# INTECHNOLOGY / ANNUAL REPORT & FINANCIAL STATEMENTS 2011 /



# WHY CHOOSE INTECHNOLOGY? LEADING MANAGED SERVICE PROVIDER WITH OVER 25 YEARS' EXPERIENCE /



### CONTENTS /

Chairman's introduction	4
Chief Executive Officer's report	ć
Management team	10
Directors' report	12
Corporate governance	15
Remuneration report	18
Independent auditors' report to the members of InTechnology plc	23
Consolidated statement of comprehensive income	25
Statements of changes in shareholders' equity	26
Balance sheets	28
Cash flow statements	29
Notes to the financial statements	30
Notice of Annual General Meeting	59
Form of proxy for InTechnology plc	63
Corporate information	67

### CHAIRMAN'S INTRODUCTION /

The year under review demonstrated the merits of your Board's decisions in the previous year to review all its managed services products and in particular the sales tariffs. Our revenues stabilised and considering the high customer contract churn in fiscal year 2010, reflected very good progress in securing new contracts as well as renewing them across both the data and voice divisions.

Revenues marginally increased to £39.6m (2010: £39.3m) but Group operating profit increased to £1.6m (2010: £0.6m). Despite the sales pricing review our gross profit margins were 63.2 percent (2010: 63.8 percent).

Continued sound controls of cash operating expenses resulted in net operating expenses reducing to £23.6m [2010: £24.7m].

Our share of losses after tax in our Associate companies declined to £1.0m [2010: £1.4m] mainly caused by reduced losses from Mobile Tornado Group plc. Its challenge is now to attain breakeven and then move to growth of operating profits.

All of the above, alongside continued good control of working capital, resulted in our balance sheet having net cash of £9.8m (2010: £10.2m). This was after further investment and secured loans to the Associates of £1.7m (2010: £1.9m).

I wish to thank again, and on your behalf, the staff whose loyalty, energy and professional skills enable us to keep pace with continuing changes in the IT Services sector in which we operate. I would also like to thank our partners in all areas of the business.

Your Board remains determined, whatever the economic background, to take all the necessary actions to maintain cash generation by growing revenues and profit before taxation. The past year has stabilised the business revenues yet started growing Group operating profit and your Board is confident that it now has everything in place to generate higher profitability and cash generation in the coming years.



The Rt. Hon. Lord Parkinson Chairman 13 June 2011



# CHIEF EXECUTIVE OFFICER'S REPORT /

#### Overview

We are pleased to announce continuing progress in moving our business on towards future growth, and that we have maintained our strong balance sheet with net cash and net tangible assets at a time when bank borrowing remains problematic for many companies of our size.

Our business has stabilised both its operating divisions of data and voice services. The market feedback we receive is that all our product ranges are comprehensive and highly attractive to enterprises wishing to increase productivity and save costs. This stability is reflected in a significant reduction in customer churn compared to the previous year when several data services contracts did not renew as recessionary pressures caused some customers to cancel outsourced services.

We increased the value of contract wins from £28.0m to £29.0m and because of lower customer churn increased our recurring annualised revenues at the year end by £3.7m to £41.0m and we have planned for further growth this new fiscal year.

We continue to have good forward contracted recurring revenues of £58.6m from our order book as well as high levels of recurring revenues from a diversified customer base. Recurring revenues last year were 87.7 percent of total revenue.

Operating cost controls remain consistently strong and net operating expenses before depreciation and amortisation were £20.9m, lower than the previous three years.

Altogether, Group operating profit grew from £0.6m to £1.6m and profit before taxation rebounded from a loss of £0.8m to a profit of £0.6m. The share of post tax losses of the Associates dropped from £1.4m to £1.0m.

### Trading and operating performance

- Recognised revenues £39.6m (2010: £39.3ml.
- Group operating profit was £1.6m (2010: £0.6m).
- Finance income less costs £0.0m (2010: £0.1m) and continues to reflect low deposit rates of interest.
- Share of post tax loss of our two Associate company investments was £1.0m (2010: £1.4m).
- Taxation charge was £0.5m (2010: £0.0m).
- Group profit after tax and loss on Associate companies was £0.1m [2010: £0.8m loss].
- Net cash was £9.8m (2010: £10.2m).
- Investment in Associate companies was £0.1m (2010: £1.9m) and loans to Associates was £1.6m (2010: £nil).

• Key performance indicators ("KPIs")
- our KPIs are growth of revenue and operating margin (measured as earnings before interest, exceptional items, amortisation of intangible assets, share of associates profit or loss and tax as a percentage of revenue). Our revenues increased but only by less than one percent and operating margin doubled to 4.1 percent (2010: 2.0 percent).

Both KPIs confirm an upward movement and confirms that the business has stabilised owing to the corrective actions your Board undertook during the past two years.

### Managed Data Services ("MDS")

Revenues declined to £28.9m from £31.2m and reflect the high customer churn that MDS suffered in the previous year and lower prices on renewals.

Consequent to lower sales volumes operating profit fell to £2.0m from £3.7m.

However new business orders continue to be won with the enhanced product ranges and competitive pricing that were introduced last year, customer churn was reduced and so this division's profitability has stabilised and data and network services are planned to grow again.

However our data centres are all close to capacity in London, where leases also expire during calendar 2012, and in Harrogate. We are close to contracting for a state-of-the-art data centre in Reading to replace the legacy ones in central London. The new data centre, for which we have already obtained planning consent and power provisioning, will lower power consumption and therefore our CO2 emissions as well as greatly improving our ability to maintain our Service Level Agreements ("SLAs"). It is proposed to commission it in January 2012.

We continue to explore and negotiate for a new freehold data centre in Yorkshire utilising green power as well as lower power consumption. Our objective is a low cost state-of-the-art new northern facility to deliver all our managed services and offer co-location space.

### Managed Voice Services ("MVS")

MVS revenue grew 32.9 percent to £10.8m (2010: £8.1m) and operating loss reduced by 86.8 percent to £0.4m (2010: £2.8m). This improvement again highlights your Board's plan to move MVS into sustained and growing operating profits and thus dramatically improve the Group's KPI operating margin. Despite MDS reduction in revenues and profit its operating margins were still 7.0 percent (2010: 11.7 percent) so moving MVS into sustained and growing operating profits can lead to the Group achieving its medium term objective of double digit percentage earnings.

MVS future operating profits can utilise the brought forward tax losses of £14.9m [note 6 to the accounts].

### **Instant Communications**

This is part of the MVS division and markets in the UK our associate, Mobile Tornado Group plc ("Mobile Tornado"), push-to-talk products. During the year all the technical issues that earlier bedevilled this project were resolved and the level of market interest was maintained. However, rather than Instant Communications having its own sales and support teams we have integrated them back into the Group and MVS operations thus lowering operating costs.

The Group balance sheet holds assets of £2.0m (2010: £2.0m) of prepaid push-to-talk licences and £1.3m (2010: £1.6m) of mobile handsets.

# CHIEF EXECUTIVE OFFICER'S REPORT CONTINUED /

### Investment in Associate undertakings Mobile Tornado Group plc (49.8 percent owned)

Mobile Tornado has made good progress in winning global sales contracts and, by careful cost controls, is expected to achieve breakeven during the next year.

Our share of post tax loss of Mobile Tornado reduced to £0.7m from £1.2m.

Your Board decided that until profitability is achieved by this Associate not to convert our £3.0m convertible redeemable preference shares as they have preference over the ordinary shares. However, we shall continue to review the situation on a regular basis. A further £1.6m of short term secured loans were made to Mobile Tornado during the year to assist its working capital.

### Live-PA Limited ("Live-PA") (45.4 percent owned)

Live-PA's first phase software development is nearing completion and call recording products for Microsoft and Broadsoft are under beta-testing. The Broadsoft product is being trialled with some of our voice customers in the UK.

Early last year we completed our contracted £0.5m equity investment and later loaned £0.1m together with our joint venture partner to provide additional working capital.

### Outlook

Last year we won more sales contracts than the year before but drastically reduced customer churn. At the same time we kept tight cost controls in place and so increased Group operating profit.

In this new fiscal year we plan to further improve our sales contract wins across both divisions, minimise customer churn and keep tight cost controls in place. As referred to earlier, by growing the MVS division into sustained profitability your Group can grow revenues and achieve its medium term objective of double digit operating profitability. In addition, we have the opportunity to assist the Associates into operating profits which will also greatly enhance the Group profit for the year

Meanwhile, there is much M&A activity in our managed services market. Many other companies in our market have experienced falls or minimal growth in revenue so are looking to grow by acquisition or, indeed, offer themselves up for sale as the Credit Crunch still bites. Your Board is keeping a close eye on all such developments.



Peter Wilkinson Chief Executive Officer 13 June 2011



### MANAGEMENT TEAM /

### **Non-executive Directors**

The Rt. Hon. Lord Parkinson Chairman and Senior Non-executive Director

Lord Parkinson was appointed to the Board in July 2000 as a non-executive Director and is Chairman of the Audit Committee and a member of the Remuneration Committee. Lord Parkinson is a Member of the House of Lords and was a Member of Parliament from 1970 to 1992, during which time he held a number of senior ministerial positions including Secretary of State for Trade and Industry, Energy and Transport. He was Chairman of the Conservative Party from 1981 to 1983 and again from 1997 to 1998. A qualified chartered accountant, Lord Parkinson is currently Chairman and Director of a number of other companies including Jarvis Group Limited, Jarvis Commercial Properties Limited and Henderson Rowe Limited.

### Joe McNally Non-executive Director

Joe McNally was appointed to the Board in December 2000 as a non-executive Director. He founded Compaq UK and Ireland and was latterly appointed Chairman, before retiring in August 2001.

### Charles Scott Non-executive Director

Charles Scott joined the Board in April 2001 as a non-executive Director. A chartered accountant, he was Chairman of William Hill plc before retiring on 31 August 2010 and is a non-executive Director of Flybe Group Plc and EMCORE Corporation.

### **Executive Directors**

#### Peter Wilkinson

#### Chief Executive Officer

Peter Wilkinson founded STORM in 1983 and VData in 1998 and both these businesses were sold, in a reverse takeover, to InTechnology plc in 2000.

In 1995, he started Planet Online Limited, the internet service provider, which was subsequently sold to Energis in 1998. He retained Planetfootball.com which was reversed into Sports Internet Group plc in 1999 and subsequently sold to BSkyB plc in 2000. In 1998, Peter invented the free ISP model Freeserve, the internet access service which was launched by DSG international plc.

Peter is non-executive Chairman of Mobile Tornado Group plc, an AIM listed telecoms technology company, and holds a 13.4% stake. InTechnology plc has a 49.8% stake in Mobile Tornado Group plc.

### Andrew Kaberry Finance Director

Andrew Kaberry has worked with Peter Wilkinson since 1984 as Finance Director and was appointed to the Board of InTechnology plc in July 2000. He has significant experience of the computer industry including Finance Director of Planet Online Limited. Andrew qualified as a chartered accountant with KPMG in 1972.

### Richard James Company Secretary

Richard James qualified as a solicitor with Allen & Overy in 1986 and was a Partner at Pinsent Curtis in 1991, before moving to Hammonds as a Partner in 1996. After advising Peter Wilkinson on the acquisition of Planetfootball.com by Sports Internet Group plc, Richard was appointed as Managing Director of Planetfootball.com and Company Secretary of Sports Internet Group plc. Richard was appointed to the Board of InTechnology plc in September 2000 as a Director and Company Secretary.

### Bryn Sage Chief Operating Officer

Bryn Sage has spent his career in the IT industry beginning as a computer engineer in 1981. In 1986, he joined STORM and progressed through the company to the position of Sales Director in 1994. He was appointed to the Board of InTechnology plc in July 2000.

### DIRECTORS' REPORT /

The Directors present their annual report and audited consolidated financial statements of the Company and the Group for the year ended 31 March 2011.

#### Principal activities

InTechnology plc provides managed data and voice services to users over its own end-to-end quality assured IP network.

#### **Business review**

The information that fulfils the requirements of the Business Review can be found in the Chief Executive Officer's report on pages 6 to 8. Our review of the principal risks and uncertainties of the business is set out on pages 16 to 17.

### Results and dividends

The Directors do not recommend the payment of a dividend in respect of the year ended 31 March 2011 (2010: £nil). The Company currently intends to reinvest future earnings to finance the growth of the business.

The profit retained for the financial year of £106,000 (2010: £771,000 loss) will be added to reserves.

### Share capital

Details of changes in share capital are set out in note 18 to the financial statements.

