



**DICOM Group plc**

**First Quarter Results for the Financial Year 2005/2006**

**1 July 2005 – 30 September 2005**



## Regulatory Announcement

### DICOM Group plc

### First Quarter Results 2005/2006 – Three Months to 30 September 2005

### First customer wins for combined Ascent and Topcall installations; strong pipeline

*Basingstoke, 8 November 2005* - DICOM Group plc ("DICOM Group"), a global leader of Information Capture and Communications solutions, today announced financial results for its first quarter ended 30 September 2005 under International Financial Reporting Standards ('IFRS').

#### Financial Highlights of the First Quarter Results

##### Group results

- Revenue up 14% to £42.8m (Q1 FY2005: £37.6m), organic growth of 3%
- Gross profit margins up from 42.2% to 44.5%
- Restructuring charge of £1.2m as previously identified
- Adjusted\* operating profit down £1.4m to £1.3m (£2.7m)
- Loss before tax of £0.5m compared to profit before tax of £2.7m in the previous period
- Adjusted\* earnings per share down 52% to 4.6p (9.5p)
- Operating cash flow of £1.5m (£1.8m)

##### Results of IC Division, representing 95% (94%) of Group adjusted operating profits

- Turnover up 18% to £33.6m (£28.5m), organic growth of 3%
- IC own products and services now account for 68% (63%) of IC sales
- Own product sales up 9% (down 6% on a like-for-like basis), services grew 55% (up 19% on a like-for-like basis)
- Gross profit margins increased to 53.5% (51.9%)
- Adjusted\* operating profits down £1.3m to £1.2m (£2.5m)

##### Key impact of change to IFRS accounting:

- New share-based payment charge
- No regular goodwill amortisation
- New charge for amortisation of intangible assets arising on acquisition of Topcall and Neurascript

#### Other Highlights

- First customer wins for combined Ascent and Topcall installations
- Significant new customer wins include Corporate Express Inc., Raiffeisenbank Switzerland, The Department of State, SPAR Oesterreichische Warenhandels-AG,
- Continuing revenue mix shift towards higher margin own products and services
- Significant progress made towards integration of Topcall and Neurascript, product development, sales and marketing
- Pipeline significantly ahead of the comparable period of last year
- Launch of new real-time sales order processing solution incorporating Topcall facsimile handling technology

\* Adjusted profit is the profit after adding back the amortisation of intangibles, costs of restructuring and share-based payment charges. Further details are set out in note 3 to the financial statements.



**Commenting, Arnold von Büren, Chief Executive Officer of DICOM Group said:**

“As announced in our trading update on 6 October 2005, the first quarter results are below our expectations. However the reorganisation measures that we have undertaken are expected to deliver improvements to profitability when they are completed later this year. We are pleased with the progress made towards the integration of Topcall and Neurascript. Also we believe that the expansion into the Business Process Automation market provides excellent opportunities for additional growth. Despite the slow first quarter and the subsequent impact on both the half and full year, we expect adjusted operating profits for the full year to show an increase compared to last year.”

**Regarding Prospects, Otto Schmid, Chairman of DICOM Group said:**

“The larger information capture contract wins we are achieving indicate the continuing momentum and potential of the business. DICOM Group has an unmatched product range, substantial and proven channel relationships, and a broad customer base. Despite a slow start to the financial year the Board remains encouraged by the sales pipeline, which is significantly ahead of the comparable period of last year.”

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**About DICOM Group plc**

DICOM Group plc ("DICOM Group", London Stock Exchange: DCM) is the global leader in Information Capture. Its leading edge capture and communication technologies and solutions enable Business Process Automation by managing the transformation and exchange of business-critical information (residing in various formats such as paper, fax, electronic documents, e-mail, SMS) among people, applications and devices. The company's centres for product development and marketing include Kofax, the world's leading provider of Information Capture solutions, and Topcall, a worldwide provider of Unified Communication technology. Through a global network of more than 1,200 authorised partners and its own sales and service organisations in Europe, the USA, Asia and Australia, DICOM Group help blue-chip enterprises in more than 60 countries to reduce cost, increase efficiency and minimise risk in their critical business processes. For more information, visit <http://www.dicomgroup.com>

The Group's Samsung General Agency (SGA) Division focuses on multimedia visualisation products for the IT, POI and Entertainment market in Switzerland. It operates as sole agency of Samsung's high performance flat screen display.



