

14<sup>th</sup> February 2008

## **Sabien Technology Group Plc**

### **Unaudited interim results for the period to 31 December 2007**

Sabien Technology Group is pleased to announce its interim results for the period to 31 December 2007

#### **Highlights: July - Dec 2007**

- New orders won including Deutsche Bank and O2
- Continued sales of M2G to The Royal Bank of Scotland Group
- Significant new customer pipeline
- Project 10 pilots commenced
- First sale of M3G achieved in UK
- Overseas distributors have successfully carried out their first installations of M2G in Italy and China respectively

#### **Highlights: Jan 2008 –**

- Orders received for £42,550 from DEFRA and The Institution of Civil Engineers

#### **Commenting on the results, Dr Clive Morton O.B.E., non-executive Chairman, said:**

“Since being admitted to AIM, Sabien has been building its sales pipeline and we believe it is now well placed to becoming a significant player in the UK energy efficiency sector.

The Group is continuing to win and invest in new business for its M2G and M3G products and the benefits of this are being seen in the positive level of interest and the high number of quotations being produced for prospects.

Revenues for the 6 months under review are slightly behind (£79K) those of the equivalent period for last year; however we are experiencing increased interest and orders in our product range sufficient to deliver higher levels of turnover than in the first half. Therefore the Board remains confident that the full year result will demonstrate growth over the year as a whole.”

#### **Alan O'Brien, Chief Executive Officer, said:**

“The Group has made good progress over the period and we are seeing a consistent flow of new sales and sales enquiries for our products, both in the UK and internationally through our distributors. Our new customer pipeline has grown significantly over the period as we continue to target multiple site organisations.”

## CHIEF EXECUTIVE OFFICER'S REPORT

### Sales Performance:

- Sales during the period were £500,000 which resulted in a loss before tax of £347,000 which was in line with internal forecasts. Cash at the end of the period was £1.9 million (£2.1 million at 30 June 2007).
- During the period the Group has won a number of new orders for M2G from both existing customers such as Royal Bank of Scotland and new customers including Deutsche Bank and O2.
  - The O2 pilot scheme alone had an average energy saving of over 20% saving a total over the period of 174 tonnes of CO<sub>2</sub>, equivalent to 47 tonnes of carbon.
- We are quoting for new business with a value on average of £250k to £300k a month. Client evaluation orders range from 5 to 10 M2G units initially, although these are expected to convert to significant commercial orders over the next four to seven months.
- Orders received for the period since 1 January 2008 of £42,550 from DEFRA and The Institution of Civil Engineers.
- We have now delivered over 1,250 M2G units in total to RBS illustrating our competence at selling and project managing our technology into large multi-site organisations.
- The first sales of the M3G air conditioning controller have been achieved. With the cooling season approaching, there is a growing interest in this product from existing and potential customers.
- We are now working with some of the UK's leading Facility Management and Carbon Management Consultancies, who are promoting M2G and our air conditioning product, M3G, as part of their energy efficiency solution to their clients.
- The first pilot installations of M2G in overseas territories have been achieved in Italy and China and we are in discussions to establish M2G and M3G distribution networks in North America and Europe

### Project 10

- Our Project 10 pilots are well under way and the results will be known over the course of the next few months. Preliminary indications show that satisfactory savings are already being achieved. The combined sales potential across all participating clients is estimated to be worth over £30 million for a full rollout across their multi-site offices and buildings.

Sabien is perfectly placed to exploit increased customer demand for reductions in their energy bills while adhering to their corporate and social responsibility. Gas prices in Europe have quadrupled over the last 6 years shortening client payback periods and protecting our overall gross margin. Sabien Technology does not require government support or feed in tariffs to deliver positive economic returns to its customers and in today's tough spending environment we remain confident about the future prospects for our business. We look forward to reporting further progress over the coming year.

