



15th February 2012

FOR IMMEDIATE RELEASE

General Manager
ASX Market Announcements
Australian Securities Exchange Limited
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BSA delivers strong first half performance

- **Revenue up 39% to \$264 million**
- **Operating Cash Flow of \$12.0 million**
- **EBITDA up 31% to \$11 million**
- **Net profit after tax up 38% to \$6.0 million**
- **Basic earnings per share of 2.67 cents per share**
- **Interim fully franked dividend of 1.0 cent per share**

Sydney: 15th February 2012: Building and communication services company BSA Limited (ASX: BSA) today reported net profit after tax for the half year ended 31 December 2011 of \$6.0 million (pcp: \$4.3 million) and earnings per share of 2.67 cents. Earnings before interest, tax depreciation and amortisation (EBITDA) were \$11.0 million (pcp: \$8.8 million).

The effective tax rate increased from 2% to 11% as a result of the changes to the eligibility rules associated with Research & Development concession arrangements.

Strong operating cash flow continued at \$12.0 million (pcp: \$2.5 million) allowing the company to reduce borrowings by a further \$10 million during the period, leaving the company with a closing net cash position of \$6.7 million at 31 December 2011 (pcp: Net debt \$12.6 million).

The Directors have declared an interim first half dividend of 1.0 cent per share fully franked with the BSA Dividend Reinvestment Plan option for shareholders continues with no discount to apply to shares issued.

Building Services

The Building Services Business Unit enjoyed a strong first half with revenue and EBITDA growth to \$190m and \$9.8m respectively. Key projects in the Healthcare Sector such as Fiona Stanley Hospital, Hunter Hospital, Kinghorn Cancer Centre, and Monash New Horizons contributed to growth.

The order book at December 2011 totalled \$154 million, with additional projects totalling \$20 million awarded subsequent to year end.

With the Company's acquisition of Burke Air on the 1st August 2011 and subsequent completed integration, the combined Technical Maintenance Service Business Unit now has revenues of circa \$60 million. Burke Air provides an established presence in the resources market sector in Western Australia and a focus on annuity style contracts, which is a target growth area for the Group.



Contracting Solutions

The Contracting Solutions Business Unit, comprising the telecommunications, subscription and free to air television business units experienced a solid first half with revenue and EBITDA growth to \$74 million and \$4.3 million respectively.

The company was awarded on 17th August 2011 a 4 year (plus 1 year option) contract continuation with FOXTEL, its largest customer. Revenue and profit under this new contract is tracking to plan as evidenced by the business unit's first half contribution.

In late 2011 the company was notified that its contract with SILCAR for the delivery of Telstra provisioning services would not be continued in the new year as a result of Telstra's decision to appoint an alternative contractor. While this contract contributed annual revenues of \$30 million, margins have not been material to the company's result and the effect of this change will not impact the business moving forward as a result of the company rebalancing the business unit's overhead structure to offset any impact from this loss.

Future Developments, Prospects and Business Strategies

The newly re-established Business Development team continues to focus on organic growth and acquisition opportunities in those market segments aligned with BSA's core competencies.

The outlook for the full year is revenue of high \$400 million with earnings biased to the first half as a result of timing of Building Services major projects.

"The first half of FY2012 has been a period of solid earnings and cash flow growth, we continue to position the business for long term sustainable growth" Mr. Nash said.

-ENDS-

Further information:

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