

FOR RELEASE

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**ACCESS INTELLIGENCE PLC**

(“Access Intelligence” or “the Group”)

(Range of companies providing information, advice and services to small and medium sized businesses and the public sector)

**POSITIVE START TO THE CURRENT YEAR**

Jeremy Hamer, the Chairman of Access Intelligence, will make the following comments on current trading at the Annual General Meeting to be held later today in York:

*“I am pleased to report that the Group is now trading profitably.*

*Earlier this month we announced the first step in our strategy of building a portfolio of companies which provide information, advice and services to business and public sector organisations on a recurring revenue basis and we are continuing to target businesses which we believe will add value to the Group. In evaluating businesses we have maintained our cautious approach and we have been very thorough in carrying out our due diligence and we shall remain so .*

*Ridgeway Technologies, our first acquisition since flotation, is an excellent business and strengthens our position as a provider of specialist IT services for the backup and storage of data. It will be fully integrated into our existing Backup and Running business and we are confident that there will be a number of cross selling opportunities for both companies.*

*These are early days in the development of the Group, but we have £2 million in the bank and an excellent team of people who are determined to build a highly successful business through carefully targeted acquisitions and strong organic growth.*

*We have made a positive start to the current year and I look forward to reporting on more acquisitions as the year progresses and on developments within our operating companies.”*

**For further information:**

Jeremy Hamer (Chairman)	01904 520840
Brendan Austin (Chief Executive)	01904 520840
Colin Davies (Finance Director)	01904 520840
Brian Coleman-Smith / Jo Clewlow Beattie Financial	020 7053 6400
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**Background**

The Company was incorporated in June 2003 and in November of that year acquired Access Intelligence Limited which owned three businesses, The Marketing Guild, Wired Gov and Backup and Running. The common links between these businesses are that they provide practical services and advice to small and medium sized companies and public sector organisations. The services provided are subscription-based and provide a foundation for expansion by means of recurring annual revenues. Further information on the Group's businesses is set out below.

**The Marketing Guild**

The Marketing Guild provides practical marketing help and advice aimed at small and medium sized businesses. This is delivered through regular newsletters, a helpline and training seminars for which members pay a fee based on the level of service they require. In addition, members have access through the helpline to "MAGiC", a database containing ideas and tactics, which offers strategies to members.

**Wired Gov**

Wired Gov provides its subscribers with immediate press releases from the government and other public sector organisations via its website and e-mail alert system. Income is derived from subscriptions and sponsorship. Subscribers to the service can specify from which organisations they wish to receive information and additionally use key word searches. An archive system is also available. Wired Gov has approximately 10,000 registered users.

**Backup and Running**

Backup and Running provides small and medium sized organisations with a disaster recovery service for computerised information. The software is made available under a licence from Novastor Corporation Inc. The software allows users to configure an operating system to specify which files are to be backed up and the frequency of the routine. The specified information is encrypted then sent to a remote storage facility. The software has several facilities including an archive facility which allows the user to retrieve all back ups made over a five year period. Backup and Running has approximately 130 customers.

**Strategy**

The Group's ongoing strategy is to establish a portfolio of companies which provide information, advice and services to business and public sector organisations on a recurring revenue basis. The Directors believe that this model provides high levels of repeat business and, thus, high quality revenues, together with cross selling opportunities within the Group.