



strategic data management
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DWS ADVANCED BUSINESS SOLUTIONS LTD (DWS)

MEDIA RELEASE

11th December 2007

DWS to Acquire Strategic Data Management Pty Ltd

DWS is pleased to announce that it has entered into an exclusive Heads of Agreement to acquire Strategic Data Management Pty Ltd (SDM) for \$8.3M which is less than a five times EBITDA multiple.

SDM is a systems integrator specialising in the development of world class business applications on Microsoft platforms and products. From its inception in February 1999, SDM has grown and adapted to become well known as a Microsoft specialist integrator.

SDM specialises in systems integration, business consulting, CRM, business intelligence and enterprise project management.

They have worked with some of Australia's best known commercial brands and government departments at local, state and federal levels.

The company employs around 85 staff and has clients in all states and offices in Sydney, Melbourne, Canberra and Adelaide. SDM is on track for \$11M in revenue for the 2008 year. The transaction is expected to be completed by January 1 2008.

Commenting on the deal, Managing Director, Mr Geoff Rohrsheim stated:

"I am very excited about becoming a part of DWS. DWS is a financially strong and well managed business that will help accelerate SDM's already expanding business to cover the entire Australian market and become the clear leader in the Microsoft systems integration space. Significant synergies exist between the two businesses and I am looking forward to sharing the good news with our loyal customers and staff. The deal is great news for DWS shareholders, employees and customers alike."



DWS, CEO, Mr Danny Wallis added:

"This acquisition complements our existing Melbourne and Sydney operations as well as delivering the goal of a strong presence in Adelaide and Canberra in line with our long term strategy. This is a great acquisition for DWS as the company is financially sound, well managed and complements DWS in all areas. We are extremely proud to welcome the staff of SDM to the DWS fold".

About DWS

DWS Advance Business Solutions Ltd is a successful Information Technology Services company that is listed on the Australian Stock Exchange. ASX code DWS. With 500 employees, it has offices in Melbourne, Sydney, Adelaide and Brisbane. More information can be obtained at our website <http://www.dws.com.au/> or by contacting:

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