# Talent2 International Limited 

(ACN 000737 744)

# Interim Report 

For the Half Year Ended
31 December 2006

## Results for Announcement to the Market

| Revenue and Net Profit |  |  |  | $\mathbf{\$ 0 0 0}$ |
| :--- | :---: | :---: | :---: | :---: |
| Revenues from ordinary activities | up | $43 \%$ | to | 64,798 |
| Profit before interest, taxation, depreciation and amortisation (EBITDA) | up | $48 \%$ | to | 6,467 |
| Profit from ordinary activities after tax attributable to members | up | $75 \%$ | to | 2,612 |
| Net profit for the period attributable to members | up | $75 \%$ | to | 2,612 |


| Dividends (distributions) | Amount per Security | Franked Amount <br> per Security |
| :--- | :---: | :---: |
| Final dividend | Nil | $\mathrm{N} / \mathrm{A}$ |
| Interim dividend | Nil | $\mathrm{N} / \mathrm{A}$ |
| Previous corresponding period | Nil | $\mathrm{N} / \mathrm{A}$ |
| Record date for determining entitlements to the dividend, <br> lin the case of a trust, distribution) | N | $\mathrm{N} / \mathrm{A}$ |

## Commentary

Refer to the attached announcement.

## Director's Report

Your directors submit the financial report of Talent2 International Limited and its controlled entities ("economic entity") for the half-year ended 31 December 2006.

## Directors

The names of directors who held office during or since the end of the half-year:

| Ken Allen | Chairman (appointed 4 October 2006) |
| :--- | :--- |
| Mary Beth Bauer | Deputy Chairman (Chairman until 4 October 2006) |
| Andrew Banks | Managing Director |
| Geoff Morgan | Non Executive Director |
| Brian Gibson | Non Executive Director |
| Albert Hawk | Non Executive Director |
| Hans Neilson | Non Executive Director (appointed 22 August 2006) |

All directors have held office from the start of the period to the date of this report unless otherwise stated.

## Review of Operations

Revenues increased by $43 \%$ to $\$ 64,798,000$ for the six months ended 31 December 2006, as compared to \$45,187,000 for the six months ended 31 December 2005.

Revenue from the Managed Services Business increased $82 \%$ to $\$ 17,830,000$ for the six months ended 31 December 2006, as compared to $\$ 9,794,000$ for the six months ended 31 December 2005. These revenues include both external revenues and internal charges across segments.

Revenue from the Recruitment Services Business increased $39 \%$ to $\$ 38,140,000$ for the six months ended 31 December 2006, as compared to \$27,423,000 for the six months ended 31 December 2005. These revenues include both external revenues and internal charges across segments.

Revenue from the Technology Services Business increased $15 \%$ to $\$ 9,014,000$ for the six months ended 31 December 2006, as compared to \$7,835,000 for the six months ended 31 December 2005. These revenues include both external revenues and internal charges across segments.

The economic entity recorded a $75 \%$ increase in net profit after income tax to $\$ 2,612,000$ for the six months ended 31 December 2006, as compared to a net profit after income tax of $\$ 1,496,000$ for the corresponding six months ended 31 December 2005.

Cash on hand at 31 December 2006 was \$11,926,000 as compared to \$14,565,000 at 30 June 2006. During the six months period the economic entity paid a $\$ 3,529,000$ partially franked dividend and a \$3,541,000 capital repayment to shareholders.

## Rounding of Amounts

The economic entity has applied the relief available to it in ASIC Class Order 98/100 and accordingly certain amounts in the financial report and the directors' report have been rounded off to the nearest \$1,000.

## Auditor's Independence Declaration

The lead auditor's independence declaration under section 307C of the Corporations Act 2001 for the half year ended 31 December 2006 is set out on page 4, and forms part of this report.

