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## Memorandum

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To	THE AUSTRALIAN STOCK EXCHANGE	From	SIMON CURTIS
Attention	THE COMPANY ANNOUNCEMENTS OFFICE	Date	7 JULY 2004
Facsimile number	E-Lodgements	Our Reference	
Subject	ACQUISITION OF ENESAR CONSULTING PTY LTD	Number of Pages including this page	3

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Dear Sir / Madam,

Please refer to the attached media release.

Please direct any queries in relation to this announcement to myself in the first instance

Yours faithfully

A handwritten signature in black ink, appearing to read "Simon Curtis". The signature is stylized and includes a horizontal line at the end.

Simon Curtis  
Company Secretary



## MEDIA RELEASE

# **COFFEY ACQUIRES ENESAR TO BOOST PROFIT GROWTH AND EXPAND ENVIRONMENTAL PLANNING CAPABILITIES**

(Sydney, Australia – 7 July 2004) Coffey International Limited (ASX: COF) is delighted to announce the acquisition of Enesar Consulting Pty Ltd (Enesar). The acquisition, costing around \$2.8 million in a mix of cash and shares, is expected to add approximately \$4.5 million per annum in turnover with an EBITDA of about 15-20%.

Enesar is a well-established market leader in the specialist field of environmental planning for mining, oil, gas, industrial and infrastructure projects. It has 23 staff based in Melbourne who manage long-term clients and contracts throughout Australia and the world. It maintains a dominant position in the mine environment market.

Coffey International Managing Director Roger Olds commented that: “Strategically, this acquisition brings us three benefits, Firstly, it continues our commitment to build a group with strong environmental and social credentials. Enesar has a unique and innovative approach to environmental planning which looks at both social as well as environmental elements, as well as a strong technical reputation. This complements Coffey’s approach and reputation which also focuses on the quadruple bottom line.

“Secondly, Coffey and Enesar share several target sectors. Together, the two companies will provide a range of complementary technical, environmental and social impact planning services to companies operating in the mining, oil, gas, and infrastructure industries.

“Thirdly, Enesar provides Coffey with further expertise in assisting clients which are planning projects in sustainable development.

“Enesar has operated in Australia since 1974 and internationally since 1977. Coffey will provide Enesar with strong financial and operational support to allow it to continue its growth and to satisfy the demand from its multinational clients to conduct work around the world.

“All major infrastructure projects now need an environmental impact statement and this is a specialist area of Enesar. We are planning to expand Enesar’s operations nationally and increase its market share in this extremely critical aspect of project approvals.

“Due to the nature of Enesar’s business, we have no immediate plans to integrate its operations into the other consulting businesses of Coffey. Instead, we will focus on

supporting Enesar's current growth while maximising opportunities for cross-selling and sharing staff," he continued.

Enesar's Managing Director Stuart Jones added: "Enesar recognises in Coffey a company with similar culture and values. And the opportunities for growth presented by Coffey's geographic spread of offices was a big factor in our decision," he said.

### **About Coffey International Limited**

Coffey International Limited has a vision to improve the lives of world communities by providing both physical and social infrastructure solutions to business, government and development assistance agencies. Coffey operates two divisions:

- the Consulting Business, which comprises Coffey Geosciences, Control Testing Laboratories, Water Studies, Soil & Rock Engineering, and IT Environmental,
- the International Development Business, which comprises SAGRIC International, Coffey MPW and Landmarc.

With the acquisition of Enesar as a new business stream in the consulting division, Coffey now employs around 800 people and is one of Australia's largest service providers to the Asia Pacific Region. Coffey is listed on the Australian Stock Exchange and is part of the ASX 300 and small companies index.

During the 2002/03 financial year, Coffey generated \$38 million revenue in Australia, \$38 million in South East Asia, \$21 million in the Pacific and \$13 million in China, Sri Lanka, India and the Middle East.

For more information, please visit [www.coffey.com.au](http://www.coffey.com.au) .

### **About Enesar**

Enesar is an environmental and social planning consultancy with a 30 year track record. It is one of the most experienced operators in the environmental planning industry in Australia.

Enesar has worked on 500 assignments for 200 clients across Australia and in 31 countries in Asia, the Pacific, Africa, the Americas and Europe. Enesar's major clients are resource and infrastructure companies, financiers, investors and insurers. It also works for community groups, government and multilateral development agencies.

The Company employs 23 staff in Melbourne and delivers annual revenue of approximately \$4.5 million in Australia and from international projects.

For more information, please visit [www.ensar.com.au](http://www.ensar.com.au).

ENDS

Roger Olds is available for interview. Company background and managing director profile available.

For more information, please contact Jo Case or Nicola Mendleson, Mendleson Communication: telephone: 03 9827 0422 or 0421 557 943 email: [jo@mendleson.com.au](mailto:jo@mendleson.com.au).