

# Business-driven technology



### MANAGED SERVICES ♦ VoIP ♦ SOFTWARE

# Glenbriar Releases 2007 2<sup>nd</sup> Quarter Results

WATERLOO, ON, **May 9, 2007** — Glenbriar Technologies Inc. (CNQ: GBRT) today released its unaudited financial results for the 6 months ended March 31, 2007:

Glenbriar Technologies Inc.	6 months en	6 months ended March 31	
	2007	2006	
Revenue	2,700,870	\$2,679,407	
Total assets	5,077,029	4,621,350	
EBITDA*	174,805	222,915	
Earnings	66,002	125,174	
Earnings per share	0.002	\$0.005	
Average Common Shares (diluted)	29,642,428	27,118,088	

<sup>\*</sup>EBITDA = Earnings before interest, taxes, depreciation, depletion and amortization

Revenue was relatively unchanged for the quarter ended March 31, 2007 from the same quarter in 2006. Revenue for the prior year period included a single large equipment sale of \$250,000, which was offset by an increase in revenue of a similar amount for Managed Services. This increase reflects Glenbriar's focus on this area, which began in the second quarter of fiscal 2007. Startup costs are reflected in increased overhead and operating costs for the second quarter of fiscal 2007. These costs will continue to affect results over the next two quarters, but are expected to lead to improved results after that.

# **Managed Services**

Glenbriar implemented a Managed Services (MS) and servicedesk infrastructure during the second quarter to provide a more complete and continuous IT services offering to its corporate clientele. This model includes remote systems monitoring of critical functions. It is expected that as this model is rolled out, it will form a common basis for supporting all of Glenbriar and Peartree's customers. This change has already resulted in improved efficiencies for IT consulting.

Glenbriar's initial MS implementation was developed to meet the specific needs of junior to midsized oil and gas clients. Glenbriar's next implementation will address the needs of a mid-sized nonprofit client in Calgary.

Glenbriar added a Managed Perimeter Defence Service as part of its MS offering in the second quarter. This service permits a business to obtain virus, spyware, malware, adware and spam protection on a managed basis for a low monthly service fee. Filters are updated several times daily, and clients are able to maintain spam protection on an individual user basis even when that user deploys multiple access and logon methods.

Glenbriar became licensed as an authorized Niksun dealer in April 2007. Niksun is the recognized worldwide leader in developing and deploying a complete range of network performance monitoring, security surveillance and forensic analysis tools serving a wide range of protocols and interfaces. Niksun's products are the only network appliances that continuously capture and analyze LAN, MAN and WAN traffic at Gigabit rates in a single platform. Niksun's customers include Fortune 500 companies and governments.



Glenbriar announced a business teaming agreement with Open Business Processes (OBP) of Calgary in April 2007, a Western Canadian leader in SAP® consulting.

## **Business VolP**

Glenbriar continued the replacement of recently installed Cisco and Avaya VoIP equipment for PEER 1 Networks of Vancouver, BC during the second quarter. PEER 1 is a leader in Internet infrastructure solutions, delivering highly scalable and reliable bandwidth, co-location and dedicated hosting packages to over 15,000 customers from 17 locations across North America and Europe.

Glenbriar released an update version of its Greeting Assistant software product in the second quarter. Enhancements include moving the database from Access to SQL, and improved integration with both the ShoreTel desktop and .NET Framework.

#### **Peartree Software**

Peartree Software Inc., Glenbriar's software division, announced the release of Dealership Management 3.0 Multilocation in April 2007. Multi-location functionality is critical to dealerships that operate more than one physical location. These dealerships typically manage each location as separate entities, each carrying their own part and unit inventories, and producing their own financial reports. A common challenge is producing consolidated financial statements and summaries for the entire organization. Peartree added 7 Dealership clients in Saskatchewan, Alberta, Nova Scotia and Ontario in the second guarter.