### **Directors**

The Directors of the Company during the year ended 31 March 2011, together with brief biographies, are shown on pages 10 to 11

#### Re-election of Directors

In accordance with the Company's Articles of Association, Directors will retire by rotation. Accordingly, Peter Wilkinson, Bryn Sage and Charles Scott will retire by rotation and, being eligible, offer themselves for re-election at the forthcoming AGM.

### Directors' remuneration and interests

The Remuneration report is set out on pages 18 to 22. It includes details of Directors' remuneration, interests in the shares of the Company, share options and pension arrangements. The Company's Register of Directors' Interests, which is open to inspection at the Company's registered office, contains full details of Directors' shareholdings and options to subscribe for shares.

The Board's Corporate Governance report, including the Directors' statement on responsibilities for the preparation of financial statements, is set out on pages 15 to 17.

Details of related party transactions involving Directors of the Company are given in note 23 to the financial statements.

### Substantial shareholdings

At 13 June 2011, the Company had received notification that the following six shareholders are interested in more than 3% of the issued ordinary share capital of the Company (totalling 91.3%):

### Percentage of shares held

Peter Wilkinson	55.7%
Artemis Fund Managers	11.6%
Jon Wood	7.5%
Gartmore Fund Managers	6.7%
Andrew Kaberry	5.5%
Herald Investment Trust	4.3%

#### Going concern

Under company law, the Directors are required to consider whether it is appropriate to prepare financial statements on the basis that the Company is a going concern. As part of its normal business practice budgets, cash flow forecasts and longer term financial projections are prepared, and in reviewing this information the Group forecasts to continue to fully comply with the loan covenants, the Directors are therefore satisfied that the Company and the Group have adequate resources to enable them to continue in business for the foreseeable future. The Directors have therefore adopted the going concern basis in the preparation of the financial statements.

### **Employees**

The Group places considerable value on the involvement of its employees and has continued its practice of keeping them informed of matters affecting them as employees and the various factors affecting the performance of the Group.

The Directors recognise that continued and sustained improvement in the performance of the Group depends on its ability to attract, motivate and retain employees of the highest calibre. Furthermore, the Directors believe that the Group's ability to sustain a competitive advantage over the long term depends to a large part on ensuring that all employees contribute to the maximum of their potential. The Group is committed to improving the performance of all employees through development and training.

The Group is an equal opportunity employer. The Group's policies seek to promote an employment environment free from discrimination, harassment and victimisation and to ensure that no employee or applicant is treated less favourably on the grounds of gender, marital status, age, race, colour, nationality or national origin, disability or sexual orientation or is disadvantaged by conditions or requirements, which cannot objectively be justified. Entry into, and progression within the Group, is solely determined on the basis of work criteria and individual merit.

The Group continues to give full and fair consideration to applications for employment made by disabled persons, having regard to their respective aptitudes and abilities. The policy includes, where practicable, the continued employment of those who may become disabled during their employment and the provision of training and career development and promotion, where appropriate.

#### Share schemes

Share ownership is very important to the Group's remuneration philosophy and the Directors believe that the key to the Group's future success lies in a motivated workforce holding a stake in the Company. The schemes are described in the Board's Remuneration report and details of the options granted under the schemes are set out in notes 18 and 19 to the financial statements.

### DIRECTORS' REPORT CONTINUED /

### Research and development

The Group continues to undertake the development of new products with the objective of increasing future profitability. The cost to the Group is written off to the income statement as incurred. Progress of research and development is discussed in the Chief Executive Officer's report on pages 6 to 8.

### Policy and practice on payment of creditors

It is the Group's policy to agree terms and conditions for its business transactions with its suppliers. The Group seeks to abide by the payment terms agreed with suppliers whenever it is satisfied that the supplier has provided the goods or services in accordance with the agreed terms and conditions.

In the year ended 31 March 2011 average creditor days for the Group and Company were 29 days (2010: 21 days).

### Charitable and political donations

The contributions made by the Group during the year for charitable purposes totalled £2,375 (2010: £4,614). The Group made no political contributions (2010: £nil).

#### **Environment**

The Group recognises the importance of environmental responsibility. The nature of its activities has a minimal effect on the environment but where they do, the Group acts responsibly and is aware of its obligations at all times.

The Group is committed to substantially reducing the carbon footprint of its future data centres, which are large consumers of electricity, by utilising state-of-the-art technologies and practices.

### **Annual General Meeting**

The next AGM of the Company will be held on 19 July 2011. Details of the business to be proposed at the AGM are contained within the Notice of Annual General Meeting, which is set out on pages 59 to 60.

### Independent auditors

PricewaterhouseCoopers LLP have indicated their willingness to continue in office and a resolution proposing that they be reappointed as independent auditors and authorising the Directors to fix their remuneration will be proposed at the Annual General Meeting.

By order of the Board

### Richard James

Company Secretary 13 June 2011

### CORPORATE GOVERNANCE /

InTechnology plc is an unlisted public company and is not therefore required to comply with the Principles of Good Governance and Code of Best Practice, the Financial Reporting Council Combined Code on Corporate Governance. The following disclosures are made voluntarily.

### **Principles of Corporate Governance**

The Board recognises the value of good corporate governance as a positive contribution to the well being of the business and believes in applying these principles in a sensible and pragmatic manner that are considered appropriate to the nature and size of the Group.

#### **Board of Directors**

The Board of Directors consists of seven members, including a non-executive Chairman and two other non-executive Directors.

The roles of Chairman and Chief Executive Officer are separated and clearly defined. The activities of the Company are controlled by the Board, which meets throughout the year. There is a formal schedule of matters specifically reserved for the full Board's decision, together with a policy enabling Directors to take independent advice in the furtherance of their duties at the Company's expense. The Board programme is designed so that Directors have regular opportunity to consider the Company's strategy, policies, budgets, progress reports and financial position and to arrive at a balanced assessment of the Company's position and prospects.

#### Re-election of Directors

As required by the Company's Articles of Association, Directors offer themselves for re-election at least once every three years. Any Director appointed during the year is required to seek re-appointment by shareholders at the next Annual General Meeting. The biographical details of all the Directors are set out on pages 10 to 11.

The Board is assisted by the Company Secretary, who provides a point of reference and regular support for all Directors and senior managers. He has responsibility for ensuring that Board procedures are followed, for establishing the Company's corporate governance policies and for assisting the Board in facilitating compliance by the Company with its legal obligations.

The Board receives reports from the following three committees:

### The Audit Committee

Comprises two non-executive Directors and the non-executive Chairman and is chaired by Lord Parkinson. Its duties include a comprehensive review of the annual and interim financial statements before they are presented to the Board for approval. The Audit Committee meets at least twice a year to review the findings of the external auditors, key accounting policies and judgements. It has unrestricted access to the Company's auditors.

### The Remuneration Committee

Comprises the three non-executive
Directors and is chaired by Joe McNally.
It meets at least once a year and is
responsible for making recommendations
to the Board on remuneration policy
for executive Directors and for setting
salaries, incentive payments and the
granting of share options.

### The Executive Operating Board

This comprises the executive Directors and certain senior business managers, and is chaired by the Chief Executive Officer. It acts as a general operating management committee and meets twice monthly for most of the year. It authorises recruitment and capital expenditure and reviews operational and financial performance.

### Relations with shareholders

The Company seeks to ensure that all shareholders are kept informed about the Company and its activities.

A comprehensive annual report is sent to shareholders and both the annual and interim reports are put on the websites of Sharemark (www.sharemark.com) and the Company (www.intechnology.com).

The Annual General Meeting is a forum for shareholders' participation with the opportunity to meet and question Board members.

### CORPORATE GOVERNANCE CONTINUED /

### Internal control

The Board of Directors acknowledges its overall responsibility for the Company's systems of internal control and for monitoring their effectiveness. The Board has control over strategic, financial and compliance issues and has introduced a structure of responsibility with appropriate levels of authority.

The Company's Directors and varying levels of management have clear responsibilities in ensuring that the control environment operates efficiently. Clear lines of responsibility are developed through the Company's organisation structure. Ethical policies are communicated through all forms of personnel training and via appropriate procedures, in establishing a code of ethics.

Although no system of internal control can provide absolute assurance against material misstatement or loss, the Company's systems are designed to provide reasonable assurance that problems are identified on a timely basis and are dealt with appropriately. The principal features of the Company's internal financial control structures can be summarised as follows:

- (a) Preparation of budgets and forecasts approved by the Board.
- (b) Monthly management accounts, showing comparisons of actual results against budget and prior year results, are reviewed by the Board. Variances from budget are thoroughly investigated and discussed at bi-monthly Board meetings. Where lapses in internal control are detected, these are rectified.
- (c) The Company's cash flow is monitored monthly.
- (d) The Board authorises capital expenditure where this is significant and all capital expenditure is first authorised by the Executive Operating Board.

The Board has continued to enhance its risk control programme; in particular, those elements which relate to ensuring that risk reviews are formally embedded in control systems rather than being the subject of formal annual reviews.

### Risks and uncertainties

There are a number of potential risks and uncertainties that could have an impact on the Company's long term prospects.

#### Competitive pressures

Both our managed data and managed voice services divisions operate within the UK in a competitive environment.

The MDS division market outsourced online data for both primary and secondary data services that compete with traditional in-house computer solutions. Network services compete with all the major telecom companies and data centre hosting competes with many specialist data centre companies. To mitigate these competitive pressures the Company markets its various managed services as a "one-stop-shop", targets niche sectors of the market and constantly develops and refines its services to demonstrate a competitive edge to existing and potential customers.

The MVS division has competition from the large telecom companies and many smaller operators. To mitigate these competitive pressures the Company offers more value added services such as Voice over IP and its recently launched mobile phone services. Such services help differentiate the Company and earn higher margins than commodity services such as unmanaged lines and call minutes.

Both data and voice divisions contract with agreed SLAs. Adherence by the Company to operating within such SLAs is crucial to maintaining customer satisfaction and renewal of a contract. Internal procedures ensure that SLAs are constantly monitored and resources allocated to maintain levels of service of at least a minimum of that contracted with customers.

### Staff costs

As an IT managed services business total staff costs are approximately 50 percent of our total operating costs. The Company could be hindered by a shortage or inability to recruit and retain qualified and experienced staff.

To mitigate this risk the Company constantly seeks to structure its recruitment and retention strategies to attract and retain the right people.

### Economy

Any national economic downturn can detrimentally affect the Company's level of demand for its data and voice services.

To mitigate this risk the Company usually contracts for all services on a three year or longer minimum term and constantly reviews, develops and enhances its product range so that customers can improve their own productivity or reduce their current bought in costs.

### Risk assessment

The Board is made aware of the risks to the Company by the executive Directors who are members of the Executive Operating Board, which includes senior managers of the Company. The Executive Operating Board usually meets two times per month.

The Executive Operating Board has established an ongoing process for identifying, evaluating and managing the significant risks faced by the Company.

### Statement of Directors' responsibilities in respect of the Annual Report and Financial Statements

The Directors are responsible for preparing the Annual Report and Financial Statements in accordance with applicable law and regulations.

Company law requires the Directors to prepare financial statements for each financial year. Under that law the Directors have prepared the group and parent company financial statements in accordance with International Financial Reporting Standards ("IFRSs") as adopted by the European Union. Under company law the Directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the group and the company and of the profit or loss of the group for that period. In preparing these financial statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent:
- state whether applicable IFRSs as adopted by the European Union have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and the group and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Directors are responsible for the maintenance and integrity of the Company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

So far as the Directors are aware, there is no relevant audit information of which the Company's auditors are unaware. Each Director has taken all the steps that he ought to have taken as a Director in order to make himself aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

By order of the Board

### Richard James Company Secretary 13 June 2011

### REMUNERATION REPORT /

The Directors present their Remuneration report which covers the remuneration of both executive Directors and non-executive Directors. The report has been approved by the Board and signed on its behalf by the Chairman of the Remuneration Committee. The contents of this report are unaudited unless clearly identified as audited.

The Remuneration Committee comprises the non-executive Directors:

Joe McNally (Chairman)
The Rt. Hon. Lord Parkinson
Charles Scott

### Directors' remuneration

### Remuneration of non-executive Directors

The remuneration of the non-executive Directors is determined by the Board, with the assistance of independent advice concerning comparable organisations and appointments. The non-executive Directors do not take part in discussions on their remuneration. Neither the non-executive Chairman nor the other non-executive Directors received any pension from the Group, nor did they participate in any of the bonus schemes.

The non-executive Chairman and Directors have interests in share options as disclosed on page 22.

