

Retrofits upgrade earnings at Isis

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The move towards green office fitouts among Australia's largest corporate tenants has provided record income for one of the nation's leading refurbishment specialists.

Retrofitting of offices, the hotel sector and educational facilities underpinned a 23 per cent increase in 2010-2011 revenue to \$503 million for professional service firm Isis.

Isis chief executive Michael Barnes said he was cautious about the market in 2011-2012 due to global uncertainty, but there was a strong pipeline of business that was likely to at least maintain the business at current levels.

"The market isn't jumping out of its skin, so in recent years we have broadened our range of services and improved the prod-

uct offering to provide even greater value to our clients," he said.

Isis executed contracts worth \$258 million for the retrofitting of office buildings, \$121 million for hotels and about \$89 million for educational facilities.

Mr Barnes said the education sector had performed strongly, mainly led by universities, although the commercial office sector had dominated income in the past financial year and would continue to perform well, with a number of new projects in the finance and banking sector.

"While uncertainty remains a feature for the general economy, with quality corporates beginning to commit to office space and upgrading existing facilities and a resurgent hotel and leisure sector, there remains some room for optimism," he said.

The uncertainty dogging the

retail sector also showed up in Isis's results, with just \$7 million worth of work undertaken for the asset class.

In a busy year for Isis, the company formed an international competitive alliance with Overbury in the United Kingdom.

Mr Barnes said the record revenue of \$503 million in 2010-2011 compared with \$409 million the previous year.

Profit before tax more than doubled from \$3.7 million to \$9.3 million.

Isis, which is ranked among *BRW's* top 100 privately owned companies, recently expanded into the construction industry.

Isis said it took the unusual step of publishing an annual report to provide transparency for its staff and clients, and to provide a "rare barometer" of activity in the Australian fitout market.