



Presentation to Davy Irish Small & Mid Cap Conference

Jim Flavin – Founder/Chief Executive

25 October 2006

- **DCC is a sales, marketing and business support services group**
- **Focused on the energy, IT & entertainment products, healthcare, food & beverage and environmental markets**
- **FY 2006:**
 - **Revenue €3.4bn**
 - **Profit before net exceptional items, amortisation of intangible assets and tax €142m**
 - **Total equity €585.4m**
 - **Net debt €32.7m**
- **5,400 employees**
- **Listed in Ireland and London - Business Support Services**
- **Market capitalisation approximately €1.6bn**

Note: 2006 & 2005 figures quoted in this presentation are IFRS, prior year figures are based on GAAP

Profit split

Year ended 31 March 2006



	€'m	Change on prior year	
		Reported	Constant currency
Operating profit			
DCC Energy	56.0	+8.0%	+9.4%
DCC SerCom	25.0	-4.9%	-4.0%
DCC Healthcare	21.6	+40.1%	+41.2%
DCC Food & Beverage	15.5	+20.6%	+20.9%
DCC Environmental	5.5	+1.2%	+1.7%
Group operating profit	123.6	+10.5%	+11.6%
Share of associates' PAT	25.5	+51.6%	+51.6%
Net financing costs	(7.1)		
Profit before net exceptional items, amortisation of intangible assets and tax	142.0	+15.5%	+16.5%

	<u>FY 2006</u>
Revenue	€1,832m
PBIT	€56m
ROCE excl intangible assets	54%
ROCE incl intangible assets	25%

Marketing and selling liquefied petroleum gas (LPG) and oil in Britain and Ireland

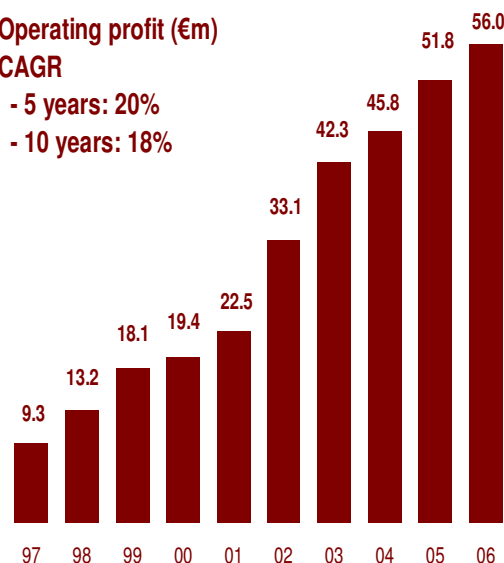
- LPG for heating, cooking, transport and certain industrial processes
- Oil for heating and transport
- Recognised owned brands and third party fuel cards
- Leading market positions
- Strong supply relationships with oil majors
- Recurring revenues, cash generative, high ROCE

Operating profit (€m)

CAGR

- 5 years: 20%

- 10 years: 18%



Growth opportunities

- LPG and oil market share growth in Britain and Ireland
- Oil acquisitions, particularly in Britain



LPG/Oil business profile

Market sector	Brands	Market positions	Customers	Facilities	Vehicles
LPG – Britain	Flogas	No. 2	116,000	60	437
LPG – ROI	Flogas, Ergas	No. 2	10,250	4	23
LPG – NI	Flogas	No. 2	2,850	1	7
Oil – Britain	Emo Oil (Shell Direct business), Scottish Fuels, Noble Fuels, Carlton Fuels, Fuel Card Group (BP, Esso and Texaco Fuel Cards)	No.1	148,000	58	313
Oil – ROI	Emo	Leading independent	24,000	9	58
Oil – NI	Emo, Cawoods, Fuel Services	No. 1	50,000	6	53
			351,100	138	891

Revenue FY 2006
 PBIT €1,085m
 ROCE excl intangible assets €25m
 ROCE incl intangible assets 24%
 ROCE incl intangible assets 14%



