

Final Results

Year ended 31 March 2012



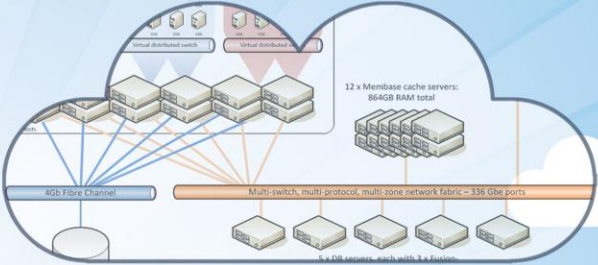
**Final Results for Yr Ended 31st March 2012 Presentation
May 2012**

Highlights

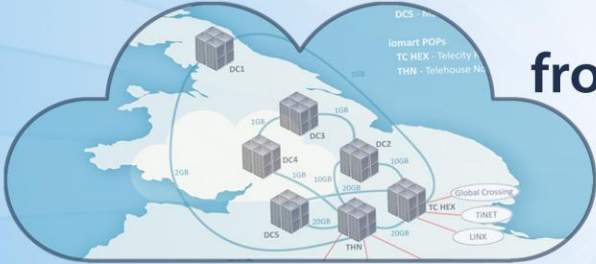


Consistent Strategy

Delivering complex cloud services



from our own datacentres.

