

IDT INTERNATIONAL LIMITED

FY2007/08 INTERIM RESULTS OVERVIEW

November 28, 2007



FY2007/08 Interim Results

Financial Highlights

Business Review

Prospect



Income Statement Summary

	H1 FY07/08	H1 FY06/07	YoY change
	HK\$	HK\$	
Turnover	1,056 million	1,160 million	-9%
Gross Margin	37%	34%	+3% pt
EBITDA	55 million	(7) million	N/A
Operating Profit / (Loss)	40 million	(20) million	N/A
Net Profit / (Loss) attributable to equity holders of the Company	2 million	(41) million	N/A

Turnover Analysis – Branded and ODM/OEM

	H1 FY07/08		H1 FY06/07		YoY Change
	HK\$ million	% of Group sales	HK\$ million	% of Group sales	
Oregon Scientific	625	59%	716	62%	-13%
ODM/OEM	431	41%	444	38%	-3%



Operating Expenses: 12% reduction YoY

	H1 FY07/08		H1 FY06/07	
	HK\$ million	As % of sales	HK\$ million	As % of sales
Selling exp	202	19%	236	20%
Admin exp	121	11%	128	11%
R&D exp	48	5%	59	5%
Total	371	35%	423	36%

Working Capital

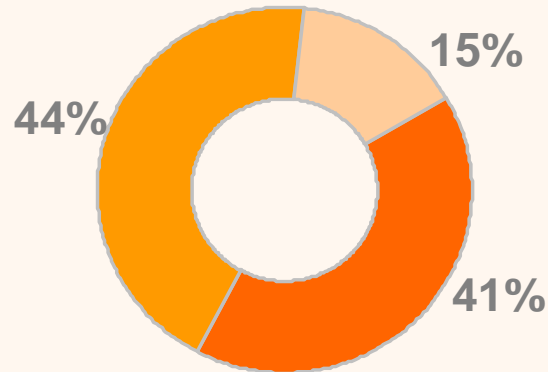
As at	Compared to Sep 30, 06	Sep 30, 07 HK\$ million	Sep 30, 06 HK\$ million
Inventories	-13%	469	541
Raw materials	-10%	86	96
Work in progress	-27%	37	51
Finished goods	-12%	346	394
Trade receivables	same	530	532
Trade payables	-29%	171	240
Inventories turnover	same	129 days	129 days
Debtors turnover	+8 days	92 days	84 days

Cash Positions

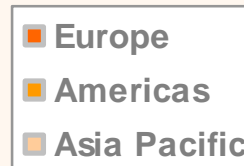
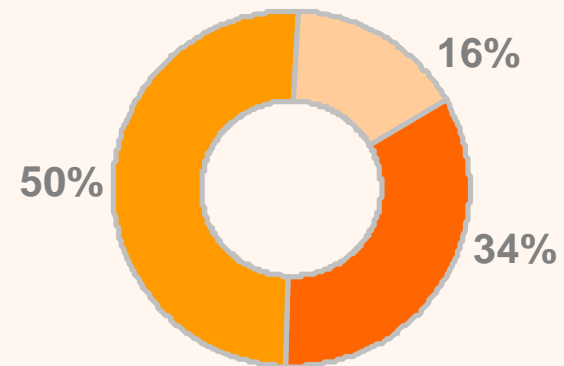
	At Sep 30, 07 HK\$ million	At Sep 30, 06 HK\$ million
Long-term cash deposits	39	273
Bank balances and cash	437	240
Total cash reserves	476	513
Less: Total borrowings	404	422
Net cash	72	91

Business Review – Turnover by region

H1 FY07/08



H1 FY06/07



	H1 FY07/08 HK\$ million	H1 FY06/07 HK\$ million	Change
Europe	428	396	+8%
Americas	465	574	-19%
Asia Pacific	163	190	-14%
Total	1,056	1,160	-9%

- Europe** : Both branded sales and ODM/OEM sales were up
- Americas** : 28% drop in branded sales impacted the performance of this region
- Asia Pacific**: Decline in both branded sales and ODM/OEM sales

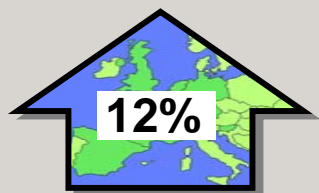
Business Review – Turnover by product division

	H1 FY07/08 HK\$ million	H1 FY06/07 HK\$ million	Change
LCD	448	444	+1%
ELP	409	462	-11%
TEL	160	204	-22%
Others	39	50	-22%
Total Turnover	1,056	1,160	-9%

- LCD** : Time and weather products faced keen price competition. Diversification and development of more advanced and technology driven product categories opened up new opportunities
- ELP** : Sales declined in Americas and Asia Pacific despite 41% growth in Europe
- TEL** : Competition from mobile phones has impacted the global cordless phone market. Actively pursuing other more profitable business like the transceiver and high frequency digital radio products

Major Market Performances of Oregon Scientific

H1 FY07/08



HK\$276m

Europe

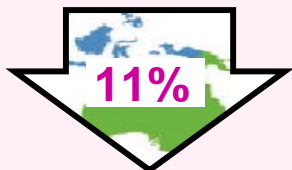
- A new innovative electronic learning product opened up many new channels
- Co-banding effort with a well known water sport brand has strengthened its position in outdoor sport products in Italy



HK\$302M

Americas

- Sales were affected by delay in shipments



HK\$47M

Asia Pacific

- Slow market development as many new channels and new markets not yet entered

Prospects

- ❖ Oregon Scientific will continue to develop and launch more innovative products
- ❖ It will invest more in developing new product categories to capture business potentials
- ❖ Roll out on-line business to Europe after launching it in USA last year. More sales will be generated in Europe from this new channel
- ❖ Investment in different new technologies and customizing creative designs for Oregon Scientific and ODM/OEM customers will enable it to maintain its leadership position in the market



Thanks for your attention

