

Registered Office:  
209-215 Blackfriars Road  
London SE1 8NL

Tel: +44 (0) 20 7960 3300  
Fax: +44 (0) 20 7960 3301  
Web: [optimisapl.com](http://optimisapl.com)

## **Optimisa plc**

Interim statement

For the six months ended 30 June 2006

**Company No. 3860539**

## Index

<b>Chairman's statement</b>	<b>3</b>
<b>Consolidated profit and loss account</b>	<b>4</b>
<b>Consolidated balance sheet</b>	<b>5</b>
<b>Consolidated statement of recognised gains and losses</b>	<b>5</b>
<b>Consolidated cash flow statement</b>	<b>6</b>
<b>Notes to the financial statements</b>	<b>7 - 9</b>

## Chairman's statement

### Highlights

- Turnover of £2.8m up from £0.7m.
- Gross profit of £2.2m up from £0.5m.
- Pre-tax profit of £455,000 up from £173,000.
- Fully diluted EPS of 51.5p up 91% from 27.0p
- Shareholders' funds of £4.1m includes net cash of £683,000.
- Interim dividend of 7.5p up 50% from 5p.
- nxtMOVE acquired in March 2006 for £915,000 in cash.
- A placing of 105,000 shares at £9 a share in May 2006 raised £937,000 net of expenses.
- Second half trading remains strong with nxtMOVE forecast to make a significant contribution.

The excellent interim results reflect the strong underlying performance from KAE. The inclusion of nxtMOVE for four months from March 2006 had little impact on pre-tax profits or earnings in this period. Overall, pre-tax profits of £455,000 were in line with our expectations and the fully diluted EPS has increased by 91% to 51.5p. As a result, the board has approved a 50% increase in the interim dividend to 7.5p.

The second half has started very well, but it should be noted that KAE's sales and profit are historically skewed to the first half period. This year, however, the second half is expected to benefit from a significant first time contribution from nxtMOVE – the reversal of a £29,000 charge due to exchange rate movements on the temporary loan taken out to finance the nxtMOVE acquisition - and from underlying like for like growth from KAE.

Having now integrated nxtMOVE and raised £1m in new equity this year, the company is in a position to make a more substantial acquisition. Our strategy, investment criteria and ambition are now widely known to potential partners and we are confident that we will participate in the continuing consolidation of the sector. We expect to make a number of add-on acquisitions similar to nxtMOVE over the short-term and are actively pursuing a potentially earnings enhancing acquisition that would transform the scale, and scope of the company.

## Consolidated profit and loss account

	Unaudited 6 months ended 30 June 2006 £'000	Unaudited 6 months ended 30 June 2005 £'000	Audited Year ended 31 December 2005 £'000
Note			
<b>Turnover</b>			
- continuing operations	2,273	730	2,263
- acquisitions	542	-	-
4	<u>2,815</u>	<u>730</u>	<u>2,263</u>
<b>Cost of sales</b>	<u>(614)</u>	<u>(229)</u>	<u>(542)</u>
<b>Gross profit</b>			
- continuing operations	1,686	501	1,721
- acquisitions	515	-	-
	<u>2,201</u>	<u>501</u>	<u>1,721</u>
Administrative expenses	(1,742)	(329)	(1,409)
Other operating income	1	12	37
Other operating charges	-	(17)	-
	<u>(1,741)</u>	<u>(317)</u>	<u>(1,372)</u>
<b>Operating profit/(loss)</b>			
- continuing operations	465	167	349
- acquisitions	(5)	-	-
	<u>460</u>	<u>167</u>	<u>349</u>
Interest receivable	10	6	17
Interest payable and other charges	(15)	-	-
Amounts written off investment	-	-	(109)
<b>Profit on ordinary activities before taxation</b>	<u>455</u>	<u>173</u>	<u>257</u>
Tax on profit on ordinary activities	(63)	(34)	114
<b>Profit on ordinary activities after taxation</b>	<u>392</u>	<u>139</u>	<u>371</u>
Earning per share (pence)	3		
- Basic	<u>54.2</u>	<u>31.1</u>	<u>65.8</u>
- Diluted	<u>51.5</u>	<u>27.0</u>	<u>61.8</u>

The accompanying notes form an integral part of these interim financial statements.

