

Date: 22 September 2011
On behalf of: Vitesse Media Plc (“Vitesse”, the “Company” or the “Group”)

Immediate Release

Vitesse Media Plc

Interim results for the six months ended 31st July 2011

The Board of Vitesse Media Plc (AIM: VIS), the media, events and research company, today announces its interim results for the six months ending 31 July 2011.

Highlights

- Pre-tax profit* of £5k (H1 2010/11: £39k) in line with management expectations, the sixth successive accounting period in which the business has remained profitable
- Gross margin improved 50 basis points to 70.5%, as costs are reduced through transition from print to digital delivery
- Balance sheet strengthened again compared to the year end
- Digital now accounts for 41.5% of turnover (H1 2010/11: 39.1%)
- Two new Apps launched – Information Age and Business XL, with three further launches planned for H2
- Two new websites expected to be launched in the second half, Vitesse Media Events (www.vitessemediaevents.co.uk) and Vitesse Media Research (www.vitessemediaresearch.co.uk)
- 6.7% increase in unique users of our web sites in 2011 (Jan – Sept) compared with the same period last year
- Database investment expected to conclude in the second half, supporting transition from print to digital
- Strong performance from events business
- Opportunities for extension of research product identified

*pre-share-option expense

Commenting on the results, Vitesse Media’s Chairman, Sara Williams, said: “I am delighted to report that the company has maintained its unbroken trend of six successive half years of profitability. In the half year reported, this has been achieved against a background of accelerated investment in the delivery of our business plan, which has seen increased investment in our common digital media platform, events portfolio and our research activities.”

For further information:

Vitesse Media plc

Executive Chairman: Sara Williams 020-7250 7010
Chief executive: Leslie Copeland 020-7250 7014

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Review

The period started strongly with above budget results for the first two months of the year, but like many other businesses, a slow down occurred beginning in April. This affected all areas of the business in the second half of the interim period, with the exception of *Information Age*, which continued to perform strongly.

Costs continue to be tightly controlled, with the switch to digital leading to a reduction in cost of sales and a further small but encouraging improvement in gross margin. Administrative expenses showed a small increase, the bulk of this due to an increase in share-based costs.

During the period we ran several highly successful and profitable events, including the *New Energy Awards*, *Growth Company Awards* and *M&A Awards*.

While Vitesse continues to invest in its products and infrastructure, most of the benefit of this investment has yet to be realised, as projects approach completion of the investment phase.

We continue to deliver against the plan to accelerate the migration to digital delivery, and in particular, have launched new Apps for *Information Age* and *Business XL*. We plan to roll out three further apps, namely *What Investment*, *Growth Company Investor* and *Small Business*, before the financial year-end.

We are revamping a number of websites, including *Growth Business*, and two new portals to exploit the group's considerable resource of research and events.

During the period revenues driven from digital research analysis for lead development and customer targeting by third party was increased by 50%. While still small, this is a very encouraging trend reflecting a strategic commitment to develop our digital revenues based on the group's rich research base. We continue to explore and develop ways of developing revenue streams from our digital research resource and identify potential new customers for this resource.

Strategy

The management has made sustained progress towards the board's long-term objectives of steering the business into high-value areas of the media sector. Implementation of the business plan, as set out in the annual report, continues apace, with an emphasis on the development of the group's higher value revenue streams. This has been supported by continued investment in the integration of the group's databases in order to more effectively exploit the company's wide-ranging rich base of information.

Outlook

The management remain confident in the long-term future for the business and is continuing to develop the three- and five-year plans designed to grow the business' higher-value revenue streams.

The investment in database integration to enable better utilisation of its strong customer relationships is a key component of the plan, together with the accelerated switch to digital. Initial market response to our new Apps for *Information Age* and *Business XL* is encouraging, with further launches planned. The continued development of digital delivery and a more integrated approach to the development of new markets for our research and data services give us encouragement for the future.

