



RM plc

BETT – January 2010



Agenda

3:30	Presentations	Olympia 2
4:15	Learning Spaces Tour	Olympia 2
5:00	Visit show	Olympia 1
6:00	Dinner	Meet at RM stand

BETT

'the world's largest education technology event'

The annual meeting place for the educational ICT community

Bigger than ever

600 exhibitors

Hardware, software, general resources

Government Departments & Agencies

30,000 attendees

Educators, influencers, policy makers

Serious prospects with money to spend

RM Group presence

Main BETT show

RM Group centrally-positioned 'anchor' for the show

Separately branded stands for Lightbox, TTS, SpaceKraft, DACTA and Isis

Learning Spaces show case – RM space in Olympia 2

Targeting 6,000 visitors (20% of total show attendees)

Special reception for key influencers

Guest: Lois Adams-Rodgers, Executive Director of US Council of Chief State School Officers

Special Needs Fringe

Organised by Inclusive Technology



Global Ministerial Conference

Learning and Technology World Forum (LATWF)

70 Education Ministers from across the Globe
Hosted by UK Government and Agencies



Runs parallel to BETT

Building on BETT's global reputation

Major focus for DCSF this year

Formal opening with Gordon Brown and Ed Balls
Reinforces educational ICT as a frontline service

UK Education Exports Taskforce launch

Chaired by Lord Puttnam

RM a LATWF Industry Partner

...and hosting closing ceremony in Olympia 2

"It is important too that we recognise that this industry represents an important growth area for Britain in the future using our language and our expertise to create jobs. That's why I am proud that 70 Ministers from around the globe, representing one billion children, are this week coming to our conference to learn from us."

"There is a huge opportunity for UK firms to grasp the expansion in overseas markets and I want British companies to be best placed to capitalise on success in adopting new technologies, building on our good track record of innovation to develop export markets."

*Ed Balls
Secretary of State for Children, Schools and Families*

News from the show

Vernon Coaker: Minister of State for Schools

Strong support for the industry

Export Taskforce

Skills

'preparing the future workforce for the future workplace'

Home Access

Parental Reporting

An increasingly international event

LATWF substantially bigger

Lots of overseas attendees

2010 product focus

Learning platforms

Interactive whiteboards / whole-class teaching technology

News from RM

Salford and Wigan BSF financial close

RM part of Transforming Learning Partnerships consortium

RM Assessment and Data contract wins

QCDA on-screen marking framework preferred bidder

IB on-screen marking framework financial close

NROSH (National Register of Social Housing) data analysis

Other new school build wins

One-School Pathfinders

East Barnet, St. Bartholomew's

Academies

Oxford

Building the leadership team

RM Group

Iain McIntosh: CFO (joined 30 November 2009)

Trish Thomson: Group Marketing Director (ex-Intel, Cisco)

RM USA

Brenda Raker: Head of Marketing (ex-Apple)

Scott Smith: VP Sales – Classroom Technologies (ex-Promethean)

Deb Dicariano: VP Sales – Learning Platform (ex-Houghton Mifflin Harcourt)

RM Education Resources

Rob Sirs appointed Group Managing Director – Education Resources

RM Learning Technologies

Recruiting Group Managing Director

Market update

Pre-Budget Report (HM Treasury: 9 December 2009)

Favourable outcome for education

Real-terms growth for GY2010/11 confirmed (£88.0bn to £89.2bn)

Intent to support real terms growth in GY2011/12 and GY 2012/13

School budget surpluses (DCSF: 7 January 2010)

£1.92bn surplus

Head teachers under pressure to 'use it or lose it'

Underpins H1-2010 demand

Next round of BSF given the go-ahead (PfS: 30 November 2010)

A further 12 projects to enter procurement

10 new authorities: Brent, Darlington, Devon, Havering, Kingston & Croydon, Norfolk, Plymouth, Sefton, Wakefield, Warrington

2 further waves: Lancashire, Tameside

UK education spend as %age of GDP below OECD average

5.9% vs. 6.1%

BSF update

Four new BSF schools opened

Two in Knowsley, two in Islington
45 (out of 134) schools now open

Competitor update

Redstone exited Lancashire

Bid pipeline remains strong

Bidding for 13 projects (out of 17)
14 more projects OJEU by Mar 2010

Positive contribution to profit from FY-2010

BSF Authority	Contracted Schools opening in year											Future phases		
	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	Total	£m	Schools	£m
Solihull	1	-	1	3	-	-	-	-	-	-	5	6		
Stoke	-	1	1	-	-	-	-	-	-	-	2	5		
Knowsley	-	-	-	5	2	-	-	-	-	-	7	14		
Lambeth	-	1	1	9	-	-	-	-	-	-	11	11		
Leeds	-	-	7	2	5	6	-	-	-	-	20	28		
Hackney	-	-	-	2	1	-	-	-	-	-	3	5	6	9
Islington	-	-	-	1	3	-	-	-	-	-	4	8	4	5
Sunderland	-	-	-	6	2	-	-	-	-	-	8	10	11	22
Middlesbrough	-	-	-	-	4	4	-	-	-	-	8	10		
Newham	-	-	-	-	4	6	3	-	1	2	16	54		
Haringey	-	-	-	-	12	-	-	-	-	-	12	25		
Southwark	-	-	-	-	1	1	2	7	3	-	14	15		
Salford and Wigan	-	-	-	-	15	-	-	-	-	-	15	26	18	36
Hull*	-	-	-	-	-	9	-	-	-	-	9	17	14	21
Total	1	2	10	28	49	26	5	7	4	2	134	234	53	93

*Selected bidder

↑
January 2010

Growth opportunities

				FY-2009 Revenue
Qualification providers	RM Assessment and Data	Assessment services	Long term contracts	£19m
National Governments		Outsourced data services		
Local Authorities	RM Learning Technologies	BSF	Long term contracts	£34m
		National ICT infrastructure		£205m
		Authority-wide ICT infrastructure		
Individual Schools	RM Education Resources	School infrastructure	Customer loyalty	
		General resources	Customer loyalty Repeat business	£55m
		UK curriculum software		£9m
US	RM Learning Technologies	Classroom technology	Framework contracts Repeat business	£25m
		District/State-wide ICT infrastructure		

New from RM at BETT 2010

Community Connect 4

CC4 Anywhere: access CC4 anywhere from any device (smartphones, games consoles...)

