



Richard Stevenson, Chief Executive & Martin Clements, Finance Director

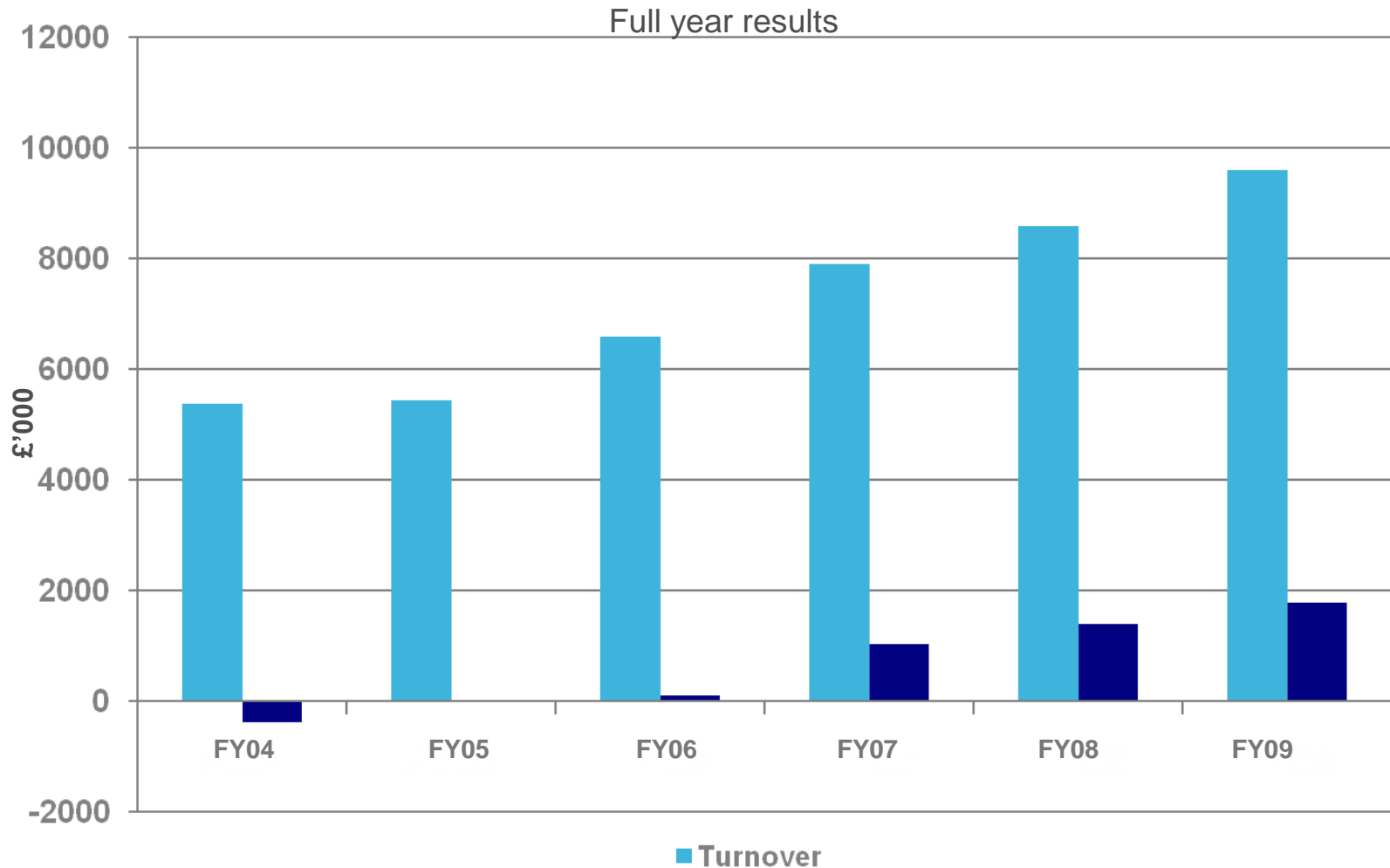
Focus Solutions Group plc – 10th June 2009

- Company overview
- Operational highlights
- Financial highlights
- Target markets
- Our solutions
- Our customers
- Strategic objectives
- Summary / outlook

- Leading provider of software and consultancy to the financial services industry
- Our solutions enable our clients to automate the delivery of products and services to their customers across multiple distribution channels
- Market is driven by increasing regulation
 - RDR
 - Banking bill
 - TCF / Multi-product distribution
- Provide solutions to retail banks, product providers, IFAs, wealth managers & mortgage lenders
- Over 100 highly qualified staff with in-depth vertical market knowledge
- Based in Leamington Spa, with additional offices in London, Edinburgh and Crewe

