

ASX Release | 10 August 2011

Talent2 Results Announcement

Key Points

Talent2 announces a Record Year

Revenue	\$306.1m, up 26%
Gross Profit	\$194.0m, up 24%
Reported EBITDA	\$30.0m, up 52%
Normalised EBITDA	\$28.0m, up 41%

- » Talent2 announces a record year of growth based on the rapid expansion of the Human Resources Outsourcing (HRO) market across Asia.
- » Talent2's recruitment business in Asia is being supported by the increasing skills shortages hampering organisations across Asia to drive top line business growth.
- » Talent2 has a sharpened focus on its core offerings of HR Advisory, Recruitment, Payroll and Learning.
- » Talent2 is expecting continued growth in 2011/12 in spite of the challenging global economic outlook based on the huge multi \$Bn size and growth of the Business Process Outsourcing (BPO) market in the Asia Pacific Region as well as the continued demand for more sophisticated services from the Company's HR Advisory, Recruitment, Payroll and Learning divisions.

The directors of Talent2 International Limited (ASX: TWO) today reported the Company's results for the year ended 30 June 2011.

The Company reported the following, compared to the previous financial year:

Revenue	\$306.1m, up 26%
Gross Profit	\$194.0m, up 24%
Reported EBITDA	\$30.0m, up 52%
Normalised EBITDA	\$28.0m, up 41%
Reported Profit after Tax	\$10.7m, up 85%
Normalised Profit after Tax	\$9.9m, up 72%
EPS	7.2 cents, up 64%
Adjusted EPS	10.1 cents, up 37%
Dividend	5.5 cents (fully franked)
Net Debt	\$4.2m, down 49%
Cash on Hand	\$20.6m, down 15%
Debt	\$24.8m, down 24%

"In a challenging period for the global economy, we are pleased to report that our robust business model and geographical spread has resulted in a record year on all key measures" said Andrew Banks, Talent2's Managing Director. "A strong result in our managed services division, driven by our Recruitment Managed Services and Learning business, was particularly pleasing, as was profitable growth in traditional recruitment outside Australia", said Banks.

"The good news is that this record result was delivered with more than half of our business units yet to achieve scale and full margin potential, and the recruiting division still below pre GFC levels", said Banks.

"We continue to build out our service offerings throughout our Asian footprint and are yet to fully realise the investment being made. Revenue derived from our operations in Asia more than doubled over the year, now representing almost 20% of our total revenue", said Banks.

The managed services business continues to grow strongly, reporting revenue growth of 34% and EBITDA growth of 74%. Organically, revenue grew 25% and EBITDA 64%.

The Recruitment Managed Services business revenue grew by 57%, as existing clients expanded their service requirements across our product lines and locations, and new clients came on board. Payroll and HR Services revenue grew by 3% and Learning by 66%.

For personal use only

“Our recent acquisitions and the organic growth of the Learning business was tangible as we grafted them onto our broad client base. Our ability to offer students training on line, allowing them the flexibility to complete courses to their own timeframes, has been well received, and has increased our penetration of the vocational training sector” said John Rawlinson, Talent2’s Chief Executive Officer.

The Company reported profit after tax of \$10.7m (\$9.9m normalised) and generated operating cash of \$12.1m in the year. Net debt has fallen to \$4.2m from \$8.3m. The Company repaid \$4.6m in debt during the year, and distributed \$5.6m by way of a dividend.

Basic earnings per share increased to 7.2 cents up 64%. Adjusted earnings per share (after allowing for normalisation adjustments set out below and the tax affected amortisation of intangibles arising from business acquisitions) increased by 37% to 10.1 cents.

The Board has declared a **fully franked dividend of 5.5 cents (up from 4.0 cents) in respect of the 2011** financial year, reflecting its confidence in the Company’s growth agenda and cash flows.

Reported figures shown as normalised have been adjusted to reflect a \$2m credit in relation to an acquisition purchase price adjustment, and an impairment charge of \$1.2m taken against the Company’s recruitment operations in the Middle East.

About Talent2

Talent2 was founded in 2003, is listed on the Australian Stock Exchange (ASX:TWO) and operates in over 40 offices in 31 countries across the Asia Pacific region, Middle East, UK and USA. It is the leading HR BPO organisation in the Asia Pacific region, working with clients across diverse organisation types and industries to deliver end-to-end talent management solutions that put people first. These include HR Advisory, Payroll, Recruitment and Learning. Talent2’s end-to-end talent management solution gives it a unique capacity to fulfil the rapidly evolving business needs for talent management and to help organisations be more successful by improving power and productivity of their people.

