

Financial results 2011

Outlook 2012

Contents:

1. Turnover by year
2. Turnover by industry
3. Company Employment rate
4. Managing Director's statement

1. Turnover by year

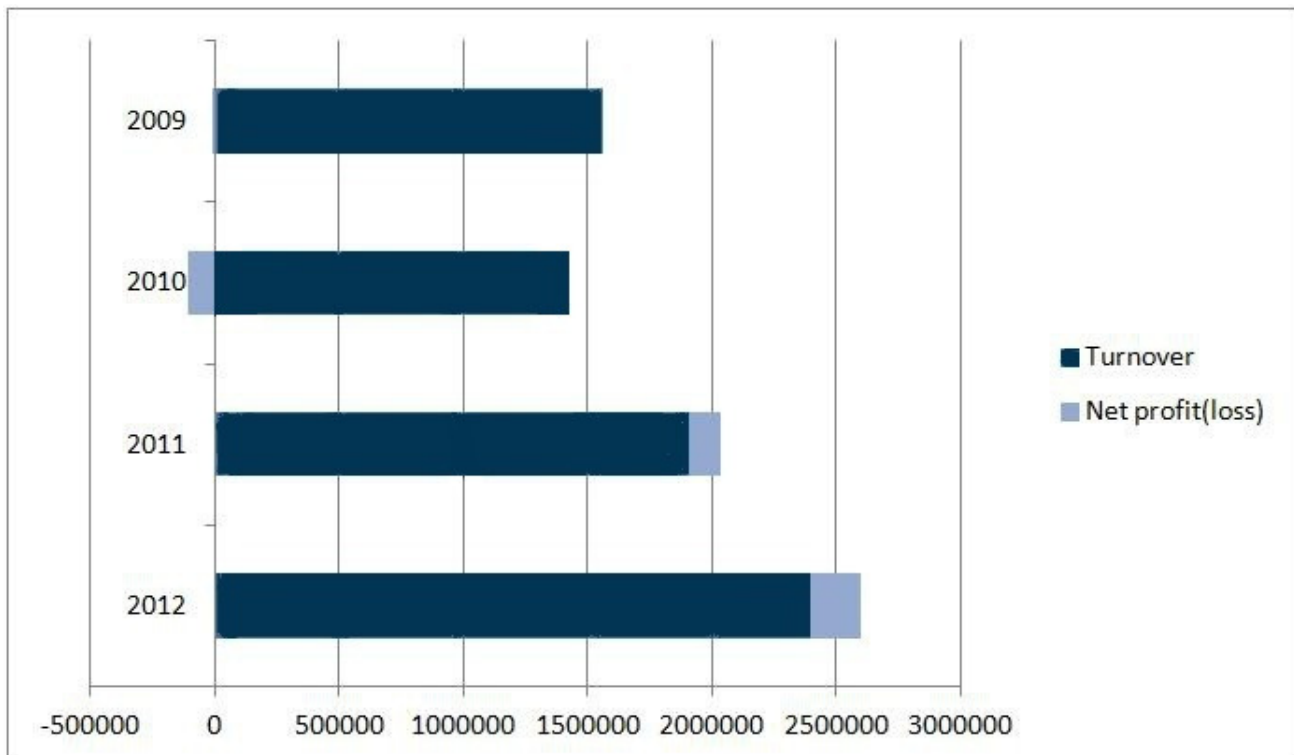


Figure 1. Optima's turnover in pounds sterling (£) 2009-2011

As with most companies 2010 has been a trying time for business. We have been somewhat unfortunate to experience a number of converging negatives. Some nominally outside of our realms of control and some often referred to as "growing pains".

Our business year runs from July 1st through to June 30th. For us the two years present a stark contrast in trading performance.

Turning a loss making 09-10 year into a profitable 10-11 year has not been easy but we are proud to say that having planned a programme of business disciplines (some of which are already activated) we are confident we will see Optima Control Solutions flourish and assume the kind of profile that our growing list of clients will benefit from.

As of November 2011 we are achieving above the target performance for the 11-12 business year. If this pace of growth is sustained we will reach a total turnover of £2.4 million by the end of the current trading year.

