

**FOR RELEASE**

**7.00AM**

**2 DECEMBER 2005**

**Access Intelligence plc**  
(“Access Intelligence” or “the Group”)

**“An acquisition led support services Group which is starting to deliver strong organic growth”**

**Pre-Close Trading Update**

- \* **On track to deliver a year of excellent growth**
- \* **Confident of meeting full year forecast**
- \* **Net cash balances in excess of £600.000**
- \* **Pipeline of potential acquisitions buoyant**
- \* **Budgeting for another year of significant growth**

The Board of Access Intelligence is pleased to provide the following trading update in advance of the results for 12 months ended 30 November 2005, which are expected to be announced in February 2006.

The Group continues to make good progress. The business is on track to deliver a year of excellent growth and we are confident that the results for the year will be inline with market expectations. The two acquisitions made in July of Willow Starcom and Due North are fully integrated into the group and performing to expectation. We have integrated our on and off-line storage divisions into a single unit within Willow Starcom which itself is creating additional opportunities. Our procurement software business Due North has just made its first sale into the private sector alongside its strengthening public sector client base.

We still have net cash in excess of £600,000. and the pipeline of potential acquisitions remains buoyant. We continue to target businesses offering support services to the business community in both the public and private sectors, with an emphasis on recurring revenues.

Commenting on the trading update, Jeremy Hamer, Chairman, said:

“I am delighted with the momentum created by the two recent acquisitions which has resulted in a strong finish to the year. With cash in the bank, and positive operational cash flows going forward, the future of the Group looks very encouraging and I remain confident that we can look forward to another year of significant growth.”

**-Ends-**

**For further information:**

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## **Background Note**

### **Who are we and what do we do?**

Access Intelligence is a group of companies delivering a range of business critical support services to private and public sector organisations.

The team of Directors, Jeremy Hamer, Brendan Austin, Colin Davies, Ian Savage and Alwin Thompson, has extensive experience in making successful acquisitions while simultaneously driving organic growth: in less than two years since flotation, Access Intelligence has acquired and successfully integrated five businesses in four different market segments

### **The Group Today**

Today, Access Intelligence is a technology-based ***Support Services Business***. It harnesses the power of internet-based Information and Communication Technologies (ICT) to deliver vital information and support services. Specifically these are:

- \* Digital marketing services and business development support.
- \* Online and offline data storage back-up and retrieval
- \* Sourcing and procurement software for both buyers and suppliers in industry and local government
- \* Electronic news and current awareness digests of Government initiatives, policies and finance affecting business, the professions and the public sector

### **The Business Model**

The majority of the Group's income is from repeating revenues delivered through recurring contracts ranging between one and five years. This model provides excellent visibility of future revenues and, with effective customer retention, outstanding gross margins over the longer term.

### **The Strategy for Growth**

The strategy is to acquire businesses which have good management and high growth potential that fit the revenue model while, at the same time, adding value to the Group's existing services.

The businesses acquired will have substantial autonomy to develop within budgets agreed with the Group Chief Executive and Finance Director, whilst benefiting from the experience and cross selling opportunities provided by being part of an expanding group of companies.

At this stage of the Group's development, the Central Group Executive Team, which is based in York, will be kept to a maximum of four people, including support staff. The Non-Executive Directors will continue to be involved in sourcing and evaluating potential acquisitions and monitoring the performance of the Group.

