

ACCESS INTELLIGENCE PLC
(“Access Intelligence” or “the Group”)

“Access Intelligence is a software and computer services group of companies providing business critical and legislative driven services to both public and private sectors on a recurring basis”

RESULTS EXPECTED TO FALL SHORT OF BROKERS FORECASTS

- * **Slower than expected initial take up of MS2M’s recently launched on-line compliance product**
- * **Continuing progress by Due North**
- * **Better second half performance from Willow Starcom**
- * **Year end cash in excess of £800,000**
- * **Confident of an improved year-on-year performance in 2008**

Due to a slower than expected initial take up on MS2M’s recently launched on-line compliance product, Access Intelligence plc will fall short of market expectations for the year ended 30th November 2007. Despite that the Group has ended the year with in excess of £800,000 in the bank.

Operational developments include, the launch of the new web-based compliance service by MS2M which has very recently been endorsed by the British Insurance Brokers’ Association (BIBA).

Due North, the provider of e-sourcing software as a service solutions, has continued to grow its public sector business adding 29 new customers (net) during the year. It has secured its first overseas contract and has successfully broken into the private sector in the UK.

In data management Willow Starcom has seen a better second half performance and its run rate at the end of the year was ahead of management expectations.

A poor year at MS2M and disappointing first half storage sales at Willow Starcom have had a major impact on the year as a whole. The board are confident that operational efficiencies embarked upon in the second half plus the continuing investment in product development and sales resource will result in an improved year on year performance for the group in 2008.

For further information:

Access Intelligence plc

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Background note

Access Intelligence is a group of Software and Computer Services companies providing business critical compliance and legislative driven services to both public and private sectors on a recurring revenue basis. Since the flotation on AIM in November 2003, the Group has made three acquisitions.

The Group today

Access Intelligence is based in York with subsidiaries in York, Stockport, Greater Manchester, Chorley, Lancashire and Newcastle upon Tyne.

The company has two principal divisions which are:

- **Compliance software and services division:**

This includes a range of software including The Virtual Compliance Officer™ which enables companies in the retail financial services sector to support their customer acquisition process whilst also ensuring that they comply with ever increasing regulations from the EU and the FSA.

ProContract™ our suite of sourcing and procurement software streamlines and reduces costs of tendering and contract management for both buyers and suppliers in the public and private sectors. The government has the objective that all public sector bodies comply with its directive to use methods such as electronic tendering for goods and services in order that it can meet its planned reductions in public spending.

- **Data management division:**

The architecture and provision of high availability systems for mission critical applications that enable customers' data to be available at all times in the event of computer failure.

Backup & Running™ our online offsite data storage and retrieval via secure data centres.

Email archiving. There is an ever increasing compliance emphasis driven by initiatives such as Sarbanes-Oxley to ensure data is held appropriately and can be retrieved easily when required.

The business model

The Group's income strategy is to build 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. New companies to the group can take advantage of back office facilities where appropriate thus enabling them to concentrate on the core activities of customer acquisition, service delivery and product development.

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.