### Remuneration of executive Directors

The main aim of the Company's executive pay policy is to secure the skills and experience needed to meet its strategic business objectives. Furthermore, the Company aims to align the interests of all employees as closely as possible with the interests of shareholders through sharebased incentives.

The Company's Remuneration Committee decides the remuneration policy that applies to executive Directors. In setting the policy it considers a number of factors including:

- (a) The basic salaries and benefits available to executive Directors of comparable companies.
- (b) The need to attract and retain

  Directors of an appropriate calibre.

(c) The need to ensure executive Directors' commitment to the continued success of the Group by means of incentive schemes.

The Company's remuneration policy is to:

- (a) Have regard to the Directors' experience and the nature and complexity of their work in order to pay a competitive salary that attracts and retains management of the highest quality.
- (b) Link individual remuneration packages to the Group's long term performance through the award of share options and incentive schemes.
- (c) Provide post retirement benefits through defined contribution pension schemes.
- (d) Provide employment related benefits including the provision of a company car (or car allowance), fuel, medical and life insurance and insurance relating to the Directors' duties.

### **Salaries**

The Remuneration Committee meets at least once a year in order to consider and set the annual salaries for executive Directors, having regard to the needs of the Company, individual responsibilities, personal performance and independently compiled salary survey information.

### Pensions (audited)

The executive Directors are members of defined contribution pension schemes, the assets of which are held independently of the Company. The amounts contributed by the Company for the year ended 31 March 2011 were £22,000 (2010: £22,000). The Company does not provide any other post-retirement benefits to the Directors.

With the exception of the contract with Richard James, if the Company terminates the contract by notice but other than on giving full notice, the contracts of service provide for the payment of a fixed amount equal to the salary and other contractual benefits for the unexpired portion of the appointment or entitlement to notice, as the case may be.

### **Non-executive Directorships**

The Remuneration Committee believes that the Group can benefit from executive Directors accepting appointments as non-executive Directors of other companies. The Director concerned may retain any fees related to such employment.

#### Contracts of service

The executive Directors have contracts of service that can be terminated by the Company with the following notice periods:

Peter Wilkinson 12 months
Andrew Kaberry 6 months
Richard James 12 months
Bryn Sage 12 months

### REMUNERATION REPORT CONTINUED /

### Directors' emoluments (audited)

The remuneration of the Directors of the Company was as follows:

			2011			2010
	Salary	Bonus	Benefits in kind	Pension contributions	Total	Total
	£'000	£'000	£'000	£'000	£'000	£'000
<b>Executive Directors</b>						
Peter Wilkinson	212	-	45	3	260	257
Bryn Sage	130	46	19	7	202	191
Andrew Kaberry	150	-	32	12	194	193
Richard James	150	-	17	-	167	167
	642	46	113	22	823	808
	Fees	Bonus	Benefits in kind	Pension contributions	Total	Total
	£'000	£'000	£'000	£'000	£'000	£'000
Non-executive Directors						
The Rt. Hon. Lord Parkinson	50	-	-	-	50	50
Joe McNally	30	-	-	-	30	30
Charles Scott	30	-	-	-	30	30
	110	-	-	-	110	110
Total	752	46	113	22	933	918

Benefits in kind include the provision of a company car (or car allowance), fuel, medical, life insurance and insurance relating to the Directors' duties.

### **Directors' interests**

#### Interests in shares

The interests of the Directors in the shares issued and fully paid of the Company as at 31 March were:

	20	11	20	10
	Number	Percentage of shares held	Number	Percentage of shares held
The Rt. Hon. Lord Parkinson	221,885	0.2%	221,885	0.2%
Peter Wilkinson	78,403,998	55.7%	78,403,998	56.2%
Richard James	800,000	0.6%	800,000	0.6%
Andrew Kaberry	7,725,961	5.5%	7,725,961	5.5%
Bryn Sage	1,491,969	1.0%	1,241,969	0.9%
	88,643,813	63.0%	88,393,813	63.4%

Apart from the interests disclosed above and the interests in share options disclosed on page 22, none of the other Directors of the Company at 31 March 2011 held interests at any time in the year in the share capital of the Company or other Group companies. Directors' interests in shares include 3,638,368 issued ordinary shares under the InTechnology Equity Participation Plan.

There have been no other changes in Directors' shareholdings since 31 March 2011.

### REMUNERATION REPORT CONTINUED /

### Interests in share options (audited)

The following share schemes were in place at the year end:

• Options granted directly by InTechnology plc at varying dates and prices.

Further details are provided in notes 18 and 19 to the financial statements.

Set out below are details of share options that have been granted to Directors:

Non-executive Directors	No. of share options 2010 and 2011	Exercise price pence	Earliest exercise date	Expiry date
The Rt. Hon. Lord Parkinson	203,178	17.0	06/05/11	06/05/18
Joe McNally	50,000	17.0	06/05/11	06/05/18
Charles Scott	50,000	17.0	06/05/11	06/05/18

The price of the Company's shares at 31 March 2011 was 6.5p and the range during the year then ended was 6.0p to 10.0p.

### Joe McNally

Non-executive Director 13 June 2011

## INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF INTECHNOLOGY PLC /

FOR THE YEAR ENDED 31 MARCH 2011

We have audited the group and parent company financial statements (the "financial statements") of InTechnology plc for the year ended 31 March 2011 which comprise the Consolidated statement of comprehensive income, the Group and Parent Company Statements of changes in shareholders' equity, the Group and Parent Company Balance sheets, the Group and Parent Company Cash flow statements and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and International Financial Reporting Standards ("IFRSs") as adopted by the European Union and, as regards the parent company financial statements, as applied in accordance with the provisions of the Companies Act 2006.

### Respective responsibilities of Directors and auditors

As explained more fully in the Statement of Directors' responsibilities set out on page 17, the Directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

This report, including the opinions, has been prepared for and only for the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the group's and parent company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the Directors; and the overall presentation of the financial statements.

In addition, we read all the financial and non-financial information in the Annual Report and Financial Statements 2011 to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

## INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF INTECHNOLOGY PLC CONTINUED /

FOR THE YEAR ENDED 31 MARCH 2011

### Opinion on financial statements

In our opinion:

- the financial statements give a true and fair view of the state of the group's and of the parent company's affairs as at 31 March 2011 and of the group's profit and group's and parent company's cash flows for the year then ended;
- the group financial statements have been properly prepared in accordance with IFRSs as adopted by the European Union:
- the parent company financial statements have been properly prepared in accordance with IFRSs as adopted by the European Union and as applied in accordance with the provisions of the Companies Act 2006; and
- the financial statements have been prepared in accordance with the requirements of the Companies Act 2006.

### Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

### Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept by the parent company, or returns adequate for our audit have not been received from branches not visited by us: or
- the parent company financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of Directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

### Ian Morrison

(Senior Statutory Auditor)
for and on behalf of
PricewaterhouseCoopers LLP
Chartered Accountants and
Statutory Auditors
Leeds
13 June 2011

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME/

FOR THE YEAR ENDED 31 MARCH 2011

		2011	2010
	Note	£'000	€'000
Revenue	3	39,648	39,336
Cost of sales		(14,589)	(14,250)
Gross profit		25,059	25,086
Net operating expenses before depreciation and amortisation		(20,946)	(21,453)
Depreciation of property, plant and equipment		(2,689)	(3,080)
Amortisation of intangible assets		-	(213)
Net operating expenses		(23,635)	(24,746)
Other operating income		199	221
Operating profit		1,623	561
Finance income	5	76	134
Finance costs	5	(35)	(64)
Share of post tax loss of associates		(1,032)	(1,396)
Profit/(loss) before taxation		632	(765)
Taxation	6	(526)	(6)
Profit/(loss) for the year	3	106	(771)
Other comprehensive income:			
Currency translation differences		7	208
Total comprehensive profit/(loss) for the year		113	(563)
Earnings per share (pence)			
Basic	9	0.08	(0.55)
Diluted	9	0.08	(0.55)

# STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY /

FOR THE YEAR ENDED 31 MARCH 2011

	Share capital	Share premium	Capital redemption reserve	Share option reserve	Retained earnings	Total
	£'000	£'000	£'000	£'000	£'000	£'000
Group						
As at 1 April 2009	1,387	53,821	480	98	9,096	64,882
Employee share options:						
- value of employee services	-	-	-	83	-	83
- deferred tax charge on employee services	-	-	-	(8)	-	(8)
- proceeds from shares issued	2	2	-	-	-	4
Issue of deferred payment shares	7	91	-	-	-	98
Share of exchange gain of associate	-	-	-	-	208	208
Net loss for the year	-	-	-	-	(771)	(771)
As at 31 March 2010	1,396	53,914	480	173	8,533	64,496
Employee share options:						
- value of employee services	-	-	-	27	-	27
Issue of deferred payment shares	11	75	-	-	-	86
Share of exchange gain of associate	-	-	-	-	7	7
Net profit for the year	-	-	-	-	106	106
As at 31 March 2011	1,407	53,989	480	200	8,646	64,722

	Share capital		Capital redemption reserve	Share option reserve	Retained earnings	Total
	£'000	£'000	£'000	£'000	£'000	£'000
Company						
As at 1 April 2009	1,387	53,821	480	98	6,916	62,702
Employee share options:				00		02
- value of employee services	-	-	-	83 (8)	-	83 (8)
<ul><li>deferred tax charge on employee services</li><li>proceeds from shares issued</li></ul>	2	2	-	(0)	-	(0)
Issue of deferred payment shares	7	91	-	-	-	98
Net profit for the year	_	-		-	720	720
As at 31 March 2010	1,396	53,914	480	173	7,636	63,599
Employee share options:						
- value of employee services	-	-	_	27	-	27
Issue of deferred payment shares	11	75	-	-	-	86
Net profit for the year	-	-	-	-	1,069	1,069
As at 31 March 2011	1,407	53,989	480	200	8,705	64,781

### BALANCE SHEETS /

AS AT 31 MARCH 2011

	Group			Com	npany
		2011	2010	2011	2010
	Note	£'000	£'000	£'000	£'000
Assets					
Non-current assets					
Goodwill	10	38,997	38,997	35,747	35,747
Property, plant and equipment	11	6,432	6,213	6,432	6,213
Investment in subsidiary and associate undertakings	13	1,591	2,552	8,419	8,369
Deferred tax assets	7	1,355	1,763	739	1,202
Trade and other receivables	15	-	-	6,516	6,516
		48,375	49,525	57,853	58,047
Current assets					
Inventories	14	1,267	1,574	1,267	1,574
Trade and other receivables	15	11,957	8,882	11,957	8,882
Cash and cash equivalents		11,536	12,598	11,536	12,598
		24,760	23,054	24,760	23,054
Liabilities					
Current liabilities					
Trade and other payables	16	(6,375)	(5,431)	(6,375)	(5,431)
Borrowings	17	(607)	(685)	(607)	(685)
Current tax liabilities		(281)	(210)	(281)	(210)
Net current assets		17,497	16,728	17,497	16,728
Non-current liabilities					
Trade and other payables	16	-	-	(9,419)	(9,419)
Borrowings	17	(1,150)	(1,757)	(1,150)	(1,757)
Net assets		64,722	64,496	64,781	63,599
Shareholders' equity					
Ordinary shares	18	1,407	1,396	1,407	1,396
Share premium	18	53,989	53,914	53,989	53,914
Capital redemption reserve		480	480	480	480
Share option reserve		200	173	200	173
Retained earnings		8,646	8,533	8,705	7,636
Total shareholders' equity		64,722	64,496	64,781	63,599

The financial statements on pages 25 to 58 were approved by the Board of Directors on 13 June 2011 and were signed on its behalf by:

### Andrew Kaberry

Finance Director InTechnology plc

Registered number: 03916586

### CASH FLOW STATEMENTS /

FOR THE YEAR ENDED 31 MARCH 2011

		Gro	oup	Comp	oany
		2011	2010	2011	2010
	Note	£'000	£'000	£,000	£'000
Cash flows from operating activities					
Cash generated from operations	20	2,591	3,749	2,591	3,826
Interest received		79	119	79	119
Interest paid		(29)	(30)	(29)	(30)
Interest element of finance lease payments		(6)	(34)	(6)	(34)
Tax paid		(62)	(13)	(62)	(13)
Net cash generated from operating activities		2,573	3,791	2,573	3,868
Cash flows from investing activities					
Proceeds from sale of property, plant and equipment		68	56	68	56
Proceeds from the closure of discontinued activities		-	69	-	69
Purchase of property, plant and equipment		(2,927)	(2,193)	(2,927)	(2,193)
Investment in subsidiary and associate undertakings		(50)	(1,510)	(50)	(1,510)
Net cash used in investing activities		(2,909)	(3,578)	(2,909)	(3,578)
Cash flows from financing activities					
Net proceeds from issue of ordinary share capital		-	4	-	4
Decrease in borrowings		(600)	(600)	(600)	(600)
Capital element of finance lease payments		(85)	(276)	(85)	(276)
Net cash used in financing activities		(685)	(872)	(685)	(872)
Net decrease in cash and cash equivalents in the year		(1,021)	(659)	(1,021)	(582)
Cash and cash equivalents at beginning of year		12,598	13,185	12,598	13,108
Exchange (losses)/gains on cash and cash equivalents		(41)	72	(41)	72
Cash and cash equivalents at end of year		11,536	12,598	11,536	12,598

# NOTES TO THE FINANCIAL STATEMENTS /

FOR THE YEAR ENDED 31 MARCH 2011

### 1 General information

InTechnology plc provides managed data and voice services to users over its own end-to-end quality assured IP network.