For further information please contact:

Talent2

Andrew Banks, Managing Director | t +61 2 9087 6207 | e andrew.banks@talent2.com

John Rawlinson, CEO | t +61 3 9918 0918 | e john.rawlinson@talent2.com

For personal use only

Talent2

International Limited

ACN 000 737 744

Preliminary Final Report



HR ADVISORY

PAYROLL

RECRUITMENT

LEARNING

This Preliminary Final Report is provided
to the Australian Stock Exchange (ASX)
under ASX Listing Rule 4.3A.

Current Reporting Period:

Year ended 30 June 2011

Previous Corresponding Period:

Year ended 30 June 2010

Results for announcement to the market

Revenue And Net Profit For The Year

Revenue and Net Profit				\$000
Revenues from ordinary activities	up	26%	to	\$306,138
Profit before interest, taxation, depreciation, amortisation and impairment (EBITDA)	up	52%	to	\$29,958
Profit from ordinary activities after tax attributable to consolidated entity	up	85%	to	\$10,715
Net profit for the year attributable to owners of the parent	up	77%	to	\$10,157

Dividends

Dividends (distributions)	Amount per Security	Franked Amount per Security
Final dividend	5.50c	5.50c
Previous corresponding period	4.00c	4.00c
Record date for determining entitlements to the dividend	29 August 2011	n/a
Payable date for dividend	30 September 2011	n/a

For personal use only

Commentary

The consolidated entity is reporting revenue of \$306.1m, and EBITDA of \$30.0m. Reported EBITDA includes an adjustment of \$2m as a consequence of an acquisition purchase price adjustment as detailed below. Revenue has increased by 26% and EBITDA (including the adjustment) by 52% when compared to the year ended 30 June 2010. This is a reflection of a strong performance across the Managed Services division when compared to the prior year, with growth coming from both the consolidated entity's new and existing client base. This performance includes the full twelve month contribution of the Zapper (January 2010) and Sugar Group (February 2010) acquisitions made in the year ended 30 June 2010, and the Origin HR acquisition made in July 2010.

The consolidated entity acquired the Origin HR Group in July 2010. Origin HR provides vocational training to its client base and support to the vocational course offerings available through the Sugar Group.

The Managed Services division is reporting revenue of \$181.2m, up 34% from the prior year, and an EBITDA profit of \$22.0m, up on the prior year's result of \$12.6m. The Recruitment Managed Services business performed strongly, as clients sought cost effective solutions to meet their recruitment needs. The consolidated entity continued to perform strongly in the provision of payroll outsourcing solutions to the SME market and the prior year acquisition of Zapper allowed the offering to expand further into Asia during the year. The Learning business result was strengthened by Sugar and Origin HR which were acquired in the prior year and at the start of the current year respectively. Organically, revenue grew 25% and EBITDA 64%.

The Recruitment division is reporting revenue of \$124.7m, up 16% on the prior year, and EBITDA of \$6.0m, slightly down compared to \$7.1m in the prior year. The EBITDA result reflects the impact of the continued investment being made in increasing the Asian footprint. Revenue derived from operations in Asia has more than doubled over the year, now representing almost 20% of our total revenue.

Following a review of the carrying value of acquired intangible assets at reporting date, the consolidated entity has recorded an impairment charge of \$1.2m for the year. The impairment relates to the consolidated entity's investment in the Middle East and arises due to the shortfall in discounted cash flows generated by the underlying business when compared to the carrying value of the acquired intangible assets. The consolidated entity remains committed to the Middle East, and is confident that the region will recover, however recovery has been slower than previously forecast and the consolidated entity considered it appropriate to take the accounting charge at this time.

The consolidated entity is reporting profit before tax of \$16.3m, compared to a profit before tax of \$10.6m in the prior year. The current years' profit includes a one off impairment charge of \$1.2m, as discussed above, and an adjustment of \$2m as a consequence of agreeing the outstanding purchase price payment for Origin HR at \$15.2m as compared to the liability of \$17.2m shown in the interim report at 31 December 2010. Accounting standards in force from 1 July 2010 require that the \$2m is shown as other income in the statement of comprehensive income.

The reported result after tax is a profit of \$10.7m compared to a profit of \$5.8m in the prior year. Earnings per share increased to 7.15c from 4.36c in the prior year, with the adjusted earnings per share increasing to 10.08c from 7.35c in the prior year.

Operating cash remains solid with operating cash flows of \$12.1m recorded in the current year compared to \$10.0m in the prior year. The consolidated entity maintains a strong statement of financial position with cash at \$20.6m at 30 June 2011 and debt at \$24.8m.

