

	Note	2002 £'000	2001 £'000	% change
Revenue		47,474	39,798	+19.3%
EBITDA before exceptional items	i	3,739	3,414	+9.5%
Operating loss		(13,325)	(140,046)	
Basic loss per share		(7.94p)	(80.21p)	
Adjusted earnings per share	ii	0.46p	1.14p	

- Million pound plus contracts signed with COLT Telecommunications and SBC
- Successful acquisitions concluded for two major competitor business units, at ICL and Ericsson
- Agreement reached with BT plc on patent litigation, in favour of Intec with no settlement costs, IPR or product impacts

	£'000	£'000
Notes to the financial highlights		
i Total operating loss	(13,325)	(140,046)
Depreciation	1,745	1,380
Amortisation of goodwill and other intangibles	7,079	8,680
Impairment of goodwill	7,464	133,400
Exceptional item (Poland debtor provision)	776	–
EBITDA before exceptional items	3,739	3,414

ii Adjusted earnings per share calculation based on the following adjusted earnings after tax:		
Loss after tax	(14,782)	(140,371)
Amortisation of goodwill and other intangible assets	7,079	8,680
Impairment of goodwill	7,464	133,400
Writedown of investments	321	283
Exceptional item (Poland debtor provision)	776	–
Adjusted earnings after tax	858	1,992

	2002 £'000	2001 £'000	
KEY CUSTOMER DATA			
Cumulative:			
Contracted customer base	254	203	
Contracted customers from current year acquisitions	18	–	
Total contracted customer base	272	203	+34%
Cumulative:			
Contracted installations	359	257	
Contracted installations from current year acquisitions	24	–	
Total contracted installation base	383	257	+49%

