



# DICOM Group

Information drives your business

## Interim Results 2007 Corporate Overview

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# Agenda



- Financial Review
- Strategy and Operations
- Outlook
- Q & A

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# Financial Review

## Interim Results 2007

# Financial Highlights



- Strong growth in the second quarter with double digit growth rates in all key financial metrics
- Interim Results: Revenue of £78.5m, up 6% in local currency
  - Own products revenues up 13% like-for-like
  - Services up 9% like-for-like
- Adjusted operating profit up 9% to £7.0m (£6.4m)
  - Up 14% in local currency terms
  - Margins up from 8.4% to 9.0%
- Adjusted profit before tax up 14% to £7.6m (£6.6m)
- Adjusted earnings per share up 13% to 6.0p (5.3p)
- Dividend up 15% to 0.71p (0.61p)

# P&L Summary

6 months to 31 December 2006



	FY07	FY06	growth	Like for like
	£m	£m	%	%
<b>Turnover</b>				
Own Products	27.2	25.1	8%	13%
Services	24.6	24.4	1%	9%
3 <sup>rd</sup> party products	26.7	26.9	(1%)	2%
<b>Total turnover</b>	<b>78.5</b>	<b>76.4</b>	<b>3%</b>	<b>9%</b>
<b>Gross profit</b>	<b>42.9</b>	<b>39.9</b>	<b>8%</b>	<b>-</b>
<b>Gross profit margin</b>	<b>54.6%</b>	<b>52.2%</b>	<b>-</b>	<b>-</b>
<b>Adj. operating profit</b>	<b>7.0</b>	<b>6.4</b>	<b>9%</b>	<b>-</b>
<b>Operating profit margin</b>	<b>9.0%</b>	<b>8.4%</b>	<b>-</b>	<b>-</b>

# P&L Summary

2<sup>nd</sup> quarter stand-alone



	FY07	FY06	growth	Like for like
	£m	£m	%	%
<b>Turnover</b>				
Own Products	16.6	14.0	19%	25%
Services	13.0	12.5	3%	12%
3 <sup>rd</sup> party products	15.6	16.3	(4%)	1%
<b>Total turnover</b>	45.2	42.8	6%	14%
<b>Adj. operating profit</b>	6.4	5.2	23%	27%
<b>Operating profit margin</b>	14.2%	12.2%		
<b>Adj. EPS (p)</b>	5.3p	4.1p	29%	

# Financial Summary



- Strong performance of Transformation sales
- All regions performed well in q2
- Continued strong growth of own products and maintenance
- Significant currency impact (US\$ down 7%)
- Cash balance of £27.5m

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# Strategy and Operations

# Operational Highlights



- Q2 contract wins include: Premier Farnell, Maybank Malaysia, ING-DiBa, Banamex Citigroup
- Continued investment in technology
  - Launch of Ascent Xtrata Pro in November 06
- Introduction of comprehensive strategy directly linking Information Capture and Exchange with key business processes
  - Launch of Kofax Information Capture and Exchange Suite
- Key partnership with Salesforce.com: Kofax Document Scan Server certified for AppExchange