The Board has declared a fully franked dividend of 5.5 cents in respect of the 2011 financial year

For personal use only

Statement of Financial Position as at 30 June 2011

Consolidated Entity			
	Note	2011	2010
		\$000	\$000
Assets			
Current Assets			
Cash and cash equivalents		20,595	24,090
Trade and other receivables	6	61,749	44,487
Other current assets	7	6,163	6,428
Total Current Assets		88,507	75,005
Non-Current Assets			
Plant and equipment	8	6,891	7,330
Deferred tax assets	9	3,744	1,744
Intangible assets	10	101,611	93,714
Total Non-Current Assets		112,246	102,788
Total Assets		200,753	177,793
Liabilities			
Current Liabilities			
Trade and other payables	11	43,443	29,977
Unearned income	12	6,999	6,713
Interest-bearing borrowings	13	2,811	1,908
Current tax liabilities	14	6,164	4,580
Short-term provisions	15	6,561	4,737
Total Current Liabilities		65,978	47,915
Non-Current Liabilities			
Other payables	11	5,000	-
Interest-bearing borrowings	13	21,997	30,457
Long-term provisions	15	845	758
Total Non-Current Liabilities		27,842	31,215
Total Liabilities		93,820	79,130
Net Assets		106,933	98,663
Equity			
Equity Attributable to Equity Holders of the Parent			
Issued capital		106,040	101,619
Reserves		16,381	15,288
Accumulated losses		(16,170)	(18,368)
Parent Interests		106,251	98,539
Non-controlling interests		682	124
Total Equity		106,933	98,663

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

Statement of Comprehensive Income for Financial Year ended 30 June 2011

Consolidated Entity			
	Note	2011	2010
		\$000	\$000
Revenue	2a	306,138	242,591
Cost of rendering of services:			
On hired labour and advertising costs		(54,823)	(46,786)
Outsourced services		(56,723)	(37,591)
Distributor commissions and licence fees		(640)	(1,710)
Gross Profit		193,952	156,504
Other income	2b	2,011	9
Employee benefits expense		(137,043)	(111,182)
Operating lease rental expense	2c	(15,314)	(13,878)
Advertising and marketing expense		(2,770)	(1,830)
Depreciation of plant and equipment	2c	(3,031)	(3,206)
Amortisation of acquired intangible assets	2c	(6,780)	(5,061)
Amortisation of software development	2c	(1,798)	(492)
Impairment of acquired assets	2c	(1,200)	-
Acquisition costs		(264)	(359)
Finance costs	2c	(1,088)	(739)
Other expenses		(10,340)	(9,214)
Profit Before Income Tax		16,335	10,552
Income tax expense		(5,620)	(4,763)
Net Profit for the year		10,715	5,789
Other Comprehensive Income			
Foreign currency translation		(4,318)	1,384
Other comprehensive (loss)/income for the year, net of tax		(4,318)	1,384
Total Comprehensive Income for the year		6,397	7,173
Profit for the year is attributable to:			
Non-controlling interest		558	38
Owners of the parent		10,157	5,751
		10,715	5,789
Total Comprehensive Income for the year is attributable to:			
Non-controlling interest		558	38
Owners of the parent		5,839	7,135
		6,397	7,173

For personal use only

For personal use only

Statement of Comprehensive Income for Financial Year ended 30 June 2011 (cont.)

Consolidated Entity			
	Note	2011	2010
		\$000	\$000
Earnings per share for profit attributable to the ordinary equity holders of the parent:			
Basic EPS (cents per share)	4	7.15c	4.36c
Diluted EPS (cents per share)	4	6.86c	4.16c

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

Statement of Changes in Equity for Year ended 30 June 2011

	Share Capital Ordinary	Accumulated Losses	Capital Profit Reserves	Equity Incentive Plans	Reserves		Owners of the Parent	Non-controlling Interest	Total
					Dividend Distribution Reserve	Foreign Exchange Reserve			
	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000
Balance at 1 July 2010	101,619	(18,368)	105	9,703	5,643	(163)	98,539	124	98,663
Profit for the period	-	10,157	-	-	-	-	10,157	558	10,715
Other comprehensive income	-	-	-	-	-	(4,318)	(4,318)	-	(4,318)
Total comprehensive income for the year	-	10,157	-	-	-	(4,318)	5,839	558	6,397
Transfer between reserves	-	(7,959)	-	-	7,959	-	-	-	-
Acquisition of non-controlling interest	-	-	-	-	-	-	-	-	-
Shares issued (net of transaction costs)	5,405	-	-	-	-	-	5,405	-	5,405
Purchase of treasury shares	(1,607)	-	-	-	-	-	(1,607)	-	(1,607)
Net issue of shares to employees	623	-	-	(623)	-	-	-	-	-
Share based payments	-	-	-	3,724	-	-	3,724	-	3,724
Dividends paid	-	-	-	-	(5,649)	-	(5,649)	-	(5,649)
Balance at 30 June 2011	106,040	(16,170)	105	12,804	7,953	(4,481)	106,251	682	106,933