About Vitesse Media plc

We are the leading specialists in growth businesses – entrepreneurs and CEOs, their investors, advisers and suppliers. Vitesse Media offers award-winning publications, fast-growing websites, exciting events and much-acclaimed research. Our flagship titles include *SmallBusiness.co.uk*, *Growth Company Investor*, *Information Age*, *GrowthBusiness.co.uk*, *What Investment*, *Business XL*, *M&A Deals.co.uk* and *TaxGuide.co.uk*. Our intention is to grow our business through the development of innovative products and the acquisition of products and businesses in our fragmented b2b space. Vitesse Media plc is quoted on AIM.

Consolidated statement of comprehensive income
For the six months ended 31 July 2011

	6 months ended 31 July 2011 (unaudited) £'000	6 months ended 31 July 2010 (unaudited) £'000	Year ended 31 January 2011 (audited) £'000
Revenue	1,507	1,558	3,313
- continuing			
- acquired			
	<hr/> 1,507	<hr/> 1,558	<hr/> 3,313
Cost of sales	443	468	935
	<hr/> 1,063	<hr/> 1,090	<hr/> 2,378
Gross profit			
Administrative expenses	1,082	1,047	2,287
	<hr/> (18)	<hr/> 42	<hr/> 91
Operating (loss)/profit			
Finance costs	4	(9)	(11)
Finance income	0	0	0
	<hr/> (15)	<hr/> 33	<hr/> 80
(Loss)/profit before tax			
Tax expense	0	0	0
	<hr/> (15)	<hr/> 33	<hr/> 80
(Loss)/profit for the period attributable to owners of the parent			
	<hr/> <hr/> (0.05)	<hr/> <hr/> 0.12	<hr/> <hr/> 0.27
(Loss)/earnings per share (pence) Basic			
Diluted	<hr/> <hr/> (0.05)	<hr/> <hr/> 0.12	<hr/> <hr/> 0.27

Consolidated statement of financial position

As

at 31 July 2011

	6 months ended 31 July 2011 (unaudited) £'000	6 months ended 31 July 2010 (unaudited) £'000	Year ended 31 January 2011 (audited) £'000
ASSETS			
Non-current assets			
Goodwill	1,026	1,026	1,026
Other intangible assets	1,448	1,447	1,449
Property, plant and equipment	51	64	40
Trade and other receivables	21	21	21
	<hr/>	<hr/>	<hr/>
	2,546	2,558	2,536
Current assets			
Inventories	12	2	26
Trade and other receivables	774	735	804
Cash and cash equivalents	19	12	67
	<hr/>	<hr/>	<hr/>
	805	749	897
	<hr/>	<hr/>	<hr/>
Total assets	3,351	3,307	3,433
EQUITY AND LIABILITIES			
Equity			
Share capital	2,610	2,610	2,610
Share premium account	2,832	2,832	2,832
Share option reserve	163	92	143
Other reserves	104	104	104
Retained earnings	(3,572)	(3,618)	(3,557)
	<hr/>	<hr/>	<hr/>
Total equity attributable to owners of the parent	2,137	2,020	2,132
Non-current liabilities			
Obligations under finance lease	0	1	0
	<hr/>	<hr/>	<hr/>
	0	1	0
Current liabilities			
Trade and other payables	1,046	1,013	977
Borrowings	167	266	320
Obligations under finance lease	1	7	4
	<hr/>	<hr/>	<hr/>
Total liabilities	1,214	1,286	1,301
	<hr/>	<hr/>	<hr/>
Total equity and liabilities	3,351	3,307	3,433

