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Media release and ASX announcement – 25 February 2008

## **SMS Management & Technology – First Half Results Revenue up 60% to \$119m, NPAT up 51% to \$10.4m**

Leading Australian management services company SMS Management & Technology, today announced that revenue for the half year to 31 December 2007 increased by 60% to reach \$119m. EBITDA increased by 47% to \$14.2m (slightly ahead of the guidance given at the AGM in October 2007) and net profit after tax increased by 51% to \$10.4m.

Earnings per share for the half year grew 48% to 16.0 cents per share. The directors have declared an interim fully franked dividend of 10 cents per share (up 25%). The record date for entitlement to the dividend is 14 March 2008 with payment on 17 April 2008.

Mr Tom Stianos, Chief Executive Officer said, “We have made good progress towards becoming a true end-to-end supplier through extending our service offerings. During the last six months this objective involved restructuring our Enterprise Solutions division and investing to accelerate the growth of our Defence Solutions business. We achieved good financial results despite these significant investments in our future. Our established Consulting and Technology Services divisions maintained profit margins despite signs of growing cost pressure. Staff numbers have increased from 892 in December 2006 to 1,299 at December 2007, and this positions the Company well to service the continuing high demand from the ICT, Banking and Financial Services, and Government sectors. The Company has also invested in growing its share of the Mining and Utilities industries and we are seeing signs of these industries making a bigger contribution in the future.”

The acquisitions concluded in the last 12 months are aimed at launching new revenue streams for SMS rather than bulking up our numbers. Mr Stianos said, “We have planted seeds and we will create shareholder value by growing those revenue streams under the SMS umbrella over the next two years.” As stated at last year’s release, the acquisitions are on track to deliver full benefits by FY09.

Mr Stianos said, “It is particularly pleasing to see that our increase in market share has been primarily achieved through growth, with only a modest contribution from new acquisitions. We are selling a broader range of services to more clients, and we have been more successful in recruiting and retaining talent.”

### **About SMS**

*SMS Management & Technology (SMS) [ASX:SMX] is a leading Australian consulting, technology services and enterprise solutions company employing over 1,300 professionals. Established in 1986, SMS is best known for delivery excellence. SMS helps its clients improve their business performance through the implementation of strategy and the delivery of business and technology projects. Industry expertise spans the financial services, ICT, government, defence, health, utilities, mining, gaming and infrastructure sectors. [www.smsmt.com](http://www.smsmt.com)*

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