**About Sabien Technology**

Sabien (AIM: SNT) is focused on the manufacture and sale of M2G and M3G energy saving devices which are proven to reduce energy consumption on commercial boilers and air conditioning units by up to 35%.

Sabien was set up in 2004 to commercialise M2G, an energy saving technology which reduces gas consumption used in commercial boilers. In September 2007, Sabien launched M3G which reduces electricity consumption in commercial air-conditioning units. Both M2G and M3G are proven to reduce carbon and energy consumption by up to 35% with typical pay back in fewer than two years.

With interest in 'green issues' being at an all time high for private and public organisations, the need to achieve both financial savings as well as an improved environmental profile is becoming increasingly important in the Boardrooms of UK PLC.

Rising energy prices also create a more immediate imperative to reduce energy consumption and cut energy costs. The urgency to seek new solutions is most definitely a growing feature of the market and consequently companies are beginning to implement energy strategies to meet challenging energy reduction targets.

A number of customers are already using M2G including the Royal Bank of Scotland Group, Ford Motor Company, Bank of England, Institution of Mechanical Engineers, Investec Bank and an NHS Trust. The M2G is Carbon Trust approved and qualifies for the Enhanced Capital Allowance Scheme.

**Unaudited Condensed Group Income Statement for the period ended 31 December 2007**

	Notes	6 months to 31 December 2007 Unaudited £'000	6 months to 31 December 2006 Unaudited £'000	Year to 30 June 2007 Audited £'000
<b>Revenue</b>		500	579	632
Cost of Sales		(108)	(194)	(147)
Gross Profit		<u>392</u>	<u>385</u>	<u>485</u>
Other income		60	4	69
Distribution costs		(122)	(25)	(52)
Administrative expenses		(600)	(399)	(1,082)
Finance costs		(77)	(103)	(167)
Loss before tax		<u>(347)</u>	<u>(138)</u>	<u>(747)</u>
Corporation tax recovery		-	-	2
<b>Loss for the period attributable to equity holders of the parent company</b>		<u>(347)</u>	<u>(138)</u>	<u>(745)</u>
Loss per share in pence – basic and diluted	2	<u>(1.3p)</u>	<u>(1.9p)</u>	<u>(2.8p)</u>

## Unaudited Condensed Group Balance Sheet

	Notes	31 December 2007 Unaudited £'000	31 December 2006 Unaudited £'000	30 June 2007 Audited £'000
<b>ASSETS</b>				
<b>Non-current assets</b>				
Property, plant and equipment		49	15	47
Other intangible assets		2,444	2,577	2,511
		<u>2,493</u>	<u>2,592</u>	<u>2,558</u>
<b>Current assets</b>				
Inventories		130	13	71
Trade receivables		82	212	28
Other current assets		100	63	121
Cash and cash equivalents		1,909	3,042	2,148
		<u>2,221</u>	<u>3,330</u>	<u>2,368</u>
<b>Current liabilities</b>				
Trade and other payables		106	420	39
Short term provisions		193	277	183
<b>Total current liabilities</b>		<u>299</u>	<u>697</u>	<u>222</u>
<b>Non-current liabilities</b>				
Long-term borrowings		437	408	422
Long-term provisions		2,035	1,926	2,002
<b>Total non-current liabilities</b>		<u>2,472</u>	<u>2,334</u>	<u>2,424</u>
<b>Net assets</b>		<u>1,943</u>	<u>2,891</u>	<u>2,280</u>
<b>SHAREHOLDERS' EQUITY</b>				
<b>Equity attributable to equity holders of the parent</b>				
Share capital	3	1,329	1,329	1,329
Other reserves		1,611	1,604	1,601
Retained earnings/(losses)		(997)	(42)	(650)
<b>Total equity</b>		<u>1,943</u>	<u>2,891</u>	<u>2,280</u>