Consolidated statement of cash flows
For the six months ended

31 July 2011

	6 months ended 31 July 2011 (unaudited) £'000	6 months ended 31 July 2010 (unaudited) £'000	Year ended 31 January 2011 (audited) £'000
Cash flows from operating activities			
(Loss)/profit before taxation	(15)	33	80
Adjustments			
Finance costs	(4)	9	11
Finance income	(0)	(0)	0
Amortisation	16	21	40
Depreciation of property, plant and equipment	23	34	54
Loss on disposal of property, plant, equipment	0	0	5
Share-based payment charge	20	6	71
Operating cash flows before movements in working capital	40	103	261
Decrease/(increase) in inventories	14	17	(7)
Decrease/(increase) in receivables	30	(55)	(124)
Increase/(decrease) in payables	69	(224)	(260)
Cash flows from (used in) operating activities	153	(160)	(391)
Interest paid	4	(9)	(11)
Interest received	0	0	0
Net Cash from/(used in) operating activities	157	(169)	(141)
Investing Activities			
Acquisition of subsidiaries	0	0	0
Purchases of property, plant and equipment	(34)	(10)	(12)
Purchases of intangible assets	(15)	0	(21)
Net cash used in investing activities	(49)	(10)	(33)
Financing Activities			
Proceeds from issue of share capital		475	475
Share issue costs		(21)	(21)
Repayments of obligations under finance leases	(3)	(6)	(10)
(Repayment of)/proceeds from short-term borrowings		(170)	(170)
Drawdown on invoice discounting facility	(153)	(56)	(1)
Net cash (used in)/generated from financing activities	(156)	222	273
Net (decrease)/increase in cash and cash equivalents	(48)	44	99
Cash and cash equivalents at beginning of period	67	(32)	(32)
Cash and cash equivalents at end of period	19	12	67

Consolidated Statement of changes in equity
For the six months ended 31 July 2011

	Share capital £ '000	Share premium Account £ '000	Share options reserve £ '000	Other reserves £ '000	Retained earnings £ '000	Total £ '000
ATTRIBUTABLE TO OWNERS OF PARENT						
6 months ended 31 July 2010						
As at 31 January 2010	2,560	2,428	86	104	(3,651)	1,527
Profit for the period	-	-	-	-	33	33
Total comprehensive income for the period	-	-	-	-	33	33
TRANSACTIONS WITH OWNERS IN THEIR CAPACITY AS OWNERS						
Issue of share capital	50	425	-	-	-	475
Issue costs	-	(21)	-	-	-	(21)
TOTAL TRANSACTIONS WITH OWNERS IN THEIR CAPACITY AS OWNERS	50	404	-	-	-	454
Recognition of share-based payments	-	-	6	-	-	6
As at 31 July 2010	2,610	2,832	92	104	(3,618)	2,020
ATTRIBUTABLE TO OWNERS OF PARENT						
12 months ended 31 January 2011						
As at 31 January 2010	2,560	2,428	86	104	(3,651)	1,527
Profit for the year	-	-	-	-	80	80
Total comprehensive income for the period	-	-	-	-	80	80
TRANSACTIONS WITH OWNERS IN THEIR CAPACITY AS OWNERS						
Issue of share capital	50	425	-	-	-	-
Issue costs	-	(21)	-	-	-	-
TOTAL TRANSACTIONS WITH OWNERS IN THEIR CAPACITY AS OWNERS	-	-	-	-	-	-
Recognition of share-based payments	-	-	71	-	-	71
Share options lapsed	-	-	(14)	-	14	-
As at 31 January 2011	2,610	2,832	143	104	(3,557)	2,132

ATTRIBUTABLE TO OWNERS OF PARENT

6 months ended 31 July 2011

As at 31 January 2011	2,610	2,832	143	104	(3,557)	2,132
Profit for the period	-	-	-	-	(15)	(15)
Total comprehensive income for the period	-	-	-	-	(15)	(15)
TRANSACTIONS WITH OWNERS IN THEIR CAPACITY AS OWNERS						
Issue of share capital	-	-	-	-	-	-
Issue costs	-	-	-	-	-	-
TOTAL TRANSACTIONS WITH OWNERS IN THEIR CAPACITY AS OWNERS	-	-	-	-	-	0
Recognition of share-based payments	-	-	20	-	-	20
As at 31 July 2011	2,610	2,832	163	104	(3,572)	2,137

Notes to the Interim Results

1. Basis of preparation

These unaudited condensed consolidated interim financial statements are for the six months ended 31 July 2011. They have been prepared in accordance with recognition and measurement principles of International Financial Reporting Standards (IFRS) as adopted by the European Union. This report should be read in conjunction with the annual financial statements for the year ended 31 January 2011, which have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union and International Financial Reporting Interpretations Committee ('IFRIC') Interpretations and the Companies Act 2006, as applicable to companies reporting under IFRS.