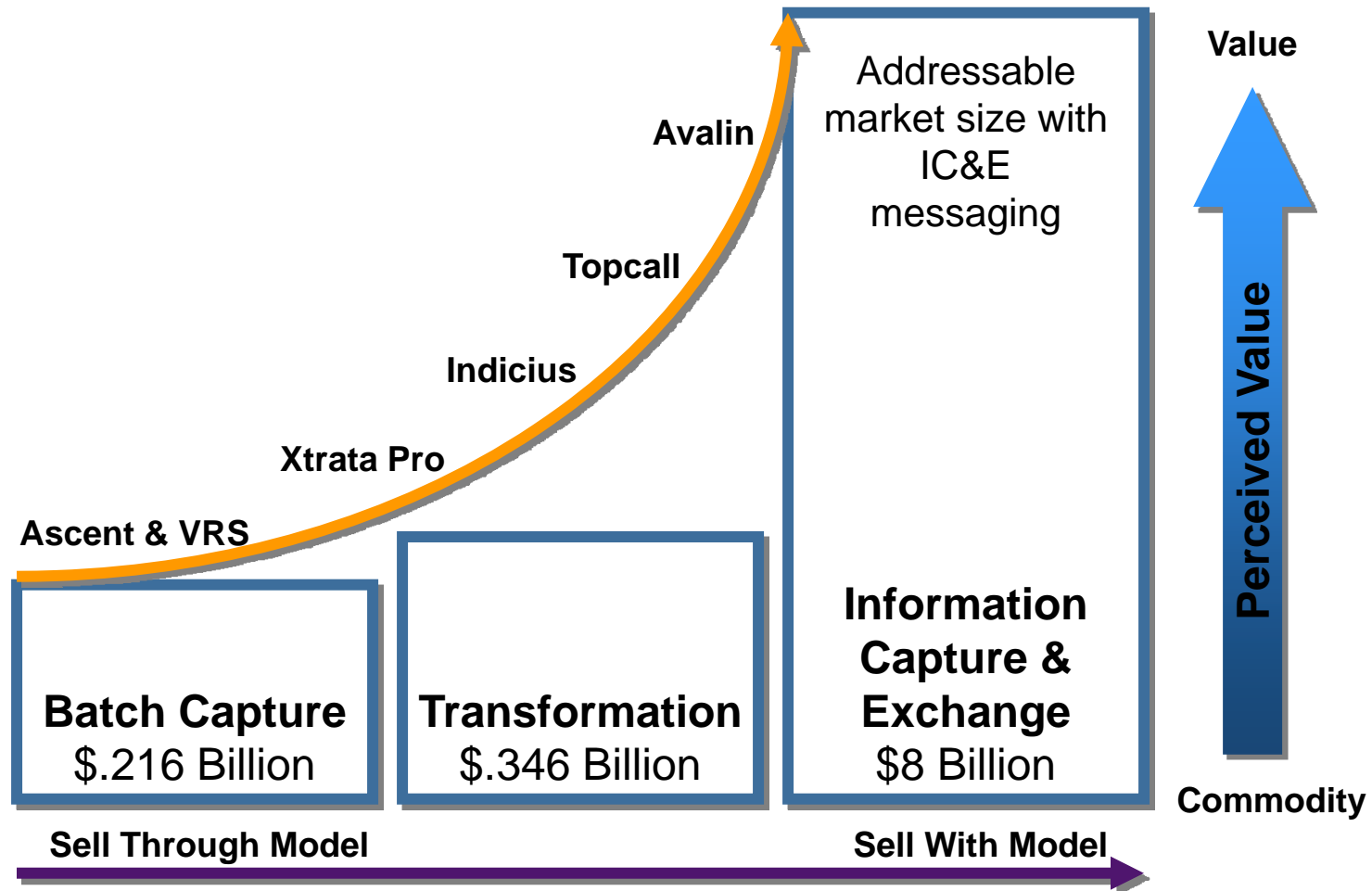
## Corporate Customers:

- Increasingly want solutions designed for their specific business processes
- Expect SW vendors to understand their industry
- Want to leverage prior technology investments by making applications work together easily
- Increasingly rely on business managers to select software
- Are concerned with compliance requirements

## Market Trends:

- Ongoing ECM vendor consolidation
- Visibility and relevance of capture for the automation of business processes continues to grow among customers and industry analysts

# Getting into more valuable markets



Source: IDC forecast (IC&E forecast including ECM and BPA license revenue)

- Adapts to the way knowledge workers work
- Reduces points of failure and delay in the information life cycle by directly integrating with critical business applications
- Improves communication and collaboration among business stakeholders

# Document Scan Server for Salesforce.com



## Problem:

- Deluge of paper inhibits sales
- Salespeople are wasting valuable time managing paper documents (filing, retrieving, storing)
- Paper documents are difficult to share with others involved in the sale
- Inefficient processes cut into a salesperson's time needed to actually sell

## Solution:

- Scan all this paper and import images as documents in Salesforce.com

# Document Scan Server for Salesforce.com



- Scan documents directly into Salesforce.com to readily access and share documents
  - No new applications to support
  - Simple, secure connectivity that conforms to corporate IT policies
- True, thin client scanning
  - Nothing to install on client PC
  - Works in a browser just like Salesforce.com
- Does not disrupt existing processes
  - No need to leave Salesforce.com to capture paper documents
  - No training required
- The Result: A sales process that is not slowed down by paper
  - Salespeople are more organised, improved access to information,
  - Better customer service and more time to sell!

# Branding Initiative



- Developing a comprehensive product brand architecture:
  - Coherent and coordinated product brand
  - Clear description of diverse product portfolio
  - Coordinated roll-out to customers and partners
- First step: integrated suite of products introduced at Transform '06
- Second step: unified umbrella brand

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# Outlook

# Outlook



- Move to be even more market centric
- Continued investment in product development
- Implementation of unified branding
- Pipeline significantly ahead of the comparable period of last year
- Well positioned for increased top line and profitability growth

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