The Company is an unlisted public company incorporated and domiciled in the United Kingdom under the Companies Act 2006. The address of its registered office is Central House, Beckwith Knowle, Harrogate HG3 1UG.

The registered number of the Company is 03916586.

### 2 Summary of significant accounting policies

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

#### 2.1 Basis of preparation

The financial statements have been prepared under the historical cost convention, except for share-based payments which are measured at fair value, in accordance with International Financial Reporting Standards ("IFRSs") as adopted by the European Union and IFRIC interpretations. The standards used are those published by the International Accounting Standards Board ("IASB") and endorsed by the EU at the time of preparing these statements (June 2011). A summary of the more important accounting policies are set out on pages 30 to 37.

### Accounting estimates and judgements

The Group's critical accounting policies under IFRSs have been set by management with the approval of the Audit Committee. The application of these policies requires estimates and assumptions to be made concerning the future and judgements to be made on the applicability of policies to particular situations. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Under IFRSs an estimate or judgement may be considered critical if it involves matters that are highly uncertain, or where different estimation methods could reasonably have been used, or if changes in the estimate that would have a material impact on the Group's results are likely to occur from period to period. The critical judgements required when preparing the Group's accounts are as follows:

Carrying value of goodwill – The Group tests annually whether goodwill has suffered any impairment and the Group's goodwill value has been supported by detailed value-in-use calculations relating to the recoverable amounts of the underlying cash generating units. These calculations require the use of estimates. However, as recoverable amounts exceed carrying values, there is no impairment within a range of reasonable assumptions.

Standards, amendments and interpretations effective for the year ended 31 March 2011 with no significant impact

- (i) IFRS 2 (amendments), 'Group cash-settled share-based payment transactions'.
- (ii) IFRS 3 (revised), 'Business combinations'.
- (iii) IFRS 5 (amendment), 'Non-current assets held for sale and discontinued operations'.
- (iv) IAS 1 (amendment), 'Presentation of financial statements'.
- (v) IAS 27 (revised), 'Consolidated and separate financial statements'.
- (vi) IAS 32 (amendment), 'Classification of rights issues'.
- (vii) IAS 38 (amendment), 'Intangible assets'.
- (viii) IAS 39 (amendment), 'Financial instruments: recognition and measurement'.
- (ix) IFRIC 17, 'Distribution of non-cash assets to owners'.
- (x) IFRIC 18, 'Transfer of assets from customers'.

Standards, amendments and interpretations to existing standards that are not yet effective and have not been early adopted by the Group

- (i) IFRIC 19, 'Extinguishing financial liabilities with equity instruments' This clarifies the requirements of IFRSs when an entity renegotiates the terms of a financial liability with its creditor and the creditor agrees to accept the entity's shares or other equity instruments to settle the financial liability fully or partially. The interpretation is effective for annual periods beginning on or after 1 July 2010.
- (iii) IAS 24 (revised), 'Related party disclosures' This supersedes IAS 24, 'Related party disclosures', issued in 2003. The revised IAS 24 is required to be applied for years beginning on or after 1 January 2011.
- (iii) IFRIC 14 (amended), 'Prepayments of a minimum funding requirement' - The amendments correct an unintended consequence of IFRIC 14, 'IAS 19 - The limit on a defined benefit asset, minimum funding requirements and their interaction'. Without the amendments, entities are not permitted to recognise as an asset some voluntary prepayments for minimum funding contributions. This was not intended when IFRIC 14 was issued, and the amendments correct the problem. The amendments are effective for annual periods beginning 1 January 2011. The amendments should be

- applied retrospectively to the earliest comparative period presented.
- (iv) IFRS 9, 'Financial instruments' This addresses the classification
  and measurement of financial
  assets. The standard is not
  applicable until 1 January 2013 but
  is available for early adoption.

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED /

FOR THE YEAR ENDED 31 MARCH 2011

### 2.2 Group accounts

#### Subsidiaries

Subsidiaries are entities controlled by the Group. Control exists when the Group has the power, directly or indirectly, to govern the financial and operating policies of an entity so as to obtain benefits from its activities. In assessing control, potential voting rights that are presently exercisable or convertible are taken into account. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

The Group uses the acquisition method of accounting to account for business combinations. The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred, the liabilities incurred and the equity interests issued by the Group. Acquisition-related costs are expensed as incurred. Identifiable assets acquired, and liabilities and contingent liabilities assumed, in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any non-controlling interest. The excess of the cost of acquisition over the Group's share of identifiable net assets acquired is recorded as goodwill.

Inter-company transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

### Transactions with non-controlling interests

The Group treats transactions with non-controlling interests as transactions with the equity owners of the Group. For purchases from non-controlling interests, the difference between any consideration paid and the relevant share acquired of the carrying value of net assets of the subsidiary is recorded as equity. Gains or losses on disposals to non-controlling interests are also recorded in equity.

#### Associates

Associated undertakings are those companies in which the Group has a beneficial interest of between 20% and 50% in the equity capital and where the Group exercises significant influence over commercial and financial policy decisions. The consolidated statement of comprehensive income includes the Group's share of post-acquisition profits or losses after tax and the Group's share of other recognised gains and losses, and the balance sheet includes the Group's share of the net assets of associated undertakings.

### Intangible assets

#### Goodwill

On the acquisition of a business, fair values are attributed to the net assets acquired. Goodwill arises where the fair value of the consideration given for a business exceeds such net assets. Goodwill arising on acquisitions is capitalised and carried at cost less accumulated impairment losses. Goodwill is subject to impairment review, both annually and when there are indications that the carrying value may not be recoverable. Goodwill is allocated to cash generating units for the purpose of this impairment testing.

### Acquired in a business combination

The Group recognises intangible assets acquired as part of business combinations at fair value at the date of acquisition. The determination of these fair values is based upon management's judgement and includes assumptions on the timing and amount of future incremental cash flows generated by the assets and the selection of an appropriate cost of capital. Furthermore, management must estimate the expected useful lives of intangible assets and charge amortisation on these assets accordingly. The useful lives are estimated to be 7 years for Mobile Tornado Group plc and 3 years for Live-PA Limited.

### Research and development

Research expenditure, undertaken with the prospect of gaining new scientific or technical knowledge and understanding, is charged to income in the year in which it is incurred. Internal development expenditure, whereby research findings are applied to a plan for the production of new or substantially improved products or processes, is charged to income in the year in which it is incurred unless it meets the recognition criteria of IAS 38, 'Intangible assets'. Measurement and other uncertainties generally mean that such criteria are not met. Where, however, the recognition criteria are met, intangible assets are capitalised and amortised over their useful economic lives from product launch. Intangible assets relating to products in development are subject to impairment testing at each balance sheet date or earlier upon indication of impairment. Any impairment losses are written off immediately to income.

### Computer software

Acquired computer software licences covering a period of greater than one year are capitalised on the basis of the costs incurred to acquire and bring to use the specific software. These costs are amortised over their estimated useful lives of three years.

### 2.3 Revenue recognition

#### Sales of services and goods

Revenue comprises the fair value for the sale of services and goods, excludes inter-company sales and value-added taxes and represents net invoice value less estimated rebates, returns and settlement discounts. Service revenue is recognised over the period to which the service relates. Unrecognised service revenue and associated costs of sale are included as deferred income and deferred cost respectively in the balance sheet.

The Group only recognises revenue on the sale of equipment when the goods are received by the customer and when there are no unfulfilled obligations that affect the customer's final acceptance of the equipment.

### Interest income

Interest income is recognised on a time-proportion basis using the effective interest method.

### 2.4 Segmental reporting

A business segment is a group of assets and operations engaged in providing products and services that are subject to risks or returns that are different from those of other segments. Operating segments presented in the financial statements are consistent with the internal reporting provided to the Group's Chief Operating Decision Makers, which have been identified as the Group's Executive Operating Board.

### 2.5 Employee benefits

### Pension obligations

The Group operates a defined contribution pension scheme for employees and Directors. The assets of the scheme are held separately from those of the Group. The annual contributions payable are charged to the income statement on an accruals basis. The Group provides no other post-retirement benefits to its employees and Directors.

### 2.6 Share-based payments

The fair value of employee share option plans is calculated using the Black-Scholes model. In accordance with IFRS 2, 'Share-based payment' the resulting cost is charged to the income statement over the vesting period of the options. The value of the charge is adjusted to reflect expected and actual levels of options vesting as the Group does not use market-based performance criteria.

#### 2.7 Currency translations

### Functional and presentation currency

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The consolidated financial statements are presented in Sterling, which is the Company's functional and presentation currency.

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED /

FOR THE YEAR ENDED 31 MARCH 2011

### Transactions and balances

Monetary assets and liabilities are translated at the exchange rates ruling at the end of the financial period. Exchange profits or losses on trading transactions are included in the Group income statement except when deferred in equity as qualifying cash flow hedges and qualifying net investment hedges which, along with other exchange differences arising from non-trading items, are dealt with through reserves.

### Group companies

The results and financial position of all the Group entities that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

- (i) monetary assets and liabilities for each balance sheet presented are translated at the closing rate at the date of that balance sheet;
- (ii) income and expenses for each income statement are translated at average exchange rates (unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the dates of the transactions); and
- (iii) all resulting exchange differences are recognised as a separate component of equity.

On consolidation, exchange differences arising from the translation of the net investment in foreign entities, and of borrowings and other currency instruments designated as hedges of such investments, are taken to shareholders' equity. When a foreign operation is sold, such exchange differences are recognised in the income statement as part of the gain or loss on sale.

#### 2.8 Taxation

The charge for taxation is based on the profits for the year and takes into account taxation deferred because of temporary differences between the treatment of certain items for taxation and for accounting purposes. Temporary differences arise from the inclusion of profits and losses in the accounts in different periods from which they are recognised in tax assessments and primarily arise as a result of the difference between tax allowances on property, plant and equipment and the corresponding depreciation charge. Full provision is made for the tax effects of these differences using tax rates substantively enacted at the balance sheet date. No provision is made for unremitted earnings of foreign subsidiaries where there is no commitment to remit such earnings.

Similarly, no provision is made for temporary differences relating to investments in subsidiaries since realisation of such differences can be controlled and is not probable in the foreseeable future. Deferred tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

### 2.9 Property, plant and equipment

Property, plant and equipment is stated at historical cost less depreciation, with the exception of assets acquired as part of a business combination which are recorded at fair value. The Group's policy is to write off the difference between the cost of all property, plant and equipment, except freehold land, and their residual value on a straight line basis over their estimated useful lives. Reviews are made annually of the estimated remaining lives and residual values of individual productive assets, taking account of commercial and technological obsolescence as well as normal wear and tear, and adjustments are made where appropriate. Under this policy it becomes impractical to calculate average asset lives exactly. However, the total lives range from approximately 5 to 50 years for buildings and leasehold improvements, and 2 to 10 years for fixtures and equipment. All individual assets are reviewed for impairment when there are indications that the carrying value may not be recoverable. By far the bulk of the Group's 'plant and equipment' asset class relates to the value of plant and equipment at the Group's data centres, consequently the Group does not seek to analyse out of this class other items such as motor vehicles.

### 2.10 Impairment of non-financial assets

The Group assesses at each year end whether an asset may be impaired. If any evidence exists of impairment, the estimated recoverable amount is compared to the carrying value of the asset and an impairment loss is recognised where appropriate. Recoverable amount is the higher of an asset's fair value less costs to sell and value-in-use. In addition to this, goodwill is tested for impairment at least annually.

#### 2.11 Leases

Assets acquired under finance leases are included in the balance sheet under property, plant and equipment at an amount reflecting the fair value of the asset and are depreciated over the shorter of the lease term and their estimated useful lives. The capital element of future lease rentals is included in creditors. Finance charges are allocated to the income statement each year in proportion to the capital element outstanding. The cost of operating leases is charged to the income statement as incurred.