Balance at 1 July 2009	83,287	(18,476)	105	6,861	-	(1,547)	70,230	204	70,434
Profit for the period	-	5,751	-	-	-	-	5,751	38	5,789
Other comprehensive income	-	-	-	-	-	1,384	1,384	-	1,384
Total comprehensive income for the year	-	5,751	-	-	-	1,384	7,135	38	7,173
Transfer between reserves	-	(5,643)	-	-	5,643	-	-	-	-
Acquisition of non-controlling interest	-	-	-	-	-	-	-	(118)	(118)
Shares issued (net of transaction costs)	18,732	-	-	-	-	-	18,732	-	18,732
Purchase of treasury shares	(1,450)	-	-	-	-	-	(1,450)	-	(1,450)
Net issue of shares to employees	1,050	-	-	(1,050)	-	-	-	-	-
Share based payments	-	-	-	3,892	-	-	3,892	-	3,892
Balance at 30 June 2010	101,619	(18,368)	105	9,703	5,643	(163)	98,539	124	98,663

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

Cash Flow Statement for Financial Year ended 30 June 2011

Consolidated Entity			
	Note	2011	2010
		\$000	\$000
Cash Flows From Operating Activities			
Receipts from customers (inclusive of GST)		318,041	255,226
Payments to suppliers and employees (inclusive of GST)		(298,377)	(241,239)
Interest received		274	287
Finance costs		(1,088)	(739)
Income tax paid		(6,931)	(3,791)
Income tax refund		164	229
Net cash flows from Operating Activities	18a	12,083	9,973
Cash Flows from Investing Activities			
Proceeds from sale of plant and equipment		-	39
Purchases of plant and equipment		(3,096)	(2,169)
Purchases of intangible assets		(189)	-
Payment for business assets acquired, net of cash acquired	18b	(1,972)	(19,216)
Net cash flows used in Investing Activities		(5,257)	(21,346)
Cash Flows From Financing Activities			
Proceeds from issues of shares		1,543	1,428
Payment of transaction costs relating to share issues		(39)	(60)
Proceeds from borrowings		8	23,122
Repayment of borrowings		(4,552)	(10,394)
Dividends paid		(5,649)	-
Net cash flows (used in)/from Financing Activities		(8,689)	14,096
Net (decrease)/increase in cash and cash equivalents		(1,863)	2,723
Net foreign exchange differences		(1,632)	390
Cash and cash equivalents at beginning of the financial year		24,090	20,977
Cash at and cash equivalents at end of the financial year		20,595	24,090

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

Notes to the Preliminary Final Report for the Financial Year ended 30 June 2011

1. Basis of preparation

The preliminary final report has been prepared in accordance with ASX Listing Rule 4.3A and the disclosure requirements of ASX Appendix 4E.

The accounting policies applied are consistent with those that will be applied in the 2011 full financial report.

This report is based on accounts that are in the process of being audited.

2. Profits from ordinary activities

	Consolidated Entity	
	2011	2010
	\$000	\$000
The operating profit before income tax includes the following items of revenue and expense:		
2a. Operating Revenue		
Managed Services	181,205	134,824
Recruitment Services	124,659	107,480
	305,864	242,304
Interest received	274	287
Total Revenue	306,138	242,591
2b. Other Income		
Amendment to fair value of acquisition contingent consideration	2,000	-
Net foreign exchange gain	11	9
Total other income	2,011	9
2c. Operating Expenses		
Finance costs:		
Interest	1,051	691
Finance lease finance charges	37	48
Total finance costs	1,088	739
Amortisation of acquired intangible assets:		
Acquired software intellectual property	4,719	3,594
Acquired candidate databases	301	750
Acquired customer contracts	282	204
Acquired customer relationships	1,199	446
Acquired brand name	279	67
Total amortisation of acquired intangible assets	6,780	5,061
Depreciation of plant and equipment:		
Plant and equipment	1,963	1,795
Leasehold Improvements	892	1,133
Leased assets	176	278
Total depreciation of plant and equipment	3,031	3,206
Amortisation of software development:		
Software development	1,798	492
Total amortisation of software development	1,798	492

