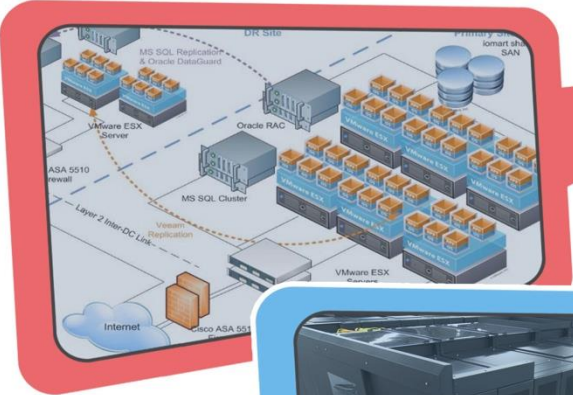




Presentation – May 2013

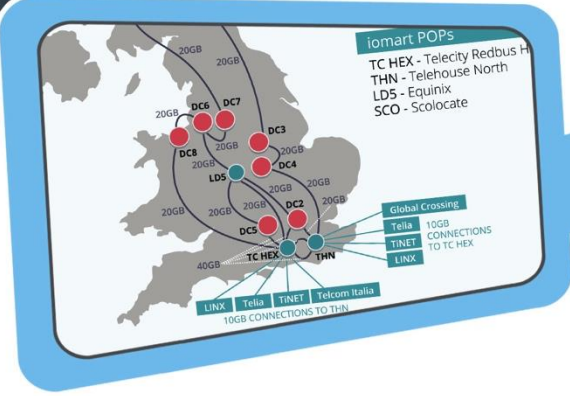
# Consistent Strategy



Complex cloud services