### 2.12 Financial risk factors

The Group's activities expose it to a variety of financial risks: currency risk, interest rate risk, liquidity risk and credit risk. The Group's overall risk management strategy is approved by the Board and implemented and reviewed by the Executive Operating Board.

Detailed financial risk management is then delegated to the Group Finance department which has a specific policy to manage financial risk. Regular reports are received to enable prompt identification of financial risks so that appropriate action may be taken.

#### Currency risk

The Group purchases internationally but has minimal exposure to currency risk arising from various currency exposures, primarily with respect to the US Dollar and the Euro. Foreign exchange risk arises from future commercial transactions, recognised assets and liabilities and net investments in foreign operations. The Group uses foreign currency bank balances to manage its foreign exchange risk arising from future commercial transactions, recognised assets and liabilities. The Group has certain investments in foreign operations, whose net assets are exposed to foreign currency translation risk.

# NOTES TO THE FINANCIAL STATEMENTS CONTINUED /

FOR THE YEAR ENDED 31 MARCH 2011

For 2011, had the Group's basket of reporting currencies been 10% weaker/stronger against Sterling than the actual rates experienced, post-tax profit for the year would have been £0.2m (2010: £0.3m) lower/higher than reported and equity would have been £nil (2010: £nil) lower/higher.

#### Interest rate risk

The Group has both interest bearing assets and liabilities.

Had interest rates moved by 10 basis points, post tax profits would have moved by £10,000 (2010: £11,000).

### Liquidity risk

The Group actively maintains a mixture of long-term and short-term committed facilities designed to ensure the Group has sufficient funds available for operations and planned investments.

On a regular basis, management monitors forecasts of the Group's cash flows against both internal targets and those targets imposed by external lenders. As shown in note 17, the Group has substantial committed, unused facilities and the Directors are confident this situation will remain the case for the foreseeable future.

### Credit risk

The Group has no significant concentrations of credit risk. It has policies in place to ensure that sales of products and services are made to customers with an appropriate credit history. Cash transactions are limited to high-credit quality financial institutions.

### 2.13 Capital risk management

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders, as well as maintaining an optimal capital structure to reduce overall cost of capital.

In order to maintain this optimal structure, the Group may adjust the amount of dividends paid, issue new shares, return capital to shareholders or dispose of assets to reduce net debt.

### 2.14 Borrowings

Borrowings are recognised initially at fair value, net of transaction costs incurred. Any difference between the proceeds (net of transaction costs) and the redemption value is recognised in the income statement over the period of the borrowings using the effective interest method. Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the balance sheet date.

#### 2.15 Inventories

Inventories are stated at the lower of cost and net realisable amount on a first in first out basis. Net realisable amount is the estimated selling price in the ordinary course of business less any applicable variable selling costs. Provision is made for obsolete, slow moving and defective inventory where appropriate. Profits arising on intra Group sales are eliminated in so far as the product remains in Group inventory at the year end.

#### 2.16 Trade and other receivables

Trade and other receivables are recognised initially at fair value and subsequently measured at amortised cost, using the effective interest method, less impairment losses.

#### 2.17 Trade and other payables

Trade and other payables are initially recognised at fair value and subsequently measured at amortised cost using the effective interest method.

# 2.18 Cash and cash equivalents

Cash and cash equivalents comprises cash balances and short term deposits. Bank overdrafts that are repayable on demand and form an integral part of the Group's cash management are included as a component of cash and cash equivalents for the purpose of the cash flow statement.

#### 2.19 Investments

Investments in unquoted securities are carried at fair value unless such value cannot be reliably measured, in which case the investments are carried at cost. Investments are subject to impairment testing at each balance sheet date or earlier upon indication of impairment.

FOR THE YEAR ENDED 31 MARCH 2011

# 3 Segmental analysis

At 31 March 2011 the Group continued to be organised into two main business segments: MDS (data services) and MVS (voice services). These are the operating segments for which management information is presented to the Group's Executive Operating Board, which is deemed to be the Group's Chief Operating Decision Maker.

The Group's Executive Operating Board monitors the operating results of the operating segments separately for the purposes of resource allocation and assessing performance. Segment performance is evaluated based on operating profit or loss which is measured in a manner consistent with that of the consolidated financial statements. Finance costs, finance income and income taxes are managed on a group basis.

EEscape Holdings Limited and its subsidiaries, voice businesses, were acquired in January 2007 and in June 2007 the businesses were hived up to InTechnology plc and became the MVS division. Following the hive up certain support services were merged including the trade debtor and creditor accounting ledgers. For this reason, a measure of segment assets and liabilities for operating segments is not provided to the Group's Chief Operating Decision Maker and are therefore not disclosed under IFRS 8.

	N	MDS		1VS	Gr	oup
	2011	2010	2011	2010	2011	2010
	£'000	£'000	£'000	£'000	£'000	£'000
Income statement						
Revenue	28,893	31,244	10,755	8,092	39,648	39,336
Expenses	(27,073)	(27,806)	(11,124)	(10,894)	(38,197)	(38,700)
Share option charge					(27)	(83)
Amortisation of intangible assets					-	(213)
Operating profit/(loss) before other income	1,820	3,438	(369)	(2,802)	1,424	340
Other income	199	221	-	-	199	221
Operating profit/(loss)	2,019	3,659	(369)	(2,802)	1,623	561
Net finance income					41	70
Share of post tax loss of associates					(1,032)	(1,396)
Profit/(loss) before taxation					632	(765)
Taxation					(526)	(6)
Profit/(loss) for the year					106	(771)

The Group only operates in the United Kingdom.

No single external customer represents more than 8.3% of the total revenue of the Group.

(Profit)/loss on disposal of property, plant and equipment	3,293 32 (228 49) 248 30) -
Depreciation and amortisation charges (notes 10 and 11)  Foreign exchange losses/(gains)  (Profit)/loss on disposal of property, plant and equipment  Release of provision for dilapidations  (3)	3,293 32 (228 49) 248 30) -
Depreciation and amortisation charges (notes 10 and 11)  Foreign exchange losses/(gains)  (Profit)/loss on disposal of property, plant and equipment	3,293 32 (228 49) 248
Depreciation and amortisation charges (notes 10 and 11)  Foreign exchange losses/(gains)	3,293 32 (228
Depreciation and amortisation charges (notes 10 and 11)  2,66	3,293
	•
Employee benefit expense (note 21) 9,76	<b>38</b> 10,030
€.0	<b>00</b> £'000
4 Expenses by nature 20	<b>11</b> 2010

# Auditor remuneration

During the year the Group obtained the following services from the Group's auditor at costs as detailed below:

	2011	2010
	£'000	£'000
Fees payable to the Company's auditor for the audit of parent company and consolidated accounts	62	60
Non-audit services:		
Fees payable to the Company's auditor and its associates for other services:		
Tax services	13	42
	75	102
5 Finance income and costs		
	2011	2010
	£'000	£'000
Group		
Interest expense:		
- bank loans and overdrafts	(25)	(26)
- finance leases	(6)	(34)
- other interest	(4)	(4)
Finance costs	(35)	(64)
Finance income:		
- bank interest receivable	76	134
Finance income	76	134
Net finance income	41	70

FOR THE YEAR ENDED 31 MARCH 2011

	2011	2010
	€'000	£'000
(a) Analysis of charge for the year		
Current tax		
Current tax on profits for the year	469	530
Adjustment in respect of prior years	(337)	(417)
Total current tax	132	113
Deferred tax charge/(credit) (note 7)	394	(107)
Total charge for the year	526	6
(b) Tax on items charged to equity		
Deferred tax charge on employee share schemes	-	(8)
Total tax on items charged to equity	-	(8)
(c) The tax on the Group's profit/(loss) before tax differs from the theoretical amount that would arise using the weighted average tax rate applicable to profits of the consolidated entities as follows:		
Profit before tax and share of post tax loss of associates	1,664	631
At standard rate of corporation tax of 28% (2010: 28%)	466	177
Effects of:		
Adjustments to tax in respect of prior years	(337)	(417)
Expenses not deductible for tax purposes	201	170
Movement on prior years deferred tax balances	196	76
Total charge for the year	526	6

A number of changes to the UK corporation tax system were announced in the March 2011 Budget Statement. The main changes are to reduce the main rate of corporation tax from 28% to 26% from 1 April 2011. This is a further reduction from the decrease to 27% enacted in the Finance Act 2010. Further reductions to the main rate are proposed to reduce the rate by 1% per annum to 23% by 1 April 2014.

At 31 March 2011, the Group had accumulated tax losses of £14,939,243 (2010: £14,939,243) which should be available for offset against future trading profits of certain Group operations. No deferred tax asset has been recognised in respect of these losses as their recoverability is uncertain.

7 Deferred tax		
	2011	2010
	£'000	£'000
The deferred tax balances included in these accounts are attributable to the following:		
Deferred tax assets		
Excess of depreciation over capital allowances	1,381	1,759
Provisions	135	238
	1,516	1,997
Deferred tax liabilities		
Intangible assets	161	234
	161	234
Net deferred tax assets	1,355	1,763
The movement on deferred tax balances during the year is summarised as follows:		
Deferred tax (charged)/credited through income statement	(394)	107
Deferred tax charged directly to equity	_	(8)
Investment in associate (note 13)	(14)	(126)
	(408)	(27)
Net balance brought forward	1,763	1,790
Net balance carried forward	1,355	1,763
Deferred tax (charged)/credited through the income statement relates to the following:		
Excess of depreciation over capital allowances	(378)	(159)
Provisions	(103)	140
Intangible assets	87	126
	(394)	107

Deferred tax is calculated in full on temporary differences under the liability method at a rate of 26% (2010: 28%) in the United Kingdom.

Deferred tax assets have been recognised in all cases where such assets arise, as it is probable the assets will be recovered.

All movements on deferred tax balances have been recognised in income with the exception of the charges shown in note 6, which have been recognised directly in equity.

FOR THE YEAR ENDED 31 MARCH 2011

# 8 Profit of the holding company

As permitted by section 408 of the Companies Act 2006, the income statement of the Company is not presented in these financial statements. The parent Company's profit for the year ended 31 March 2011 was £1,069,000 (2010: £720,000).

#### 9 Earnings per share

7 Earnings per snare		2011			2010	
	Earnings	Weighted average number of shares	Per share amount	Earnings	Weighted average number of shares	Per share amount
	£'000	'000	pence	£'000	'000	pence
Basic EPS Effect of dilutive share options	106	140,345	0.08	(771)	139,355 176	(0.55)
Diluted EPS	106	140,345	0.08	(771)	139,531	(0.55)
		2011			2010	
	Earnings	Weighted average number of shares	Per share amount	Earnings	Weighted average number of shares	Per share amount
	£'000	'000	pence	£'000	'000	pence
Basic EPS	106	140,345	0.08	(771)	139,355	(0.55)
Share-based payments	27		0.02	75		0.05
Amortisation of intangible assets	-		-	153		0.11
Share of post tax loss of associates	1,032		0.73	1,396		1.00
Adjusted basic EPS	1,165	140,345	0.83	853	139,355	0.61
Diluted EPS	106	140,345	0.08	(771)	139,531	(0.55)
Share-based payments	27		0.02	75		0.05
Amortisation of intangible assets	-		-	153		0.11
Share of post tax loss of associates	1,032		0.73	1,396		1.00
Adjusted diluted EPS						

Basic earnings per share is calculated by dividing the earnings attributable to ordinary shareholders by the weighted average number of ordinary shares in issue during the year.

For diluted earnings per share the weighted average number of ordinary shares in issue is adjusted to assume conversion of all potentially dilutive ordinary shares.

Additional earnings per share measures are included above to give a better indication of the Group's underlying performance. These are stated net of tax.