SerCom Distribution

- **marketing and selling IT and entertainment products in Britain, Ireland and Continental Europe**
 - Broad range of IT and entertainment products for business and consumer markets
 - Leading international brands
 - No 1 distributor for many brands
 - 15,000+ customers mainly supplying SMEs & consumers
 - Margin focused, product specialist telesales teams
 - High cash generation and ROCE

Growth opportunities

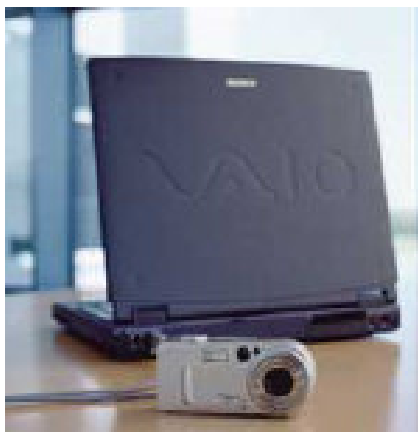
- New digital products in entertainment and consumer markets
- Increase UK market share from 7%

SerCom Solutions

- **provides outsourced supply chain management services mainly to IT companies** - Apple, Canon, Dell, Microsoft, Nortel Networks

Growth opportunities

- Procurement Services - a growth area



SerCom Distribution

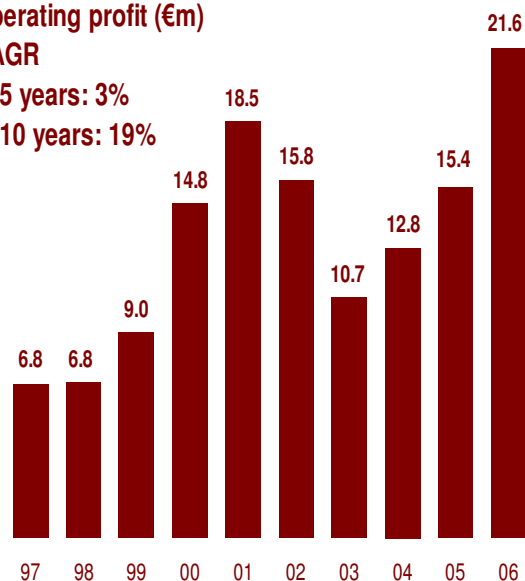
Product Categories	Brands Distributed
<u>IT – Hardware</u>	
PCs & servers	➔ HP, IBM, Sony, Fujitsu-Siemens, Samsung, Sun
Printers & peripherals	➔ HP, Sharp, Canon, Epson, NEC, Philips
Storage	➔ IBM, HP, Sun, Storagetek, EMC, Hitachi, Sony, Western Digital, Pioneer
Networking	➔ Cisco, Eicon, 3Com, D-Link, Netgear
<u>IT – Software</u>	
Business	➔ Microsoft, IBM, Computer Associates, Oracle, WRQ, Veritas, VMWare, F-Secure, Sage
Retail	➔ Microsoft, Symantec, Network Associates
<u>Entertainment</u>	
Games	➔ Microsoft (incl. Xbox), Nintendo, Take Two, Sega, THQ, Take Two, Electronic Arts, Eidos, Vivendi Universal, Atari
DVD	➔ 20 th Century Fox, EV, Universal, Disney, Momentum, Columbia, Warner

* - brands listed are not distributed in all markets

	<u>FY 2006</u>
Revenue	€212m
PBIT	€22m
ROCE excl intangible assets	61%
ROCE incl intangible assets	17%

Operating profit (€m)
CAGR

- 5 years: 3%
- 10 years: 19%



Marketing and selling acute and community care products in Ireland, Britain and Continental Europe

- Broad product range:
 - medical, surgical and laboratory products
 - IV pharmaceuticals and related devices
 - rehabilitation and independent living products
- Leading market position in Ireland
- Growing market position in Britain
- Developing in Continental Europe

Leading supplier of contract services to the health and beauty sector

- Product development, manufacturing (soft and hard gel capsules, tablets, creams, liquids), packing
- Broad British and European customer base – leading brand owners, mail order companies and retailers

Growth opportunities

- Market growth
- Further development of own brands (procurement office in China)
- Acquisitions in Britain and Ireland



