

DRS Data & Research Services plc



2009 Annual Report and Financial Statement investor presentation

23 March 2010

Performance

	£000	2009	2008	
Revenue	Education	13,315	13,369	(0.4%)
	Non Education	1,586	4,060	(60.9%)
	<u>Total</u>	<u>14,901</u>	<u>17,429</u>	<u>(14.5%)</u>
Operating Costs	1 st half	7,876	8,209	(4.1%)
	2 nd half	7,634	9,621	(20.7%)
	<u>Total</u>	<u>15,510</u>	<u>17,830</u>	<u>(13.0%)</u>
Costs as % of Revenue				
	1 st half	119.8%		
	2 nd half	91.7%		
Cash	Cash	2,938	2,766	
	Mortgage	(2,250)	(2,250)	
	Net Cash	688	516	

Performance

- Decline in Revenue
- Strong e-Marker[®] and Education markets, e-Marker[®] 55% of turnover
- Weak non-education markets
- Stringent cost reduction programme, annualised £1.5m saving 2010
- Profitable second half year
- Mortgage facilities confirmed to 2014

Development

Investment 2009

£2,389,000 (2008: £2,680,000)

e-Marker[®]

Long Form Answers
Segmentation
Marker Interface

Census, e-Counting

ICR, DocXP™

IntelliReg[®]

Integration with School Information Management

Markets

e-Marker[®]

AQA, Professional bodies,
International

Competition

Pearson, RM

Census

Pakistan, African countries

Top Image Systems

Elections

UK

Indra, Opt2vote

IntelliReg

Schools, Tertiary,
Building Schools for the Future

LiveRegister, VeriCool

Strategy

- Customer intimacy
- Business resilience – growth of recurring revenue
- Diversification of e-Marker® products and customers
- Consolidation of product to market focus

Education

Census

Elections

Outlook

- AQA 5 year contract for e-Marker[®]
- e-Marker[®] internationally
- Census in 2010 – 2012
- Elections – London, Scotland, Electoral Reform Services Ltd strategic partnership
- IntelliReg[®] – “Best of Class” partnership