

## PS&C delivers revenue and profit growth for FY15

**20 August 2015 Melbourne, Australia:** Diversified information and communications technology company PS&C Ltd (ASX: PSZ) is pleased to announce its results for the year ended 30 June 2015.

- Revenue of \$84.47m – up 33% on FY14 (normalised)
- EBIT (before corporate head office costs, deferred consideration profit and acquisition costs) of \$10.83m – up 45% on FY14 (normalised)
- EBIT (before deferred consideration profit and acquisition costs) of \$8.72m – up 30% on FY14 (normalised)
- Fully franked dividend of 3 cents per share to be paid on 15 October 2015. The record date will be 30 September 2015
- Additional debt facilities put in place to assist with funding growth

Commentary on business segments:

### People

- Investment via additional costs has led to a record number of billable days during the year and revenue 26% higher than normalised FY14 revenue
- EBIT up 3% on FY14 (normalised)
- The full benefit of the extra expenditure is expected to grow profits in 2016 and beyond

### Security

- Revenue up 123% and EBIT up 131% on FY14 (normalised)
- Pure Hacking acquisition has been a major success and Hacklabs also performed well
- Securus Global increased revenue but experienced lower earnings due to capacity issues. The business is expected to return substantially increased profitability in 2016
- The security segment is now PS&C's largest profit centre
- The opportunity to grow in the cyber security sector organically and via acquisition remains an area of focus

### Communication

- Allcom Networks has been an excellent performer with revenue up 33% on FY14 (normalised) and EBIT up 57% on FY14 (normalised)
- This increased result has been driven by increased activity among the client base and the business consistently winning its share
- The pipeline remains robust and another strong year is expected
- Allcom Consulting has been disappointing with EBIT well below FY14 (normalised)
- Notwithstanding Allcom Consulting's performance, the segment has delivered an EBIT 20% higher than FY14 (normalised)



## Corporate

- Corporate costs are significantly above FY14 (normalised)
- Extra cost infrastructure has been put in place in regard to corporate accounting and finance, as well as human resources to provide a support platform for growth across the group

## Outlook

Managing Director Kevin McLaine said:

“We are looking forward to the future given how well the businesses are poised for growth. We have had four businesses growing and performing well and are confident those that have not performed will turn it around in FY2016.

The cyber security industry continues to grow and we remain excited at our prospects in this segment as we work on the next stage of additional growth. The People business is extremely well positioned as we see growth in related sectors and geographies.

The Communication business pipeline continues to be strong with a number of significant opportunities ahead.

We currently have two potential acquisitions in due diligence, one being a security business and the other a people business that will facilitate further growth into the general IT space.”

For further information, please contact:

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## ABOUT PS&C LTD

PS&C is a diversified information and communications technology (ICT) services company with three divisions – People, Security and Communication – providing the following services:

- **People:** Consulting, contractor management and recruitment solutions. Business is sourced from diverse segments of the economy led by the telecommunications and IT, retail, mining and manufacturing sectors.
- **Security:** Particular focus on the growing cyber security industry providing services such as security consulting, education and penetration testing.
- **Communication:** Unified communication and IP telephony, network infrastructure and consulting for a wide range of corporate and government clients within Australia and internationally.