The financial information in this interim announcement does not constitute statutory accounts within the meaning of Section 434 of the Companies Act 2006. The unaudited interim financial statements were approved by the Board on 22 September 2011.

The comparative financial information for the year ended 31 January 2011 does not constitute statutory accounts within the meaning of Section 434 of the Companies Act 2006. The statutory accounts of Vitesse Media plc for the year ended 31 January 2011 have been reported on by the Company's auditor, Baker Tilly UK Audit LLP, and have been delivered to the Registrar of Companies. The report of the auditor was unqualified and did not include a reference to any matters to which the auditor drew attention by way of emphasis of matter. The auditor's report did not contain statements under Section 498(2) or 498(3) of the Companies Act 2006.

The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual financial statements for the year ended 31 January 2011.

These financial statements have been prepared under the historical cost convention.

The financial information for the six months ended 31 July 2011 is unaudited.

Nature of operations and general information

Vitesse Media plc and subsidiaries' ('the Group') principal activities include the provision of online, print publishing and events, specialising in growing businesses. The Group provides a network for CEOs and other directors, their investors, advisers and suppliers.

Vitesse Media plc is the Group's ultimate parent company. It is incorporated and domiciled in Great Britain. The address of Vitesse Media plc's registered office is Pellipar House, 1st Floor, 9 Cloak Lane, London EC4R 2RU. Vitesse Media plc's shares are listed on the AIM Market of the London Stock Exchange.

Vitesse Media plc's consolidated interim financial statements are presented in Pounds Sterling (£), which is also the functional currency of the parent company.

2. Segmental information

At the end of the financial year, 31 January 2012, we expect to report our income segments as Business and Investment, dropping the segmental information on online, print and events as no longer being relevant to the management of the business.

	Online £'000	Print publishing £'000	Events £'000	Total £'000
6 months ended 31 July 2011				
Segmental revenue - continuing	626	556	325	1,507
Segmental revenue - acquired	-	-	-	-
Total segmental revenue	<u>626</u>	<u>556</u>	<u>325</u>	<u>1,507</u>
Segment result	<u>561</u>	<u>348</u>	<u>154</u>	<u>1063</u>
6 months ended 31 July 2010				
Segmental revenue - continuing	610	598	350	1,558
Segmental revenue - acquired	-	-	-	-
Total segmental revenue	<u>610</u>	<u>598</u>	<u>350</u>	<u>1,558</u>
Segment result	<u>549</u>	<u>360</u>	<u>181</u>	<u>1,090</u>
12 months ended 31 January 2011				
Segmental revenue - continuing	1,255	1,228	830	3,313
Segmental revenue - acquired	-	-	-	-
Total segmental revenue	<u>1,255</u>	<u>1,228</u>	<u>830</u>	<u>3,313</u>
Segment result	<u>996</u>	<u>721</u>	<u>421</u>	<u>2,138</u>

3. Earnings/(loss) per share

The calculation of loss per share is based on the following losses and numbers of shares. Diluted earnings per share is calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. The Company has one category of dilutive potential ordinary shares: share options.

	6 months to 31 July 2011 (Unaudited)	6 months to 31 July 2010 (Unaudited)	Period end 31 January 2011 (audited)
	£'000	£'000	£'000
Earnings/(loss) for the period	(15)	33	80
	No.	No.	No.
Weighted average number of shares	30,603,787	27,124,335	29,699,677

4. Dividends

No dividend is proposed for the six months ended 31 July 2011.

5. Copies of Interim Results

Copies of the Interim Results will be available from www.vitessemedia.co.uk and from the Company's registered office, Pellipar House, 1st Floor, 9 Cloak Lane, London EC4R 2RU.