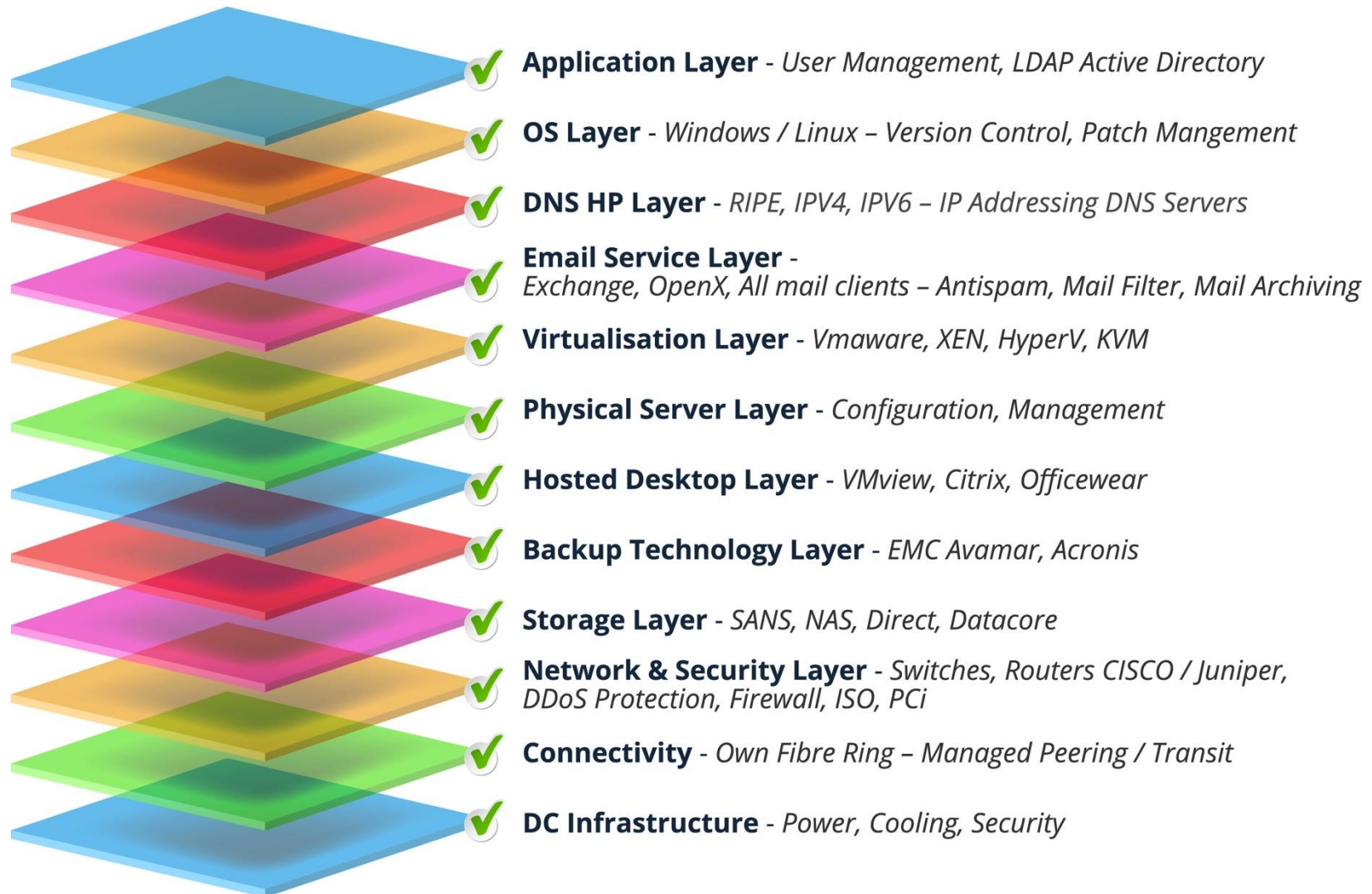


from our own datacentres

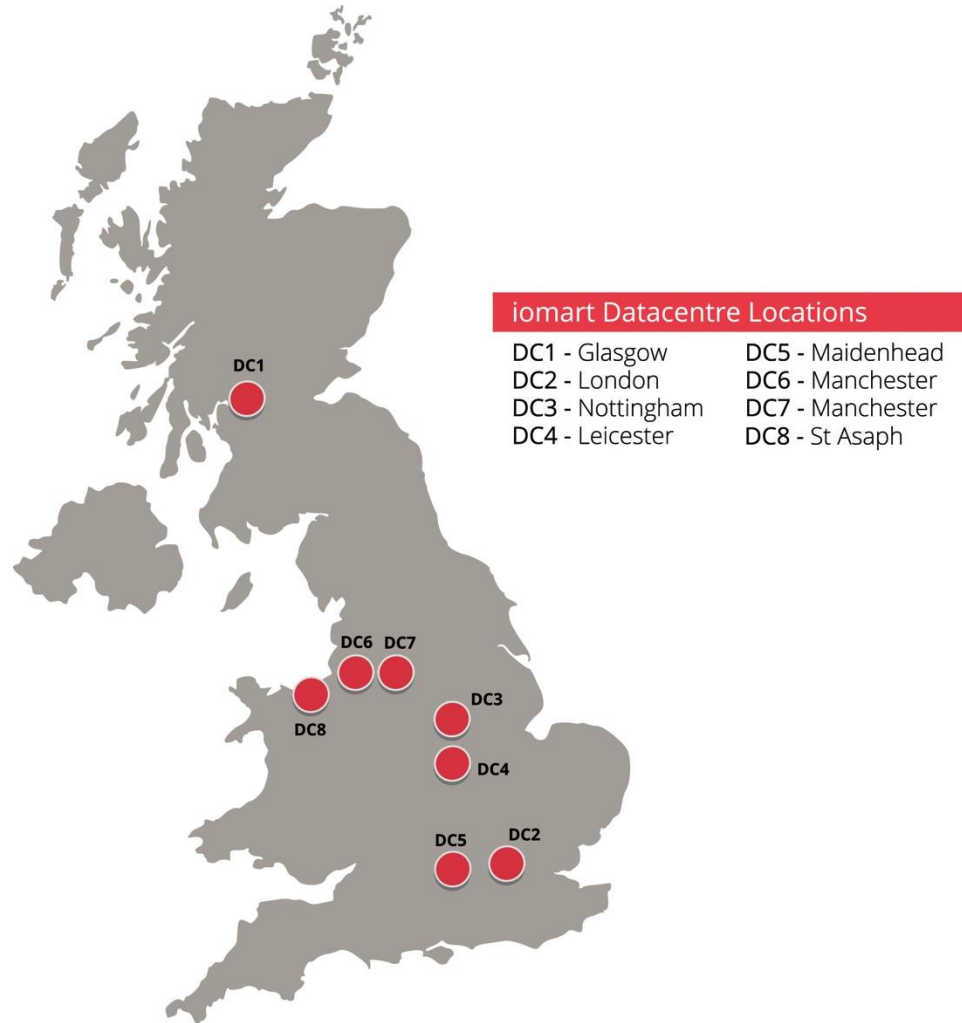


across our network

# Complex Cloud Services– It's not simple