## Condensed Cash Flow statement

	6 months to 31 December 2007	6 months To 31 December 2006	Year To 30 June 2007
Notes	£'000	£'000	£'000
<b>Cash flows from operating activities</b>			
Loss before taxation	(347)	(138)	(747)
Adjustments for:			
Depreciation and amortisation	74	75	148
Investment income	(60)	(4)	(69)
Interest expense	77	103	167
Share based payments	10	-	104
Increase in trade and other receivables	(33)	(254)	(128)
Increase in inventories	(59)	59	1
Increase in trade and other payables	78	273	(166)
<b>Net cash from operating activities</b>	<b>(260)</b>	<b>114</b>	<b>(690)</b>
<b>Cash flows from investing activities</b>			
Purchase of property, plant and equipment and intangible assets	(9)	(14)	(53)
Finance income	60	4	69
<b>Net cash used in investing activities</b>	<b>51</b>	<b>(10)</b>	<b>16</b>
<b>Cash flow from financing activities</b>			
Proceeds from issue of share capital	-	2,841	2,826
(Repayment of) long term borrowings	(30)	21	(80)
<b>Net cash from financing activities</b>	<b>(30)</b>	<b>2,862</b>	<b>2,746</b>
Net (decrease)/increase in cash and cash equivalents	(239)	2,966	2,072
Cash and cash equivalents at beginning of period	2,148	76	76
<b>Cash and cash equivalents at end of period</b>	<b>1,909</b>	<b>3,042</b>	<b>2,148</b>

## Condensed Consolidated Statement of Changes in Equity

	Share Capital	Share Premium	Merger Reserve	Shares to be issued	Share based payment reserve	Retained Earnings	Total Equity
	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Balance at 1 July 2006	1,021	-	(1,021)	-	-	95	95
Loss for the period	-	-	-	-	-	(137)	(137)
Issue of share capital on merger	-	-	250	-	-	-	250
Issue of share capital on merger	308	2,892	-	-	-	-	3,200
Share issue costs	-	(609)	-	-	-	-	(609)
Convertible loan – shares to be issued	-	-	-	92	-	-	92
Balance at 31 December 2006	1,329	2,283	(771)	92	-	(42)	2,891
Loss for the period	-	-	-	-	-	(608)	(608)
Share issue costs	-	(15)	-	-	-	-	(15)
Employee share option scheme – value of services provided	-	-	-	-	12	-	12
Balance at 1 July 2007	1,329	2,268	(771)	92	12	(650)	2,280
Loss for the period	-	-	-	-	-	(347)	(347)
Employee share option scheme – value of services provided	-	-	-	-	10	-	10
Balance at 31 December 2007	1,329	2,268	(771)	92	22	(997)	1,943

Sabien Technology Group Plc

Notes to the Financial Statements

### 1. Basis of Preparation of Financial Information

The interim financial information has not been audited or reviewed by the auditors and does not constitute statutory accounts for the purpose of Section 240 of the Companies Act 1985.

The financial information in this document has been prepared using accounting principles generally accepted under International Financial Reporting Standards and is consistent with those used in the preparation of the most recent annual financial statements.

The following significant principal accounting policies have been used consistently in the preparation of the consolidated financial information of the Group.

- a) Basis of consolidation:

The condensed consolidated balance sheet and income statement includes the financial statements of the Company and its subsidiaries at 31 December 2007. The complete consolidated financial statements incorporate the financial statements of the Company and entities controlled by the Company (its subsidiaries) made up to 30 June each year. Control is achieved where the Company has the power to govern the financial and operating policies of an investee entity so as to obtain benefits from its activities.

Except as noted below, the financial information of subsidiaries is included in the consolidated financial statements using the acquisition method of accounting. On the date of acquisition the assets and liabilities of the relevant subsidiaries are measured at their fair values.

All intra-Group transactions, balances, income and expenses are eliminated on consolidation.

