

Full Year Results Presentation

27 March 2001



Peter Wakeham
Chief Executive Officer

Dr. Nigel Burton
Chief Financial Officer

2000 – a record year

- **Underlying profit before tax up 30.5% to £2.2 million**
- **Turnover up 21.7% to £13.8 million**
- **Cash balances at end 2000 of £16.8 million**
- **Channel partner relationships now exceed 135**
- **Investor database grown to over 1.46 million**
- **Focused strategy expected to drive growth organically and from acquisitions**

Financial Review

Dr. Nigel Burton
Chief Financial Officer

Consolidated Profit & Loss Account (as reported) £'000

	2000 Unaudited	1999 Audited
TURNOVER of which:		
- continuing	6,592	-
- discontinued	10,202	4,087
Cost of Sales	10,953	3,112
Gross Profit	5,821	975
Administrative Expenses	10,125	715
OPERATING PROFIT	(4,305)	260
Interest	538	(8)
Profit before Tax *	(3,766)	252

* Figures include:

- W I Link businesses for second half only
- DCI (leather garments) full year 2000
- Transaction costs of £1.5m and goodwill amortisation of £5.2m respectively

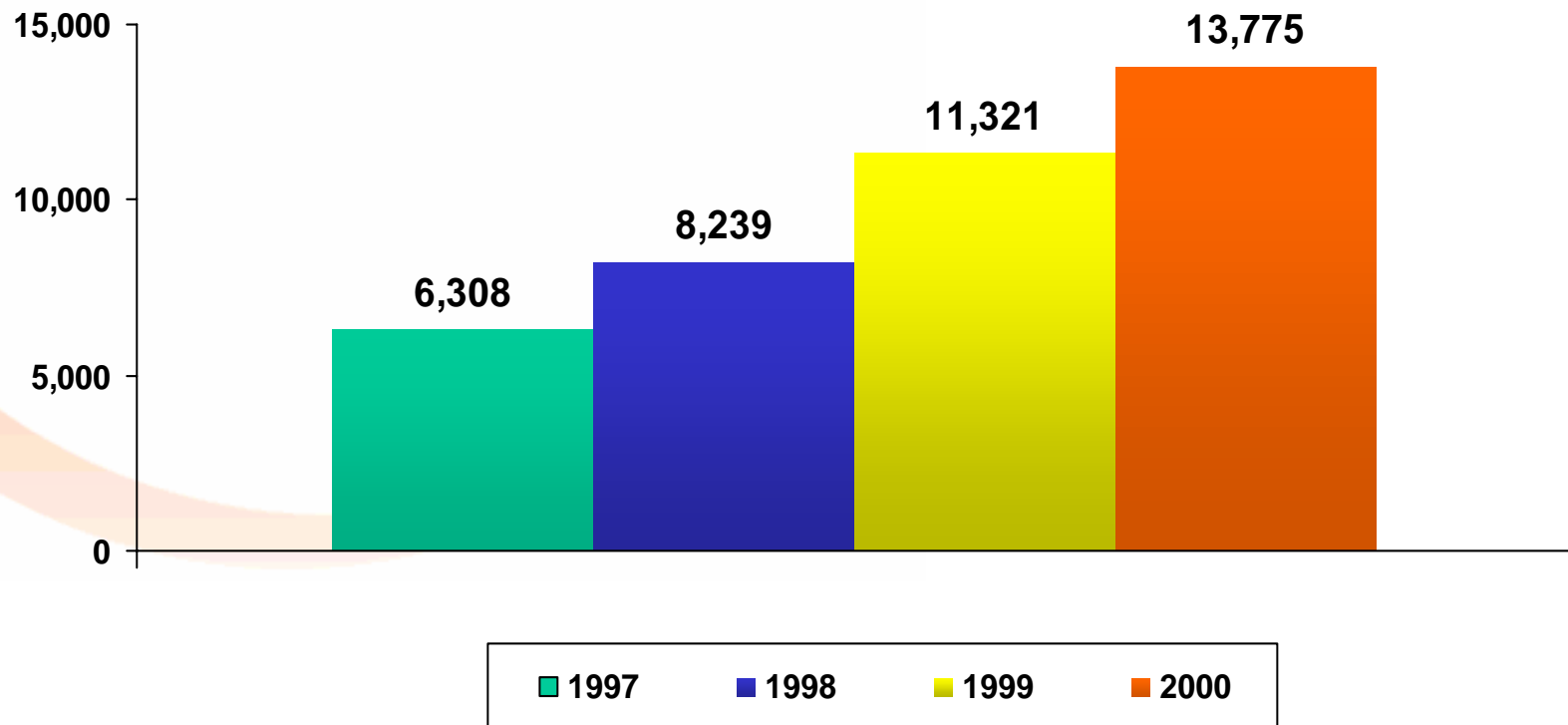
Underlying Profit & Loss Account 1997 – 2000