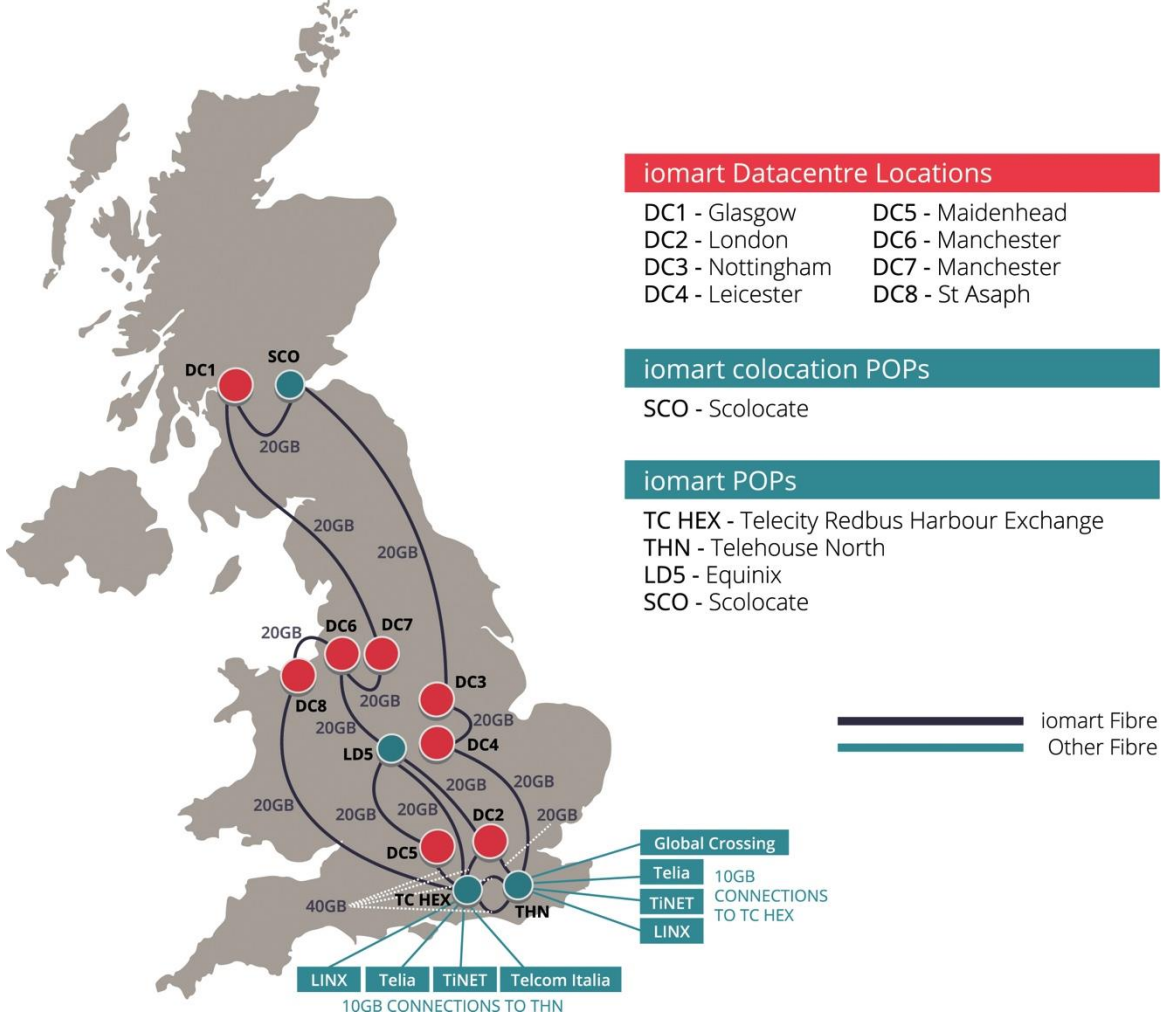


# Own Data Centres



- 8 Data Centres
- Over 3,000 Racks  
approximately 50% in use  
(including Maidenhead build out)