This report is signed in accordance with a resolution of the Board of Directors.
Director


## Ken Allen

Dated 12 February 2007

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## AUDITOR'S INDEPENDENCE DECLARATION TO THE DIRECTORS OF TALENT2 INTERNATIONAL LIMITED

In accordance with the requirements of section 307C of the Corporations Act 2001, as lead auditor for the review of Talent2 International Limited for the half-year ended 31 December 2006, I declare that, to the best of my knowledge and belief, there have been:
(a) no contraventions of the auditor independence requirements of the Corporations Act 2001 in relation to the review; and
(b) no contraventions of any applicable code of professional conduct in relation to the


12 February 2007

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Consolidated Income Statement
For the Half Year Ended 31 December 2006

|  |  | Economic Entity |  |
| :---: | :---: | :---: | :---: |
|  | Note | $\begin{aligned} & 31 \text { December } \\ & 2006 \end{aligned}$ | $\begin{aligned} & 31 \text { December } \\ & 2005 \end{aligned}$ |
|  |  | \$000 | \$000 |
| Revenue |  | 64,798 | 45,187 |
| Cost of sales: <br> On hired labour and advertising costs |  | $(19,796)$ | $(11,598)$ |
| Distributor commissions and licence fees |  | $(1,455)$ | $(1,081)$ |
| Gross Profit |  | 43,547 | 32,508 |
| Employee benefits expense <br> Operating lease rental expense <br> Advertising and marketing expense |  | $\begin{array}{r} (30,044) \\ (3,100) \\ (953) \end{array}$ | $\begin{array}{r} (21,755) \\ (2,365) \\ (785) \end{array}$ |
| Depreciation of plant and equipment |  | $(1,014)$ | $(1,098)$ |
| Amortisation of acquired intangible assets |  | $(1,508)$ | $(1,353)$ |
| Amortisation of software development |  | (175) | (407) |
| Finance costs Other expenses |  | $\begin{array}{r} (42) \\ (2,746) \end{array}$ | $\begin{array}{r} 18) \\ (2,600) \end{array}$ |
| Profit Before Income Tax |  | 3,965 | 2,137 |
| Income tax expense |  | $(1,353)$ | (641) |
| Profit Attributable to Members of the Parent Entity |  | 2,612 | 1,496 |
| Overall Operations |  |  |  |
| Earnings per share: |  |  |  |
| Basic (cents per share) |  | 2.22c | 1.38 c |
| Diluted (cents per share) |  | 2.17 c | 1.35 c |
| Weighted average number of ordinary shares outstanding during the period used in the calculation of the Basic EPS |  | 117,839,790 | 108,674,219 |
| Weighted average number of ordinary shares outstanding during the period used in the calculation of the Diluted EPS |  | 120,224,570 | 110,844,021 |

The financial statements should read in conjunction with the accompanying notes.

## Consolidated Balance Sheet

As at 31 December 2006


As at 31 December 2005, Net Tangible Asset Backing per ordinary share was 14.63c
The financial statements should be read in conjunction with the accompanying notes.

## Consolidated Statement of Changes in Equity

For the Half Year Ended 31 December 2006

|  | Reserves |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Share Capital Ordinary | Accumulated Losses | Capital <br> Profits <br> Reserves | Equity Incentive Plans | Dividend Distribution Reserve | Foreign Exchange Movement | Total |
|  | \$000 | \$000 | \$000 | \$000 | \$000 | \$000 | \$000 |
| Balance at 1 July 2005 | 57,514 | $(17,357)$ | 105 | 335 | - | 10 | 40,607 |
| Net profit <br> Foreign exchange movement | - | $1,496$ | - | - | - | (13) | $\begin{array}{r} 1,496 \\ (13) \end{array}$ |
| Total recognised income and expense | - | 1,496 | - | - | - | (13) | 1,483 |
| Shares and options issued | 17,730 | - | - | 304 | - | - | 18,034 |
| Elimination of treasury shares | - | - | - | (405) | - | - | (405) |
| Balance at 31 December 2005 | 75,244 | $(15,861)$ | 105 | 234 | - | (3) | 59,719 |
| Balance at 1 July 2006 | 75,434 | $(17,168)$ | 105 | 376 | 3,529 | (166) | 62,110 |
| Net profit | - | 2,612 | - | - | - | - | 2,612 |
| Foreign exchange movement | - | - | - | - | - | (4) | (4) |
| Total recognised income and expense | - | 2,612 | - | - | - | (4) | 2,608 |
| Shares and options issued | 329 | - | - | 256 | - | - | 585 |
| Capital repayment <br> Elimination of treasury shares | $(3,541)$ |  | - | (915) |  | - | $\begin{array}{r} (3,541) \\ (915) \end{array}$ |
| Dividends paid or provided for | - | - | - | - | $(3,529)$ | - | $(3,529)$ |
| Balance at 31 December 2006 | 72,222 | $(14,556)$ | 105 | (283) | - | (170) | 57,318 |

The financial statements should be read in conjunction with the accompanying notes.