Acute and community care products profile

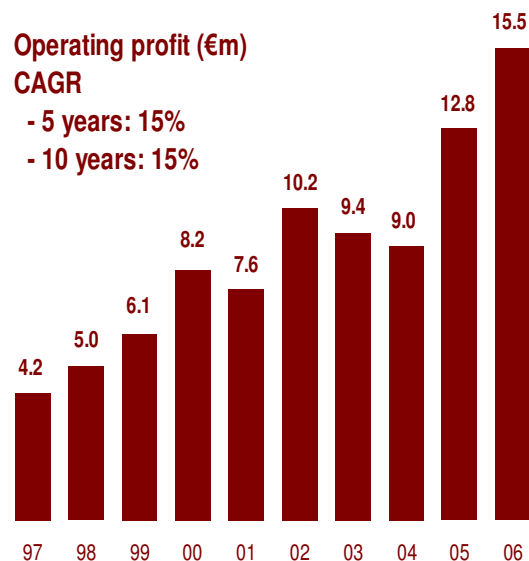
Categories	Selected brands	Customer segments	Market positions
Medical, surgical, laboratory	Broad range including B. Braun, Diamed, Molnlycke, Portex, Stago, Synthes	Hospitals, clinical/industrial laboratories	No 1 in Ireland, developing in Britain
IV pharmaceuticals and related devices	Broad range including Ebewe, Fresenius, Grifols, ICU Medical	Acute care hospitals	No 1 in specialist segments in Ireland
Physiotherapy, mobility & rehabilitation	Days Healthcare*, Physio-Med*, Thera-band, Chattanooga, Strider*	NHS, hospitals, nursing homes, specialist dealers, private practitioners, homecare	Leading player in Britain, expanding in Europe

Contract services to the health and beauty sector

Customers	Market positions
Broad range of branded nutraceutical and cosmetic companies, private label suppliers, retailers and mail order companies including Body Shop, BR Pharmaceuticals, Goldshield, GSK, Healthspan, John Frieda, Lamberts, Nutrivital, Perrigo, Seven Seas, Vitabiotics.	Leading player in Britain, expanding in Europe

* DCC owned brand

	<u>FY 2006</u>
Revenue	€277m
PBIT	€16m
ROCE excl intangible assets	55%
ROCE incl intangible assets	19%



Marketing and selling own and 3rd party brands to retail and foodservice sectors in Ireland and UK

- Segment focus: health, indulgence, frozen/chilled logistics
- Good market positions in Ireland:
 - Leader in healthy foods and savoury snacks
 - No 2 in freshly ground coffee
 - Leading player in frozen/chilled distribution in Ireland
 - Growing market position in wine
- Valuable owned brands – incl *Kelkin* & *Robt Roberts*
- Deep sales and marketing reach
- Strong presence in pharmacies, convenience stores and foodservice as well as multiples

Growth opportunities

- New branded products – healthy foods and beverages
- Acquisition of healthy foods, beverage and wine businesses in Britain and Ireland