**DICOM Group plc**  
**Results Three Months to 30 September 2005**  
**Chairman's Statement**

**RESULTS**

As indicated in our trading update on 6 October we experienced a slow first quarter. Group turnover was up 18% to £42.8m (£37.6m). Growth adjusted for acquisitions is reported at 3%. Adjusted operating profits were £1.3m (£2.7m), down by £1.4m. Adjusted profit before tax was £1.4m (£2.8m), a decrease of £1.4m. After amortisation of intangible assets, share-based payment and restructuring charges the Group reports a loss before tax of £0.5m compared to a profit before tax of £2.7m in the first quarter of the previous year. After tax and minority interests basic earnings per share is reported at (1.5p) compared to 4.8p in the comparable period. Adjusted earnings per share amounts to 4.6p (9.5p), down 52%.

The Group ended the period with net funds of £15.1m (£16.2m at 30 June 2005) after spending £2.9m largely on the successful buy-out of the remaining minorities of TOPCALL International AG. Cash generated from operations amounted to £1.5m (£1.8m).

**OPERATING REVIEW**

The **Information Capture (IC) Division** is DICOM Group's largest division and represented 95% (94%) of adjusted operating profits in the first quarter to 30 September 2005. Our leading edge capture and communication technologies and solutions enable Business Process Automation by managing the transformation and exchange of business-critical information among people, applications and devices. The company's centres for product development and marketing include Kofax, the world's leading provider of Information Capture solutions, and Topcall, a worldwide provider of Unified Communication technology. Through a global network of more than 1,200 authorised partners and our own sales and service organisations in Europe, the USA, Asia and Australia, we help blue-chip enterprises in more than 60 countries to reduce cost, increase efficiency and minimize risk in their critical business processes.

The IC Division achieved sales growth of 18% in the first three months and contributed 79% (76%) of the Group's turnover. Organic revenue growth is recorded at 3%. The provision of services and sales of products developed by the Group accounted for 68% (63%) of IC turnover. Sales of own products of £11.1m (33% of IC sales) were up 9%, but declined 6% on a like-for-like basis (adjusted for acquisitions) with the majority of the shortfall in Europe. Service income of £11.9m (35% of IC sales) was up 55% and 19% on a like-for-like basis. Sales of 3<sup>rd</sup> party products of £10.6m (32% of IC sales) remained flat. Adjusted operating profit decreased to £1.2m (£2.5m).

The Board announced a restructuring charge of £1.2m in its October trading update. The charge results from previously announced decisions relating to the restructuring of the Capture Services business unit and to a Group reorganisation. The Board is pleased with the progress made towards the integration of Topcall and Neurascript and with the reorganisation worldwide of product management, engineering, sales and marketing. The Board is confident that, when completed later in the financial year, the reorganisation will increase the operational efficiency of the Group.

Several significant contract wins were secured during the quarter, including Corporate Express Inc., Raiffeisenbank Switzerland, The Department of State and SPAR Oesterreichische Warenhandels-AG. This also included our first customer wins for the combined Ascent and Topcall installations and several wins for our Indicius 5.0 product range, further confirming the rationale for our recent acquisitions.

The **Samsung General Agency (SGA) Division**, the representative of Samsung Electronics in Switzerland, was able to contribute 5% (6%) of Group operating profits and 21% (24%) of Group



turnover in the three months to 30 September 2005. As reported in previous quarters, the SGA division continues to face tough trading conditions.

### **TRANSITION TO IFRS**

The Group reports its first set of results in accordance with IFRS. The results for the prior quarter as well as for the complete last financial year have been restated in accordance with IFRS. The major differences and a reconciliation between UK-GAAP and IFRS are set out in the notes to the financial statements. The major differences as they affect Group financial performance relate to new charges for share-based payments and the amortisation of intangible assets, balanced by the absence of regular goodwill amortisation charges.

### **PROSPECTS**

The Group is well positioned as the global industry leader in the Information Capture market. The balance sheet is strong and the Group continues to be highly cash generative.

The larger information capture contract wins we are achieving indicate the continuing momentum and potential of the business. DICOM Group has an unmatched product range, substantial and proven channel relationships, and a broad customer base. Despite a slow start to the financial year the Board remains encouraged by the sales pipeline, which is significantly ahead of the comparable period of last year.