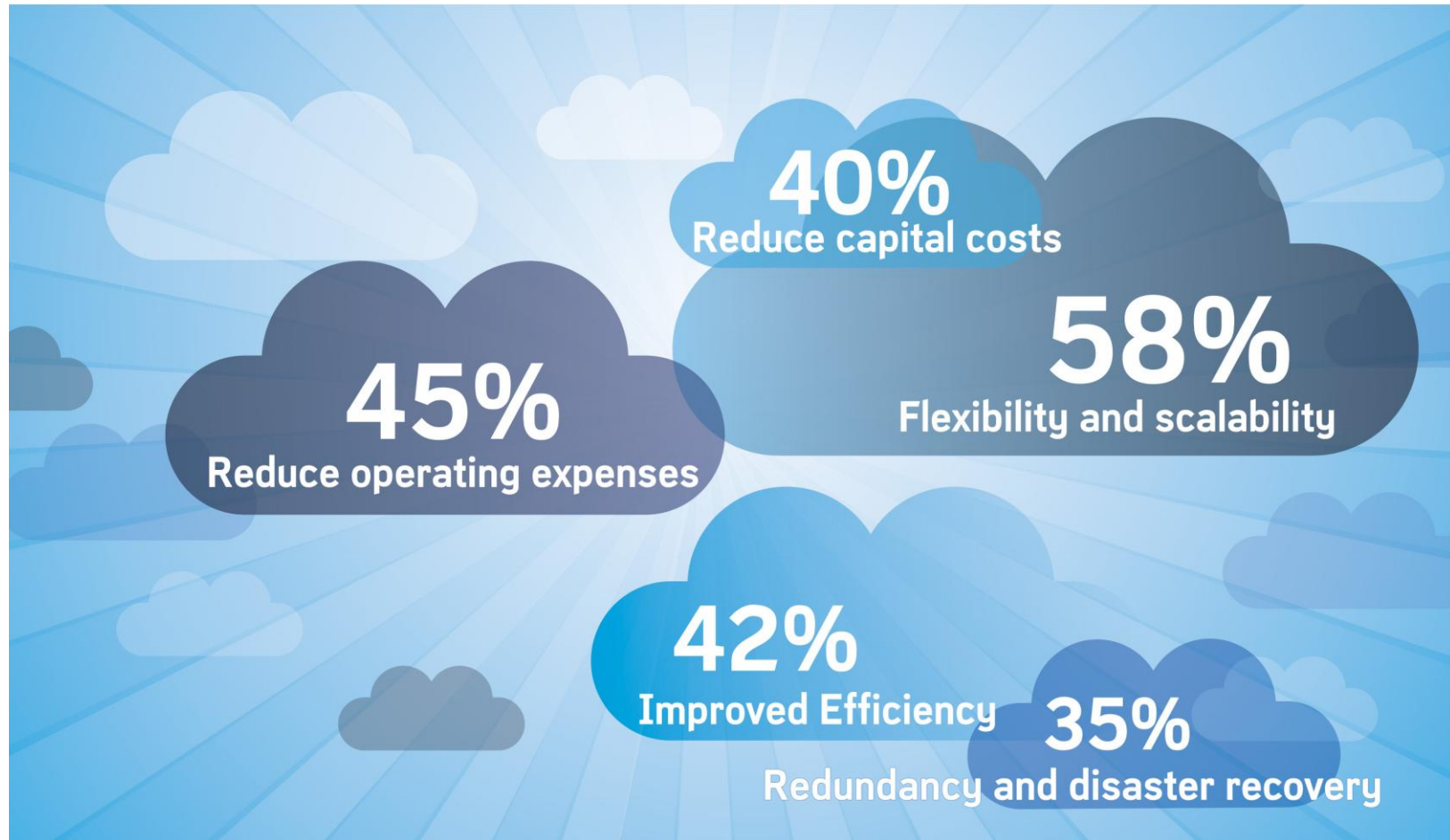


5% low churn, recurring revenue business.

65% Building a high margin,

95%

Top 5 Reasons for Companies Adopting Cloud



Data Source: & Copyright: IBM: The Tech Trends Report 15th November 2011 (sample 4000 companies)

Our USP – Components for Success

Own Data Centres

Own Network

Strong Sales Force

Accredited

Complex Hosting Skills

IPR around Control / Management / Reporting

Financial Strength

iomart
100% Uptime

M&A

- 5 acquisitions since May 09
- 3 in last 12 months
- Healthy pipeline of opportunities
- Expect to close more deals this year