Peartree continued to roll out new implementations of its forecasting module for its ERP client base using its internally developed Harvest Reports tool in April 2007. Harvest Reports enables clients to extract information from Web and text based enterprise software and generate commercial quality graphically enabled electronic reports using a simple user interface.

### About Glenbriar

**Glenbriar Technologies Inc.** (CNQ:GBRT) provides leading-edge business-driven technology spear-headed by our internally developed Managed Infrastructure Services approach. Glenbriar is heavily focused in IT and telecom consulting and implementation in a number of market verticals. Glenbriar's **Peartree Software Inc.** division develops software solutions for specific market verticals. Glenbriar currently has offices in Alberta, British Columbia and Ontario. See www.glenbriar.com for more details.

This news release may contain forward-looking statements. These forward-looking statements do not guarantee future events or performance and should not be relied upon. Actual outcomes may differ materially due to any number of factors and uncertainties, many of which are beyond Glenbriar's control. Some of these risks and uncertainties may be described in Glenbriar's corporate filings (posted at www.sedar.com). Glenbriar has no intention or obligation to update or revise any forward looking statements due to new information or events.

The CNQ has not reviewed and does not accept responsibility for the adequacy and accuracy of this information.

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Balance Sheets	(unaudited) As at March 31	<i>(audited)</i> As at Sept 30
	2007	2006
Assets		
Accounts receivable	\$ 1,038,105	\$ 1,158,692
Prepaid expenses	39,582	53,982
Inventory	119,448	62,085
Total current assets	1,197,135	1,274,759
Software assets – net	1,820,384	1,276,191
Other capital assets – net	225,417	223,234
Goodwill – net	1,023,756	1,023,756
Future income taxes	810,537	1,050,875
	\$ 5,077,229	\$ 4,848,815
Liabilities		
Revolving credit facility	\$ 380,761	\$ 318,219
Accounts payable	526,965	407,220
Deferred revenue	252,249	251,186
Total current liabilities	1,159,975	991,985
Deferred leasehold allowances	52,050	62,200
Shareholder advances	125,000	· -
	1,337,025	\$ 1,279,613
Shareholders' equity	<del>.</del>	• • •
Common shares	\$ 3,432,174	\$ 3,327,174
Retained earnings	308,030	242,028
•	\$ 3,740,204	\$ 3,569,202
	\$ 5,077,229	\$ 4,848,815

Statements of Earnings & Retained Earnings	For the 6 months ended March 31	
	2007	2006
Revenue		
Managed information services	\$ 1,580,491	\$ 1,345,883
Equipment and software sales	1,119,993	1,329,654
Interest and other income	386	3,870
	2,700,870	2,679,407
Expenses		
Managed information services	1,202,590	937,432
Cost of goods sold	810,375	1,019,222
General and administrative	513,100	499,838
Depreciation, depletion & amortization	50,000	58,523
Interest and bank charges	18,431	9,537
Foreign exchange loss	372	6,181
	2,594,868	2,530,733
Earnings before income tax	106,002	148,674
Provision for future income tax	40,000	23,500
Net earnings	66,002	125,174
Retained earnings, beginning of year	242,028	172,949
Retained earnings, end of year	\$ 308,030	\$ 298,123
Net earnings per share	\$0.002	\$0.005



Statements of Cash Flow	For the 6 months ended March 31		
·	2007	2006	
Operating			
Net earnings	\$ 66,002	\$ 125,174	
Future income taxes	40,000	23,500	
Depreciation, depletion & amortization	50,000	58,523	
	156,002	207,197	
Change in non-cash working capital	(33,169)	(23,782)	
	122,833	183,415	
Financing			
Change in revolving credit facility	76,650	(202,367)	
Issue of common shares - net	105,000	265,000	
	181,650	62,633	
Investing			
Capital assets	(37,183)	(5,478)	
Software assets	(267,300)	(240,570)	
	(304,483)	(246,048)	
Net change and Cash - at end of period	\$ -	\$ -	