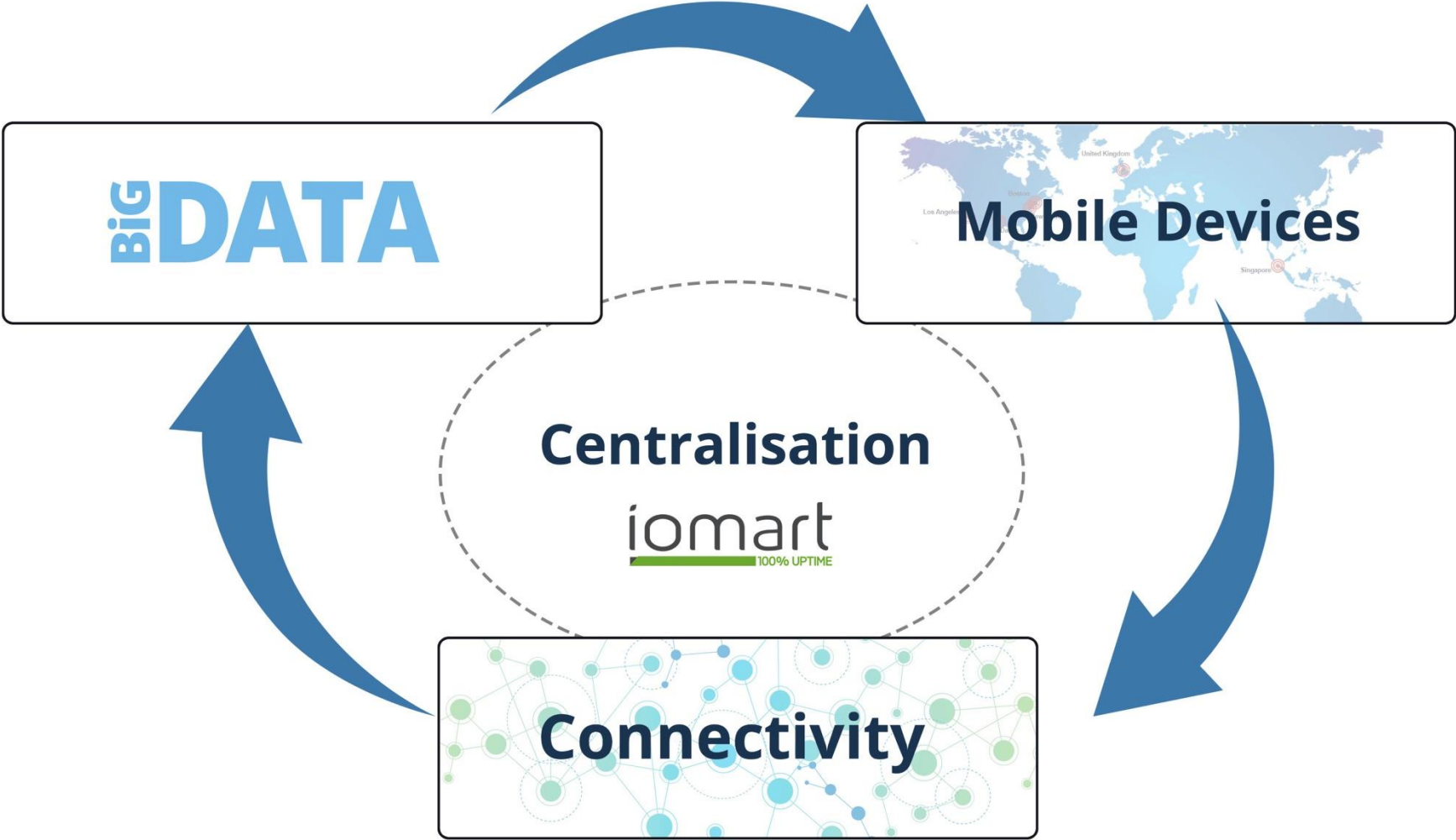
# Own Network



- Own fibre ring
- Multiple Wavelength  
10 -100gig
- MPLS
- Point to Point
- Leased line
- Protects future growth and margin