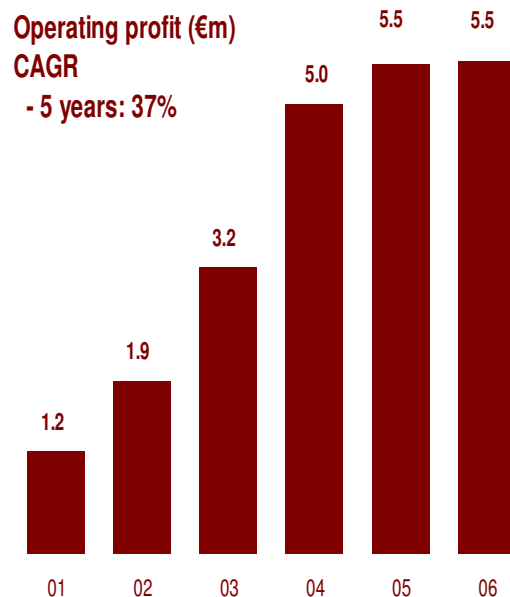
Business profile

Product categories	Selected brands	Customer segments	Market positions
Healthy foods	Kelkin*	Grocery	No 1 in healthy foods
Snackfoods	KP, Lemons*	Grocery	No 1 in savoury snacks No 2 in crisps and snacks combined
Wine	Torres, Brown Brothers, Bollinger, Bottle Green* (PKNT, French Connection*, Riverview*, Andrew Peace*, Eden Collection*)	On trade, off trade UK Multiples	Leading tier-two and growing faster than the market in Ireland Strong position in off trade in UK
Roasted coffee	Robt Roberts*	Grocery, Food Service	No 2 after Bewleys
Soft drinks	Libbys, Robinsons	Grocery	No 1 dilutes brand in grocery sector

* DCC owned brand

Service Category	Customers	Market Position
Temperature controlled logistics provider	Grocery retailers Grocery suppliers Food service	No 1 provider for Super Valu/Centra, Superquinn and Unilever

	<u>FY 2006</u>
Revenue	€31m
PBIT	€5m
ROCE excl intangible assets	32%
ROCE incl intangible assets	17%



Services Provided

- **Ireland**

- Treatment of waste oils, chemicals and contaminated soils and marketing of own-branded effluent water treatment chemicals - 5 licenced facilities

- **Scotland**

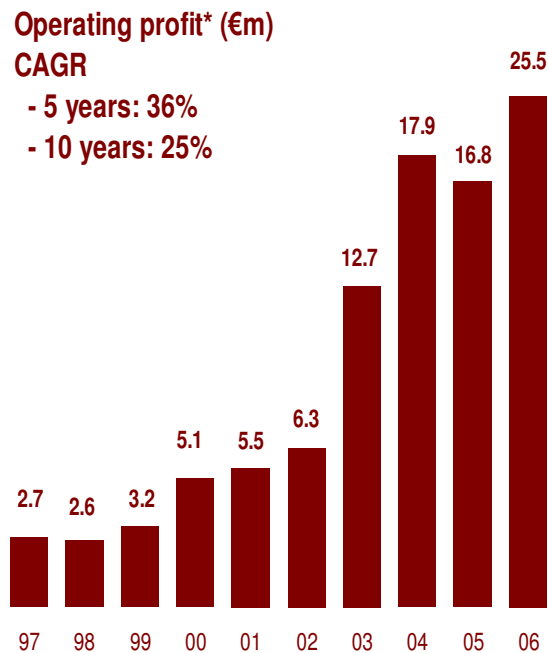
- A 50% joint venture shareholding in Scotland's leading recycling and waste management business – embracing materials recycling, hazardous waste treatment, landfill and renewable energy generation from landfill gas

Growth opportunities

- Growth in the market due to increased enforcement of environmental legislation
- More recycling due to increasing landfill costs

49% of Manor Park Homebuilders

- Homebuilding and related commercial development in Ireland
- Manor Park has a large landbank for housing development and other development projects in the pipeline