10 Intangible assets	Goodwill	Trade name & relationships	Software	Total
Group	£'000	£'000	£'000	£'000
At 1 April 2009				
Cost	38,997	501	335	39,833
Accumulated amortisation and impairment	-	(374)	(249)	(623)
Net book amount	38,997	127	86	39,210
Year ended 31 March 2010				
Opening net book amount	38,997	127	86	39,210
Amortisation charge	-	(127)	(86)	(213)
Closing net book amount	38,997	-	-	38,997
At 1 April 2010				
Cost	38,997	501	335	39,833
Accumulated amortisation and impairment	-	(501)	(335)	(836)
Net book amount	38,997	-	-	38,997
Year ended 31 March 2011				
Opening net book amount	38,997	-	-	38,997
Closing net book amount	38,997	-	-	38,997
	0 1 111	<b>T</b> .	6.0	<b>+</b>
	Goodwill	Trade name & relationships	Software	Total
Company	£'000	€'000	£'000	£'000
At 1 April 2009				
Cost and net book amount	35,747	-	-	35,747
Year ended 31 March 2010				
Opening net book amount	35,747	_	_	35,747
Closing net book amount	35,747			35,747
Closing het book amount	33,747			33,747
At 1 April 2010				
Cost and net book amount	35,747	-	-	35,747
Very anded 21 March 2014				
Year ended 31 March 2011	0E 7/7			0E 7/7
Opening net book amount	35,747	-	-	35,747
Closing net book amount	35,747	-	-	35,747

Goodwill arose on the Group's acquisition of the trading assets of VData Limited in 2000 and EEscape Holdings Limited in 2007.

Goodwill is tested at each year end for impairment with reference to the Group's recoverable amount compared to the Group's carrying value including goodwill. The recoverable amount is based on value-in-use calculations using pre-tax discounted cash flow projections based on the Group's strategic plan for the first five years and a growth rate thereafter of 2%.

The key assumptions underpinning the strategic plan employed in the value-in-use calculation are that revenue and operating profit will grow and that the gross and operating margins will remain broadly constant.

The cash flows have been discounted using the Group's weighted average cost of capital, which for these purposes has been calculated to be approximately 9.6% before tax (2010: 9.2%). A 0.5% increase in the cost of capital would result in a £6.2m reduction in the value-in-use calculation for the Group which would have no impact on the results of the goodwill impairment test at 31 March 2011.

FOR THE YEAR ENDED 31 MARCH 2011

# 11 Property, plant and equipment

	Leasehold improvements	Office fixtures & fittings	Vehicles & computer equipment	Total
Group and Company	£'000	£'000	£'000	£'000
Cost				
At 1 April 2009	4,926	468	20,908	26,302
Additions	97	1	2,095	2,193
Disposals	-	-	(12,909)	(12,909)
At 31 March 2010	5,023	469	10,094	15,586
At 1 April 2010	5,023	469	10,094	15,586
Additions	171	35	2,721	2,927
Disposals	-	-	(237)	(237)
At 31 March 2011	5,194	504	12,578	18,276
Depreciation				
At 1 April 2009	1,342	363	17,215	18,920
Charge for the year	473	53	2,554	3,080
Disposals	-	-	(12,627)	(12,627)
At 31 March 2010	1,815	416	7,142	9,373
At 1 April 2010	1,815	416	7,142	9,373
Charge for the year	477	57	2,155	2,689
Disposals	-	-	(218)	(218)
At 31 March 2011	2,292	473	9,079	11,844
Net book amount at 31 March 2011	2,902	31	3,499	6,432
Net book amount at 31 March 2010	3,208	53	2,952	6,213

The net book amount of Group and Company property, plant and equipment includes an amount of £16,000 (2010: £43,000) in respect of assets held under finance leases.

Lease rentals amounting to £75,000 (2010: £84,000) and £2,544,000 (2010: £2,460,000) relating to the lease of motor vehicles and property, respectively, are included in the income statement (note 4).

# 12 Future commitments

At 31 March 2011, the Directors had authorised capital expenditure of £nil (2010: £nil).

At 31 March 2011 the Group's future minimum operating lease commitments were due as follows:

	Land & buildings		Other assets	
	2011	2010	<b>2011</b>	2010
	£'000	£'000	£'000	£'000
Within one year	2,785	2,566	109	42
From one to five years	4,945	5,439	152	10
After five years	3,486	3,116	-	-
	11,216	11,121	261	52

The Group leases various buildings and vehicles under non-cancellable operating lease arrangements. The leases have various terms typical of lease arrangements for the particular class of asset.

FOR THE YEAR ENDED 31 MARCH 2011

# 13 Investments in subsidiaries and associates

	Group		Company	
	2011	2010	2011	2010
	£'000	£'000	£'000	£'000
Shares in group undertakings				
At 1 April	-	-	8,369	6,419
Additions in the year				
Associate: Live-PA Limited	-	_	50	450
Associate: Mobile Tornado Group plc	-	-	-	1,500
At 31 March	-	-	8,419	8,369
Interests in associates				
At 1 April				
- Net liabilities	(5,342)	(5,890)	_	_
- Goodwill and intangible assets	8,466	7,890	_	_
Additions	,	,		
- Net assets	_	1,500	_	_
- Goodwill and intangible assets	64	576	_	_
Share of losses suffered	(759)	(952)	_	_
At 31 March				
- Net liabilities	(6,101)	(5,342)	-	-
- Goodwill and intangible assets at cost	8,530	8,466	-	
	2,429	3,124	-	
Accumulated amortisation and impairment				
At 1 April	(572)	(336)	_	_
Charge for the year	(266)	(236)	_	_
At 31 March	(838)	(572)	-	-
Net book amount at 31 March				
- Net liabilities	(6,101)	(5,342)	_	-
- Goodwill and intangible assets	7,692	7,894	_	-
Total investments	1,591	2,552	8,419	8,369

Investments in Group undertakings are stated at cost. As permitted by section 615 of the Companies Act 2006, where the relief afforded under sections 612 and 613 of the Companies Act 2006 applies, cost is the aggregate of the nominal value of the relevant number of the Company's shares and the fair value of any other consideration given to acquire the share capital of the subsidiary undertakings. The Directors consider that to give full particulars of all subsidiary undertakings would lead to a statement of excessive length. A list of principal subsidiary undertakings and associates is given below.

Details of the principal investments at 31 March 2011 in which the Group or Company holds more than 20% of the nominal value of ordinary share capital are as follows:

Subsidiary and associate undertakings	Country of incorporation or registration	Nature of business	Year end	Group proportion held	Company proportion held
Live-PA Limited	England	Software consultancy	31 December	45.4%	45.4%
Mobile Tornado Group plc	England	Telecoms	31 December	49.8%	49.8%
EEscape Holdings Limited	England	Dormant	31 March	100%	100%
Evoxus Limited	England	Dormant	31 March	100%	-
Call-Link Communications Limited	England	Dormant	31 March	100%	-
Allasso Limited	England	Dormant	31 March	100%	100%
HOLF Technologies Limited	England	Dormant	31 March	100%	100%
VData Limited	England	Dormant	31 March	100%	100%
Integrated Technology (Europe) Limited	England	Dormant	31 March	100%	-

# 14 Inventories

	G	Group		pany
	2011	2010	2011	2010
	£'000	£'000	£'000	£'000
Finished goods	1,267	1,574	1,267	1,574

The cost of inventory recognised as an expense in 'operating expenses' amounted to £1,203,000 (2010: £1,424,000).

FOR THE YEAR ENDED 31 MARCH 2011

#### 15 Trade and other receivables

	Group		Company	
	2011	2010	2011	2010
	£'000	£'000	£'000	€'000
Trade receivables	4,131	3,361	4,131	3,361
Less: provision for impairment of trade receivables	(38)	(128)	(38)	(128)
Trade receivables - net	4,093	3,233	4,093	3,233
Prepayments and accrued income	4,857	4,372	4,857	4,372
Loans to associates	1,629	-	1,629	-
Amounts owed by Group undertakings	-	-	6,516	6,516
Other receivables	1,378	1,277	1,378	1,277
	11,957	8,882	18,473	15,398
Less non-current portion: amounts owed by Group undertakings	-	-	(6,516)	(6,516)
Current portion	11,957	8,882	11,957	8,882

InTechnology plc has confirmed in writing to its associate that it will not request repayment of the loans owed to it within 12 months from signing the financial statements, unless the associate has sufficient funds. The loans are secured by way of a debenture over the assets of the associate. The loans incur interest at a rate of 5.0% above base per annum. The Group does not recognise interest until it has been paid by the associate.

Amounts owed by Group undertakings are unsecured, bear no interest and have no fixed repayment date.

The ageing of the Group's year end overdue receivables is as follows:

	Group		Company	
	2011	2010	2011	2010
	£'000	£'000	£'000	£'000
Impaired				
Less than three months	24	65	24	65
Three to six months	14	83	14	83
	38	148	38	148
Not impaired				
Less than three months	4,093	3,170	4,093	3,170
Three to six months	-	43	-	43
	4,093	3,213	4,093	3,213

The individually impaired receivables relate to customers in unexpectedly difficult economic circumstances. The overdue receivables against which no provision has been made relate to a number of customers for whom there is no recent history of default or any other indication that settlement will not be forthcoming.

The carrying amounts of the Group's receivables are all denominated in Sterling.

The maximum exposure to credit risk at the reporting date is the carrying value of each class of receivable mentioned above. The Group does not hold any collateral as security.

Movement on the Group's provision for impairment of trade receivables are as follows:

	Group		Company	
	2011	2010	2011	2010
	£'000	£'000	£'000	£'000
At 1 April	128	461	128	311
Release to the income statement	(14)	(255)	(14)	(105)
Receivables written off during the year as uncollectible	(76)	(78)	(76)	(78)
	38	128	38	128

Amounts charged to the income statement are included within cost of sales. The other classes of receivables do not contain impaired assets.

FOR THE YEAR ENDED 31 MARCH 2011

# 16 Trade and other payables

	Group		Com	npany
	2011	2010	2011	2010
	£'000	£'000	£'000	£'000
Trade payables	2,069	1,520	2,069	1,520
Other payables	24	25	24	25
Accrued expenses	2,937	2,954	2,937	2,954
Deferred income	273	301	273	301
Social security and other taxes	1,072	631	1,072	631
Amounts owed to Group undertakings	-	-	9,419	9,419
	6,375	5,431	15,794	14,850
Less non-current portion: amounts owed to Group undertakings	-	-	(9,419)	(9,419)
Current portion	6,375	5,431	6,375	5,431

Amounts owed to Group undertakings are unsecured, bear no interest and have no fixed repayment date.

# 17 Borrowings, other financial liabilities and other financial assets

	Gr	Group		ipany
	2011	2010	2011	2010
	£'000	£'000	£'000	€'000
Current				
Bank borrowings	600	600	600	600
Finance leases	7	85	7	85
	607	685	607	685
Non-current				
Bank borrowings	1,150	1,750	1,150	1,750
Finance leases	-	7	-	7
	1,150	1,757	1,150	1,757
Total borrowings	1,757	2,442	1,757	2,442

	G	Group		npany
	2011	2010	2011	2010
	£'000	£'000	£'000	£'000
Bank borrowings				
In one year or less	626	626	626	626
Between one and two years	1,199	1,251	1,199	1,251
Between two and five years	-	573	-	573
	1,825	2,450	1,825	2,450

	G	Group		npany
	2011	2010	2011	2010
	£'000	£'000	£,000	£'000
Finance leases				
In one year or less	7	91	7	91
Between one and two years	-	7	-	7
	7	98	7	98

There is no significant difference between the minimum lease payments at the balance sheet date and their present value.

The main financial risks faced by the Group include foreign currency risk, interest rate risk and liquidity risk. The Board reviews and agrees policies for managing each of these risks.

The Group's financial instruments comprise cash, liquid resources and various items, such as debtors and creditors that arise directly from its operations. It is, and has been throughout the year under review, the Group's policy that no trading in financial instruments shall be undertaken. The year end position reflects these policies and there have been no changes in policies or risks since the year end.

Financial asset returns are maximised by ongoing review of the Group's cash flow requirements. Any funds surplus to short-term working capital requirements are placed on interest bearing deposit.

Liquidity risk is further managed by agreeing separate borrowing facilities for any additional working capital and investment requirements. In accordance with this policy, the Group has negotiated two 5 year term loans of £3,000,000 and a 3 year revolving credit facility of £2,100,000 (2010: £2,100,000), of which £1,750,000 of the term loans (2010: £2,350,000) was used as at 31 March 2011.

Short term trade debtors and creditors have been excluded from all the following disclosures with the exception of the currency exposure analysis.

FOR THE YEAR ENDED 31 MARCH 2011

# Interest rate risk profile of financial assets

The interest rate profile of the financial assets of the Group comprise cash of £11,536,000 (2010: £12,598,000) as follows:

	Flo	oating rate
	2011	2010
	£'000	£'000
Currency		
Sterling	11,211	12,255
US Dollar	295	337
Euro	30	6
	11,536	12,598

The Sterling, US Dollar and Euro financial assets relate to cash at bank and bear interest based on GBP Base Rate. There are no fixed rate financial assets (2010: £nil).