For personal use only

2. Profits from ordinary activities (cont.)

	Consolidated Entity	
	2011	2010
	\$000	\$000
Impairment of acquired assets:		
Impairment of goodwill	1,200	-
Total impairment of acquired assets	1,200	-
Bad and doubtful debts:		
Trade receivables	(60)	(171)
Net transfer to provisions:		
Employee entitlements	1,078	505
Operating lease rental expenses:		
Minimum lease payments	15,314	13,878

3. Comparison of half year profits

	Consolidated Entity	
	2011	2010
	\$000	\$000
Consolidated profit after tax attributable to owners of the parent reported for the first half year	3,437	1,856
Consolidated profit after tax attributable to owners of the parent reported for the second half year	6,720	3,895

4. Ratios

	Consolidated Entity	
	2011	2010
NTA Backing		
Net tangible asset backing per ordinary security	3.68c	3.52c
Earnings per Share		
Basic EPS (cents per share)	7.15c	4.36c
Diluted EPS (cents per share)	6.86c	4.16c
Weighted average number of ordinary shares outstanding during the period used in the calculation of the basic EPS	141,973,541	132,738,078
Weighted average number of dilutive options outstanding	3,750,779	3,760,138
Weighted average number of dilutive performance rights	2,375,586	2,725,276
Weighted average number of ordinary shares outstanding during the year used in the calculations of dilutive earnings per share (as inclusion of options and performance rights would be anti-dilutive in 2010)	148,099,906	139,223,492

5. Revision of provisional acquisition accounting

The consolidated entity acquired 100% of Zapper Services Pte Ltd ("Zapper Group") on 6 January 2010 and 100% of Sugar International Ltd ("Sugar Group") on 27 January 2010. In the statement of financial position as at 30 June 2010, the consolidated entity provisionally recognised the fair values of the identifiable assets and liabilities of these acquired businesses. The fair values of the businesses were subsequently determined in the current financial year and as a result, the goodwill balance and the assets and liabilities below have been adjusted in the comparative period as follows:

Consolidated Entity			
	2010	Amendments on fair value	2010 Restated
	\$000	\$000	\$000
Non-Current Assets			
Intangibles assets	93,038	676	93,714
Deferred tax assets	1,321	423	1,744
	94,359	1,099	95,458
Current Liabilities			
Trade and other payables	30,024	(47)	29,977
Current tax liabilities	3,434	1,146	4,580
	33,458	1,099	34,557

Zapper Group Acquisition

The consolidated entity provisionally calculated the fair value of deferred tax liabilities, current tax liabilities and trade and other payables as \$1,183,000, \$364,000 and \$1,711,000 respectively. However their fair values as at the acquisition date were subsequently determined to be \$1,199,000, \$354,000 and \$1,695,000 respectively. As a result, the goodwill balance in the comparative period has been adjusted and reduced by \$10,000 to \$16,202,000 at 30 June 2010.

Sugar Group Acquisition

The consolidated entity provisionally calculated the fair value of deferred tax liabilities, current tax liabilities/(receivables) and trade and other payables as \$1,106,000, (\$308,000) and \$1,482,000 respectively. However their fair values as at the acquisition date were subsequently determined to be \$667,000, \$848,000 and \$1,451,000 respectively. As a result, the goodwill balance in the comparative period has been adjusted and increased by \$686,000 to \$12,405,000 at 30 June 2010.

For personal use only

For personal use only

6. Trade and other receivables

	Consolidated Entity	
	2011	2010
	\$000	\$000
Trade receivables	43,015	37,745
Provision for doubtful debts	(275)	(215)
	42,740	37,530
Unbilled receivables	18,715	6,465
Other receivables	294	492
	61,749	44,487

7. Other current assets

	Consolidated Entity	
	2011	2010
	\$000	\$000
Prepayments	2,376	2,402
Bank guarantees	1,914	1,619
Security deposits	1,654	2,100
Other	219	307
	6,163	6,428

8. Plant and equipment

Consolidated Entity		
	2011	2010
	\$000	\$000
Leasehold Improvements		
At cost	7,363	7,268
Accumulated depreciation	(5,208)	(5,154)
	2,155	2,114
Plant and Equipment		
At cost	17,590	16,944
Accumulated depreciation	(13,206)	(12,286)
	4,384	4,658
Leased Plant and Equipment		
At cost	1,388	1,388
Accumulated depreciation	(1,036)	(830)
	352	558
Total Plant and Equipment	6,891	7,330

Movements in carrying amounts

	Leasehold Improvements	Plant and Equipment	Leased Plant and Equipment	Total
	\$000	\$000	\$000	\$000
Balance at 30 June 2010	2,114	4,658	558	7,330
Additions	1,116	1,980	-	3,096
Disposals	(86)	(107)	-	(193)
Additions through acquisition of entities	-	12	-	12
Reclassification of assets	(4)	4	-	-
Depreciation / amortisation charge for the year	(892)	(1,963)	(176)	(3,031)
Foreign exchange movement	(93)	(200)	(30)	(323)
Balance at 30 June 2011	2,155	4,384	352	6,891

