

Touchstone Group Plc, Full Year Results - 31st March 2010

Turnover	▼ 6% to £26.9m ('09: £28.5m)
Raw Gross Margin ¹	▲ to 62% ('09: 60.7%)
Adjusted Gross Margins	▲ to 46.4% ('09: 40.6%)
Raw Overheads ²	▼ Reduction by £2.3m to £14.8m ('09: £17.1m)
Adjusted Operating Profits ³	▲ 61% to £1.7m ('09: £1m)
Adjusted EPS ³	▲ 68% to 13.3p ('09: 7.9p)
Raw EBITDA ⁴	▲ 170% to £1.25m ('09: £465k)
Total Dividend	▲ 3p per share ('09: Nil per share)
Year-end Headcount	▼ 16% to 176 ('09: 209)
Average Headcount	▼ 15% to 190 ('09: 223)
Net Current Assets	▲ £1.8m ('09: £1.4m)
Net Cash Reserves	▲ £2.3m ('09: £1.7m)
Operating Cash Flow	▲ £1.2m ('09: £450k)

¹ Raw Gross Margin *From Management Accounts (but before cost of sale adjustments for employees involved in fee-based activities)*

² Raw Overheads *From Management Accounts (excludes depreciation, share-based payments and exceptional items but includes all commissions, incentives and cost of sale adjustments for employees involved in fee-based work)*

³ Adjusted Operating Profits *Based on Operating profits before depreciation, amortisation and impairment of goodwill and & Earnings per Share intangibles and also exclude all exceptional costs associated with re-organisation, termination of contracts and one-off professional advice.*

⁴ Raw EBITDA *Operating profits before interest, tax, depreciation and amortisation (but without any adjustments for exceptional costs)*

Touchstone Group Plc, Current Trading - 5 Months to Aug '10

YTD Turnover	▼ 8% to £10.50m ('09: £11.45m)
YTD Raw Gross Margin ¹	▲ to 67% ('09: 59%)
Headcount	▼ 7% to 177 ('09: 190)
Net Cash Reserves	▲ £3.3m ('09: £1.8m)

¹ Raw Gross Margin *From Management Accounts (but before cost of sale adjustments for employees involved in fee-based activities)*

Touchstone Group Plc, Current Trading Comment - 22nd September 2010

"All business units have secured encouraging levels of business in the current trading period despite continued tough market conditions. The Board remains confident of a resilient performance during FY11 albeit turnover levels may be slightly lower."