Financial Results – Year to March 12

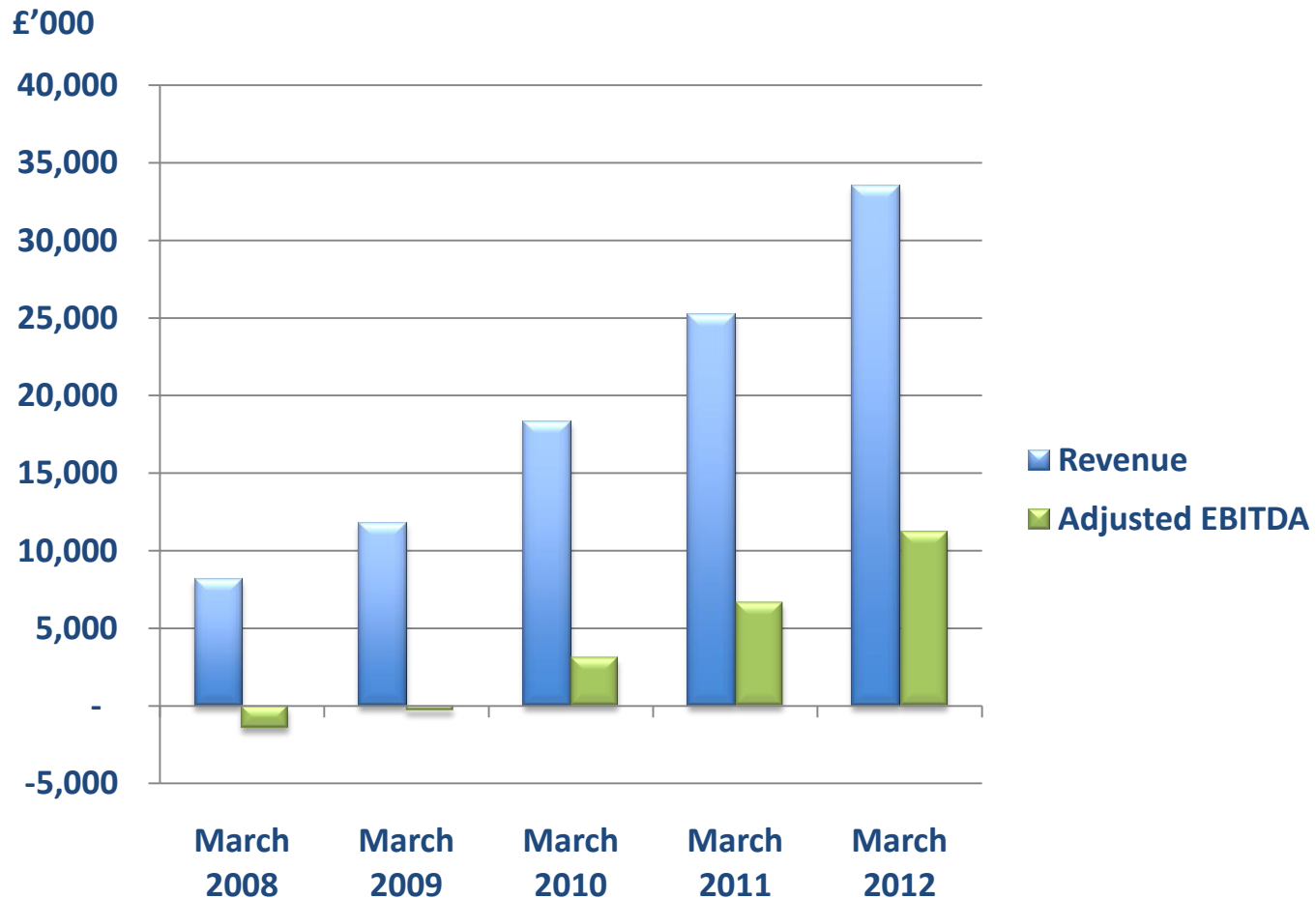
- Revenue growth of 33% to £33.5m (2011: £25.3m)
- Adjusted EBITDA¹ growth of 68% to £11.2m (2011: £6.6m)
- Adjusted PBT² growth of 91% to £6.9m (2011: £3.6m)
- Adjusted basic EPS³ growth of 96% to 6.99p (2011: 3.56p)

¹Adjusted EBITDA means earnings before interest, tax, depreciation, amortisation charges, share based payment charges and acquisition costs