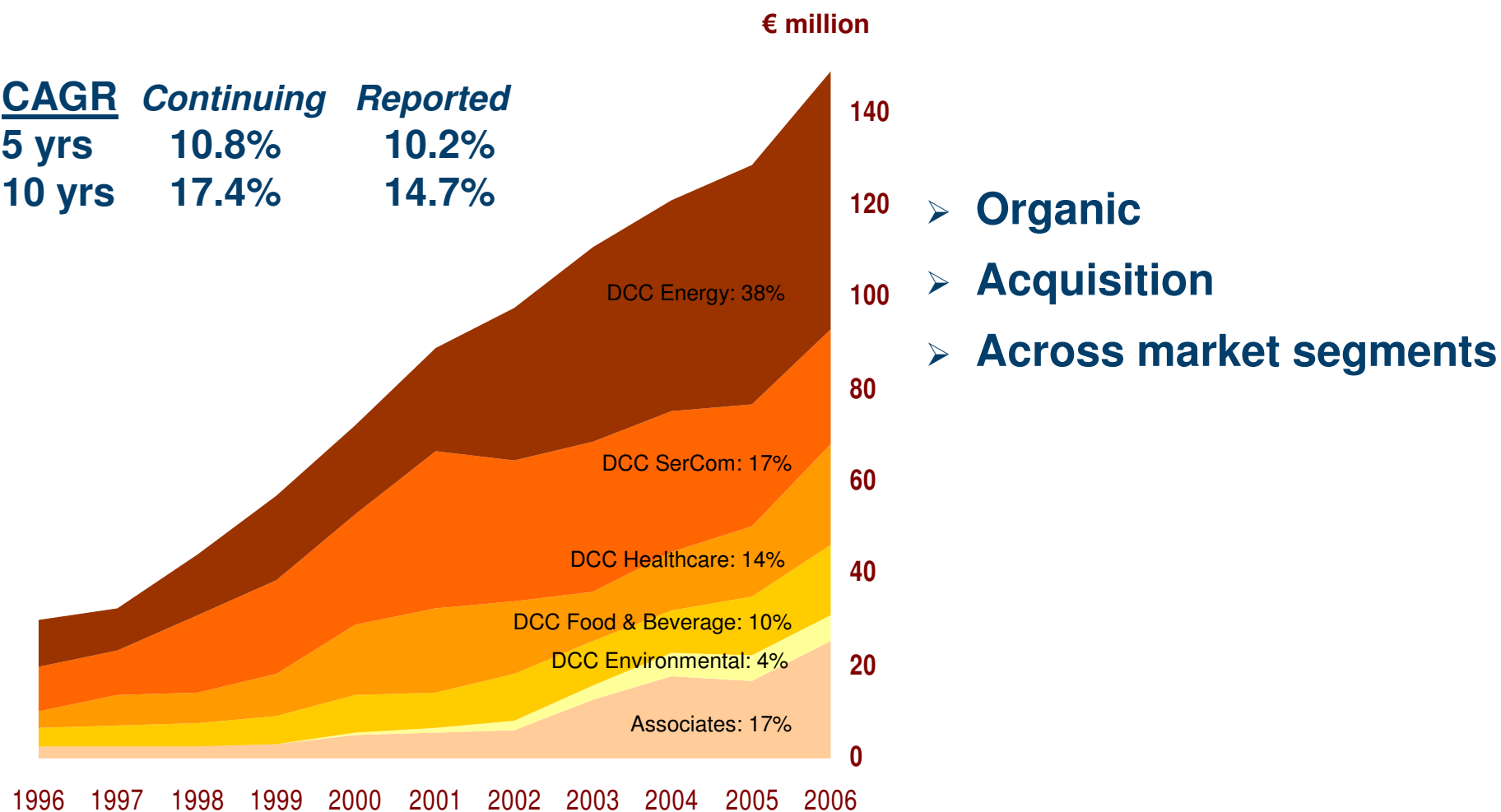
* Share of associates' PAT in 2005 & 2006

Balanced growth



Operating profit* (cont) – y/e 31 March

<u>CAGR</u>	<i>Continuing</i>	<i>Reported</i>
5 yrs	10.8%	10.2%
10 yrs	17.4%	14.7%



* Operating profit includes share of associates, PAT in 2005 & 2006

- **Successful management of diversity over many years**
- **Depth of specialist knowledge in each division**
- **Management stability throughout the Group**
- **Combination of entrepreneurial and professional management**
- **Management motivated to maximise shareholder value**
- **Continuing focus on management development**

Sales and marketing – a core competence



DCC is a “selling machine”, applying similar skills and disciplines to drive growth for leading brands in different markets

- Principal concentration on business-to-business sales
- Efficient service to suppliers and customers
- Focused sales teams
- Efficient telesales
- Sales and distribution reach
- Strong market positions
- Procurement & supply chain skills



* Selected leading brands; 42% of DCC's sales in y/e 31/3/06 were of DCC owned brands

Acquisition skills – a core competence



- Structured acquisition search process generates a continual flow of opportunities
- Acquisition negotiation and structuring
- Depth of experience in acquisition execution and integration
- Entrepreneurial management of acquired businesses motivated to pursue growth
- Preference for bolt-on or complementary acquisitions
- Strong balance sheet supports significant acquisition expenditure

