

Companies Announcement Office  
Australian Securities Exchange  
Level 10  
20 Bond Street  
SYDNEY NSW 2000

13 May 2009

## Company Update

ASX Announcement

Stratatel Limited is pleased to advise, for the nine months ended 31 March 2009, the Company has recorded an unaudited EBITDA of \$1.02 million which represents a 68% increase over the EBITDA for the previous nine months ended 31 March 2008 of approximately \$606,000.

The Company notes that whilst it has a strong pipeline of sales opportunities a number of major purchasing decisions by customers are being deferred. As previously announced to the market, Stratatel has a target full year EBITDA range of approximately \$1.8 million to \$2.0 million. The achievement of this result is dependent on the Company being awarded a number of sales opportunities prior to the end of the financial year. The timing of and purchasing decisions by customers in the current market is uncertain. The Company has estimated that in the event outstanding sales opportunities were not awarded or were deferred until after the end of the financial year this could reduce the target EBITDA range by up to \$400,000.

The Company will continue to monitor its performance, in particular the awarding of outstanding sales opportunities and advise the market of any material changes to its expected performance.

Managing Director, Mike Fairclough, commented that,

*“Despite tough economic conditions the Company has significantly increased profitability in the nine months ended 31 March 2009 in comparison with the previous period, with its full year results also still expected to show a strong improvement from the prior year”*

Mr Fairclough also StratateStrnoted that

*“Our underlying business is built upon recurrent revenue from government and blue-chip corporate clients and has shown resilience in these tough conditions.*

*“Prospects continue to show great interest in our products and services with a number of new sales opportunities having been secured, though a number have also been deferred. Our expectation is that these deals will eventually come to fruition, notwithstanding any further deterioration in economic conditions.*

*“The Company is well positioned for future growth as we have the resources and personnel in place to promote and deliver our suite of expense management and cost recovery products to businesses this year and beyond, which should result in increased revenues and greater profitability.”*

For further information please contact:

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