Otto Schmid  
Chairman



**DICOM Group plc  
Announcement of Unaudited Results  
Income Statement**

		<b>3 months to 30 September 2005 unaudited</b>	3 months to 30 September 2004 unaudited restated	Year to 30 June 2005 unaudited restated
	Note	£'000	£'000	£'000
<b>Revenue</b>	5	<b>42,770</b>	37,569	179,795
Cost of sales		<b>(23,727)</b>	(21,708)	(102,318)
<b>Gross profit</b>		<b>19,043</b>	15,861	77,477
<b>Operating expenses</b>		<b>(19,651)</b>	(13,371)	(66,180)
<b>Adjusted Operating profit before:</b>		<b>1,297</b>	2,662	14,653
Goodwill impairment		-	-	(1,408)
Amortisation of intangible assets		<b>(533)</b>	-	(1,262)
Restructuring costs		<b>(1,200)</b>	-	-
Share-based payment		<b>(172)</b>	(172)	(686)
<b>Operating (loss)/profit</b>		<b>(608)</b>	2,490	11,297
Share of results of associated undertakings		<b>(9)</b>	50	159
Net interest receivable		<b>123</b>	136	414
<b>(Loss)/Profit on ordinary activities before taxation</b>		<b>(494)</b>	2,676	11,870
Taxation		<b>146</b>	(776)	(3,737)
<b>(Loss)/Profit on ordinary activities after taxation</b>		<b>(348)</b>	1,900	8,133
<b>Attributable to:</b>				
Equity holders of the parent	2	<b>(364)</b>	1,866	7,918
Minority interests		<b>16</b>	34	215
		<b>(348)</b>	1,900	8,133
<b>(Loss)/Earnings per ordinary share</b>				
- basic	3	<b>(1.7p)</b>	8.9p	37.5p
- diluted		<b>(1.7p)</b>	8.6p	36.2p
<b>Statement of recognised income and expenses</b>				
Net (Loss)/Profit for the period		<b>(348)</b>	1,900	8,133
Foreign exchange adjustments on consolidation		<b>143</b>	332	809
Actuarial losses		-	-	(245)
Recognised (expense)/income for the period		<b>(205)</b>	2,232	8,697
<b>Attributable to:</b>				
Equity holders of the parent		<b>(221)</b>	2,198	8,482
Minority interests		<b>16</b>	34	215
		<b>(205)</b>	2,232	8,697



**DICOM Group plc  
Announcement of Unaudited Results  
Consolidated Balance Sheet**

	At 30 September 2005 unaudited	At 30 September 2004 unaudited restated	At 30 June 2005 unaudited restated
Note	£'000	£'000	£'000
<b>Non-current assets</b>			
Intangible assets	68,225	42,913	68,767
Tangible assets	5,660	4,778	5,962
Deferred tax assets	1,089	657	1,042
Investments	785	398	703
	<u>75,759</u>	<u>48,746</u>	<u>76,474</u>
<b>Current assets</b>			
Inventories	10,812	11,487	11,558
Trade and other receivables	34,324	31,966	41,034
Investments	149	128	147
Cash and cash equivalents	20,832	25,363	20,669
	<u>66,117</u>	<u>68,944</u>	<u>73,408</u>
<b>Total assets</b>	<u>141,876</u>	<u>117,690</u>	<u>149,882</u>
<b>Current liabilities</b>			
Trade and other payables	(39,697)	(33,591)	(48,248)
Financial liabilities	(4,995)	(2,524)	(3,693)
Liabilities for current tax	(2,956)	(1,706)	(3,186)
	<u>(47,648)</u>	<u>(37,821)</u>	<u>(55,127)</u>
<b>Non-current liabilities</b>			
Other payables	(7,897)	(4,855)	(8,385)
Financial liabilities	(40)	(326)	(40)
Provision for pension fund deficit	(576)	(359)	(576)
Deferred tax liabilities	(4,250)	(620)	(4,558)
	<u>(12,763)</u>	<u>(6,160)</u>	<u>(13,559)</u>
<b>Total liabilities</b>	<u>(60,411)</u>	<u>(43,981)</u>	<u>(68,686)</u>
<b>Net assets</b>	<u>81,465</u>	<u>73,709</u>	<u>81,196</u>
<b>Capital and reserves</b>			
Called up share capital	2,160	2,113	2,154
Share premium account	55,781	52,963	55,253
Merger reserve	1,717	1,717	1,717
ESOP shares	(536)	(512)	(516)
Profit and loss account	22,388	17,551	22,609
<b>Shareholders' equity</b>	4 <u>81,510</u>	<u>73,832</u>	<u>81,217</u>
<b>Minority interests</b>	<u>(45)</u>	<u>(123)</u>	<u>(21)</u>
<b>Total equity</b>	2 <u>81,465</u>	<u>73,709</u>	<u>81,196</u>