2. Turnover by industry

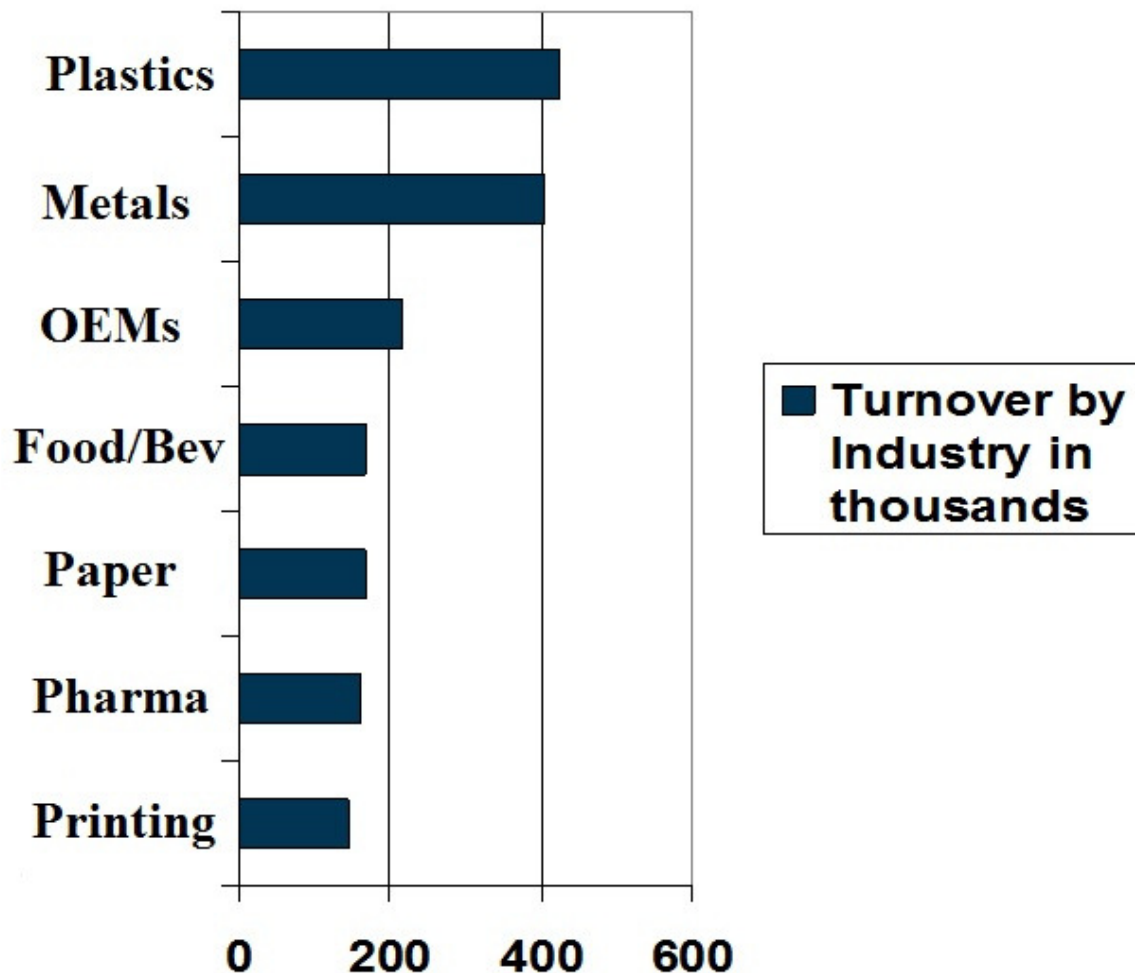


Figure 2. Optima's performance in key markets (turnover in pounds sterling - £)

Our expertise in complex tension control, web transport systems and variable speed drive applications is widely sought in industries such as plastics, packaging and metals. The figure above depicts our 10-11 financial performance in these key sectors.

Optima's key customers for the past 12 months are Tullis Russell, API and Tensar International. We have been enjoying a long-term commitment to these companies and continue to deliver high value to their business.

We aim to expand our service scope in sectors such as pharmaceuticals and steel production.

