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## **MEDIA RELEASE**

26 April 2007

### **SMS Management & Technology (SMS) acquired AVOGA in a transaction that will add \$10m in revenue and increases staff numbers to 170 in NSW and over 1000 nationally**

SMS Management & Technology (SMS) today announced the acquisition of AVOGA, a leading applications development company based in Sydney. AVOGA will add \$10m in revenue and 40 staff to the SMS Technology Services division in NSW. Owner and Managing Director of AVOGA Lynda Chapman will take on the position of Director SMS Technology Services NSW heading up applications development and systems integration services in Sydney. She will report to Jason Young, Managing Director, SMS Technology Services.

SMS will pay \$4.0m in cash and shares (shares are subject to a 12 month escrow), with a further \$1.0m cash conditional on future performance.

SMS CEO Tom Stianos said, 'AVOGA contributes to two key strategies in our five year plan; firstly it builds our Technology Services practice and it consolidates our NSW based capability where we now have a workforce of 170 across SMS Consulting, SMS Technology Services, SMS Enterprise Solutions, and M&T Resources.' Mr Stianos said he was pleased to welcome Lynda Chapman to the executive team and was impressed with the positive commentary from AVOGA clients. Industries serviced by AVOGA include Financial Services, Government, Manufacturing and Retail.

Commenting on the acquisition, Lynda Chapman said, 'We are delighted to be joining SMS Management & Technology; AVOGA has built an excellent reputation in Sydney and now with the backing of the broader SMS group we are well placed to grow further and provide even better service to our clients. Joining SMS also expands the career opportunities available to our staff.'

Jason Young commented that SMS had been collaborating with AVOGA for some time. He went on to say, 'We have partnered with AVOGA on several client projects and are very impressed with the calibre of their staff and the good reputation they have in the marketplace. Furthermore, we anticipate that the business integration will be smooth given AVOGA's alignment to our business operation and organisational culture.'

AVOGA brings particular strength in the areas of:

- Enterprise architecture
- Java J2EE architecture and development
- Microsoft .Net architecture and development
- Database consulting
- IT project management
- Testing



Transition and integration will occur over the next two months and the acquisition is expected to be Earnings Per Share (EPS) accretive after July 2007. Further details on AVOGA are available on [www.avoga.com.au](http://www.avoga.com.au).

**About SMS**

SMS Management & Technology (SMS) [ASX:SMX] is a leading Australian consulting, technology services and enterprise solutions company employing over 1,000 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.  
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