**DICOM Group plc  
Announcement of Unaudited Results  
Consolidated Cash Flow Statement**

	3 months to 30 September 2005 unaudited	3 months to 30 September 2004 unaudited restated	Year to 30 June 2005 unaudited restated
Note	£'000	£'000	£'000
<b>Cash flows from operating activities</b>			
<b>Operating (loss)/profit</b>	<b>(608)</b>	2,490	11,297
Depreciation and amortisation	<b>1,248</b>	557	5,197
Change in working capital	<b>491</b>	(1,277)	1,596
Other non-cash movements	<b>366</b>	(20)	637
<b>Cash generated from operations</b>	<b>1,497</b>	1,750	18,727
Interest paid	<b>(35)</b>	(14)	(223)
Tax (paid)/received	<b>(145)</b>	33	(2,120)
<b>Net cash inflow from operating activities</b>	<b>1,317</b>	1,769	16,384
<b>Cash flows from investing activities</b>			
Purchase of tangible assets, licences and similar rights	<b>(375)</b>	(727)	(2,653)
Disposal of tangible assets, licences and similar rights	<b>37</b>	18	89
Acquisition of subsidiaries	<b>(2,914)</b>	(408)	(20,515)
Purchase of non-current investments	<b>(66)</b>	-	-
Sale of non-current investments	<b>169</b>	-	795
Movement in current investments	<b>127</b>	(118)	60
Interest received	<b>138</b>	166	637
<b>Net cash (outflow) from investing activities</b>	<b>(2,884)</b>	(1,069)	(21,587)
<b>Cash flows from financing activities</b>			
Issue of share capital	<b>363</b>	62	1,879
Increase in short term borrowings	<b>1,081</b>	1,074	1,876
(Decrease)/Increase in long term borrowings	<b>-</b>	33	(243)
Dividends paid to shareholders	<b>-</b>	-	(1,226)
Dividends paid to minority interests	<b>(55)</b>	-	(110)
Capital element on finance lease payments	<b>(52)</b>	(54)	(205)
<b>Net cash inflow from financing activities</b>	<b>1,337</b>	1,115	1,971
Net (decrease)/increase in cash and cash equivalents in the period	<b>(230)</b>	1,815	(3,232)
Cash and cash equivalents at start of the period	<b>20,064</b>	23,122	23,122
Exchange rate effects	<b>194</b>	153	174
<b>Cash and cash equivalents at the end of the period</b>	<b>20,028</b>	25,090	20,064
<b>Cash and cash equivalents consists of:</b>			
Cash and cash equivalents	<b>20,832</b>	25,363	20,669
Overdrafts	<b>(804)</b>	(273)	(605)
	<b>20,028</b>	25,090	20,064



**DICOM Group plc  
Interim Report Q1 2005/2006  
Notes (IFRS)**

**1 Basis of preparation**

The results for the three months ended 30 September 2005 include those for the holding company and all of its subsidiary undertakings, together with the Groups share of the results of its associated undertakings.

The Group previously reported its financial statements in accordance with UK GAAP. From 1 July 2005 the Group is preparing its financial statements in accordance with those International Accounting Standards, International Financial Reporting Standards, and Interpretations (collectively "IFRS") that are expected to be adopted in the Group's first full IFRS financial statements for the year ended 30 June 2006, and has restated its comparative figures accordingly. However, the IFRS are subject to ongoing review and endorsement by the European Commission and therefore may be subject to change.

The interim financial information is unaudited and does not constitute statutory accounts as defined in Section 240 of the Companies Act 1985. The abridged information for the year to June 2005 has been based upon the provisional reconciliation of the consolidated financial statements from UK GAAP to IFRS contained within the Group's statutory accounts for the year ended 30 June 2005. Those accounts have been filed with the Registrar of Companies. The auditors report on those accounts was unqualified and did not contain a statement under Section 237(2) or (3) of the Companies Act 1985.

The accounting policies followed by the Group in this interim report are derived from those set out in the audited financial statements for the year ended 30 June 2005. These accounting policies have been amended for changes arising from the adoption of International Financial Reporting Standards (IFRS) as the basis of preparation of this interim report. Significant changes to the accounting policies which were disclosed in the audited financial statements for the year ended 30 June 2005 are outlined below.