3. Company employment rate

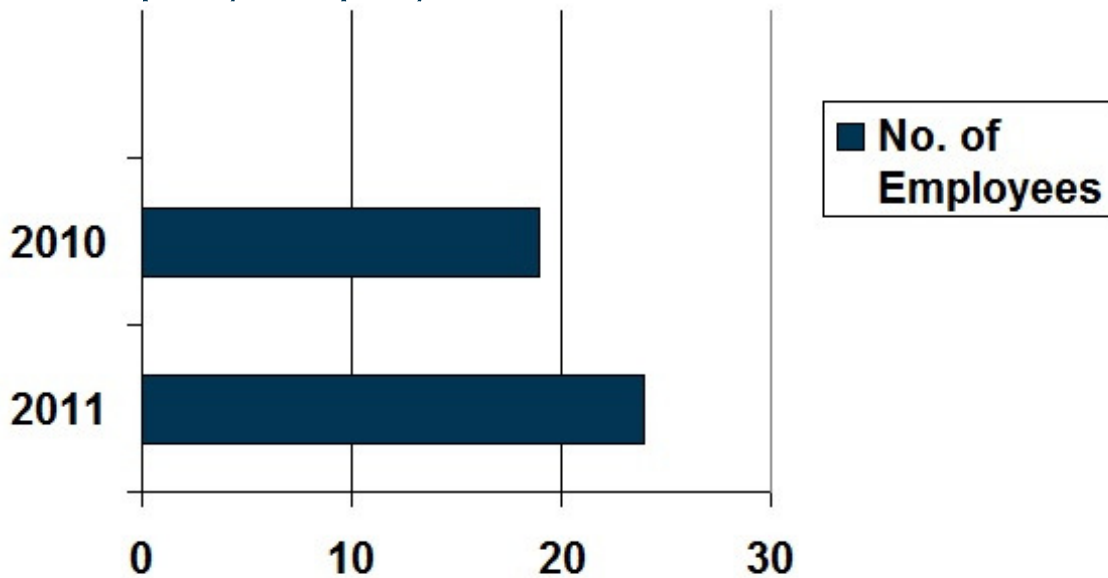


Figure 3. Number of employees 2010-2011

At Optima we recognise that as a knowledge-based business, our engineering experts are the company's most important asset and we regard their welfare as paramount. During the past 6 months we have hired 2 engineers on full-time positions. In addition, we have attracted our first engineering apprentice who is expected to start working for us in 2012.

In order to bring our growth strategy into action we have expanded our sales team, as well. In August we hired our first marketing executive. In early 2012 we will be joined by a new sales engineer.



4. Managing Director's statement

Mr Michael Hill founded Optima in 1995 together with Dr Adrian West – a good friend and colleague. Ever since Michael's philosophy for Optima has been to flourish by helping customers to achieve their business goals.

"2010 presented Optima with numerous challenges. The banking crisis induced market problems that for our business, as for most companies, were significant.

Difficult trading conditions presented some harsh situations that demanded critical decisions to be made.

We have a highly skilled, diligent, professional and loyal team. Engineers of the calibre we employ are difficult to find or replace. Therefore, we had to determine a strategy that would allow us to take the predicted downturn whilst maintaining our staff levels in anticipation of the upturn.

We have recognised our position, taken a long hard look at ourselves, employed good quality advisors and driven ourselves into the advantageous position of being fully aware of our business operations.

As the 2010/2011 financial results show, by restructuring the business over the past 12 months we have increased the financial clarity and operational awareness to a whole new level. Underpinning the fundamental of high quality engineering service levels, which is vitally important, we now have a well-run business engine.

The necessity of a good business model and management infrastructure is also accentuated if, when presented with opportunities, we are to recognise, engage with and convert them successfully.

I see many growth opportunities for Optima in 2012. We will continue to develop and nurture the business relationships we have with our best customers whilst seeking to expand our scope in terms of engineering skills and geography. One of our biggest tasks for the coming year is the launch of our brand new production reporting solution – AssetManager. The system automatically reports the production efficiency, with downtime analysis, of any manufacturing process presenting increased profitability opportunities to companies..

I am proud to say that Optima had a very successful 2011 and am looking forward to what 2012 will bring!"

Michael Hill

