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In February Clarius Group Limited reported NPAT of \$5.3 million for the half year to 31 December 2007, after one-off expenses. At the time you provided guidance that the second half ended June 2008 would be better than the first half, prior to one-offs. Are you still on track to deliver this?

**MD Diana Eilert**

We can confirm that we are on track to deliver a result in line with our guidance. We anticipate a second half result in the order of \$6 million NPAT, and total year result of around \$12 million NPAT, before one-offs.

**corporatefile.com.au**

Lloyd Morgan Australia experienced a significant down turn in the six months ended Dec 2007. How is Lloyd Morgan Australia tracking now?

**MD Diana Eilert**

We have been able to deliver a significant improvement in Lloyd Morgan Australia's results. Our Executive General Manager for the business – Greg Smith – took over in October last year. He developed a turnaround plan within his first month and, I'm delighted to report, has delivered profit growth in line with the plan. Lloyd Morgan will make a good profit contribution in the six months ended June 2008.

**corporatefile.com.au**

Another area you flagged in your February briefing was Candle ICT where the loss of a major contracting account was having an impact. How has that business performed?

**MD Diana Eilert**

Candle ICT is a good business with strong brand recognition, a reputation for outstanding customer and contractor service, and excellent profitability. In the last few years the business has made a solid contribution to group profit, but has not delivered the significant momentum I would expect from a business with the reputation and capability of Candle in a buoyant ICT market. With the recent change in leadership and Project FutureForce benefits, I expect to see the performance regain momentum over the next 12 months.

**corporatefile.com.au**

There has been speculation about a slow down in the Financial Services sector, particularly in investment banking. How much exposure do you have to Financial Services and are you seeing evidence of a slowdown in your business?

**MD Diana Eilert**

Our exposure to financial services is relatively low given our spread of business. Our Asian businesses are probably the most reliant on investment banking. Whilst we are seeing some longer times to close placements, we have not yet seen an impact from a financial services slow down in our business. Lloyd Morgan Asia has continued to perform strongly throughout the second half.

**corporatefile.com.au**

You implemented cost saving measures during the first half of FY08. What savings have these delivered?

**MD Diana Eilert**

We certainly achieved some saves late in the first half. However, we have reinvested these in our Project FutureForce.

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Can you explain more about the objectives costs and benefits of Project FutureForce?

**MD Diana Eilert**

Project FutureForce covers our Candle and Alliance brands and is a major focus for the Clarius Group. This project aims to position the organisation to deliver above market growth through

- a. Designing job roles, accountabilities and career paths that enable retention
- b. Implementing reward and recognition schemes the align the salesforce objectives more closely with those of the business
- c. Recruiting and training significant numbers of people to enable growth of our salesforce

We have largely completed the design phase of each project workstream, and are in the pilot phase. We expect to have the roll out largely completed by December 2008.

The costs are quite significant, but partly funded by savings we made in the first half. The benefits should start to roll through in the second half of FY09.

**corporatefile.com.au**

Acquisitions have over recent years been a key growth driver for Clarius. What is your acquisition strategy?

**MD Diana Eilert**

Our aim is to finish integrating JAV IT and Southtech, our two recent acquisitions to maximise their contribution. We are presently focused on improving organic growth, although we will continue to consider future acquisitions.

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Thank you Diana.

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For further information about Clarius Group, visit [www.clarius.com.au](http://www.clarius.com.au) or call Diana Eilert on +61 2 9250 8100.

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