

16 August 2005



Full-year result for the year ended 30 June 2005

Revenue up 87% to \$60.3m, EBITDA up 142% to \$5.7m

Talent2 International Ltd, Australia's leading human resources solutions, recruitment and technology company, has almost doubled its revenues and more than doubled its profit year-on-year for the latest reporting period.

The board of directors is pleased to announce that group revenue for the year to 30 June 2005 climbed to a solid \$60.3 million — up by 87% on the previous year's \$32.2 million.

The directors said that even with this rapid rate of growth, the company was able to maintain margins of nearly 10%, achieving earnings before interest, tax, depreciation and amortisation (EBITDA) of \$5.7 million for the full year, a 142% increase on the \$2.4 million EBITDA achieved in the previous year.

"We are absolutely delighted with these results," said Talent2's managing director Andrew Banks. "And it is especially satisfying given that most of the growth was organic," he said.

"Acquisitions contributed about 5% to this growth and while they will continue to broaden our offering in meeting market demand, they will also maintain this momentum into next financial year."

During the year, three new offerings were launched: **Talent Partners**, focusing on board positions and senior executive search; **Talent2 eLearn** focusing on the growing trends towards on-line training and accreditation; and **Talent2 Consult** focusing on the emerging needs of specialised HR consulting. Talent2 also expanded its recruitment offerings into Asia with the acquisition and launch of Talent2 recruiting in China.

"These accomplishments, coupled with the pending partnerships with InterPro International, position Talent2 extremely well for 2006 – and beyond," Mr Banks said. "We have been encouraged by the speed and acceptance of our product offerings in the market, and by the potential to take these products into Asia".

Earnings before interest and tax (EBIT) for the full year were \$3.8 million, compared to \$1.2 million in the previous corresponding year. This result was generated after allowance for goodwill amortisation of \$1.0 million and the recognition of additional future income tax benefit (FITB) of \$1.8 million. The company recorded a full-year net profit after tax (NPAT) of \$5.3 million, compared to \$2.3 million for the year ended June 2004.

"The entire Talent2 team has worked hard to achieve these results," Mr Banks said. "We are now three times larger than we were only two years ago, and we have achieved this growth with strong profits and positive cash flows. I congratulate all of our 300 staff members for their continued support in the vision of our company."

For further information about this result and/or the InterPro acquisition, contact:

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