

For immediate release

30 September 2012

Broker Direct plc
Interim Results to June 2012

As previously noted in my Chairman's Statement to the 2011 Report & Accounts, the company's start to 2012 has been slow due to the effect of lower than expected market premium inflation on carriers' competitiveness. Our carriers are seeing acceptable results and are taking action to increase production but the softening market has resulted in lower than expected production.

The Zurich third party administration contract is having a positive impact on our 2012 revenues but due to start up costs is not expected to make a substantial contribution until volumes rise.

The company continues to have a pipeline of contract negotiations and has, this year, secured one new contract and renewed another at improved margins. Our claims operation has won a national award for customer service excellence.

The Legal Aid Sentencing and Punishment of Offenders Act (LASPO) has now received Royal Assent and the provisions regarding the banning of the payment or receipt of fees for referring personal injury cases to legal firms are expected to come into force on 1st April 2013. We are changing our operating model to be compliant with this new legislation.

Legacy issues will continue to affect profitability for the remainder of this year and into next year. Our plans focus on continuing to expand our profitable business streams and addressing the challenges posed in the broker sector by the softening of the motor market.

ENDS

Roy Green
Chairman
Broker Direct plc

Interim Results – June 2012

	<u>6 mths to</u> <u>30/06/2012</u> <u>(Unaudited)</u>	<u>6 mths to</u> <u>30/06/2011</u> <u>(Unaudited)</u>	<u>2011 (audited)</u>
Turnover	£10,204,636	£12,791,808	£24,220,736
Gross Profit	£5,567,247	£6,821,615	£12,805,810
Profit / Loss on ordinary activities before tax	(£207,691)	£258,119	(£39,635)
Profit after tax	(£207,691)	£191,008	(£465,513)
EBITDA	£51,836	£560,306	£616,763

Current assets	£14,105,113	£19,097,972	£15,378,111
Current liabilities	(£13,488,506)	(£18,123,734)	(£14,579,599)
Shareholders' equity	£2,077,725	£2,766,333	£2,285,415
Number of issued shares	3,974,061	3,974,061	3,974,061
Number of share options vested	120,000	120,000	120,000
Number of share options granted not yet vested	1,010,000	1,010,000	1,010,000
Average number of employees	195	223	239
Profit before tax to turnover	-2.0%	2.0%	-0.2%
Current ratio	1 .0	1 .1	1.1

The Directors of Broker Direct plc accept full responsibility for this statement.