9. Deferred tax assets

Consolidated Entity		
	2011	2010
	\$000	\$000
Deferred tax assets are made up of the following estimated tax benefits:		
Tax losses	886	897
Temporary differences	2,858	847
	3,744	1,744

10. Intangible assets

Consolidated Entity		
	2011	2010
	\$000	\$000
Goodwill	82,369	72,510
	82,369	72,510
Acquired software intellectual property	28,698	25,482
Accumulated amortisation	(18,562)	(13,892)
	10,136	11,590
Acquired candidate databases	5,579	5,397
Accumulated amortisation	(5,014)	(4,718)
	565	679
Acquired customer contracts	1,255	1,373
Accumulated amortisation	(527)	(262)
	728	1,111
Acquired customer relationships	9,086	7,783
Accumulated amortisation	(1,592)	(452)
	7,494	7,331
Acquired brand name	845	752
Accumulated amortisation	(526)	(259)
	319	493
	101,611	93,714

For personal use only

10. Intangible assets (cont.)

Movements in carrying amounts

	Goodwill	Acquired Software Intellectual Property	Acquired Candidate Databases	Acquired Customer Contracts	Acquired Customer Relationships	Acquired Brand Name	Total
	\$000	\$000	\$000	\$000	\$000	\$000	\$000
Balance at 1 July 2010	72,510	11,590	679	1,111	7,331	493	93,714
Additions	-	-	189	-	-	-	189
Additions through acquisition of entity	14,244	3,455	-	-	2,029	154	19,882
Amortisation charged against operating profit	-	(4,719)	(301)	(282)	(1,199)	(279)	(6,780)
Impairment charged against operation profit	(1,200)	-	-	-	-	-	(1,200)
Foreign Exchange Movement	(3,185)	(190)	(2)	(101)	(667)	(49)	(4,194)
Balance at 30 June 2011	82,369	10,136	565	728	7,494	319	101,611
Balance at 1 July 2009	41,362	12,417	1,433	169	-	16	55,397
Additions through acquisition of entity	29,191	2,575	-	1,065	7,292	502	40,625
Amortisation charged against operating profit	-	(3,594)	(750)	(204)	(446)	(67)	(5,061)
Foreign Exchange Movement	1,957	192	(4)	81	485	42	2,753
Balance at 30 June 2010	72,510	11,590	679	1,111	7,331	493	93,714

An impairment charge of \$1,200,000 on goodwill was recognised for the continuing operations in the 2011 financial year. The impaired goodwill related to the purchase of the Intersearch business in the Middle East in 2007. The cash generating unit consists of the Middle East based executive recruitment business included in the reportable recruitment segment. The recoverable amount was based on a value-in-use calculation.

For personal use only

11. Trade and other payables

Consolidated Entity		
	2011	2010
	\$000	\$000
Current		
Trade payables	3,348	1,667
Other payables	19,525	10,178
Employment liabilities	20,570	18,132
	43,443	29,977
Non-Current		
Other payables	5,000	-
	5,000	-

12. Unearned income

Consolidated Entity		
	2011	2010
	\$000	\$000
Unearned income	6,999	6,713

13. Interest-bearing borrowings

Consolidated Entity		
	2011	2010
	\$000	\$000
Current		
Bank loans ¹	2,615	1,731
Finance lease liabilities secured by the assets leased	196	177
	2,811	1,908
Non-Current		
Bank loans ¹	21,770	30,039
Finance lease liabilities secured by the assets leased	227	418
	21,997	30,457

1. Secured by a charge over assets of subsidiary entities guaranteed by the parent entity.

14. Tax liabilities

Consolidated Entity		
	2011	2010
	\$000	\$000
Current		
Income tax	6,164	4,580

15. Provisions

	Consolidated Entity	
	2011	2010
	\$000	\$000
Current		
Employee benefits	5,405	4,414
Operating lease provisions	1,156	323
	6,561	4,737
Non-Current		
Employee benefits	845	758
	845	758
a) Aggregate employee benefits liability	6,250	5,172
b) Number of employees at the end of the financial year	1,665	1,392

16. Issued capital

	Consolidated Entity	
	2011	2010
	Total Number	Total Number
Balance at the beginning of the Financial Year	140,567,607	126,789,602
Changes during the Year		
Options exercised	1,528,104	1,252,004
Issued on acquisition of controlled entities	2,509,410	12,526,001
Balance at the end of the Financial Year	144,605,121	140,567,607