	1997 Audited	1998 Audited	1999 Audited	2000 Unaudited
TURNOVER	6,308	8,239	11,321	13,775
Cost of Sales	2,516	3,520	4,585	4,965
Gross Profit	3,792	4,719	6,736	8,810
<i>% Turnover</i>	<i>60.1%</i>	<i>57.3%</i>	<i>59.5%</i>	<i>64.0%</i>
Administrative Expenses	2,931	3,623	5,113	7,083
OPERATING PROFIT	861	1,096	1,623	1,727
Interest	16	17	71	483
Profit before Tax*	877	1,113	1,694	2,210

* Excludes transaction costs of £1.523m and goodwill amortisation of £5.224m

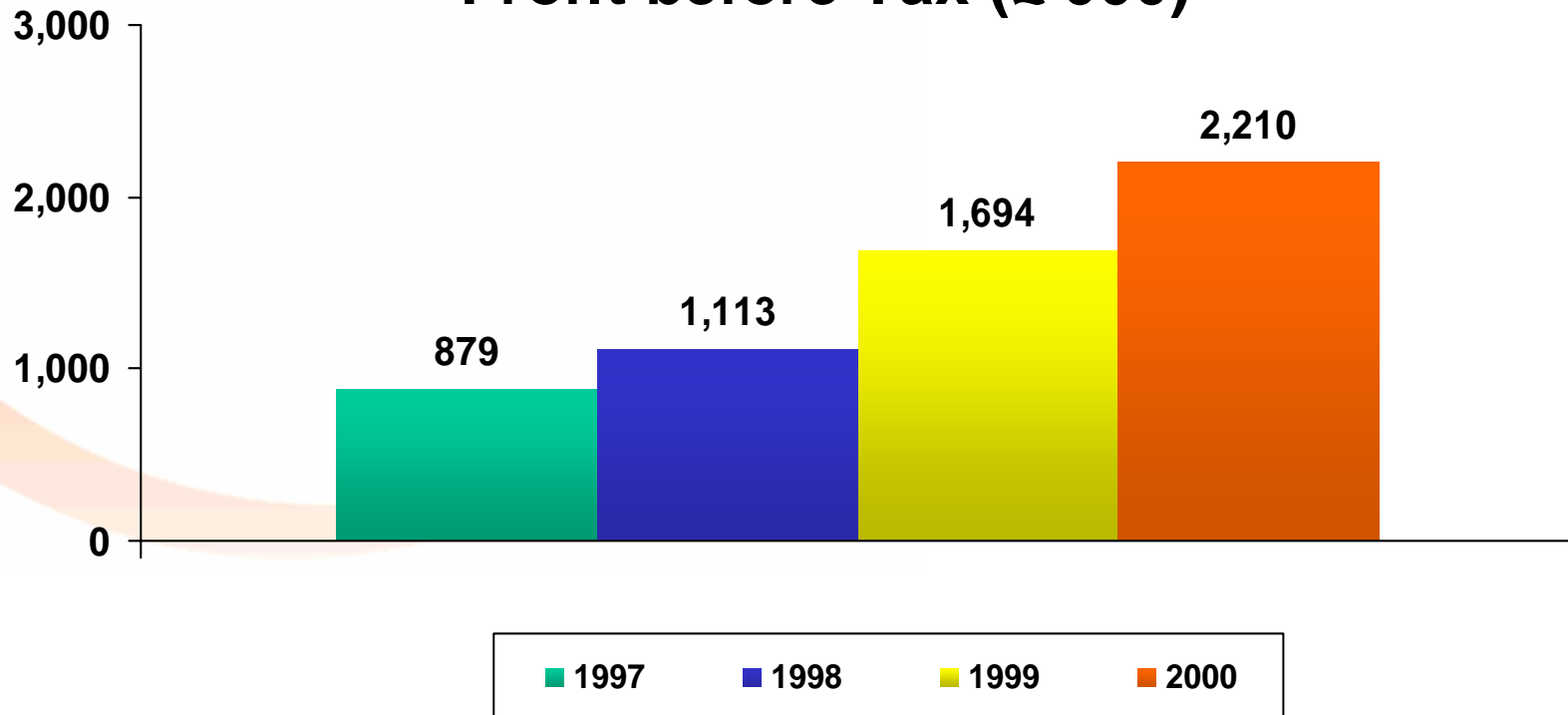
Revenue growth

Sales Revenue (£'000)



Pre-tax profit trend

Profit before Tax (£'000)



Strategy and Operations Review

Peter Wakeham
Chief Executive Officer

Strategy Review

- **Excellent progress for WILink.com “Inverted T” strategy**
 - **4Cs (Countries, Clients, Customers, Channel Partners)**
 - **New products and services**
- **Favourable long term business drivers**
 - **Investment information dissemination practices**
 - **Individual investor share ownership**
 - **Share trading activity**

“Inverted T” Strategy

Exploit asset
base by
launching
and
acquiring
new
products
and services

Build a strong exploitable asset base

“Inverted T” Strategy will enable us to leverage expanded product range across all 4 Cs

Technical Analysis
(Stockcube)

Webcasting
services (Vcall)

Analyst Style
Forums (Informed
Investors)

