

## **Integrated Technology Solutions**

IT Services ♦ Communications ♦ Software

## Glenbriar Reports 2011 Year End Results

CALGARY, AB, **December 2, 2011** — Glenbriar Technologies Inc. (CNSX:GTI) today released its audited financial results for the year ended September 30, 2011:

Glenbriar Technologies Inc.	Year ended September 30	
	2011	2010
Revenue	\$6,051,730	\$5,080,988
Gross profit	1,598,447	1,325,400
Total assets	940,313	1,037,826
EBITAS* (after R&D)	54,707	4,515
Earnings (loss)	(229,860)	(423,868)
Earnings per share	\$(0.01)	\$(0.01)
Average Common Shares outstanding	45,772,514	40,717,121

<sup>\*</sup>EBITAS = Earnings before interest, taxes, amortization and noncash items. EBITAS is not recognized by GAAP.

## **Results from Operations**

Gross profit improved 21% on a 19% increase in revenue, comprised of a 9% ruse in services and a 37% rise in equipment and software. This reflects increased capital expenditures by clients who delayed or deferred IT investment during the global recession. EBITAS (after research and development) improved to \$54,707, maintaining its positive upward trend. Net loss improved by 46%, and is expected to continue to improve in fiscal 2012 due to the proprietary software and customer list asset classes being fully amortized. Bank debt is on schedule to be fully retired by April 2012.

Glenbriar also issued 105,800 common shares from treasury at \$0.05 per share. Last CNSX closing price prior to the date of issuance was \$0.01 per share. The shares were issued as the employer's quarterly contribution under an employee stock purchase plan. Details are available at <a href="https://www.cnsx.ca">www.cnsx.ca</a>.

## About Glenbriar

Glenbriar Technologies Inc. (CNSX:GTI) has been a leading provider of Enterprise IT Managed Services, Software and Telephony solutions to some of Canada's largest manufacturing and distribution companies for over 20 years. From its offices in Calgary, Vancouver and Waterloo, Glenbriar's staff of IT professionals manage and support the IT needs of over 300 companies. From its early roots in developing and supporting ERP systems, Glenbriar has branched out to support all things technical under a client's roof, from complete infrastructure and business applications to telephony solutions. See <a href="https://www.glenbriar.com">www.glenbriar.com</a> for more details.

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The CNSX 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.