Consolidated Statement of Cash Flows
For the Half Year ended 31 December 2006


The financial statements should be read in conjunction with the accompanying notes.

## Notes to the Financial Statements

## For the Half Year ended 31 December 2006

## Note 1: Basis of Preparation

The half-year consolidated financial statements are a general purpose financial report prepared in accordance with the requirements of the Corporations Act 2001, Accounting Standard AASB 134: Interim Financial Reporting, Urgent Issues Group Interpretations and other authoritative pronouncements of the Australian Accounting Standards Board.

It is recommended that this financial report be read in conjunction with the annual financial report for the year ended 30 June 2006 and any public announcements made by Talent2 International Limited and its controlled entities during the half-year in accordance with continuous disclosure requirements arising under the Corporations Act 2001.

The accounting policies have been consistently applied by the entities in the economic entity and are consistent with those applied in the 30 June 2006 Annual Report.

The half-year report does not include full disclosures of the type normally included in an annual financial report.

## Note 2: Equity Securities Issued

|  | $\begin{aligned} & 31 \text { December } \\ & 2006 \\ & 6 \text { months } \end{aligned}$ | 30 June 2006 12 months | $\begin{aligned} & 31 \text { December } \\ & 2006 \\ & 6 \text { months } \end{aligned}$ | 30 June 2006 12 months |
| :---: | :---: | :---: | :---: | :---: |
|  | No. | No. | \$000 | \$000 |
| Balance at beginning of Financial Period/Year | 117,442,466 | 103,806,741 | 75,434 | 57,514 |
| Equal reduction capital repayment | - | - | $(3,541)$ | - |
| Issues on acquisition of businesses | - | 13,124,855 | - | 17,818 |
| Employee options exercised | 678,900 | 510,870 | 349 | 181 |
| Transaction costs relating to share issues | - | - | (20) | (79) |
| Balance at the end of Financial Period/Year | 118,121,366 | 117,442,466 | 72,222 | 75,434 |

## Note 3: Dividends

No interim dividend is proposed.
A partially franked special dividend of 3c per share was declared on 12 July 2006 and paid on 1 August 2006.

## Note 4: Acquisition of Subsidiaries

$\$ 43,000$ in transaction costs were incurred by the economic entity in the six months ended 31 December 2006 that relate to acquisitions in prior periods. This has had the net effect of increasing Goodwill on consolidation by an additional \$43,000.

## Note 5: Segment Information

Primary Reporting — Business Segments

|  | Managed Services |  | Recruitment Services |  | Technology Services |  | Unallocated Interest |  | Eliminations |  | Economic Entity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | 2006 | 2005 | 2006 | 2005 | 2006 | 2005 | 2006 | 2005 | 2006 | 2005 |
|  | \$000 | \$000 | \$000 | \$000 | \$000 | \$000 | \$000 | \$000 | \$000 | \$000 | \$000 | \$000 |
| Sales Revenue |  |  |  |  |  |  |  |  |  |  |  |  |
| External Sales | 17,720 | 9,761 | 37,870 | 27,377 | 8,971 | 7,826 | 237 | 223 | - | - | 64,798 | 45,187 |
| Other Segments | 110 | 33 | 270 | 46 | 43 | 9 | - |  | (423) | (88) |  |  |
|  | 17,830 | 9,794 | 38,140 | 27,423 | 9,014 | 7,835 | 237 | 223 | (423) | (88) | 64,798 | 45,187 |
| Cost of Sales |  |  |  |  |  |  |  |  |  |  |  |  |
| External Sales | (7,651) | $(3,383)$ | $(12,710)$ | $(8,431)$ | (890) | (865) | - | - | - - | - | $(21,251)$ | $(12,679)$ |
| Other Segments | (90) | - | (154) | - | (5) | - | - |  | 249 | - |  |  |
| Gross Profit | 10,089 | 6,411 | 25,276 | 18,992 | 8,119 | 6,970 | 237 | 223 | (174) | (88) | 43,547 | 32,508 |
| EBITDA | 1,061 | (405) | 4,056 | 3,659 | 1,350 | 1,119 |  |  |  |  | 6,467 | 4,373 |
| Depreciation and amortisation | $(1,492)$ | $(1,140)$ | (813) | (726) | (392) | (585) |  |  |  |  | $(2,697)$ | $(2,451)$ |
| EBIT | (431) | $(1,545)$ | 3,243 | 2,933 | 958 | 534 |  |  |  |  | 3,770 | 1,922 |
| Net Interest |  |  |  |  |  |  |  |  |  |  | 195 | 215 |
| Profit before income tax |  |  |  |  |  |  |  |  |  |  | 3,965 | 2,137 |
| Income tax expense |  |  |  |  |  |  |  |  |  |  | $(1,353)$ | (641) |
| Profit after income tax |  |  |  |  |  |  |  |  |  |  | 2,612 | 1,496 |

