



MANAGED SERVICES + VoIP + SOFTWARE

# **Glenbriar Reports 2007 Year End Results**

CALGARY, AB, **January 24, 2008** — Glenbriar Technologies Inc. (CNQ:GBRT) today released its audited financial results for the year ended September 30, 2007:

Glenbriar Technologies Inc.	Year ended September 30	
	2007	2006
Revenue	\$5,509,868	\$5,110,086
Total assets	5,033,528	4,848,815
Earnings (loss)	(19,211)	69,079
Earnings per share	\$(0.001)	\$0.002
Average Common Shares outstanding	30,429,610	28,202,857

## **Managed Services**

Glenbriar implemented its Managed Services (MS) model in fiscal 2007. MS provides a scalable, highly efficient, and cost effective outsourcing solution for corporate IT and telecom. Core services include service desk and end-user support, remote monitoring and performance reporting, infrastructure design, execution and maintenance, and corporate communications. By leveraging Glenbriar's national team of specialized consultants and engineers, clients realize greatly increased business efficiencies over "in-house" IT staffing solutions.

## **Business VolP**

Glenbriar's Business VoIP Solution combines ShoreTel phones, switches and software with custom integration applications to produce a truly superior deployment. Glenbriar integrates its clients' business needs into its corporate communications system, fully leveraging existing databases and architecture into a cohesive and functional business system, including CRM and ERP integration.

### **Enterprise Web Software**

Peartree Software Inc., Glenbriar's software division, completed its multi-location release in fiscal 2007. The process of moving all existing XML software clients to the new version is substantially complete, so that all Dealership and SMB installs are now benefitting from the rich functionality of the new release.

### About Glenbriar

**Glenbriar Technologies Inc.** (CNQ:GBRT) provides leading-edge business-driven technology spearheaded by a highly developed Managed Services approach. Glenbriar is specifically focused in IT and VoIP consulting and implementation in a number of specific market verticals. Glenbriar's **Peartree Software Inc.** division develops software solutions for targeted industries such as manufacturing and dealer management. Glenbriar currently has offices in Alberta, British Columbia and Ontario. See <u>www.glenbriar.com</u> for more details.

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



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.

Balance Sheets	As at September 30	
	2007	2006
Assets		
Accounts receivable	\$ 904,290	\$ 1,158,692
Inventory	54,078	62,085
Marketable securities, at fair value	82,013	-
Prepaid expenses	30,408	53,982
Total current assets	1,070,789	1,274,759
Software assets	1,947,254	1,276,181
Other capital assets	214,192	223,234
Goodwill	1,023,756	1,023,756
Future income taxes	777,537	1,050,875
	\$ 5,033,528	\$ 4,848,815
Liabilities		
Revolving credit facility	\$ 431,733	\$ 304,111
Accounts payable	524,989	665,084
Deferred revenue	254,915	248,218
Total current liabilities	1,211,637	1,217,413
Deferred leasehold allowances	62,200	62,200
Loans payable	125,000	-
	\$ 1,378,537	\$ 1,279,613
Shareholders' equity		
Common shares	\$ 3,432,174	\$ 3,327,174
Retained earnings	222,817	242,028
	\$ 3,569,991	\$ 3,569,202
	\$ 5,033,528	\$ 4,848,815



Statements of Earnings & Retained Earnings	For the year ended September 30	
<u>_</u>	2007	2006
Revenue		
Managed information services	\$ 3,105,289	\$ 2,778,758
Equipment and software sales	2,394,014	2,323,070
Interest and other income	10,565	8,258
	5,509,868	5,110,086
Expenses		
Managed information services	2,425,284	1,974,381
Cost of goods sold	1,757,604	1,900,173
General and administrative	1,115,915	946,686
Amortization	109,492	99,081
Interest and bank charges	44,923	24,267
Foreign exchange loss	2,861	16,419
	5,456,079	4,961,007
Earnings before income tax	53,789	149,079
Provision for future income tax	73,000	80,000
Net earnings (loss)	(19,211)	69,079
Retained earnings, beginning of year	242,048	172,949
Retained earnings, end of year	\$ 222,817	\$ 242,028
Net earnings (loss) per share	\$(0.001)	\$0.002
Statements of Cash Flow	2007	ded September 30 2006
Operating		
Net earnings (loss)	\$ (19,211)	\$ 69,079
Future income taxes	73,000	80,000
Amortization	109,492	99,081
Amortization of deferred leasehold allowance	(20,300)	-
Unrealized loss on marketable securities	3,905	-
Change is non-each working conital	146,886	248,160
Change in non-cash working capital	22,612	20,378
Financing	169,498	268,538
Issuance of common shares	105,000	295,450
Change in revolving credit facility	127,622	(14,108)
Loan proceeds	75,000	(14,100)
	307,622	281,342
Investing		201,012
Capital expenditures	(60,450)	(68,740)
Increase in software assets	(416,670)	(481,140)
Proceeds on disposal of assets	-	-
•	(477,120)	(549,880)
Net change and cash, end of year	\$-	\$-