
ASX Announcement

Date: 25 February 2009

Objective Corporation Half Year Results

Leading Enterprise Content Management (ECM) company, Objective Corporation (ASX: OCL) today announced profit after tax of \$0.5 million for the six months to 31 December 2008 (FY08 H1: \$0.3 million). Revenue increased by 11 per cent to \$16.9 million (FY08 H1: \$15.2 million).

Earnings were negatively impacted by the value of investments in National Australia Bank Income Securities (ASX: NABHA). These securities have been held by the company for many years. The mark-to-market (unrealised) losses booked for the six months reduced the half-year result by \$663,000.

Asia Pacific revenue grew 3 per cent to \$12.5 million (FY08 H1: \$12.1 million). Sales of new licences in Asia Pacific have been skewed to the second half and the region's first half profit before tax of \$5.9 million due to the sales mix (FY08 H1: \$6.4 million). Objective's improvement in Europe continued, with a 48 per cent increase in revenue to \$3.7 million (FY08 H1: \$2.5 million).

At 31 December 2008, cash was \$12.6 million and the company had a strong balance sheet with no debt.

Consistent with previous years, an interim dividend was not declared.

Financial Summary

Results summary for half year ended	31 Dec 2008 \$m	31 Dec 2007 \$m	% Increase
Revenue	16.9	15.2	11%
Net profit after tax	0.5	0.3	85%
Asia Pacific revenue	12.5	12.1	3%
European revenue	3.7	2.5	48%
Earnings per share	0.4 cps	0.2 cps	100%
No interim dividend was declared			

Mr Tony Walls, CEO, Objective Corporation said: "We are pleased to report continued revenue and profit improvement. Public sector sales in Asia Pacific were solid and Objective increased sales in the United Kingdom despite a difficult market.

Objective Corporation

Objective Corporation (ASX:OCL) develops, markets, tailors and supports its own Enterprise Content Management (ECM) software solutions. Working with large, information intensive organisations including government departments and top 1000 corporations, Objective Corporation has established itself as one of the leaders in the ECM market, where its solutions have been consistent winners against international competition. Its solutions are open and integrate with existing applications and infrastructure, delivering clear outcomes and a measurable return on the client's investment.

www.objective.com

Objective

“Our strategy of driving business growth in targeted vertical markets, particularly government, and our strong customer base has contributed to the company’s resilience in the current economic downturn.”

Operations

Objective continued to invest in its technology. Fully expensed research and development was \$4.2 million, approximately 25 per cent of revenue.

During the first half Objective’s Applications Engineering division launched its first commercial product. Significant enhancements to the company’s flagship enterprise content management offering were released in Objective 7.3, and showcased at Objective’s first international customer conference ‘Collaborate’. This event was attended over 150 delegates from England, Wales, Scotland, Australia and New Zealand.

Asia Pacific

Asia Pacific operations maintained a solid performance, and new customers included SACE Board of South Australia, SA Health, NSW Attorney-General’s Department, Newcastle Port Corporation, East Perth Redevelopment Authority, and Mornington Peninsula Shire Council. The Australian Defence Organisation extended its long term Objective support contract for up to six years. Objective was also selected for NSW Government’s Government Selected Application (GSAS) contract for the supply of Information Asset Management Systems (IAMS).

Europe

The company’s strategy of building partnerships and alliances with leading systems integrators in Europe led to the signing of a new customer, regional development authority Advantage West Midlands. Other regional highlights included the continuing rollout of Objective at the Welsh Assembly Government.

Considerable progress was made in the first half, and European operations show potential to return to profitability despite a softer UK economy.

Capital management

The share buy-back that began in October 2008 as a capital management initiative is continuing. As at 25 February 2009, Objective had bought back 7 per cent of issued capital for \$2.1 million.

Outlook

Mr Walls said, “The outlook for Objective remains positive. Our strategy of focusing on government and targeted vertical markets in specific geographies remains resolute.

There is healthy demand for our software and services in these sectors, which show resilience to the effects of the global economic downturn. We have a strong understanding of our customers' needs and are committed to building market share through leading products and customer service.

"We expect a stronger second half performance in Asia Pacific and anticipate continued improvement in our European operations. We are cautiously optimistic that our overall performance will continue to improve, and reaffirm that the company intends to pay a full year dividend.

"Given the weakness in the global economy there is a significant increase in acquisition opportunities at favourable terms. We continue to actively pursue acquisition opportunities that will add shareholder value for all stakeholders and propel the company into its next phase of growth," said Mr Walls.

The board and management of Objective Corporation would again like to thank the company's customers and staff for their commitment and valuable contributions to the growth and success of the company.

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