EBITDA = Profits excluding interest, taxation, depreciation and amortisation
EBIT = Profits excluding interest and taxation which represents the segment result

## Note 6: Contingent Liabilities

There has been no change in contingent liabilities since the last annual reporting date.

## Note 7: Events Subsequent to Reporting Date

Subsequent to the year end, in order to fund future acquisitions, the economic entity cancelled its existing loan facility of $\$ 1,000,000$ and entered a new loan facility amounting to $\$ 5,000,000$. The facility is secured by a registered first mortgage over certain trading entities in Australia.

## Directors' Declaration

The directors of the company declare that:

1. The financial statements and notes, as set out on pages 5 to 10:
a. comply with Accounting Standard AASB 134: Interim Financial Reporting and the Corporations Regulations; and
b. give a true and fair view of the economic entity's financial position as at 31 December 2006 and of its performance for the half year ended on that date.
2. In the directors' opinion there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors.

Director


Ken Allen

Dated 12 February 2007

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# INDEPENDENT AUDITOR'S REVIEW REPORT TO THE MEMBERS OF TALENT2 INTERNATIONAL LIMITED 

## Report on the half-year financial report

We have reviewed the accompanying half-year financial report of Talent2 International Limited and its controlled entities (the consolidated entity), which comprises the balance sheet as at 31 December 2006 and the income statement, statement of changes in equity and cash flows statement for the half-year ended on that date, a statement of accounting policies, other selected explanatory notes to the financial statements and the directors' declaration for the consolidated entity. The consolidated entity comprises both Talent2 International Limited (the company) and the entities it controlled during that half-year.

## Directors' responsibility for the balf-year financial report

The directors of the company are responsible for the preparation and true and fair presentation of the half-year financial report in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Corporations Act 2001. This includes responsibility for the maintenance of adequate accounting records and internal controls that are designed to prevent and detect fraud and error, and for the appropriate accounting policies and reasonable accounting estimates inherent in the half-year financial report.

## Auditor's responsibility

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagement ASRE 2410: Review of an Interim Financial Report Performed by the Independent Auditor of the Entity, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the financial report is not in accordance with the Corporations Act 2001 including, giving a true and fair view of the consolidated entity's financial position as at 31 December 2006 and its performance for the halfyear ended on that date; and complying with Accounting Standard AASB 134: Interim Financial Reporting and the Corporations Regulations 2001. As the auditor of Talent2 International Limited, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.

## Independence

In conducting our review, we complied with the independence requirements of Australian professional ethical pronouncements and the Corporations Act 2001.

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## INDEPENDENT AUDITOR'S REVIEW REPORT TO THE MEMBERS OF TALENT INTERNATIONAL LIMITED (CONT)

## Conclusion

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of Talent International Limited is not in accordance with the Corporations Act 2001, including:
(a) giving a true and fair view of the consolidated entity's financial position as at 31 December 2006 and of its performance for the half-year ended on that date; and
(b) complying with Australian Accounting Standard AASB 134: Interim Financial Reporting and the Corporations Regulations 2001.


12 February 2007


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