The ♣ Fund Info
Service

The ♣ Annual
Reports Service

Countries

Clients

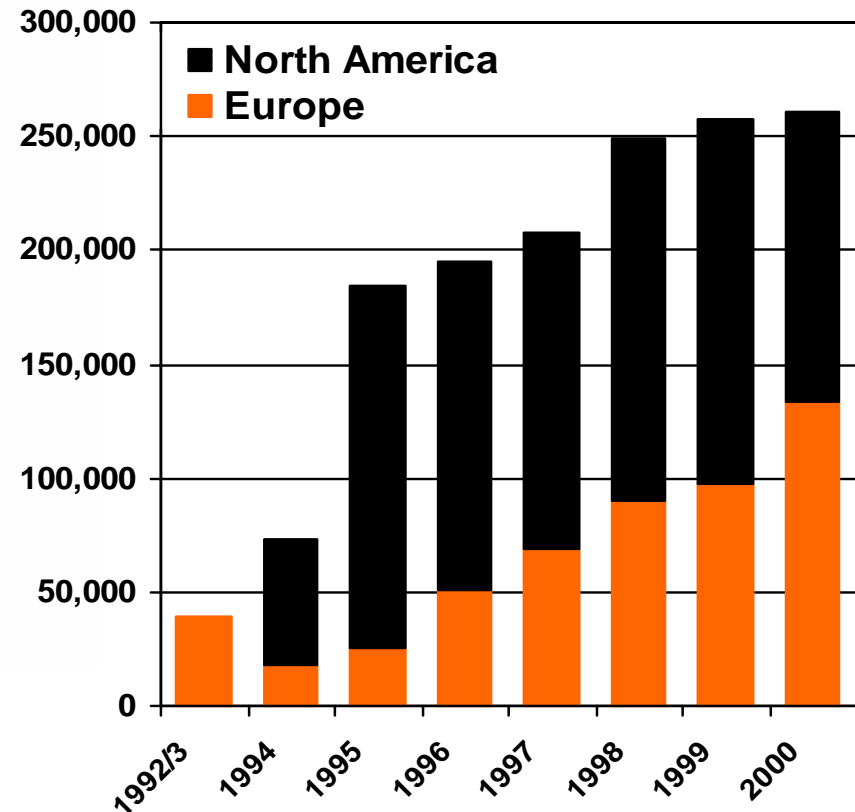
Customers

Channel Partners

Investor Base now exceeds 1.46 million

- **In excess of 1.46 million registered users since launch in 1992**
- **About 250,000 new registered users each year**
- **Solid repeat business in 2000:**
 - *55% of North America/55% of Europe users*
 - *44% of North America/57% of Europe information requests*

New user registrations



Over 135 Channel Partners worldwide

FINANCIAL TIMES

YAHOO! FINANCE

Handelsblatt
INTERAKTIV

THE WALL STREET JOURNAL.

CANADA'S NATIONAL NEWSPAPER
THE GLOBE AND MAIL®

SmartMoney
.com

investir
WEB

Irish Stock Exchange

La Tribune

Wirtschafts  Blatt
online

It's All Business.
dow jones
.COM



ft.com

BARRON'S
THE DOW JONES BUSINESS AND FINANCIAL WEEKLY

NASDAQ AMEX

 **CBS**
MarketWatch

USA Media Partners

- The Los Angeles Times
- The New York Times
- WSJ.com
- SmartMoney.com
- InvesTools
- Reuters MoneyNet
- DowJones.com
- PR Newswire
- PCQuote.com
- Stocks.com
- LATimes.com
- Virtual Advisor
- Silicon Investor
- Stocks.com
- BrokerTraining.com
- Cobeconet.com
- Kiplinger.com
- CCBN.com
- JAGfn.com
- Cymo.com
- ABCNews.com

Canadian Media Partners

- World Wide Quotes
- Quicken Canada
- TSE.com
- Canadian Corporate News
- Globe Interactive
- Yahoo!Canada
- The Globe and Mail

United Kingdom Media Partners

- Investor's Chronicle Online
- Trustnet Online
- UK Investor Online
- CompuServe
- E*Trade
- GoShare
- Hemscott.NET
- Money Guru
- MoneyWorld Online
- Sharepages

Germany Media Partners

- WirtschaftsWoche
- Die Teleborse
- Wall Street Inside Online
- Deutsche Borse Online
- Die Teleborse Online
- Wallstreet:inside Online
- ConSors Discount Broker Germany