## Consolidated balance sheet

	<b>Unaudited 6 months ended 30 June 2006</b>	Unaudited 6 months ended 30 June 2005	Audited Year ended 31 December 2005
Note	£'000	£'000	£'000
<b>Fixed assets</b>			
Intangible assets	1,911	1,303	1,304
Tangible assets	106	193	47
Investments	–	438	411
	<u>2,017</u>	<u>1,934</u>	<u>1,762</u>
<b>Current assets</b>			
Debtors	2,409	532	766
Cash at bank	683	459	757
	<u>3,092</u>	<u>991</u>	<u>1,523</u>
<b>Creditors: amounts falling due within one year</b>	<u>(962)</u>	<u>(616)</u>	<u>(434)</u>
<b>Net current assets</b>	<u>2,130</u>	<u>375</u>	<u>1,089</u>
<b>Net assets</b>	<u>4,147</u>	<u>2,309</u>	<u>2,851</u>
<b>Capital and reserves</b>			
Called-up equity share capital	1,297	911	1,036
Share premium account	1,334	282	502
Merger reserve	765	612	612
Shares to be issued	–	243	243
Profit and loss account	751	261	458
Shareholders' funds	5 <u>4,147</u>	<u>2,309</u>	<u>2,851</u>

## Statement of total recognised gains and losses

	<b>Unaudited 6 months ended 30 June 2006</b>	Unaudited 6 months ended 30 June 2005	Audited Year ended 31 December 2005
Profit for the period	392	139	371
Currency translation differences	(29)	–	–
Total recognised gains for the period	<u>363</u>	<u>139</u>	<u>371</u>

The accompanying notes form an integral part of these interim financial statements.

## Consolidated cash flow statement

	Note	Unaudited 6 months ended 30 June 2006 £'000	Unaudited 6 months ended 30 June 2005 £'000	Audited Year ended 31 December 2005 £'000
<b>Net cash (outflow) from operating activities</b>	6	(440)	(103)	(192)
<b>Return on investments and servicing of finance</b>				
Interest received		10	6	17
Interest paid and other charges		(15)	–	–
<b>Net cash (outflow)/inflow for returns on investments and servicing of finance</b>		(5)	6	17
<b>Taxation</b>		(29)	(77)	(76)
<b>Capital expenditure and financial investment</b>				
Payments to acquire tangible assets		(29)	(1)	(34)
Proceeds on sale of tangible fixed assets		411	–	177
Acquisition of investments		–	–	(82)
<b>Net cash inflow/(outflow) from capital expenditure and financial investment</b>		382	(1)	61
<b>Acquisitions and disposals</b>				
Purchase of business		(915)	–	–
Purchase of subsidiary undertakings		–	(802)	(802)
Net cash acquired with subsidiary		–	1,060	1,060
Disposal of investments		–	77	80
<b>Net cash (outflow)/inflow from acquisition</b>		(915)	335	338
<b>Equity dividend paid</b>		(69)	–	(35)
<b>Management of liquid resources</b>				
<b>Cash (outflow)/inflow before financing</b>		(1,076)	160	113
<b>Financing</b>				
Cash inflow from issuing shares		1,010	–	345
Share issue costs		(8)	–	–
<b>Net cash inflow from financing (Decrease)/increase in cash in the period</b>		1,002	–	345
		(74)	160	458

The accompanying notes form an integral part of these interim financial statements.

## Notes to the interim statements

### 1 Basis of preparation

The consolidated unaudited interim statements have been prepared in accordance with applicable accounting standards and under the historical cost convention. The principal accounting policies of the Group have remained unchanged from those set out in the Group's 2005 annual report and financial statements.

