology and IP
  - Focused around Pi Shurlok's range of OpenECUs (Electronic Control Units)
  - Standard hardware - quickly adaptable and customisable to individual customer requirements
  - Move from prototype to validated production version rapidly and cost effectively
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# OEM STRATEGY

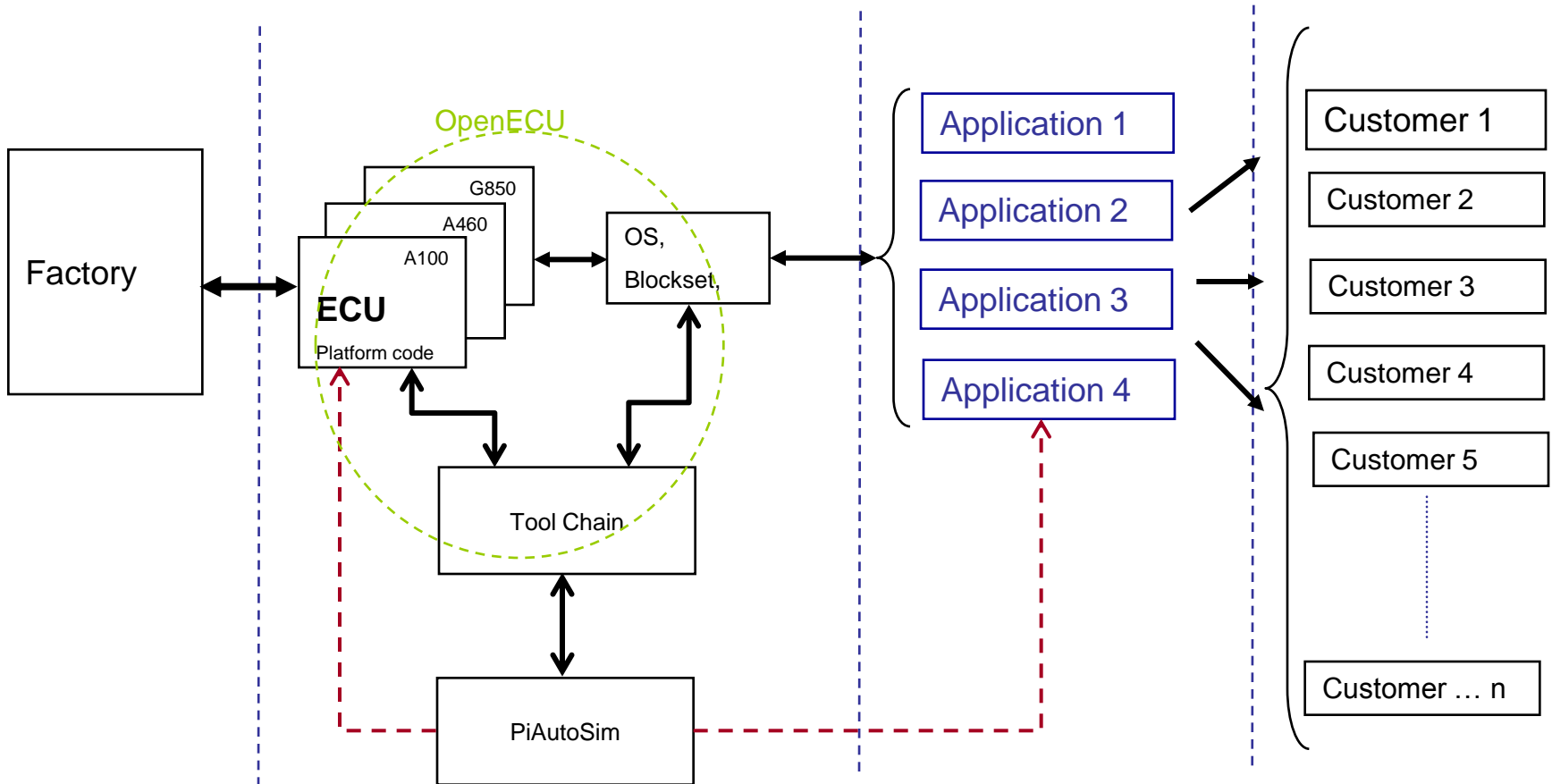
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- Wide range of markets
    - Automotive
    - Industrial
    - Emission control
    - Marine
    - Military
  - Common thread – all need automotive quality standard electronic solutions
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# Pi Shurlok OpenECU

## PLATFORM STRATEGY

### PROTOTYPE TO PRODUCTION - RAPIDLY



*Manufacturing*

*Pi Shurlok Product Group*

*Engineering Services*

*Customers*

# CONTROL INSTRUMENTS

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- OEM
  - **Aftermarket – CI Automotive**
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## AFTERMARKET - STRATEGY

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- Branded high quality products to African automotive aftermarket
  - Own the brands
  - Ensure have a full basket of products to supply the distribution channels
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# CI AUTOMOTIVE - BRANDS INCLUDE

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**SHURLOK**



[www.ci.co.za](http://www.ci.co.za)

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