# Market Drivers



# M&A – Our Activity

---

- 8 acquisitions since May 09
- 3 in last 12 months – all performing as expected
- Expect activity to continue



**switchmedia**



# Financial Results – Year to Mar 13

---

- Revenue growth of 29% to £43.1m (2012: £33.5m)
- Adjusted EBITDA<sup>1</sup> growth of 48% to £16.5m (2012: £11.2m)
- Adjusted PBT<sup>2</sup> growth of 56% to £10.7m (2012: £6.9m)
- Adjusted basic EPS<sup>3</sup> growth of 21% to 8.46p (2012: 6.99p)

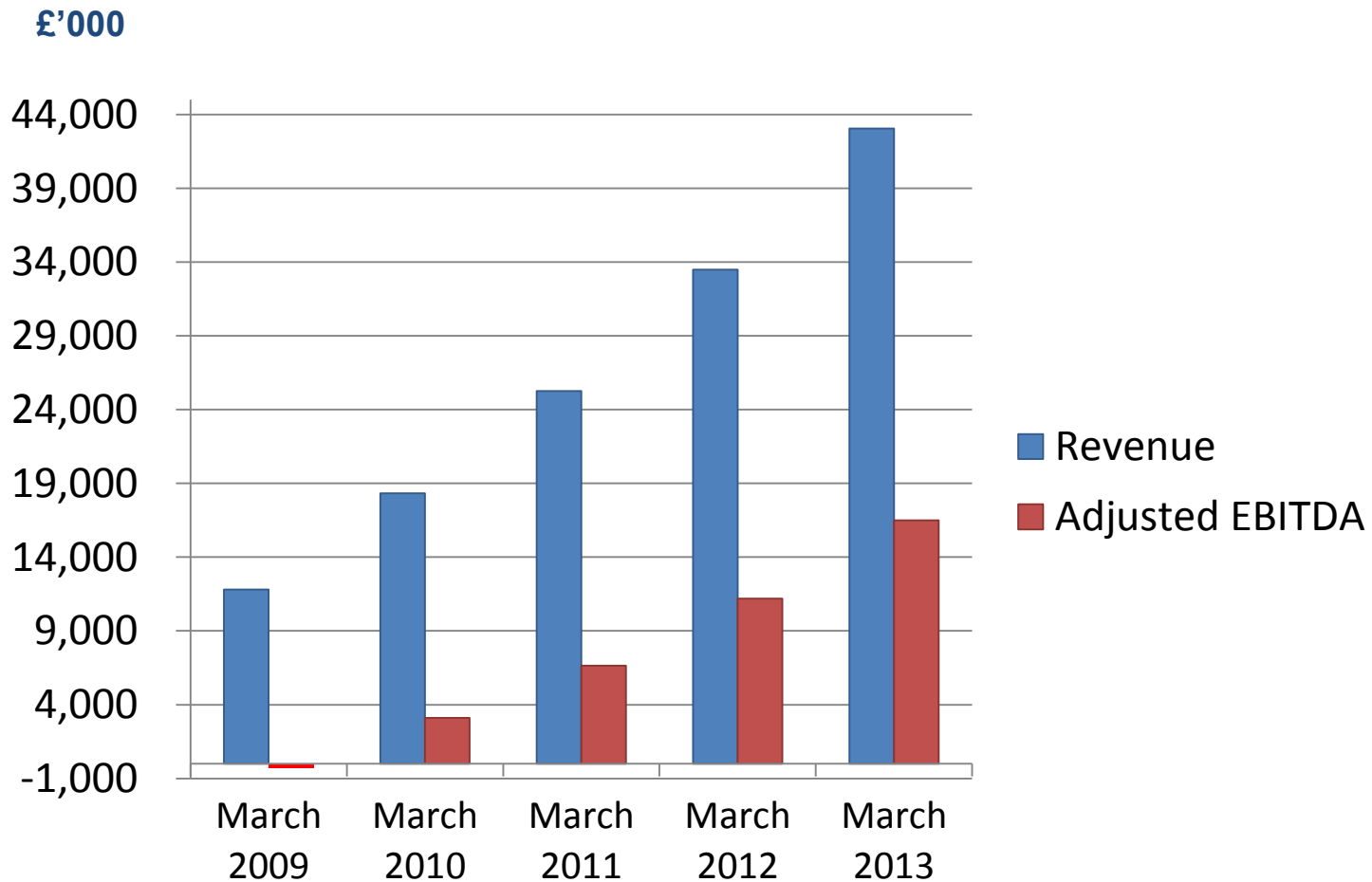
<sup>1</sup>Adjusted EBITDA means earnings before interest, tax, depreciation, amortisation charges, share based payment charges and acquisition costs