Kaleidos

Kaleidos Communicator: chat, instant messaging and collaboration

Kaleidos Assessment

Parental reporting

Curriculum software

Podium: video podcasting

RM Easiteach Next Generation

Hardware

PC: RM lightBook, RM miniBook, RM One Touch

Notebook storage solutions: RM moveIT

Shared storage solutions

RM Easiteach

Next Generation

Supports wide range of interactive classroom technologies

Whiteboards

Classpads

Voting devices

Fresh new design

Enhanced functionality

Widgets

Animation

Online store

Premium content and free assets

Resource exchange

Community forum

Key product for our international partners

Panasonic, Polyvision, Epson, Hitachi



What kind of triangle is this?

Vote:

1. Equilateral

My Clipboard

A screenshot of the RM Easiteach interface. It shows a question about a triangle with angles 62°, 62°, and 56°, and sides 206, 310, and 310. A 'Vote:' section shows '1. Equilateral'. A 'My Clipboard' widget displays the word 'triangle' and a yellow sticky note. The bottom of the screen shows a system tray with various icons.

Outlook

No update on trading

IMS early February

Committed revenues

Further bolstered by RM Assessment and Data wins

Education favoured in Pre-Budget Report

Real-terms growth planned for GY2010/11

Outlook

Early in the year

Highly seasonal business

Continued growth

BSF – delivery of existing contracts

General education resources

US

Continuing to execute our strategy

28



Annual Results Announcement – 23 November 2010





Questions

Appendices

BSF

Contract awards

Local Authority	Type	ICT Supplier	Wave	Constructor
Solihull	ICT	RM	1	BAM/HBG
Bristol	Consortium	Northgate	Pathfinder	Skanska
Bradford	Consortium	Sun	Pathfinder	Amey/Costain
Newcastle	Consortium	In-house	1	Aura
Lancashire	Consortium	Redstone	1	Bovis Lend Lease
Sheffield	Consortium	Civica	Pathfinder	Taylor Woodrow
Manchester	ICT	Ramesys	1	Laing O'Rourke / Balfour Beatty
Waltham Forest	Consortium	Ramesys	1	Bouyges
Stoke-on-Trent	ICT	RM	1	Balfour Beatty/Thomas Vale/Wates
Knowsley	ICT	RM	1	Balfour Beatty
Leeds	ICT	RM	1	Interserve
Leicester City	Consortium	Northgate	1	Miller
Lewisham	Consortium	VT	Pathfinder	VT/Costain
Lambeth	ICT	RM	2	Apollo/Willmott Dixon/Alfred McAlpine
Islington	Consortium	RM	2	Balfour Beatty
STaG	Consortium	Morse	1	Carillion
Hackney	Consortium	RM	2	Mouchel Parkman Babcock
Westminster	Consortium	Ramesys	3	Bouyges
Kent (LEP 1)	Consortium	Northgate	3	Kier
Sunderland	ICT	RM	1	Balfour Beatty
Nottingham	Consortium	Ramesys	2	Carillion
Middlesbrough	ICT	RM	2	Willmott Dixon
Tameside	Consortium	Ramesys	3	Carillion
Newham	Consortium	RM	1	Laing O'Rourke
Haringey	ICT	RM	2	Framework
Tower Hamlets	Consortium	Ramesys	2	Bouyges
Southwark	Consortium	RM	3	Balfour Beatty
Barnsley	Consortium	Civica	3	Hochtief / Laing O'Rourke
Derbyshire	Consortium	Dell	3	Equitix
Luton	Consortium	Civica	3	QED Wates
Birmingham	Consortium	Redstone	2	Bovis Lend Lease
Sandwell	Consortium	Agilisys	3	Interserve
North Lincolnshire	Consortium	MASS	3	May Gurney
Salford and Wigan	Consortium	RM	3	Hochtief / Laing O'Rourke
Rochdale	Consortium	Carillion IT Services	4	Carillion
Blackburn and Darwen with Bolton	Consortium	Northgate	4	Balfour Beatty
Hull	Consortium	RM	2	Morgan Sindall
Cambridge	Consortium	Dell		Equitix



Dinner attendees

John Leighfield
Chairman



Terry Sweeney
CEO



Mike Greig
CFO



Iain McIntosh
CFO Designate



Rob Sirs
Group MD – RM Education Resources
Overall business management for RM Education Resources



Trish Thomson
Group Marketing Director

Group brand and reputation
Ex-Intel, Cisco



Ian Todd
Director – Strategic Projects

Strategic business development and BSF bidding



Gillian Macpherson
Acting MD – RM Learning Technologies

Overall business management of RM Learning Technologies
RM Services



Phil Hemmings
Director of Corporate Affairs



Paul Fletcher
BSF Director
Operational delivery of all BSF projects