The financial information set out in this interim does not constitute statutory accounts as defined by section 240 of the Company Act 1985. The figures for the year ended 31 December 2005 have been extracted from the statutory financial statements that have been filed with the Registrar of Companies. The auditors' report on those financial statements was unqualified and did not contain a statement under section 237(2) of the Companies Act 1985.

### 2 Dividends

An interim dividend of 7.5p per ordinary share will be paid on 20 October 2006 to all shareholders on the register at close of business on 22 September 2006.

### 3 Earning per share

	Profit £'000	Weighted average number of shares	Pence per share
<b>Basic earning per share</b>			
<b>Six months ended 30 June 2006</b>	<b>392</b>	<b>724,728</b>	<b>54.2</b>
Six months ended 30 June 2005	139	447,433	31.1
Year ended 31 December 2005	371	562,406	65.8
<b>Diluted earnings per share</b>			
<b>Six months ended 30 June 2006</b>	<b>392</b>	<b>762,641</b>	<b>51.5</b>
Six months ended 30 June 2005	139	514,158	27.0
Year ended 31 December 2005	371	598,247	61.8

## Notes to the interim statements (continued)

### 4 Segmental reporting

	6 months ended 30 June 2006 £'000	6 months ended 30 June 2005 £'000	Year ended 31 December 2005 £'000
<b>Analysed by source of business</b>			
<b>Group turnover</b>			
- United Kingdom	2,273	730	2,263
- Rest of World	542	–	–
	<u>2,815</u>	<u>730</u>	<u>2,263</u>
<b>Group operating profit/(loss)</b>			
- United Kingdom	465	167	349
- Rest of World	(5)	–	–
	<u>460</u>	<u>167</u>	<u>349</u>

### 5 Reconciliation of movement in shareholders' funds

	6 months ended 30 June 2006 £'000	6 months ended 30 June 2005 £'000	Year ended 31 December 2005 £'000
At 1 January	2,851	955	955
Profit for the period	392	139	371
Dividend	(69)	–	(35)
Currency translation differences	(29)	–	–
Shares issued on acquisition	–	972	972
Shares to be issued	–	243	243
Shares issued for cash consideration	1,002	–	250
Shares issued on exercise of warrants	–	–	95
	<u>4,147</u>	<u>2,309</u>	<u>2,851</u>

## Notes to the interim statements (continued)

### 6 Reconciliation of operating profit to net cash (outflows) from operating activities

	6 months ended 30 June 2006 £'000	6 months ended 30 June 2005 £'000	Year ended 31 December 2005 £'000
Operating profit	460	167	349
Foreign exchange loss	(27)	–	–
Depreciation	33	6	29
(Increase) in debtors	(1,222)	(152)	(186)
Increase/(decrease)/increase in creditors	316	(115)	(351)
Profit on disposal of investment	–	(9)	(12)
Profit on disposal of property	–	–	(21)
	<u>(440)</u>	<u>(103)</u>	<u>(192)</u>

### 7 Acquisitions

The following acquisition was made during the period:

#### **NxtMOVE Corp.**

On 3 March 2006 the Group acquired the trade and assets of nxtMOVE LLC, for \$1,567,328 (USD) paid in cash. nxtMOVE's core offering is business intelligence and commercial due diligence, similar to that of KAE Marketing Intelligence Limited in the UK.

### 8 Interim Report

The board of directors approved the interim statement on 13 September 2006. A copy of the interim statement for the six months to 30 June 2006 will be sent to all shareholders. Copies of the statement will be available for a period of one month to members of the public, free of charge, from the Company's registered office.

#### **For further information please contact:**

Ron Littleboy, Chairman, Optimisa plc	020 7960 3320
Jonathan Waters, Company Secretary, Optimisa plc	020 7960 3300
Hugh Oram, Nabarro Wells Limited	020 7710 7400