

	2000 £'000	2001 £'000	2002 £'000	2003 £'000
Turnover				
Continuing operations	20,279	39,798	47,474	48,079
Acquisitions	–	–	–	2,594
Total turnover	20,279	39,798	47,474	50,673
Total cost of sales	(6,514)	(12,675)	(15,430)	(15,172)
Gross profit	13,765	27,123	32,044	35,501
Distribution costs	(3,258)	(9,158)	(9,945)	(8,784)
Administrative expenses:				
Development expenditure	(3,029)	(5,869)	(8,026)	(10,073)
Amortisation of goodwill and other intangible assets	(100)	(8,680)	(7,079)	(7,170)
Impairment of goodwill	–	(133,400)	(7,464)	–
Other exceptional items	(579)	–	(776)	–
Other administrative expenses	(3,639)	(10,140)	(12,079)	(11,388)
Total administrative expenses	(7,347)	(158,089)	(35,424)	(28,631)
Operating profit/(loss)				
Continuing operations	3,160	(140,124)	(13,325)	(1,542)
Acquisitions	–	–	–	(372)
Group operating profit/(loss)	3,160	(140,124)	(13,325)	(1,914)
Share of operating profit in associate	153	78	–	–
Amount written off investments	–	(283)	(321)	–
Net interest receivable and similar income	642	1,171	494	340
Net interest payable and similar charges	(118)	(73)	(331)	(206)
Profit/(loss) on ordinary activities before taxation	3,837	(139,231)	(13,483)	(1,780)
Tax charge on (loss)/profit on ordinary activities	(957)	(1,140)	(1,299)	(1,262)
Profit/(loss) on ordinary activities after taxation and retained profit/(loss) for the financial year	2,880	(140,371)	(14,782)	(3,042)
Adjusted net earnings after tax	3,536	1,992	858	4,128
EBITDA before exceptionals	4,520	3,414	3,739	7,222
(Loss)/Earnings per share — basic	2.17p	(80.21p)	(7.94p)	(1.59p)
(Loss)/Earnings per share — adjusted	2.67p	1.14p	0.46p	2.17p
Contracted customer base	56	203	272	386
Contracted installations	73	257	383	551