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Talent2 half-year results: growth and strategy on-target

Talent2 (TWO) managing director, Andrew Banks, announced today that the company had met its growth targets for the half-year and was on track in its plan to create Australia's first end-to-end human resource outsourcing services, complemented by a "high end" Search and Selection business.

Revenue increased by 130% to \$27.6 million over the corresponding six month period in 2003, fuelled by the continuing expansion of Talent2's talent acquisition business.

Earnings before interest, tax, depreciation and amortisation (EBITA) was \$2.5m, a 500% increase on the same period the previous year while net profit after tax (NPAT) grew from three thousand dollars in 2004 to **\$3.7million** (NPAT includes \$2 million adjustment to bring into account the income tax benefits of historical tax losses).

Talent2 comprises four service areas:

- Talent2 Works – payroll, software solutions and consultancy
- Talent2 Inside – HR outsourcing
- Talent2 People – executive recruitment and contracting
- Talent Partners – Board and senior leadership search

Mr Banks said the Talent2 business strategy, officially launched in December 2003, was on-target having achieved national reach, completed a number of successful acquisitions and created the "managed services" outsourcing business.

Since its launch in July 2004, the Talent2 Inside team has completed a number of managed services deals, including a personnel restructure for a leading retailer, payroll management for a major investment bank and outsourced talent acquisition for a large publisher.

"Our vision is clear. Companies are seeking additional competitive advantage by outsourcing specialised HR services, from payroll to executive search. To meet this demand, Talent2 has emerged as Australia's first end-to-end Human Resource Outsourcing solutions business," said Mr Banks.

"We are delighted with the progress we have made and with our outstanding team of people. Our results demonstrate the success of our business model and the underlying demand for flexible and innovative Human Capital Services that provide competitive advantage whilst at the same time making them better companies to work for!"

Talent2 International (ASX:TWO).

For further information:

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