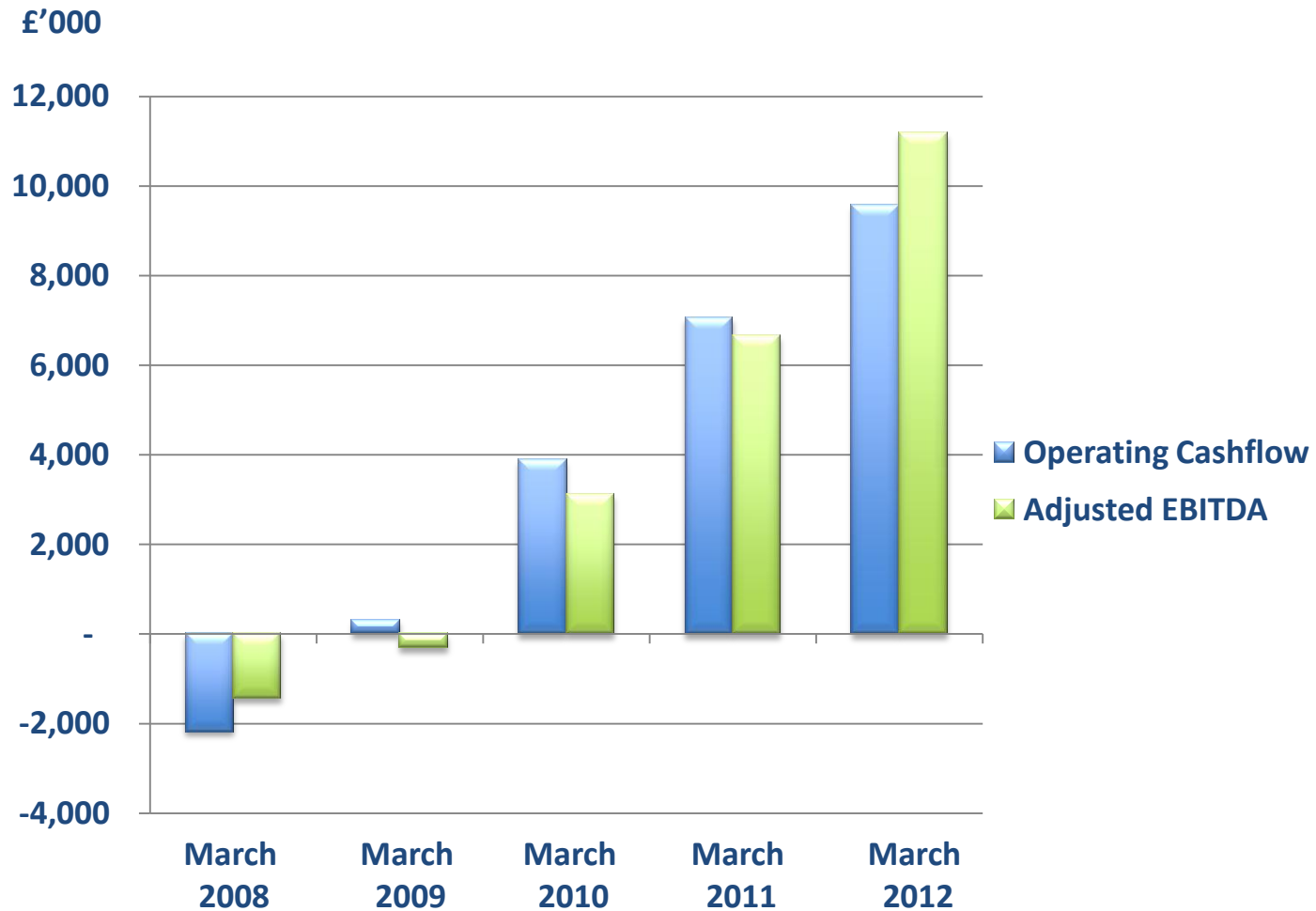
²Adjusted PBT means profits before tax, depreciation, amortisation charges on acquired intangible assets, share based payment charges and acquisition costs

³Adjusted basic EPS means basic EPS before amortisation charges on acquired intangible assets, share based payment charges and acquisition costs

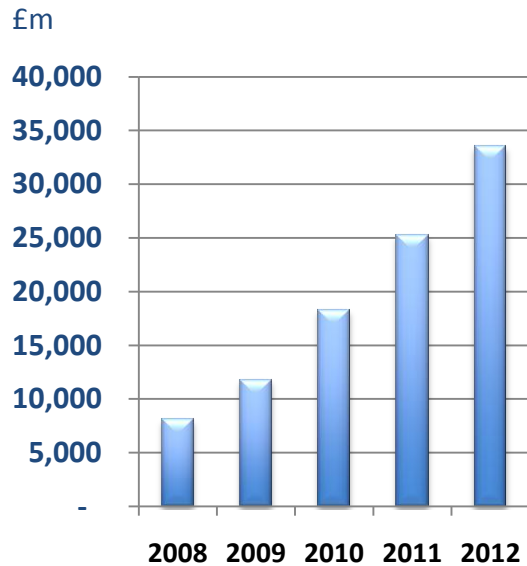
Group Revenue & Adjusted EBITDA Years to March 2008-12