<sup>2</sup>Adjusted PBT means profits before tax, depreciation, amortisation charges on acquired intangible assets, share based payment charges, mark to market adjustments on interest rate swaps and acquisition costs

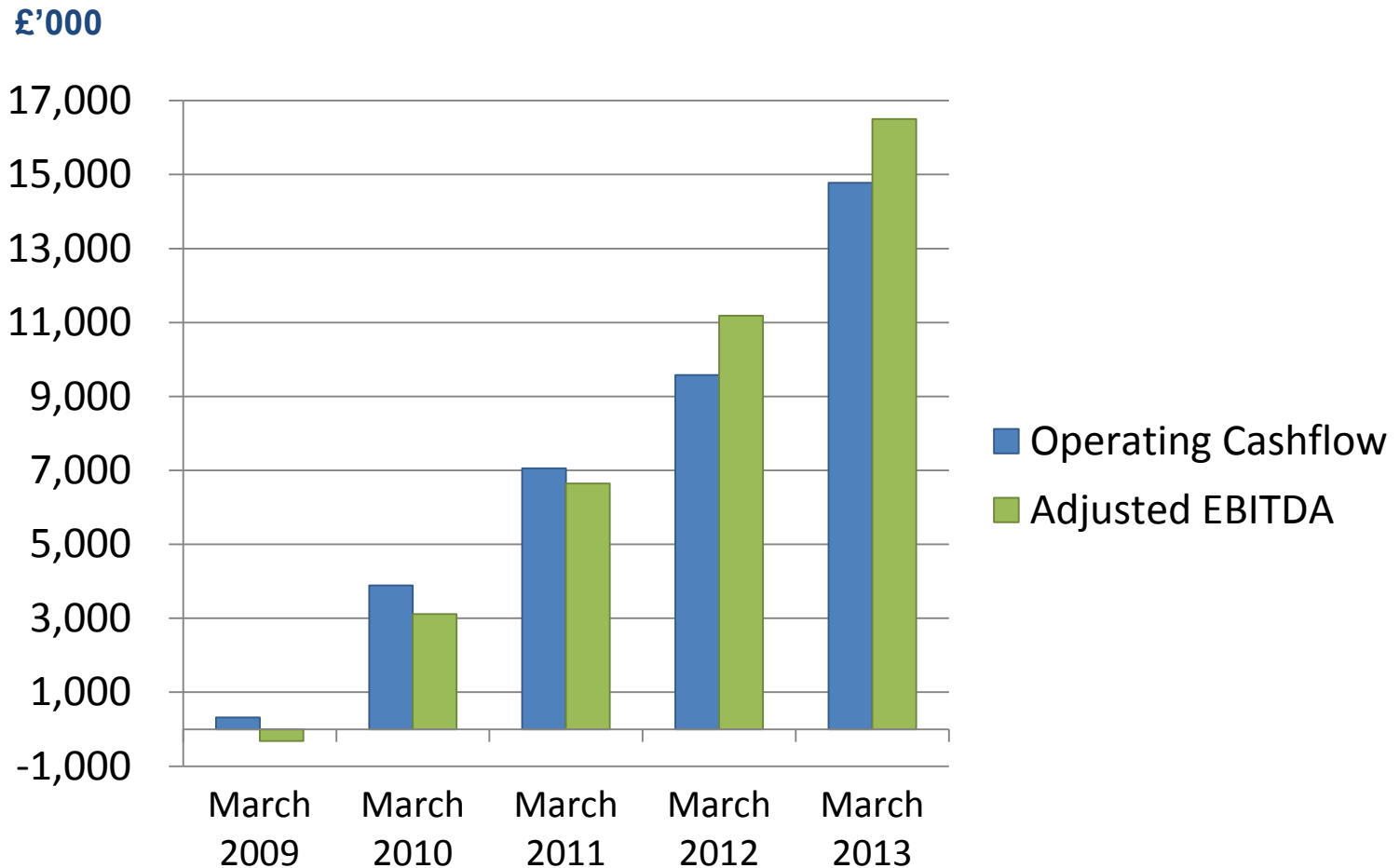
<sup>3</sup>Adjusted basic EPS means basic EPS before amortisation charges on acquired intangible assets, share based payment charges, mark to market adjustments on interest rate swaps and acquisition costs