**Transitional arrangements upon first time adoption of IFRS (IFRS 1)**

The rules for first time adoption of IFRS are set out in IFRS 1. In preparing the transition from UK GAAP to IFRS, the Group has utilised two exemptions available on first time adoption of IFRS, namely:

- DICOM Group has elected not to apply retrospectively the provisions of IFRS 3, Business Combinations, to acquisitions that occurred prior to DICOM Group's transition date of 1 July 2004; and
- DICOM Group has elected not to apply the provisions of IFRS 2, Share Based Payments, to share options granted on or before 7 November 2002.

**Changes in accounting policies**

The following notes explain the main differences between UK GAAP and IFRS effective to the Group's financial statements:

**Goodwill (IAS 36)** - under IFRS, goodwill has an indefinite life and is only written down when an impairment test suggests that the carrying value is overstated. Any previously reported goodwill amortisation charge under UK GAAP is reversed under IFRS subject to an impairment review.

**Intangible assets (IFRS 3 and IAS 38)** - intangible assets arising on business combinations are written off over their estimated useful life.

Software licenses were previously included as part of tangible assets. Under IFRS these assets are reclassified as part of intangible assets in the balance sheet, having no impact on total net assets or on total profit.

**Holiday pay accruals (IAS 19)** - accruing for holiday pay was not required under UK GAAP but is required under IFRS and charges have been made under IFRS relating to holidays that have accrued to staff but have not yet been taken.

**Share based payments (IFRS 2 and IAS 19) - Options** - Charges have been made in the IFRS income statement to spread the fair value of share options issued since November 2002 and still outstanding at 1 July 2004 and those issued until 30 September 2005 over the vesting period of those options. Share options have been valued on the basis of a Black-Scholes Model using the criteria below:

- Expected volatility of 40%
- Expected average life of the option of 3 ½ years

**Research and development (IAS 38):** Under IFRS, DICOM Group is required to capitalize and amortise the development element of R&D costs providing certain criteria (such as proof of technical and commercial feasibility) are met. Previously under UK GAAP all R&D expenditure has been expensed as incurred irrespective of the tests referred to above. The Board has carefully considered the stage of current product development and is currently of the opinion that no expenditure incurred would qualify for capitalisation under IFRS. Nonetheless, this is a sensitive area for the software and IT services sector and, as yet, no normal industry practice under IFRS has been established. The Board will monitor how practice evolves before finalising its accounting policy in this area.

No adjustment has been made for capitalisation or amortisation in the provisional IFRS reconciliations.

**Taxation effect of IFRS adjustments (IAS 12)** - under IAS 12 intangible assets arising on acquisition are not deductible for tax purposes and therefore the temporary difference arising results in the provision of a deferred tax liability. This deferred tax liability is reversed as the related intangible asset is amortised, impaired in value or disposed of.

The temporary difference between the recognition of the IFRS 2 charge for share-based payments and the Group's expected future tax deduction is established as a deferred tax asset under IFRS calculated by reference to the intrinsic value of all unvested share options at each balance sheet date. The resultant credit in the tax charge is restricted to the tax effect of the cumulative IFRS 2 charge with the difference credited directly to the IFRS profit and loss reserve.

**Dividends (IAS 10)** - dividends are not adjusting post-balance sheet events under IFRS and can only be accrued for at the date they have been formally approved.

**Pension accounting (IAS 19)** – The Group has taken the option to charge all actuarial gains and losses arising immediately through the statement of recognised income and expenses.

## 2 Transition from UK GAAP to IFRS

Profit for the period	3 months to 30 September 2004 £'000	Year to 30 June 2005 £'000
<b>Profit for the period under UK GAAP as previously reported</b>	<b>1,000</b>	<b>5,960</b>
Vacation accruals	(4)	(19)
Reversal of amortisation of goodwill	982	4,724
Goodwill impairment	-	(1,408)
Amortisation of intangible assets	-	(1,262)
Share-based payments charge	(172)	(686)
Adjustment to share of results of associated undertakings	13	42
Deferred tax effect of IFRS adjustments	47	567
<b>Profit for the period under IFRS</b>	<b>1,866</b>	<b>7,918</b>