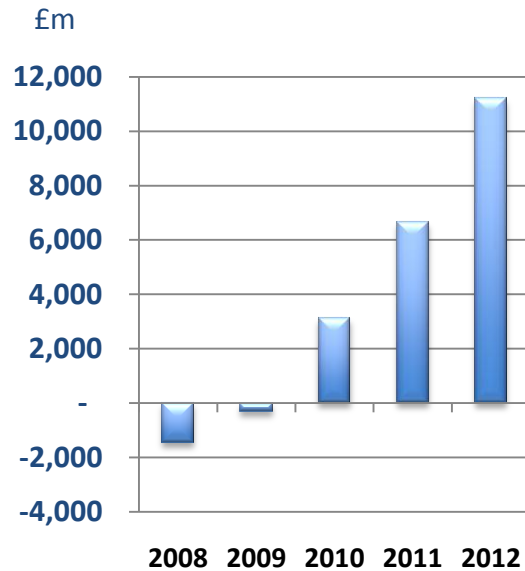
Operating Cashflow and Adjusted EBITDA Years to March 2008-12



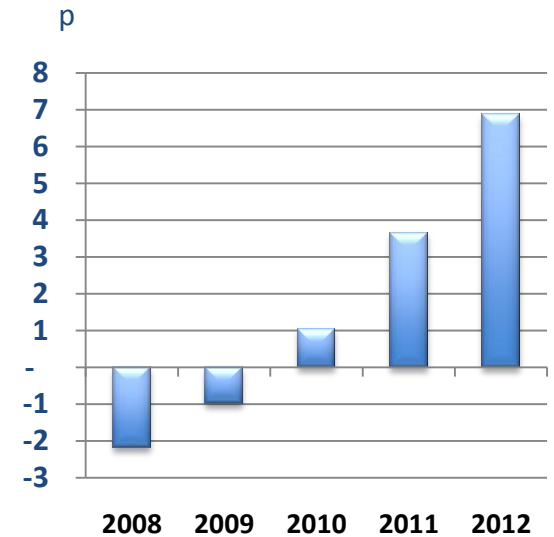
Growth Track Record Years to March 2008 - 2012