- Significant new contract wins in year to date:
 - HSBC plc phase 2 £4.9m
 - Wealth Management division of major UK Bank £1.7m
 - Towergate Financial £0.8m
 - Bank of Ireland £0.5m
 - HSBC offline £0.8m
 - Tieto Mortgages Online £0.7m
- Acquisition of The Coaching Platform in December 2008
- Launch of focus:360° and associated versions
- Successful completion of phase 1 of the HSBC multi-channel point of sale solution
- New office opened in London

- Sales revenue up 12% to £9.60m (FY2008: £8.60m)
- Operating profit up 34% to £1.60m (FY2008: £1.19m)
- EBITDA up 25% to £2.01m (FY2008: £1.59m)
- Profit before tax up 27% to £1.78m (FY2008: £1.40m)
- Net operating margins 16.7% (FY2008: 13.8%)
- Cash of £4.00m (FY2008: £1.03m); debt free
- Fully diluted EPS 5.26 pence (FY2008: 5.99 pence)
- Adjusted fully diluted EPS up 28% to 5.43 pence (FY2008: 4.24 pence)



Focus Solutions Group plc

Consolidated Income Statement

31 March 2009

	Year ended 31 March 2009 £'000	Year ended 31 March 2008 £'000
Revenue	9,601	8,600
EBITDA before exceptional costs	2,007	1,587
Operating profit before exceptional costs	1,706	1,461
Exceptional costs	(106)	(270)
Operating profit after exceptional costs	1,600	1,191
Net finance income	177	209
Profit before income tax	1,777	1,400
Income tax	(54)	576
Profit for the year	1,723	1,976

	31 March 2009	31 March 2008
	£'000	£'000
Non current assets		
Intangible assets	2,083	746
Property, plant and equipment	202	198
Trade and other receivables	345	609
Deferred income tax	972	1,026
	3,602	2,579
Current assets		
Trade and other receivables	2,669	4,352
Cash and cash equivalents	4,004	1,027
	6,673	5,379
Total assets	10,275	7,958
Current liabilities		
Trade and other payables	2,147	1,817
	2,147	1,817
Net current assets	8,128	6,141
Non-current liabilities		
Contingent consideration	156	-
	156	-
Net assets	7,972	6,141
Capital and reserves attributable to equity shareholders		
Called up share capital	2,947	2,946
Share premium	9,900	9,899
Merger reserve	220	220
Share option reserve	255	149
Accumulated losses	(5,350)	(7,073)
Total shareholders' equity	7,972	6,141

Consolidated Cash Flow Statement
31 March 2009

	Year ended 31 March 2009 £'000	Year ended 31 March 2008 £'000
Cash generated/ (absorbed) from operations	4,189	(1,368)
Net finance income	177	209
Net cash from operating activities	4,366	(1,159)
Investing activities		
Acquisition of subsidiary	(105)	-
Purchases of intangible assets	(1,194)	(734)
Purchases of property, plant and equipment	(93)	(119)
Disposal of property, plant and equipment	1	-
Net cash used in investing activities	(1,391)	(853)
Financing activities		
Issue of ordinary shares	2	34
Net cash from financing activities	2	34
Net increase/ (decrease) in cash and cash equivalents	2,977	(1,978)
Cash and cash equivalents at start of the year	1,027	3,005
Cash and cash equivalents at end of the year	4,004	1,027

