

# WANTED Tech Annual Meeting





December 4, 2008

**WANTED**  
TECHNOLOGIES


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who does **WANTED** help?

Select an Industry for more information ▶

 Media	 Recruiting Services	 Financial Research	 Government
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**JOIN WANTED AT THE 2008 RPO SUMMIT**

  
**December 10-11**  
Gaylord National Hotel  
Washington DC

WANTED is a proud sponsor of the 2008 RPO Summit and will be there showcasing **Analytics™ 2.0 RECRUITER**, the newly released version of our flagship online dashboard, WANTED Analytics™, with added functionality specifically designed for the Recruiting Services Industry.

**RECENT NEWS**

Nov 18, 2008  
**WANTED Technologies Posts Record Net Earnings in Q1**  
Net earnings for leading employment market intelligence provider grew 98 percent over the prior year. [more >](#)

Oct 2, 2008

**I WANT TO**

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# Prospective Statements



Apart from historical data, the financial analysis by management contains information and statements concerning the future results of the Company which should be considered as prospective. These statements reflect the current vision of the Company concerning future events. They are based on information currently available to the Company and on reasonable hypotheses. These prospective statements are subject to risks, uncertainties and other factors likely to influence the results, the performance and the achievements of the Company such that they could differ substantially from the results, performance and achievements prospective statements of this nature might imply. The Company is in no way obliged nor does it intend to revise these prospective statements on the basis of new information, future events, etc.

# Consolidated Earnings

## Years ended June 30, 2008 and 2007



	2008	2007	Variance	
<b>Revenues</b>	<b>5,676,077</b>	<b>3,093,115</b>	<b>2,582,962</b>	<b>83.5%</b>
Cost of goods sold	247,375	9,314	238,061	
<b>Gross margin</b>	<b>5,428,702</b>	<b>3,083,801</b>	<b>2,344,901</b>	<b>76.0%</b>
<b>Expenses</b>				
Research & development, net	1,607,885	892,530	715,355	80.1%
Marketing & selling	1,517,467	975,363	542,104	55.6%
Administrative	1,432,424	808,436	623,988	77.2%
Amortization of intangible assets	209,244		209,244	
Financial expenses (revenue), net	67,005	(9,368)	76,373	
	<b>4,834,025</b>	<b>2,666,961</b>	<b>2,167,064</b>	<b>81.3%</b>
<b>Earnings before other expenses</b>	<b>594,677</b>	<b>416,840</b>	<b>177,837</b>	<b>42.7%</b>
Other expenses (net)	(234,483)	(186,923)	(47,560)	
<b>Net earnings</b>	<b>360,194</b>	<b>229,917</b>	<b>130,277</b>	<b>56.7%</b>
<b>EBITDA* before other expenses</b>	<b>1,070,711</b>	<b>565,422</b>	<b>505,289</b>	<b>89.4 %</b>

### Other information:

- REVENUE FROM US : 94 %
- AVERAGE EXCHANGE RATE : 1.1323 IN 2007 → 1.0104 IN 2008 = ↓ REVENUE: \$645,000
- PROFITABILITY : 8 CONSECUTIVE QUARTERS
- CONTRACTS IN HAND : \$5.1 M

# Consolidated Balance Sheet

June 30, 2008 and 2007



	2008	2007	Variance	
<b>ASSETS</b>				
Current assets				
Cash and short-term investments	1,265,871	645,231	620,640	→ Operating activities + 412 K\$
Trade accounts receivable and other receivables	1,114,907	662,456	452,451	→ Financing activities + 473 K\$
Tax credits (CNNTQ & R&D)	197,883	204,511	(6,628)	→ Investing activities - 265 K\$
Prepaid expenses	114,289	182,189	(67,900)	
	<b>2,692,950</b>	<b>1,694,387</b>	<b>998,563</b>	
Property, plant and equipment	543,937	540,831	3,106	
Intangible assets	1,152,337	1,361,581	(209,244)	
Goodwill	1,415,997	1,407,801	8,196	
	<b>5,805,221</b>	<b>5,004,600</b>	<b>800,621</b>	
<b>LIABILITIES</b>				
Current liabilities				
Accounts payable and accrued liabilities	685,782	930,712	(244,930)	→ Acquisition of Corzen
Deferred revenue	186,006	300,280	(114,274)	
Instalments on long-term debt	216,377	116,505	99,872	
	<b>1,088,165</b>	<b>1,347,497</b>	<b>(259,332)</b>	
Long-term debt	505,973	27,434	478,539	→ Term loan : \$ 750 K
	<b>1,594,138</b>	<b>1,374,931</b>	<b>219,207</b>	
<b>SHAREHOLDERS' EQUITY</b>				
Capital stock	10,756,962	10,510,300	246,662	→ Conversion of debenture & exercise of stock options
Stock options	172,427	110,144	62,283	→ Forfeited stock options
Contributed surplus	1,802,078	1,663,520	138,558	
Deficit	(8,520,384)	(8,880,578)	360,194	
	<b>4,211,083</b>	<b>3,403,386</b>	<b>807,697</b>	
	<b>5,805,221</b>	<b>4,778,317</b>	<b>1,026,904</b>	

