



DICOM Group

Information drives your business

Results Nine Months to 31 March 2007

Corporate Overview

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Agenda



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

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Financial Review

Results for the Nine Months to 31 March 2007

P&L Summary

9 months to 31 March 2007



	FY07	FY06	growth	Local currency
	£m	£m	%	%
Turnover				
Own Products	40.7	40.0	2%	7%
Services	37.5	36.3	3%	7%
3 rd party products	40.8	40.0	2%	4%
Total turnover	119.0	116.3	2%	6%
Gross profit	65.2	62.7	4%	-
Gross profit margin	54.8%	54.0%	-	-
Adj. operating profit	10.5	10.1	4%	9%
Operating profit margin	8.8%	8.7%	-	-

P&L Summary

3rd quarter stand-alone



	FY07	FY06	growth	Local currency
	£m	£m	%	%
Turnover				
Own Products	13.5	14.9	(9%)	(3%)
Services	12.9	12.0	8%	15%
3 rd party products	14.1	13.0	8%	11%
Total turnover	40.5	39.9	2%	7%
Adj. operating profit	3.4	3.7	(6%)	1%
Operating profit margin	8.5%	9.2%	-	-
Adj. EPS (p)	2.9p	3.0p	(3%)	-

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Strategy and Operations

Operational Update



- Strong momentum in EMEA
- New business successes in financial services, government, insurance
- Launch of simplified and integrated product brand architecture
- Strengthening of Kofax Intelligent Capture & Exchange with introduction of Kofax Document Exchange Server
- Launch of Kofax Ascent® Fax
- DICOM Group honoured at AIIM Conference & Expo 2007 by leading industry publications

- **Why re-brand our products?**
 - Simplify our product portfolio
 - Eliminate complex and confusing names
 - Focus on solutions
- **Three Product Suites:**
- **Workgroup Suite**
 - Single location, minimal IT involvement
- **Enterprise Suite**
 - Geographically distributed locations, more complex business processes, sophisticated exchange scenarios
- **Developer Suite**
 - Build Intelligent Capture & Exchange into own product offerings

New Software Solution – Document Exchange Server



● Market Situation

- Modern business challenges
 - Meet revenue goals
 - Increase customer satisfaction
 - Improve operational efficiency
- Automating business processes to meet these challenges

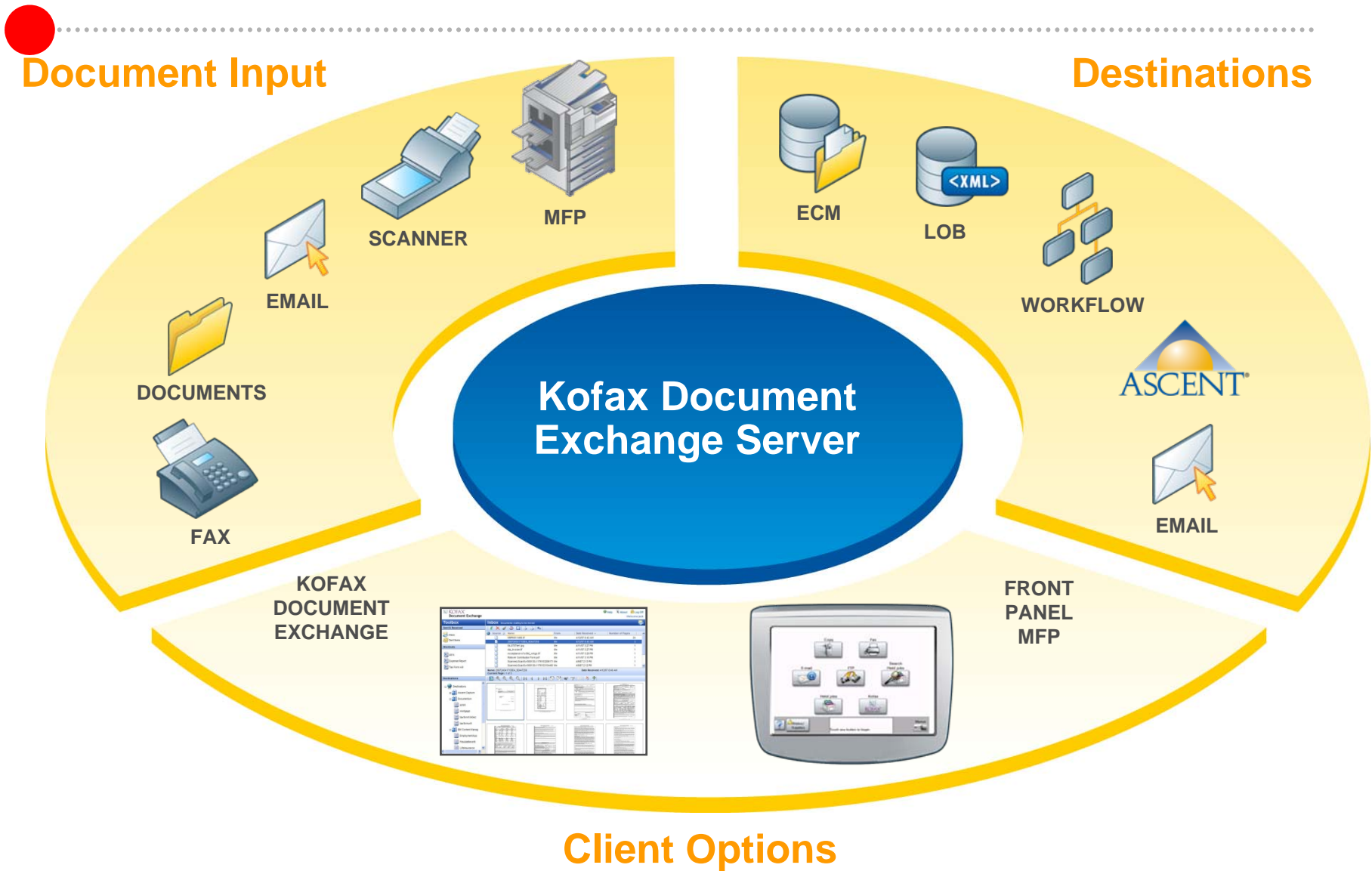
● Business Pains

- Line of Business Managers are feeling the pain driving the desire to automate:
 - Inefficient, manual processes
 - Lack of timely access to information
 - Poor customer service
 - High costs of handling paper (labor, shipping, storage, and retrieval)
 - Multiple, complex processes in place for paper, faxes, and electronic documents
 - Compliance and legal issues resulting from confidential and secure documents being compromised

● IT Challenges

- But IT has their own set of challenges when applying technology to automate processes:
 - Cost and time involved with integrating discrete systems and workflows
 - High cost of installation and maintenance
 - Systems that do not easily adapt to changes in business requirements
 - Multiple administration tools for document input devices
 - Inability to track and log transactions for compliance purposes

What is DES?





Outlook

Outlook



- Strong sales pipeline for fourth quarter
- Continued investment in product development
- Implementation of unified branding
- Strong balance sheet and high levels of cash generation

Our Vision. Our Future. Our Opportunity



We are creating
a world where people and
organisations
can automatically exchange,
instantly understand and
easily use information to
drive business
processes and
transactions
regardless of format,
application or
device

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