■ Revenue (£m) - CAGR 42.51%

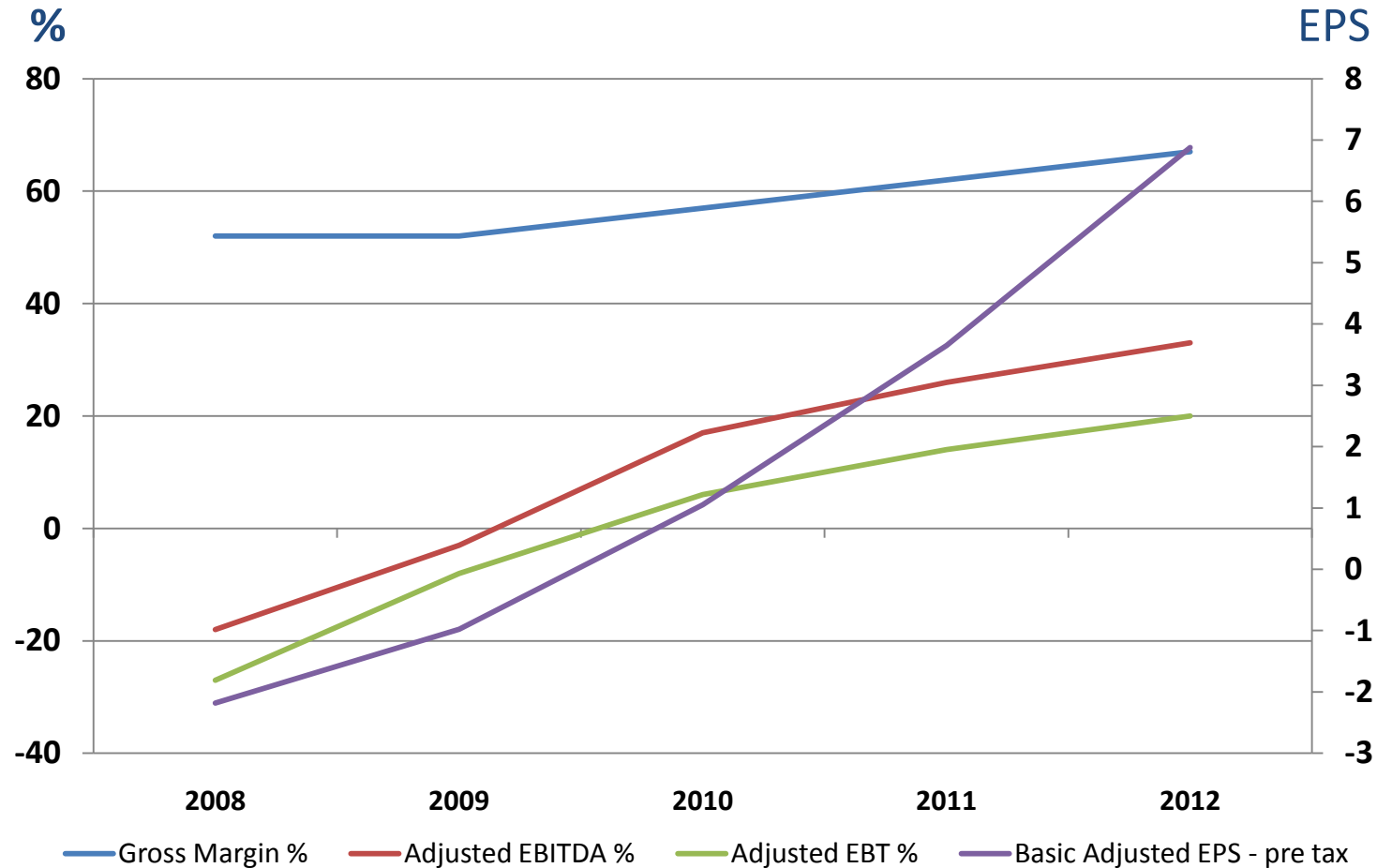


■ Adjusted EBITDA (£m) - CAGR 89.6% (2010-2012 only)



■ Basic Adjusted EPS (p) (excluding taxation) - CAGR 156% (2010 - 2012 only)

Key Performance Indicators Years to March 2008 - 2012



Group Income Statement

	March 12	March 11	Growth
	£'000	£'000	
Revenue	33,476	25,252	33%
Adjusted EBITDA (pre SBP and M&A costs)	11,186	6,644	68%
Adjusted EBITDA (pre SBP and M&A costs)	33.4%	26.3%	
Adjusted Pre-tax profit	6,854	3,593	91%
Profit after tax	6,198	2,862	117%

Group Balance Sheet

	March 12	March 11
	£'000	£'000
ASSETS		
Tangible Assets	15,626	14,788
Intangible Assets	30,586	25,930
Lease deposit	2,416	2016
Deferred Tax Asset	993	619
Trade and other receivables	4,072	3,100
Cash/(Debt)	2,473	3,098
Deferred Income	(4,519)	(4,364)
Other Current Liabilities	(6,328)	(5,683)
Contingent Consideration payable	(256)	(600)
Net Assets	45,063	38,904

Cashflow Statement

	March 12	March 11
	£'000	£'000
Adjusted EBITDA (pre SBP and acquisition costs)	11,186	6,644
Operating cash flow	9,580	7,054
Capital Expenditure	(4,233)	(4,844)
Finance Lease drawdown	1,747	1,230
Acquisitions in period	(3,873)	(3,144)
Deferred consideration payable	(600)	(1,000)
Deferred consideration receivable	-	795
Taxation	(585)	(12)
Bank Loan drawdown	2,000	2,000
Repayment of finance leases	(1,164)	(759)
Share issue	512	473
Dividend	(643)	(391)
Development costs capitalised	(474)	(351)
Others	(193)	98
Net cash flow	2,074	(1,149)

Summary

- Continuing to deliver on strategy of focusing on managed cloud hosting
- Continued significant increase in profitability – operational leverage
- Several acquisitions and some more in pipeline
- Strong revenue growth - excellent visibility and high level of recurring revenue
- Positioned to satisfy strong demand for complex hosting involving cloud
- Confident of future growth

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