Acquisitions announced:

Year to date 31/3/07

	€'m
DCC Energy	18.0
DCC Environmental	<u>23.9</u>
	<u>41.9</u>

Y/e 31/3/06

	€'m
DCC Energy	7.6
DCC SerCom	42.9
DCC Healthcare	<u>12.4</u>
	<u>62.9</u>

Y/e 31/3/05

	€'m
DCC Energy	34.8
DCC Healthcare	20.3
DCC Food & Beverage	<u>34.2</u>
	<u>89.3</u>

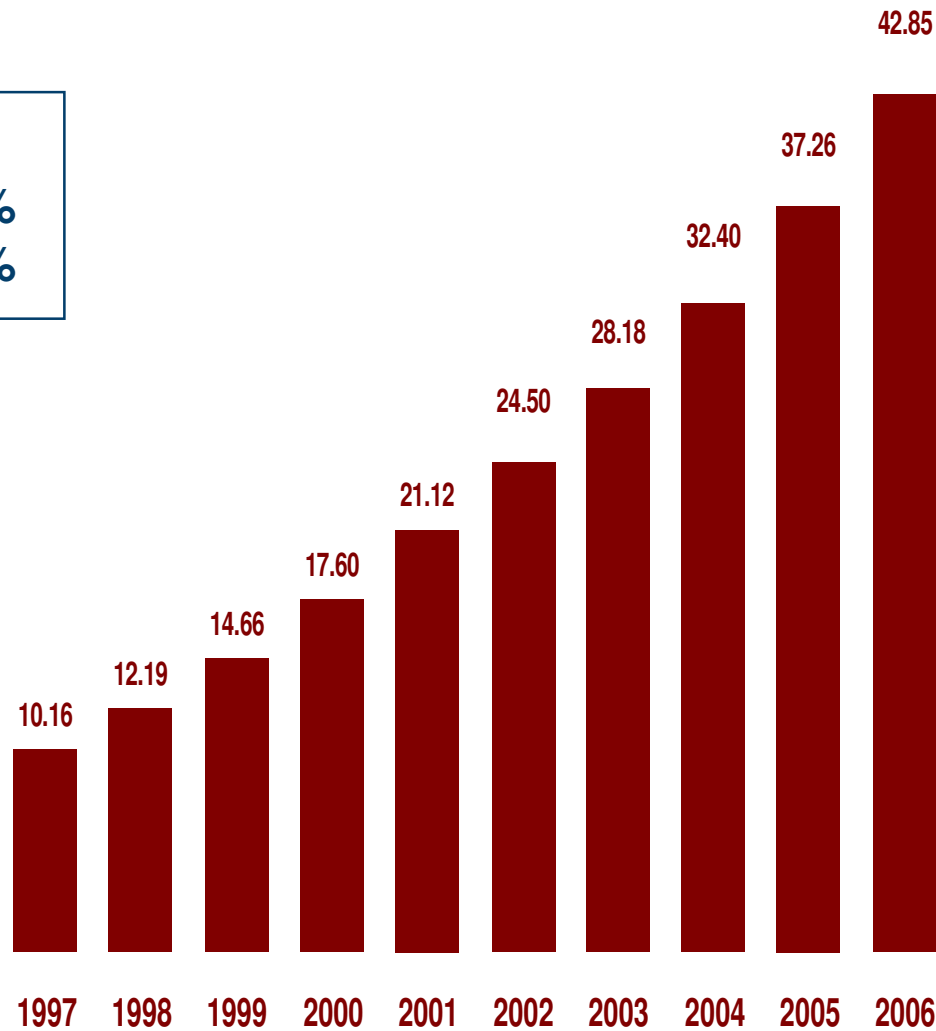
Progressive dividend policy



