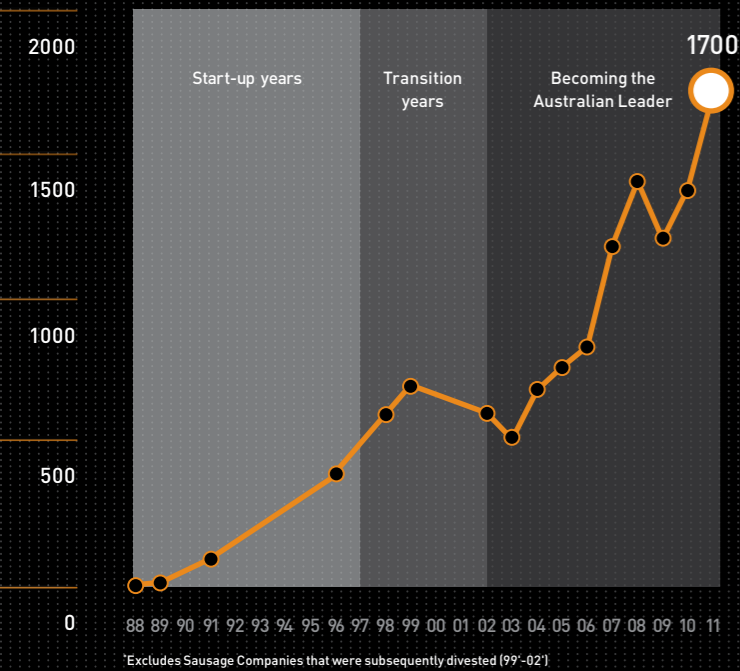
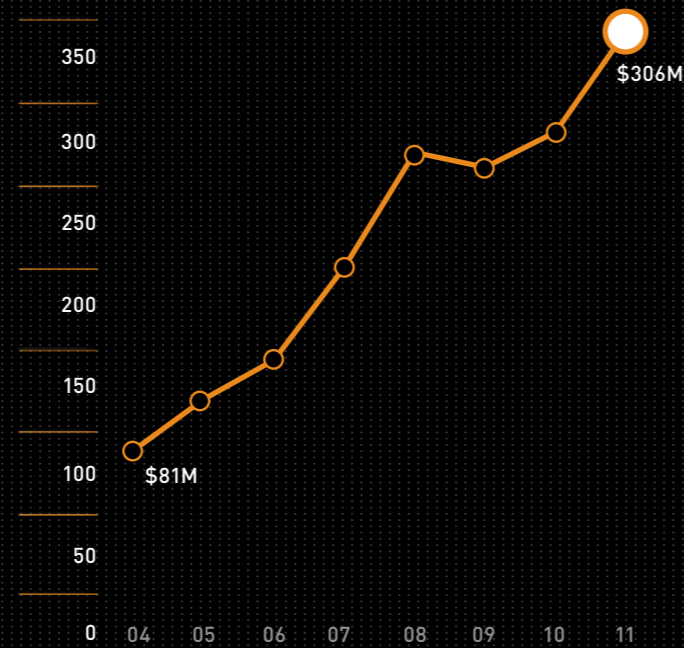


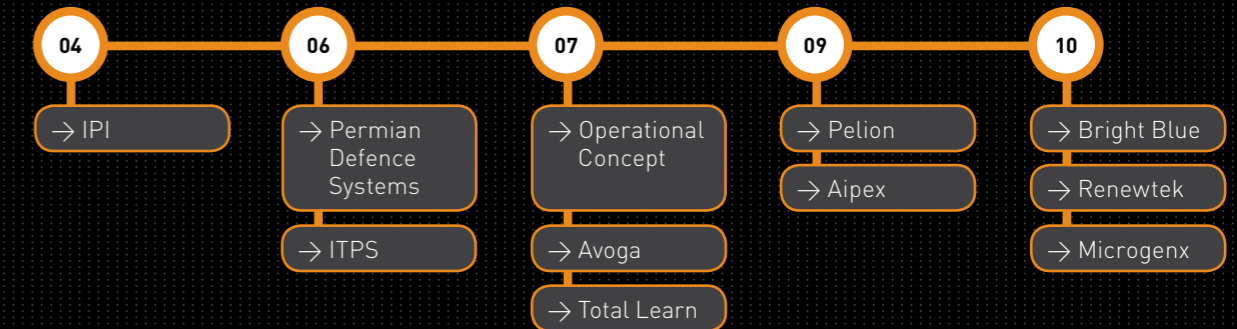
[Staff Numbers]



[Revenue]



[Acquisitions]



*Calendar year



1986-1997 Start-up years

The start-up years from 1986 to 1997 when the Company was developing its culture and operating as a small privately owned business.

- 86 – Strategic Management Sciences Pty Ltd commences business in Melbourne
 - Tim Loving & Lloyd Roberts joint MDs
 - ANZ first client
- 89 – Sydney office opens
- 92 – Company rebranded as SMS
- 94 – Canberra office established
 - SMS Contracting established
- 95 – Brisbane office established
- 96 – Stewart Niemann appointed CEO
 - ‘the three rules’ we live by today were first quoted: Add Value, Maintain Unity, Enhance Reputation
- 97 – Helen Vorrath appointed CEO

1998-2002 Transition years

The period between 1998 and 2002 representing the transition years, becoming more corporate, going public, coping with the failed merger with Sausage Software and transitioning to independent owners and managers.

- 98 – Lloyd Roberts appointed CEO
 - Laurie Cox appointed Chairman
- 99 – Lloyd Roberts initiates strategic discussions with Sausage Software
- 00 – ASX listed Sausage Software acquires SMS, Laurie Cox resigns
- 01 – Sausage rebranded as SMS Management & Technology Limited, Laurie Cox rejoins as Chairman
 - New Board appointed
- 02 – Lloyd Roberts resigns
 - Tom Stianos appointed CEO by the new Board
- 03 – Tom Stianos implements significant restructure
 - Divestment of non-core businesses acquired through Sausage Software

2003-2011 Becoming the Australian Leader

The most recent period between 2003 and 2011 has seen the Company come of age, building on our cultural foundations and developing more intellectual capital, processes, systems and leadership to become the most respected Australian company in our field.

- 04 – Company returns to profitability – First dividend paid to shareholders
 - IPI acquired
- 05 – SMS achieves 33% revenue growth and 54% jump in profits
- 06 – Permian, ITPS acquired
 - Adelaide Office established
- 07 – Operational Concepts, Avoga, Total Learn acquired
- 09 – Pelion, Aipex acquired
- 10 – Bright Blue, Renewtek, Microgenx acquired
 - Practice structure implemented
 - Hong Kong office established
 - Offshore development centre acquired in Vietnam
- 11 – Infrastructure Consulting & Managed Services (ICMS) practice established

Today, SMS is a business that is built to deliver long-term value.

[25 YEARS OF LEADERSHIP]