17. Operating segment information

	Managed Services		Recruitment Services		Total of Segments		Unallocated Interest/Other Income *		Eliminations		Consolidated Entity	
	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010
	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000	\$000
Sales revenue												
External sales	181,205	134,824	124,659	107,480	305,864	242,304	274	287	-	-	306,138	242,591
Inter-segment sales	426	288	1,201	757	1,627	1,045	-	-	(1,627)	(1,045)	-	-
Total revenue	181,631	135,112	125,860	108,237	307,491	243,349	274	287	(1,627)	(1,045)	306,138	242,591
Cost of rendering of services												
External sales	(61,808)	(42,342)	(50,378)	(43,745)	(112,186)	(86,087)	-	-	-	-	(112,186)	(86,087)
Inter-segment sales	(58)	(44)	(73)	(89)	(131)	(133)	-	-	131	133	-	-
Gross profit	119,765	92,726	75,409	64,403	195,174	157,129	274	287	(1,496)	(912)	193,952	156,504
EBITDA	21,945	12,620	6,013	7,143	27,958	19,763	2,000	-	-	-	29,958	19,763
Depreciation	(2,082)	(1,963)	(949)	(1,243)	(3,031)	(3,206)	-	-	-	-	(3,031)	(3,206)
Amortisation	(8,300)	(4,803)	(278)	(750)	(8,578)	(5,553)	-	-	-	-	(8,578)	(5,553)
Impairment of assets	-	-	(1,200)	-	(1,200)	-	-	-	-	-	(1,200)	-
EBIT/Segments results	11,563	5,854	3,586	5,150	15,149	11,004	2,000				17,149	11,004
Reconciliation of segment EBIT to profit before income tax												
Interest income											274	287
Interest expense											(1,088)	(739)
Profit before income tax per the statement of comprehensive income											16,335	10,552

Segment assets and liabilities are not reported as these numbers are not specifically reported to the Board being the chief operating decision makers.

EBITDA = Earnings before interest, taxes, depreciation, amortisation and impairment which represents the segment results.

* Other income of \$2,000,000 represents the amendment to fair value of acquisition contingent consideration, refer to note 18b.

18. Cash flow information

18a. Reconciliation of cash flow from operations with profit after income tax

	Consolidated Entity	
	2011	2010
	\$000	\$000
Profit for the year	10,715	5,789
Employee share option plans and performance rights expensed to equity	2,873	3,233
Depreciation of plant and equipment	3,031	3,206
Amortisation of acquired intangible assets	6,780	5,061
Impairment of acquired assets	1,200	-
Loss on disposal of non-current assets	193	203
Amendment to fair value of acquisition contingent consideration	(2,000)	-
Changes in assets and liabilities, net of the effects of purchase and disposal of subsidiaries:		
(Increase)/decrease in assets:		
Trade and other receivables	(17,037)	(10,731)
Other current assets	(587)	(1,330)
Deferred tax assets	(2,771)	(1,508)
Increase/(decrease) in liabilities:		
Trade and other payables	6,679	4,329
Unearned income	285	(1,126)
Income taxes payable	1,606	2,913
Provisions	1,078	327
Other liabilities	38	(393)
Net cash from Operating Activities	12,083	9,973

18b. Business combination

Businesses acquired during the year

Origin HR Group Acquisition

On 23 July 2010 the consolidated entity acquired 100% of Origin Human Resources Pty Ltd and Origin HR Holdings Pty Ltd ("Origin HR Group"). The Origin HR Group is a leading provider of online vocational education and training to the financial services, banking, legal and accounting sectors. The purchase was satisfied by an initial cash payment of \$1,910,000 and the issue of 521,139 ordinary shares at a fair value of A\$1.38 each. Under the terms of the original Share Purchase Agreement an earnout was payable, calculated as a multiple of four times the 2011 (87.5%) and 2012 (12.5%) EBIT achieved. A liability of \$17,200,000 was recognised as at 31 December 2010.

18. Cash flow information (cont.)

18b. Business combination (cont.)

On 11 May 2011, the acquisition was finalised and the outstanding purchase price payment was fixed and reduced to \$15,200,000. The fixed payment is to be settled by a combination of cash and shares over the period to 31 August 2013. 1,987,671 ordinary shares were issued at a fair value of A\$1.60 each in May 2011 as part of the earnout payment. Payments after 1 July 2011 are to be settled 65% in cash and 35% through the issue of shares. The \$2,000,000 reduction to the earnout contingent liability was reversed in the current financial year and booked as other income in the consolidated statement of comprehensive income. The remaining fixed consideration liability is recorded as a current liability under trade and other payables (\$7,020,000) and as a non-current liability under other payables (\$5,000,000).