Dividend (cent) – y/e 31 March

Dividend CAGR

5 yrs	15.2%
10 yrs	17.2%



Shareholder enhancing buybacks

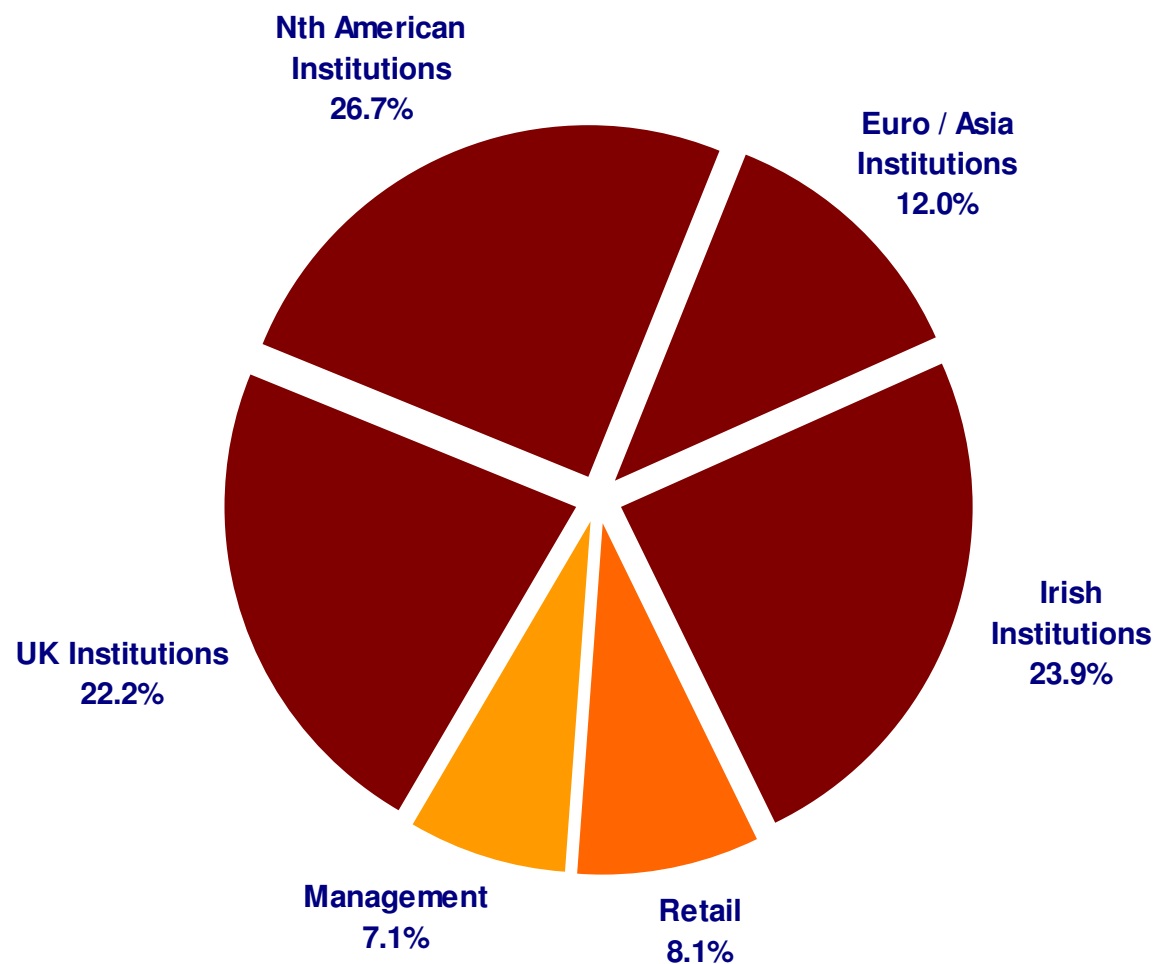


Aggregate of 11.61% bought back to date

FY	No. of shares	Average Price	Cost €'m*
2001	2,563,045	€9.50	€24.6
2002	2,275,000	€9.25	€21.3
2004	2,305,875	€10.70	€25.0
2005	2,065,000	€12.80	€26.8
2007	1,038,311	€17.90	€18.8
Total	10,247,231	€11.23	€116.5