# Interest rate risk profile of financial liabilities

The interest rate profile of the financial liabilities of the Group is as follows:

	Sterling	
	2011	2010
	£'000	£'000
Floating rate other borrowings	1,750	2,350
Fixed rate finance leases	7	92
Total	1,757	2,442
Weighted average fixed interest rate	0.00%	4.74%
Weighted average period for which rate is fixed	0.3 years	1.0 years
Weighted average period to maturity on which no interest is paid	-	-

Financial liabilities include secured finance leases.

# Borrowing facilities

The Group has various borrowing facilities available to it. The undrawn committed facilities available as at 31 March, in respect of which all conditions have been met at that date, were as follows:

	2011	2010
	€'000	£'000
Expiring within one year	5,100	2,100

#### Fair value

Fair value is the amount at which a financial instrument could be exchanged in an arm's length transaction between informed and willing parties, other than by a forced or liquidation sale, and excludes accrued interest. The fair values of financial assets and liabilities as at 31 March 2011 approximate to the book value at those dates based on comparison with similar instruments available from alternative providers.

### Currency exposure

The Group seeks to mitigate the effects of the currency exposures arising from its net investments overseas by borrowing as far as possible in the same currencies as the operating currencies of its main operating units. Gains and losses arising on net investments overseas and the financial instruments used to hedge the currency exposures are recognised in the Statement of changes in shareholders' equity.

The table below shows the extent to which Group companies have monetary assets and liabilities in currencies other than their local currency. Foreign exchange differences on translation of earnings are taken to the income statement of the Group.

	2011	2010
	£'000	£'000
Functional currency of operation: Sterling		
US Dollar assets (net)	12	335
Euro assets/(liabilities) (net)	30	(2)
	42	333

# Hedges

The Group does not operate any hedging instruments.

FOR THE YEAR ENDED 31 MARCH 2011

# 18 Share capital and share premium

	Number of shares	Share capital	Share premium	Total
	'000	£'000	£'000	£'000
Group and Company				
At 1 April 2009	138,728	1,387	53,821	55,208
Employee share options:				
- proceeds from shares issued	222	2	2	4
Issue of deferred payment shares	648	7	91	98
As at 31 March 2010	139,598	1,396	53,914	55,310
Employee share options:				
Issue of deferred payment shares	1,150	11	75	86
As at 31 March 2011	140,748	1,407	53,989	55,396

The total authorised number of ordinary shares is 252 million (2010: 252 million) with a par value of 1p per share (2010: 1p per share), and 48 million deferred shares (2010: 48 million shares) with a par value of 1p per share (2010: 1p per share). All issued shares except those relating to deferred payment shares are fully paid.

#### Potential issues of ordinary shares

Certain employees hold options to subscribe for shares in the Company at prices ranging from 17.0p to 279.0p under the share option schemes. The number of shares subject to options, the periods in which they were granted and the periods in which they may be exercised are as follows:

Name of scheme	Nu	umber of shares	Exercise price pence	Earliest exercise date	Expiry date
	2011	2010			
InTechnology scheme	500,000	500,000	65.0	11/06/05	11/06/12
InTechnology scheme	500,000	500,000	279.0	01/05/04	01/05/11
InTechnology scheme	400,000	400,000	37.0	12/07/09	12/07/16
Unapproved InTechnology scheme	303,178	303,178	17.0	06/05/11	06/05/18
Approved CSOP scheme	2,245,866	2,586,866	17.0	19/06/11	19/06/18
Approved CSOP scheme	1,765,000	-	17.0	06/08/13	06/08/20
	5,714,044	4,290,044			

Further details of the share option schemes in operation are given under the heading 'Interests in share options' in the Remuneration report on page 22.

# 19 Share-based payments

Options are granted with a fixed exercise price equal to the market price of the shares under option at the date of grant. The contractual life of an option is 10 years. Options granted will become exercisable on the third anniversary of the date of grant. Exercise of an option is subject to continued employment. Options were valued using the Black-Scholes option-pricing model. No performance conditions were included in the fair value calculations. The fair value per option granted and the assumptions used in the calculations are as follows:

Grant date	12/07/2006	06/05/2008	19/06/2008	06/08/2010
Share price at grant date (pence)	37.0	17.0	17.0	17.0
Exercise price (pence)	37.0	17.0	17.0	17.0
Number of employees	1	3	51	80
Shares under option	400,000	303,178	2,245,866	1,765,000
Vesting period (years)	3	3	3	3
Expected volatility	34%	17%	19%	22%
Option life (years)	10	10	10	10
Expected life (years)	5	5	5	5
Risk-free rate	5.37%	5.47%	5.47%	5.47%
Expected dividends expressed as a dividend yield	0.00%	0.00%	0.00%	0.00%
Fair value per option (pence)	0.19	0.05	0.05	0.00

The expected volatility is based on historical volatility over the last three years. The expected life is the average expected period to exercise. The risk-free rate of return is the yield on zero-coupon UK government bonds of a term consistent with the assumed option life. A reconciliation of option movements over the year to 31 March 2011 is shown below:

	201	11	2	010
	Number	Weighted average exercise price	Number	Weighted average exercise price
	1000	pence	'000	pence
Outstanding at 1 April	4,290	55.0	4,512	52.4
Granted	1,765	17.0	-	-
Forfeited	(341)	17.0	-	-
Exercised	-	-	(222)	1.8
Outstanding at 31 March	5,714	45.5	4,290	55.0
Exercisable at 31 March	1,400	133.4	1,400	133.4

The weighted average fair value of options granted during the year determined using the Black-Scholes valuation model was 0.00p per option (2010: No options were granted in the year). The significant inputs into the model are shown above.

FOR THE YEAR ENDED 31 MARCH 2011

		2011				2010		
Range of exercise prices	Weighted average exercise price	Number of shares		d average ning life:	Weighted average exercise price	Number of shares		d average ning life:
pence	pence	'000	Expected	Contractual	pence	'000	Expected	Contractual
0.0 - 50.0	18.7	4,714	2.6	7.6	19.4	3,290	5.4	10.4
50.0 - 100.0	65.0	500	-	1.0	65.0	500	-	2.0
100.0 - 150.0	-	-	-	-	-	-	-	-
150.0 - 200.0	-	-	-	-	-	-	-	-
200.0 - 250.0	-	-	-	-	-	-	-	-
250.0 - 300.0	279.0	500	-	-	279.0	500	-	1.0

There were no options exercised during the year (2010: 0.2m with a weighted average share price of 1.8p). The total charge for the year relating to employee share-based payment plans was £27,000 (2010: £83,000), all of which related to equity-settled share-based payment transactions. After deferred tax, the total charge was £27,000 (2010: £75,000).

# 20 Cash generated from operations

	Group		Com	pany
	2011	2010	2011	2010
	£'000	£'000	£'000	£'000
Operating profit	1,623	561	1,623	782
Adjustments for:				
Depreciation	2,689	3,080	2,689	3,080
(Profit)/loss on disposal of property, plant and equipment	(49)	248	(49)	248
Loss on disposal of discontinued operations	-	11	-	3
Amortisation of intangibles	-	213	-	-
Exchange movements	38	(234)	38	(226)
Share option non cash charge	27	83	27	83
Changes in working capital				
Decrease/(increase) in inventories	307	(1,453)	307	(1,453)
(Increase)/decrease in trade and other receivables	(2,988)	1,833	(2,988)	1,523
Increase/(decrease) in trade and other payables	944	(593)	944	(214)
Cash generated from operations	2,591	3,749	2,591	3,826

# 21 Employee information

Group employment costs including executive Directors were:

	Gr	Group		npany
	2011	2010	2011	2010
	€'000	£'000	£'000	£'000
Wages and salaries	8,560	8,723	8,560	8,723
Social security costs	1,015	1,029	1,015	1,029
Pension costs	186	203	186	203
Cost of employee share schemes (note 19)	27	75	27	75
	9,788	10,030	9,788	10,030

	0	Group	Co	mpany
Average employee numbers	2011	2010	2011	2010
	Number	Number	Number	Number
Sales	38	37	38	37
Technical	43	45	43	45
Operations	69	76	69	76
Administration	43	47	43	47
	193	205	193	205

As required by the Companies Act 2006, the figures disclosed above are weighted averages based on the number of employees at each month end.

At 31 March 2011 the Group had 202 (2010: 199) employees in total.

	Gr	oup	Com	npany
Key management compensation including Directors	2011	2010	2011	2010
	€'000	€'000	£'000	£'000
Short term employee benefits	2,459	1,967	2,459	1,967
Post employment benefits	64	58	64	58
Share-based payments	4	4	4	4
	2,527	2,029	2,527	2,029

FOR THE YEAR ENDED 31 MARCH 2011

#### 22 Directors' remuneration

Detailed information concerning Directors' remuneration, interests and options is shown in the parts of the Directors' Remuneration report subject to audit on pages 18 to 22 which form part of the Annual Report and Financial Statements.

#### 23 Related party transactions

#### Group

Peter Wilkinson, Richard James and Andrew Kaberry are shareholders in Mobile Tornado Group plc, an AIM listed company in which InTechnology plc owns 49.8 percent of the issued ordinary share capital and all the issued cumulative convertible redeemable non-voting preference shares. Peter Wilkinson is non-executive Chairman and Richard James is a Director and Company Secretary of Mobile Tornado Group plc. InTechnology plc sold services totalling £515,000 (2010: £120,000) to Mobile Tornado Group plc in the year. As at 31 March 2011 InTechnology plc was owed £1,554,000 (2010: £64,000) by Mobile Tornado Group plc which includes loans of £1,005,000 (2010: £nil).

At 31 March 2011, InTechnology plc owned 45.4 percent of the issued ordinary share capital of Live-PA Limited which is incorporated in the United Kingdom. InTechnology plc sold services totalling £77,000 (2010: £1,000) to Live-PA Limited in the year. As at 31 March 2011 InTechnology plc was owed £99,000 (2010: £1,000) by Live-PA Limited which includes loans of £75,000 (2010: £nil).

All transactions with related parties were carried out on an arm's length basis.

#### Company

There were no related party transactions carried out during the year.

#### 24 Ultimate controlling party

The Directors consider Peter Wilkinson to be the ultimate controlling party by virtue of his shareholding in the Company.

# NOTICE OF ANNUAL GENERAL MEETING /

NOTICE IS HEREBY GIVEN THAT the Annual General Meeting (the "Meeting") of InTechnology plc (the "Company") will be held at Central House, Beckwith Knowle, Harrogate HG3 1UG on Tuesday 19 July 2011 at 9.30am to transact the following business:

### **Ordinary Business**

- 1 To receive and adopt the report of the Directors of the Company (the "Directors"), the report of the independent auditors of the Company and the financial statements of the Company for the year ended 31 March 2011.
- 2 To re-appoint Peter Wilkinson as a Director, who retires by rotation in accordance with Article 92 of the Articles of Association of the Company ("Article 92") and who, being eligible, offers himself for re-appointment as a Director.
- 3 To re-appoint Bryn Sage as a Director, who retires by rotation in accordance with Article 92 and who, being eligible, offers himself for re-appointment as a Director.
- 4 To re-appoint Charles Scott as a Director, who retires by rotation in accordance with Article 92 and who, being eligible, offers himself for re-appointment as a Director.
- 5 To re-appoint PricewaterhouseCoopers LLP as auditors of the Company to hold office until the conclusion of the next general meeting at which accounts are laid before the Company and that their remuneration be fixed by the Directors.

#### **Special Business**

To consider and, if thought fit, pass the following resolutions, with resolution 6 being proposed as an ordinary resolution and resolution 7 being proposed as a special resolution:

6 That, in substitution for all subsisting authorities to the extent unused, the Directors be and are hereby generally and unconditionally authorised pursuant to section 551 of the Companies Act 2006 ("CA 2006") to exercise all the powers of the Company to allot and grant equity securities (within the meaning of section 560 of the CA 2006) up to an aggregate nominal amount of £469,115, provided that such authority shall expire at the conclusion of the next Annual General Meeting of the Company after the passing of this Resolution 6, save that the Company may before such expiry make an offer or agreement which would or might require equity securities to be allotted or granted after such expiry and, notwithstanding such expiry, the Directors may allot or grant equity securities in pursuance of any such offer or agreement.