Total equity	3 months to 30 September 2004 £'000	Year to 30 June 2005 £'000
<b>Total equity under UK GAAP as previously reported</b>	<b>72,105</b>	<b>77,845</b>
Vacation accruals	(338)	(353)
Reversal of amortisation of goodwill	982	4,724
Goodwill impairment	-	(1,408)
Amortisation of intangible assets	-	(1,262)
Share-based payments charge	-	-
Adjustment to share of results of associated undertakings	13	42
Dividends	778	920
Deferred tax effect of IFRS adjustments	169	688
<b>Total equity under IFRS</b>	<b>73,709</b>	<b>81,196</b>

### 3 Earnings per share

Basic (loss)/earnings per share of (1.7p), (profit of 8.9p) for the three months to 30 September 2005 have been calculated based on the (loss)/profit attributable to shareholders of (£364,000), (profit of £1,866,000) using the weighted average number of ordinary shares in issue totalling 21,412,237 (20,964,784) during the period. Basic earnings per share of 37.5p for the year to 30 June 2005 have been calculated based on the profit attributable to shareholders of £7,918,000 using the weighted average number of ordinary shares in issue totalling 21,111,015 during the period.

Adjusted earnings per share of 4.6p (9.5p) for the three months to 30 September 2005 are based on profit of £986,000 (£1,991,000), being adjusted for the operating expenses as stated below using the weighted average number of ordinary shares in issue totalling 21,412,237 (20,964,784) during the period. Adjusted earnings per share of 50.7p for the year to 30 June 2005 are based on profit of £10,707,000 using the weighted average number of ordinary shares in issue totalling 21,111,015 during the period. The Board considers that adjusted EPS better reflects the underlying performance of the Group.

Reconciliation of adjusted profit	3 months to 30 September 2005 £'000	3 months to 30 September 2004 £'000	Year to 30 June 2005 £'000
<b>(Loss)/profit attributable to shareholders under IFRS</b>	<b>(364)</b>	<b>1,866</b>	<b>7,918</b>
Goodwill impairment	-	-	1,408
Amortisation of intangible assets	533	-	1,262
Restructuring costs	1,200	-	-
Share-based payment	172	172	686
Tax effect of above	(555)	(47)	(567)
<b>Adjusted profit</b>	<b>986</b>	<b>1,991</b>	<b>10,707</b>

Diluted (loss)/earnings per share of (1.7p), (profit of 8.6p) for the three months to 30 September 2005 have been calculated based on the (loss)/profit attributable to shareholders of (£364,000), (profit of £1,866,000) using 21,412,237 (21,636,574) ordinary shares, the difference to the basic calculation representing the additional shares that would be issued on the conversion of all the dilutive potential Ordinary Shares. Diluted earnings per share of 36.2p for the year to 30 June 2005 have been calculated based on the profit attributable to shareholders of £7,918,000 using 21,844,909 ordinary shares.

#### 4 Reconciliation of movements in shareholders' equity

	3 months to 30 September 2005 £'000	3 months to 30 September 2004 £'000	Year to 30 June 2005 £'000
Shareholder's equity	<b>81,217</b>	71,409	71,409
Net (loss)/profit for the period excluding minority interests	<b>(364)</b>	1,866	7,918
Dividends	-	-	(1,226)
Foreign exchange adjustments on consolidation	<b>143</b>	332	809
Actuarial losses	-	-	(245)
Changes in ESOP shares	<b>(20)</b>	(9)	(13)
New share capital issued	<b>362</b>	62	1,879
Movement in share premium resulting from share-based payment	<b>172</b>	172	686
Closing shareholders' equity	<b>81,510</b>	73,832	81,217

#### 5 Segmental Reporting

	3 months to 30 September 2005 £'000	3 months to 30 September 2004 £'000	Year to 30 June 2005 £'000
<b>Sales by divisions</b>			
IC			
Own products	<b>11,083</b>	10,204	45,553
Services	<b>11,860</b>	7,628	40,026
3 <sup>rd</sup> party products	<b>10,638</b>	10,645	55,129
Total IC	<b>33,581</b>	28,477	140,708
SGA	<b>9,189</b>	9,092	39,087
Group	<b>42,770</b>	37,569	179,795
<b>Gross profit by divisions</b>			
IC	<b>17,956</b>	14,775	72,400
SGA	<b>1,087</b>	1,086	5,077
Group	<b>19,043</b>	15,861	77,477
<b>Adjusted Operating profit by divisions</b>			
IC	<b>1,233</b>	2,497	13,361
SGA	<b>64</b>	165	1,292
Group	<b>1,297</b>	2,662	14,653