# Group Revenue & Adjusted EBITDA Years 2009-13

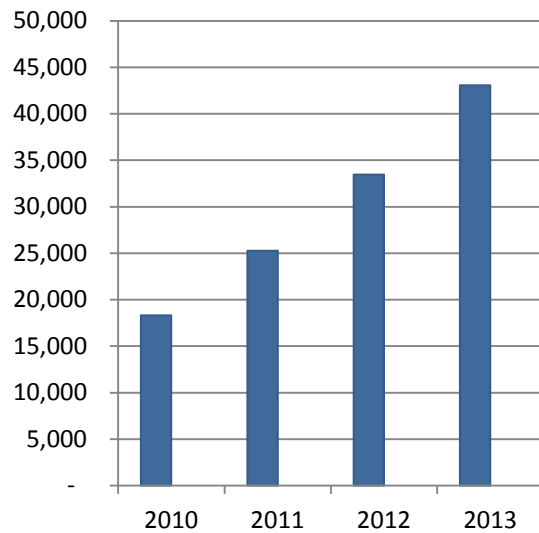


# Operating Cashflow and Adjusted EBITDA Years 2009-13



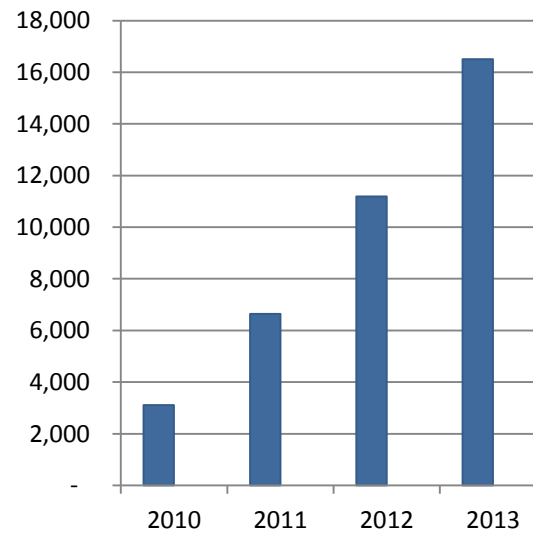
# Growth Track Record March 2010- 2013

£m



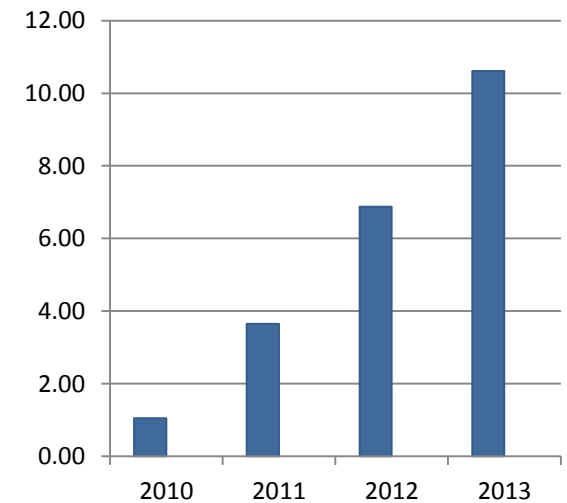
■ Revenue (£m) - CAGR 32.94%

£m



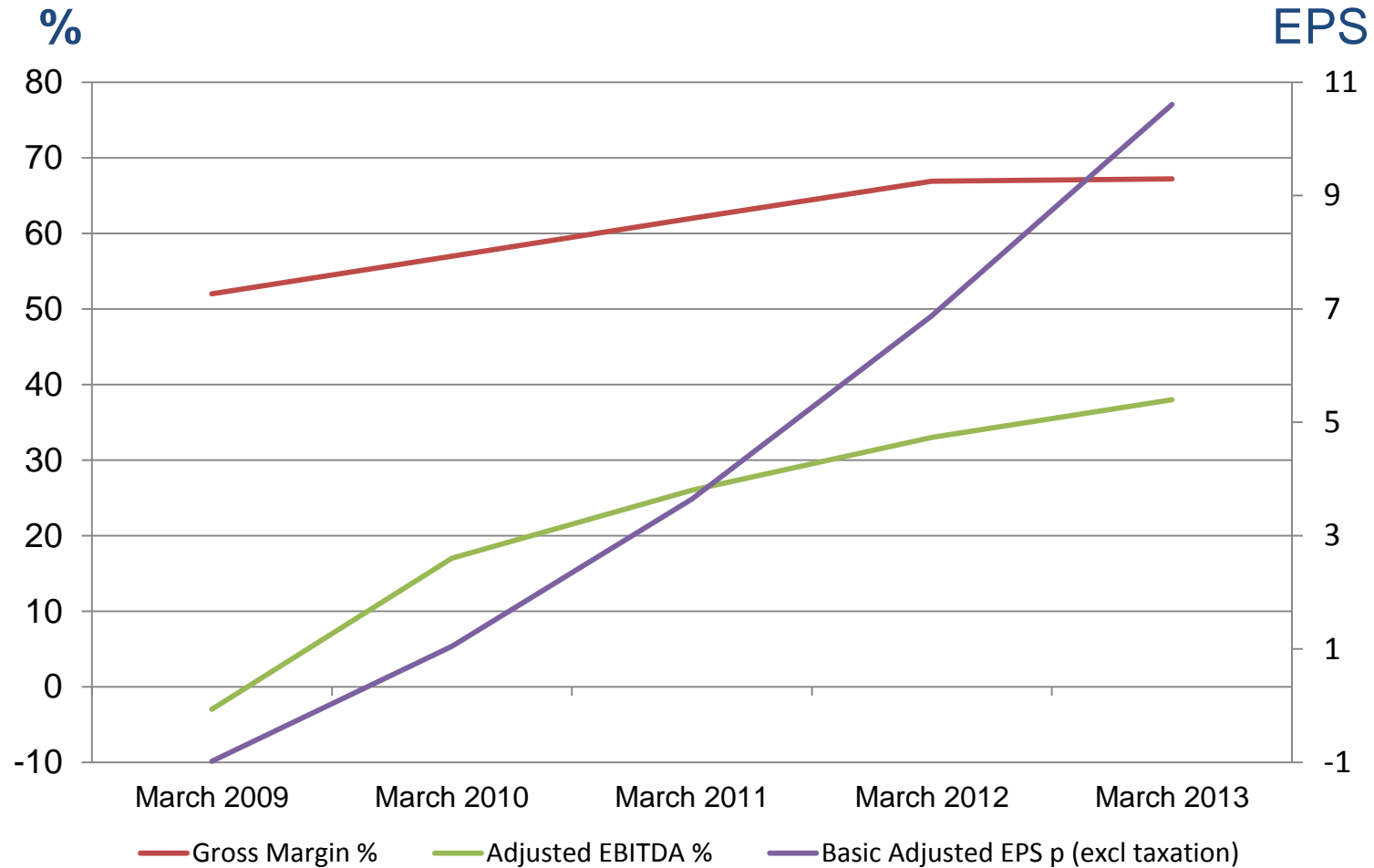
■ Adjusted EBITDA (£m) - CAGR 74.40%

p



■ Basic Adjusted EPS (p) (excluding taxation) - CAGR 116.1%

# Key Performance Indicators % Year 2009 - 2013



# Summary

---

- Continuing to deliver on strategy of focusing on managed cloud hosting
- Continued significant increase in profitability
- Growing both organically and by acquisition
- 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

**iomart**  
**100% Uptime**

**WWW.IOMART.COM**