*** incl commission and stamp duty**

Excellent shareholder base



At 30 June 2006:

Institutions	
Nth America	26.7%
UK	22.2%
Cont Europe + Asia	<u>12.0%</u>
	60.9%
Irish	<u>23.9%</u>
	84.8%
Retail	
	8.1%
Management	
	<u>7.1%</u>
	<u>100.0%</u>

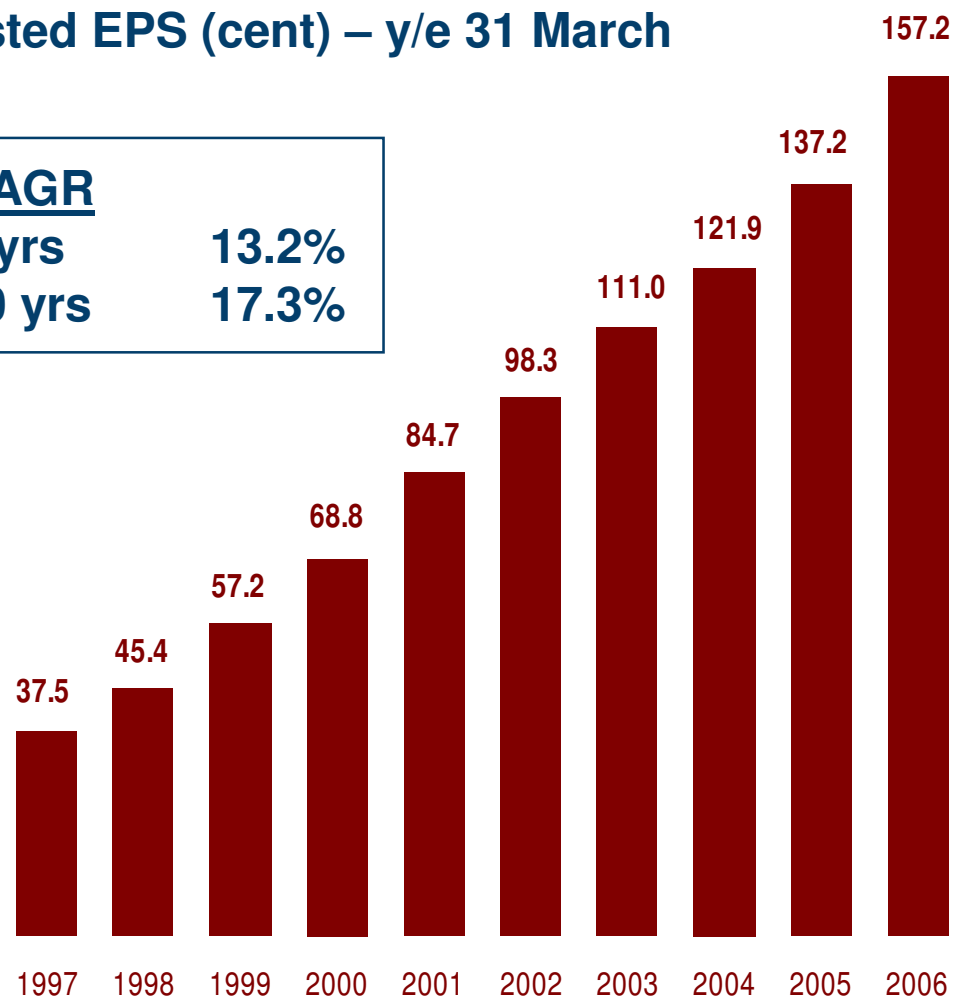
- **Continued focus on two broad business activities:**
 - **Sales, marketing and distribution**
 - **Business support services**
- **Constantly seek to maximise organic growth**
- **Constantly seek complementary bolt-on acquisitions**
- **A rigorous focus on return on capital employed**
- **A rigorous focus on cash generation**

Strong earnings growth record



Adjusted EPS (cent) – y/e 31 March

<u>CAGR</u>	
5 yrs	13.2%
10 yrs	17.3%



Consistent track record of:

- Strong earnings growth
- High ROCE
- Strong cash generation