**Other information:**

- WORKING CAPITAL : \$ 1.6 M
- CASH AS OF SEPTEMBER 30, 2008: \$ 1.7 M

# Consolidated Cash Flows

Years ended June 30, 2008 and 2007



	2008	2007	Variance
<b>OPERATING ACTIVITIES</b>			
Net earnings	360,194	229,917	
Amortization	409,029	157,950	
Stock-based compensation	205,220	57,786	
Other elements	(4,412)	16,000	
Changes in working capital items	(557,447)	133,144	
	<b>412,584</b>	<b>594,797</b>	<b>(182,213)</b>
<b>INVESTING ACTIVITIES</b>			
Business acquisition, net of cash	(187,876)	(2,134,689)	
Acquisition of property, plant and equipment	(77,426)	(51,374)	
Short-term investments	(479,341)	1,175,205	
	<b>(744,643)</b>	<b>(1,010,858)</b>	<b>266,215</b>
<b>FINANCING ACTIVITIES</b>			
Long-term debt	750,000	-	
Repayment of long-term debt	(292,642)	(127,902)	
Issuance of shares - exercise of warrants and stock options	16,000	560,128	
	<b>473,358</b>	<b>432,226</b>	<b>41,132</b>
Net increase in cash	141,299	16,165	125,134
Cash, beginning of year	120,436	104,271	
<b>Cash, end of year</b>	<b>261,735</b>	<b>120,436</b>	
	Short-term investments	<u>1,004,136</u>	
		<u><b>1,265,871</b></u>	



## The “Bloomberg Terminal” for the Employment Marketplace...

WANTED *Analytics* gives clients the most up-to-date information that they need to know to be more successful every day of the week.

# WAN Information Consists of Data and Analysis of Hiring Demand within the Employment Market



HIRE INTELLIGENCE ON DEMAND™

training | feedback | logout



current saved past

Add a filter

Occupations

Add to existing occupation filters

Applied filters

reset

occupation: major group

Healthcare Practitioners and Te ... X

location: state

California X

location: country

United States

## Healthcare Practitioners and Technical Occupations

California

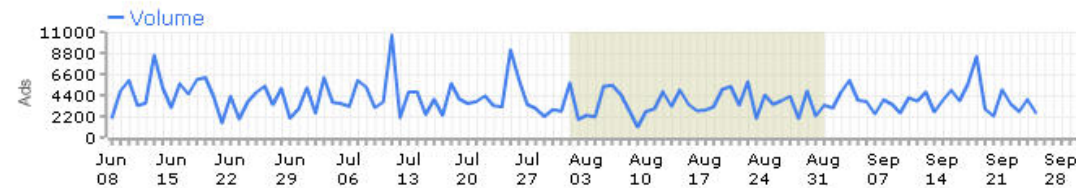
New Ads Without Duplicates By Month : Aug 2008

summary

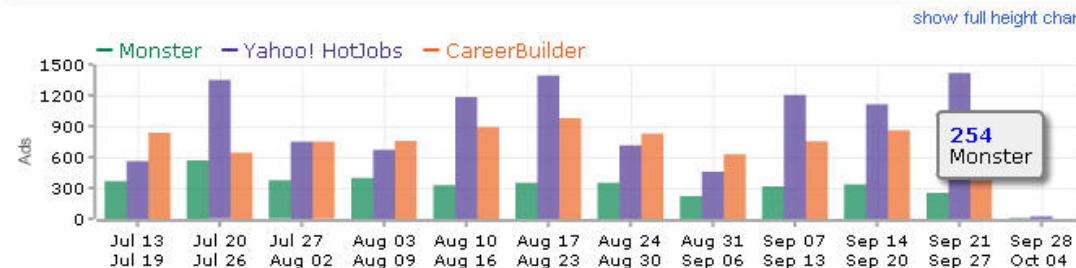
listing

add view

### Daily Total Ad Volume (16Wk)



### Weekly Site Ad Volume (12Wk)



### Top Advertisers

Kaiser Permanente 2696  
 Medical Connections 1772  
 Medical Staffing Network 1241

options X

### Top Sites

Regional Help Wanted 12750  
 Absolutely Health Care 11519  
 JOBcentral 7586

options X

# FY 2008 Highlights



- Revenues up 84 percent.
- EBITDA up 121 percent.
- Net earnings up 57 percent
- *WANTED Analytics* users up 25 percent

# 2008 Revenue Primarily in Media Sector



## MEDIA

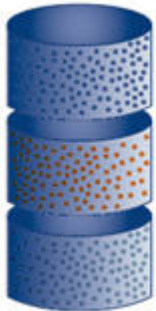


Why Clients Buy:

- Increase revenues from targeted advertising leads.
- Build strategies using business intelligence.

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Data Warehouse



## Traditional Media Companies

The New York Times



HEARST

COX  
NEWSPAPERS, INC.

LEE ENTERPRISES

## Internet Media Companies

YAHOO!

monster®

careerbuilder.com™

onTargetjobs

# FY 2009: Diversification With *Analytics 2.0*



## MEDIA



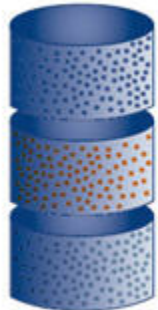
- Why Clients Buy:
- Increase revenues from targeted advertising leads.
  - Build strategies using business intelligence.

## RECRUITING



- Why Clients Buy:
- Increase revenues from targeted employer leads.
  - Build strategies using business intelligence.

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Data Warehouse



## GOVERNMENT



- Why Clients Buy:
- Assess regional employment conditions.
  - Implement regional economic development.

## FINANCIAL RESEARCH



- Why Clients Buy:
- Research hiring behavior of individual companies.
  - Track consolidated hiring patterns of market sectors.

## CORPORATE



- Why Clients Buy:
- Identify sales leads.
  - Monitor competitive strategy.

# Initiatives Underway for FY 2009



- New Website Launched
- *Analytics 2.0* Launched
- Three new sales representatives, nearly doubling the size of the team from the prior year.
- Diversification of customer base underway

# FY 2009: Q1 Results



- EBITDA up 67% at \$388K
  - Net Profit up 16% at \$229K
  - *WANTED Analytics* users up 25 %
- 
- Approx. \$1.7 Million in cash on hand
  - Healthy access to lines of credit

# Wanted Contact information



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