# NOTICE OF ANNUAL GENERAL MEETING CONTINUED /

7 That, subject to the passing of Resolution 6, in substitution for all subsisting authorities to the extent unused, the Directors be and they are hereby empowered to allot equity securities (within the meaning of section 560 of the CA 2006) for cash or otherwise pursuant to the authority given by Resolution 6 and/or to allot equity securities where such allotment constitutes an allotment of securities by way of section 560(2)(b) of the CA 2006, as if section 561 of the CA 2006 did not apply to any such allotment, provided that this power shall be limited to the allotment of equity securities:

a) in connection with an offer of such securities by way of rights issue or other issues in favour of holders of Ordinary Shares in the Company where the equity securities respectively attributed to the interests of all such holders are proportionate (as nearly as may be practical) to their respective holdings of Ordinary Shares (but subject to such exclusions or other arrangements as the Directors may deem necessary or expedient in relation to fractional entitlements or any legal or practical problems under the laws or the requirements of any regulatory body or any stock exchange in any territory or otherwise howsoever); and

b) otherwise than pursuant to sub-paragraph (a) above, up to an aggregate nominal amount of £70,374; and shall expire at the conclusion of the next Annual General Meeting of the Company after the passing of this Resolution 7, save that the Company may before such expiry make an offer or agreement which would or might require equity securities to be allotted after such expiry and notwithstanding such expiry the Directors may allot equity securities in pursuance of such offer or agreement.

Dated 13 June 2011 By order of the Board

#### Richard James

Director and Company Secretary
For and on behalf of InTechnology plc
Central House, Beckwith Knowle, Harrogate HG3 1UG

# NOTES TO THE NOTICE OF ANNUAL GENERAL MEETING /

### Entitlement to attend and vote

1 Only those members registered on the Company's register of members at:

- 6.00pm on 15 July 2011; or,
- if this Meeting is adjourned, at 6.00pm on the day two days prior to the adjourned meeting,

shall be entitled to attend and vote at the Meeting.

#### Appointment of proxies

- 2 As a member of the Company, you are entitled to appoint a proxy to exercise all or any of your rights to attend, speak and vote at the Meeting and you should have received a proxy form with this notice of meeting. You can only appoint a proxy using the procedures set out in these notes and the notes to the proxy form.
- 3 A proxy does not need to be a member of the Company but must attend the Meeting to represent you. Details of how to appoint the Chairman of the Meeting or another person as your proxy using the proxy form are set out in the notes to the proxy form.
- 4 You may appoint more than one proxy provided each proxy is appointed to exercise rights attached to different shares. You may not appoint more than one proxy to exercise rights attached to any one share. To appoint more than one proxy, please contact Capita Registrars at PXS, 34 Beckenham Road, Beckenham, Kent BR3 4TU.
- 5 If you do not give your proxy an indication of how to vote on any resolution, your proxy will vote or abstain from voting at his or her discretion. Your proxy will vote (or abstain from voting) as he or she thinks fit in relation to any other matter which is put before the Meeting.

#### Appointment of proxy using hard copy proxy form

6 The notes to the proxy form explain how to direct your proxy how to vote on each resolution or withhold their vote.

To appoint a proxy using the proxy form, the form must be:

- completed and signed;
- sent or delivered to Capita Registrars at PXS, 34 Beckenham Road, Beckenham, Kent BR3 4TU; and
- received by Capita Registrars by no later than 9.30am on 17 July 2011.

In the case of a member which is a company, the proxy form must be executed under its common seal or signed on its behalf by an officer of the company or an attorney for the company.

Any power of attorney or any other authority under which the proxy form is signed (or a duly certified copy of such power or authority) must be included with the proxy form.

### Appointment of proxy by joint members

7 In the case of joint holders, where more than one of the joint holders purports to appoint a proxy, only the appointment submitted by the most senior holder will be accepted. Seniority is determined by the order in which the names of the joint holders appear in the Company's register of members in respect of the joint holding (the first-named being the most senior).

# NOTES TO THE NOTICE OF ANNUAL GENERAL MEETING CONTINUED /

### Changing proxy instructions

8 To change your proxy instructions simply submit a new proxy appointment using the methods set out above. Note that the cut-off time for receipt of proxy appointments (see above) also apply in relation to amended instructions; any amended proxy appointment received after the relevant cut-off time will be disregarded.

Where you have appointed a proxy using the hard copy proxy form and would like to change the instructions using another hard copy proxy form, please contact Capita Registrars at PXS, 34 Beckenham Road, Beckenham, Kent BR3 4TU.

If you submit more than one valid proxy appointment, the appointment received last before the latest time for the receipt of proxies will take precedence.

### Termination of proxy appointments

9 In order to revoke a proxy instruction you will need to inform Capita Registrars by sending a signed hard copy notice clearly stating your intention to revoke your proxy appointment to Capita Registrars at PXS, 34 Beckenham Road, Beckenham, Kent BR3 4TU. In the case of a member which is a company, the revocation notice must be executed under its common seal or signed on its behalf by an officer of the company or an attorney for the company. Any power of attorney or any other authority under which the revocation notice is signed (or a duly certified copy of such power or authority) must be included with the revocation notice.

The revocation notice must be received by Capita Registrars by no later than 9.30am on 17 July 2011.

If you attempt to revoke your proxy appointment but the revocation is received after the time specified then, subject to the paragraph directly below, your proxy appointment will remain valid.

Appointment of a proxy does not preclude you from attending the Meeting and voting in person. If you have appointed a proxy and attend the Meeting in person, your proxy appointment will automatically be terminated.

### Communication

10 Except as provided above, members who wish to communicate with the Company in relation to the Meeting should write to the Company Secretary, InTechnology plc, Central House, Beckwith Knowle, Harrogate HG3 1UG.

No other methods of communication will be accepted.

# FORM OF PROXY FOR INTECHNOLOGY PLC /

### (incorporated and registered in England and Wales under number 03916586) (the "Company")

For use by holders of Ordinary Shares of 1p each in the Company at the Annual General Meeting of the Company to be held at Central House, Beckwith Knowle, Harrogate HG3 1UG on Tuesday 19 July 2011 at 9.30am (the "AGM"). Please read the Notice of AGM and the notes to this proxy form.

I/We:	(please insert name of the Shareholder(s) in BLOCK CAPITALS)
of:	(please insert full postal address of the Shareholder(s) in BLOCK CAPITALS)

being Shareholder(s) entitled to attend, speak and vote at meetings of shareholders of the Company, hereby appoint the Chairman of the AGM or (see note 3):

# as my/our proxy to attend, speak and vote on my/our behalf at the AGM of the Company to be held on Tuesday 19 July 2011 at 9.30am and at any adjournment of the meeting.

I/We direct my/our proxy to vote on the following resolutions as I/we have indicated by marking the appropriate box with an X. If no indication is given, my/our proxy will vote or abstain from voting at his or her discretion and I/we authorise my/our proxy to vote (or abstain from voting) as he or she thinks fit in relation to any other matter which is properly put before the meeting.

RESOLUTIONS	For	Against	Vote Withheld
ORDINARY BUSINESS			
1. Receipt and adoption of Directors' report and financial statements			
2. Re-appointment of Peter Wilkinson			
3. Re-appointment of Bryn Sage			
4. Re-appointment of Charles Scott			
5. Re-appointment of PricewaterhouseCoopers LLP as auditors of the Company and Directors' authority to fix their remuneration			
SPECIAL BUSINESS			
6. Ordinary resolution to authorise Directors to allot equity securities			
7. Special resolution to disapply statutory pre-emption provisions			

Dated	
Signed	

#### Notes to the proxy form

- 1 As a member of the Company you are entitled to appoint a proxy to exercise all or any of your rights to attend, speak and vote at a general meeting of the Company. You can only appoint a proxy using the procedures set out in these notes and the notes to the Notice of AGM.
- 2 Submission of a proxy form does not preclude you from attending the meeting and voting in person. If you have appointed a proxy and attend the meeting in person, your proxy appointment will automatically be
- $3\,\mathrm{A}\,\mathrm{proxy}$  does not need to be a member of the Company but must attend the meeting to represent you. To appoint as your proxy a person other than the Chairman of the meeting, insert their full name in the box. If you sign and return this proxy form with no name inserted in the box, the Chairman of the meeting will be deemed to be your proxy. Where you appoint as your proxy someone other than the Chairman, you are responsible for ensuring that they attend the meeting and are aware of your voting intentions. If you wish your proxy to make any comments on your behalf, you will need to appoint someone other than the Chairman and give them the relevant instructions directly.
- 4 You may appoint more than one proxy provided each proxy is appointed to exercise rights attached to different shares. You may not appoint more than one proxy to exercise rights attached to any one share. To appoint more than one proxy, please contact Capita Registrars at PXS, 34 Beckenham Road, Beckenham, Kent BR3 4TU.
- 5 To direct your proxy how to vote on the resolutions, mark the appropriate box with an 'X'. If no voting indication is given, your proxy will vote or abstain from voting at his or her discretion. Your proxy will vote (or abstain from voting) as he or she thinks fit in relation to any other matter which is put before the meeting.
- 6 To appoint a proxy using this form, the form must be:
- · completed and signed;
- sent or delivered to Capita Registrars at PXS, 34 Beckenham Road, Beckenham, Kent BR3 4TU; and
- $\bullet$  received by Capita Registrars by no later than 9.30am on 17 July 2011.
- 7 In the case of a member which is a company, this form of proxy must be executed under its common seal or signed on its behalf by an officer of the company or an attorney for the company

- 8 Any power of attorney or any other authority under which this proxy form is signed (or a duly certified copy of such power or authority) must be included with the proxy form.
- 9 In the case of joint holders, where more than one of the joint holders purports to appoint a proxy, only the appointment submitted by the most senior holder will be accepted. Seniority is determined by the order in which the names of the joint holders appear in the Company's register of members in respect of the joint holding (the first-named being the most senior).
- 10 If you submit more than one valid proxy appointment, the appointment received last before the latest time for the receipt of proxies will take precedence.
- 11 For details of how to change your proxy instructions or revoke your proxy appointment see the notes to the Notice of AGM.





# CORPORATE INFORMATION /

# **BOARD OF DIRECTORS /**

The Rt. Hon. Lord Parkinson Joe McNally Charles Scott Peter Wilkinson Richard James

Andrew Kaberry

Bryn Sage

#### REGISTERED OFFICE /

InTechnology plc Central House Beckwith Knowle Harrogate HG3 1UG

Tel: +44 (0)1423 850 000 Fax: +44 (0)1423 850 001 Non-executive Chairman Non-executive Director Non-executive Director Chief Executive Officer **Director & Company Secretary** 

Finance Director Chief Operating Officer

### PRINCIPAL BANKERS /

Lloyds TSB Bank Plc PO Box 96 6-7 Park Row Leeds LS1 1NX

# **SOLICITORS** /

Hammonds LLP 2 Park Lane Leeds LS3 1FS

# **REGISTRAR AND TRANSFER OFFICE /**

Capita IRG plc The Registry 34 Beckenham Road Beckenham

Kent **BR3 4TU** 

# **INDEPENDENT AUDITORS /**

PricewaterhouseCoopers LLP **Chartered Accountants** and Statutory Auditors Benson House 33 Wellington Street Leeds

LS1 4JP

# MATCHED BARGAIN EXCHANGE /

www.sharemark.com

# **COMPANY REGISTRATION NUMBER /**

03916586

# **INTERNET ADDRESS /**

www.intechnology.com

# **HEADQUARTERS & NORTHERN DATA CENTRE /**

InTechnology plc Central House Beckwith Knowle Harrogate HG3 1UG

Tel: +44 (0)1423 850 000 Fax: +44 (0)1423 850 001

# **SOUTHERN DATA CENTRES /**

260-266 Goswell Road **Islington** 

London EC1V 7EB

East India Dock House 240 East India Dock Road

London E14 9YY

13 Selsdon Way London E14 9GL

# LONDON OFFICE /

17 St Helen's Place Bishopsgate London EC3A 6DG

Tel: +44 (0)20 30 40 50 00 Fax: +44 (0)20 30 40 50 01

#### **READING OFFICE /**

Commensus House 3-5 Worton Drive

Reading RG2 OTG

Tel: +44 (0)870 777 7778 Fax: +44 (0)870 777 7779

# InTechnology Head Office

Central House Beckwith Knowle Harrogate HG3 1UG

Tel: +44 (0)1423 850 000 Fax: +44 (0)1423 850 001

info@intechnology.com www.intechnology.com

# InTechnology Reading

Commensus House 3-5 Worton Drive Reading RG2 0TG

Tel: +44 (0)870 777 7778 Fax: +44 (0)870 777 7779

info@intechnology.com www.intechnology.com

# InTechnology London

17 St. Helen's Place Bishopsgate London EC3A 6DG

Tel: +44 (0)20 30 40 50 00 Fax: +44 (0)20 30 40 50 01

info@intechnology.com www.intechnology.com



Network



Data Management



**IP Telephony** 



Data Centres



Unified Comms



Calls & Lines



Instant Comms