Accounting for the Company's acquisition of the controlling interest in Sabien Technology Limited: The Company's controlling interest in its directly held subsidiary, Sabien Technology Limited, was acquired through a transaction under common control, as defined in IFRS 3 Business Combinations. The Directors note that transactions under common control are outside the scope of IFRS 3 and that there is no guidance elsewhere in IFRS covering such transactions.

IFRS contain specific guidance to be followed where a transaction falls outside the scope of IFRS. This guidance is included at paragraphs 10 to 12 of IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors. This requires, inter alia, that where IFRS does not include guidance for a particular issue, the Directors may also consider the most recent pronouncements of other standard setting bodies that use a similar conceptual framework to develop accounting standards. In this regard, it is noted that the UK standard FRS 6 addresses the question of business combinations under common control.

In contrast to IFRS 3, FRS 6 sets out accounting guidance for transactions under common control which, as with IFRS 3, are outside the scope of that accounting standard. The guidance contained in FRS 6 indicates that merger accounting may be used when accounting for transactions under common control.

Having considered the requirements of IAS 8, and the guidance included in FRS 6, it is considered appropriate to use a form of accounting which is similar to pooling of interest when dealing with the transaction in which the Company acquired its controlling interest in Sabien Technology Limited.

In consequence, the Consolidated Financial Statements for Sabien Technology Group Plc report the result of operations for the year as though the acquisition of its controlling interest through a transaction under common control had occurred at 1 October 2005. The effect of intercompany transactions has been eliminated in determining the results of operations for the year prior to acquisition of the controlling interest, meaning that those results are on substantially the same basis as the results of operations for the year after the acquisition of the controlling interest.

Similarly, the consolidated balance sheet and other financial information have been presented as though the assets and liabilities of the combining entities had been transferred at 1 October 2005.

The Group has taken advantage of section 131 of the Companies Act 1985 and has debited the difference arising on the merger with Sabien Technology Limited to a merger reserve.



Seasonality: The business of the Group is not seasonal and there are no substantial and recurring variations between the results in the first half-yearly period compared to the second half-year.

b) Fixed asset investments

Fixed assets investments are stated at cost less any provision for impairment in value.

c) Deferred consideration

Deferred consideration is discounted from the anticipated settlement date at the Group's weighted average cost of capital.

d) **Compound financial instruments**

Compound financial instruments issued by the Group comprise convertible loan notes. The liability component of the instrument is initially recorded at the fair value of a similar instrument which does not have an equity component. The difference between the net proceeds and the fair value is recorded as the equity component and recognised directly in equity. Subsequent to initial recognition, the liability component is measured at amortised cost using the effective interest method and the amortisation charge arising recorded in the profit and loss for the period

## 2. Earnings per share (EPS)

The calculation of the basic earnings per share is based on the earnings attributable to the ordinary shareholders, divided by the weighted average number of shares in issue in the period.

Due to the loss incurred in the period under review, the dilutive securities have no effect as at 31 December 2007.

	6 months ended 31 December 2007	6 months ended 31 December 2006	Year to 30 June 2007
	£'000	£'000	£'000
Earnings for the period	(347)	(138)	(745)
Weighted average number of shares in issue	26,570,511	7,318,392	26,570,511
Earnings per share - basic	(1.3p)	(1.9p)	(2.8p)

## 3. Share capital

The Company's authorised and issued ordinary share capital, at the date of this Balance Sheet is:

	Amount	Number of Ordinary Shares
Authorised	£2,500,000	50,000,000
Issued and fully paid	£1,328,526	26,570,511

## 4. Seasonality

The business of the Group is not seasonal and there are no substantial and recurring variations between the results in the first half-yearly period compared to the second half-year.

**For further information:**

**Sabien Technology Group plc** 020 7993 3700  
Alan O'Brien - Chief Executive Officer  
Gus Orchard Finance Director

**Arbuthnot Securities (NOMAD)** 020 7012 2000

**Madano Partnership (Financial PR Advisers)** 020 7593 4000  
Mark Way/Matthew Moth