France Media Partners

- Paris Bourse Online

Austria Media Partners

- Der Standard
- WirtschaftsBlatt

Ireland Media Partners

- Irish Times

Belgium Media Partners

- De Standaard

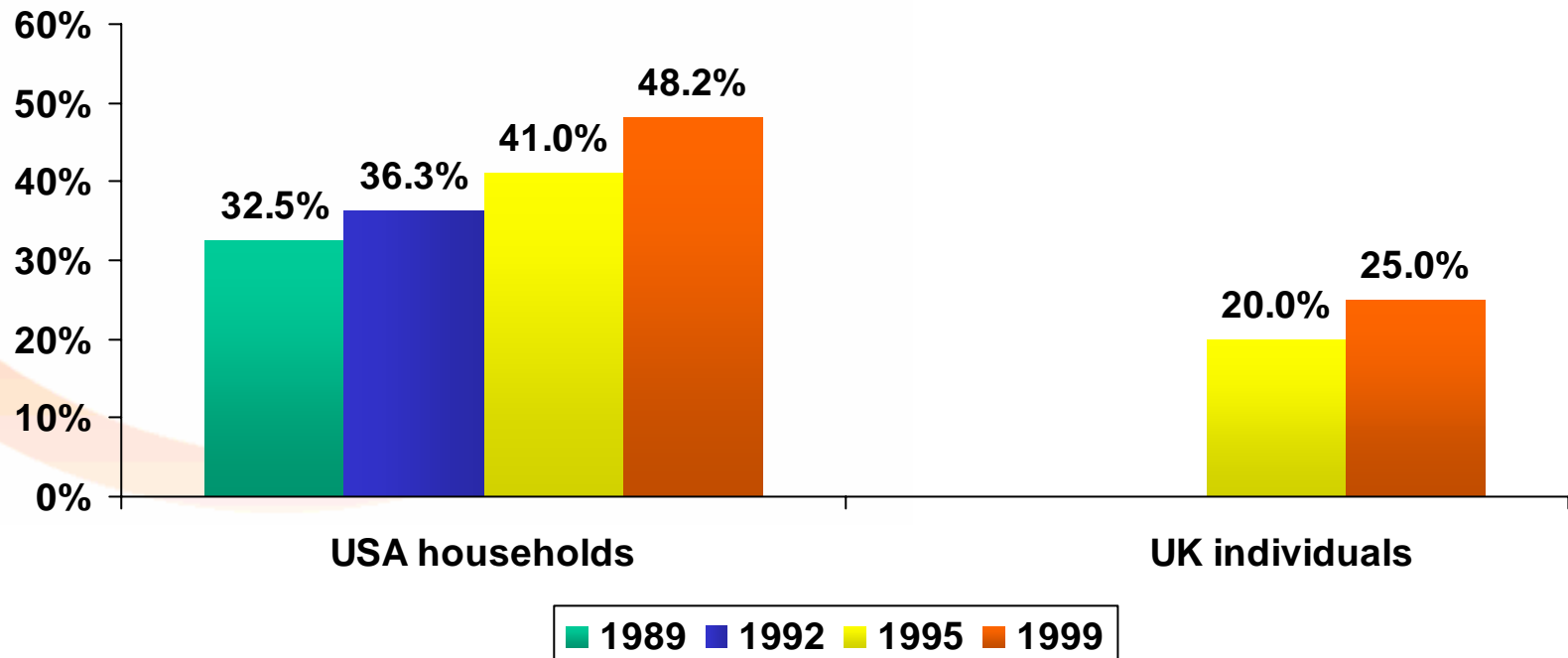
Investor Information revolution

- **Impact of internet**
 - Information accessibility
 - On line share trading

- **Regulation Fair Disclosure (SEC)**
 - Provides individuals access to market moving news at same time as institutions
 - FSA equally committed to non-selective disclosure

Growing ownership of equities by individual investors

Households and individuals owning equities



Operations Review

- **The core ♣ services have made record progress in 2000**
- **During 2001 we have taken significant steps towards our transformation into a focused investment services group:**
 - **made three important acquisitions**
 - **divested DCI, the leather garments business**

The ♣ Annual Reports Service

Volume drivers	2000	1999	+/- % Change
Investor introductions to clients (million)	5.4	4.6	+17.6%
Channel Partners	104	63	+65.1%
Clients	3,361	3,518	(4.5%)

The ♣ Fund Info Service North America

Volume drivers	2000	1999	+/- % Change
Investor introductions to clients ('000)	75	77	-3.3%
Channel Partners	33	22	+50%
Clients	59	51	+16%