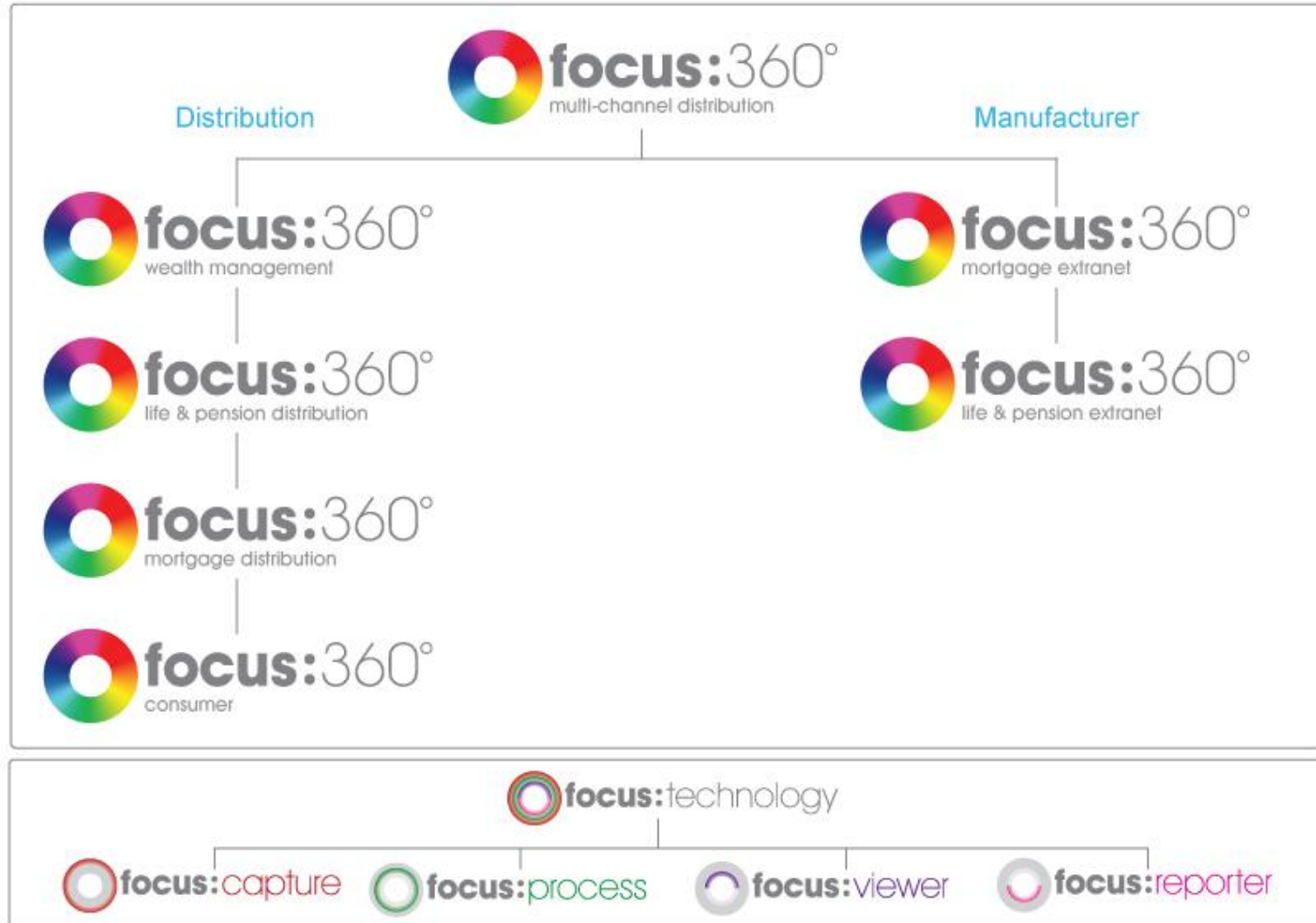
- **Product providers**
 - FSA regulation driving exploration of new distribution channels
 - Drives need for B2B2C and Worksite marketing solutions

- **Retail banks**
 - Scrutiny around compliant adviser processes, single view of the customer and treating customers fairly ('TCF')
 - Legislation contained in the banking bill
 - Requirement for multi-product distribution and wealth management transformation programmes

- **Major distributors and IFAs**
 - FSA regulation (RDR) demands increase in level of professionalism
 - Requires change to systems to support commission based practice
 - Needs all advisers to increase qualifications
 - Organisations require new systems and training and competency services

- **Wealth management firms**
 - Requirement to differentiate service offering in difficult conditions
 - Increased competition due to more organisations focusing on profitable HNWIs
 - Exploring financial planning capabilities to achieve above goals

- **Mortgage lenders and building societies**
 - Increasingly competitive market
 - Require ability to respond to market changes and launch products quickly
 - Need to reduce costs by streamlining processes
 - Must demonstrate compliant processes
 - Looking at intermediary extranet portals to support this



- Unique process for multi-channel product distribution and / or wealth management transformation programmes
- Covers current regulated products plus loans, general insurance, credit cards and savings
- Incorporates data aggregation client hub
- Targeted at tier 1 global retail banks
- Developed from years of experience and combines a range of consultative and practical capabilities including:
 - Operating model
 - Process optimisation
 - Business content
 - Delivery approach / model
 - Technology assets (can utilise focus:360° multi-channel distribution)
 - User / adviser training, competency and testing

Retail banks



Product providers



Wealth management firms and major distributors



Mortgage lenders and building societies





- Become vendor of choice for global retail banking projects
- Increase penetration within the wealth management market across both UK and Europe
- Successfully lead the market on direct to consumer propositions
- Enter the mid market for distribution solutions with SaaS model
- Increase percentage of turnover from annually recurring revenue
- Identify further strategic acquisition targets to strengthen product and market coverage

- Good start to the new year in line with management expectations
- Engaged with three new customers with initial workshops for focus:360°
- Partnership discussions with Mastek
- focus:360° consumer in pilot with a major product provider
- Started the build of focus:360° SaaS model due for delivery in November
- Strengthened new business pipeline with international opportunities

- New business model
 - Higher margins/Recurring revenues
- Improving profitability
- Strong balance sheet, no debt
- Cash generative
- Positive pipeline for different versions of focus:360°
- Market diversification outside of the UK
- Increased regulation and drive for efficiency in our key markets
- Defined M&A strategy