Businesses acquired during the prior year

TOG Group Acquisition

On 30 September 2009 the consolidated entity acquired a further 10% interest in the TOG Group in accordance with the terms of the original share purchase agreement covering the acquisition of the TOG Group. The purchase was satisfied through a cash payment of \$186,000. Total goodwill impact in the current year amounted to \$107,000.

Zapper Group Acquisition

On 6 January 2010 the consolidated entity acquired 100% of Zapper Services Pte Ltd ("Zapper Group"). The Zapper Group provides outsourced payroll and HR administration services to 14 countries, including China, Hong Kong, Japan, Malaysia, Philippines, Singapore, Thailand and Vietnam. The purchase was satisfied by a cash payment A\$14,122,000 and the issue of 6,798,849 ordinary shares at a fair value of A\$1.40 each.

Sugar Group Acquisition

On 27 January 2010 the consolidated entity acquired 100% of Sugar International Ltd ("Sugar Group"). The Sugar Group is a leading provider of education and training services to organisations across Australia and New Zealand. Sugar Group offers a comprehensive range of workplace training courses to a variety of industries through a number of Registered Training Organisations. The purchase was satisfied by a cash payment A\$7,625,000 and the issue of 5,727,152 ordinary shares at a fair value of A\$1.37 each.

Goodwill has arisen on the acquisition of businesses due to the expectation of deriving future growth in earnings and taking advantage of business synergies, which cannot be recognised separately as identifiable intangible assets at the date of acquisition.

For personal use only

18. Cash flow information (cont.)

18b. Business combination (cont.)

The consolidated entity has provisionally recognised the fair values of the identifiable assets and liabilities of the acquired businesses based upon the best information available as of the reporting date. Business combination accounting is as follows:

Consolidated Entity 30 June			
	Origin HR Group	Others	Total
	2011	2011	2011
	\$000	\$000	\$000
The purchase price was allocated as follows:			
Shares issued, at fair value	3,900	-	3,900
Cash consideration	1,863	129	1,992
Contingent consideration liability	14,020	-	14,020
Purchase consideration at acquisition date	19,783	129	19,912
Assets and liabilities acquired at acquisition date:			
Cash	20	-	20
Trade and other receivables	1,252	-	1,252
Plant & equipment	12	-	12
Deferred tax liabilities	(939)	-	(939)
Tax liabilities	(99)	-	(99)
Trade and other payables	(216)	-	(216)
	30	-	30
Value attributable to identifiable intangible assets	5,638	-	5,638
Goodwill on consolidation	14,115	129	14,244
Total purchase consideration	19,783	129	19,912
The cash outflow on acquisition is as follows:			
Net cash acquired	20	-	20
Cash consideration	(1,863)	(129)	(1,992)
Net cash outflow	(1,843)	(129)	(1,972)

The assets and liabilities arising from acquisitions are recognised at fair value which is equal to their carrying value at acquisition date.

The consolidated statement of comprehensive income includes revenue and EBITDA for the period ended 30 June 2011 of \$8,012,000 and \$4,573,000 respectively, as a result of the acquisition of the Origin HR Group. As the acquisition occurred at the beginning of the reporting period, the consolidated statement of comprehensive income included revenue and EBITDA of \$8,012,000 and \$4,573,000 respectively. Acquisition costs directly relating to the acquisition amount to \$172,000.

19. Contingent Liability

During the previous year, the Australian Tax Office (ATO) conducted a Comprehensive Review of the Group's income tax affairs. As a consequence of the review, the ATO identified certain risks that it felt needed to be examined through an audit process. The audit process has commenced and is progressing. The ultimate outcome of the audit cannot be determined with an acceptable degree of reliability at this time. At this time it has been estimated that the potential liability associated with the risks identified could be in the range of zero to an amount less than four million dollars excluding penalties and interest. The Group has been advised that it is possible, but not probable, that a liability will eventuate, and accordingly no provision for any liability has been recognised in these financial statements.

20. Subsequent Events

On 1 July 2011 the consolidated entity acquired the business assets of First Place International Pty Limited, a Brisbane based executive search business focusing on the government sector. The purchase was satisfied by a cash payment of \$120,000 and the issue of 67,294 ordinary shares at a fair value of A\$1.48 each. There is further contingent consideration of up to \$780,000 payable over the next three years.

For personal use only

Level 4, 77 Pacific Highway, North Sydney NSW 2060
t+61 2 9087 6333 | f+61 2 9087 6300 | talent2.com