Transformational acquisitions

- **Andersson & Nilsson Svenska AB**
 - Annual report advertising leadership in Nordic countries
 - Enlarges 4C base in key geographic markets
 - Earnings enhancing in second half 2001 and for full year
- **Informed Investors Inc.**
 - Leader in industry specific, analyst style conferences, live and online
 - Key company executives present directly to individual investors
 - Individual investors have opportunity to question executives
 - Expect continued investment in 2001 and earnings enhancement in 2002
- **Vcall, Inc.**
 - Number two worldwide in webcasting services
 - Conference calls
 - Investment bank conferences
 - Regulation Fair Disclosure growth opportunity
 - Earnings enhancing in second half 2001 and for full year

March 26, 2001

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Tuesday, April 3, 2001
[Virtual Phase III Drugs Stocks Forum](#)
[E-minder](#)

Saturday, April 28, 2001
[Bay Area Technology Stocks Forum](#)
[Register at a discount](#) [E-minder](#)

Friday, May 18, 2001
[Beltway BioPharma Stocks Forum](#)
[Register at a discount](#) [E-minder](#)

Saturday, May 19, 2001
[Beltway Genomics Stocks Forum](#)
[Register at a discount](#) [E-minder](#)

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Tuesday, March 20, 2001
[Virtual Medical Devices Stocks Forum](#)
[Order audio tapes](#)

Saturday, March 10, 2001
[San Diego Biotechnology Stocks Forum](#)
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Saturday, February 24, 2001
[Bay Area Technology Stocks Forum](#)
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Tuesday, February 13, 2001
[Virtual Pharmaceutical Stocks Forum](#)
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World Investor Link, Inc. Expects Product Synergies From Parent Company's Acquisition of Informed Investors, Inc.

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Calendar Events

March 2001						
Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Featured Vcalls



LanVision Systems, Inc.
[Fourth Quarter Conference Call](#)



I.D. Systems, Inc.
[4Q & Fiscal Year End Announcement](#)



IFS International
[3rd Quarter Earnings](#)



Investors Capital Holdings, Ltd.
[3rd Quarter Conference Call](#)

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Company Name	Ticker	Time/Date	Type	Listen	Info
WILink.com plc	WLK.L	3/27/01 3:30AM EST	2000 Full Year Earnings		
The Warnaco Group, Inc.	WAC	3/27/01 9:00AM EST	4th Quarter & Fiscal 2000 Earnings		
Soho Resources Corporation	SOH	3/27/01 2:00PM EST	Quest Conference Call		
The NetPlex Group, Inc.	NTPL	3/27/01 4:45PM EST	4th Qtr. Year End Financial Results		
I.C. Isaacs & Company, Inc.	ISAC	3/28/01 11:00AM EST	4th Quarter & Year End Results		
DA Consulting Group, Inc.	DACG	3/28/01 11:00AM EST	Preliminary 1st Quarter Results		

About Vcall

VCall, the leading webcaster of official investor relations events offers free access to live and archived corporate communications such as:

Featured on [InvestorConference.com](#)



Other Services

2001 priorities

- **Investor Relations and Financial Information Services**

- **Following recent transformational acquisitions WILink.com is well placed to pursue stated mission:**

To help companies attract and understand better informed investors; to help individuals make better informed investment decisions

- **Priority now is acquisition integration and performance management while remaining alert to additional opportunities**

- **Online Investment Banking**

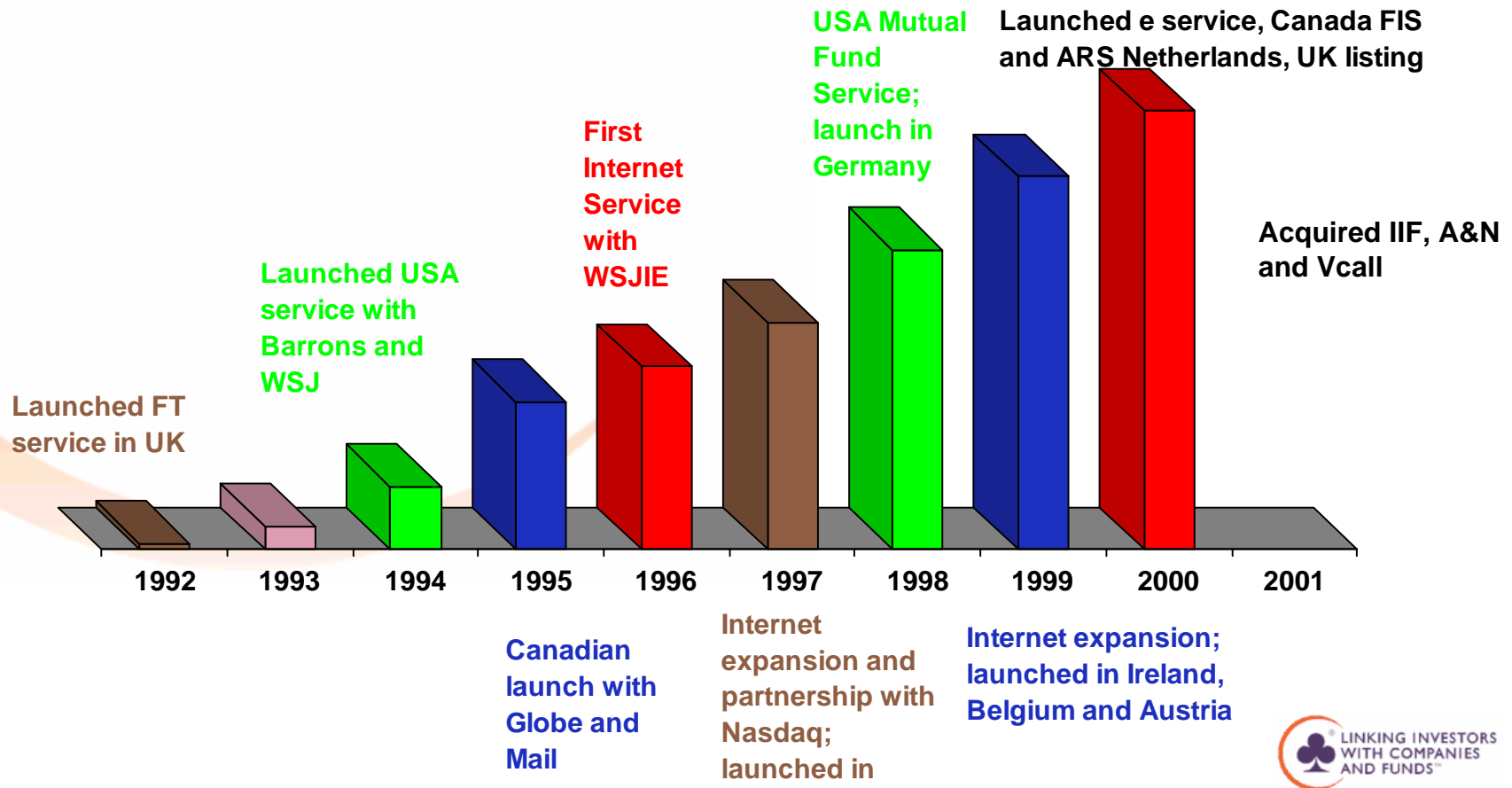
- **Current market and competitive environment offers uncertain short term prospects for entry into second line of business**

2001 – Trading outlook

- **Despite current exceptional stock market conditions, performing in line with expectations during first ten weeks**
 - Investor sentiment is adversely affecting ♣ revenue growth
 - Gross margin improvements and tight cost control are offsetting revenue shortfall

- **Recent acquisitions will require investment in first half but in aggregate are expected to be earnings enhancing in second half and for full year**
 - Andersson & Nilsson profitable but with second half seasonal bias
 - Informed Investors requires investment for 2001
 - Vcall requires investment in first half but is expected to be earnings enhancing in second half

A successful strategy for nine years (revenues)



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